

Jörg Karsten Brand

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EDUCATION

- 2000 - 2001** **LONDON BUSINESS SCHOOL, London, UK**
Graduated with Masters of Science in Finance degree
- 1991 – 1994** **BANKAKADEMIE, Hamburg, Germany**
Graduated as “Bankfachwirt”, majors: Finance & Accounting, Economics and Law
- 1988 – 1990** **BERUFSSCHULE WEIDENSTIEG, Hamburg, Germany**
Graduated as “Bankkaufmann”

BUSINESS EXPERIENCE

January 2011 to present **XCHANGING Continental Europe, Frankfurt**

BaFin-approved Managing Director (‘Geschäftsführer’) of Xchanging Transaction Bank GmbH

BaFin-approved Managing Director (‘Geschäftsführer’) of Fondsdepot Bank GmbH

Managing director of Xchanging etb GmbH

Managing director of Xchanging GmbH

Managing director of Xchanging Italy S.r.l.

Member of the Shareholder Committee of Xchanging etb GmbH

Member of the Shareholder Committee of Fondsdepot Bank GmbH

Member of the Shareholder Committee of Kedrios S.p.A.

- Director (CEO and CFO) for Xchanging Continental Europe
 - Responsible for entire operations including balance sheet preparation and management of the external year-end audit for all operations of Xchanging Central Europe

August 2009 to December 2010 **XCHANGING PLC, London**
Group Corporate Development Director



- Lead Investor Relations for Xchanging PLC group
 - Manage relationships with and presented to research analysts and existing and potential investors
 - Responsible for consensus modelling and forecasts
 - Conducted ‘beauty parade’ to appoint stock brokers
 - Managed the RfP process to retain Investor Relations consultancy

- Shape and validate potential Enterprise Partnerships and major outsourcing deals
 - Responsible for the commercial viability of the business case
 - Work with Legal to develop the commercial terms and negotiate the agreements forming the contract
 - Enforce the rigorous business development process
- Support the Group CFO in all commercial activities at group level
 - Evaluate the performance of existing Enterprise Partnerships over their lifecycle to document value delivered to partners and to Xchanging
 - Manage and re-negotiate existing contracts (where necessary)
- Own and managed the acquisition and commercial processes for the Xchanging group
 - Developed defence strategy including the identification of ‘white knights’
 - Provide input into M&A strategy and direction
 - Prepare acquisition pipeline to support Xchanging group strategy
 - Evaluate all major business development opportunities
- Provide strategic support to the Xchanging PLC Board regarding value drivers and ensure these are captured in the company strategy
- Advise on capital structure
 - Manage relationships at all levels with potential equity capital providers, providing input into financing strategy and optimal balance sheet structure.
 - Model company performance and determine valuation parameters
 - Liaise with external bodies concerning equity pricing
 - Support Treasury in the development of cash flow and funding models

September 2004 to July 2009 **XCHANGING Continental Europe, Frankfurt**
BaFin-approved Managing Director (‘Geschäftsführer’) of Xchanging Transaction Bank GmbH responsible for Finance, Quality, Audit, HR and Service (since 11/07)

- Finance and Commercial Director for Xchanging Continental Europe (01/09 – 08/09)
 - Responsible for balance sheet preparation and management of the external year-end audit (PWC)
 - Prepared extensive financial reporting to Group CFO
 - Owned and managed the acquisition and commercial processes at sector level
- Negotiated the acquisition of Fonds Service Bank (approx. 450,000 retail investment accounts) from DAB for approximately € 200 million
- Negotiated and implemented the acquisition of Fondsdepot Bank GmbH from Allianz Global Investors (8-year BPO partnership with a total contract value of approximately € 400 million)
- Head of Service for Xchanging Continental Europe (01/05 – 12/08)
 - Strategic development of existing customer relationships at senior management level
 - Created substantial growth in selling services to existing customers

August 2002 to August 2004 **Xchanging Limited, London**
Business Development Manager



- Co-Founder of Xchanging, Germany
- Developed ‘go-to-market strategy’ for the German market
- Negotiated take-over of “European Transaction Bank” from Deutsche Bank AG (12-year BPO partnership with a total contract value of approx. € 2 billion)

