

CARLOTTA DE FRANCESCHI


Education

- 2002 – 2004 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Master in Business Administration degree. Member of student-run Hedge Fund. *Advance Coursework* in Financial Innovation (Nobel Prize Prof. Merton), Innovation (Prof. Christensen), Macroeconomics and Leadership.
- 1996 – 2000 **UNIVERSITA' COMMERCIALE L. BOCCONI** **MILAN, ITALY**
MS (*Laurea*), Summa cum Laude (110/110 con Lode), in Business Administration. Graduated in 3.5 years average being 7. *Dean gold medal* (medaglia d'oro al merito).
- 1999 **UNIVERSITY OF CALIFORNIA BERKELEY - HAAS SCHOOL OF BUSINESS** **BERKELEY, CA**
Exchange program focused on International Business and Managerial Accounting.

Experience

- 2012 - Present **ACTION INSTITUTE (www.actioninstitute.org)(THINK TANK – NO PROFIT)** **MILAN, ITALY**
Co-Founder and President. The organization is independent, works closely with government institutions and makes policy recommendations. Within 6 months from launch delivered 2 parliamentary hearings, one recommendation discussed at European Council and inserted in Budget Law. Within 12 months from launch exceeded output metrics in terms of impact, influence and human capital attraction. Co-Author of 4 policy proposals.
- 2007-12/2011 **CREDIT SUISSE AG** **LONDON, UK / MILAN, ITALY**
03/2011 **Vice President. Milan.** Responsible for coverage of prior accounts and to initiated coverage of family offices.
- 2007- 03/2011 **Vice President. Public Finance Coverage and Bank Solutions. London.** Responsible for the *Italian Public Sector*. Advised clients, structured solutions on complex financial and strategic issues and originated transactions for €10Bn+ notional. *Bank Solutions: lead the effort for non-performing loans.* Originated transactions (total GVB of €3+Bn). Educated internal constituencies on how to evaluate the assets, legal framework and designed investment strategies. Identified and performed due diligence of portfolios. *Lead the effort* for strategic and structured credit solutions for banks.
- Vice President. Principal Finance (Structured Transactions). London.** Responsible for activity in Southern Europe. Assessed, structured and negotiated special situations and illiquid principal transactions. Despite challenging market conditions exceeded expectations, ranking as second major contributor to the team within the first 4 months of joining the firm. Purchased illiquid credit portfolios. Structured illiquid CDS in highly regulated environment (negotiated terms with counterparty and led investment, legal and risk management discussions). Bought illiquid, inter-government claims and repackaged them to be suitable for covered bond investors. Invested in private equity, lifeline financing and mezzanine.
- 2004 – 2007 **MORGAN STANLEY & CO** **NEW YORK, NY**
Associate. Structured Finance. New Assets / Exotics Team. Part of a team of global reach recognized as industry leader and dedicated to the most innovative solutions both with an advisory and principal mandate. Executed private equity investments and innovative financings. Experience in Telecom, Infrastructure, Industrials and Financial Institutions. *Principal:* executed principal investments for \$1.7bn across the capital structure. Identified value arbitrage, initiated internal process and led analysis / discussion for two European Telco investments totaling €5Bn (private equity investment and principal lending). Performed analysis and structuring of \$2Bn Telco investment leveraging arbitrage. *Advisory:* executed approximately \$5Bn exotic securitization financings, primarily in Telco and Infrastructure. Advised financial distressed client in \$80Bn exotic and rescue monetization.
- summer 2003 **MORGAN STANLEY INTERNATIONAL** **LONDON, UK**
Associate. Fixed Income Division. Rotated through different desks, mainly derivatives.
- 2000 – 2002 **GOLDMAN SACHS INTERNATIONAL** **LONDON, UK**
Analyst. Investment Banking Division. M&A. Analyzed and executed public and private equity financings and M&A transactions in various sectors in Europe and Latin America focused on the Media, Luxury Goods, Food and FIG. Executed transactions for \$2bn.
- fall 1999 **EDREAMS, INC. (LEADING ONLINE TRAVEL START-UP)** **EMERYVILLE, CA**
International Product Manager. Built and managed community of online guides serving as sales platform for Italy.
- Memberships** Vice Chairwoman of “Access to Risk Finance Group” selected by the **European Commission** to advise on new finance instruments for innovation within Horizon 2020. Steering Committee Member of **Bocconi & EIEF** “Idee per la Crescita” (Growth Commission). **Elitify** (Delhi) advisory board member. Former Aspen Junior Fellow.
- Personal** Fluent in English, Italian, Spanish and Portuguese. Responsible for the Capital Markets Course at the Grad School of Bocconi Campus in Mumbai (2013 and 2014) and occasional lecturer at Bocconi (classes of Valuation and Turnaround). Enjoy skiing and tennis. Avid traveler, passionate about contemporary art and creative writing.

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Roma, 8 Agosto 2014