

Personal Information**Liborio F. NANNI, Dr. Ing.**

Address: Aci Castello (CT), Italia
Tel. +39 348 5304405
Mail personal: Liborio.Nanni@gmail.com
Mail PEC: Liborio.Nanni@pec.it

Nationality: Italian

Senior Executive / Consultant / Director / Energy Management Expert**Personal Experience
Oct. 2023 - Present**

**Senior Advisor – Corporate Relations Director
RENERA ENERGY Group, Italy (rebranded from EZS/SUNWIN
www.renera.energy)**

As the company grew from 1 to around 40 employees and a turnover of several million euros, it was possible to transfer knowledge, experience, skills and contacts to the newcomers, thus successfully filling all key operational positions.

As a result, it was possible to shift focus and efforts towards consulting, negotiating key contracts and projects, and establishing and maintaining relationships with key clients, landowners, public and governmental institutions – local and central, national and international private groups interested in investing in our group's projects.

Continuous interaction and teamwork with all members of the company, such as Top Management, Origination, Environmental Analysis, Permits, Legal, Administration and Finance, is part of the daily commitment.

Oct. 2019 – Sep. 2023

**Director Business Development
EZS Energy Future Switzerland, ZURICH, SWITZERLAND
SUNWIN ENERGY, MILAN, ITALY**

Responsible for the development of large renewable energy systems throughout Italy and for the structuring of the operational headquarters, organization and personnel. Despite the difficulties and limitations imposed by the restrictions related to Covid-19 in the last 18-24 months, he has managed to personally build a pipeline of PV projects in development, counting 450 MW, while together with the Team the number rises to 850 MW distributed throughout the Italian national territory.

He has earned and increased the trust and preference of landowners, investors and institutions through transparency and keeping commitments. He personally engages in every opportunity and has always found the right solution to provide the company with preferential contracts. He has also been instrumental in helping the company grow from a start-up to a workforce of 20 and growing.

For over 10 years, EZS has been committed to a sustainable energy future and inspires its customers with new ideas and cutting-edge services. Energie Zukunft Schweiz is an international partner for innovative solutions in a future-oriented energy world. Sunwin Energy is a 100% subsidiary of EZS. Sunwin develops large-scale renewable energy plants in grid parity in Italy.

Industry Sector

Development / Financing / Construction / Connection of Large Renewable Energy Plants, Energy, Project Financing.

Mar. 2017 – Present **Certified E.G.E. - Energy Management Expert**
European Certification by ACCREDIA / ICMQ

- **Continuous Activities in the Civil and Industrial Sectors**
- **Elaboration of approximately 25+ Energy Diagnosis projects and identification of related Improvement Interventions, including:**
- **Large hotels**
- **Tourist-hotel establishments**
- **Industrial production plant**
- **Fuels and oil by-products trading**
- **Technical Counselor of the Court for issues related to energy sources and energy sources management**

Apr. 2014 – Jul. 2019 **Senior Executive Consultant & Partner**
A-MERCHANT srl, MILAN, ITALY

- He has structured a consulting system aimed at identifying, evaluating and developing new opportunities and solutions with a focus on the energy, renewable energy and energy efficiency sectors. He has created specific research groups and introduced and promoted the company's services, both technical and financial, to international companies, investment funds and utilities. Thanks to the excellent reputation built in Italy and abroad, he has been called to provide advice to the same international investment funds and utilities to identify, select and negotiate, with potential financial and strategic partners abroad and in Italy, financing solutions for large-scale energy projects.
- He has developed an effective and practical algorithm to evaluate the end customers of utilities and to obtain investments in "tailor-made energy systems" to increase the profitability of SMEs.
- He is the author of commercial agreements negotiated and signed with major service companies and equipment suppliers in the sectors of cogeneration, photovoltaic, energy storage and geothermal systems + heat pumps, to provide a cost-effective implementation of renewable energy systems for energy companies, but also for SMEs and PA.

Below are just some of the activities carried out:

- Energy Systems Planning for Energy Efficiency - Hotel Feudo Vagliasindi, Randazzo (Catania)
- Approximate value of the project/investment: € 183,000.00
- Assignment for the identification and estimation of energy efficiency solutions applicable to the production activity - Cantine Vivallis ScA, Wine Production and Transformation Company, Rovereto (TN)
- Approximate value of the project/investment: € 453,000.00
- Assignment for the determination and evaluation of energy efficiency options applicable to the production activity, with particular reference to Cogeneration – International Paper Italia SpA, Large Paper Company, Milan (for 4 plants in Italy)
- Approximate value of the project/investment: € to be determined (some € Mln).

