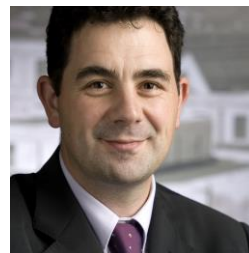


Mauro Casotto



Personal information

Date of birth: 10 January 1968

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Marital status: married, two daughters

Professional experience

From 1998: **TRENTINO SVILUPPO S.p.A.**, born as a financial and banking institution named “Centro Tecnofin Strutture S.p.A.”, the company has been listed in the Italian Register of financial institutions according to Art. 113 of the Italian banking regulation (until its existence).

Director of the operative division responsible of three areas: communication and promotion, internationalisation and industrial clusters. His major duties and activities has been (from 2015 on):

- Managing all activities supporting Trentino enterprises to open up their markets abroad (internationalisation);
- Coordinating international PR activities;
- Managing Trentino Sviluppo institutional activities on communication and promotion at national and international level, using traditional, digital and social means, participating at fairs and roadshows;
- Vice President - and formerly President - of the Board of Directors of Hub Innovazione Trentino, no-profit corporate consortium founded from Trentino Sviluppo, University of Trento, Bruno Kessler Foundation and Edmund Mach Foundation that promotes advanced technology transfer and innovation;
- Member of the Board of Directors at Garniga Terme S.p.A., a spa and wellness institute whose shareholding company is being reorganised.

Director of the Development and Innovation division (from 2012 to 2015), with responsibility on the following activities:

- Coordinating the activities of four operational areas: internationalisation and companies attraction, start-up business services (Seed Money and TechPeaks), industrial cluster services and technological promotion;
- Managing Director of the subsidiary company “Distretto del Porfido e delle Pietre Trentine S.r.l.”, providing support services for the development of the competitiveness of the Trentino stone industry, and managing a special Provincial Fund;
- President of the Coordination Board of the “Distretto del Porfido e delle Pietre Trentine”;
- Managing Director of the subsidiary company “ARCA Casa Legno srl”, promoting the local wooden building industry also by mean of ARCA quality certification;
- Coordinating the business services related to innovation, technology transfer and promotion, internationalisation, organisational improvement, provision of cluster services aggregating supply chains and business networks, creation of new businesses and technological companies;
- Managing the Provincial Fund of former Art. 20, 21 and 24 L.P. 6/99 for the provision of services to companies;
- Coordinating the activities related to Cluster and Market Integrated Projects, new support methodologies for the creation and consolidation of technological companies, start of the Mechatronics Hub Project, dedicated services for the stone, porphyry and wood sectors.

General Vice Director and Director of the Development and Entrepreneurship Division (from 2004 to 2012), with responsibility on the following activities:

- Interim function to the General Director, with autonomous powers of attorney;
- Coordinating the assessment activities (economic, financial and market analysis) for industry settlements, real estate operations, ordinary and financial leases, equity and M&A;
- Coordinating the management activities for subsidiaries cableway and industrial companies (administrative and legal management, audits, shareholder agreements, etc.);
- Coordinating the business services provided to industry (technology transfer, Innovation Relay Center project, innovation support, Kaizen, service provision to companies hosted in the BIC, other business services);
- Supervision of procurement and tenders;
- Supervision of real estate projects;
- Support for the management of the Provincial Funds (real estate, equity, industrial areas and business services), whose turnover is currently around 1 billion Euro.

Head of the General Affairs Department, head of assessment activities and Vice Director of technical-economic Department (1998-2004), with responsibility on the following activities:

- Managing the company real estate property (procurement, maintenance, customer relations);
- Economic and financial assessment;
- Managing shareholdings and equity.

From 1995 to 1998: **TECNOFIN TRENTO S.p.A.**, financial holding company of the Autonomous Province of Trento. He worked in the Development and Assessment Area, in charge of the following tasks:

- Economic and financial assessment;
- Legal support for shareholder agreements preparation and equity management.



Education

- **Master in Business Administration - MBA** (Asfor member) at CUOA Altavilla Vicentina (Vicenza), May 1994-May 1995.
- **Degree in Law** on March 17th, 1993 at the University of Trento; marks: 110/110 cum laude.
- **Final Project** (Degree Thesis) on Constitutional Law, entitled "The autonomy of Trentino Alto-Adige and the Statute implementation rules"; supervisor Prof. G. D'Orazio.
- Module and courses done at the **University of Maastricht (The Netherlands)** within the Erasmus Program, November 1991-April 1992.
- High School Diploma in 1987 at Liceo Scientifico G. Galilei; marks: 50/60.

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Training courses

Summary of major training courses:

- **"The internationalization practice"**, course organized by Euroconference (6 days, in 2013-2014);
- **"Strategic Planning for internationalization"**, course organized by Trento Corporate Academy (4 days, in 2014);
- Department of Development and Innovation internal training course for developing skills in **Project Management**, tutor Gisella Novelli (6 days, in 2012);
- Internal training course for the implementation of **Kaizen process in companies**, with Kaizen Institute Italy (8 days, 2009-2010);
- Annual participation at one/two international events organized by Trentino Sviluppo partners;

- **"The economic and financial analysis of companies and how to support the entrepreneur's strategy"**, update course organized by Trento School of Management (5 days, 2005);
- **"Innovative financial instruments"**, update course organized by IPI - Institute for Industrial Promotion (28.02.2005);
- **"Management of the development of local networks"**, master course organized by Trento School of Management (9 days, 2002-2003);
- **"Management and innovation in small and medium-sized enterprises"**, master course organized by the Trade and Tourism Academy of Trento (12 months course, with meetings 3 days per month, 2001-2002);
- **"Leadership development"**, training course organized by the School of Palo Alto in Milan (26-27.11.2001);
- **"Managerial skills development"**, training course organized by the School of Palo Alto in Milan (7-9.06.2000);
- **"The Balance sheet analysis for company's assessment"**, training course organized by SDA Bocconi (20-24.04.1998);
- **"How to plan the enterprise development: methods and tools to build the business plan"**, course organized by SDA Bocconi (29-30.01.1997);
- Scholarship for attending the **6th course at AIFI** (Italian Association of Private Equity, Venture Capital and Private Debt) on venture capital and public institutions (23-27.09.1996).

Other information

- Good knowledge of both written and spoken English; participation at several business English courses;
- Good knowledge of IT instruments and computer applications (Word, Excel, Powerpoint, Adobe, Outlook).