

*Safeguarding companies' prosperity
is the business of Metodo.*

WHAT COUNTS ARE THE RIGOROUS ASPECTS OF BUSINESS.

Business is a creative act following rules, a sequence of details, procedures and applications while respecting deadlines.

Harmonizing business with all civil and fiscal regulations on both national and international areas means being able to choose and compete.

The decision to approach strategic, managerial and administrative issues without method significantly increases the probability of failing.

Business life cycle is common to Startups, SME and large companies. Knowing how to launch them and make them grow, guide them in a redevelopment process and export them is Metodo's business.

MEASURING BUSINESS COUNTS

IDEAS, ROUTES AND ACTIONS OF SUCCESS

◆ STRATEGY

to define customers' real needs and identify priorities of intervention in relation to time, cost and expected results.

*Strategic advisory
Market analysis
Internationalization*

○ PLANNING

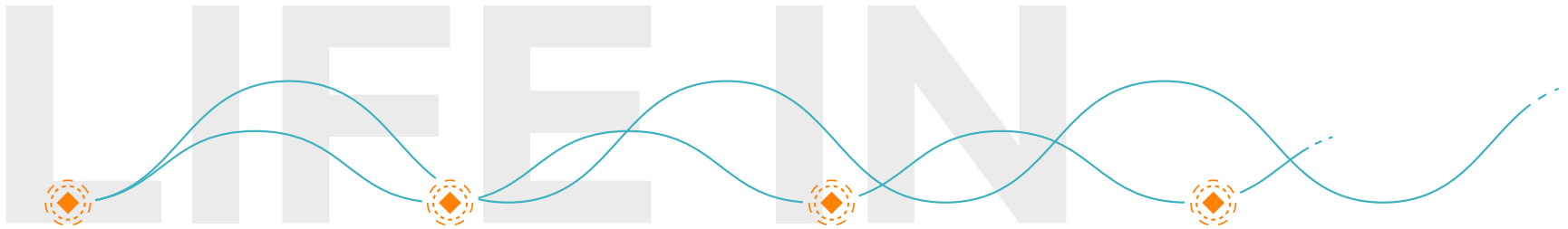
to simplify and actualize the work to be done, with both topic and subtopic activities, each assigned to a responsible person.

*Business plan
Company finance
Fiscal planning*

○ CONTROLLING

to verify results and monitor the progress of activities together with the customer. This is a cornerstone to orienting strategies towards the improvement of further planning.

*Management control
Temporary management
Reporting*



STARTUP

From intuition to EXIT, passing through validation and corroborated learning in the market.

*Javelin board
Business model canvas
Market analysis
Business plan
Fundraising
Mentoring
Tutoring*

GROWTH

A whole world of opportunities to consolidate and expand business.

*Make or buy analysis
Vertical and/or horizontal integration
Business process design
Business diversification
Investment policy and financing*

TURNAROUND

From a business in crisis to a redevelopment plan and recovery of profitability.

*Check up
Business profitability Audit
Project Management
Business process reengineering
Temporary management
Debt renegotiation plans
Training*

INTERNATIONALIZATION

A simple and quick assistance to companies with vocation to export and internationalization.

*EU VAT reclaim
International VAT advising
Risk Assessment
EU funds
Company internal consultancy
Transfer pricing e Tax ruling
Take-over*

CUSTOM-TAILORED, FORTHRIGHT AND PRESENT

No matter if it is about debuting companies or new projects within consolidated large enterprises, **what counts in business is who stands by with the ability to listen.**

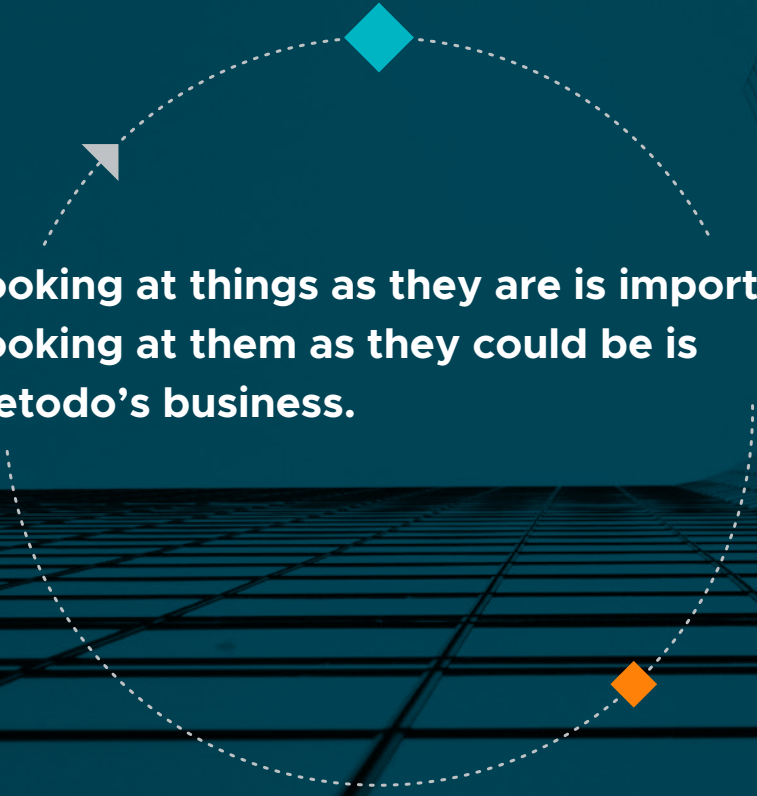
Identifying, simplifying and solving every single decision made by entrepreneurs and managers throughout their evolution.

Guiding them with accuracy, courage and prudence. Avoiding mistakes and making them aware of risks.

