

## Davide Cirelli (He/Him)

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### Education:

**EMBA HEC Paris-Doha Candidate 2024**..... *Sep2022-Jun2024*

- International Executive MBA - Paris Campus (France) and Doha Campus (Qatar)
- Major in “Shape the Future of Energy”
- Triple #1 FT Global EMBA Ranking 2021 (<https://rankings.ft.com/rankings/2863/emba-2021>)

**Executive Talent Development Course SDA Bocconi SEM**..... *May2020-Jan2021*

- Semester course for high potential resources (HPR) sponsored by Snam SpA on Inspiring & Executing Leadership

**Master Degree in International Finance and Economics (MS Fin)**.....*Jul2005–Mar2008*

**Catholic University of Milan, Italy and Tsinghua University SEM – Beijing, China** (*distinction*)

- Capital Markets, Accounting, Derivatives, Int. taxation, M&A, Corporate Fin., Statistics, Micro&Macro
- *MS Fin* graduate dissertation: “*The Asian Currency Unit and the Asian Monetary Union*”

**Bachelor Degree in Economics (BA Econ)**.....*Sep2002-Oct2005*

**Catholic University of Milan (Italy)** (*98/110, first class equivalent*)

- Int. Economics, Securities Markets, Financial Mathematics, Advanced Accounting Methods,, Econometrics
- “*Erasmus*” *Exchange Program* at *Vaxjo University (Sweden)*.....*July2004-June2005*

### Work Experiences:

**Area Manager Asia, Chairman and CEO of Snam China & Snam India (China)**.....*Sep2022-now*

- *Based in Beijing, head of Snam presence in Asia and Chairman of all Snam affiliated companies in China and India*
- Assessment of equity investments in midstream assets such as gas pipelines, LNG terminals, FSRUs and liquefaction
- Set up of industrial partnerships with Asian players with focus on green hydrogen, biomethane and CCUS
- Management of existing service and operation agreements with Asian energy majors.
- Development of Snam institutional positioning in China and India

**Chairman and CEO of Snam India - (India)**.....*April2021-now*

- *in charge of setting up Snam presence in India with related full P&L responsibilities*
- Assessment of equity investments in midstream assets such as gas pipelines, LNG terminals, FSRUs and liquefaction
- Set up of green hydrogen generation facilities and related investments
- Management of existing service and operation agreements with Indian energy majors.
- Scouting for gas related opportunities in liquefaction, CNG and midstream in neighboring countries

**Head of Business Development & Strategy, Global Solutions Unit – Snam SpA (Italy)**.....*Feb2019-Mar2021*

- *In charge of extending Snam business to new markets and setting up the strategy to triple EBITDA outside the EU*
- Scouting for new opportunities for equity investment in midstream assets such as pipelines, LNG terminals, FSRUs as well as in Small Scale LNG and micro liquefaction.  
Main counterparts: IOCs, NOCs, Sovereign wealth funds, PE funds, Large Asset Management Firms, Midstream Corps.
- Tendering for services related to gas masterplan, consultancy, EPCM, O&M in order to set foot into new markets
- Market opportunity and competitor analysis in order to set up corporate strategy to triple EBITDA outside the EU that has been presented (and approved) to the board
- In charge of setting up commercial proposals as well as cooperation agreements

**Head of Business Development, Strategy and Growth, Americas, E&P - Total SA (France)**.....*Sep2017-Jan 2019*

- *In Charge of economic and strategic assessment for assets in North, Central and South America Region, E&P Branch*
- M&A: economic evaluation, long term optimization and risk assess. of new assets before, during and after the acquisition.  
Main counterparts: IOCs, NOCs, Sovereign wealth funds, PE funds, Large Asset Management Firms
- Purchase of Maersk Oil: integration of Maersk assets in USA and Brazil, definition of PPA (purchase price allocation to existing assets in order to maximize NPV) and cost reduction/synergy plan exceeded (40M\$ vs target 30M\$)
- Dilution of Fort Hills oil sands block: achieved target to freeze any additional CAPEX vs lowest dilution ratio (<2%)

