

## ANDREA G.S. CROCI

Place and date of Birth: Seregno (MB) Italy on 10/02/1968

Citizenship: Italian and Hong Kong Permanent Resident

Status: Married, two sons

Resident in Beijing (P.R.C.)

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### WORK EXPERIENCE

MAY 2023 – Present

**INTESA SANPAOLO S.p.A.**

**Chief Representative - Business Director**

Beijing Representative Office

- Chief Representative in charge of the operation in Beijing

APR 2021 – APR 2023

**INTESA SANPAOLO S.p.A.**

**Corporate Desk – Director**

Hong Kong Branch

- Director of the Corporate Desk of the Hong Kong HUB

2006 – MAR 2021

**UBI BANCA S.p.A.**

**Regional Manager Greater China & Asia – Chief Representative**

Hong Kong Representative Office

- Responsible for business strategies in Asia and Greater China, identifying growth opportunities to increase the market share in the Region.
- Correspondent banking
- Trade Finance (Structured trade & Export finance)
- Strategic Development for Corporate clients in the Region
- Project Finance and M&A
- Supervisor and Coordinator of the Shanghai Representative Office
- In charge of Greater China (PRC, HK, Macau, Taiwan), S. Korea, Japan, Mongolia, Singapore, Thailand, Indonesia, Philippines, Myanmar, Laos, Cambodia, Brunei, Vietnam, Australia & NZ

2007 – 2008

**Lombarda China Shanghai**

Asset Management JV of UBI Banca

- Directly involved in the restructuring of the JV in China, now Zhong Ou Asset Management
- Served as Board Member during the transition between BPU and UBI Banca

2006

**BPU Banca**

Shanghai Representative Office

- Responsible for the feasibility study, set up and opening of the Representative Office in SH
- Supervision and coordination of the Shanghai Representative Office (2006-2021)

2000 – 2006

**Banca Popolare di Bergamo / BPU Banca**

**Chief Representative**

Hong Kong Representative Office

- Correspondent banking
- Trade Finance
- Strategic Development for Corporate clients in the Region
- In charge of PRC, HK, Asean, Japan and South Korea

- 2000 **Banca Popolare di Bergamo**
- Responsible for the feasibility study, set up and opening of the first direct presence in China (Hong Kong Representative Office) of the Bank
- 1999 **Banca Popolare di Bergamo**
- Co-responsible for the feasibility study, set up and opening of the Singapore Representative Office of the Bank
- 1996 – 2000 **Gruppo Arca Nordest** (Association of Italian Cooperative Banks)  
**Deputy Representative and Head of Italian Desk**  
 Hong Kong Representative Office
- Marketing
  - Trade Finance and Corporate Banking
  - In charge of the Italian Desk
- 1992 – 1996 **Banca Popolare di Bergamo**  
 Italy
- Several assignments in retail and corporate banking, Financial Institutions, etc.

## **EDUCATION**

- 1987 Accounting and Programming High School Diploma – Istituto Paci (Italy)
- 1988-1990 History – Università degli Studi di Milano
- 1992 Proficiency in English Language (Cambridge/British Council - Milan)
- 1993 Course in "Financial Markets and Management" (Bocconi University)
- 1994 National examination for admission to practise as Financial Consultant (Register up to 2010)
- 2011 First Mainland Economics & Financial Elite Program for Senior HK Banking Executive (by CBIRC Head Office and HKIB)
- 1999-2020 Attended seminars, courses and training sessions organized by International and HK's Institutions

## **HONORS and AWARDS**

- 2018 Awarded as "Officer of The Order of the Star of Italy" by the President of Italy Sergio Mattarella

## **AFFILIATIONS**

- 2003 - 2021 Executive Committee Member of the Italian Chamber of Commerce in Hong Kong & Macau  
 since 2010 Board Member of Dante Alighieri Hong Kong
- 2014 - 2018 Senior Advisor Finance and Banking of "*Bellissima Italia*", Consulate General of Italy in HK  
 since 2015 Treasurer of the Accademia della Cucina Italiana (Hong Kong)
- 2000 - 2021 Member of the Hong Kong General Chamber of Commerce
- 2000 - 2020 Member of the HK Foreign Bank Representatives Association
- 2000 - 2021 Member of the HK Institute of Bankers
- 1998 - 2018 Member of Rotary Club (between 2000 to 2006 Director of the Vocational Service)
- 1994 - 2008 Registered Financial Promoter in the Italian National Register
- 2000- 2021 Panelist frequently invited to industry-related forums and conferences, mostly in Italy and HK

## **LANGUAGES**

Italian: mother tongue  
 English: fluent