

# CURRICULUM VITAE

## **FABRIZIO PALENZONA**

Born in Novi Ligure on 01 September 1953.

Graduated in Law from the University of Pavia.

Listed on the Register of Freelance Journalists.

## **BUSINESS ACTIVITIES – Transport, Logistics and Services** (At the level of greatest responsibility from 1981 to present)

In 1981, founded the consortium **UNITRA s.c.a.r.l. (Unione Italiana Autotrasportatori)**, which he directed until 1995 (**Managing Director 1981-1995**). This is the first, and almost only example of a successful consortium of structured road transport companies. The main partners identified and organised by the new director of UNITRA in 1981 represent the most important businesses in the sector:

the Sirtori Group from Villasanta (Milan) with the firms DIPE s.r.l., Sirtori Autotrasporti s.n.c., SAC s.r.l., the Gavio Group from Tortona with the firms Fratelli Gavio s.p.a., Autosped s.a.s., Sitrap s.p.a., the Calza Group with the firms Actom s.r.l. and Conafi, the Remondini Group from Genoa with the firms STAR s.p.a. and Marcevaggi s.p.a., the Agogliati G. e B. s.p.a. Group from Piacenza, B.F.C. s.p.a. from Padua, Goth (SA) from Chiasso (Switzerland), ACTIS s.r.l. from Turin, the Soc. ITALIA s.p.a. from Grosseto – and others located mainly in the centre/north of Italy, with a total of 1,500 tractors and 3,500 semi-trailers.

Thanks to the management skills of Palenzona, in just a few years (1981/1985), UNITRA was able to harness the synergies of the individual partners, becoming one of the largest industrial carriers in the country and securing, for example, a share of 38% of the fuel transport market for ENEL power plants and the transport of AGIP fuel for Formula 1 to every circuit in Europe.

From 1984, UNITRA, still under the direction of Palenzona, began to show considerable operating capacity in international traffic, with Eastern European countries, especially the new routes from the former USSR. By 1985, UNITRA had become the main carrier for the transport of Italian materials for all ‘turnkey’ contracts concluded by Italian businesses, such as Cogolo, Danieli, Ansaldo, Fiat etc. Meanwhile, operating centres had opened in Piombino and Turin, along with companies in Moscow (Tecos) and Brest, Belarus (B. Trans).

UNITRA was a highly successful experience in the complex and crushing world of transport companies and, thanks to its development, some industry leaders were established, such as, for example, *G e A s.p.a.*, the leader in kilolitic transport in Italy and Romania and *Unifreddo*, a company specialised in the logistics and transport of controlled-temperature products in Italy and abroad. In 1982, turnover was 2,268,000,000 lire; when he resigned as Managing Director in 1995, it had risen to 7,691,000,000 lire.

From 1987 to the present, Palenzona has been a **Director** of **UNITRA s.r.l.**, a road-transport and logistics company, which also absorbed the expertise of UNITRA s.c.a.r.l. in 1995 and boasted turnover in 2002 of €15,000,000.

In 1994, he became **Chairman and Chief Executive Officer** of **FAI Service s.c.a.r.l.**, responsibilities which he still holds today. FAI Service s.c.a.r.l., launched in 1986 in Reggio Emilia by a group of road transporters who were members of FAI, transferred its office to Cuneo in 1998. It provides a huge range of services to its members.

FAI Service scarl started from nothing and is now the largest services company for transport businesses in Europe. Here are a few figures: there are 7,500 partner firms; in 2002, the turnover of FAI Service was 410 billion lire; in 2003, it exceeded €250 million and it is expected to reach the milestone of €300 million in 2004, with a presence and offering services in Italy, Spain and France. In particular, in Italy, it created and manages the service and assistance areas in Villanova (Torino-Piacenza motorway) and Vignole (Milan-Genoa motorway), the only 'truck stops' developed to date in Italy. There are currently two similar centres being constructed.

Since March 2004, he has been a Director of Rete Autostrade Mediterranee S.p.A.

## **FINANCIAL, BANKING AND INSURANCE ACTIVITIES**

(maximum responsibilities)

From 1999 (the date of its founding) until 01 March 2017, he was Vice Chairman of UniCredit. He is now a Director at UniCredit, a member of the Corporate Governance and HR Nomination Committee and the Internal Controls and Risks Committee.

Between 2001 and September 2003, he was a member of the board of directors of Mediobanca S.p.A. and, between March 2005 and June 2007, he sat on the board and Executive Committee of Mediobanca S.p.A.

From November 2003 until April 2012, he was **Chairman** of **AVIVA ITALIA S.p.A.**, a company authorised to provide non-life insurance in Italy, 100% of which is owned by the AVIVA p.l.c. Group, listed on the London stock exchange. The AVIVA Group, Britain's largest financial insurance group, with 63,000 employees around the world, had turnover of €2.5 billion in Italy in 2002. Commercial Union Italia s.p.a. has 263 employees in Italy and 445 agents in its two offices in Milan and Florence. Commercial Union premiums totalled €317.4 million in 2003.

