

**Donato Silvio Barbuscia**

Address: Via Greina 2  
6900 Lugano (Head Office)  
Strada da Vigh 30 d  
6921 Vico Morcote  
Switzerland

Phone: +41 91 980 23 80  
Mobile: +41 79 340 22 75  
Email address: [dbarbuscia@barbuscia-consulting.ch](mailto:dbarbuscia@barbuscia-consulting.ch)  
[info@barbuscia-consulting.ch](mailto:info@barbuscia-consulting.ch)

Date of birth: 02/20/1957  
Place of birth: Lugano  
Nationality: Swiss

**WORK EXPERIENCE**

**2012 – currently** Founder, owner and managing director of *Donato Barbuscia Consulenze Finanziarie e Bancarie, Lugano and Vico Morcote, Switzerland*

**Project activities for *Donato Barbuscia Consulenze Finanziarie e Bancarie***

- 2017-2019 Managing director of a consultancy project for an M&A process between a Swiss Private Bank operating in Switzerland and abroad and a Chinese Multinational and Industrial Group; The process is in progress.
- 2015 – 2017 Managing director of the creation of several investment private equity funds for investors in CHF, under Maltese and Luxemburg law, in the Swiss real estate market.
- 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.
- 2016 – 2017 Managing director of the mandate for creating a collaboration between a Swiss bank and an Italian bank of Milan, both working in Private Banking, with the prospect of an M&A strategy.
- 2013 – 2015 Managing director of the creation of a strategic planning document for a Swiss private bank in the international private banking field.



**Project activities for Gruppo Banca dello Stato del Cantone Ticino**

- 2011 Managing director of the acquisition (M&A) of the *Luzener Kantonal Bank* of Chiasso, Switzerland
- 2009 – 2010 Managing director of the acquisition (M&A) of the *Unicredit Bank (Suisse) SA*, Lugano,
- 2000 – 2012 Chief Executive Officer of *Banca dello Stato del Cantone Ticino*. In 1999, the board made me responsible for the transformation of the mortgage bank into a universal bank no later than in 2008. In this context, strategic planning documents and business plans were developed. The credit institution was opened to the investment banking and to the private banking with all its services – controlling, risk management, compliance, HR.
- 1998 – 1999 Board member and project director of the creation of a new banking products area and market operations area in Bellinzona, Switzerland.

**Project activities for UBS**

- 1996 – 1998 Board member and director of the *Dipartimento Internazionale/Area Mercati* (international market operations department), *BDL-Banco, UBS Group Lugano*, Switzerland.
- 1994 – 1996 Board member and project director of the creation of an integrated Treasury for the credit institution, as a Senior Treasurer, and the creation of an integrated risk management system with the UBS group in Zurich.

**Project activities for Banca del Gottardo, Lugano**

- 1993 – 1994 Board member and group risk management director.
- 1992 – 1993 Board member and responsible for the banking derivatives of the group.
- 1991 – 1993 Board member, Funds manager, and responsible for the *Fondo di Investimento, NIO, New Investment Opportunities*.
- 1991 – 1992 Board member, responsible for the *TO&FF activities* (Traded Options & Financial Futures group).
- 1987 – 1991 Project manager for the development of the new market of the *SOFFEX Swiss banking derivatives (Swiss Options and Financial Futures Exchange)*.



1982 – 1987            Manager and international operator of raw material and coffee for *Green Coffee Merchants*, Lugano, Switzerland.

#### OTHER WORK EXPERIENCES

2010 – 2012            *Chairman of the Board of Bellflower Holding*, Lugano, Switzerland (Unicredit Suisse SA Holding).

2008 – 2012            Board member of *Pfandbriefzentrale - Unione delle Banche Cantionali Svizzere*, Zurich, Switzerland (UBCS).

2000 – 2010            Member of the executive committee of the board of *Unione delle Banche Cantionali Svizzere*, Basel, Switzerland (UBCS).

2000 – 2012            Board member of *Unione delle Banche Cantionali Svizzere*, 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 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*, 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/BOOKS

2005                    *Le gouvernement d'entreprise es 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 classic guitar.

**SPORTS:** mountaineering, mountain bike,skiing.



**PROJECT RESPONSIBILITIES**

- 2010 Project manager of the fund rights strategy project and for the new requests from the Supervisory Bodies (*Banca dello Stato del Cantone Ticino*).
- 2010 Project manager of the business plan of the bank (*FOCUS 2014 – Banca dello Stato del Cantone Ticino*).
- 2007 Project manager of InForma, a project of reduction in the workforce and revision of the work processes of the bank (*Banca dello Stato del Cantone Ticino*).
- 2006 Project manager of the Private Banking analysis and development (*Banca dello Stato del Cantone Ticino*).
- 2005 Project manager of the project of introduction of a new organisational structure and of the new strategic plan of early retirement (2006 – 2010).
- 2004 Project manager of the elaboration and the implementation of *Visione 3000*, a strategic business plan of the bank (*Banca dello Stato del Cantone Ticino*).

