



MEDIOBANCA

Press release

Stefano Marsaglia appointed Executive Chairman and Co-Head of Global Corporate & Investment Banking

- **Mediobanca further enhances its international Corporate & Investment Banking activities with senior hire**
- **Mediobanca's London office to expand and become the European hub for all sector and capital markets teams, serving all geographies across the full range of products (equity and debt) and services (corporate finance and M&A)**
- **Specific focus on European Financial Institutions**

In line with the 2014-2016 three-year industrial plan presented in June this year, which targets significant growth in international CIB activities (30% - 45% expected increase in wholesale revenues from CIB contribution), Stefano Marsaglia has been appointed Executive Chairman, Corporate & Investment Banking. He will be based in London and will report to Alberto Nagel CEO of MEDIOBANCA who remains Co- Head of Corporate & Investment banking.

With a career spanning over thirty years, Stefano Marsaglia has been acting as Chairman of Barclays Global Financial Institutions Group in London since early 2010. In this role, he created the Financial Institutions team in Europe and was responsible for the significant increase in FIG activities worldwide. He advised most of the largest mergers, acquisitions and disposals in the FIG sector that Barclays was mandated for across the EMEA region, Asia and the Americas . Stefano also advised several Governments and State institutions with regard to their privatization programs in response to the recent financial crisis. Concerning Capital Markets, he advised on many equity capital raisings by both banks and industrial companies, as well as on several IPOs. Before joining Barclays, he held the role of Global Head of FIG and Co-Head for Europe at Rothschild.

With Stefano Marsaglia's arrival, Mediobanca's London office, which has already seen impressive development in the area of Capital Markets Solutions, shall become a true centre of excellence covering industry and the entire range of capital markets products with an aim to serve all Corporate & Investment Banking bases.

The European FIG sector - the most important revenues generator for CIB - will be one of the main priority due its increased need for restructuring and capital measures. Mediobanca is ideally positioned for these needs, given it has already devoted a considerable part of its Corporate & Investment Banking team to the FIG this sector and has a well established Equity Research and Sales team.

Mediobanca CEO Alberto Nagel commented: "I, like my colleagues, have known and had occasions to appreciate Stefano Marsaglia over many years of working together successfully. I am delighted that Stefano has chosen to join us to take on this new challenge. With Stefano's arrival, Mediobanca confirms and consolidates its mission to continue to be highly-specialized Corporate & Investment Banking House capable of attracting high caliber bankers with a strong entrepreneurial spirit and a proven track record in building successful businesses."

Milan, 3rd December 2013