Between 2000 and September 2008, he was a Director at **SCHEMAVENTOTTO S.p.A.**, which exercises control over Società Autostrade S.p.A. and provides licensing for all motorway-related activities.

In 1992, he became a founding member of the Shareholders Meeting of **FONDAZIONE CASSA DI RISPARMIO DI TORTONA**.

## **OTHER POSITIONS HELD**

He was **Chairman** of **COFITRAL S.p.A.** (Compagnia Finanziaria Trasporti e Logistica), specialised in studying, planning and financing logistics facilities and companies. It provides expert financial and strategic assistance through a team of experts in the sector and the capital market world. COFITRAL is attached to the operating management and La Compagnia Finanziaria s.p.a. in Milan, a leading corporate bank which has been operating since 1982, providing financial amenities to medium-sized enterprises. The operating staff consists of both certain members of the Board of Directors, with considerable university and managerial standing, and the management support provided by the partners. The Board of Directors is composed of Ornello Rumi, Pio Scarsi, Fausto Bergonzi, Stefano Di Tommaso, Lanfranco Senn, Alberto Franceschini and Aldo Piccinini. In particular, the activities of COFITRAL were focused on opportunities arising from major institutional change and corporate concentration processes concerning: local public transport (strategic plans, company assessment, M&A etc.), logistics (M&A, logistics outsourcing, regional logistics etc.), airport privatisations (M&A, handling, cargo city, car parks etc.).

On 06 November 2003, at the *sala d'onore* in the Province of Alessandria, under the chairmanship of Fabrizio Palenzona, the company **ARCOSISTEMA s.r.l.** was founded, combining, for the first time in history, the port authorities of Genoa, Savona and La Spezia, the Chambers of Commerce of Genoa and Alessandria, the municipalities of Alessandria, Novi Ligure and Genoa, the Fondazione Cassa di Risparmio of Alessandria, the provinces of Alessandria and Genoa for the promotion of the North-West Integrated Logistics Region.

He was a Director of **GOTHE ITALIANA SERVIZI LOGISTICI S.p.A.** (2002 turnover: €12,500,000) (FIGHE Group - fourth-largest in Europe among the main logistics operators).

He was a Director of **RIVALTA S.p.A.**, a leading inter-modal hub with over forty years' experience in the logistics industry.

*Over the years, Fabrizio Palenzona has participated in and signed some of the most important international agreements for road transport between Italy and some non-EU countries, such as the USSR (as was), Russia, Belarus, Iran and Turkey.*

He was **Vice Chairman** of **CONFCOMMERCIO**.

From 1999, the date of its establishment, until 2002, he was a **Director** of **UNICREDIT BANCA MOBILIARE S.p.A.**

Between 1995 and 2000, he sat on the Board of Directors of **FONDAZIONE CASSA DI RISPARMIO DI TORTONA**: he contributed to the founding of UniCredito S.p.A., created from the merger of Cassa di Risparmio di Torino, Cassa di Risparmio di Verona and Cassa di Risparmio di Treviso with Credito Italiano s.p.a.

Formerly Director and Member of the Executive Committee of **UNICREDIT BANCA S.p.A.**

Formerly Director of **UNICREDIT SERVIZI CORPORATE S.p.A.**

Formerly Director of **UNICREDIT SERVIZI PRIVATE S.p.A.**

Formerly Director of **CARIMONTE Holding.**

Formerly Director of **MEDIOBANCA**, between 2001 and September 2003.

Formerly Director and Vice Chairman of **ICCRI.**

Since 1993, member of the **IRU** (International Rutiers Union).

From April 2007 until March 2016, **Chairman of ADR** – Aeroporti di Roma.

Between June 2012 and July 2012, Chairman of **Impregilo S.p.A.**

Until November 2013, he was Chairman of **Gemina S.p.A.**

#### **MAXIMUM-LEVEL RESPONSIBILITIES IN NATIONAL ASSOCIATIONS** (from 1990 to the present)

Since 1990, he has been **Chairman** of the **FAI** (Italian Hauliers Federation), the largest business association in the road transport of third-party goods sector in Italy, directed, promoted and supported solely by hauliers. Today, the FAI numbers over 20,000 associated companies and more than 70 representative regional associations. With 80,000 vehicles, it constitutes over 50% of the fleet of heavy vehicles used for transporting goods on the roads.

Since 2001, he has been a member of the Executive Committee of **CONFTRASPORTO**, having established the company himself (the most representative confederal structure in the sector, in terms of the number of member companies, including not only road transport companies, but also delivery, logistics, rail and sea transport firms). In 2007, he became the Chairman.

