

CARLO BONGIANNI

EXPERIENCE

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| Sept 2020 to
march 2021 | MIGA, The World Bank Group
Adviser, Operations Department
Advising on the strategic positioning of Miga and portfolio management. | Washington, DC, USA |
| 2016 to
sept 2020 | Financiera de Desarrollo Nacional (FDN)
Vice President, Financing and Investments
on External Service from the World Bank Group
Reporting to the President in charge of the bank business and investment teams responsible for advising, origination, execution and monitoring of its asset base. The institution is participated by the Government of Colombia (GOC) Ministry of Finance, IFC, CAF and SMBC and was established to support infrastructure investments including the 4G motorway program worth \$56bn. <ul style="list-style-type: none"> • Member of the Inter-ministerial Infrastructure Committee led by VP of the Republic of Colombia, Ms. Marta Lucia Ramirez. • Member of FDN Senior Management team representing the Vice Presidency at all committees and Board of Directors for all matters regarding policy, risk management, lending, and investments. • Responsible for a \$5mln annual operating budget, portfolio management worth about \$2.5bn, annual commitments of about \$1bn, disbursements \$500mln and income \$80mln. Developed a 5-year business plan for \$5bn. • Responsible for the implementation of all deals approved and follow up with clients, lenders, national and local authorities, consultants, etc. • Led FDN investments in equity funds, Inframco and CIEF (\$110mln) for renewable, transport and logistics initiatives in the area. • Reached financial close for transactions worth about \$3bn (won awards for 4G Mar 1; renewables EPSA), with mobilization more than \$20bn from local, international, multilateral institutions and capital markets issuers. • Responsible for recruitment and management of a team of 20 resources (managers, professionals, and analysts) organized by sector and purpose (origination; execution (transport, power, etc.) and portfolio management). • Advised municipalities inter alia on decarbonization options, smart mobility and investment solutions (Bogota metro; regional rail integration (multi-modality); fleet optimization (electric and low carbon fleet)). • Contributed to new energy sector regulation in cooperation with the World Bank, GOC, and core energy groups. Influenced the promulgation of a Presidential Decree leading to the 1st Colombian renewable energy auction. • Secured financing for 1st auction solar energy project (ca. \$10 mln). • Involved in the design of innovative products (e.g. liquidity lines, COP financing lines, debt and equity funds, etc.) achieving structural changes to the Colombian legal and financial policy framework. | Bogotá, Colombia |
| 2013-2016 | MIGA, The World Bank Group
Sector Manager, Infrastructure
Member of MIGA Leadership Team led the infrastructure sector unit comprising 8 professionals with worldwide business origination and execution responsibility. <ul style="list-style-type: none"> • Increased pipeline from about \$5bn to about \$12bn for FY 2016-2017; • Led the execution of about \$800mln of new guarantees in FY2014-16 catalyzing \$3bn of FDI (Sao Paulo Transport, Brazil; Corredor Turistico, Honduras; Uskudar Trains and Izmir Transport, Turkey; HKB Bridge, Cote d'Ivoire; Helios Towers, DRC) and mobilizing about \$1bn from other | Washington, DC, USA |

development institutions including IBRD, IFC, CDC, FMO, Proparco, AFD, KfW, and CIFI. Sao Paulo Transport (the 1st joint deal between MIGA and IBRD), Corredor Turistico won Deal of the Year Awards in 2015. Myanmar Fiber Optic Network (KDDI Summit) won internal Miga award in 2016;

- Developed several new initiatives with Governments, sponsors and financial institutions on projects focused on sustainable solutions for the sectors under management: a) transport and water management projects in Angola, Ghana, Rwanda, Paraguay, Peru, Senegal, China; b) waste schemes in Serbia, Thailand; c) hydro power in Albania, Angola, Indonesia, Laos and Nepal; d) roads in Senegal, Peru, Malaysia and Papua New Guinea; e) railways in Oman, Colombia; f) airport dev. 't in the Philippines; g) port dev. 't in Barbados, Jamaica and Timor Leste;
- Led a strategic review to realign MIGA's products with market demands in different regions, followed by implementation of regional initiatives for raising MIGA's profile;
- Represented MIGA in various joint agencies initiatives, including with IFC and IBRD Global Practices: Transport and ICT, Water, PPP and T&C;
- Managing a portfolio of ca.100 guarantees and PRI covers representing an exposure of about \$4bn.

