

Giulio Moreno

Giulio.moreno@gmail.com

DoB: 02/1959 Italian national / Male

Married no children

- Profile**
- Results-oriented banker with 30 years experience of credit, origination and negotiation of transactions in public/private sector in the Balkans.
 - Energy sector executive with 11 years of experience in different position in Italy, Far East and US.
 - Excellent interpersonal skills who exhibits a high degree of personal integrity and commercial judgment.
 - Ability to accurately assess risk and allocate it appropriately.
 - Team manager and team player with a keen sense of humour.

- Skills**
- Broad financial / risk management background
 - Diverse product and industry knowledge
 - Strong management experience
 - Strong and proven negotiations skills
 - Team player with a mature, disciplined and diplomatic approach
 - Extensive Banking skills
 - Extensive knowledge and network with IFI like EBRD, EU, World Bank Group, EIB, IMF, and Regional Development Banks.

Commitment I put in 110% and expect to work as hard as is necessary to succeed. I believe in a management Style firmly based on clear direction, praise and a friendly working environment. A sense of humour Is essential. I expect the same from others,

Work Experience

- 11/2021-present Fintel Energija A.D. (Fintel Energia Group s.p.a.)**
- Member of the Board of Directors. Fintel has acted as one of the leading companies in wind Energy in the Balkans and is the leading independent power producer in Serbian market.
- 9/2018- 07/2021 Banca Intesa Beograd (Intesa San Paolo Group)**
- Regional Advisor for Corporate and Structured financials operations for Serbia, Montenegro, RS, and Romania.
Focus on origination new projects in strategic sector with involvement of International Financial Institutions operating in the Region; origination and support in Project financing deals in the Region. Liaison with IFI, EBRD in particular, for joint activities such as Credit lines, Risk sharing facilities equity funds. My contract with BIB expired in July 2021.
- 11/2017-present Privredna Banka Zagreb (Intesa San Paolo Group)**
- Member of the Supervisory Board, Member of Audit Committee from 05/2018, Chairman of Risk Committee from December 2021
- 11/2011/- 05/2017 European Bank for Reconstruction and Development, Podgorica, Montenegro
Senior Banker - Head of Montenegro Resident Office (9 staff)
www.ebrd.com/pages/country/montenegro**

Role	Develop/maintain contacts as the EBRD's representative to the Montenegro Government, the local business community, the international community including other IFI's and bi-lateral donors, NGO and other stakeholders and Civil Society. Responsible for all the operations made by EBRD in the Country. Board Member of Montenegro Foreign Investment Agency
02/2007-10/2011	European Bank for Reconstruction and Development, Sarajevo, Bosnia Herzegovina Senior Banker - Head of Bosnia Herzegovina Resident Office (12 staff)
Role	Develop/maintain contacts with and serve as EBRD's representative to the Federation of Bosnia & Herzegovina, Republika Srpska, Central Government, Cantons and state authorities, local private and public business community, other International Financial Institutions, the Office of High Representative, the EU and bi-lateral donors, NGO's etc.
Achievements	- Between 02/2007 and 02/2011 signed 47 projects amounting to €720m - Board Member of the Foreign Investor Council; Board Member of the Foreign Investment Promotion Agency; Vice President/Board Member of Banca Italo Albanese until 12/2007.
11/2004-01/2007	EBRD Senior Banker, Financial Institution Group HQ, London
Role	Portfolio Manager for banking and non-banking activities in Albania Kosovo Bosnia Herzegovina FYROM. Relationship manager for Intesa Sanpaolo, National Bank of Greece and Operational Leader, Union Bank of Tirana equity investment
Achievements	- Capital increase in Banca Romaneasca (€17m) - Credit line in ROL (€30m) - Credit line for RZB Kosovo (€11m) - Credit line for BRK (€3m) - EBRD Board member at Stopanska Banka (FYROM), Banca Romaneasca (Romania), Banca Italo Albanese (Albania) - Delivered change of strategic shareholders at Banca Italo-Albanese - Operations leader at the Albanian Reconstruction Equity Fund and the Kosovo Reconstruction Equity Fund)
08/1999-10/2004	EBRD Senior Banker and Resident Representative in Albania and Kosovo (2000/2001) (10 staff)
Role	Develop/maintain contacts as the EBRD's representative to the Albanian Government, Interim Administration Mission in Kosovo, the local business community, the international community including other IFI's and bi-lateral donors, NGO's etc.
Achievements	€250m projects signed and €180m new investment opportunities with high transition impact - Leading role in EBRD's energy portfolio in Albania for a total amount of €95m - Director of Supervisory Board at Banca Italo-Albanese since 09/2002
1998-99	ENI S.p.A (Largest Italian oil and natural gas company) Project Manager/Advisor to the Chairman, International Business Analysis, Rome, Italy
Role	Analysis of new international initiatives of possible interest to ENI. Responsible for World Bank, IADB ,Asian Dev' Bank, EBRD and technical assistance initiatives and programmes financed by the EU. Focal point for media relations.
Achievements	- Project Manager of gas supplies to Albania/Greece and Bosnia; - New export-oriented refinery in Angola. - Member of Italian delegation to the SLT 'Standing group on long-term cooperation' of the International Energy Agency - Retained all assignments in the working groups SCI, SECI.