CV _ Liborio F. NANNI, Dr. Ing.

- Assignment for the study, identification and verification of energy efficiency solutions applicable to production activities – Molteni Carni srl, Food Products Company, Monza Brianza.
Approximate value of the project/investment: € 550,000.00
- Execution of Energy Diagnosis and drafting of the Energy Performance Certificate of civil buildings. Eng. Mario N. - Location: Turin.
Approximate value of the property: € 250,000.00
- Execution of Energy Diagnosis and drafting of the Energy Performance Certificate of civil buildings. Eng. Mario N. - Location: Spotorno (SV), Italy.
Approximate value of the property: € 210,000,

Industrial sector

Complex digital energy management systems, energy, project financing, energy system planning, renewable energy, energy efficiency, energy policies, energy diagnosis.

**Jan. 2012 – Jan. 2014 CEO Chief Executive Officer, Italy – GENERAL MANAGER, Italy
ET SOLAR GROUP, MILAN, ITALY – www.etsolar.com**

Management responsibility for the company's manufacturing, financial and operational activities, including specific responsibility for a US\$100 million revenue line, as well as management, coordination and communication across all business functions to comply with Group policies and procedures and support sales growth. The primary task was to lead the business development activity, consolidate progress and results, personally manage key accounts, train and motivate a strong group of 12 Managers consisting of Business Development Manager, Sales Manager, Administrative Director, Project Manager and Operations Manager.

Performed his function brilliantly, leading the team through the development, negotiation, procurement, construction, management and sale of the portfolio of multiple plants in Italy and their respective designated territories. Frequently took the lead role in integrating the company and in introducing and maintaining relationships with key business executives and stakeholders at both C-Level and Public Administration levels.

Led the recovery of a large-scale PV project that was facing significant delays related to the construction of a PV plant; personally motivated and led the team to ensure delivery for the commissioning of the plant which took place on August 23, against a government incentive deadline for renewable energy generation on August 24.

Designed a procedure to outsource the System Balance of any renewable energy plant to be built in order to maximize profit while reducing business costs by 17%.

Conceived, designed and established a regional distributor network and created 3 new regionally specific dealers to enhance the company's ability to expand its influence in the periphery of the country.

Developed deep multicultural experience and understanding of cultural differences to play an active role in facilitating communication between the China headquarters and the European and Italian teams.

Industrial Sector

Digital Energy Management Complex Systems, Energy, Project Financing, Energy Systems Planning, Renewable Energy, Energy Efficiency, Energy Policies, Energy Diagnosis.

Sep. 2008 – Aug. 2011 CEO Chief Executive Officer, Italy – GENERAL MANAGER, SUNEDISON Inc., MILAN, ITALY

Appointed as a senior member of SunEdison's European Leadership Team, responsible for establishing and managing the Italian legal entity, with responsibility for selecting and negotiating with EPC and O&M suppliers, and creating and managing the portfolio of energy projects and plants. Opened the Milan office with a network of regional offices, began construction of 6 additional plants in Q1 2010, and grew the international team from zero to 30 employees. Established and developed key relationships with government agencies and institutions, and led acquisition negotiations in France, Germany, and Italy.

Led sales growth in the EU. Designed a \$350 million qualifying portfolio for fiscal year 2010, closing 2010 with 123 MW grid-connected generating cash flows in excess of \$350 million.

He took a leadership role - operationally and personally - in securing a 72 MW flagship PV project worth \$300 million, which was the largest project opportunity globally at the time; in a context of strong competition from other major multinationals and leading companies, he secured the contract and then led the process of ordering, building, connecting and commissioning the plant in a record time of 9 months.

He negotiated EPC contracts for the construction of PV systems in Italy, achieving best value for money for the first 10 small plants with contract values totaling \$40 million.

He played a key role - through his personal presence - in the development, construction and sale of a total of approximately 220 MW of renewable energy plants, supporting an increase in company revenue to \$500 million per annum with a margin of approximately 15%.

Industrial Sector

Development/Financing/Construction/Connection of Large Renewable Energy Plants, Energy, Project Financing.

SUMMARY OF PREVIOUSLY HELD POSITIONS**Oct. 2006 – Aug. 2008 TOP EXECUTIVE srl, - Milano, Italia**

Ruolo di consulenza operativo nel campo dello sviluppo aziendale focalizzato sullo sviluppo di nuovi progetti per start-up e incarichi a breve termine in Italia, assumendo anche ruoli di gestione generale attraverso diversi incarichi intermedi di 6+ mesi per programmi di change management e progettazione organizzativa.

