

# CURRICULUM VITAE

|                          |   |   |   |
|--------------------------|---|---|---|
| Name:                    | <b>Nello Pasquini</b>   |   |   |
| Date of Birth:           | <b>27/03/1944</b>   |   |   |
| EDUCATION / RECOGNITIONS | <p><b>1982-1983</b></p> <p><b>1963-1968</b></p> <p><b>2003</b></p> <p><b>2005</b></p> | <p><b>Bocconi University-Graduate School of Business MBA</b><br/>(Montedison high potential employees program)</p> <p><b>University of Ferrara MS, Chemistry</b></p> <p><b>Career Award from Italian journalists</b></p> <p><b>Editor of the "Polypropylene handbook"</b></p>   | <p>Milan, Italy</p> <p>Ferrara, Italy</p> <p>Ferrara, Italy</p> <p>Hanser,publisher</p> |
| WORK EXPERIENCE          | <p><b>2003-present</b></p> <p><b>2000-2003</b></p> <p><b>1997-2000</b></p>            | <p><i>Senior Consultant</i><br/>Business,Strategy,Marketing,Innovation.</p> <p><b>Ferrara University</b><br/><i>Master (Management) teacher</i></p> <p><b>Basell Polyolefins</b><br/><b>Vice President, International R&amp;D J.V.'s Interface</b></p> <ul style="list-style-type: none"> <li>Coordinating Innovation programs with Basell International J.V.'s</li> <li>Developing new products and applications for the International markets</li> </ul> <p><b>Montell Polyolefins</b><br/><b>Vice President, Technology Business Support Europe</b></p> <ul style="list-style-type: none"> <li>Leading a group of 135 people</li> <li>Product and application development to support Polypropylene (PP) and Advanced Polyolefins (APO) businesses in Europe</li> <li>Managing an R&amp;D budget of \$ 26 MM</li> <li>Technical expert teams organized by market segment</li> </ul> | <p>Ferrara, Italy</p> <p>Ferrara, Italy</p> <p>Ferrara, Italy</p>                       |
|                          | <p><b>1994-1997</b></p>   | <p><b>Montell Polyolefins</b><br/><b>Director, Advanced Polyolefins Europe</b></p> <ul style="list-style-type: none"> <li>Marketing and Sales APO</li> <li>Increased market share for high</li> </ul>   | <p>Brussels, Belgium</p>  |

**TRANSFERING EXPERIENCE**

**IMPROVED PRODUCT MIX OF BASELL JV's**

**FACILITATED TECHNOLOGY PUSH vs. MARKET PULL BALANCE**

**INCREASED MARKET SHARE FOR SPECIALTY PRODUCTS**

margin products for special applications (Automotive & Industrial)

1990-1994

**ESTABLISHED A NEW POLYMER (CATALLOY) INTO THE MARKET**

**Himont Europe**  
**Director, New Business Europe & Corporate Strategy**

- Creation of a Business Unit to introduce and develop new materials from the *Catalloy* Technology
- Management of the Business Unit including Marketing, Sales, R&D and Manufacturing

Brussels, Belgium

1987-1990

**CREATED A MARKETING ORGANISATION BY SEGMENT**

**Himont Europe**  
**Director, Marketing & Sales Europe**

- Managing the whole Himont business (PP and APO)
- Creation of a Marketing organization by segments
- Developed a new approach to market, based on the cooperation with the OEMs in packaging and consumer applications

Milan, Italy

1983-1987

**DEFINED A STRATEGIC SEGMENTATION FOR PP WW MARKET**

**Himont Inc.**  
**Director, New Business Development, World Wide**

- Coordination of a world wide team to introduce and develop new products from the *Spheripol* Technology
- Studied and defined a strategic segmentation of PP ww market (Blue Book)
- Developed new applications for \$ 600 MM

Wilmington DE, USA

1976-1983

**INTRODUCED THE FIRST PP INTO THE AUTOMOTIVE INDUSTRY**

**Montedison S.p.A**  
**Manager, Specialty Polyolefins**

- Led the introduction of the first polypropylenic materials for the automotive sector in Europe.
- Created a market of global and strategic importance for PP

Milan, Italy

1975-1976

**Paular**  
**Marketing, Product & Application Development**

- Restructuring of Sales and Marketing for a joint venture operation (Paular moved from a monopoly to face stiff competition from a German company entering the Spanish market)

Madrid, Spain

1969-1975

**Montedison**  
**Coordination Product & Application Development**

Ferrara/  
Milano, Italy