



Martina Colombo

DATE OF BIRTH:
4 Mar 1973

CONTACT

Nationality: Italian

Gender: Female

European Commission,
DG ECFIN
12 rue Guillaume Kroll
1882 Luxembourg,
Luxembourg

martina.colombo@ec.europa.eu

martina.colombo@cdp.it

martina.colombo@post.harvard.edu

(+39) 3316991881
(+352) 430135303

LinkedIn: www.linkedin.com/in/martinacolombo

Twitter: www.twitter.com/@Martina_CDP

ABOUT ME

More than 20 years of experience in public and private finance covering various managerial roles. Strategic thinker, result-driven, with extensive international experience in blended finance for sustainable development. Acknowledged for confidently structuring impactful investments and effectively communicating complex financial concepts that ensure alignment among external partners and all levels of the organization in terms of program strategies and related outcomes. Recognized as a collaborative partner with a strategic mindset and critical thinking skills. Expert in engineering innovative financial instruments that mobilize resources from various donors or mandators and investors. Working with multi-cultural teams worldwide, effective leader and caring manager. Deep knowledge of European Institutions, Multilateral Development Banks and Development Finance Institutions active in financing sustainable development, both inside and outside Europe. Solid background also in strategic planning, financial control and project management.

Engineer by training with major and postgraduate qualifications in finance and business management. Goal-oriented, with strong leadership skills, flexible and adaptable to new situations and environments. Excellent networking and public speaking skills. Always curious to learn from new experiences and people. Passionate EU civil servant and SDGs advocate.

EDUCATION AND TRAINING

MAR 2018 – JUN 2018

Mid-Career Program – Mediterranean Leadership Journey

Ortygia Business School | Ortigia, Italy

Mid-Career Program focusing on Corporate Strategy, Negotiation and Leadership

JAN 2003 – JUN 2004

Graduate Certificate of Special Studies in Management and Administration

Harvard University - Extension School | Cambridge, MA (U.S.A.)

Post-graduate full time program to develop management knowledge and skills, including accounting, organizational behavior, economic theory, finance, marketing and business strategy. Advanced understanding of leadership, corporate responsibility, digital media, and business communication, including mediation and negotiation through case studies, instructor lectures, group projects, and active learning experiences.

Awarded the Katie Y. F. Prize for outstanding academic record

Field(s) of study

- Finance and Business Management

2000 – 2001

Credit and Risk Analysis advanced training

Citigroup Academy, Helsinki (Finland) and London (UK)

Part-time courses

Field(s) of study

- Credit and Risk

SEP 1992 – APR 1998

Master of Science in Industrial Engineering

Politecnico di Milano | Milan, Italy

Among the best 5% of the class.

WORK EXPERIENCE

JAN 2021 – PRESENT

Seconded National Expert

European Commission - DG ECFIN - Financial Institutions and InvestEU | Luxembourg

Senior Advisor in the new directorate responsible for the implementation of the [InvestEU](#) program - the successor of the "Juncker Plan" - for the European Commission's Multiannual Financial Framework (2021-2027), as well as for the implementation of Sustainable Finance long-term initiatives including those falling under the Investment Plan for Europe (IPE) and in the context of the Recovery Plan for Europe (RRF - Recovery and Resilience Facility).

Noted acknowledgements: InvestEU guarantee agreements signed with the European Investment Bank (EIB) and the European Investment Fund (EIF), Cassa Depositi e Prestiti Equity (CDPE), Council of Europe Bank (CEB), Nordic Investment Bank (NIB), European Bank for Reconstruction and Development (EBRD), Caisse des dépôts et consignations (CDC), Instituto de Crédito Oficial (ICO), Cassa Depositi e Prestiti (CDP). InvestEU methodological framework and [relevant strategic documents and position papers approved by the Steering Board](#).

