

# CURRICULUM VITAE

## PERSONAL DETAIL

Name and surname  
Date and place of birth

*Viviana Vitto*  
*Italy, 25/09/1970*



## WORKING EXPERIENCE

Current position

### **Enel Global Infrastructure & Networks**

#### **Head of Market Strategy and Regulatory Analysis** (*since July 2018*)

- ✓ Strategic assessment global Infrastructure Network
- ✓ Risk/Opportunity assessment and positioning for regulatory at stake in the business plan
- ✓ Coordinating positioning for sector association at regional scale
- ✓ Markets and competitors analysis

Previous positions

Business Line: E- Solution .- E-city

Position: **UBB Project Manager** (*January 2017- June 2018*)

Description:

- ✓ assessment of UBB market and potential business opportunities outside of Italy in particular in Latam, Spain and Romania
- ✓ UBB FTTH wholesale model business plans
- ✓ Strategic partners selections and joint development model
- ✓ M&A: due diligence and NBO/BO for several targets (e.g. Ufinet)

Business Line: Global Generation – Business Development

Position: **Head of Power Generation Market** (*Dec 2014 - Dec 2016*) (*international team of 5 people*)

Description:

- ✓ preliminary market analyses including regulatory framework, risk/opportunities assessments and competitiveness of power generation technologies, identifying main competitors and stakeholders;
- ✓ definition of medium-long term countries conventional and nuclear generation fleet scenario;
- ✓ assessment for generation growth and elaboration of preliminary market models in new Countries to address capacity evolution and marginal cost analysis.

Business Line: Carbon Strategy

Position: **Head of Portfolio Management and Market Analysis** (*May 2011- Dec 2014*) (*international team of 20 people*)

Description:

- ✓ Evaluation of carbon markets evolution also with reference to regulatory aspects and CO2 prices scenarios;
- ✓ Optimization and renegotiation of CO2 contracts portfolio also to reduce compliance cost;
- ✓ Management of carbon credits projects contracts (sale and purchase);
- ✓ Carbon funds management (World Bank);
- ✓ Voluntary Carbon Market (accounting and offsetting);
- ✓ Endesa Carbono SL y Endesa Carbono USA LLC (origination branch) elderly liquidation.

Division: Regulation, Environment and Carbon Strategy - Enel Holding

Unit: Renewable Regulation and Energy Efficiency (*international team of 8 people*)

Position: **Responsible for Renewable Regulation** (June 2010 - May 2011)

Description:

- ✓ Evaluation, definition and defence of Group regulatory position on renewable issues;
- ✓ Coordination of Group relationship towards main stakeholder in charge of regulation in the countries;
- ✓ Elaboration of business plan regulatory renewable assumptions;
- ✓ Value at stake evaluation of existing and expected regulatory frame.

Division: Regulation, Environment and Carbon Strategy - Enel Holding

Unit: International Regulation

Position: **Responsible for regulation Europe and Russia** (2008 - June 2010) and **Reference person for regulatory and institutional affairs in South East Europe** (June 2005 - 2008) (*international team of 7people*)

Description:

- ✓ Evaluation, definition and defence of Group regulatory position;
- ✓ Coordination of Group relationship towards main stakeholder in charge of regulation in the countries;
- ✓ Value at stake evaluation of existing and expected regulatory frame.
- ✓ Elaboration of business plan regulatory assumptions;
- ✓ Elaboration of regulatory assumptions for Business development and M&A initiatives :

Among which :

- Bid for electric Distribution (Banat, Dobrogea Muntenia, Romania 2005-2006)
- Bid for Gas Distribution (Distrigaz Sud and North) Romania 2005-2006
- Bid for Albanian and Macedonian distribution, South East Europe 2005-2006

Division: International Division- Business Development (Enel Holding; Enel Produzione; Enelpower)

Position: **Business Development Manager** (Nov 1998 - June2005)

Description:

*Due diligence process coordination, bid documents, business plan assumption for the offer preparation, contract package negotiation with the local regulator and institutional stakeholder (such as World Bank) involved in the projects.*

*Several initiatives (business development and M&A ) in Power generation, transmission and distribution (gas and electricity) projects among which:*

- ✓ Unsolicited coal power plant (Sepetiba) Brazil 1998- 2000
- ✓ Bid on Transmission grids (Tucurui-Villa do Conde ) Brazil 1998-2000
- ✓ KESH management assistance contract (World Bank, EBRD), Albania (1999 - 2000). Key topics: plan for monitoring and reduction of commercial and non commercial losses; distribution asset book
- ✓ Energy complex business development - Romania 2004-2005;
- ✓ Large Hydro power projects Romania 2001-2005;
- ✓ Power projects Bulgaria, Poland , Russia and France 2002-2005

## Previous job experience

Company: Binda Spa, Crusinallo- Omegna (VB) Italia ( 1996 - 1998)

*Release paper used for applications in fashion, automotive and pharmaceutical industry. PU and PVC materials (synthetic leather).*

Position: **Export Area Manager**

*Description: Budget preparation, sales plan, salesmen co -ordination (9 agents), products development.*

*Area of responsibility: USA, Canada, Mexico, and Europe*

Company Fapack - SNIA SpA , Pisticci Scalo (MT) Italy (1995 - 1996)

production plant of bi -oriented polyester and nylon cast for food packaging application.

Position : **Production Manager**

*65 employees.*

*Target achieved for: production increase, quality certification ISO 9002*

*Safety risk analysis (Law 626)*

## EDUCATION

Date 1994

University "Federico II" University (Naples)/ University College of London (London, UK )

**Chemical Engineering** degree

**Qualification** to practise as an engineer "Federico II" University (Naples)

Title of qualification awarded  
Main Courses post degree

- *Luiss (Rome, Italy) - Business & Leadership January 2010*
- *Insead (Fontainebleau, France)- Learning to Lead programme October 2008*
- *McKinsey -Strategic competence in energy sector - 2004*
- *Petroleum Economist School (London, UK)Project Finance -May 2000*
- *mcc (Medio Credito Centrale) Italy - Project finance and Export Credit -July 1999*
- *ISVOR- FIAT Italy Master in business administration Company Organisation and Economics, Human Resources, Quality and Marketing, Communication - 1995;*
- *CNR (Research National Center) Italy- Master in packaging technology - 1994*

## LANGUAGES

Mother Tongue(s)

Other Languages

*Italian*

*English advanced*

*Spanish advanced*

*Portuguese basic*

*France pre - intermediate*