

# Davide Arduini

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## EXECUTIVE SUMMARY

Finance Manager with progressive experience in Capital Markets, Sustainable Finance, Trade & Supply Chain Finance, Compliance and Corporate Governance activities, developed in large corporations with worldwide presence and global footprint.

Proven track record in structured financial transactions with a deep knowledge of a wide range of financial products and solutions.

Meaningful experience in managing the business relationships with international banks, financial institutions and insurance companies.

In 2023 included by the magazine Fortune in the [40under40 list](#).

## PROFESSIONAL EXPERIENCE

**Company:** A2A S.p.A. (Milan, Italy)  
**Industry:** Energy & Utilities  
**Department:** Corporate Finance  
**Position:** Head of DCM, Derivatives & Trade Finance  
**Period:** May 2023 – ongoing



Managing a team of 5 people with the following responsibilities:

### Debt Capital Markets:

- Relationship with global coverage of Banks and Financial Institutions;
- Green bonds and sustainability-linked bonds issues in Euro under EMTN Program and relevant EMTN Program update;
- Long-term funding assessment, structuring and execution in order to meet Group funding needs (Bank loans, RCF, EIB and CDP financing);
- Developing sustainable finance at Group level, providing global frameworks and guidelines;
- Project finance transactions, Intercompany Financing and support in M&A activities for financing topics;
- Financial reports addressed to internal and external stakeholders of the Group (top management, BoD, fixed income investors).

### Derivatives:

- Manage interest rate risk, FX and credit risk proposing pre-hedging and hedging strategies and executing through Derivatives;
- Negotiate and update ISDA documentation for derivatives operations.

### Trade Finance:

- Net working capital and NFP optimization through factoring, reverse factoring and supply chain finance;
- Securitization transactions for credit risk management of retail business (related to individual customers and small companies).

**Company:** Saras S.p.A. (Milan, Italy)  
**Industry:** Oil & Gas  
**Department:** Group Finance  
**Position:** Head of Financial Supply Chain, Credit Risk & Compliance  
**Period:** September 2021 – April 2023



Directly report to the Head of Group Finance and lead a team of 4 people with the following responsibilities:

- **Supply Chain Finance** (structuring and executing cross-border financial transactions for both industrial/refining and pure trading deals);
- **Credit Risk** (Creditworthiness evaluation of customers ensuring that any relevant exposure is maintained within assigned credit limits);
- **Financial Compliance** (KYC process for onboarding of new counterparties with focus on Country Risks and AML directives);
- **Relationship with banks and sureties** (Daily contact with banks, brokers, insurance companies located in Milan, Geneva and Paris);
- **Negotiation of funding sources** (Committed and Uncommitted lines for guarantees, letter of credits, cash needs, factoring);
- **Project Financing for Renewables** (photovoltaic plant of 80MW, greenfield investment as windfarm and solar infrastructures);
- **Capital Markets** (execution and monitoring of Bond and M/L term financing).

**Company:** Permasteelisa S.p.A. (Vittorio Veneto, TV, Italy)  
**Industry:** Construction  
**Department:** Group Treasury & Corporate Finance  
**Position:** Trade Finance & Financial Planning Coordinator  
**Period:** October 2015 – August 2021



Directly report to the Head of Group Finance and lead a team of 2 people with the following responsibilities:

### Structured Trade & Export Finance

- Arrange of credit facilities to meet the Group funding need – Committed and Uncommitted lines for Guarantees, LCs, cash needs, Factoring;
- Develop and maintain global relationship with banks and insurers to ensure credit lines availability;
- Review and negotiate bank contracts and align them to Group standards (Loans, Indemnities, ISDA for Derivatives, Collaterals);

- Structure and execute cross-border trade finance transactions (both with bilateral and syndicated structures);
- Manage Non-Recourse Receivables Assignments (IAS Compliant) and Reverse Factoring programs involving strategic suppliers;
- Participate to “Group Bid Review Committee” to review binding bids and tenders with focus on financial aspects (cash flow scenarios, guarantees, hedging, credit worthiness analysis on clients and suppliers).

### Financial Planning & Analysis (FP&A)

- Financial Coordination of Group’s foreign subsidiaries to ensure smooth financial and operational governance;
- Cash flow Reporting in different hedged currency, analyzing main facts and variances of actual vs budget/forecast;
- Develop assumptions and analyses based on annual Order Intake and Backlog in order to define the funding need;
- Working Capital monitoring with focus on overdue receivables and risks;
- Monthly and quarterly financial reports and forecasts for Top management and Shareholder (NFP, Financial Expenses, Guarantees).

### Special Projects

- Issue and maintenance of Group policies and procedures related to Treasury operations;
- Coordinate IT projects for automation of trade finance activities by implementing tools for accounting tasks (using SAP and Salesforce);
- Assist M&A deals: financial modeling, assessing legal, tax valuation, performing due diligence, data room and interacting with advisors.

**Company:** **FINCANTIERI S.p.A.** (Trieste, Italy)  
**Industry:** Shipbuilding  
**Department:** Group Treasury & Corporate Finance  
**Position:** **Treasury & Trade Finance Specialist**  
**Period:** November 2013 – September 2015



### Main Activities

- Negotiation and issue of bank and insurance guarantees, SBLC and doc. L/C for assignment and development of projects;
- Structured Finance transactions (e.g. Constructions Loans, medium-short term financing, transactions with ECA coverage, Factoring);
- Negotiate and monitor of Financial Covenants;
- Negotiate and check documentation related to financial/banking transaction;
- Assess and monitor financial aspects of projects and contracts;
- Financial reporting and forecasting;
- Back and middle office treasury management.

**Company:** **CONI SERVIZI S.p.A., now “SPORT e SALUTE S.p.A.”** (Rome, Italy)  
**Industry:** Real Estate & sport events management  
**Department:** Business Development  
**Position:** **Project Finance Analyst**  
**Period:** April 2013 – June 2013



### Main Activities

- Cash Flow modelling to evaluate new business opportunities for “Parco del Foro Italico” (building of an ultra-luxury hotel and a mobile roof on Tennis Centre Court) via ratios of financial sustainability (DSCR, LLC, PLCR) and profitability (IRR, NPV, etc).

## EDUCATION

**Libera Università Internazionale degli Studi Sociali – “LUISS” Guido Carli** (Rome – Italy)  
**Master’s Degree – Economics & Finance** **2011-2013**  
**Final Dissertation in Project Finance** (“Project Finance for multipurpose sport facilities: an opportunity for Parco del Foro Italico”)  
 Selected within the **top 10%** for participating to “National Model United Nations” (2012 Edition) at United Nations in New York (USA)

**Università degli Studi di Roma “Tor Vergata”** (Rome – Italy)  
**Master’s Degree – Law** **2005-2010**  
**Final Dissertation in Financial Market Law & Regulation** (“Derivatives Instruments: structural and functional profiles”)

Other Courses:

<b>Citi Group – Citi FX Bourse Course</b>	<b>2023</b>
<b>London Stock Exchange Academy (Milan) – ISDA Agreement</b>	<b>2018</b>
<b>International Chamber of Commerce (ICC) – Demand Guarantees and Documentary Credits</b>	<b>2017</b>

## LANGUAGES & IT SKILLS

<b>Languages:</b> <i>Italian:</i> Native <i>English:</i> Fluent <i>French:</i> Basic	<b>IT Skills:</b> <i>MS Office (Word, Excel, Power Point):</i> Advanced <i>SAP (Accounting/TRM – BW – BPC):</i> Advanced <i>CRM Salesforce:</i> Advanced <i>Bloomberg:</i> Advanced
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