Institutional roles:

- G20 Developing Working Group member and G20 Infrastructure Working Group member
- EU Climate Pact Ambassador
- [Finance in Common Ambassador](#)

DEC 2020 – DEC 2022

Blended Finance Senior Advisor

G20 Italian Presidency Developing Working Group

Blended Finance Senior Advisor to the G20 Italian presidency team of the Developing Working Group (DWG). Promoting the Sustainable Development Goals (SDGs), public and private finance mobilization and alignment to the UN 2030 Agenda by fostering the use of Blended Finance and scaling-up innovative financial instruments - such as SDG bonds - in developing countries. Also coordinating for the G20 Italian Presidency the blended finance workstream and building synergies with the G20 Finance Track workstream.

DEC 2017 – DEC 2020

Head of Sovereign, Multilateral Financing and Blending Partnerships

CDP - Cassa Depositi e Prestiti | Rome, Italy

Within the International Cooperation Directorate - the youngest business line in CDP – directly reporting to the Chief Development Finance Officer (MD) and responsible for designing the strategy and the set-up of blending and financing activities, in particular debt financing to Developing Countries (Public Sector) and Multilateral Development Banks as well as for establishing Global Partnerships with donors and other stakeholders (partner countries, IFIs/DFIs, etc.)

Main responsibilities:

- *supporting the MD in designing the strategic role of CDP as IFI and DFI within the multi-stakeholder Italian system for development cooperation as well as implementing the new institutional mandate of CDP as the Italian Institution for International Cooperation at European level*
- *deploying impact-driven financing solutions* (debt and guarantees; with own and third-party resources) *to sovereign, sub-sovereign and multilateral financial institutions*. Main sectors: infrastructure, energy, agribusiness, manufacturing, access to finance for MSMEs with cross-cutting focus on green and climate finance
- *structuring of blended finance initiatives* to catalyze private resources leveraging on public funds, also within the External Investment Plan of the European Commission and with the Green Climate Fund
- *managing grants and mandates from international and national donors* (e.g. European Commission, Green Climate Fund, Italian ministries and private foundations) both for blended finance and technical assistance
- *establishing partnerships for sustainable development* with other international financial institutions and stakeholders (e.g. 2XChallenge, Clean Oceans Initiative, Climate Investment Platform and RenewAfrica)
- *providing advisory and technical assistance services* to support project preparation to private and public sector clients

Managing own team of senior and junior resources (15 FTE over a total of 35 FTE in the directorate, all actively recruited with the MD). Moreover, leading cross-functional large teams (up to 50 resources) for special projects (e.g. accreditation to the European Commission and to the Green Climate Fund).

Noted acknowledgements (among others): Finalization of the first transactions of CDP as IFI/DFI (over 300 €/mln of new financing/year, representing approx. 85% of the total volume mobilized by the directorate), notably on-lending to regional development banks in [LATAM](#) and [Africa](#) to finance climate change and access to finance for local SMEs; first blended finance Italian soft loan to Tunisia to support microfinance; EU blending transaction in Senegal to support microfinance ([PASPED](#)), and sovereign financing (budget support) to various Partner Countries. Lead negotiator with the European Commission of CDP's initiatives under the EIP - *External Investment Plan* ([InclusiFI](#), [Archipelagos*](#), [EGRE - European Guarantee for Renewable Energy](#)) after managing the accreditation process (Pillar Assessment) to the indirect management of European Commission's Funds and accreditation to the [Green Climate Fund](#), including negotiation of respective Mandate Management Agreements (FFPA and Master Agreement); [CSD Italian Platform with the Italian Ministry of Environment](#)

[*Awarded Project at the Paris Peace Forum 2020](#)

Institutional roles:

- CDP representative in the European Commission EFSD Operational Board
- CDP deputy representative in the European Commission EFSD Strategic Board
- CDP representative in [RenewAfrica](#) Steering Committee
- CDP focal point at the Green Climate Fund
- CDP sherpa of the Enhanced Partnership among AECID of Spain, AFD of France, CDP of Italy, KfW of Germany and the European Commission (DG INTPA and DG NEAR)
- CDP sherpa in [IDFC - International Development Finance Club](#)
- CDP sherpa in [EDFI – European Development Finance Institutions](#)
- [Finance in Common Ambassador](#)

