



WINDOW ON EUROPE EUROPEAN DESK
AGENCY FOR THE DEVELOPMENT AND INTERNATIONALIZATION OF
SMES
&
EUROPEAN CONSULTING FIRM
Prof. Dr. Giuseppe Antonio Nicotra



COMPANY PROFILE

Our Group today operates through 3 structures:

1. Window on Europe European Desk - Agency for the development and internationalization of SMEs (established in October 1998 in Milan - 27 years)
2. European Consulting Firm of the undersigned (existing since 1 January 1979 (46 years), year of registration in the Register of Chartered Accountants).

The operational areas are as follows:

Financial Area:

Advice and assistance to Small and Medium-sized Enterprises in order to assess the sustainability and financeability of the requests submitted, collate the entire documentation, prepare the Dossiers in the manner and within the required terms, forward the requests to the International and European Financial Institutions with which we have consolidated relationships;

Internationalization Area: Consultancy and assistance to small and medium-sized enterprises to develop specific internationalization processes by providing them with the necessary support from the project idea to the implementation of the internationalization process also using the specific funding available both from the European Union and from individual countries.

And so, by way of example but not limited to, we deal with:

- "Evaluation and business strategy"
- "Research and obtaining funding"
- "Development of internationalization projects"
- "Strategic and international consultancy"

How our business is expressed:

We support and accompany the customer for all phases until the successful conclusion.

Thanks to the relationships consolidated in almost 50 years of activity with the main Financial Institutions, we are in a position to find the right financial position to get the customer what he needs to develop the growth and development project.

Financial institutions

The financial institutions we address are:

- B.E.I. European Investment Bank, Community Structural Funds,
- Community programmes through participation in calls,
- EBRD - European Bank for Reconstruction and Development,
- B.A.D. – African Development Bank,
- A.D.B. – Asian Development Bank,
- World Bank
- I.F.C., a World Bank body that grants loans,
- U.N.I.D.O., a body of the United Nations,
- Ministries of Foreign Affairs that grant aid and funding to countries with which they have cooperation

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relations and that wish to help,

- Investment Funds, Merchant Bank, Venture Capital,
- Large international banks that grant credit to developing companies.

How we operate – the phases

The operational phases are as follows:

1. Pre-assessment
2. International Professional Mandate for the activity to be carried out which, by way of example but not exhaustively, will focus on: Analysis of the data of the Company Financial Statements with the identification of the main equity ratios – economic and financial, Basel 3 Rating Evaluation, Preparation of Dossiers, Search for the best sources of financing in line with the needs of the Client, etc. etc.
3. Execution

Pre-assessment or pre-feasibility (Phase 1)

Customers who contact our structure, whether they come from our external Consultants, our Partners or directly, must draw up and sign our Application Form called COMPANY NEWS SHEET to which they will attach the following company documentation:

1. Updated Chamber of Commerce Certificate;
2. Memorandum of Association and Articles of Association;
3. Presentation report of the Company, its history to date, the history of the shareholding structure and the individual shareholders, the broad and descriptive description of their growth and development project, attaching it if they are already in possession of a complete presentation of the project and the Business-Plan, and, finally, indicating the amount they would need by detailing the cost items;
4. Financial statements for the last three years complete with attachments regularly submitted to the competent bodies;
5. Financial and economic situation for the current year as up-to-date as possible;
6. Banks with which the Company has relationships with an indication of any loans obtained.

Once the Company Profile and the documentation listed above have been received, a summary pre-assessment is carried out through which it is possible to establish whether the Customer's request is sustainable, financeable and eligible for passage to the next phase.

AN ACTIVITY THAT IS CARRIED OUT COMPLETELY FREE OF CHARGE.

The final outcome is communicated by email. If it fails, the task ends. If positive, we move on to the next phase and the signature of the PROFESSIONAL MANDATE is requested.

INTERNATIONAL PROFESSIONAL MANDATE

The Mandate is drawn up on the basis of the format used by our Group and the conditions are the normal rules referring to consultancy and assistance relationships.

