

# Gaia Mazzalveri

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## Professional Experience

### From december 2020:

- **Vitale & Co SpA**

Partner

Main activities (Advisory, ECM and DCM): advisory activity for Saipem Related Parties Committee in the evaluation of the Financial Manoeuvre, FTH in the potential sale of Prima Assicurazioni; Poste Pay in the acquisition of LIS Holding and LIS Pay, Nextalia in the acquisition of ISP Formazione, MCC-Mediocredito Centrale in the potential acquisition of some branches of MPS; Banco Desio in a potential acquisition of some Branches; Fondazione Banca del Monte di Lombardia for the valuation of the Cattolica tender offer launched by Generali; a foreign Financial Institution in the acquisition of a regional bank; Banca Consulia in the selling process of the company.

- From December 2020, Vitale Holding S.p.A. and Vitale S.p.A. Board Member

### From 2010:

- **Equita Sim SpA**

Co-Head of Investment Banking - Head of Financial Institution Group. Main activities (Advisory, ECM and DCM): advisory activity for Intesa San Paolo in the launch of the tender offer on UBI Banca, advisory activities for Amco in the acquisition of the NPLs portfolio of Carige' npls portfolio and in negotiations with MPS; Apollo in the potential acquisition of Carige; MCC-Mediocredito Centrale in the acquisition of the majority stake in Banca Popolare di Bari; Cedacri in the acquisition of Oasi; BPER in the launch of the tender offer on the saving share of Banco di Sardegna' saving share; FMN in the acquisition of Milano Serravalle and APL; Apollo in the tender offer on Gamenet and in the RABB on the Gamenet shares; Istituto di Credito Sportivo and MCC-Mediocredito Centrale in the subscription of the Carige Tier 2 bond; Mediocredito Centrale shareholders (Regione FVG e Fondazione CR Trieste) in the sale of a majority stake; Fondazione CR Piacenza in the acquisition of CDP shares; Fondazione CR Verona in the subscription of the Unicredit Capital increase; Creval in the subscription of a bancassurance JV with Credit Agricole; Banco Popolare, Cattolica Assicurazioni, Credito Valtellinese, Banca Popolare dell'Emilia Romagna, Banca Popolare di Sondrio, Banca Popolare di Vicenza, Banca Popolare di Milano, Carige, UBI Banca, Banca Sella, Veneto Banca, CR Ferrara, Unicredit, Unipol also in the the RABB on the BPER shares, Assicurazioni Generali, Premafin/Fondiarria Sai/Milano Assicurazioni, Alba Leasing, Pompea, Alpitour, Prelios, Vegagest, Fincantieri (advisor for the privatisation), Ministry of Economy and Finance (advisor for the ABB of ENEL, advisor for the valuation of Poste Italiane in the privatisation process; advisor for the sale of a stake of Poste Italiane to Cassa Depositi Prestiti), Masi Agricola (Co-Global Coordinator in the ng), ICBPI, Banca Popolare dell'Alto Adige, CR San Miniato, CR Rimini, CR Cesena, Credit Agricole, Kairos (Co-Global Coordinator in the listing, pending), JC flowers, Eurovita, Enel, Sec Servizi, Fondo Atlante (in the acquisition of Veneto Banca) and other national and international banks, financial institutions, private equities and industrial companies.

**From May 2015 to May 2018:**

- **Datalogic S.p.A. Board Member**

**From mid 2008 to 2009**

- **Banco Popolare Soc. Coop.**  
Assistant to the Chief Executive Officer  
Main activities: support to ordinary administration. In charge of strategic operations (i.e.: commercial agreement on consumer credit; constitution, marketing and financing of real estate fund "Eracle", issue of government sponsored bonds "Tremonti bond", restructuring and delisting process of leasing unit Banca Italease, sale of Banca Popolare di Mantova, sale of 33 branches to Credito Emiliano, bancassurance jv), M&A activities, retail, corporate, finance, lending operations.
- **Bormioli Rocco e Figli SpA**  
Board Member
- **Alba Leasing SpA**  
Board Member

**From 2007 to mid 2008:**

- **Morgan Stanley Ltd - Italy HQ, Milan.**  
Executive Director of Investment Banking - Financial Institution Group.  
Main activities: Bancassurance deal between Banco Popolare and Aviva Italia Holding, sale of UBI Banca branches to Banca Popolare di Vicenza, advisory for sale of Intesa SanPaolo branches to Banca Popolare di Vicenza (not announced), sale of UniCredit branches, possible sale of Banco Popolare merchant bank unit Efibanca (not announced), advisory to Banco Popolare on real estate fund "Eracle", sale of 33 Banco Popolare branches; extraordinary capital markets operations for financial institutions not publicly disclosed (insurance companies and banks).

**From 1998 to 2006:**

- Co-head of Coverage and Corporate Finance unit of Financial Institution Group
- In 2006: bancassurance agreement between Banca Popolare di Milano and Fondiaria SAI; industrial plan for Banca Popolare di Intra; sale of majority stake of Banca Popolare di Intra; buyback of minority stake of Banca Popolare Italiana units Bipielle Investimenti and Reti Bancarie Holding; Banca Popolare Italiana capital increase; merger between Banca Popolare Italiana and Banco Popolare di Verona e Novara; failed merger between Cattolica Assicurazioni and Banco Popolare di Verona e Novara; merger between Banca Lombarda and BPU Banca.
- In 2005: advisory for Banca Antonveneta during hostile takeover battle between ABN
- Amro and Banca Popolare di Lodi; merger of Banca Italease and Factorit, listing of Banca Italease, Banca Lombarda capital increase.
- Main activities between 2000 and 2004: merger between Banca Andriese and Credem, spin-off of non-core real estate properties for Banca Popolare di Novara; merger between Banca Popolare di Novara and Banca Popolare di Verona; sale of real-estate unit of Banco Popolare di Verona e Novara; Banca di Intra capital increase; merger of Banca Popolare Commercio e Industria and Banca Popolare di Bergamo; acquisition of Cassa di Risparmio di Alessandria by Banca Popolare di Milano; Carige capital increase; sale of Mercantile Leasing by Fondiaria SAI; Industrial plan for Cassa di Risparmio di Savigliano.
- From 1998 to April 2000: Senior Internal Auditor
- Duemme SGR SpA: Board Member

**From 1994 to 1998**

• **Ernst&YoungSpA, Milan (Italy)**

Senior auditor within the Financial Institution Group. Auditing services for industrials: Mitsubishi, Coca-Cola, Isagro, Premafin. Auditing services for Italian and non-domestic banks, asset management, brokerage, consumer credit, leasing and factoring companies.

Education

Bocconi University, Milan - B.A. In Economics (1994)

Other

Italian mother tongue, fluency in French and English.