

# Dani Schaumann

## Professional profile

July 2010

### Personal Information

Nationality: Italian  
 Place and date of birth: Milan, 30<sup>th</sup> May 1955  
 E-Mail: schada.consulting@gmail.com

### Work Experience

March 2009 – current	<p><b>SchaDa Consulting</b> – Marketing &amp; Finance  <u>Founder</u>          Investment Banking activities between Italy, Israel and other Emerging Markets.</p>
Feb. 2010 - current	<p><b>Digital Bros Spa</b> - Company listed on the Milan Stock Exchange - STAR Market  <u>Independent Director</u></p>
Mar. 2004 - Feb. 2009	<p><b>Pioneer Investments (Asset Management arm of UniCredit Group)</b>  <u>Deputy CEO – Emerging Markets Division – Pioneer Global Asset Management SpA</u>          Responsible for establishing Pioneer Investments companies in new emerging financial markets such as India, China, Russia, Turkey and Israel.          Major achievements:</p> <ul style="list-style-type: none"> <li>• established a top level JV in India with the 3<sup>th</sup> largest State owned banking group, Bank of Baroda (Mumbai – March 2008)</li> <li>• established a Pioneer fully owned asset management company in Russia (Moscow - November 2007)</li> </ul> <p>Member of the Board of Directors of the following companies:</p> <ul style="list-style-type: none"> <li>• Pioneer Alternative Investments, Israel – Chairman</li> <li>• Pioneer Investment Management, Russia</li> <li>• Yapi Kredi Yonetimi Portfoy, Turkey.</li> </ul>
Feb. 2000 - Feb. 2004	<p><u>Managing Director, Pioneer Investment Management SGR.</u>          The company, based in Milan and Turin, had around 400 employees. Thanks to various initiatives, including a number of mergers, the company grew in Italy in 2004 to €100 billion of assets under management, raised from both Institutional investors and private clients, through UniCredit banks and third party distribution channels.</p> <p>Member of the Pioneer Global Management Committee.</p> <p>Member of the Board of Directors of the following companies:</p> <ul style="list-style-type: none"> <li>• Pioneer Asset Management SA (Luxembourg Mutual Fund company)</li> <li>• Pioneer Alternative Investment Management SGR – Vice President (Hedge Funds company).</li> <li>• UniCredit Capital Italia Advisory Company SA (Joint Venture Pioneer Investments /Capital International US)</li> <li>• Credit RAS Previdenza SIM (Pension Fund company)</li> </ul> <p>Chairman of the investment committee of the Pioneer Italian Real Estate Fund.</p>

1997 – Jan. 2000	<b>Zurich Investments SIM (Zurich Financial Service Group)</b> <u>Chief Executive Officer.</u> Financial Advisers Company, grew up to 500 financial consultants (agents) in 2000. Distribution of Mutual Funds, Life Insurance policies and other financial products.
1993 – 1997 1988 – 1992 1986 - 1987	<b>PRIME (JV Monte Paschi Siena-FIAT, then in 1996 Generali Group)</b> Head of Marketing and Training , Prime Consult SIM Marketing Division – Prime Studi Spa Head of Product Development – Prime Studi Spa
1985 - 1986	<b>Eptaconsors Spa</b> (company owned by 7 Italian mid-size banks). Corporate Finance Department (financial engineering, Interest rate and currency swaps, pool loans)
1984 - 1986	<b>La Fidente Spa</b> (Banca Popolare di Bergamo) - Financial engineering
1982 - 1984	<b>RIGIM Spa</b> – (Carlo De Benedetti Group) – Financial engineering
1980 - 1982	<b>Fideuram Spa</b> (IMI Group) – Institutional Sales office

### Other activities

- 2004 – 2009 Member of the Editorial Board of “Funds Europe”, a magazine based in London that focuses on the European mutual funds industry.
- Invited as speaker in a number of public conferences and seminars. Subjects: Financial Marketing, Financial products distribution, Social Responsible Investing, Development of the International asset management industry.

### Education

- March 1980: Degree in Economics – Major in Finance - L. Bocconi University, Milan.
- Attended a number of professional seminars focused on marketing, finance, managerial skills development, effective communication, public speaking.