2000-2013

INTESA SANPAOLO S.p.A.

Milan, ITALY

Banca IMI S.p.A., Structured Finance

From September 2012 worked for the merchant banking unit of Intesa Sanpaolo structuring and advising on a variety of infrastructure projects.

Head of Infrastructure, Advisory and Overseas Development

Banca Infrastrutture, Innovazione e Sviluppo S.p.A. (BIIS)

Since December 2005, worked at the specialised infrastructure institution of the Intesa Sanpaolo Group, with a focus on Europe and Middle East. Managed assets worth in excess of €3bn, Member of the Portfolio Monitoring Committee (PMC).

- * Member of the European Expert Group 5 advising the European Union on financing strategies for TEN-T projects (Trans-European Networks). The report led to the creation of the 'project bond' facility offered by EIB from 2011 in order to de-leverage banks and catalyze capital markets financing;
- * Led a team of 20 between managers and professionals responsible for the relationship with corporate and public-sector clients;
- * Financed renewable energy (solar, wind, mini hydro, tidal) projects in Italy, Ireland, Spain, UK (ca.500MW);
- * Developed a loan book worth €6bn with ca. 100 assets under management.

Managing Director, M&A, Corporate Finance & Advisory

Co-managed a team of 15 focusing on advisory and fee-based services to energy, water, and utilities clients for national and regional M&A activities.

Advised several entities including:

- CPL Concordia, a construction and network management concern to dispose mineral rights in Italy and Central Asia;
- Gasplus SpA, a gas trading and distribution company on the purchase of an exploration and production concern, Società Petrolifera Italiana from ENI;
- Pesaro-Urbino Province: on the merger of three local utilities (€120M);
- Sardinia Region: advising on Carbosulcis privatisation, an integrated concession for coal mining and power generation (€2bn).

Head of Energy, Structured Finance

Responsible for starting up the Global Energy Team for the Bank, including

offices in Milan, London, New York, Hong Kong, including preparing the business plan, recruitment and management of a team of 20 professionals, leading transactions totaling \$15bn in three years, and \$15mln in fees.

- * Lead arranged and closed a few major energy transactions: Eurogen (€3.8bn; 2002 and 2003), Interpower (€0.9bn; 2002), Pseg Power (\$500M; 2001); Italenergia (\$3bn; 2003), Edison gas assets disposal (Egypt; 2003).
- * Developed a loan book of \$1.3bn in Italy, USA Asia, and the Middle East.

- 1994-2000 NATIONAL POWER PLC London, UK**
Senior Manager, Corporate Finance
 Reporting to the Treasurer from 1995 and responsible for arranging and implementation of Europe/Middle East projects totaling about \$5 bn.
- * In the UK financed power stations (leasing), renewable energy schemes windfarms (100MW) and CHP schemes (Derby and Barry, 150MW).
 - * Led on several innovative technologies including clean coal Elcogas (EU financed), battery storage (UK) and wind (UK/Scotland).
 - * Member of the Board of Directors' Finance Committee: Elcogas S.A., Madrid, Interconnector (UK) Ltd., London and Guney Ege, Ankara.
- 1991-1993 EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT London, UK**
Principal
 * Responsible for developing energy projects in Central/Eastern Europe.
 * Focus on hydro chain repowering and new hydro authorization.
- 1989-1991 E.I. DUPONT DE NEMOURS Geneva, Switzerland/London, UK**
CONOCO (UK) Ltd.
Treasury Analyst (Dupont European Treasury)
 * Promoted Treasury Analyst in charge of Conoco's special projects.
- DUPONT ITALIANA S.p.A./DUPONT (UK) LTD.**
Business Analyst/Junior Finance Manager Milan, Italy/London, UK
 * Responsible for financial analysis of acquisitions and mergers in Europe.
- 1988 THE WORLD BANK Washington, D.C., U.S.A.**
Summer Intern
 * Analysed transport enterprises in Argentina (airline), Thailand (airline), India (railways), Central African Republic (river barges).
- 1985-1987 MARPOSS S.p.A. Bentivoglio (BO), ITALY**
Brand Product Manager
- EDUCATION**
- 1987-1989 The University of Michigan Ann Arbor, MI, U.S.A.**
Graduate School of Business Administration
 * Master of Business Administration (MBA), April 1989.
 * Specialisation in International Finance and Corporate Strategy.
- 1979-1985 Universita' degli Studi di Bologna Bologna, ITALY**
Facolta' di Ingegneria
 * Master of Science in Mechanical Engineering, July 1985.
 * Focus on Fluid Transmission and Organisation Management.