**Jul. 2003 – Oct. 2006 General Manager
INTERNATIONAL PAPER CORP., - Catania, Italia**

Led a team of five departments, namely sales and marketing, administration, customer service, and production, maintenance and logistics managers, to manage market share declines. Reversed the negative trend and anticipated market trends, thereby maximizing the return on major investments in modern production and processing technologies. Increased productivity by 20%.

Sector/Industry

Packaging, High-quality food packaging, Paper processing.

**Oct. 1997 – Jul. 2003 General Manager
HUHTAMAKI VAN LEER CORP., Paesi Bassi – Catania, Italia**

Appointed with responsibility for budget and P&P, and to lead the company's consolidation and development strategies, implementing a comprehensive IT/IS

system and restructuring the operations and the national and international distributor network.

Sector/Industry

Packaging, Premium Food Packaging, Paper Processing

**Jul. 1993 – Apr. 1997 International Director
FMC Corp. – Lakeland, Florida, USA**

He managed three manufacturing plants and five Area Managers, covering the global market and was responsible for directing international development and sales units that represented approximately \$120 million in revenue. He won competitive business challenges in Europe, Japan, Israel, South Africa and Latin America, subsequently increasing profitability and securing long-term contracts with full credit from the US parent company.

Sector/Industry

High-tech food processing projects, machinery and equipment.

Le precedenti posizioni dirigenziali includono ruoli di crescente responsabilità presso la stessa FMC Corporation, come Operational Director della regione EMEA e General Manager dell'Italia (1982-1993).

He was also Plant Manager and General Manager at Coord3 in Turin, Italy (1978-1982).

**Academic and Training
Qualifications**

2017 EU Energy Management Expert Certification – UNI CEI 11339:2023

Sectors: Civil and Industrial

ACCREDIA via ICMQ, Milan, Italy

1995 TQM – Total Quality Management

Prof. P. Crosby, Milan, Italia

Certification of Expert in Quality of Industrial Processes

1985 Executive Management Education, Diploma (concentrated MBA)

INSEAD, European Institute of Business Administration, Paris, France

1979 Qualification to Professional of Engineering

Polytechnic of Turin, Turin, Italy

National certification to operate, with competence, responsibility and authority of signature, at any level in the field of engineering activities.

1978 Doctor of Aeronautical Engineering – Master Aerospace

Polytechnic of Turin, Turin, Italy

PERSONAL SKILLS

MOTHER TONGUE Italian

**OTHER FOREIGN
LANGUAGES**

COMPREHENSION

SPOKEN

WRITTEN

LISTEN

READING

CONVERSATION

PRODUCTION

PRODUCTION

ENGLISH

C2

C2

C2

C2

C2

SPANISH

C2

C2

C2

C2

C2

FRENCH

B2

B2

B2

B2

A2

IT SKILLS		SELF EVALUATION		
COMPUTER PROCESSING	CONTENTS CREATION	COMMUNICATIONS	IT SECURITY	PROBLEM SOLVING
Independent user	Independent user	Independent user	Independent user	Independent user

Levels: base - independent - expert

OTHER SKILLS

Communication Equipped with excellent hands-on mentality and team mentality. Excellent external presentation and persuasion skills, as well as exceptional interpersonal and motivational skills, and demonstrated ability to engage, reconcile and communicate at any level, managing C-level stakeholders, development teams and individuals using a “mentoring” philosophy to achieve and exceed set goals.

Organizational and Managerial skills Senior Executive, multilingual, with broad strategic vision, with over 25 years of international management and succession experience, various rating scales (1M to 300M+ USD) including startup camps, business development, change management, general management, operations and sales, in various sectors of commerce and industry with significant exposure to multinational operating environments and the effective management of international, geographically dispersed, multicultural, multidisciplinary and multifunctional teams within complex areas. Has built, managed or delegated significant and global, fast paced teams within matrix and startup organizations, maintaining an entrepreneurial vision and approach.

Relation skills A mature and credible leader with a long experience in administrative management, solid organizational and negotiation skills, and strong communication skills with the PA and with high-profile interlocutors, along the entire supply chain: from OEMs to end customers, from distributors to EPCs including the responsibility of several million euros of budget.

