

## ROBERTO PETZ



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### PROFESSIONAL EXPERIENCE

**2019 - VTB Europe - Vienna, Austria**

**Executive Director**

- Corporate & Investment Banking - International Origination. Responsible for VTB's full range of banking products (debt, equity, advisory commodities and trade finance) to public sector and corporate clients in Africa, Italy, Spain and Portugal.

**2017 - VTB Africa**

**Non-Executive Board Member**

**2015 – 2019 VTB Capital – London, UK**

**Executive Director**

- Investment Banking - International Origination. Responsible for the origination and execution of VTB's full range of banking products (debt, equity, advisory, commodities and trade finance) to public sector and corporate clients in Africa, Italy, Spain and Portugal.

**2013 – 2015 Bellhouse Capital – London, UK**

**Partner**

- Sub-Saharan Africa coverage and execution on cross-border Advisory and Capital Markets solutions.

**2005 - 2013 Barclays Capital – Milan, Italy**

**Director**

- Investment Banking – Public/Corporate Sector: Coverage of public sector controlled/participated companies and other corporate clients. In the last three years stepped up focus on strategic advisory solutions
- Head of the Italian Public Sector Team
- Origination of interest rate swaps, commodity solutions, purchase of receivables, bond issues (public and private), real estate, rating advisory and strategic advisory products;
- Origination and execution of rating advisory mandates from Italian Local authorities.

**2003 – 2005 Banca Profilo – Milan, Italy**

**Director**

- Set-up the JV between CSFB and Banca Profilo on Public Sector clients
- Developed a common platform for the origination, marketing and sales of plain vanilla and structured financial products (mainly interest rate swaps, debt issuance and securitisations of receivables)

**2002 - 2003 Credit Suisse First Boston – London, UK**

**Director**

- Fixed Income Division. Marketing and sales of structured financial products to the Italian public sector

**2000 – 2002 Fletcher International Limited – New York, USA and London, UK**

**Head of European Coverage**

- Member of the NYC-based Private Equity Team and in charge for starting and developing Fletcher's European operations in direct equity investment products (PIPEs) to corporate clients

**1995 – 1998 United Nations – World Food Programme (WFP) –Maputo/Tete, Mozambique**

**Project Manager and Head of Tete Office**

- Project design, finance, management, monitoring and evaluation of a USD 50mn portfolio of development and humanitarian relief projects in education, health, agriculture, sanitation, urban and rural reconstruction in co-ordination with Government officials, Donor Agencies, NGOs, Donor Countries and the private sector.

**1993 – 1995 Banque Nationale de Paris (BNP) - London, UK**

**Investment Officer**

- Member of the BNP Emerging Markets Team with main focus on Sub-Saharan Africa

**OTHERS**

**214** Finisher of the 29<sup>th</sup> Marathon des Sables, Morocco.

**2012 - 2020** Co-founder/Owner of entrepreneurial activities in Morocco in the food/retail sector

**2012** Assisted Hon. Samia Nkrumah in her electoral campaign to run for a second MP mandate in the Ghanaian Parliament

**2009** Co-founder, together with Hon. Samia Nkrumah, of the Association "Africa Must Unite" for financing and managing development projects in Ghana

**2008** Supported and participated in the electoral campaign of Ms Samia Nkrumah, which led her to winning an MP post in the Ghanaian Parliament

**2004** Co-founder of "Venture Capital Fund for Africa", an investment vehicle for Sub-Saharan Africa (now closed)

- Italian (mother tongue). Fluent in English, French and Portuguese
- Lived in Italy, UK, Australia, South Africa and Mozambique

**EDUCATION**

**1999** **SDA-Bocconi, Universita' Bocconi – Milan, Italy**

2000 Master in Business and Administration (MBA)

**2001** **School of Oriental and African Studies, University of London – London, UK**

MA Area Studies (Africa): Economic Development of Sub-Saharan Africa

**1992** **Universita' La Sapienza – Rome, Italy**

Degree in Political Science