

Francesca Gostinelli

📍 Rome, Italy (born and raised in Florence)



SUMMARY

Francesca is a passionate manager who dedicated more than 20 years of professional experience to **#energy** and **#environment**, covering roles ranging from regulation and energy policy, to business development, to strategy, within business lines and Holding structures. During her career, she coordinated global teams with high degree of **#diversity**. She enjoys motivating teams to deliver results, engaging in innovative approaches, making things happen, addressing customers' needs, having fun while working. She is **#open** to change, curious to improve and willing to create growth opportunities for the Companies she works for and career development paths for the **#people** she works with. Francesca feels intimately the purpose of the Enel Group *Open Power for a brighter future: we empower sustainable progress* in everything she carries out. Francesca is married and proud mother of two boys.

WORK EXPERIENCE

Sep 2019-today

Jun 2016-Sep 2019

NELspa, ENEL spa, Rome, Italy

Global Head of Group Strategy, Economics and Scenario Planning, AFC

Global Head of Group Strategy, AFC Holding

Runs and leads the Strategic Dialogue for the Group on main strategic topics for the growth and development of the Company over a 10-years horizon. Runs the Strategic Plan and individuates the macro financial targets for each Business Line and Country. Define the strategic guidelines for the Group at global level, business development targets, capital allocation, extraordinary transactions, equity story. Define quantitative scenarios on macroeconomic-energy trends and climate variables, on short (forecast), medium (industrial) and long term (up to 2030 and beyond) in order to assess the positioning of Enel regarding macro trends, technologies evolution, policies alternatives, sustainability goals. Identifies and defines Climate Change related risks and opportunities. Performs competitive benchmarking among utilities and among other sectors. Defines strategic fit and positioning on relevant topics for the Group. See Enel Group Strategy updates at www.enel.com/investors/strategy.

Nov 2014 – May 2016

ENEL spa, Rome, Italy

Global Head of Business Development, Generation Division

Business development at global level, investments greenfield, brownfield and M&A for thermal and hydro power generation. CAPEX to invest up to 2 bln€ within Business Plan horizon. Investments: gas power and mini-hydro plants in Peru, bid for M&A hydro plant Brasil, hydro refurbishments in Italy. Pipeline clean-up was a big milestone achieved.

Jan 2014- Nov 2014

ENEL spa, Rome, Italy

Head of Business and Operations Improvement, International Division

Improvement activities for energy management, investments preparation and execution, retail activities, O&M in generation plants and power distribution grids.

Jan 2011-Dec 2013

ENEL spa, Rome, Italy

Head of Business Development, International Division

Projects included greenfield development and M&A of power plants, retail business, distribution grids. Countries: Russia, Slovakia, Romania, Balkans, France, Turkey.

Sept 2007-Dec 2010
ENEL, Rome, Italy

Head of International Regulation, Holding

Creation of “regulation” professional family within the Group, being in charge of coordinating all Regulation Units in Countries outside of Italy, providing benchmarks for best-suited policies and regulation measures and defining the best Group positioning in each Country.

Jul 2002 – Aug 2007
ENDESA ITALIA, Rome, Italy

Head of Regulation Affairs for Italy
& Head of CO2 and Sustainability (since 2004)

Member of Confindustria Energy Commission, Member of Advisory Council of Florence School for Regulation, Member of the World Bank Italian Carbon Fund Participants Committee.

Mar 1998-Jun 2002
ENEL Produzione Spa, Rome
Energy/Env Agency, Perugia

Energy Management expert and Trader

Responsible for the Technical Office (EC SAVE Programme)

ENI, Scuola Superiore
Enrico Mattei, Milan
WIP Munich, Munich-Germany

Staff member and researcher on CO2 emissions projections

Assistant to the Head for International Projects on Renewable Energy

BOARD OF DIRECTORS

Ms Gostinelli has taken part as Director of many Boards within Enel Group, part of which listed in different markets. Among these: **Endesa Americas** (Jan-Apr 2016) and **Endesa Chile** (Apr 2015-Apr 2016) listed in Chile and US, **Enel Green Power spa** (2013-2015) listed in Italy, other companies (Enel Trade spa, Enel Ingegneria e Ricerca spa, Enel France, Marcinelle Energie...).

EDUCATION AND TRAINING

Valore D

2019: C-Level School

Harvard Business School

2014: Innovation Programme for Enel Top Management
2009: Leadership for Energy: Executive Programme

Insead Business School

2006: Coaching for Leadership, intensive Programme for Executives
2004: Young Managers Programme (YMP), intensive Management Program

Scuola Superiore Enrico Mattei

1998-1999: **Master Degree (MSc) in Management and Economics of Energy and Environment**

Università di Firenze
University College London
New York University

1997: **MSc + bachelor Degree equivalent in Environmental Engineering.** Grade: 110/110 summa cum laude.
[Final Thesis got Mention “L’Universo Award” 1999 by Italian Military Geographical Institute]

LANGUAGES

Mother tongue(s)

Italian

Other language(s)

ENGLISH	C2 level. April 1997: TOEFL passed.
SPANISH	C1 level. 2006: Diploma DELE Spanish as foreign language: nivel superior
GERMAN	A2 level
FRENCH	A2 level

NETWORKING

Alumna of **German Marshall Fund**, through which she actively participates in nurturing the transatlantic network between Europe and the US through events and meetings.

Alumna of **INSEAD**: she is participating the Board of Insead Italian Alumni Association (IAA Italy), for some years she co-coordinated the IAA Energy Club, which aims at stimulating the debate in Italy and abroad through INSEAD networks on energy issues and energy challenges, participated the INSEAD Sustainability Round Tables.

Member of the **International Alumni Association of the Scuola Mattei (IAASM)** still taking part in School activities (teaching module in International Regulation in May 2009).

ADDITIONAL INFORMATION

Honours and awards

- Aug 2009 GMF, selected as Italian participant to 2010 *Marshall Memorial Fellowship*
- Oct 1999 ENEA, Rome, IT: eligible for Environmental Engineer Post at ENEA, Italy
- Feb 1999 United Nations, National Competitive Examination (NCE_OHRM): eligible for permanent Professional Posts (P2 level in 1999) after successfully passing written and oral examination (letter from UN)
- Nov 1996 Scholarship from University of Florence to spend 6 months at New York University, USA

Publications

- 2007 F. Gostinelli, P. Bombarda, D. Agosto: "Analysis of registered CDM projects: potential removal of evidenced bottlenecks" paper published and presented at World Energy Congress, November 2007
- 2007 Quotidiano Energia "Emission Trading: hard path towards target for Italy", 28th November 2007
- 2001 E. Di Giulio, F. Gostinelli: "Some Exercises on the development of renewable sources in Europe", magazine ENERGIA, n. 04/2000
- 2000 E. Di Giulio, F. Gostinelli: "Sustainable Frontiers in the European electricity sector: renewable energy sources in the Kyoto framework", UIE 1-4 Nov2000, Lisbon, Portugal
"Expectations towards reality: how renewable sources can help Europe to meet its Kyoto target", E. Di Giulio, F. Gostinelli, presented at Stanford Energy Modelling, USA
- 1998 "Removing Barriers between Financial Institutions and the PhotoVoltaics Market: Lessons from India", paper for the 2nd World Conference on Solar Energy Conversion, Wien, Austria
- 1991 critical review on the book "Il Grifone" by A. Conde. This review has been awarded