

MILENA TORCIANO
Sturegatan 29, 114 48 Stockholm, Sweden
Milena.torciano@gmail.com

Chief Executive Officer of Mitigram, the Market Network for Exporters, Traders and Financial Institutions to fund and hedge risks in their cross-border trade.

Led sourcing, execution and operational management of investments in banks and credit assets as Investment Director with AnaCap Financial Partners Credit Opportunity and Private Equity Funds (c. €3.3bn AUM, London); Senior Engagement Manager with Oliver Wyman Financial Services in Western Europe, North America, CEE; LSE graduate (First Class Honors); MSc in Economics; four languages spoken.

Experience

- 01/05/2017 - present **Mitigram AB - Chief Executive Officer.**
Leads Mitigram. Since going commercially live in mid-2016, Mitigram has facilitated \$24BN+ transactions across 1000+ local issuing banks in 500 markets for global multinational corporations, leading commodity traders and many of the world's largest banks.
- 2012 – 07/2016 **AnaCap Financial Partners Credit Opportunity Fund – Investment Director** **LONDON**
Led investment sourcing, pricing, execution and Head of Asset Management accountable for Fund-wide servicing operations and assets performance (c. €9bn nominal claims portfolio value, 5 EU jurisdictions).
Selected investment examples:
- *Non-performing loans (“NPL”)*: Sourced, priced and executed acquisition of c. €4bn secured and unsecured banking claims in bankruptcy and other judicial enforcement proceedings (>€100m invested capital); Implemented complex operational servicing solution across multiple counterparties;
 - *Performing Loans/ Bonds (“PL”)*: Structured and executed bilateral acquisition of c. €600m portfolio of fully performing salary-backed loans with simultaneous issuance of publicly rated senior/ mezzanine notes and syndication to global bank investors; Managed investment review, operational/ risk/ financial due diligence through to final bid to subscribe c. €500m mandatory convertible bond from large UK bank backed by government sponsor in limited auction process;
 - *Loans/ quasi-equity (PL)*: Established and funded newly incorporated asset management company via profit participating instrument - transferred >€4bn Fund AUM within first 12 months through fast operational build-out; Structured c. €50m development financing facility, incl. provision of bridge loan funding, senior debt syndication and structuring of Fund preferred equity participation;
 - *Single Names Asset-backed*: Managed operational work-out of sizeable (>€10m) individual assets pledged to the Fund through portfolio claims acquisitions from original collateral pricing through to proceeds realisations;
- Since April 2015 assisted the Fund in an advisory capacity.
- July – Dec ‘06: period covered by AnaCap non-compete obligations.*
- 2008-2012 **AnaCap Financial Partners Private Equity Fund – Investment Director** **LONDON**
- Led AnaCap operational engagement on first private equity backed acquisition of a UK bank completed by AnaCap as controlling investor in 2009 and subsequent build-out of UK first Challenger Bank (“Aldermore”). Managed early regulatory approval process and significant operational restructuring incl. key management hiring, acquisition of a UK Factoring/ Invoice Discounting business, merger with Commercial Mortgage business, core banking system implementation, development of residential mortgages and deposit raising systems/ processes/ people capabilities;

- Bank Net Lending upon acquisition £76m. When disengaged from the business in 2011 £1.2bn (16x); £7.5bn FY2016; Market valuation (April 2017) post-IPO: c.£800m;
- Led Fund operational engagement in Maltese Bank (“MedBank”) investment focusing on business strategy definition and operational implementation incl. of international expansion and execution with CEO/ CIO of asset/ liability management and structural technology implementations;
 - PBT upon acquisition (FY 2009) - €1m; €31.5m for financial year ending March 2013 (disengaged from the business in August 2012 when asked to join AnaCap Credit Opportunity Fund);
- Led business evaluation of potential CEE bank investments focusing on operational restructuring and acquisition opportunities, assessment of credit/ operational and IT assets, financial analysis, management selection and incentivisation;

2004-2008 **Oliver Wyman Financial Services - Senior Engagement Manager** LONDON, PARIS, MILAN, ISTANBUL, DUBLIN, NEW YORK, AMSTERDAM
 Advised tier-1 global financial institutions on Retail Banking, Insurance, Corporate and Risk Management strategy. Ranked as ‘frontier performer’ in project work (top 10% within the company). Fast-tracked to engagement manager after 2 years; after 3 years with the firm, responsible for managing a team of 4 Oliver Wyman consultants and over 30 senior clients globally (London, Paris, Chicago, Hong Kong) in a large bank post-merger integration assignment with direct responsibility for the realisation of synergies in Finance function operations.

Education

2016 and 2011 **Executive Education:** Oxford-Chicago Valuation (Said Business School) OXFORD, LONDON
 Accounting (London Business School)

2003 **Universitat Pompeu Fabra, Master Degree (MSc) in Economics** BARCELONA
 Focus on: Advanced Macroeconomics, International Finance, Econometrics

1999 – 2002 **London School of Economics (LSE), BSc In Philosophy and Economics (First Class Honours)** LONDON
 Focus on: Advanced Microeconomics, Mathematics and Statistics, International Economics, Scientific Method, Logic, Ethics

1997-1999 **Centre International de Valbonne (CIV), International Baccalaureate bilingual diploma** (French and English; score 44/45) NICE

Languages Italian – mother tongue; English, Spanish, French – Fluent; Currently learning Swedish

PC Skills Proficient MS Office user

Personal Self-starter. Excellent execution and relationship management skills. Loves investing in and help building successful fast-growing technology businesses.