Curriculum Vitae

Angelica Agosta

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Profile

- Field of activity: renewable energy, energy efficiency, energy services, Oil & Gas, power generation, facility management
- Major skills: start-up of new companies, set up of new business and innovative projects, company process re-engineering, business development, programme and project management, proposal management, business due diligence.
- Expertise: responsibility of P&L, setting up and implementation of new organizational models (including outsourcing services) in compliance with international best practices, definition and implementation of business plans accordingly to the company strategy

Education

- Scientific High School (G.Aselli - Cremona)
- Bachelor's Degree in Mechanical Engineering (University of Parma)

Summary of the last 15 years of experience

My most significant professional achievement is the founding and ten-year leadership of Universal Sun, an Energy Service Company currently owned by Sorgenia S.p.A., where I also served as a shareholder.

I began my journey at Universal Sun as Sole Director when the company was established in 2010 as a joint venture, 50% owned by E.on Energia. During the first two years, I successfully grew the company's revenue from zero to approximately €26 million and expanded the team from zero to 20 employees.

Following the downturn of the Italian photovoltaic market—primarily due to the discontinuation of the feed-in tariff system—I focused on strategically transforming the company. My conviction in the success of this transition was so strong that I personally invested to become a shareholder, coinciding with E.on Energia's exit from the corporate structure.

Once the turnaround was complete, I diversified the company's activities across all sectors of energy efficiency, establishing Universal Sun as an EPC and O&M contractor specializing in energy efficiency, photovoltaic systems, and cogeneration plants. Initially operating in the B2B market, the company expanded into the B2C sector in 2018.

With the goal of ensuring further growth opportunities for the company, in the third quarter of 2019, I sold my shares to Sorgenia S.p.A. I remained a member of the board of directors until March 5, 2020.

In May 2021, I founded ENNOVIA s.r.l., a company dedicated to simplifying and accelerating the development and improvement processes for clients in the energy and environmental sectors, enabling them to achieve effective results efficiently. ENNOVIA offers a range of executive, technical, and construction services. Currently owned by Veos S.p.A., the company specializes in supplying geothermal heat pump systems combined with photovoltaic plants, available as turnkey solutions or through energy performance contracts.

Associations

- Member of Engineer Order since 2003
- From 2008 to 2009, Member of the board of directors of ATEMA (Association for Temporary Management)

Courses

- (2019) Energy performance contracts
- (2019) The New Italian Public Contracts Code (D. Lgs. 50/2016)
- (2019) Corporate Administrative Responsibility (D. Lgs 231/2001)
- (2006) Temporary and Change Management
- (2003) General Management
- (2001) Skills for Successful Projects - Communication Skills - Derivatives Market
- (2000) High Impact Presentation Skills - Negotiation Skills and Techniques - Corporate Finance Essentials - Applied Corporate Finance - Energy Market - Financial and Product
- (1997) Project Management Techniques

Spoken languages

- Italian: mother-tongue
- English: fluent
- French: at school level

Experience

May 2021 / up to now - **ENNOVIA SRL** – BERGAMO – www.ennovia.it

Fouder and CEO – ENNOVIA is a company specialized in supplying geothermal heat pump systems combined with photovoltaic plant, with turnkey formula or energy performance contract.

March 2010 / March 2020 - **Universal Sun SRL** – Grassobbio (BG)

September 2019/March 2020 - member of the board of directors

December 2018 / September 2019 - CEO

2014/2018 – Sole Director

2012/ 2013 – Vice President and CEO

March 2010/2011 – Sole Director

2012/ 2013 - CEO of Windergy and Universal Generation, both SPV 100% owned by Universal Sun - Windergy sold to a third party in the 2013 and Universal Generation incorporated in Universal Sun in the 2014

2008/ 2010 - **Ergyca Sun SRL**, a subsidiary **of Ergycapital SPA** - Milan

Temporary Manager – *Chief Executive Officer*

Key objectives: start-up of the company accordingly to the business plan. I generated a pipeline of green field PV plants of about 60 MW, implemented 5 green field PV plants for about 5 MWp fully financed, set up the Operation and Maintenance service for all the plants carried out by all the subsidiaries of Ergycapital

2007 - Busi SPA – Milan

Temporary Manager

Key objectives: set up of an effective management cost control system (starting with the analysis of the existing situation, identifying areas of improvement, identifying solutions and implementing them)

2006/ 2007 - Romeo Gestioni SPA – Rome and Naples

Temporary Manager: CEO *of The Facility Management BU,* following the previous position as Operations Director

Key objectives: in addition to the typical responsibilities of the role, definition and implementation of a process re-engineering project aimed at improving the efficiency and the start-up of some innovative contracts (f.i. Concessione Strade Roma)

- Annual turnover of the Business Unit: 100 M€
- Number of resources directly managed: 90

2004/ 2006 - Brulli Group Spa – Arcene, Bergamo

Chief Operating Officer and Technical Director

- Annual turnover: 20 M€
- Number of resources directly managed: 60

2001/2004 - Enel Group – Rome

2002/2004 – COO at Enel Si

2001/2002 – Energy Service Manager at Enel Trade

2000/2001 - Enron Europe – London

Project Manager of energy efficiency contracts fully integrated with the commodities

1998/2000 - Belleli Energy SPA – Mantua

Proposal Engineering Manager

Responsibility: tender analysis, selection and pre-negotiation with sub Suppliers and sub Contractors, technical and economic negotiation with Customers, investment evaluation and analysis of the risks relating to each offer in order to support the Management in defining risks and contingencies.

Example of gained projects:

- Fujairah Terminal Phase 2 and 3: EPC contract for a tank farm with a capacity of 350,000 m3 - 30,000,000 USD.
- Jebel Ali Desalination Plant: Contract for one 7.5 unit and three 9 MIGD units - 80,000,000 USD

1996/1998 - Fiat Avio SPA – Turin

Delivery Engineer of SERENE projects (eight combined cycles of 50 MW each, equipped with LM 6000 Gas Turbine)
Deputy Project Manager of COASTAL "Quetta" power plant (combined cycles of 200 MW in Pakistan)

1995/1996 – Ansaldo Energia SPA – Genoa

Process Engineer of ISAB Energy projects (power plant powered by steam resulting from a tar gasification plant)

1992/1995 - Belleli SPA – Mantua

Proposal Engineer for combined cycle and large thermal cycle power generation plants (300MW to 1. 100 MW)
Process Engineer for combined cycle and large thermal cycle power generation plants (300MW to 1.100 MW)
Commissioning Engineer of the offshore platform Shell Auger