The economic conditions applied are:

1. Fees for the consultancy provided (Collection of all the required documentation, preparation of the Dossier to be submitted, Analysis, Rating Evaluation, Business Plan, Business Plan)
2. Fees as a percentage of the amount requested by the Client (Success fee)

The fees for the consultancy will be determined in the Pre-Assessment Report, the evaluation of the amounts will correspond to the minimum necessary for the activities indicated above and must be paid in the manner and terms that will be mutually agreed.

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The success fee will always be determined in the Pre-Assessment Report and will vary from 3% to 6% depending on the complexity of the request and its amount.

Any expenses to be incurred will always be borne by the Customer requesting the service.

Execution

This phase begins with the preparation and subsequent presentation of the Dossier to the chosen Financial Institution and we follow the process of the intervention until final approval.

CONCLUSIONS

This is a summary of the performance of the activity, after which for each Client there will be a different operational choice for these reasons it is not possible to determine the operational and economic tasks in advance because these reflect and are determined on the basis of the Pre-Assessment and the choice of the Financial Institution.

On the other hand, we would like to emphasize that the pre-evaluation phase is carried out free of charge and it is in that phase that the Client will be informed of what can be done for him and to whom we will address him, he always has the right, if he is not interested in the proposals formulated, to waive the subsequent phases.

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ACTIVITIES OF THE EUROPEAN CONSULTING FIRM

The European Consulting Firm proposes and offers all interested SMEs the following services:

GENERAL SERVICES AND FUNCTIONS OF THE CHARTERED ACCOUNTANT AND ACCOUNTING EXPERT AND STATUTORY AUDITOR - BY WAY OF EXAMPLE BUT NOT LIMITED TO:

1. Advice, assistance and advocacy
2. Control and Review
3. Company Valuation
4. Treasury optimization (Improve relations with Banks and Credit Institutions, etc.)
5. Verification of Basel 3 Rating parameters
6. Monitoring
7. Any sale of companies, shares, assets, shares and individual assets.
8. Possible liquidations of collective and individual companies.
9. Preparation of revised and corrected financial statements and reports.
10. Advice and assistance in any procedures with the Social Security Institutions, the Revenue Agency and the Collection Agent.
11. Advice and assistance in banking matters in order to verify the correct keeping of accounts with specific reference to the application of interest and bank charges corrected for the legislation in force relating to compound interest and usury.
12. Advice and assistance in any insolvency and extrajudicial procedures.
13. Appraisals and evaluations.
14. Changes in capital.
15. Transformation and merger of companies.
16. Incorporation of companies, foundations and associations.

FUNDING AREA

I follow all possible European and international financing for SMEs, in particular, having specific experience, I deal with:

1. Direct and Indirect Community Funds;
2. MID-CAP and other loans from the European Investment Bank;
3. European Bank for Reconstruction and Development (EBRD) loans;
4. African Development Bank loans;
5. IFC (World Bank) Funding
6. Financing from Public (European) and/or Private Investment Funds
7. Subsidized Loans and/or Fondo Perduto Italia
8. Funding for Research and Technological Innovation
9. Development Cooperation Funding
10. SIMEST funding
11. FINTEC financing: PEER TO PEER LENDING, EQUITY CROWDFUNDING, PARABANKING, ETC.

INTERNATIONALIZATION AREA

Accompaniment of companies abroad with assistance in all operational phases from the idea-project to the complete implementation of the program:

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1. Study country and/or country(s) research;
 2. Search for Partners;
 3. Assistance in "Cooperation Agreements" (stipulation of corporate contracts, establishment of joint ventures, stipulation of commercial and/or distribution agreements, financial agreements, stipulation of supply and/or sub-supply contracts, participation in tenders, etc., etc.);
 4. Education and submission of **applications for funding for Internationalization**;
 5. Financial and/or commercial assistance in foreign countries.

