

# ENEA SALDARINI

## PROFESSIONAL EXPERIENCE

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- 7/2017 – to date **SWISS MERCHANT CORPORATION SA, Lugano- CH**  
Head of Debt Advisory
- 2/1990 – 7/2017 **INTESA SANPAOLO GROUP, Milan - Italy**  
In February 1990 I started my cooperation with Intesa SanPaolo (at that time Banca Commerciale Italiana) the biggest Italian bank, where I have grown professionally in different sectors.  
The main tasks executed in the Bank were:
- 4/2014 – 7/2017 Head of Transaction Management. The desk supports Banca IMI's Securitization and Credit Risk Transfer desks and is responsible for the operational management of the transactions that the two desks generate, which are partially retained in the books of the group.
- 11/2010 – 4/2014 After the dissolution of the Financial Engineering desk following the transfer of Structured Finance to IMI Bank, given the personal experience gained over the years, I was part of Banca IMI's Capital Market Structuring Office. There I was in charge for structuring operations with Italian banking counterparties.
- 4/1999 - 11/2010 Global Head of Financial Engineering, a product desk of the Head Office in Milan. Such desk was introduced by myself in Intesa SanPaolo. The purpose of Financial Engineering was to structure, arrange, finalize and manage complex financing transactions for the primary Italian and foreign clients of the Bank.
- 10/1995 - 4/1999 Director in the Head Office reporting to the Head of the Foreign Division and to the CEO of the Bank for specific tasks. One of such tasks was the issue of Tier 1 capital for the Bank for a global amount of 1 billion of USD. In such period I contributed to create the Credit Derivatives desk for the Bank.
- 2/1994 - 10/1995 Assistant Manager of the Italian desk first in the Head Office of Banca Commerciale Italiana (Canada) Toronto, the subsidiary of the bank, and after in the New York branch of the Bank. My job was to analyze the balance sheets and make credit proposals for new loans to local companies linked with our Italian clients.
- 8/1991 - 2/1994 Economic Research Department of the Bank. Analyst of the bank sector in Italy and in Europe, comparing the performances of our Bank with the major competitors.
- 2/1990 - 8/1991 A specific training period created by the Bank in which theoretical lessons were alternated with practical experiences in different branches. During such training, I visited 7 branches in different parts of northern Italy and I had the opportunity to know all the commercial products of a Bank.

## EDUCATION AND MEMBERSHIPS

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- April 1995 Member of the register of "Revisori dei Conti" (in Italy only members of such roll could be Internal Auditors in a company)
- April 1992 Member of the register of "Dottori Commercialisti"
- October 1989 Degree in "Discipline Economiche e Sociali", an economic degree of the Bocconi University in Milan

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**LANGUAGES**

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**Italian**     native  
**English**    good

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**OFFICIAL POSITION HOLD**

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From 2001 to December 2012 I was a board member of a company linked with the bank, with a share capital of 1 billion of Euro.

From 1993 to 1995 I was an Internal Auditor in a financial holding company not linked with the bank with a share capital of 1 billion of Italian Lira.