

## CURRICULUM VITAE

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<b>Place and date of birth</b>	<b>Rome, 7 January 1961</b>
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## PROFESSIONAL SYNTHESIS

Consolidated experience in the Management of corporate structures of Administration, Finance, Control and Operations gained in companies belonging to Italian groups (including "public control") and multinational companies (Anglo-Saxon parent company) operating in the Industry sectors, Finance, Insurance, Services and Construction.

Objectives achieved on issues related to the implementation of management control processes and related IT systems ERP, the application of international accounting standards (IAS/IFRS, U.S. GAAP and U.K. GAAP) and the management of business start-ups (parent company U.K. & U.S.), financial planning and treasury management. Re-engineering business operating processes especially in the AFC Area. Results obtained in relation to the reduction of business costs (management of purchases and financial expenses) and in the field of reorganization of administrative business units, related processes and procedures. Preparation of financial plans in relation to internationalization processes. Negotiation with banks of the financial plan and debt restructuring.

Continuous support to the Business Summit in the strategic - directional activities.

Valorization of the assigned resources with valid contribution to the growth of the team in terms of training, participation and cohesion.

## TITLES

University "La Sapienza" Rome- Degree in Economics and Commerce with Economic-Business Address with vote 110/110 (March 1987).

Member of the Order of Chartered Accountants of ROME (February 1990). Member of the Register of Auditors (April 1995).

## PROFESSIONAL ACTIVITIES

### 2018 – Actual

**Consultant (Chartered Accountant)** in the administrative, corporate and tax fields to companies, also multinational, operating in different sectors of activity (Airport Services, construction, engineering, industry, health services, trade, etc.). Responsible for projects related to the Administration, Finance and Control Area such as: Fractional/Temporary management (Administrative responsibility of companies and/or groups of companies); Facilitated export support finance, Advice for debt financing.

Export Finance - Internationalization financial projects: Establishment of companies abroad, Subsidized financing for export programs (opening foreign offices, TEM, etc.).

Drafting Industrial Plans (managerial, financial, economic and patrimonial) for business assessments, for access to credit and for valuations of companies or business branches; re-engineering operating processes especially in the AFC Area.

Implementation of ERP management systems; implementation of Budgeting and Reporting systems; Evaluations on reorganizations of the Administration, Finance and Control Function and related processes; drafting and rationalization of business procedures integrated with accounting systems/ management.

Training on subjects related to AFC, management control and Corporate Finance.

### 2003 – 2018

**Director of Finance and Control Administration - CFO - Operations (CREDITO Manager) - SIMEST s.p.A** (Rome) company operating in the financial intermediation sector (approximately 55 million euros in turnover and about 160 employees) - Cassa Depositi e Prestiti Group - SACE. The primary activities of SIMEST are subdivided into investments in equity, loans and interest subsidies.

I reported to the Chief Executive Officer / General Manager and I depended on the heads of department - Resp. Accounting and Budget, Resp. Administration Facilities and Resp. Middle Office and 5 officials. In addition, I indirectly coordinated about 20 administrative officials. I coordinated the following activities in this role:

- management of the accounting activities, drawing up the financial statements, drawing up the infra-annual financial statements; reporting on the facilitative activities according to "public accounting" criteria. Revision of administrative and accounting procedures. Transition to IAS/IFRS international accounting standards in the preparation of the 2015 Annual Report;
- management of the half-yearly reporting package and of the intraannual accounting and management reporting to the CDP parent company with application of IAS/IFRS accounting principles.
- management of the active and passive cycle; verification of the business process of supply of goods and services; control of expenditure commitments and consistency with the company budget;
- treasury management and financial planning, relationship with credit and financial institutions; prosecutor for financial activities; Rationalisation of the use of credit facilities in relation to greater consistency between sources and uses and to market conditions;
- management of civil and tax obligations and related activities, acts and declarations;
- preparation of the Industrial Plan and the Corporate Budget; preparation of the annual and infra-annual management reporting both economic/ patrimonial and managerial. Realized structured process of management control also through the implementation of an ERP IT management system;
- management of financial administrative activities related to soft loans (disbursements and repayment plans) and interventions for interest subsidies (disbursements and repayments);
- administrative management of holdings (portfolio of approximately 240 holdings) in the acquisition, management and way-out phases;
- relations with the Independent Auditors, the corporate bodies, the Court of Auditors and the Revenue Agency;
- Special Prosecutor: Corporate representation on administrative matters

### **2001 – 2003**

**Director of Administration, Finance and Control EUROPACK s.p.A (Industry Manager)** (Latina) company operating in the production of finished aluminium products (50 million euros in turnover and about 110 employees) - Comital Cofresco Group - SAIAG. I reported to the Chief Executive Officer and depended on me 15 employees (including 3 information systems). Coordination and strategic/ directional direction in agreement with the CEO, the Commercial and Production Director.