1997-99	ENI S.p.A Deputy Manager , International Cooperation Department Rome, Italy
Role	Coordination of projects financed by the World Bank, the Inter-American Development Bank, the Asian Development Bank and EBRD.
Achievements	▪ Supervision/promotion of activities related to E.U. PHARE, TACIS and MEDA programmes ▪ Coordination of ENI activities of international cooperation financed by the Italian Foreign Office and the Italian Dept. of Finance “Energy and Environment “National Coordinator for projects related to Phare Tacis and Meda programmes of “Schema di Concertazione” a task-force organised by Italian Foreign Office, Department of Finance, Italian Trade Commission and Confindustria Member of the “Ad hoc working group” of SECI “South European Cooperative Initiative” for the Interconnection of gas networks under the supervision of UNECE
1991-1995	ENI S.p.A US Resident Representative, Washington D.C., USA (4 staff)
Role	Direct the Washington D.C. office, dealing specifically with the World Bank, the Inter-American Development Bank, the International Monetary Fund, and various agencies of the United Nations,
Achievements	▪ Mediate bids/contract disputes between ENI Group and lending institutions/borrowers. ▪ Identification of procurement tenders that generated contracts in excess of US\$200m ▪ Liaised with potential investors/media during privatisations and sale of Nuovo Pignone to GE.
1989-1991	ENI S.p.A Deputy Manager, Asian Desk, Rome, Italy
Role	Supervised ENI activities in the Far East. Developed ENI regional strategic plan, coordinated ENI investment/business opportunities in the region,
Achievements	▪ Coordinated projects and Italian representative on behalf of Asian authorities. ▪ Ten month tenure in China
1987-1988	United Nations Institute for Training and Research/UNDP, Rome, Italy Program Officer, Centre on Small Energy Resources
Role	▪ Directed fundraising for the Centre with the Italian and Swedish governments ▪ Served as Project manager for the publication of the Centre’s energy newsletter ▪ Liaison with European energy industries for dissemination of technical information on alternative energy sources suitable for developing countries.
Achievements	▪ Organised/planned the ‘First International Workshop on Small Geothermal Resources’, Pisa. ▪ Author ‘Geothermal Country Profiles: Africa, Asia and Latin America’ with Mary Dickson & Mario Fanelli (1988).
1986	Consultant, United Nations Development Programme (UNDP), Geneva, Switzerland
Role	▪ Special Assistant to the Director of the European Desk, ▪ Raised funds, in the amount of 3.0 millions, in support of UNDP projects in the energy sector, ▪ Coordinated the activities of the Press and Information Division in the energy sector.
1985	Independent Consultant, UNDP/Italian Ministry of Foreign Affairs, Rome, Italy
	▪ Analysed existing energy requirements in the sub-Saharan region of Africa during missions to Senegal, Mauritania, Mali, Capo Verde, and Gambia. ▪ Designed small-scale energy project proposals for these countries, on behalf of UNDP financed by the Italian Ministry of Foreign Affairs.

Education and Academic Achievements

- 1997-99** **College of Petroleum and Energy Studies**, Oxford, United Kingdom
Diploma in the Management and Economics of Natural Gas
- 1984-1985** **Libera Università degli Studi Sociali**, Rome, Italy *MSc in Foreign Affairs and international Economy*
- 1979-1983** MSc in Political Science. GPA: 110/110. Thesis: "Italy's Role in Aiding Developing Countries"
- 1974-1979** **Istituto Francesco Vivona**, Rome, Italy *Liceo Classico with final marks: 60/60*

Languages

Italian (native); English (fluent); French (fluent); Spanish (fair)

Memberships

Member of the Italian Chapter of the International Association of Energy Economist

Member of Alumni LUISS (Libera Università degli Studi Sociali Roma)

Member of Alumni EBRD

Awards

Medal of Honour for Support of Albanian Economy 2005

Commander (Commendatore): Ordine della Stella d'Italia 2009

Knight (Cavaliere): Ordine al Merito della Repubblica Italiana 2012

Grand Officer (Grande Ufficiale): Ordine della Stella d'Italia 2015

Order of Montenegrin Flag 2016

Guest Professor

University of Montenegro: Faculty of Economics, and Faculty of Political Science
UDG, Univerzitet Donja Gorica: Faculty of Business