

**PERSONAL INFORMATION**

<b>Surname</b>	<b>RANIERI</b>	<b>Name</b>	<b>GIOVANNI</b>
<b>Nationality</b>	Italian	<b>Date of Birth</b>	22/04/1963
<b>Position</b>	Chief Executive Officer	<b>Update</b>	2024

**EDUCATION, QUALIFICATION & TRAINING**

- Education & Qualifications:**
- ✓ 1991, Master Degree cum laude in Marine Sciences Underwater Acoustics & Marine Geophysics Major Published Dissertation in Marine Geophysics "Research and application of Marine Geophysical methods to the experimental detection of the middle-deep structure of the Area Flegrea, with the use of Water- Gun sources"
- Training & Courses:**
- ✓ 1988, Masterclass in Geophysical Tomography 2013, Win project "Underwater Acoustics, Geophysics"
  - ✓ 1988, Summer School of Theoretical Physics: Geophysical Tomography session, Scientific and Technical University of Grenoble, Les Houces, France

**CAREER**

- Career Overview:**
- In my career of 30 years in the Oil & Gas Industry I've experienced this business in almost any aspect.
- I've been involved since the early days in a large number of projects ranging from Scientific Applied Research to Offshore Construction, IMR, Trenching, ROV, Diving, Archaeology, Environmental survey both in shallow and deep waters.
- I've covered almost any role & position in a Survey & Marine contracting company experiencing the technical, operational & commercial point of view, this resulting into a clear idea of the inputs, processes, constrain & limiting factors governing the company life & growth.
- I've lead GeoLab as Managing Director, co-founder and shareholder, for over 18 years in the international offshore global market, establishing excellent relationship with the main contractor (ENI, Saipem, Allseas, Prysmian) for geophysical survey and construction support activities especially in Med, Middle-East and West Africa.
- Recent experiences in liaising with Venture Capitalists, Consultants & Legal firms have also enlarged the prospective to financial drivers & enablers which have so heavily impacted the Industry, in most instances marking the difference between successful and fading venture
- Areas/Countries worked in and experienced with:** Mediterranean Sea (Italy, Spain, Morocco, Tunisia), Irish Sea (UK), Baltic Sea (Russia, Finland, Sweden, Germany), Persian Gulf (UAE, Qatar, Iran), West Africa (Congo, Angola, Ghana, Nigeria)

**Companies worked for:****Offshore Survey Companies/Owners**

Next Geosolutions Europe SpA, UTEC Survey Mediterranean S.r.l., GeoLab S.r.l.

**Clients / End Clients subcontracted with****Offshore Companies**

Cal Dive International Inc., Dulam International Ltd, ENI, Greenstream BV, Hydro Dive, Prysmian Powerlink Srl, Saipem Energy Services, Saipem UK (now Saipem Ltd), Saipem SA, Saipem S.p.A, Micoperi, SBM,CNS,Rana,Cortez

**February 2015 – To Date****Next Geosolutions Europe SpA  
Chief Executive Officer**

My primary role is to develop high quality business strategies and plans ensuring their alignment with short-term and long-term objectives. To lead and motivate subordinates to advance employee engagement developing a high performing managerial team. To oversee all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy and mission. To make high-quality investing decisions to advance the business and increase profits. To enforce adherence to legal guidelines and in-house policies to maintain the company's legality and business ethics. To review financial and non-financial reports to devise solutions or improvements. To build trust relations with key partners and stakeholders and act as a point of contact for important shareholders. To analyze problematic situations and occurrences and provide solutions to ensure company survival and growth. To maintain a deep knowledge of the markets and industry of the company

**December 2011 - January 2015****UTEC Survey Inc.  
Global Business Development Director**

In this role I have established a lot of sales and marketing relationships, sustaining the sales team across the globe. I have in fact developed and implemented global business plan and strategies, provided prospects for potential clients by growing, maintaining, and leveraging existing networks, Identified potential clients and the decision makers within the client organization, worked with technical staff and other internal colleagues to meet customer needs; arranged and participated in internal and external client debriefs, attended industry functions, such as association events and conferences and provided feedback and information on market and creative trends, delivered presentations for potential clients. I have also presented to and consulted with senior level management on business trends with a view to developing new services, products and distribution channels, also using my knowledge and experience of the market and competitors, and having identified and developed the company's selling propositions and differentiators.