STRATEGIC CONSULTING AREA

1. Company check-up;
2. Financial Statement Analysis, Review and Supervision;
3. Verification of parameters and BASEL 3 Rating;
4. Analysis of corporate crises;
5. Recovery of companies in crisis;
6. Creation of Business-Plans and Budgets
7. Analysis of strategies;
8. Project Financing
9. Strategic and operational marketing.

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REFERENCES

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Agency for the Development and Internationalization of SMEs

Established in Milan in October 1998 – it is a Non-Profit Association that was born from the experience had in the context of the European BC-NET and B.R.E. Networks managed by the Directorate General XXIII (now DG Industry) of the Commission of the European Communities, by the Founding Members who have been an active and industrious part of it, to provide, to all those who had and have a specific interest, news, data, notices, information, reports and reports, on the issues dealt with by the European Union and the European Commission, with particular reference to the aid and financial support provided by the Structural Funds and the Community Financial Institutions.

All this to support and support the entrepreneurial initiatives of Small and Medium-sized Enterprises, the initiatives of non-profit associations, NGOs, Public Administrations and Non-governmental Bodies, increasing their knowledge capacity and allowing them to design development strategies and tailor-made solutions.

"DEEDS AND NOT WORDS"

It is the motto that has always accompanied us.

European Consulting Firm of Prof. Dr. Giuseppe Antonio Nicotra

Strategic Consulting - Financing - Internationalization.

The Firm has been providing advice and assistance to SMEs in Italy since 1979, i.e. for over 45 years.

subject to: European, National and Regional Subsidized Loans, Ordinary and Parabank Loans. Structured and innovative finance. In addition, since 1990 it has been involved in providing assistance and consultancy for Internationalization Projects and Programs, accompanying SMEs and providing them with specific assistance in all operational phases from the idea-project to the start of the initiative, with the intermediate steps, and up to the complete implementation of the program also assisted by specific funding.

In all these years of activity, he has made a constructive and programmatic contribution to Italian and European SMEs, the backbone and driving force of all the economies of nations, for development and international competition.

It supports customers on their journey within the difficulties that stand in their way from day to day due to the globalization process, and to this end it carries out its function outside the company itself but, in fact, in the front line and together with the Management to achieve the satisfaction and implementation of the programs started.

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Both Window on Europe and the European Consulting Firm have operated in Italy and abroad and these services have concerned both European and financial matters.

While it is difficult to list the companies to which a financial service and assistance have been provided in obtaining funding, as they are linked to professional secrecy and obviously in compliance with the principles of discretion, given the strictly confidential matter, except for a few cases listed for which we have had authorization, it is easier to indicate some of the most important services in the field of transnational and European cooperation which have been dealt with in the last 30 years, specifically:

1. **TUNISIA:** Year 1990. Assignment for the development of cooperation in the technical field and equipment between the Sicilian company SAITE S.r.l. and a group of Tunisian companies (API TUNISIA) for the search for partnerships for common development.
2. **SPAIN:** Year 1990 - 1991 - 1992 Mandate from 70 municipalities in southern Spain to obtain EU funding and aid under the ENVIREG Programme for the construction of purification plants in municipalities bordering the Mediterranean Sea with a population of less than 100,000 units.
3. **SPAIN:** Year 1991. Cooperation in environmental matters for the construction of purification plants with European funds ENVIREG PROGRAM between ITALY and SPAIN, for Italy, the agent company Riccoboni S.r.l. with the support of Ing. Ermenegildo Piazza.
4. **CZECH REPUBLIC:** Year 1990-1991. We are looking for partners for the establishment of joint ventures on behalf of the company SLAVIMEX Brno (Czech Republic).
5. **CZECH REPUBLIC:** Year 1990-1991. Technical and financial cooperation in the field between a group of Czech General Contractors and AGIP PETROLI PRAGA SPA to build fuel plants in the Czech Republic.
6. **POLAND:** Year 1992. Mandate from the Gdansk refinery (Poland) to find more suitable financial solutions using EU funds for the upgrading of the facilities with new high-tech solutions and the expansion of the refinery.
7. **MOROCCO:** Year 1993. Search for partners for the establishment of MOROCCO, a joint venture operating in the tyre retreading sector, commissioned by CLASSIC FALCON SA Lugano
8. **ROMANIA:** Year 1991-1992. Feasibility Project for the Construction of a Center for Children with Disabilities in Romania on behalf of the Socio-Psycho-Pedagogical Institute "Lucia Mangano" Labisi Group and the University of Bucharest with the use of specific community support programs (LIEN Program).
9. **FRANCE:** Year 1993. Mandate for the development of an ESPRIT programme on electronic commerce on behalf of the Alain Mazzoni Marseille Group.
10. **ITALY:** Year 1994. The qualification for participation in tender procedures obtained in the Community of the Emilia-Romagna Region.
11. **ITALY:** Year 1994. Participation in a competition with the regional economic animation managed the funds for the ERVET Piacenza - Parma basin.