Since October 2003, he has been **Chairman** of the **Associazione delle Società Concessionarie di Autostrade e Trafori (AISCAT)**. There are 24 associate members of the Association and their range extends over some 5,600 km. In 2002, the overall turnover of the network was around €3,500 million.

AISCAT also has 17 associate members, motorway service companies and other enterprises interested in or connected with the construction and operation of motorways under licence.

Since May 2009, he has been **Chairman** of **Assaeroporti**, the industry association for Italian airports that represents 33 airport management companies for 42 airports at Italian and European institutions. Every year, our members welcome over 164 million passengers and manage 1.5 million flights and over 1 million tonnes of goods. Assaeroporti is tasked with drawing up the Contratto Collettivo Nazionale di Lavoro (National Collective Bargaining Agreement - CCNL) for the ground staff in the air transport sector, in the specific airport management section.

Since April 2016, he has been a Director of **CIN** – Compagnia Italiana di Navigazione.

Director of the ABI (Italian Banking Association).

## **SOCIO-CULTURAL ACTIVITIES**

From 1976 to 1984, he served as Director of the **Centro Paolo VI ONLUS** of the Diocese of Tortona (rehabilitation centre for disabled children).

During the same years, he was a Director on the Sub-Committee of the **Italian Red Cross** in Tortona, making an active contribution to the organisation of solidarity initiatives for **CARITAS** in the diocese of Tortona.

Appointed a UNICEF Children's Champion during the 1990s.

Promoter, Founder and Director of the **Olga SAMOUSSENKO** association for the collection of funds to fight leukaemia. His efforts in favour of children's rights have received major official rewards from the Executive Committee of the city of Gomel (Belarus) and the Belarus government. The "V.I.Lenin" Soviet fund for children officially recognised the work carried out by Fabrizio Palenzona for UNITRA according to the 1991 authorisation of the Consul General of the USSR in Milan.

Since 2003, he has been **Chairman** of the **National Committee for the Celebrations of the Five Hundredth Anniversary of the Birth of Saint Pius V**, established through a decree from the Italian Minister of Culture. The Committee, through high-level events, exhibitions and conferences, wishes to promote discussion of this great Pope, born in Bosco Marengo (AL), 500 years ago. The Chairman of the Committee of Honour within the National Committee is Cardinal Angelo Sodano, the Secretary of State of the Vatican.

Since July 2002, he has been the promoter of the World Political Forum Committee and then, in 2003, he was elected **Vice Chairman** of the newly-founded "**WORLD POLITICAL FORUM** – creating a new civilisation", with registered office at the Complesso Monumentale di Santa Croce in Bosco Marengo, which was attended by former heads of state and representatives of the scientific and cultural worlds, representatives of various faiths, Nobel Prize winners and the heads of social, trade union and humanitarian organisations, enabling a representation of the political and cultural of our times, to contribute to the definition of guidelines for global governance aimed at giving globalisation processes a democratic and solidarity-based character. It draws up and formulates recommendations on concrete issues of safety and international cooperation. The Forum was attended by Gorbachev, Arias, Cossiga, Cardoso, Andreotti, E. Colombo and Scalfaro, with Monsignor Cordero Lanza di Montezemolo representing the Holy See. These are just a few of the representatives of the Forum, at international level.

Since April 2012, he has been a member of the Board of Directors of the University of Eastern Piedmont 'Amedeo Avogadro', as an external member.

## **POLITICAL/ADMINISTRATIVE ACTIVITIES**

**(the elected position of President of the Province of Alessandria will expire in April 2004 due to the end of his 2nd term. Pursuant to art. 51 of Italian law no. 267 of 18 August 2000). President Palenzona can no longer stand as a candidate.**

*From 1980 to 1987, Councillor of Tortona.*

*From 1987 to 1995, Mayor of Tortona:* some of the initiatives promoted included the Parco Scientifico Tecnologico (Science and Technology Park - PST), now a centre for the cutting-edge research conducted by the University of Alessandria for the business world.

*Since 1995, he has been President of the Province of Alessandria, now in his second term (not re-electable),* where, among various activities, he has promoted and coordinated joint projects between the provinces of Alessandria, Genoa, Savona and La Spezia, and the respective port authorities, to promote the logistics system in North-West Italy (with two thematic protocols already signed); he has promoted and launched the Alessandria logistics platform project, with the development and enhancing of the connected rail network; he has promoted the drafting of the provincial plan (in full force and the first in Piedmont to be implemented) where the logistical vocation of the Alessandria region is given full consideration; he has also promoted the launch of professional training modules for figures who operate in logistics.

## **HONOURS**

*In 1988, he was awarded the title of Knight of the Order of Merit of the Italian Republic, by President Cossiga.*

*In 1993, he was awarded the title of Commander of the Order of Merit of the Italian Republic, by President Scalfaro.*

*In 2004, he was awarded the title of Knight of the Order of Merit for Labour, by President Ciampi.*