**1993– May 2011**
**GeoLab S.r.l. (GeoLab)**
**Managing Director – GeoLab Srl co-founder and shareholder**

Business Development & Planning, Strategic Planning, P&L results, Financial & Administration, Marketing & Business Development Management

The responsibilities ranged from PR with Clients/Partners/Stakeholders, Business Plan Definition & Preparation, negotiation with potential Investors, Internal Processes Organisation, Marketing, Exhibition Preparation, Events.

Sales Management

Responsible for the preparation, verification & review of all tenders on a Regional Basis (Europe, Middle East, West Africa). The responsibilities included:

- Review of both technical and commercial aspects of the Tender to establish a full understanding of the scope of work
- Liaising with other departments (including Operations, Finance and QHSE) as well as Branch Offices and 3rd party subcontractors Offices and 3rd party subcontractors as required
- Liaising with Clients, as required
- Preparation of all necessary CTR's
- Preparation of proposal document including supporting documentation and pricing schedule, as well as technical and commercial qualifications
- Preparation or evaluation of method statements, project schedules and proposed deck layouts as required.
- Attending clarification meetings with Clients
- Handover of Tender to Operations on contract award
- Also responsible for providing survey related input in-line with client specifications for submission of all proposal

**LANGUAGES**

**Spoken:** Italian (mother tongue), English (Excellent)

**Written/Read** Italian (mother tongue), English (Excellent)

**SKILLS & COMPETENCES**

**Social Skills and Competences:** The large and intense commercial & business development activity carried out over the past 18 years have necessarily required leadership, promptness, responsiveness, HR management capability and a distinct PR inclination. The main duty of liaising with top management, shareholders, stakeholders and representatives of the largest companies & firms have definitively required the capacity of developing social relations & connections beyond pure business-related attitude. Furthermore the professional life has required the likely inclination of dealing with different cultures & mindsets. This was reinforced

by long & repeated periods of stay abroad, ranging from few months up to several years (i.e.: UK, US, UAE, West Africa, etc...).

**Organisational Competences:****Skills and**

The main skills achieved and developed over the last decade are related to the challenges of working for a Group of Companies, in continuous expansion, with several areas of business mainly related to the Marine & Survey segment of the Offshore Market.

The recent skills are primarily focused in defining Commercial & Sales strategies and targets, on both mid & long terms, for the entire Group.

Since 2005 the occupied position has been a necessary interface to a number of internal & external requirements and processes which materialized in a large amount of contacts, negotiations with primary clients (Brokers, Shipowners, Oil Companies & Operators, EPIC Contractors), contracting & chartering activities, start-up of foreign offices, sales and internal organisation duties on a global basis. In addition to the above a specific in-depth knowledge of the International Requirements, Regulations, dynamic & constraints of the International Shipping Sector has been achieved with a clear focus to historical & emerging markets such as North & Med Sea, South America, West Africa, Middle & Far East.

**Technical skills and competences**

The technical skills range from initial Marine Survey, Geophysics & Environmental knowledge, developed during university studies, to extensive knowledge of the offshore engineering & shipping sectors applied to Mining, Survey, Construction Support & Installation activities in the Oil & Gas, Telecom & Power, Renewable Industries.

Amongst others I've achieved a solid experience with ISO:9001 & 14000 and OHSAS 18001 standards, ESP accounting principles and Time/Voyage/Salvage Charter contracts.

Furthermore I've cumulated up to 6x years experience in contracting under Italian, UK and International Laws together with Arbitrations and Dispute/Litigation resolutions.

**Computer skills and competences**

Original experience as Computer Developer which has been left aside during career. Expert user, and in some instances developer, of all commonly used Software Packages in Microsoft, Apple and Sun environments (MSOffice, MS Project, Acrobat Professional).

**Driving License**

EU & International Driving Licenses