JAN 2015 – DEC 2017

Business Development-Responsible for International Activities

CDP - Cassa Depositi e Prestiti | Rome, Italy

Within the Business Development Directorate, responsible for designing the strategy and for developing international activities of CDP in its role of Italian National Promotional Institution (NPI) under the Investment Plan for Europe (IPE) with specific focus on the implementation of ESFI related transactions, namely Investment Platforms (IPs), in cooperation with the EIB Group and with other European NPIs. IPs are innovative blended finance solutions that crowd in public and private finance to invest in projects with a higher risk profile. Under my responsibility, CDP has progressively become the [leading NPI in Europe](#) in implementing IPs that contributed to attract European Funds from EFSI (European Fund for Strategic Investments) to the benefit of the Italian Economy. CDP has developed more than **10 innovative Investment Platforms with the EIB Group** that are mobilizing more than 20 billion euros of new investments to the advantage of Italian SMEs and of innovation and infrastructure projects in Italy, first beneficiary country of EFSI funds for more than two consecutive years since 2015. IPs developed by CDP vary from Risk Sharing structures to co-financing agreements with the EIB - European Investment Bank (for Corporates and Infrastructure) and the EIF - European Investment Fund (for SMEs) as well as with other NPIs and the European Commission. Product range covered also varies from guarantees and securitization to senior and subordinated debt as well as to equity. Total EU funds catalyzed (2016-2018): euro 9 billion triggering euro 22 billion of new investments.

Responsible also for mandate acquisition of other EU Funds (e.g. CEF, Horizon Europe, ERASMUS, ...) and of other donors (Italian Ministries and Foundations).

Managing team of 5 senior and junior resources and leading cross-functional large teams within CDP Group to develop the various Investment Platforms. Leading also working groups at international level to promote cooperation among NPIs and the EIB Group.

Noted acknowledgements: [all CDP Initiatives under the Juncker Plan](#) i.e. EFSI Thematic [Investment Platforms: 2i per l'impresa](#), [ENSI - European NPIs Securitization Initiative](#), [ITAtech](#), [Social Impact Italia](#), [Large Infrastructures Investment Platform](#), [ITA Corporates Investment Platform](#), [Elite Basket Bond](#), [Connecting Europe Broadband Fund](#), [The Marguerite Fund](#), [EIF-NPIs Equity Platform](#), [Flagship: "EFSI Thematic Investment Platform for Italian SMEs"](#)

SEP 2013 – DEC 2014

Institutional roles:

- CDP representative in the EFSI High Level Task Force of the European Commission, EIB Group and European NPIs
- CDP representative in the EIF FISG, EIF AGM and EFSI working groups
- Sherpa of the ELTI association for the Vice President
- EFSI Ambassador for CDP

Export Banca - Senior Loan Officer

CDP - Cassa Depositi e Prestiti | Rome, Italy

Responsible for coverage of Multilateral Development Banks within Export Banca as well as Project Manager of Special Projects directly reporting to CDP General Manager (e.g. European Commission 7 Pillars' Assessment for access to EU Funds completed in 2015 and other international business development projects)

Managing team of 4 senior and junior resources

Noted acknowledgements: [Master Cooperation Agreement with IFC](#) (World Bank Group), *Metro de Lima with IDB - Inter-American Development Bank*

MAR 2011 – AUG 2013

Personal Leave | Volunteering

IDB Family Association | Washington D.C., USA

Volunteering activities in the local community, mainly at the IDB Family Association welcoming new families arriving in D.C. and providing support with their settling-in.

I also volunteered at my children's school in the Parents' Association (British School of Washington PTA) and in the Choir of our parish, the Little Flower Church, Bethesda, MD.

Treasurer of "Le [D.I.V.E.](#)" association.

