

Massimo Daniele Sapienza

Date of Birth: 30th June 1975 **Phone Number:** +39 06-8082135
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Italy **Homepage:** <http://ms75home.blogspot.com>
Citizenship: Italian
Marital Status: Married

Working Experience

2004-Present Electrabel, Suez group. Head of Strategic Planning; Budgeting and Communication (Electrabel Italia SpA). He is responsible of articulating the strategic view of Electrabel Suez on the Italian energy market. He coordinates the Budget and Medium-Term plan process for all the 15 participated entities in the Italian scope (total EBITDA 2006 larger than 310 Mio Euro). He led many due diligence teams for the acquisition of renewable energy projects (biomasses and wind energy).

He is member of the Risk Committee and of the Sales Management Committee of the Joint Venture AceaElectrabel.

- Since April 2005 Director of AlpEnergie Italia SpA, one of the main Italian supply companies (turnover 2005: 420 mio Euro).

1999-2004 McKinsey and Company, Inc. His professional activity has been mainly devoted to the Utilities sector, with a special emphasis on electric power generation and distribution. Member of the Electric Power and Natural Gas International Practice of McKinsey, he has been author of internal referred papers about the energy industry.

Moreover, during his carrier he served clients in a wide spread of sector: Energy, Telecommunications, Venture Capital, Automotive, Insurance, Consumer Goods, and Credit Cards, as an expert in Corporate strategy, Business dynamics and Operations. In particular, He worked on the following projects:

- Articulating a compelling strategic rationale for a global oil/gas major player to play in electric power. Identifying main expansion options in the electric power business (global geographical scope). Work-out business cases for priority options.
- Developing and launching a turn-around program for a large Italian multi-utility (Power-Gas-Water).
- Developing a generation and retail strategy on the Italian power market for an international attacker.
- Supporting in the bidding and valuation process to acquire power generation assets (ENEL Genco's disposal).
- Change management project for one of the most important European credit card player (issuing and acquiring): building a CRM infrastructure, developing new products, launching a loyalty program, re-organizing sales force.
- Design –to- cost program of the suspension system for a global automotive player. Responsible of a Global Sourcing initiative from China, India and Malaysia.

- Design and implementation of a valuation and financing process of high-tech start-ups for the incubator of a European Telco operator; turnaround of the R&D labs for the same client.
- Strategic Audit on medium-long term perspectives of a global railway player.
- Business plan for an Italian consumer goods player; Development of a marketing plan for the expansion in the main European countries.
- Claim process re-design and implementation of a preferred supplier network for a large European insurer.

Other Experience

2006-Present ALET (Alumni Association University of Rome “Tor Vergata”). Chairman.

2004-2005 World Bank Group. Consultant:

- Research project on “Climate change, Kyoto protocol and investments under uncertainty in the power sector” for Environmentally and Socially Sustainable Development (ESSD) unit (November 2004-June 2005).
- Joint research project for Poverty and Social Impact Analysis (PSIA) of Poverty reduction & Economic management (PRMP) and Human Development Social protection team (HDN-SP) on re-distributive effects of pension systems’ reforms (June 2004-October 2004).

Education

2002 Ph.D in Money, Banking and Finance, Università degli studi di Roma “Tor Vergata”. Thesis “Do real options perform better than net present value? Testing in an artificial environment”. Supervisor: Professor Pasquale Lucio Scandizzo. The thesis focuses on non-linear rational equilibrium systems with a new approach based on the option value theory. Development of a theoretical dynamic model based on option value and computational simulations using SWARM, the Santa Fe Institute platform for agent-based simulations.

1997-98 Attended the Master program in Economics of Coriipe Piemonte with a fellowship. He wrote a research paper under the supervision of Professor Pietro Terna on “A computational approach to the emergence of banking institutions”

1996-97 Graduated in Economics of institutions and financial markets at Università degli studi di Roma “Tor Vergata”, with a final score of 110/110 cum laude, discussing a dissertation on “A Study of the Political Economy of Democracy: The Interaction between Politics and Economics in Italy during the ‘90s” prepared under the supervision of Professor Pasquale Lucio Scandizzo

Publications

- “European Energy sector: future scenarios and current challenges” M. Arcelli, S. da Empoli, M. D. Sapienza (eds.), Rubettino, 2006 (in Italian)

- EU Emission Trading Scheme and investments under uncertainty in the power sector", with S. Stefanoni, I-Com working papers, 2006
- "Agent-based simulations in capital intensive industries", in P. Terna (ed.), "Models for complexity: agent-based simulations in Economics", Il Mulino, 2006 (in Italian)
- "Does heterogeneity matters? Talking about Logo-diversity", in Trans-disciplinary Journal of Emergence, vol. 1, n.3, 2004
- "Ideology e Social Capability: an analysis of Public Virtues generating mechanism", with P. L. Scandizzo, in L. Paganetto (ed.), "Governance for Italy and Europe", Il Mulino, 2006 (in Italian) [forthcoming]
- "Do Real Options perform better than Net Present Value? Testing in an artificial environment", in Journal of Artificial Societies and Social Simulation, June, vol. 6, n. 3, 2003
- "Towards a European electric market?" in Federico Arcelli (ed.), "Appunti Europei", Rubettino, 2002 (in Italian)
- "Search in Artificial Labor Markets: a simulation study", with Magda Fontana, in Francesco Luna and Alessandro Perrone (eds.), "Agent-based methods in Economics and Finance: Simulation in Swarm", Kluwer Academic Press, 2001
- "An experimental approach to the study of Banking: The BankNet Simulator" in F. Luna and B. Stefansson (eds.), "Economic Simulation with Swarm", Kluwer Academic Press, 2000

Awards and fellowships

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| 1998 | Coripe Piemonte, graduate fellow |
| 1995 | Awarded a grant by the Luigi Einaudi Foundation for a short essay: " <i>Liberal and Libertarian: Keynes and Von Mises</i> " |
| 1994 | Awarded a grant by the Luigi Einaudi Foundation for a short essay: " <i>The Liberal Society and Welfare one's</i> " |

Teaching Assistant

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| 1998 –2001 | Teaching Assistant Economic Policy at the University of Rome "Tor Vergata" – Faculty of Economics |
| 2000 –2001 | Teaching Assistant Macro-economics at the University of Rome "Tor Vergata" – Faculty of Economics |

Languages

Italian: Mother Tongue
English: Excellent
French: Good