

Alessandra Cantù

EDUCATION

1993: Bocconi University, Milan – Italy -
Degree in Corporate Economics, specialising in Corporate Finance.

A.I.A.F. certificate (1999)

F.S. A. certificate (2000)

PROFESSIONAL EXPERIENCE

January 2006 – to date: Telecom Italia Group, Milan, - IT. Investor Relations team

Investor Relations

- Responsible of relations with retail financial community; involved in main projects for international institutional investors.
- Responsible for international SRI funds.

October 2001 – January 2006: Goldman Sachs, Equities Division, Milan - IT. Italian Sales team

Research sale

- Selling ideas/opinions to institutional clients on European Secondary and Primary markets; coverage of the most important Italian institutions.
- Marketing of GS research products to institutional investors. Organization of 1:1 meetings, conferences, company visits and workshops: focus on valuation training courses.

November 2000 – October 2001: Goldman Sachs, Global Investment Research Division, London, - UK. Telecom Team

Equity analyst

- Advising institutional clients on Secondary and Primary markets: offer sell/buy opinions and answer client inquiries on the companies followed.
- Financial equity analyst covering the Telecom Sector. Reporting on European Telecom companies to support investment decisions both for Italian and foreign institutional clients.

June 1999 – November 2000: Caboto sim (Banca Intesa Group), Research Department, Milan, IT.

Equity analyst

- Financial equity analyst on the Italian Telecom and Internet sector. Advising institutional clients on secondary and primary markets on buying and selling shares.
- Involved in IPO's (initial public offering): -e.Biscom, Tiscali and Opengate- for the New Market (New Italian Market for growing stocks).

October 1996 - June 1999: Banca Commerciale Italiana, Research Department, Milan - IT.

Equity analyst

- Coverage of Italian industrial companies as a country analyst, with a focus on small and medium companies. Marketing of the research products to Italian and UK institutional investors
- Involved in the Primary market activities (evaluation of potential new listings) and IPO operations in the electronic and automotive sector (Beghelli and Manuli Rubber Industries).

1994-1996: Banca Commerciale Italiana, Genercomit Management (funds under management) Research Department, Milan - IT.

Equity analyst buy side

- Writing in-house researches on industrial companies, supporting decision on buying and selling European shares.
- Trend analysis of company funds against the market, portfolio analysis and presentation to top company management regarding trends and the funds themselves.

1993 - 1994: Banca Commerciale Italiana. Branches Department. Italy

- A position with central management. Involved in different projects concerning law settlements (197 law: money laundering)
- Advising private clients on buying and selling shares and Government bonds.

1993: Philips Financial Department, Milan - Italy.

- Finalisation of the exchange risk project for the Italian groups.

April 2006