

# Vittorio E. Terzi

Born in 1954, Vittorio E. Terzi graduated *cum laude* in Mechanical Engineering in 1979. A certified professional, after working at the European Commission's Environment Directorate in Brussels on car pollution he obtained a Master in Business Administration from SDA Bocconi.

He joined Citibank in 1980, working on wholesale banking and international project financing with leading construction and engineering companies.

He joined McKinsey & Company in 1985, becoming a Partner in 1990 and Director in 1996. In 1988, he supervised the opening of the new office in Rome, and as from 1 June 2004 has been Managing Director of the McKinsey & Company's Mediterranean Complex, which included the offices in Milan, Rome, Verona, Athens, Istanbul, Cairo, and Tel Aviv.

At McKinsey, Vittorio E. Terzi has contributed to the relaunch of leading Italian and European banks and companies, focusing on projects concerning corporate strategy, organic and inorganic growth, performance improvement, organisation, corporate finance, and risk management.

He still assists several of these clients in developing long-term growth strategies – including national and cross-border acquisitions – defining new organisational structures to meet the challenges at European and global level, launching new segment and market growth initiatives, achieve major turnarounds to restore profitability and operational efficiency, and identifying new policies to boost commercial effectiveness.

As from 2010, Mr Terzi has been promoting the development of the Public Sector Practice in the Mediterranean area, heading numerous projects for the Italian and Greek governments and other public institutions in the sectors of public finance, infrastructure and health.

At McKinsey, Mr Terzi is Senior Leader of the European Financial Institutions Practice (including the retail banking, investment banking, insurance and asset management segments), working with the top 20 European financial institutions; furthermore, he is the Senior Leader of the global Client Service Risk Committee, responsible for the implementation of professional standards, the management of conflicts of interest, and the monitoring of the legal, reputational and professional risks inherent to McKinsey's operations.

Mr Terzi has been President of the American Chamber of Commerce in Italy since 2010 and sits the Board of Directors of MoneyFarm Spa, and the General Private Equity Council of AIFI (the Italian Private Equity and Venture Capital Association) and has been member of the Board of Directors of the University of Salento (since 2012 until 16\_04\_2014), He has published numerous articles on Banking, Strategy, Economic Growth, Performance Management, and the Organisation of Complex Systems.