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12. **SPAIN:** Year 1994-1995. Pre-feasibility projects for the installation of Italian companies in the Andalusia Technology Park in Malaga (Spain).
 13. **ITALY:** years 1996-1997 and 1998. CHIMICA LARIO S.r.l. based in Assago (Milan) Enrico Fermi n° 25 - Franchising brand "Il Pinguino Lavasecco". Assistance and advice on financial matters and business organization and relations with credit institutions. Development of subsidized financial interventions Sabatini Law for 12 billion Italian lire.
 14. **SWITZERLAND:** years 1997-1998-1999. CHIMICA LARIO S.r.l. based in Assago (Milan) Enrico Fermi n° 25 - Franchising Brand "Il Pinguino Lavasecco". - Assistance and advice on financing services and contributions under particular Swiss national laws for the introduction of the company in the main cities of Switzerland, Canton Ticino.
 15. **ITALY:** Year 1998. Participation with a stand at the Exhibition of Mechanics and Services innovated MEK 98 Castellanza representing the European Commission DG XXIII.
 16. **EUROPE:** Year 1998 Development of the CONTACT- PONT Window On Europe European Desk Project.
 17. **ITALY:** 1999 Financial Pre-Feasibility Project and Search for Probable Partners provided to the group referring to Surveyor NALDI for the VALLE D'AOSTA Region in relation to the construction of a plant for the production of Verde Alpi marble.
 18. **ITALY - FRANCE:** Year 1999. Pre-Feasibility Project on behalf of the CAFE' MOZART Association for the implementation of a Project called "SONORITA' ITALIANA" under the MEDIA 2 Community Programme.
 19. **ITALY:** Year 1999. Pre-Feasibility Project on behalf of the BERNABO SILORATA Family for the construction of an Agri-Tourism Plant in the TUSCANY Region. Pre-Feasibility Project for the implementation of a Raphael Programme on Culture.
 20. **ITALY – ARGENTINA:** Year 1999. Project on behalf of a group of Sicilian producers headed by FRUTTI SERVICES of Vittoria for the development of exports to Canada, America and Argentina called I SAPORI DELLA TUA TERRA. Project started with Italian-Argentine buyers.
 21. **TUNISIA:** Year 1999. Project on behalf of some entrepreneurs called "CIAO ITALIA" The Italian Artisan Gelato, developed in TUNISIA through a cooperation with Tunisian entrepreneurs.
 22. **ITALY:** Year 2000–2001 Oscar Giannessi & C. S.n.c. and O.ME.GA. & C. S.n.c. of Ponzano Magra (La Spezia). Feasibility Project and implementation of Sabatini Law 1329/65 – Factoring – Subsidized financing. Funding obtained ITL 1,250,000,000
 23. **ITALY:** Year 2000–2001 Villa Leocata di Scrivano Maria & C. S.a.s. (Nicolosi - CT). Feasibility Project and implementation of Law 215/92 Female Entrepreneurship for a start-up loan. Funding obtained Lit. 500,000,000
 24. **ITALY:** Year 2000–2001 Firenze Sogna S.r.l. (Florence). Feasibility project and implementation of start-up financing for the enhancement of a new goldsmith's workshop. Funding obtained Lit. 250,000,000



