

ALESSANDRO PANSA

Personal data

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

Education

Degree in Political Economy (110/110 cum laude) at "Università L. Bocconi" sited in Milan, Italy, in which he also specialized in Financial and Monetary Economics. Business Administration School, New York University, USA.

Career

1987-1989 Credito Italiano SpA. Milano Italy, Economic Research and Planning Department

1989-1992 Euromobiliare SpA – Investment Banking Division

From 1993 Senior Partner of Vitale Borghesi & C. (Investment Banking). He coordinated some important M&A and stock market deals (Flotation of Mondadori, Public Tender Offer of the Credito Romagnolo by Credito Italiano, acquisition of Credito Lombardo by Banca Antoniana).

As Responsible for the Advisory Activities for Institutional and Public Controlled Companies, he led: the financial corporate restructuring of Finmeccanica Group; the creation WIND Telecomunicazioni and the its participation to the tender for the third Mobile Telecommunications Provider); the creation and the disposal in the market of energy production companies by ENEL.

As advisor of the Italian Ministry of Treasury he led the corporate restructuring of Gruppo Poligrafico dello Stato and the privatisation of Istituto Bancario San Paolo di Torino; he advised Poste Italiane Spa assets acquisition, including SDA Express Courier SpA.

From 1999 Managing Director and Partner of Lazard. He led the following main advisory activities:

- Ministry of Treasury: privatisation and flotation of Finmeccanica; flotation of the second tranche of ENEL on the stock market;
- ENEL: disposal of distribution grids to local electricy of Rome, Milan, and Parma; restructure of shareholding of Wind; acquisition of Infostrada; Municipality of Turin: flotation of AEM Torino SpA.

From 2001 CFO of the Finmeccanica Group, responsible for the following Departments:

- Group Finance
- Administration and Control
- Strategy and Mergers & Acquisitions
- Tax Policy
- Investor Relations

From 2004 Co-General Manager and CFO of the Finmeccanica Group, responsible for the following Departments:

- Group Finance
- Administration and Control
- Strategy and Mergers & Acquisitions
- Legal and Corporate Affairs

- *Tax Policy*
- *Investor Relations*
- *Economic Research Department*

From May 2011 Chief Operating Officer and CFO of the Finmeccanica Group, responsible for the following Departments:

- *Group Finance*
- *Administration and Control*
- *Operations*
- *Mergers & Acquisitions*
- *Legal and Corporate Affairs*
- *Tax Policy*
- *Investor Relations*
- *Real Estate*
- *Group Services*
- *Economic Research Department*

From December 2011: Member of the Board of the Finmeccanica Group

From May 2012 Member of the Board and Chief Operating Officer of the Finmeccanica Group, responsible for the following Departments:

- *Group Finance*
- *Administration and Control*
- *Operations*
- *Group Operational Companies*
- *Mergers & Acquisitions*
- *Tax Policy*
- *Investor Relations PRESS NOTE*
- *Real Estate*
- *Group Services*
- *Economic Research Department*

Other activities

Member of the Board of Gruppo Feltrinelli, a leading Italian publisher.

Member of the Counsel for Relations Italy and U.S.A. relations.

Member of the Counsel for Aspen Institute.

Member of the Board of Italian Strategic Fund.

Since 2006, Professor of Finance at the University of Rome Luiss.

In 2007 he published the book "La Difesa Europea", il Melangolo Editore