

# PIER PAOLO FERRANDO

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- 20+ year long 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
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## **WORK**

### **PRICEWATERHOUSECOOPERS ADVISORY, Milan (Italy)**

#### **EXPERIENCE**

#### **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. 90 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)**

- EDUCATION**    **UNIVERSITÀ COMMERCIALE LUIGI BOCCONI, Milan (Italy)**    *(Sep 1995 – Jun 2001)*  
*Degree course in Economics and Social Sciences*
- Graduated on June 22<sup>nd</sup>, 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

- LANGUAGE SKILLS**
- Italian: native speaker
  - English: fully fluent
  - French: basic knowledge

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

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

- HOBBIES AND INTERESTS**
- Road running and trail running, up to and beyond the marathon distance
  - Reading
  - Travelling
  - Italian Politics

*I authorise the use and communication of my personal information according to Italian Law*