LANGUAGES

Italian (native), **English and Spanish:** excellent written and spoken, **French:** very good, written and spoken, **German:** basic knowledge.

CONFERENCE ENGAGEMENTS

- *Universidad Nacional de Colombia, FDN and the challenge of financing infrastructure, September 2020, Medellin, Colombia*
- *Proximo 5G vs 4G transport analysis, August, 2020, Bogotá, Colombia*
- *3rd GRI Bogota Business Committee Meeting, March 2020, Bogota, Colombia*
- *Project Finance & Capital Markets, February 2020, Miami*
- *2nd LAC-China Ministerial Summit, October 2019, Santiago, Chile*
- *Latin Finance, October 2019, New York*
- *Euromoney Syndicated Loan Conference, September 2019, Miami*
- *Infra Latin America GRI, May 2019, New York*
- *Teaching Seminar for Ministerial and high ranking public sector managerial employees (CESA), Mayo 2019, Bogota Colombia*
- *ANIF Infra Crecimiento y Competitividad, Mayo 2019, Bogota, Colombia*
- *Sovereign Wealth Fund Roundtable, March 2019, Bogota, Colombia*
- *Bonds, Loans and Derivatives Andes, February 2019, Bogota, Colombia*
- *2nd GRI Bogota Business Committee Meeting, February 2019, Bogota, Colombia*
- *1st LAC- China ministerial Summit, November 2018, Zuhai, China*
- *8th Annual BBVA Latin America Conference, May 2018, New York*
- *ITAU Fixed Income Investors Forum, April 2018, Bogota, Colombia*
- *VI Asamblea General Fondos de Capital Privado, March 2018, Bogota, Colombia*
- *Energy and Infrastructure Finance Andes, March 2018, Bogota, Colombia*
- *Bonds, Loans and Derivatives Andes, Feb. 2018, Bogota, Colombia*
- *GRI Infrastructure Funding Forum, Nov. 2017, Bogota, Colombia*
- *Euromoney Latin America Syndicated Loans Conference, Sept. 2017, Miami*
- *Clean Energy Finance Summit, June 2017, Miami*
- *3rd Structured Finance in LatAm, May 2017, Miami*
- *Euromoney Energy and Infrastructure Finance 2017, March 2017, Miami*
- *Export and Energy Finance Americas, March 2017, Miami*

PUBLICATIONS

- * **Expert Group 5. Funding strategy and financing perspectives for the TEN-T.** Published July 2010. (<https://ec.europa.eu/transport/sites/transport/files/themes/infrastructure/ten-t-policy/policy-review/doc/final-report-expert-group-5.pdf>)
- * **Islamic Finance and its application in project financing.** National Power Insight. Published May 1999.
- * **Using project finance to fund infrastructure Investments.** Journal of Applied Corp. Fin. Published Oct 1996. (<https://onlinelibrary.wiley.com/doi/abs/10.1111/j.1745-6622.1996.tb00296.x>)
- * **Multilateral and bi-lateral financing for energy investments.** National Power Insight. Published June 1996.
- * **Soft-terrain forklift truck.** Thesis Master's degree. Published July 1985.