

# CURRICULUM VITAE

## GENERAL DETAILS

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### **MARCO BERTOTTI**

Place and date of birth : Torino (Italy) – 4th October 1966

Nationality: Italian

Family situation: Married, two children

Address: domiciled in Località San Giuseppe 35 - 10082 Cuornè (Torino)

Residence: Via Alberto Mario, 15 – 20149 Milan

Telephone: 0039-3355217317

## PROFESSIONAL EXPERIENCES

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**From December 2018 – today**

**Executive Director**

**Head of Treasury / Deputy Head of Group Treasury and Finance at Intesa Sanpaolo SpA, Milan**

Main tasks:

- to coordinate, directly and at a Group level, the management of liquidity, interest rate, FX and settlement risks as well as the management of the bond portfolio held for liquidity purposes;
- to oversee the collateral needs of the Group for strategic, regulatory and business purposes
- to coordinate the management of liquidity and bond portfolios of the treasury/ALM functions of the Group Foreign Banks network;
- to indirectly oversee (in his capacity of deputy head of group treasury and finance) the strategic ALM (FTP and Funding Plan) and all the funding activities within the group treasury (domestic and international, short and long-term)

**From September 2013 – November 2018**

**Head of Money Market and Payment Systems at Intesa Sanpaolo SpA, Milan**

Main tasks:

- to manage short-term interest rate, liquidity, settlement and foreign exchange risks within the limits set forth by the relevant bodies of the bank;
- to coordinate the money market activities (within the group and externally) in the deliverable currencies, the access to central banks' open market operations and the issuing of short-term debt instruments through the group branches and banks in London, New York, Hong Kong, Dublin and Luxembourg;
- to proactively contribute to the Group Funding Plan via an efficient and diversified presence in all short-term debt markets.

**From November 2007 – September 2013**

**Head of Euro Money Market and Payment Systems at Intesa Sanpaolo SpA, Milan**

Main tasks:

- to manage short-term interest rate risk, liquidity risks and Euro banking group regulations;
- to coordinate the money market activities and the issuing of short-term debt instruments for the group branches and banks in London, New York, Hong Kong, Dublin and Luxembourg.

**From October 2003 – October 2007**

**Head of FX and Money Market at Sanpaolo IMI SpA, Turin**

Main tasks:

- to manage short-term interest rate, liquidity, settlement and FX risks in all the deliverable currencies and Euro banking group regulation;
- to coordinate the money market activities and the issuing of short-term debt instruments for the group branches in London, New York, Tokyo and Dublin.

**From January 2000 – October 2003**

**Head of Money Market and Short-Term Derivatives at Sanpaolo IMI SpA, Turin**

Main tasks:

- to manage short-term interest rate, liquidity, settlement and FX risks as well as Euro banking group regulations;
- to implement an efficient recourse to short-term interest rate derivatives mainly for the hedging of the banking book;
- to coordinate the money market activities and the issuing of short-term instruments for the group branches in London, New York, Tokyo and Dublin.

**From June 1990 – January 2000**

**Treasury Dealer in Euro legacy currencies, ECU, USD, GBP at Sanpaolo SpA, Turin**

Main task:

- money market dealer (cash and short-term derivatives - OTC & listed) in various pre-EMU and non Euro area currencies.

**March 1987 – June 1990**

**Counter teller at a retail branch of Sanpaolo SpA, Turin**

## EDUCATION - SCHOOL

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Economics and Commerce at the University of Turin – from September 1985 to February 1987, before taking up the career at Sanpaolo Bank in March 1987;

Accounting diploma from Technical Institute for Commerce & Geometry, Turin June 1985.

## LANGUAGES

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Italian: native language;

English: CEFR C1.1 (3.0) fluent (speaking, reading, writing);

French: intermediate (speaking, reading); basic (writing).

## PROFESSIONAL AND PERSONAL SKILLS

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IT: Microsoft Office Info Providers (Reuters, Bloomberg), Front End and Position Keeping Systems, Electronic Market Platforms (Reuters Dealing, E-Mid, E-Mider, TradeWeb, FXAll)

Honours and other professional activities and memberships

Group Banks

- 2013-now Board Member of Intesa Sanpaolo Bank Luxembourg
- 2017-2022 Audit Committee Member of Intesa Sanpaolo Bank Luxembourg
- 2011-2014 Chairman of the Board of directors Intesa Sanpaolo Bank Ireland
- 2004-2014 Board Member of Intesa Sanpaolo Bank Ireland
- 2004-2014 Audit Committee Member of Intesa Sanpaolo Bank Ireland

European Central Bank

- 2013 – Lecturer at the ECB Workshop “Structural Changes in Money Markets: the practitioner’s view”
- 1998-2018 Member of the ECB Money Market Contact group

ACI Financial Markets Association

- 2013-2015 STEP+ Project, Steering Committee Member
- 2000-2008 Member of the ACI MMLWG (Money Market and Liquidity Working Group)

ASSIOM FOREX - The Financial Markets Association of Italy

- 2022- now Treasurer of ASSIOM FOREX
- 2003-now Board Member ASSIOM-FOREX
- 2016-2021 ASSIOM-FOREX Secretary General
- 2003-2015 Co-Head Assiom Forex Money Market Commission
- 2000-2015 Lecturer in Assiom Forex courses (liquidity and money market)

EMMI – European Money Market Institute

- 2014-2016 Member of EMMI Eonia Task Force and EMMI Euribor Task Force

Testimonies and Lectures

- 1998 -2005 lecturer at InterAlpha Banking School “International Money Market”
- Lectures on Banking and Finance at several “Job Days” for Il Sole 24h Masters in Finance, Cattolica and Bicocca Universities

## HOBBIES

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- Golf, running, cycling, snowboarding, naval model-making

*I allow that my personal data could be used in accordance with the Italian law n.675/96*

## BERTOTTI MARCO



He was born in Turin on 4 October 1966, is married to Elisa and has two children, Alberto and Federica.

He attended Economics & Commerce at the University of Turin in the mid-80s and joined the Istituto Bancario Sanpaolo di Torino, a then-leading national bank, in April 1987.

He worked for several departments of the Foreign Exchange Dealing Room, carrying out liquidity management, trading activities on Money markets, FX and short-term derivatives.

He took over the responsibility as of Head of Money Market and Short-term Derivatives at Sanpaolo IMI in January 2000. Across the turn of the century, he oversaw and coordinated the transition to the stage-III of EMU for the bank, as far as payment systems and short-term liquidity markets are concerned.

From October 2003, he enlarged his responsibility to the FX markets.

Since the merger between Banca Intesa and Sanpaolo IMI (November 2007), he moved to Milan to cover the role of Head of Euro Money Market and

Payment Systems, role that widened to the management and supervision of the money markets in all currencies from September 2013.

In December 2018 and up to now, he's been appointed Head of Treasury and Deputy Head of Group Treasury and Finance.

In his career, he represented the bank in several institutional money market working groups: member of the ECB Money Market Contact Group for 10 years, member of the ACI (The Financial Market Association and Assiom Forex) technical committees.

Additionally, he joined the EMMI (European Money Market Institute) as a member of the Eonia and Euribor Task Force.

Throughout the years, he also occasionally contributed with lectures to some ECB workshops, banking schools and seminars in Milan-based universities.