



**Marco Serfio**

Partner

KPMG Advisory Spa  
Via Ettore Petrolini 2  
00197 ROMA

Italy

Function and  
Specialization

Marco is part of the  
KPMG Global  
Infrastructure Network

He is responsible for the  
MPA Services in Italy

### Representative Clients

Municipality of Milan

University of Milan

Areale Bolzano

### Professional Associations

Auditor and Chartered  
Accountant

### Languages

Italian

English

### Education, Licenses & Certifications

### Background

During his career, Marco Serfio has accumulated significant experience in advisory activities for public and private infrastructure sector where he is currently partner in the Italian KPMG Team of Global Infrastructure.

Marco joined KPMG in 1989 in Audit department. He participated to the implementation and reorganization of internal procedures relating to accounting of construction companies and analysis of cost accounting system.

From October 1992 to September 1995 he moved to the KPMG London Office where he was responsible of the Italian Desk liaising with cross border engagement with Italy. He also worked with the Project Development Group specializing in Project Financing and PPP. His main clients were MEPC PLC (Real Estate and Construction Company), Trafalgar House (Construction Company). He also worked for the first PFI and PPP projects developed in the UK market.

### Professional and Industry Experience

Financial and Project Advisor with PM activities (relevant recent experiences)

Municipality of Milan:

Marco is leading the team that since 2014 is advising the Municipality of Milan on the two largest European PPP Transportation Projects: Metro Line 5 e Metro Line 4 (investment value over 3bn Euros). The initial phase of the project was dedicated to the financial support to reach financial close (June 2015). Then the second phase (ongoing) is focusing on the "post closing assistance" that is mainly support to PMO, advice on claims and cost controls, audit on extra costs assessments and financial rebalance procedures.

Areale Bolzano:

The Areale Bolzano is currently one of the largest project of urban regeneration in Italy. It involves the disposal of railway areas as compensation to a developer for its estate development (investment value 1bn Euro). The team is supporting the PM office for the development of the financial plan, of the administrative authorisation process and drafting the tender documentations.

University of Milan:

## . ASSUMPTIONS

Degree in Economics

University of Milan is evaluating to move from their current locations in the City Centre to the former EXPO Area. The project should imply the development of a new Campus for a total investment of 200 million Euros. The team is supporting the Board of the University in assessing the possible financial and technical solution with a focus on the benefit deriving from the use of PPP (calculation of value for money). In particular, the activities will assess the planning and development process for capital costs from the conceptual phase through the completion phase.

Other Relevant Recent Experiences with PM activities:

Hitachy – Ansaldo STS:

Advisor in establishing a JV engaged for the installation of train control, signaling, automation and rolling stocks in Brasil for a metro line. Investment value of €600 mln

SAVE Societa Aeroporto di Venezia:

Economic-financial and cost-benefit analysis relating to the preliminary project for the realization of a intermodal air-rail-road-water junction for the airport of Venice

ASTALDI - Turkey:

Advised Astaldi in the tender for the concession for the construction and operation of Kaisery and Etlik Hospitals - Turkey (about 1.500 beds and 3.000)

Pessina Costruzioni - Albania:

Advised Pessina in the tender for the concession for the construction and operation of Tirana Hospital - Alabania (about 400 beds)

Pessina Costruzioni - Iran:

Advised Pessina in the tender for the concession for the construction and operation of Mashad Hospital - Iran (about 800 beds)

Before 2000 Relevant Experiences with PM activities:

SACE - QAFCO III:Marco was part of the team that was providing monitoring and cost controls, for the benefit of SACE, along the construction period of the QAFCO III expansion plant in QATAR.