



**Giuseppe Nino Tronchetti Provera**  
CEO, Ambianta

Born in Rome, April 3rd 1968. Italian.  
Married with 3 children.

### **Education**

Graduated from Luiss University, Rome with top degree cum laude in Business Administration. Published Thesis on the prospective of the environmental business (1992).  
MBA degree from Insead Business School, Fontainebleau (1994-95)

### **Professional**

**Olivetti Spa** (2004-2007, Telecom Italia Group) Worldwide IT hardware and systems Producer, with a 2005 turnover of 450 M€. Joined as Board member in 2004, was General Manager for Marketing, Sales, Services, Business Development and Customer Care. During the 3 years Olivetti undertook a deep restructuring plan, including the start up of a new consumer business (inkjet printers) and the change from a make production scheme to an outsourcing approach (mostly in Far East). The Company currently operates 4 research centres, 2 production facilities plus 3 outsourced and an international sales network covering 83 countries.

**Finsiel Group** (2002-2004, Telecom Italia Group) Top 5 Italian IT system integrator through more than 20 companies serving clients within the Government, Banking and Transportation sectors, with a 2001 turnover of around 1,2 B€. Appointed CEO, ViceChairman and BU manager, since Finsiel was one of the 4 BU of TI. Turnaround project, including the sale of a number of companies and a strong downsize in the number of employees (from 7.500 to 4.400, with managers from 400 to 150). Due to the reduction of organic operating cost (almost 90 M€) and a stable organic turnover, Finsiel doubled the initial 3,5% organic ebit margin, with a ROI that moved from one digit to more than 20%. TI successfully sold Finsiel after the turnaround.

**Cam Petroli Spa** (2000-2001, Camfin Group) Within the oil downstream business, the Company is among the leaders in the North of Italy for commercial and logistics activities. Appointed CEO while the shareholder was looking for an industrial partner (Cam Petroli was 100% Camfin). Camfin successfully closed a 50/50 JV with the ENI Group, that still operates with a turnover that went from 300 M€ in 2001 to 700+ M€ in 2005.

**Cam Technologie Spa** (1997-2004, Camfin Group) Started up the Company as founder and CEO to develop clean technologies/products. Most important product developed (from the R&D plus patents to the industrialization and market launch) was a low environmental impact fuel branded Gecam, a diesel-in-water emulsion alternative to traditional diesel fuel for transportation. Gecam reached 20% market share in the Italian Public Transportation market with 8 production facilities and a turnover of 50+ M€. Largely most successful innovative fuel in Italy. Launched operations in France, Czech Republic and China. In 2006 the company, cash positive since 2000, has a turnover of 70 M€ and operates within Pirelli Ambiente, it's still worldwide leader in diesel emulsion and has launched other new clean products, such as an innovative particulate filter technology.

**McKinsey & Co** (1992-1997) From junior consultant to senior manager at a number of offices across Europe, working in industries such as airlines, electric utilities, mobile telecom, steel, TV media and insurance. Led the Italian practice on the environmental business.

**Others**

In 1998 co-originated LBO of Venchi Spa (Chocolate producer), currently still minority shareholder. Venchi's turnover in 2006 was more than 20 M€ from 1 M€ in 1998.

Currently Board member of Camfin Spa (Financial Holding) and MCC Spa (Banking, Unicredit Group).

Previously Chairman of Distretto Romano dell'Audiovisivo e dell'ICT (2003-2004) and Vice Chairman of the Italian Kyoto Club (1999-2004).

Language: Italian (mother tongue), English (Fluent), French and Spanish (basic).

Military Service: served in the Italian Air Force (1991).

Hobbies: Diving, powder-skiing, tennis, back-gammon, modern and contemporary art.