**Head of Business Development, Strategy and Growth, MENA, E&P - Total SA (France)**.....*Sep2016- Sep2017*

- *In Charge of economic and strategic assessment for assets in Middle East and North Africa Region, E&P Branch*
- M&A: economic evaluation, long term optimization and risk assess. of new assets before, during and after the acquisition  
Main counterparts: IOCs, NOCs, Sovereign wealth funds, PE funds, Large Asset Management Firms
- Negotiation of Total-Sonatrach “accord global” deal in Algeria (largest deal since independence): extension and joint development of Timimoun and TFT blocks (overall value of the deal >2B\$) + immediate end of existing legal arbitration
- Renegotiation of Yemen LNG lenders’ conditions further to force majeure standstill to avoid calling up of bank guarantees

**MD & vice Country Manager – ENI SALICO (Libya).....Aug2015–Jul2016**

- SALICO is the leading Oil and Gas E&C Company in Libya: 100+ active employees in Tripoli, Mellitah & offshore
- Definition & implementation of “remote control plan” to run operations from safe areas: platforms (Libyan waters), Mellitah landfall, Malta and Milan HQ. Achieved target of zero expats in continental Libya without major impacts on ops

**TSGI–STAR Aegean Refinery Project CFO & ENI-Saipem Services Country Manager (Turkey).....Jul2014–Aug2015**

- CFO of TSGI MI (JOA with TR, Saipem, GS and Itochu): the Aegean Refinery Project (approx. value 4BUSD)
- In charge of all TSGI MI service departments as well as Business Development in Turkey

**Business Develop. Manager & Country CFO, ENI–Servizi Energia Italia (Venezuela).....Nov2012–Jul2014**

- Head of Administration, Finance, Cost & Project Control, assisting the Country Manager for Business Development
- In charge of minimise P&L impact of VEF denominated revenues further to collapse of FX VEF-USD + hyperinflation: signed an agreement with PDVSA to link USD pay outs to time delay and FX pre-agreed bandwidths.

**Administration, Finance and Control Manager, ENI–Saipem (Papua New Guinea).....Apr2010 –Nov2012**

**ExxonMobil PNG LNG Project: Engineering, Procurement and Construction scope of approx 1 bln USD**

- In charge of broad and full set up of ENI – Saipem structure in PNG: company registration, tax numbers’ application, opening of bank accounts/credit lines, permits/licenses to operate in PNG, assets importation, Custom and Quarantine.

**Analyst/assistant to the Asia-Pacific CFO, ENI–Saipem (Malaysia).....Jul2008–Apr2010**

- General accounting, CIT assessment; consolidated reporting to Corporate Office for Malaysia and APAC branches; statutory monthly/yearly requirements; strong knowledge of IAS and IFRS; in charge of S.O.A. and 262 compliance

**Volunteer Analyst, Grameen Bank HQ, Dhaka (Bangladesh).....Apr2008–Jun2008**

- R&D Microcredit Team led by Prof. Yunus, founder of Grameen Bank and 1997 Nobel Prize Graduate.

**Languages:**

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| - <b>Italian:</b> Native Language                    | - <b>Spanish:</b> Fluent (speaking; reading; writing) |
| - <b>French:</b> Fluent (speaking; reading; writing) | - <b>English:</b> Fluent (speaking; reading; writing) |
| - <b>Portuguese:</b> Basic                           | - <b>Chinese:</b> Intermediate (speaking)             |

**ESG and Leisure Activities:**

- Co-Founder and elected President of AICCA ONLUS, Italian GUCH association (grown up congenital heart difects): 2009 Milan based non profit organization to promote awareness, assistance and support.
- Member of Snam ERG LGBTQ+ #Snam4diversity
- Start ups: Co-Founder, Angel Investor and Seed Investor in multiple new ventures in the EU and USA
- Skiing and Golf (handicap 21)

**Memberships and Club Affiliations:**

- Member of the Travellers Century Club since 2017: currently approaching the landmark of 150 countries visited
- Member of MENSA since June 2016: largest and oldest high IQ society in the world open to people who score at the 98<sup>th</sup> percentile or higher on a standardized, supervised IQ or other approved intelligence test.
- Member of Rotary Club of Port Moresby from January 2011 till November 2012
- Member of DLF Golf & Country Club, Gurgaon, India