

**Allegato 3**

## INFORMAZIONI PERSONALI

## Giacomo Vernarecci

 Rome, Italy

Sesso M | Nazionalità Italian

## POSIZIONE RICOPERTA

## Director - Infrastructure &amp; Export Financing (“I&amp;EF”), Italy | UniCredit Advisory and Financing Solutions

ESPERIENZA  
PROFESSIONALE

July '10 – Present

**Director (2014), Associate Director (2010)**

UniCredit S.p.A., Infrastructure &amp; Export Financing, Italy

- Responsible for originating and structuring debt advisory and arranging mandates
- Capable of managing the whole deal structuring and financing process, from the origination/marketing phase to financial closing (preparation of pitches, meetings with clients, term sheet negotiation, coordination of project advisors, due diligence package review, drafting of credit papers and presentation/discussion with senior management/credits, financial docs negotiation, signing/closing of the deal)
- Trained, coached, and supervised junior team members
- Most relevant transactions closed, acting as team leader:
  - Project Avangard: structuring and financial advisory services to support Retelit S.p.a. (Asterion, Marguerite) in structuring a financing package aimed at supporting its data center business growth, including the support for the construction of 27MW additional capacity.
  - Project Giotto: structuring and financial advisory services to support Encavis (KKR) in the tender process for the acquisition of 265 MW ITA PV portfolio in operation sold by EDP Renewables Italia.
  - Project Bellini: EUR [215]m Staple Financing to support the acquisition process set by EDP Renewables Italia with reference to its 191MW wind ptf in operation in the South of Italy. Staple Financing opted by PLT Energia, when selected as preferred bidder.
  - Project Optics: Eur 10,5bn acquisition financing to support KKR in the acquisition of the TIM's entire fixed line network in Italy with the aim to create the first independent national open-access fixed-line network in Europe.
  - ENEL 3SUN PV Gigafactory: Eur 550m project financing to support ENEL Green Power in the revamping activities to expand current PV factory production capacity to 3 GW per year, from the current 200 MW.
  - Project Cerbero: EUR 215m hybrid financing (Bond + Bank Loan) aimed at refinancing a 140 MW wind portfolio in operation owned by PLT Energia and syndicated to a pool of international institutional investors.
  - Project Sofia: financial advisory and structuring services to support one of the main players in the ITA RES sector in the tender process for the acquisition of 315 MW ITA wind portfolio in operation sold by Glennmont and PGGM (EV ca. Eur 600m).
  - Open Fiber: (awarded “Deal of the Year” from PFI in 2018) Eur 3.5 bn financing for the roll-out of a national fiber-optic broadband network passing ca 20m households in Italy for a total expected capex of ca Eur 9bn.
  - Project Assunta: first project bond issued in the ITA wind sector (Eur 170m) and largest Eur denominated project bond for a RES transaction in Europe (2017), aimed at refinancing (at HoldCo level) ca 245 MW wind portfolio located in the south of Italy and owned by Glennmont Partners fund.

Business sector Investment Banking – Infrastructure &amp; Export Financing

Sept. '07 – July '10

**Manager**

PriceWaterhouseCoopers S.p.A., Corporate Finance team

- Origination & execution of financial advisory mandates (project finance, valuation, M&A)
- Client management
- Coordination of analysts' activities
- Financial modelling/Financial model review

**Business sector** Corporate Finance Advisory

Jan. '06 – Aug. '07

**Analyst**

Mediocredito Centrale S.p.A. (Capitalia Group)

- Financial modelling
- Supporting project managers in structuring activities related to PF transactions
- Financial analysis

**Business sector** Banking – Project Finance

Nov. '05 – Dec. '06

**Consultant**

KPMG S.p.A., Corporate Finance team

- Financial modelling/Financial model review
- Valuation

**Business sector** Corporate Finance Advisory

ISTRUZIONE E FORMAZIONE

Jan. 2017

**Master in Corporate & Investment Banking (MCIB)**

SDA Bocconi School of Management, Milan

June 2006

**Master in Business and Administration (MBA)**

LuiSS Guido Carli University, Rome

July 2004

**Bachelor's degree in Political Economics (summa cum laude)**

Faculty of Economics R.M. Goodwin, Siena

COMPETENZE PERSONALI

Lingua madre Italian

Altre lingue

	COMPRESIONE		PARLATO		PRODUZIONE SCRITTA
	Ascolto	Lettura	Interazione	Produzione orale	
English	Avanzato	Avanzato	Avanzato	Avanzato	Avanzato

Competenze comunicative Negotiation skills. Client management.

Competenze organizzative e gestionali Managerial skills. Leadership. Strategic thinking. Sound work ethics. Team training, coaching and supervision.

**Competenze professionali** Deep knowledge of the Italian project finance market, with focus on Renewable Energy and Digital sectors. Deal origination & deal management. Term sheet & project docs negotiation. Financial and accounting skills. Financial modelling.

**Competenza digitale**

AUTOVALUTAZIONE				
Elaborazione delle informazioni	Comunicazione	Creazione di Contenuti	Sicurezza	Risoluzione di problemi
UTENTE AVANZATO	UTENTE AVANZATO	UTENTE AVANZATO	UTENTE BASE	UTENTE BASE

Livelli: Utente base - Utente intermedio - Utente avanzato  
[Competenze digitali - Scheda per l'autovalutazione](#)

Advanced financial modelling in Microsoft Excel. Standard office suite tools (Word, PowerPoint).

**Altre competenze** Accredited Professor at the Department of Business and Management at Luiss Guido Carli (Rome), where he has taught courses in project finance and financial modelling in various specialized master's programs and executive education training courses.

**ULTERIORI INFORMAZIONI**

- Publicazioni
- Presentazioni
- Progetti
- Conferenze
- Seminari
- Riconoscimenti e premi
- Appartenenza a gruppi / associazioni
- Referenze
- Menzioni
- Corsi
- Certificazioni

**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".