SEP 2008 – FEB 2011

Head of Strategic Planning and Financial Control

CDP - Cassa Depositi e Prestiti | Rome, Italy

Responsible for strategic business planning, monitoring and reporting of all CDP's business units (assets and liabilities).

Member of the leading team responsible for CDP's incorporation from a public-law organization into a joint stock company. As CDP senior manager, contributing extensively to the development and implementation of the new business plan and strategic guidelines with a specific focus on increasing the scope of activities beyond the traditional lending to public entities.

Managing team of 10 senior and junior resources.

AUG 2004 – AUG 2008

Senior Financial Controller

CDP - Cassa Depositi e Prestiti | Rome, Italy

Responsible for business planning, monitoring and reporting of CDP's business units serving the Public Sector (loans to the State and to Public Entities). Project Manager of the first reporting integrated system developed in CDP.

Managing 5 junior resources.

JAN 2000 – JUL 2004

Chief of Staff of the Italian Chief Country Officer

Citigroup | Milan, Italy

Strategic planning, monitoring and reporting of Citigroup Corporate and Investment Bank (CIB) Italian target market including pipeline monitoring and review. Coordinating the Chief Country Officer's direct reports across the bank (senior managers leading private banking, consumer banking, CIB, legal and financial control) as well as the senior bankers' coverage team. Experience also as junior banker covering the Public Sector (including CDP) and other financial institutions.

JAN 1999 – DEC 1999

Associate Consultant

Iriscube - Management and IT Consultants | Milan, Italy

Knowledge Management projects in major Financial Institutions, including Citigroup

NOV 1997 – DEC 1998

Researcher and Teaching Assistant

Politecnico di Milano – MIP Graduate School of Management

Researcher and Teaching Assistant in two main areas of expertise: Knowledge Management and Supply Chain Management.

Main publications:

- [Un'applicazione dei sistemi multi-agente al problema della programmazione delle linee di assemblaggio mixed-model](#), Milan, 1998
- [A multi-agent application to the mixed-model assembly lines balancing problem](#), Milan, 1998

ORGANISATIONAL SKILLS

Strong leadership, general management and negotiation skills: besides managing teams directly assigned to me, I have experience in managing cross-functional large teams both inside and outside the organization (e.g. ELTI Association, coordination of pan-European work streams/working groups during the set-up of IPE). While covering various roles during my working experience in international organizations, I have always had exposure to top management and key institutional stakeholders.

COMMUNICATION AND INTERPERSONAL SKILLS

Strong negotiation skills. Effective leader and caring manager.

Excellent public speaking and effective communication skills gained throughout my carrier. Panelist in various seminars and dissemination events - among others: [CNBC Italia: Piano Juncker, il bilancio di metà percorso; Il ruolo del FEIS \(Bolzano\); Piano Juncker tra mito e realtà \(Festival del Giornalismo, Perugia\); ABI Capital Market Forum; Tandem Tour; CDP's spokesperson in on-line courses for journalists \(official training for the Press\) and university students; European Commission EIP outreach event across Europe and Africa; InvestEU Roadshow](#)

OTHER JOB-RELATED SKILLS AND PUBLICATIONS

Expert in Blended& Structured Finance, Financial Instruments and EU Funds [ICO-IE VI International Program for Financial Institutions Executives; Structural Funds and the Investment Plan for Europe from CDP perspective in its role as National Promotional Institution; Connecting Europe Facility Blending Call; Scaling up Green, Social, Sustainability and Sustainability-linked Bond Issuances in Developing Countries; Scaling up blended finance in Developing Countries; Finance in Common Research Conference; European Commission: ECFIN discussion paper on the role of Public Development Banks on SDG's alignment](#)

Mentor at PWN – [Professional Women's Network](#)

SDGs' advocate – volunteering in schools and local communities

LANGUAGE SKILLS

MOTHER TONGUE(S): Italian / English

OTHER LANGUAGE(S):

	Listening	Reading	Speaking	Writing
Spanish	C1	C1	C1	C1
French	B2	B2	B2	B2