25. **ITALY:** Year 2000–2001 Fonderie 3M System S.r.l. (San Giustino-PG). Feasibility Project and implementation of Law 46/82 Technological Innovation aimed at the control of the production process and the product. Funding obtained ITL 1,000,000,000
26. **ITALY:** Year 2000–2001 Sanital S.r.l. (Rome). Feasibility Project and implementation of subsidized financing and capital contribution for the opening of a new branch use of the Research Facilitation Fund based on the Decree of 8/8/2000. Funding obtained Lit. 850,000,000.
27. **ITALY:** Year 2000–2001. AARBA Onlus (Messina) Feasibility Project and implementation of Decree 16/10/2000 from the Funds allocated by the Special Supplementary Fund for Research for the financing of two projects: the investigation and evolution of super sensitive sensors and new detection systems; development on fullerenes, nanotubes and structures in sub-systems. Funding obtained Lit. 150,000,000
28. **ITALY:** Year 2000–2001 Filtur Polifemo Consortium (Sicily). Feasibility Project and implementation of the Negotiated Programming procedure in application of Law 662/96 and C.I.P.E. resolution 11.11.98 and specifically of the Program Contract for the implementation of a vast and articulated investment program for rural development in an area of the municipalities of Acicatena, Acireale, Aci S. Antonio, Valverde, S. Gregorio di Catania, Zafferana Etnea, Milo Piedimonte Etneo or other neighboring municipalities and belonging to the eastern side of Etna. Financing approved by the Ministry of Economic Development through the C.I.P.E. of Lit. 20,000,000,000
29. **CHINA:** Year 2000–2001 Pyro–Energy Environmental (China). Exclusive assignment for Europe and Mediterranean countries for the promotion and sale of a plant called Poet for the extraction of a light and clean oil (PIROLIO) with high BTU from plastic waste found in landfills around the world.
30. **ITALY:** 2001 La Nuova Azzurra S.a.s. (Lampedusa). Feasibility Project and implementation of Law 215/92 Female Entrepreneurship for start-up financing. Funding obtained Lit. 150,000,000
31. **ITALY:** Year 2001-2002 Company F.lli Licciardi (Lampedusa). Feasibility project and implementation of Law 488/92 for the transformation of a warehouse into a structure used for fish tourism.
32. **ITALY:** Year 2001–2002 Servin S.a.s. Servizi Informatici (Catania). Feasibility and implementation project for a subsidized loan.
33. **ITALY:** Year 2001–2002 Banca di Credito Cooperativo Alto Cilento (Laurino - SA). Pre-Feasibility Project for the territorial development of the Alto Cilento Park with the use of specific community support programs.
34. **ITALY:** Year 2001–2002 Comunità Montana Valle Roveto (AQ). Pre-Feasibility Project for the territorial development of the Mountain Community of Valle Roveto with the use of specific community support programs.
35. **GREECE:** Year 2001 Feasibility Project for the establishment of a mixed structure in Greece.
36. **GREECE:** Year 2001-2002 Feasibility Project for the tourist and infrastructural development of the island of Nyssiros (Dodecanese).

