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Members for Members

Italcam meets ENI Deutschland and TAL Group | Web Talk, October 14th at 6.00 pm

The on-going Energy Transition: a big challenge for companies, a great opportunity for everyone

AGENDA

- **h. 18.00 | Alessandro MARINO:** *Welcome address*
- **h. 18.10 | Alessio LILLI:**
 - Consequences of the transition from fossil to green energy for the leading company distributing oil from Italy to Germany. The way we can react to a prospect of reduced oil consumption
 - A TAL best practice: the Austrian power plant converting oil flow energy into electricity.
 - A possible alternative future for a pipeline created to transport oil.
- **h.18.30 | Emmanuel ROBERT and Max Albrecht SCHINDLER:**
 - The current decarbonisation process at Eni, as an issue to be addressed in both the OIL and RETAIL areas.
 - OIL area: how are the refineries changing to meet the new sustainability parameters? Eni's best practice of the bio refineries in Venice and Gela
 - RETAIL area: how petrol stations are changing in Europe (especially in Germany): e-mobility, LNG and hydrogen
- **h.18.50 | Shared conclusions and realistic predictions for the next decade**
 - Q&A and End of the Web Talk



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Speakers presentation:



Emmanuel Robert
Head of Retail of Eni Deutschland

I was born 54 ago in years ago in France near the German border and I am married and father of four children. For the past 30 years I have been part of the Eni Group and have held various functions in various foreign subsidiaries - including Agip Spain, Eni France and Eni Iberia.

I began my career in the wholesale division of the French company DYNEFF in Spain, which was acquired by Agip in 1995. At that time, I was able to gain my first experience in the non-oil business of the service station sector and industry. This experience stood me in good stead when it came to setting up a competent team in Spain and helped me growing successfully the non-oil activities of the Spanish subsidiary.

After seven years in the non-oil business, I had the opportunity from 2004 to gain experience as a human resources and ICT manager, first at Agip Spain until its sale to GALP Energia in 2008, and later until 2016 at Eni France.

Customer orientation, commitment, teamwork and know-how were the values that were in my focus during this time, which was primarily about the digitalization of work processes.

In 2016, I finally took over the position of Head of Retail at Eni France. Together with Stefano Quartullo, I was able to reposition the company as a premium network.

In the summer of 2019, I took on the mission to reconnect Eni Iberia to the Eni network, and we reached to operate newly 9 Motorway Service Station won in a tender.

It was a pleasant surprise when I was offered the management of Eni Deutschland's retail network, which I consider in many respects to be one of the best in Europe. I take over the position in March 2021.

In 2021, I had also the opportunity from Eni to start a first experience as a Mentor. It's another way to contribute to spread our values in the group to prepare the young generation to go on with Eni transformation as a Big Energy Company.



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Max-Albrecht Schindler

Head of Supply, Logistics and Wholesale (SLW) of Eni Deutschland

Max – Albrecht Schindler, born 26.11.1968 in Munich, married, two adult children
Study of Business Administration at the University of Munich, finished with the Master Degree

First business experience was done during my studies in several big companies e.g. Allianz AG, W.L. Gore & Associates Inc. (Gore Tex), etc.

The first August 1996 was my first day in Eni, at that time named Agip AG , I started my career as trainee in the Retail section.

After 18 years in the Retail Business, my last position was Head of Sales and responsible for the operation of all Agip Service – Stations in Germany, I switched 2015 to the Wholesale and Cards Business, where I took over the position Head of Wholesale and Fuel Cards Business.

In April 2020, in the course of the internal restructuring of the company, the responsibility for the Unit Supply, Logistic and Wholesale was entrusted to me.

Besides the management of the needed fuel volumes and the transport of them, the handling of the Bio components for the refinery production is one of my core issues as Head of the Supply, Logistic and Wholesale Business Unit. Our department has a big influence on the future of the company. We have to fulfill many new and demanding restrictions coming out of the European RED II directive.



Alessio Lilli
General Manager TAL Group

Born in Rome, took there the Bachelor Degree in Economic & Business and, a few years later, got the Diploma in Intercultural Management from the Cambridge University (UK). Started at Agip Petroli SpA in Rome as Assistant to the Africa and America Coordinator and after some years moved to Kenya.

Returned to Rome as Assistant to the Europe Coordinator, in 2000 appointed as Chief Operating Officer of AGIP Slovenia d.o.o. and remained there for two years before moving to AGIP DEUTSCHLAND GmbH in Munich first as the Director Wholesale for Central Eastern Europe and then Director of Supply, Refining, Logistic and Wholesale.

In 2004 took over the position of Managing Director of AGIP Slovenija d.o.o., and then in AGIP AUSTRIA GmbH.

In 2009 nominated Manager of Eni Retail Network abroad, later in 2010 assumed the position of Managing Director Eni Hungaria until 2015.

Since 2016 covering the position of TAL General Manager.

Besides the long career ENI, one of the world major oil companies, further professional experience work: AgipPetroli representative within Commercial Committee of Ceska Rafinerska Company (Prague, CZ Rep.), Board member of FSH GmbH (Austria), Board of Directors and Supervisory Board member of ENI Hungaria, Advisory Board member of ENI Romania and, last but not least, Chairman of Consorzio Energia Confindustria (Trieste, Italy).