

Marco CALDARULO

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EDUCATION

INSEAD

Fontainebleau, France
2024

MBA program, Class of December 2024

- Member of Student Impact fund, Private Equity & Venture Capital club
- Exchange program at CEIBS, Shanghai (China)

ESSEC – Bocconi Double Degree

Milan, Singapore, Mumbai, Paris
2017 - 2019

Dual Master of Science in Management

- Rotational Study period in 4 countries: Italy, Singapore, India, France
- **110/110 cum Laude**

Bocconi University

Milan, Italy

Bachelor of Science in International Economics and Management

2014 - 2017

- Visiting student at the London School of Economics and winter exchange program at Queen's University (Canada) in 2016

EXPERIENCE

Vesper Infrastructure Partners

Milan, Italy

Private Equity fund with \$400+ mn AUM, operating in the infrastructure space (Value-add)

MBA Summer Associate

2024 (Ongoing)

- Conducted comprehensive analyses and generated thematic notes on the fund's investment areas: utilities and logistics
- Identified potential targets across Europe for proprietary deals and performed preliminary assessments of 3 introduced deals
- Assessed deal opportunity and return metrics as equity sponsor in a consortium, for the LBO acquisition of a leading infrastructure network engineering telco operator
- Worked on the potential acquisition of a European renewable operator with 147 MW portfolio of solar, wind, and hydropower
 - Reviewed preliminary materials received from the sell-side incl. the IM and the financial model
 - Prepared a presentation summarizing the key investment highlights, merits, and considerations of the opportunity
 - Performed a preliminary valuation and returns analysis incl. customary infra-specific valuation methodologies

Department of Finance, Abu Dhabi government

Abu Dhabi, UAE

Meet requests of the Supreme Council for Financial and Economic Affairs (SCFEA). SCFEA is the government entity that sets Abu Dhabi's public policy on financial, investment, economic, petroleum, and natural resources affairs.

Strategic Projects Analyst

2022 - 2023

- Advised CYVN Holdings, a government-backed SPV investing in mobility solutions. Main responsibilities incl. modeling and financing strategies for investments. Completed minority stake acquisition in NIO INC, leading EV OEM, in 2023 (\$0.7 bn)
- Supported the Management team of ETISALAT, the national telecom provider, with equity valuation services for their minority stake acquisition in Vodafone, supporting informed investment decisions
- Engaged in the development of fiscal incentives and welfare programs: Abu Dhabi IPO Fund (\$1.4 bn), Social Subsidy Program (\$7.6 bn), driving significant contributions to capital markets expansion and social welfare enhancement
- Conducted thorough assessments of industries, markets, and macroeconomic factors for Abu Dhabi Industrial Strategy (2022) and Abu Dhabi Economic Strategy (2023)
- Delivered financial, strategic, and macroeconomic analyses underpinning informed decision-making and policy development

Accenture Middle East

Paris, France - Dubai, UAE

Strategy Management Consultant, part of Accenture CFO&EV practice

2020 - 2022

- Built 5-year business plan for a Utility Holding Company and its T&D subsidiaries, overseeing a \$4 bn revenue portfolio, driving sustainable growth, and improving operational efficiency
- Constructed a financial model for an investment opportunity in a wind farm in Brazil (65 MW), for an energy player
- Developed and implemented an FP&A solution for a major airline (\$5 bn revenue) enhancing financial decision-making
- Prototyped a machine learning algorithm leveraging the database of a Non-Profit Organization to identify individuals at risk of over-indebtedness, increasing predictive capabilities (6 Months Assignment in Paris)
- Achieved fast-track promotion from Analyst to Consultant in 2021

Dezan Shira & Associates

Singapore, Singapore

Summer Intern

2018 - 2018

- Produced reports on business opportunities in Singapore and Indonesia for the Italian desk

ADDITIONAL INFORMATION

- Interests: Sailing, windsurfing, martial arts. Passionate about geopolitics and financial markets. Traveled to 35+ countries
- Nationality: Italian, right to work in the EU
- Languages: Italian (Native), English (Advanced), French (Intermediate)
- Financials: S&P Capital IQ, Bloomberg, Preqin, PitchBook, Dealroom
- Valuation: Wall Street Prep Financial Modelling course, Training The Street Technical Corporate Valuation course
- Volunteering: Pro-bono work with Thaki, a nonprofit providing digital education to refugee children in the Middle East