

Donato Silvio Barbuscia

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Date of birth: 02/20/1957
Place of birth: Lugano
Nationality: Swiss
Sons: Alessandro, born in 2006

WORK EXPERIENCE

2012 – currently Founder, Owner and Managing Director of *Donato Barbuscia Consulenze Finanziarie e Bancarie (Donato Barbuscia Consulting)*

Main Project activities for *Donato Barbuscia Consulenze Finanziarie e Bancarie (Donato Barbuscia Consulting)*

2015 – 2017 Managing Director of a consultancy project for applying a banking license in Montenegro, in order to create a new Private Bank in Podgorica. The team worked on developing contacts with the supervisory bodies in Montenegro (Central Bank of Montenegro) and it worked on planning and developing the whole organizational project. The new bank will arise in 2017.

2015 – 2017 Managing Director of a consultancy project for a Trade Finance Company, exporting minerals from Africa to the Far East. The project set up the trade organization in Europe and in China, where the company is based, and managed to take care of the trade financing with banks and investors in Europe. The project ended at the beginning of 2017.

2015-2017 Managing Director of the mandate for an M&A between a Swiss bank and an Italian bank based in Milan. The project ended with success in March 2017.

2015 – 2017 Managing Director of the creation of two investment funds for Private Equity investors in CHF, under Maltese law, in the Swiss real estate market. The first Fund was created in 2015 and the second one will be created by the end of 2017.

2013 – 2015 Managing Director of the creation of a strategic planning document for a Swiss private bank, based in Zurich and active internationally

Main activities for *Gruppo Banca dello Stato del Cantone Ticino (Ticino Cantonal Bank Group)*

- 2009 – 2010 Managing Director in the M&A process of *Unicredit Bank (Suisse) SA*, now *Axion Bank (Suisse) SA*, Lugano.
- 2000 – 2012 Chief Executive Officer of *Banca dello Stato del Cantone Ticino*, a *Swiss Cantonal Bank*. The bank, originally was only active in the mortgage business, successfully transformed into a Universal bank and later into a Group with the acquisition of *Unicredit Bank (Suisse) SA* and *Luzerner Kantonalbank* in Chiasso. As a Universal bank the credit institution more than doubled the Asset under Management as well doubled its balance sheet size by the end of 2012 and improved all of the economic indicators.
- 1998 – 1999 Executive Board Member, heading the creation of a new Market area and Global treasury in Bellinzona, Switzerland.

Main activities for *UBS Group / Banco di Lugano, Lugano*

- 1996 – 1998 Senior Director and Head of the *International and Markets Department / Area Mercati BDL-Banco di Lugano*, Switzerland, *UBS Group*.
- 1994 – 1996 Senior Director and project Director of the creation of a Global Treasury and Risk Management for the credit institution.

Main activities for *Banca del Gottardo Group, Lugano*

- 1993 – 1994 Head of Risk management for the Group.
- 1992 – 1993 Head of derivatives products trading for the Group.
- 1991 – 1993 Funds Manager, responsible for the *New Investment Opportunities Fund Strategy*.
- 1991 – 1992 Head the *TO&FF activities* (Traded Options & Financial Futures Group).
- 1987 – 1991 Project Manager for the development of the new market of the *SOFFEX (Swiss Options and Financial Futures Exchange)* in Dietikon/Zuerich.
- 1982 – 1987 International dealer of raw materials / coffee for *Green Coffee Merchants*, Lugano, Switzerland.

OTHER WORK EXPERIENCES

- 2010 – 2012 *Chairman of the Board of Bellflower Holding*, Lugano, Switzerland.
- 2008 – 2012 Board Member of *Pfandbriefzentrale - Union of the Swiss Cantonal Banks*, Zurich, Switzerland (UBCS).
- 2000 – 2010 Member of the Executive Committee of the Board of the Union of Swiss the Cantonal Banks, Basel, Switzerland (UBCS).
- 2000 – 2012 Board Member of Union of the Swiss Cantonal Banks, Basel, Switzerland (UBCS).
- 2008 – 2012 Board Member of *Biopolo SA*, Bellinzona, Switzerland.
- 2005 – 2012 Board Member of *Teleticino SA*, Melide, Switzerland.
- 1990 – 2012 Member of the Board and of the Executive Committee of the Board of SFOA – Swiss Futures & Options Association, Geneva, Switzerland.

TEACHING EXPERIENCES

- 1996 – 2012 Finance teacher – AZEK financial analysis courses – *Centro di Studi Bancari (Banking Studies Centre)*, Vezia, Switzerland.
- 1994 – 2000 Finance professor - *Scuola Universitaria Professionale Svizzera Italiana/Dipartimento di Economia*, Manno, Switzerland.
- 1994 – 2000 Banking economy professor – *SSQUEA*, Morbio Inferiore, Switzerland.

PUBLICATIONS

- 2005 *Le gouvernement d'entreprise en Suisse*, Schultess, Zurich, Switzerland.
- 2004 *Private Equity & Microfinance*, Schultess, Zurich, Switzerland.
- 2001 *Etique, gestion de patrimoine et gouvernement d'entreprise*, Editions Universitaire, Fribourg, Switzerland.
- 2001 *Etica e gestione patrimoniale*, Meta Edizioni, Lugano, Switzerland.
- 2000 *Il ruolo delle banche Cantionali nell'investimento socialmente responsabile*, Meta Edizioni, Lugano, Switzerland.

- 1997 *Modelli, metodi quantitativi e strumenti di gestione nell'ambito dell'analisi dei rischi di mercato.*
- 1995 *Come strutturare un processo di gestione del rischio finanziario, l'interest Rate Risk.*
- 1992 – 1994 *Strumenti finanziari derivati: applicazioni e prospettive (1 e 2° parte).*
- 1992 *Options: pricing, parametri di valutazione, posizioni sintetiche e trading di un portafoglio.*

EDUCATION

- 2011/2012 HEC Paris, CEO / Top management course.
- 1996 INSEAD, Fontainebleau, Strategic Management in banking.
- 1995 INSEAD, Fontainebleau, Corporate Financial Strategy in Global Markets.
- 1992 BRI, London, Treasury Risk Management.
- 1976 – 1978 Private Tutors London, General Certificate of Education, University of Cambridge Board, A' level, Math, History, English, French, Italian, grade A e B pass.
- 1973-1975 Scuola Cantonale Superiore di Commercio, Bellinzona , Switzerland.

LANGUAGES

Italian – mother language.

English – fluent (spoken and written).

French – fluent (spoken and written).

German – fluent (spoken).

INTERESTS: arts, music, opera, wine and classical guitar.

SPORTS: mountaineering, mountain bike, skiing.

