

GIANANDREA CHERUBINI

PERSONAL INFORMATION

Nationality: Italian

DoB: 20th August 1972

WORK EXPERIENCE

March 2011 to date

Davis & Morgan S.p.A.

Milan

Davis & Morgan is an established financial intermediary based in Milan and London. In November 2011 I've become the second largest partner and a member of the BoD. I am currently an administrator and the COO.

May 2009 to March 2011

Vantage Partnership I, SICAR

London and Luxembourg

In 2009 I've set up a Sicar with the aim to invest in the Italian private equity sector. Further to my joining Davis & Morgan, I've left the company.

August 1998 to May 2009

NBG International Limited

London, UK

The firm, fully owned by the National Bank of Greece, was the leading Greek Investment Bank from its set-up in 1997 to 2009, when it was wound down as a consequence of the financial crisis. It was active in Debt Capital Markets (DCM), Equity Capital Markets, Equity Brokerage and M&A.

I heavily contributed to the set up and establishment of the DCM team, the most profitable division of the firm, and I was consistently rated in the top percentile of the whole firm.

Head of Syndicate and of Structured Products (2003 – 2009):

- I was responsible for the syndication phase of all originated transactions and for the structuring of products such as convertibles, securitisations of assets and of future flows, subordinated debt and privatisation certificates;
- I have originated and executed financing transactions for banks, municipalities and corporates in Bulgaria, Romania and Turkey;
- Performed rating analysis for borrowers;
- Alternative investments: derivatives linked products, real estate financing.

Setup of the NBGI SEE Mezzanine Fund (2007 – 2008):

- Towards the end of 2007, I identified an unexploited and potentially profitable market niche in the subordinated financing of Southeast European mid-size corporates;
- Whilst maintaining my role in the DCM, I, with the help of an Investment Director in NBGI Private Equity (currently managing circa Eur 1bn) and of the Head of Capital Markets, marketed a new fund that would provide such type of financing, with a target size of Euro 75 million;
- As of July 2008, we had written commitment for Euro 85 million, mainly from UK based funds and HNWI;

- Market conditions have forced us to suspend the project.

Fixed Income Salesperson (1998 – 2003):

- In charge of Italian, Iberian and Benelux accounts;
- Main clients were Generali, RAS, Aletti Gestielle, ING, Dexia AM, Banif, BNL, MPS AM, Unipol, Zurich, Fideuram, Kairos Unicredito, Caboto, Banca Popolare di Verona, Banca Popolare di Milano, BCP, Fortis, KBC;
- Highly involved in the structuring phase of breakthrough transaction for the Greek market, including the Privatisation Certificates, the first Greek Securitisation (Atlas) and the first corporate Eurobond (OTE).

March 1995 to April 1998 **Euroconsulting Valuation Company** Milan, Italy

Euroconsulting was a financial and tax consulting firm to medium Italian companies, principally located in the North-East. I was assisting one of the principals in the financial advisory business.

Main duties:

- Company valuations mainly through financial methods;
- Balance sheet analysis and optimisation;
- Financial projections in different scenarios;
- Opportunity analysis of new investments and projects.

June 1993 to May 1996 **JEME/CIJE** Milan, Italy

Junior enterprises are consulting firms managed by university students and typically active in market analysis and research. JEME is the junior enterprise of Università Bocconi, whilst CIJE is the confederation of all Italian junior enterprises.

Head of JEME (1994 – 1996):

- Originated projects and allocated them to members of the organization;
- Liaised with professors of the University;
- Managed projects and dealt with end clients.

Head of CIJE (1995 – 1996):

- Co-ordinated the activity of all the Italian JE;
- Liaised with the International organizations;
- Procured projects on a national basis.

EDUCATION

1991-1997 **Università Commerciale Luigi Bocconi** Milan, Italy

- Bachelor Degree in Business Administration. Majored in Finance. Final marks 107/110.

1986-1991 **Liceo Scientifico Gonzaga** Milan, Italy

- Maturità scientifica: A-level equivalent.

LANGUAGES

Italian: mother tongue

English: fluent

Spanish, French: good knowledge