



FRANCESCO IORIO

General Manager

Born at Sora on 4th May 1968.

Since 1st May 2012

UBI Banca Group
General Manager

1st February 2012 – 30th April 2012

UBI Banca Group
Senior Deputy General Manager
Chief of Business

2010 – 1st February 2012

Banca Popolare Commercio e Industria (UBI Banca Group)
General Manager

2007 - 2010

UBI Banca Group
Deputy General Manager
Chief of the Commercial Macro Area: Retail Market and Direct Channels Area, Private Banking Market Area, Corporate Market, Area Communication and Marketing, Planning and Commercial Monitoring
(250 staff; 30 senior managers)

Additionally:

- Member of the Board of Directors of UBI Leasing (leasing company of the UBI Group);
- Member of the Board of Directors of Aviva Vita (life insurance company of the UBI Group, a joint venture with Aviva-Commercial Union);
- Member of the Board of Directors of AVIVA/UBI Assicurazioni, life and non-life sectors;
- Member of the Board of Directors of UBI Pramerica SGR (asset management company of the UBI Group, a joint venture with Prudential USA);
- Member of the Board of Directors of Banca 24/7 (consumer credit bank);
- Member of the Board of Directors of UBI International.

2003 - 2007

BPU Banca Group
Deputy General Manager

Chief of the Group Commercial and Credit Policies Area

2002 - 2003

Banca Popolare Commercio e Industria Group
Deputy General Manager
Chief of the Commercial Department of the Group

Previous Employment

2001

Ras (Riunione Adriatica di Sicurtà)
Central Management
Chief of Strategic and Commercial Development, Financial Services

2000

Banca Intesa
Senior Manager
Chief of Group Operational Reporting and Budget

1999

Banca del Salento
Planning and Operational Control Manager

1996 - 1998

Bain Company

1993 - 1996

Andersen Consulting – Strategic Services

1991 - 1993

Roland Berger and Partners

Management training

1999

PED (Program for Executive Development for Executive Master in Business Administration)
General Management. IMD - Institute for Management Development Lausanne - Switzerland

University Education

1991

Degree in Law with specialisation in banking economics - “La Sapienza” University, Rome. mark: 110 out of 110 with honours

Thesis: financial innovation and new banking services in Italian and international banks

Other work experience:

1991 - 1994

Research Assistant at “La Sapienza” University Rome in the second Department of Banking Studies, in the Faculty of Economics and Commerce

Languages

Written and spoken knowledge of English.

May 2012