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37. **EGYPT**: Year 2001 Egypt. Feasibility Project for the establishment of a mixed structure in Cairo.
38. **EGYPT**: Year 2001. Marsa Matroh Governorate Project for the Tourism Development of the 3rd Egyptian Pole on the Mediterranean.
39. **EGYPT**: Year 2001. Italian-Egyptian joint venture for the launch of an Italian restaurant in Cairo.
40. **EGYPT**: Year 2001. Italian-Egyptian Joint Venture for the start-up of a Laundry in Cairo.
41. **ITALY/EUROPE/WORLD**: Year 2001 Launched project called "An incredible proposal.... but true!!! aimed at the internationalization of SMEs for the development of production and for international competition.
42. **COLOMBIA**: Year 2001. Internationalization project of a company called ALEX BERGONZOLI for the distribution of wood in Europe.
43. **GUINEA**: Year 2001. Collaborative project for the search for funding and partners with the BIC BRAVADOS INTERCONTINENTAL SARL of Conakry.
44. **SAN MARINO - ITALY**: Year 2002. Development project in Italy of the equipment called NEWSTER that can be used by health and hospital facilities for the disposal of special waste, on behalf of the company GEONET Tecnologie per l'ambiente.
45. **SPAIN**: Year 2002. Project for the development in Spain of the equipment called NEWSTER that can be used by health and hospital facilities for the disposal of special waste, on behalf of the company GEONET Tecnologie per l'ambiente.
46. **CZECH REPUBLIC**: Year 2002. Project for the development of a mixed structure of services to companies for dr. ALVISE MESTHENE, professional in Prague, transfer of know-how and training.
47. **ITALY**: Year 2002. Development program in Lombardy of a leading artisan company in the Industrial Laundry and Special Tea Towel Rental sector for Industry with the use of facilitated Regional Laws.
48. **ITALY**: Year 2002. Feasibility project for the development of helipad and heliport systems in Sicily, as well as for the purchase of helicopters on behalf of Mediterranea Aviation S.r.l.
49. **ITALY**: Year 2002. PECORABIANCA VITTORIANO Business development project Funding Law 949 Abruzzo € 350,000.00 obtained.
50. **ITALY**: Year 2002. PAL MARKET Project for the management recovery and implementation of financing lines for the amount of € 1,000,000.00.
51. **GREECE**: Year 2003 – 2003. Feasibility Study for the development of a Mixed Company that will promote the creation of an Amateur Net-Work for logistics activities in the maritime transport sector for the Greek islands of the Cyclades, Dodecanese and Peloponnese.
52. **GREECE**: Year 2002 – 2003. Project for the establishment of a ITALY-GREECE Joint Consortium for the development of Greek and Italian Local Authorities and SMEs.
53. **ITALY** : Year 2003. CiAQ S.r.l. Collaboration Agreement for the development of reciprocal activities on the national territory.
54. **CHINA** : Year 2003. Collaboration agreement with the BEIJING WORLD TRADE CORPORATION to represent their group in Europe and the Mediterranean countries.
55. **GREECE**: Year 2003. Founding members of the Italo-Hellenic Chamber of Commerce at the

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Embassy in Rome. Secretary General appointed Dr. Giuseppe Antonio Nicotra.