WE ARE PARTNERS, professional when we share expertise, **human** when passing over the value of investments. **Custom-tailored, forthright and present**, in order to side and support customers and protect their businesses' prosperity.

BUSINESS COUNTS ON HUMAN ASPECTS

IN TEAM WITH THE CUSTOMER



**Looking at things as they are is important.
Looking at them as they could be is
Metodo's business.**



Marco Cotogni

Partner

DECISION MAKER, PATIENT, LIFE ADDICTED.

I like listening to people since I have chosen to support them in their business and to find the still hidden solution.

The entrepreneur illuminated by the last decision made together is a fundamental source of evolution for both.

- Degree in Economics and Commerce, University LUISS Guido Carli, Rome.
- Certified accountant.
- Accounting auditor.
- CEO and Founder of METODO Life in Business.
- Vice-President of CDA Nomentana Hospital.
- Trainer of financial management, IAS and balance, management and project management control for: CEGOS, Risorsa Donna Foundation LUISS Guido Carli, Performa Confcommercio s.c.a.r.l., Informa S.r.l., member of the professional association of certified accountants in Rome.

BUSINESS SKILLS & CAPABILITIES

- I have made several experiences in Boards of Administration and Boards of Statutory Auditors in different companies and organisations, more specifically in the health, construction, renewable energies and non-profit service sectors.
- I have been in charge of editing feasibility studies and organising company start-up steps, including internationalisation, in the tourism and commerce sectors, in Italy as well as abroad, and in new technologies.
- I specialised in financial consulting, portfolio restructuring and managing financial investments in the international movable and monetary markets as a treasurer and asset allocation manager within Catholic Church organisations.
- I was a project manager within institutional organisations for technical banking projects: Pontifical Commission for relations with the EU during the introduction of the Euro in the SCV, automisation of Swift messages, Y2K, implementation of IT systems, PM and VISA Tertium Millenium Center Manager, creation of Portfolio Management Systems for movable asset management.
- I collaborated with the PriceWaterhouse auditing firm in Rome, carrying out company audits and balance certifications.



**Fabrizio
Bloemendal**

Partner

Generous, meticulously updated, passionate about foreign markets. I am Dutch with movable roots, often abroad to internationalise businesses, facilitate communication between management styles and to bring in every shading of other systems to share them and enrich involved companies.

I believe in the importance of networking and care of personal relationships.

- Degree in Economics and Commerce, La Sapienza University, Rome.
- Certified accountant in Dutch legislation.
- Confcooperative training agent.
- Financial services promotor.
- Partner of METODO Life in Business.
- GEGOS trainer for national and international tax issues, VAT, custom, direct taxes, consolidated balance sheets, transfer pricing, accountancy and balance. I am a lecturer at the Master of Company Administration and Control (Finstudi).

BUSINESS SKILLS & CAPABILITIES

- I have made important professional experiences collaborating as senior consultant in renowned consultancy firms.
- I specialised in company consultancy, due diligence and financial and tax auditing, mainly in ordinary and extraordinary balances, tax declarations, national and international consolidated balance sheets in the manufacturing, antiques and fashion sectors, sport clubs and general non-profit organisations, where I actively hold charges and responsibilities.
- I am a lecturer for training courses of movable portfolio management (SaveComeuro Sim S.p.a.) and for company training courses in the French multinational group Geolink S.A..
- I cover the role of General Manager and CFO for Universat Italy S.r.l., part of the multinational SEAMOBILE Group, leader in the satellite telephony sector.



Alessandro Amati

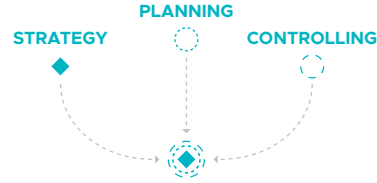
Partner

Problem solver, quick and creative. It is a bit like hitting the target as quickly as possible, identifying the most suitable “No Frills” solution for that very moment. Aligning people, procedures and technology is my game, but going straight to the point is a question of passion: strategy, tactic and examination.

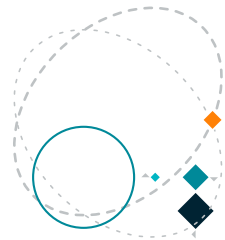
- Degree in Economics and Commerce, Tor Vergata University, Rome.
- Certified accountant.
- Accounting auditor.
- Mediator for civil and commercial controversies.
- Partner of METODO Life in Business.
- Stable lecturer in General and Applied Accounting 2 at Link Campus University, Rome, and in Communication Psychology at Unicusano University, Rome.
- Trainer of management control, communication, negotiation, Alternative Dispute Resolution Systems at CEGOS, CPRC, ENGINEERING, Finstudi, Italian Institute of Collaborative Law and Professional Order of Certified Accountants and Accountancy Experts of Rome.

BUSINESS SKILLS & CAPABILITIES

- I specialised in editing industrial plans and management control systems aiming at the evaluation and optimization of businesses. I worked for major professional and consulting firms, in particular Studio Signori and Business Value, involved on management projects for top companies on several industrial sectors: Autostrade Group, SITAF (motorway management), Maire Tecnimont Group (construction), Sogesit S.p.A. (technical engineering services), ATER Rome (local real estate asset management authority), Studiare Sviluppo (European sister city projects).
- I have long experience in negotiation and civil and commercial controversy mediation (C.P.R.C. Rome, ICCL Rome).
- I have given consultancy and assistance as a Temporary Manager to companies and authorities such as Jewish Home for Elderly People in Rome (social healthcare), Carrani Tours Group (tourism sector).
- I have made experiences in managing non-profit organisations, covering the role of Director General for C.R.E.R. in Rome.



Thank you for your kind attention.



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