

CLAUDIO VESCOVO

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Investment professional with 9 years of international experience in banking, strategy and financial consulting with focus in energy markets, holding a Master Degree in Business Administration and having completed a 15-month program for high potentials in a major financial institution. Specialization in renewable energy investments and lending, with deal experience in UK, Ireland, Italy, France, Belgium, Germany, Portugal, Morocco, Ireland and Poland both as a private equity investor and project financier. Recurrent lecturer and columnist in the renewable energy, climate change and sustainable investments sphere. Involvement in the policy making for alternative energy in the UK.

EDUCATION:

CA' FOSCARI UNIVERSITY of VENICE, Italy *September 1999 – July 2004*
Master Degree in ECONOMICS and BUSINESS ADMINISTRATION, final grade: 110/110 summa cum laude

JÖNKÖPING INTERNATIONAL BUSINESS SCHOOL (JIBS), Sweden *August 2001 - January 2002*
Erasmus Exchange Program

FOREIGN LANGUAGES:

ITALIAN: Native Speaker

ENGLISH: Fluent. Working language. 1 Academic Semester at Jönköping Business School (Sweden)

FRENCH: Fluent. Working language. Internship at JDS France; stays in Paris, Nice and Brussels

SPANISH: Good. Individual Course at Intermediary Level. A2 Level Course at Ca' Foscari University of Venice

SWEDISH: Elementary. Exam of Swedish Language Basics at Jönköping Business School (Sweden)

WORK EXPERIENCES:

BNP PARIBAS INVESTMENT PARTNERS, Clean Energy Fund, London (UK) *Since February 2010*
INVESTMENT MANAGER. Investment professional for a €450mln fund specialised in renewable energies. Private Equity investments in assets generating electricity from renewable sources (solar, wind, biomass) throughout the entire Europe. Average size of investment €20-50mln. Main activities: deal origination, financial modelling, investment valuation, deal structuring, negotiation with the developers, engineering and construction contractors, structuring of project finance or leasing, deal execution and closing. Active involvement in fund raising activities and investors' relations.

Key projects with major involvement from origination, to structuring contracts, financing and signing:

- Project leader and in charge of raising debt financing:
 - o 50MW onshore wind portfolio of 3 projects to be built in the UK (circa £100mln)
 - o 24MW solar photovoltaic asset to be built in Italy (circa €100mln)
 - o 55MW solar photovoltaic portfolio of 5 assets to be built in France (circa €150mln)
- Investment team member and in charge of raising debt financing:
 - o 20MW onshore wind farm under construction in the Republic of Ireland (circa €30mln)
 - o 25MW onshore wind farm operational in the UK (circa €35mln)
 - o 20MW solar photovoltaic project to be built in Portugal (circa €60mln)

FORTIS BANK, Merchant Banking - Energy & Utilities Group, London (UK) *March 2007 - January 2010*

ASSOCIATE, Energy & Utilities Group, London (UK)

Project financing & debt advisory for renewable energy and conventional power projects throughout Europe.

Main tasks: part of deal team in the financing of on-shore and off-shore wind farms in the UK, Portugal, Belgium, Poland, Morocco, France; of waste-to-energy projects in the UK, of conventional power plant (CCGT) in Belgium. Corporate lending to UK utilities and Reserve Base lending to oil & gas companies. Management and monitoring of existing portfolio of loans.

