

Paolo Bordogna



Education

1978	Liceo Scientifico Lussana	Bergamo
1983	Politecnico di Milano - Master of Science Electronic Engineering 99/100	Milano
1986	The Wharton School University of Pennsylvania Master in Business Administration (MBA) – Finance Major Dean's Honor List	Philadelphia

Professional Experiences

1983-1984	Procter and Gamble Brand Assistant	Roma
1986-1991	The Boston Consulting Group From Consultant to Partner (Industrial & Financial Services)	Paris
1992-1999	The Boston Consulting Group Partner and Director. Country manager Financial Institutions	Milano
2000-2002	Sapient Italy Digital/IT, System Integration (Startup) CEO	Milano
2002- 2018	Bain & Company – Director - Financial Institutions Country manager Financial Institutions FS Practice leader Europa/Middle East/ Africa Responsible for large FS clients CIS In charge of FS Greece clients	Milano EMEA Moscow Athens Paris
2018 - 2019	Bain & Company – Director Responsible for large accounts France	Bergamo
2019 – 2020	UBI Banca – Board Member Risk Committee	Bergamo
2018 – 2022	Persico Marine - Board Member CEO	Bergamo 2018-2022 2020-2022
2013-current	Centro Velico Caprera (non-profit organization) Executive Board Member Vice-President President Vice- President	Italy 2013-Current 2015-2018 2018-2022 2022- Current
1996-current	Family-owned Companies (consumer goods) Board Member	Italy

Autorizzo il trattamento dei miei dati personali ai sensi del Dlgs 196 del 30 giugno 2003 e dell'art. 13 GDPR

Paolo Bordogna

Languages Italian (Native), English (Fluent), French (Fluent), Spanish (Interm.)

Born in Bergamo, age 65. Married, 2 sons

Relevant Management Consulting and Financial Services experiences

More than 30 years of consulting experiences in several countries (Europe, South America, and Middle East).

During his career, he has become a well-known consultant in Financial Services, having taken an active role in many projects (turnaround, acquisitions, mergers ...) that have reshaped the Financial Services sector.

After an MBA at the **Wharton School**, he has worked 14 years in the French and the Italian office of the **Boston Consulting Group** (1986-1999), where he developed (from green field) and managed the Financial Services practice, which become one of the largest practice in those offices.

For **Bain and Company** (17 years 2002-2019) he worked in the Italian, Russian and French offices, where he covered the following roles:

- Country Manager Financial Services Italy
- EMEA (Europe, Middle East and Africa) Financial Services Practice Leader
- Key Account Manager for large Financial Services clients in Russia, Italy, Greece and France

Paolo has been quite active in several restructuring programs for European's troubled Banks, and an expert on risk. More specifically, he has been the advisor to the Bank of Greece (for 18 months) and to the Hellenic Financial Stability Fund (HFSF) on the restructuring and recapitalization program for the Greek Banking Sector and played an active role on the restructuring of some troubled Italian Banks.

He is the author of the report on "Policies and procedures required to ensure effective management and recovery of assets (...)" prepared by Bain for Bank of Greece in 2012.

He has also a long experience in restructuring Non-Performing Loans, working for several European institutions and played an active role for the Bain's global report on "Restoring Financing and Growth to SME's".

He was appointed as Independent Board Member at Ubi Banca and a member of the Risk Committee (2019-2020)

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Non Financial services experiences (IT and marine sector)

Sapient Italy. A start up focusing on Digital, IT, System Integration and Transformation. As CEO Paolo managed the start up, building the foundations for the Italian operations of Sapient Corp. Sapient Italy became Sempla and now is part of GFT Italy.

Persico. For more than 4 years Paolo have been an advisor to the Persico family. **Persico** is a well-regarded Italian multinational primarily engaged in the automotive, industrial, and marine industries. In the last 2 years (2020-2022) he became the **CEO of Persico Marine** a worldwide leader who builds custom sailing yachts for the world's most renowned racing teams and private owners, among which:

- Prada-Pirelli Luna Rossa Challenge for America's Cup 2021 in Auckland.
- IMOCA 60 LinledOut Advents and BIOTERM for the Vendée Globe (a single-handed (solo) non-stop round the world yacht race).
- Club Swan 80 in cooperation with Nautor Swan.

Centro Velico Caprera (non profit) is one of the oldest Italian sailing schools and one of the most prestigious in Europe, founded in 1967 under the high patronage of the Italian Marina Militare. Paolo became an executive board member in 2013 and President in 2018. Under his presidency the school was transformed in Foundation and Ente del Terzo Settore.

March 7th, 2023


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