

MARINA NATALE

Date of Birth: 13 May 1962; Saronno (Varese), Italy

CAREER HISTORY

July 2017 – present: AMCO SpA

May 2017 – July 2017: Fiera di Milano, CEO

Responsible for temporarily managing the company for the ordinary administration in order to accompany the company during the period of the legal administration of the stand-fitting business (no. 34 and 58/2016) decided by the Prevention Court, following criminal infiltrations in the subsidiary Nolostand.

September 2016 – March 2017: UniCredit SpA, Head of Strategy, Business Development & M&A

Responsible for the definition of Group strategic targets, aimed mainly at defining the Group Strategic Plan, maximizing the return on invested capital through Business Portfolio Management activities and acting as a central point for all M&A activities, within the Group. Member of Executive Management Committee.

October 2015 - August 2016: UniCredit SpA, Deputy General Manager, Head of Strategy&Finance

Deputy General Manager at Unicredit SpA, maintaining the role of Manager charged and the supervision of the Internal Controls System. Member of Executive Management Committee.

May 2009 – October 2015: UniCredit SpA, Group CFO

Chief Financial Officer and Manager charged with preparing Company's financial reports. Member of Executive Management Committee.

July 2008- April 2009: UniCredit SpA, Head of Private Banking Division

Initiated and lead the creation of a unified European Private Banking platform through the harmonization of Client Service Model dimensions applied in the different countries in which the Group operates

Transferred best practices across different markets and enhanced the advisory component of the service to provide value added and sustainable revenue growth in a challenging low market performance environment

Reinforced perception that Private Banking provides a unified and high-quality client experience across Europe, with a strong focus on Group (retail and corporate) synergies as a key driver to promote growth.

October 1997-June 2008: UniCredito Italiano SpA, Head of Group M&A and Business Development

Advised the Group's top management on the short / medium / long term strategic development of the Group in terms of capital allocation, weight in different geographies vs. business lines, and proactive approach to the management of business portfolios.

Lead the business development activities of the Group through analysis of appropriateness of organic vs. M&A driven growth, and identification and prioritization of alternative potential

growth initiatives.

Lead the execution of all M&A transactions performed by the Group during the period, including landmark transactions such as the creation of UniCredito Italiano, the acquisition of HVB, the merger with Capitalia and the creation of the largest financial services franchise in Central and Eastern Europe.

Assessed in excess of 100 potential M&A initiatives over the period (including public, private, domestic and cross border opportunities) both on the buy or sell side in over 30 countries worldwide, acquiring significant corporate finance experience and expertise including:

- coordination of internal and external accounting teams in the context of the due diligence processes aimed at identifying and highlighting potential accounting misrepresentations in the target's financial statements
- assessment of the equity value of the target company and of the potential impacts of the proposed transactions on the Group's balance sheet structure (including goodwill allocation and associated analysis)
- leading negotiations
- structuring of complex transactions, including optimization of funding through equity and/or debt instruments
- implementation of extraordinary transactions such as contributions in-kind, mergers/de-mergers, etc.

January 1991-September 1997: Credito Italiano, Planning and Control

Responsible for:

- implementation of internal control activities (CDG) and of Asset Liability Management (ALM) policies and procedures, ensuring the conformity of these procedures with applicable accounting principles.
- establishing and running the overall budgeting process, providing the top management and network with a comprehensive set of periodic reports, reviews and updates of the yearly budgeting process.
- creation of an effective Management Information System (MIS) and sourcing of the relevant inputs and underlying data.

January 1988-December 1990: Credito Italiano, Research and Planning Department

Developed a data analytics and monitoring tool of the Italian banking sector based on a database of financial statements of market participants.

Co-operated with Bank of Italy in establishing a system for the analysis of the market and credit risk of the Italian banking system.

December 1986 - January 1988: Nomisma - Bologna

Assistant in research department

BOARDS

December 2019 – present Member of the Board of Directors of Webuild S.p.A.

October 2017 – present: Member of the Investors Committee of Italian Recovery Fund (former ATLANTE II)

April 2017 – present: Member of the Board of Directors of Fiera di Milano

May 2017 – April 2020 Member of the Board of Directors of Valentino

October 2016 – July 2017: Member of the Board of Directors of Mediobanca - Banca di Credito Finanziario S.p.A.

July 2016 – March 2017: Vice Chairman Vicario of the Board of ABI (Associazione Bancaria Italiana)

May 2016 – March 2017: Member of the Investors Committee of ATLANTE Fund (I,II)

April 2016 – September 2016: Member of the Board of Anthemis Unicredit Strategic Ventures LLP

December 2015 – March 2017: Member of the Board of ABI (Associazione Bancaria Italiana)

October 2015 - March 2017: Member of the Board of Assonime (Associazione fra le Società italiane per Azioni)

July 2015 – February 2017: Member of the Board of FITD (Fondo Interbancario Tutela Depositi)

May 2015 - March 2017: Member of the Supervisory Board and Audit Committee of UniCredit Bank Austria

April 2014 – November 2016: Member of the Board of Directors of FinecoBank

April 2010 – November 2016: Member of the Board of Directors of Pioneer Global Asset Management SpA

July 2009 - June 2014: Member of the Supervisory Board and Audit Committee of UniCredit Bank AG

LANGUAGES

Italian (mother tongue), English (fluent), French (basic knowledge)

EDUCATION

September 1981-November 1987: Università Cattolica del Sacro Cuore - Milano
Business Administration degree, 110/110 cum laude

September 1976-June 1981: Liceo Classico S.M. Legnani, Saronno (Varese)

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