Special skills General Aviation Pilot, Airplane – PIC (Pilot in Command), Certified and Licensed in EU and USA

ADDITIONAL INFORMATION (NOT EXHAUSTIVE)

- Publications - Lecturer of the Course "Energy Audits and Energy Certifications", College of Surveyors and Graduate Surveyors, Catania, Italy,
- Presentations - Principal Lecturer, Order of Architects, Planners, Landscape Architects, Catania, Italy
- Projects - Presentation: "Let's design our sustainable future. Opportunities for a strong synergy between energy efficiency and architectural creativity".
- Conferences - Member of AiCarr, National Association for Air Treatment
- Seminars - Member of the National Association of Experts in Energy Management
- Honors and Awards - Member of ISOBL – International Society of Business Leaders, New York, USA
- Membership
- References
- Citations
- Courses
- Certifications

CV _ Liborio F. NANNI, Dr. Ing.

- Author of the article (original in English, "Why Renewable Energies Need A Renewable Mindset") "Why Renewable Energies Need A Renewable Mindset", published by CEO Worldwide and reprinted by several specialized magazines, 2017

Why Renewable Energies Need A Renewable Mindset
<https://www.ceo-worldwide.com/.../CEObulletin000083-EN.pdf>



File Format: PDF/Adobe Acrobat

CEO Worldwide Ltd - 9 Queen's Yard - White Post Lane, London E9 5EN, ENGLAND. Why Renewable Energies Need A Renewable Mindset. Written by Dr . **Liborio F. Nanni**. Energy is by definition an exciting thing. We use that word not only to describe the motor of our everyday life, the very essence of how our world works, ...

- Keynote lecturer at Master MBA Business Administration Course – Bocconi University, Milan, 2010
- Keynote lecturer at EurOpen-MedCom "3rd MED COM", 2011. Presented "The Energy Culture: A Critical Approach to The Consolidation of Awareness", an unprecedented and thought-provoking study aimed at stimulating energy culture at 360 degrees. -

3rd MEDCOM - Dec 2011, Italy

EurOpen - Medcom, Energia
Intelligente nell'area Euro-Med
(Europe Direct Catania)
by EurOpen
03 December 2011

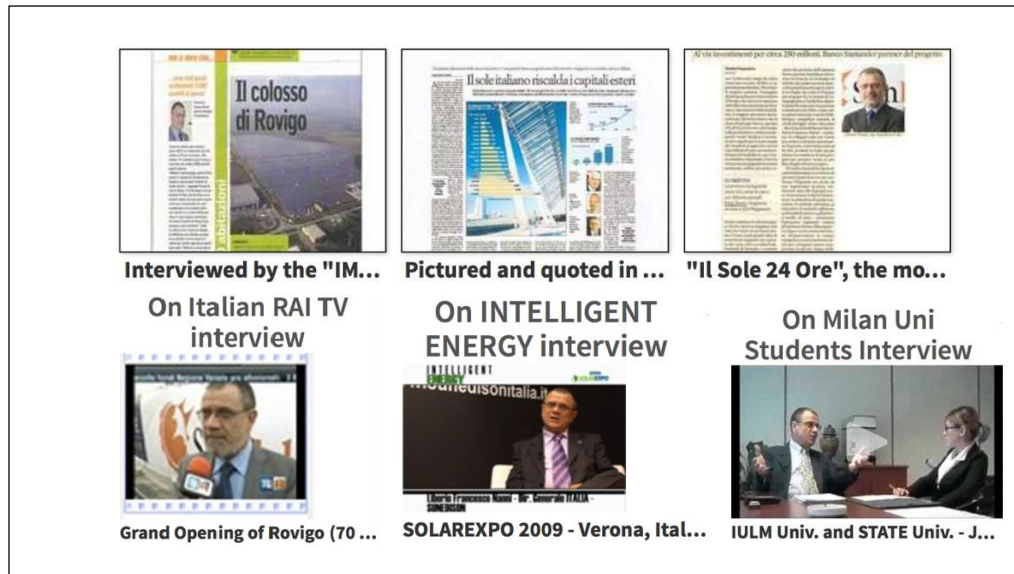


Interviewed at 3rd MED COM ...

- Taught as a lecturer at the course "Master in Energy and Environmental Management", at the Business School of Il Sole24 Ore, Milan and Rome, Italy, 2012-2014
- Former member of EFCO - European Regulatory Affairs Committee of Brussels, advisory/regulatory body for EU legislators on environmental issues related to recycling/reuse of packaging, 2005-2006.
- Attended the Course "DIGITAL ENERGY MANAGEMENT" at Sea-Side of Bologna, Italy.
- Main lecturer at the Master MBA Business Administration Course – Bocconi University, Milan, 2010



Interviewed several times by major newspapers and television stations:



Declaration

With the following subscription I express my consent to the processing of my personal data in compliance with current legal regulations.

In Faith

