



MEDIOBANCA

## COMUNICATO STAMPA

### PRESIDENZA DELL'ACCORDO PER LA PARTECIPAZIONE AL CAPITALE DI MEDIOBANCA

L'Assemblea dei Partecipanti all'Accordo per la partecipazione al capitale di Mediobanca, riunitasi in data odierna sotto la Presidenza di Angelo Casò ha deliberato all'unanimità di proporre alla prossima Assemblea di Mediobanca chiamata, tra l'altro, a nominare un amministratore, la candidatura di Marina Natale (Curriculum Vitae allegato), il cui profilo è coerente con quanto indicato nella "Relazione sulla composizione quali-quantitativa del Consiglio di Amministrazione", pubblicata sul sito [www.mediobanca.com](http://www.mediobanca.com).

Milano, 27 settembre 2016

## **MARINA NATALE**

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

### **CAREER HISTORY**

---

#### **September 2016 – present:**

UniCredit SpA : Head of Strategy, Business Development & M&A

#### **October 2015 – August 2016:**

Deputy General Manager at Unicredit SpA, keeping as well the role of Manager charged with preparing company's financial reports. Moreover I was given the role to assist the Chief Executive Officer in the management and supervision of the Internal Controls System.

#### **May 2009 – September 2015:**

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

***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)**

"I authorise the use of my personal data in compliance with Legislative Decree 196/2003".

