

ALESSANDRA PASINI

Place of birth:

Padova

Date of birth:

September 19, 1973

LinkedIn: <https://www.linkedin.com/in/alessandra-pasini-01b0056/>

PROFESSIONAL EXPERIENCE: 25 YEARS

SNAM S.P.A.

November 2016 – November 2019

Chief Financial Officer

November 2019 to date

CFO and Chief International and Business Development Officer

February 2022 to date

CEO of Stogit (Snam's Storage Business)

Snam is the leading European natural gas infrastructure operator, with over Eur22bn RAB and an EV of Eur 32bn, controlled by Cassa Depositi e Prestiti (CDP).

CFO with responsibility around Administration and Tax, Planning and Control (including Strategic Planning), Finance, M&A. Managing a group of more than 200 people in part working at Snam corporate and, in part, through a matrix organization, at each of Snam's Business Units (Italian Transportation & Storage, Sustainable Mobility, Hydrogen, Biomethane and Energy Efficiency and International Assets). Actively involved in investors meetings. Since April 2021 in charge of coordinating a new initiative aimed at repositioning Snam gas underground storage activities in an international energy storage platform.

Participates to board meetings in relation to budget, forecasts and multi years plans, M&A / businesses developments or international initiatives.

Since November 2019 in charge also of managing Snam International Assets (worth > Eur 4bn) in Austria, France, UK/Belgium, Greece, Egypt, Tunisia and UAE and of Snam Global Solutions, Snam unit selling technical Services, O&M and EPCM capabilities mostly around gas infrastructure. Also in charge of Snam international offices in China, India, US, Saudi Arabia and the UK, as well as the region heads for Israel and North Africa. As Chief International and Business Development Officer manages a team comprised of approximately 60 people (excluding that of the participated investments).

In 2020 led the acquisition by Snam of a c.37% stake in De Nora, Italian leading cleantech technology provider, and world lead alkaline electrode and electrolyzer producer also shareholder of the Thyssenkrupp JV and is today in charge of managing this investment. The EV implied in the acquisition was Eur1.2bn. Member of the Board of De Nora and also member of De Nora Strategic Committee alongside Snam CEO. Since March 2021 Non Executive Director in Fineco Group, leading online brokerage and asset management platform with a market cap of c. Eur10bn.

Since February 2022, she is also CEO of Stogit (100% owned by Snam), the European Union's largest natural gas storage company.

Achievements since arrival in Snam: 1) > Eur9 bn of diversified capital market funding and 5 liability management exercises, with a cost of debt cut from 2.4% to 0.8% in 2021; 2) acquisition of Gas Connect Austria, Infrastrutture Trasporto Gas, a stake in ALNG, a stake in OLT, a control stake in Desfa (Greece), a minority stake in ADNOC pipelines (EAU), a 25% stake in EMG (Egypt), 37% stake in De Nora, announced co-control position in Eni TTPC/TMPC pipelines; 3) managed c.10 acquisitions to promote energy transition platforms in terms of competences and greenfield projects to be developed; 4) c. 950mln of share buy back; 5) cost efficiency plan launched in 2016 for Eur75mln cost reduction by end of 2022; 6) introduction of robotization in back office activities; 7) positioning Snam as a leader in sustainable finance (4 transition bonds and 1 Sustainability-Linked bond launched).

BARCLAYS

July 2015 to October 2016

Head of Banking Italy - Milan

In charge of all strategic business decisions for the franchise, in terms of clients to cover or exit, transactions to pursue and participate. Products range offering to Italian clients comprised Mergers & Acquisition, Equity and Debt Capital Markets, as well as loans products. As Head of Banking, also coordinated delivery of corporate banking products (deposits, trade/financial

guarantees) to clients. Reporting directly to the Co-Head of EMEA Investment Banking. Member of the EMEA Diversity Committee and as part of it co-lead the EMEA mentoring program and participates to periodic Group Heads discussions. Member of the Aspen Institute Italia.

July 2013 to July 2015

Deputy Head of Banking - Milan

Deputy Head of the Italian Banking team with coverage responsibilities for Eni Group (Eni, Saipem), Snam, Terna, Telecom Italia, Mediaset, Fininvest, De Agostini Group, Cir Group, Ministero dell'Economia e delle Finanze and CDP, F2i, Poste, Ferrovie, Enav, STM, Techint, CNHIndustrial, ERG, API, Edison, Hera, A2A, Acea, Barilla, Ferrero, Perfetti, Luxottica, Campari, Lavazza, Luxottica, Tod's, Amplifon, Maire. Lead discussion with infrastructure funds in relation to Italian opportunities.

CITI

July 1997- May 2013

Managing Director - Global Banking - Milan and London

Worked in 1997-98 in investment banking, 1998-99 in the credit department and in the corporate banking teams and was also Chief of Staff of the Italian Country Manager. Worked in investment banking since 1999, based in Milan and London, leading client coverage mostly energy and infrastructure clients and working mostly on cross border transactions involving Italian clients. Lead sector effort around energy and utilities, telecom and infrastructure clients, public sector and branded food. Has been staffer of the team for several years and in charge of the Italian recruiting team for the period 2009-2013.

KRAFT JACOBS SUCHARDS (PHILIP MORRIS)

March 1997 – May 1997

Cheese Division - Milan

Financial Control Department

Dec. 1996 – March 1997 Citibank Internship in the credit department -

Milan

EDUCATION/TRAINING:

October 2000 – December 2000 Schroder Salomon Smith Barney Associate Program, Barcelona

September 1997 - February 1998 CITICORP Associate Development Program, London

September 1992 - February 1997 Università Commerciale L. Bocconi, Milan, Graduate in BA, 110/110 magna cum laude

September 1995 - December 1995 Erasmus Universiteit Rotterdam, Exchange Program – R. School of Management

September 1987 - July 1992 Scientific Liceum G.B. Grassi, Saronno, High School Diploma. Final Grade 60/60

LANGUAGES SKILLS:

Languages: Italian – mother tongue; English – fluent

PERSONAL INTERESTS:

Enjoy golf, travelling, skiing, tennis, photography, book reading and art expositions

EXTRA CURRICULAR ACTIVITIES:

Italian golf federation member since 2008. Hcp 10. Participate to amateur golf tournaments. Italian Tennis Federation member 1984-1997, Italian Squash Federation member 1992-1997; used to participate to competitions in tennis/squash