

Curriculum vitae
Angelo Dipasquale

Place of birth/Nationality: Ragusa/Italian
Date of birth: 26th October 1970
Address/Telephone: Via Pietro Custodi 3, 20136 Milano/Mob. +39-347-7300793/Home +39-02-8393805
Email address: dipasqualeangelo@tiscali.it

Professional experience

May 2013 to date

Equita Sim Spa –Milan-

Position: Co-Head of Fixed Income Desk – Head of Sales

Main activities and responsibilities : Co-Managing Fixed income Sales&Trading activity on the Proprietary desk

Sales coverage focused on an in-depth relationships with domestic and international financial institutions. Current focus on most of the Tier1 and Tier2 italian banks, with strategic relationships at Head of Investments level. Deep knowledge of the Private banking and Corporate industry. Selective coverage on Asset management and Insurance companies. Extensive relationships with domestic and international Market makers.

Complete and diversified rates and credit products background: International government bonds and SSA; Covered and Govt. Guaranteed bonds; IG/HY products; Emtm Structured products and Private placement; Alternative Investments, with an in-depth knowledge of Private debt funds.

Strong focus on the most valuable secondary trading market segments in terms of potential fees (both liquid and illiquid instruments) and on primary market opportunities in public and private deals. Strong penetration on the italian and international client's base for HY products distribution, as crucial support in the internal "origination to distribution" model. Trading activity based on an opportunistic *relative value* approach both on financial and non-financial corporate bonds, with an high turnover rate of the invested funds.

In charge of the Primary market corporate bonds deals and of the advisory activity on fixed income issues for the Front office. Also in charge of the editorial staff for the Monthly and Weekly Fixed Income reports.

July 2010 – April 2013

Centrobanca Spa –Milan-

Position: Fixed income Sales&Trading

Main activities and responsibilities : Fixed income Sales&Trading activity on the Market making desk

Sales coverage focused on an in-depth relationships with domestic and international financial institutions. Focus on most of the Tier1 and Tier2 italian banks, with strategic relationships at Head of Investments level. Selective coverage on Asset management and Insurance companies. Extensive relationships with domestic and international Market makers.

In-depth cash products background: International government bonds and SSA; Covered and Govt. Guaranteed bonds; IG/HY products; Emtm Structured products and Private placement. Strong focus on the most valuable secondary trading market segments in terms of potential fees (mainly illiquid instruments) and on primary market opportunities in public and private deals.

Trading activity based on *relative value* analysis on financial and non-financial corporate bonds.

May 2009-May 2010

Independent Private Bankers Sim –Milan-

Position: Associate financial advisor

Main activities and responsibilities: Financial investment advisory to corporate and private clients, based on the client's full risk analysis profile, strategic and tactical asset allocation, managing the investment positions on fixed income products, Etf and managed funds.

February 1998-October 2007

BGC International -Milan-

Position held: Executive managing director and Partner.

Main activities and responsibilities: Head of the Sales&Trading desk since 2001, reporting to the London office executive managing director and in charge of all the activities related to the business area such as back office, middle office, risk department, legal department, compliance office, human resources, IT desk.

Part of the team in charge to launch the Milan office, holding the same tasks and responsibilities at the London office, reporting to the Milan executive managing director.

Sales activity focused on the most valuable secondary trading market segments in terms of potential fees (mainly illiquid instruments) and on primary market opportunities in public and private deals; orders execution on the main electronic markets (Mot/EuroTLX) for a broad range of fixed income securities.

Trading activity focused on the corporate bond market, with a special focus on the banks & financials sector, based on the development of a yield enhancement strategy through the bonds' credit spread asymmetries.

June 1996-February 1998

Cantor Fitzgerald International -London- (today BGC International)

Position held: Broker

Main activities and responsibilities: In charge of the development of a new desk focused on the brokerage on the European bond market with institutional counterparties, reporting to the Head of Italian government bond desk.

October 1995-June 1996

Redi & Co. Ltd -London-

Position held: Trainee.

Main activities and responsibilities: Assistant trader on the Forex market, supporting the technical analysis activity.

Junior broker on the Italian corporate bond market, working with domestic and international institutional clients.

Professional education activity

2017 to date:

Faculty member of the english full time Master in Corporate Finance –MCF- for Advanced Seminars on Fixed income at SDA Bocconi School of Management. Milan.

2017 to date:

Member of the Training Qualification Committee (TQC) at EFFAS (European Federation of Financial Analysts Societies) and Member of the Training Commission at ASSIOM-FOREX, Milan.

2014 to date:

Professor at Assiom-Forex (The Financial Markets Association) for the Fixed Income Portfolio Management course.
Professor for the Executive Treasury and Capital Markets Program in partnership with Sda Bocconi School of Management since 2017. Milan.

2011 to date:

Professor at AIAF (Italian Financial Analyst Association) for the International Certification course CIIA (Certified International Investment Analyst) and for two courses on “Fixed income instrument analysis and investments”, Milan.

Other professional activities

Since 2014 partnership with IISole24Ore, MF Milano Finanza, il Corriere della Sera *Economia*, Affari e Finanza Repubblica and other main press actors to provide in-depth analysis of the fixed income market themes.

Professional Associations and Certification:

- Certified International Investment Analyst (**CIIA**)
- Member of AIAF (Italian Financial Analysts Association) and ACIIA (Association of Certified International Investment Analysts)
- Member of Assiom Forex, The Financial Markets Association. Milan
- Registered at the Lombardia Financial Promoting Register, since May 2005

Education

1989-1995

Università Cattolica del Sacro Cuore, Milan.

Degree in Economics and Business Administration. Graded 105 over 110.

Professional education

December 2017

Advanced Bank Risk Analysis seminars at Moodys Analytics. London.

September 2014-September 2016

Executive Master in Business Administration –MBA- at SDA Bocconi School of Management. Milan.

February 2013-April 2013

Master in Quantitative Finance – Sessions on Interest rates derivatives, Credit derivatives and Trading – at MIP Politecnico, Milan.

September 2011-December 2012

Executive Master in Corporate Finance & Banking *cum laude* –EMCFB- at SDA Bocconi School of Management. Milan.

October 2008-September 2009

CIIA Certification (Certified International Investment Analyst) at Italian Financial Analysts Association, Milan.

November 2007

Training course on “Investments on Structured bonds” at SDA Bocconi School of Management, Milan.

Personal skills and competences

Languages:

Italian	Mother Tongue
English	Fluent, both written and spoken (classified C1 by British Council)
French	Good knowledge, both written and spoken

Organizational & Management skills and competences:

- Strong professional skills on developing and managing Fixed income Sales&Trading activities, with a focus on product distribution in the “origination to distribution” model
- Strong focus on new marketing activities in order to reach high *client retention* levels
- Deep knowledge of new clients’ development and strong capabilities to establish strong personal/professional relationships
- Strong focus on developing business opportunities based on internal *cross-selling*

You are authorised to use data according Italian law on privacy n.196 June 2003.

Angelo Dipasquale