
ALESSANDRO PANSA**Personal details**

Born in Mortara (Pavia, Italy), on 22nd June 1962.

Education

Degree in Political Economics (110/110 *cum laude*) from Bocconi University (Milan), with a specialisation in Financial and Monetary Economics. Degree at the Graduate Business Administration School of New York University (USA).

Professional experience

He started his career in 1987 when he joined the Credito Italiano SpA in the Study, Economics and Planning Division. He moved in 1989 to Euromobiliare SpA, in the Investment Banking and M&A Division, where he participated in company finance operations in the Bank and Insurance Sector and he was responsible for many operations of Extraordinary Finance for Companies and Holdings.

Three years later, in 1993, he became Senior Partner of an Italian leading investment bank, Vitale Borghesi & C. He organised major stock market operations (flotation of Mondadori, takeover bid for Credito Romagnolo by Credito Italiano, acquisition of Credito Lombardo by Banca Antoniana).

As head of advisory services for state-owned companies:

- organised the restructuring of the Finmeccanica Group;
- advised ENEL during initiatives in the telecommunications sector (creation of Wind and competition for the third mobile telephony licence) and in forging joint venture agreements;
- assisted the Italian Treasury in planning the restructuring of Gruppo Poligrafico dello Stato and privatising the Istituto Bancario San Paolo di Torino;
- assisted Poste Italiane SpA in its acquisition of SDA Express Courier;
- advised FS SpA in operations to rationalise its investments.

In 1999 he was appointed Managing Director and Partner of Lazard. He organised the following major executive operations:

- for the Italian Treasury, the flotation and privatisation of Finmeccanica; the floating of a second tranche of Enel shares on the stock market;
- for ENEL, the disposal of the electricity networks of Rome, Milan and Parma; the restructuring and financial division of Wind; the acquisition of Infostrada;
- for the Turin Municipality, the flotation of AEM Torino SpA.

In 2001 he was appointed Chief Financial Officer of the Finmeccanica Group, responsible for the activities of Group Finance, Administration, Planning and Control, Merger and Acquisitions, Tax Policy and Investor Relations.

From October 2004 he has been named Co-General Manager and CFO of the Finmeccanica Group, adding the responsibilities of Strategies, Legal and Corporate Affairs, Research Department.

Other activities

In 1995, he was invited by the U.S. Government to spend a two-month period in the U.S. for the International Visitors Program. The study program was organised by the United States Information Agency (USIA) and was meant to deepen out the following subjects:

- Decisional process of Public Administration;
- Relationships between financial institutions and Regulation Corporations.

Member of the Board of Feltrinelli Editore SpA and of Borsa Italiana SpA, managing company for stock exchange and financial markets.

Member of the Council for Relations between Italy and USA and of Aspen Institute

Since 2006, Professor of Finance at LUISS University in Rome.

In 2007 published the book *La Difesa Europea (European Defence)*, il Melangolo Editore.

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