In this role I coordinated the following activities: General accounting, preparation of the Financial Statements for the year; quarterly financial statements (including half-yearly financial statements) and financial reports - monthly financial statements; Tax declarations, civil and corporate obligations. Relations with Directors, Statutory Auditors and Shareholders. Business interface with consultants on: tax, work, legal, insurance. Interface with the personnel manager. Treasury Management, Relationship with Credit and Financial Institutions.

Monitoring of the active and passive cycle. Control of the activity related to investments.

Analytical/management accounting through the implementation of appropriate analytical expense items and cost centers. Standard cost monitoring from separate bases. Variance analysis and ad hoc reporting per business line. Monitoring of the bill of materials in accordance with the monthly analyses and the Pricing system through the Full Costing analysis of the products.

Preparation of the monthly report (management accounting application) towards the Parent Company and daily, weekly and monthly internal reporting through the coordination of Information Systems.

Corporate interface of the Group Internal Audit and responsible for relations with external auditors (RE&Y). Responsible for the annual planning, the Multiannual Plan and the quarterly sessions of Forecast.

### **1998 – 2001**

**Finance & Administration Director (Director of Administration, Finance and Control (Industry Executive) - Experian Italy** (Rome), Group of companies operating in the following sectors: Call center, Market research, Consumer information, Facility management of the U.K. Experian group. On behalf of HQ I coordinated the Administration, Finance and Control activities of Burberry Italy (Board of Directors), a company with activities in the production of clothing.

I reported to the President of Italy - South Europe and Latin America and directly depended on me 2 function heads - Controller and Resp. Administrative - plus an Assistant and indirectly about 10 administrative employees. I coordinated in this role the following business activities carried out for six companies:

Management accounting (U.K. GAAP), reclassification according to Italian Accounting Principles, financial statements, consolidated financial statements, tax declarations, civil and fiscal obligations, cash management and banking relations, assets and liabilities cycle in all its phases.

Preparation of monthly Reporting (U.K. GAAP application) to the Parent Company and analysis of deviations. Annual, multi-annual planning and various forecasting sessions. Management control through the production of reports that analyze the variances per cost center, per order and per product.

Implementation of ERP computer system that meets the needs of accounting (IT GAAP), administrative reporting to the parent company (UK GAAP) and management control (for cost center, order, products and related pricing system).

Corporate interface for internal auditing and external auditors (PWC) activities.

#### **1996 – 1998**

**Controller - Head of Administration, Finance and Control GE Capital Servizi Garanzie (Insurance Management Board)** (Milan), Insurance services company of the multinational group U.S. GE Capital. I reported to the Chief Executive Officer, the Board of Directors (U.K. London) and the European Financial Controller and to me 8 employees. I coordinated the following activities in this role:

General and analytical accounting (Plan of EEC accounts and cost centers U.S. frameworks) annual financial statements, interim financial statements, tax declarations, civil and fiscal obligations; Implementation of computer system that meets the needs of accounting (IT GAAP) reporting to the parent company (US GAAP) and management control. Preparation of business planning (Annual Budget and Five-Year Plan), Cash management, customer relations suppliers and banks;

Controller of the Belgian branch of the GE group based in Brussels. In this role I implemented a management control system reporting directly to the European Headquarters (London U.K.).

#### **1990 – 1995**

**Head of Administration Group of Construction, Engineering and other related activities - Parent Company SACIC S.p.A.** Industrial and Civil Construction. I reported to the Board of Directors (Managing Director for administrative activities) and depended on me about 10 employees.

In this role I coordinated the following business activities: Financial statements, general and industrial accounting; Management control and financial management; Civil and fiscal obligations.

Objectives achieved: Rationalization of computerised accounting systems, in particular through a correct approach to the account plan (EEC) and the cost centre plan;

Correct civil and fiscal approach to the financial statements of the group companies and consolidated financial statements.

#### **1987 – 1990**

**Consultant (Business Consultant/ Chartered Accountant)** in the administrative, fiscal and corporate fields, to companies, also multinationals, operating in various sectors of activity (Construction, engineering, industry, health services, commerce, etc.).

President and/or member of Trade Union Colleges in companies with share capital.

### **OTHER INFORMATION**

#### **COURSES:**

Courses organized by the order Dott. Comm.: Statutory and Fiscal Report, Consolidated Group Financial Statements, Financial Statements Analysis, Business Cost Analysis. Specialization course on IAS - IFRS. Managerial courses (internal GE Capital) on: Leadership Training, Green Belt (internal quality systems. Specialization course on accounting standards IAS - IFRS).

Business English course at the Cambridge Institute in Sydney (Australia).

**LANGUAGES:** Ottima conoscenza lingua inglese, scritta e parlata.

**COMPUTER SCIENCE:** Excellent knowledge of the following application programs: Word and Excel for Windows, accounting and integrated management programs (Formula, Oracle, Zucchetti).

**HOBBIES & SPORTS:** Theatre, Reading, Rugby.

I authorize the processing of my personal data pursuant to Legislative Decree 196 of 30 June 2003 and art. 13 GDPR (EU Regulation 2016/679).

Stefano Esposito