

PIER PAOLO FERRANDO

20+ yearlong Investment Banking experience within both international and Italian institutions across products and sectors with a focus on M&A/Equity Capital Markets; exposed to very different corporate cultures and approaches to business Team leader and point person on highly complex processes such as disposals, competitive auctions with financial sponsors and Initial Public Offerings; multi-sector focus including Industrial Products, Telecoms, Infrastructure, Retail and Luxury Goods

Passionate, dedicated and result-oriented, especially when executing long and structured deals involving several counterparties

**ESPERIENZA
PROFESSIONALE****PRICEWATERHOUSECOOPERS ADVISORY, Milan (Italy)**

Partner – Head of M&A Advisory (Feb 2016 – Present)

- Appointed M&A Leader in February 2017
- Head of a team of approx. 30 professionals and responsible for an Operating Unit of approx. 100 professionals

MORGAN STANLEY BANK INTERNATIONAL LIMITED, Milan (Italy)

Executive Director - Investment Banking (Jan 2012 – May 2014)

- Italian reference point for the European Transportation team, the Financial Sponsors Group, Luxury Goods & Retail team, Gaming & Betting
- Coverage of Telecom Italia, GTech, Ferrovie dello Stato Italiane, SEA – Aeroporti di Milano and several corporates in various industries
- Fully involved in day-to-day execution activities when required

Vice President - Investment Banking (Jan 2009 – Dec 2011)

- Involved – also as deal captain - in a number of high-profile executions including M&A cross-border deals, IPOs, Public Tender Offers
- Ongoing coverage of several corporates in various industries
- Staffer and CAO for IBD Italy from December 2010 to January 2012

Associate – Investment Banking (Apr 2006 – Dec 2008)

- Worked on several M&A and LBO projects within various industries and took part to projects involving ECM and DCM professionals. Key duties: valuations; extensive financial modelling; management of the process; management of the relationship with clients

CAPITALIA SpA, Rome (Italy)

Associate, Advisory Group (Sep 2005 – Apr 2006)

- Transferred to the holding company together with the Investment Banking team at MCC after the reorganisation of the Capitalia Group based on the 2005-07 business plan

MCC SpA (CAPITALIA Banking Group), Rome (Italy)

Investment Banking Associate (Apr 2003 – Aug 2005)

- Worked on several M&A and Capital Markets projects within various industries
- Duties included: valuations applying various methodologies; extensive financial modelling; management of the process

LEHMAN BROTHERS LTD, London (UK) (*Jul 2001 – Nov 2002*)
Investment Banking Analyst (European Telecom & Media M&A Group)

MERRILL LYNCH INTERNATIONAL LTD, London (UK) (*Jul 1999 – Sep 1999*)
Investment Banking Summer Analyst (Italian Coverage Group)

**ISTRUZIONE E
 FORMAZIONE**

UNIVERSITÀ COMMERCIALE LUIGI BOCCONI, Milan (Italy) (*Sep 1995 – Jun 2001*)

Degree course in Economics and Social Sciences
 Graduated on June 22nd, 2001 (110/110)

UNIVERSITY of PENNSYLVANIA, Philadelphia, PA (USA) (*Jan 1998 – May 1998*)

The Wharton School of Business
 Attended the Spring semester as an official exchange student from Bocconi University

LINGUE	COMPRESIONE		PARLATO		PRODUZIONE SCRITTA
	Ascolto	Lettura	Interazione	Produzione orale	
Italian	NATIVE SPEAKER	NATIVE SPEAKER	NATIVE SPEAKER	NATIVE SPEAKER	NATIVE SPEAKER
English	C2	C2	C2	C2	C2
French	A2	A2	A2	A2	A2

**COMPETENZE
 INFORMATICHE**

Proficient in the use of Windows and its applications
 Bloomberg, Factiva, DataStream, CERVED, Thomson Research and other financial databases

**HONORS AND
 ACTIVITIES**

FSA certified (Regulations, Securities and Derivatives) (*August 2006*)
 Elected representative of the student body at Bocconi University and permanent member and students co-ordinator of the Committee on the Evaluation of Services (*1999 – 2000*)

DATI PERSONALI

Autorizzo il trattamento dei miei dati personali ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali".

Il sottoscritto dichiara di essere consapevole che il presente *curriculum vitae* sarà pubblicato sul sito istituzionale dell'Ateneo, nella Sezione "Amministrazione trasparente", nelle modalità e per la durata prevista dal d.lgs. n. 33/2013, art. 15.

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