INTERNATIONAL MANAGEMENT PROGRAM: *Milan (Italy), Brussels (Belgium), Rotterdam (The Netherlands)*

Program for high potentials – several rotations among Fortis Merchant Bank worldwide with focus on the Energy sector

Apr-Jun 08: Principal Finance Energy (Rotterdam) - Direct investments in companies within Energy sector worldwide

Jan-Mar 08: Strategy & Business Development (Brussels) - Definition of country and business units' strategy

Aug-Dec 07: Energy & Utilities Group (Milan) - Project Finance and corporate lending within the Energy sector

Mar-Jul 07: Credit Analysis and Decisions (Milan) - Analysis of the firms' creditworthiness and decisions on financing

KPMG Advisory SpA, Milan (Italy)

April 2005 - February 2007

CONSULTANT, Financial Services. Business strategy and risk management advisory to Financial Institutions

LECTURES:

IMPERIAL COLLEGE, Business School, London *Academic Year, 2012*
VISITING LECTURER in Alternative Investments and Project Finance within the MSC in Finance

OXFORD SAID Business School, Oxford *Academic Year, 2012*
VISITING LECTURER in Alternative Investments and Project Finance within the MBA

AssiomForex – Italian Financial Market Association, Milan *Since January 2011*
PERMANENT LECTURER in Energy Investments and Economics for the Italian Financial Markets Association

SOLE 24 ORE BUSINESS SCHOOL, Milan *Academic Year 2011 and 2012*
VISITING LECTURER, “Investing and Financing Alternative Energies” within the MA in Energy Management

LUISS Guido Carli, Business School, Rome *May 2010*
VISITING LECTURER, “Investing in Renewable Energies” within the MA in Corporate Law

GREENWICH UNIVERSITY, International Business Faculty, Greenwich (UK) *Marrch 2010*
VISITING LECTURER, “Renewable Energies: the investor perspective” within the MBA

UNIVERSITA’ di BERGAMO, Department of Engineering, Dalmine *December 2007*
VISITING LECTURER, lesson of Corporate Strategy within the course of Economics and Business Administration

UNICREDIT and UNIVERSITA’ di UDINE, Conegliano *October 2004 - February 2005*
TEACHING ASSISTANT, courses of Corporate Finance within the New Europe Master in Banking and Entrepreneurship

POLICY MAKING EXPERIENCES:

CAPITAL MARKETS CLIMATE INITIATIVE (CMCI) – UK Department of Energy and Climate Change (DECC), member of Working Group 1 and 2 within this public-private initiative aiming at designing policies to support the scale up of private finance flows for low carbon technologies and infrastructures in developing countries

PUBLICATIONS AND ARTICLES:

MAONOMICS, co-author of Loretta Napoleoni for the Chapter on Chinese Energy Policies and Economics (Rizzoli, 2010)
L’UNITA’, “Climate Change: the new historical injustice” (December 7th, 2009).

RIVISTA ASSIOM, (1) “On sustainability of incentive policies to renewable energies” (October 2010). (2) Sustainable investments: the global outlook” (October 2009).

INTERNAZIONALE, “The surprise at the Copenhagen Summit” (4/10 December 2009, with Loretta Napoleoni)

PROFESSIONAL TRAININGS:

Project Finance Modelling: financial modelling certificate from BPP Professional Education, London (November 2009).

PRIZES AND AWARDS:

ECOMAGINATION, GENERAL ELECTRICS PRIZE FOR ECO-SUSTAINABLE VENTURES *February 2007*
Finalist among the 4 best innovative ideas for an eco-sustainable new business venture

START CUP LOMBARDIA, PRIZE FOR INNOVATION, Milan *October 2006*
Finalist among the 10 best innovative ideas for new business ventures

BAIN & COMPANY, Milan *March 2003*
Selected within the best 20 Italian students of the faculties of Economics and Engineering to attend the 2003 Business Course

COMPUTER SKILLS:

Excellent working knowledge of Windows and Office (Word, Excel, PowerPoint), Microsoft Project, Bloomberg, Visio

OTHER INTERESTS:

Sports : Soccer (player, coach of young teams), Tennis (player, teacher, lines-man for Venice Open ATP Tournament)

Interests: Politics, Entrepreneurship, Sustainable Development, Contemporary Art, Teaching

Courses: ISPI (Institute of International Politics) Diploma on Sustainable Development, CFP Diploma on political education