**July 2001 to
July 2002**

**DEUTSCHE BANK, London
Corporate Finance / Mergers and Acquisitions**

- FSA-approved “Securities and Financial Derivatives Representative”
- Advised corporations on mergers & acquisitions and capital structure
- Prepared financial models for merger effects and company valuation including LBO analyses
- Deal experience: Acquisition of Innogy Plc by RWE AG for approx. Euro 8.5 billion (Joint defense & sell-side advisor), Acquisition of National Car Parks by Cinven and Royal Bank Private Equity for approx. Euro 1.3 billion (Sole buy-side advisor), Acquisition of Youngs Bluecrest Seafood by CapVest for approx. Euro 200 million (Sole sell-side advisor)

**June 1999 to
July 2000**

**DRESDNER KLEINWORT BENSON, Buenos Aires, Argentina
Regional Manager Global Finance**

- Originated, structured and distributed debt and bond products (incl. credit analyses) for corporations and banks in Argentina, Chile, Peru, Bolivia and Uruguay.
- Advised companies on the arrangement of financing packages in the areas of acquisition finance & project finance including different tax optimisation structures
- Transactions executed included: Advisor for ENAP (Chile) on the targeted acquisition of Petrolera San Jorge (Argentina), Perez Companc (Argentina) US\$ 300m Syndicated Loan, Telefónica de Argentina US\$ 400m FRN, Telefónica del Peru US\$ 200m FRN

**Dec 1998 to
Jun 1999**

**DRESDNER KLEINWORT BENSON NORTH AMERICA LLC, New York,
USA
Manager Global Finance**

- Placed various funds - related to Latin America - among German institutional investors
- Analysed the credit of privately placed debt of U.S. corporations

**Oct 1997 to
Dec 1998**

**DRESDNER BANK LUXEMBOURG S.A., Luxembourg, Luxembourg
Assistant Vice President**

- Structured, distributed and executed syndicated loans for corporations / banks in Latin America

**Jun 1994 to
Sep 1997**

**DRESDNER BANK LATEINAMERIKA AG, Buenos Aires, Argentina
Assistant Representative**

- Acted as Sales and Relationship Manager for financial institutions and corporations
- Negotiated and re-structured troubled and non-performing loans

**Oct 1991 to
May 1994**

DRESDNER BANK LATEINAMERIKA AG, Hamburg, Germany

- Rotative trainee program concentrated on the Corporate & Correspondent Banking area. Subjects comprised: credit analysis & administration & relationship management



Sep 1990 to Sep 1991 **Military Service (1. Panzerartilleriebatallion 177), Hamburg, Germany**

Aug 1988 to Jul 1990 **DRESDNER BANK LATEINAMERIKA AG, Hamburg, Germany**

- Apprenticeship program, graduated as "Bankkaufmann"

ADDITIONAL INFORMATION

LANGUAGES German (native), English (fluent), Spanish (fluent)

PERSONAL Birth date: 23 May 1969

HOBBIES Golf, Sailing, Travelling

Francis

Dichiarazione di eleggibilità ed accettazione di candidatura alla carica di amministratore

Il sottoscritto Joerg Karsten Brand, nato a Saarbruecken (Germania) il 23/05/1969, residente a Koenigsstein (Germania)

preso atto

che, vista la necessità da parte della società CAD IT S.p.A. di procedere all'integrazione del Consiglio di Amministrazione tramite cooptazione in seguito alle dimissioni di uno dei propri componenti, è stato candidato alla nomina quale componente del Consiglio di Amministrazione di CAD IT S.p.A. medesima nella riunione del consiglio convocata per il giorno 11 marzo 2011

dichiara

sin da ora di accettare la candidatura alla carica di componente del Consiglio di Amministrazione di CAD IT S.p.A. per la medesima durata dell'attuale Consiglio di Amministrazione, ovverosia fino alla data dell'Assemblea convocata per l'approvazione del bilancio per l'esercizio chiuso al 31 dicembre 2011, ai sensi e per gli effetti di cui all'articolo 76 del D.P.R. n. 445 del 28/12/2000, per le ipotesi di falsità e di dichiarazioni mendaci

dichiara

- l'inesistenza a proprio carico di cause di ineleggibilità, di decadenza e di incompatibilità ai sensi di legge, regolamenti e statuto vigenti;
- la sussistenza dei requisiti previsti da legge, regolamenti e statuto vigenti per assumere la carica di amministratore di CAD IT S.p.A.

Verona, 7 Marzo 2011

In fede



Joerg Karsten Brand