56. **ITALY:** Year 2003. Cooperation development program between MATRIX S.r.l. of Bologna and a Partner for the industrialization of a new technology in the Waste sector called THERMOCOMPACTION.
57. **LITHUANIA – ESTONIA – LATVIA:** Year 2004. It is looking for companies, production and transformation of precious wood on behalf of Money Brigs Money S.a.s. of Potenza to start a transnational cooperation with the establishment of a Mixed Company for the production of some lines for the Italian market and for the consequent export.
58. **MALTA:** Year 2004. Start of negotiations with MALTA ENTERPRISE S.A., a Maltese public company, for the establishment of a mixed Italy-Malta "non-profit" legal entity for the use of the INBTERREG III Community Programme, for the accompaniment of SMEs in bilateral cooperation projects and technical assistance to Community programmes.
59. **ITALY:** Year 2005. Financing of € 800,000.00 for the transformation of a Rest Home into a Sheltered Home for the disabled and the elderly owned by Cav. CARMELO SCORDINO.
60. **BULGARIA:** Year 2005. OLYMPICI SPORT TETEVEN Ltd. Assistance in obtaining a loan of € 1,750,000.00 for the expansion and renovation of a hotel and sports complex used for the retreats of the national teams of Eastern Europe, obtained by the intervention of the EBRD London from the Bulgarian American Credit Bank (BACB) - 16 Krakra Street - 1504 Sofia, Bulgaria - Contact: Mr. Stoyan Dinchiiski, Executive Director.
61. **ROMANIA:** Year 2006. Feasibility project for the sale of a hotel complex on Lake Constance owned by Atena Tour AMG S.r.l.
62. **BULGARIA:** Year 2006. Feasibility project for the acquisition of the hotel complex HOTEL LIVING COMPLEX OBZOR on behalf of the company EXPLOSIA Ltd. Ul. Pobuda 258000 – BURGAS (BULGARIA), funding of € 2,500,000.00.
63. **MEDITERRANEO:** Development of the Mare Nostrum Project.
64. **ITALY:** Year 2007. Management control, treasury and company reorganization carried out on behalf of the company F.Ili PACIFICI Via dei Vasari, 20 – Orvieto (TR).
65. **ITALY:** Year 2007. International development project carried out for the company MAXIMA Finanziaria S.p.A. Via Francesco de Santis, 43 - Fonte Nuova (Rome).
66. **ITALY/RUSSIA:** Year 2007. Assignment for the negotiation of the sale of the real estate complex called VILLA FALCONARA, formerly the residence of Admiral Nelson in Sicily Taormina by the LABISI family, negotiation carried out with Russian entrepreneurs.
67. **ITALY:** Year 2008. Feasibility project aimed at obtaining a loan obtained from Deutsche Bank for € 3,000,000.00 from soc. Meccanica CGA S.r.l. of Bologna.
68. **ITALY:** Year 2008. Feasibility project aimed at obtaining a loan obtained from Deutsche Bank for € 1,250,000.00 from soc. C.B.F. S.r.l. of Ceccano (FR).
69. **IVORY COAST:** Year 2009. Region du GRAN BASSAM – Mandate for the search for the best financing of a production plant called "Gran Vetreria".
70. **ROMANIA:** Year 2010.- Execution project for obtaining a loan requested by the Company

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GRUPPO AZZURRO S.R.L. Real Estate Construction Company based in Focsani (Romania) for the amount of € 2,000,000.00 to be allocated to the completion of the real estate complex under construction in Focsani.

71. **ITALY:** Year 2010 - 2016. Ongoing Consultancy Contract from January 2010 until 31 December 2016 with LEGATORIA TUSCOLANA di G. RUSSO & FRATELLI S.n.c. in Rome for the activity of management control and management and business organization consultancy, research of financing and accounting control.
72. **ITALY:** Year 2010. Feasibility analysis for obtaining a Subsidized and Ordinary Loan for the construction of a photovoltaic system on the roof, amount € 1,500,000.00 on behalf of the company METALCOMMERCE S.r.l. based in the Province of Ascoli Piceno.
73. **ROMANIA:** Year 2010. Feasibility analysis on behalf of Ing. Masini for the construction of an Italian pavilion of excellence in the medical field and medical research inside the MALAXA HOSPITAL in Bucharest.
74. **PORTUGAL:** Anna 2010. Financial feasibility analysis, on behalf of Ing. Masini and the Founding Committee, for the construction of the "JESUS CHRIST STIRY LAND PARK" Theme Park in Lisbon.
75. **ITALY:** Year 2010. Continuous assignment of professional collaboration with the IWR STABLE CONSORTIUM – Seregno (Monza and Brianza) for: the identification of the most suitable forms for

access to the financing necessary for the implementation of investment programs; assistance and consultancy activities in obtaining financing; international development activities consisting in formulating proposals to subjects in different countries in order to promote the sale of the Plants; provide assistance and advice for participation in Calls for Tenders and International Tenders; Pre-assessment of the parties who turn to the Company for the purchase of the Plants in order to formulate a proposal to the latter also containing the possibilities of financing their investment. In progress.

76. **ITALY:** Year 2010. Feasibility analysis and subsequent mandate to execute by the company GIALISA COSTRUZIONI S.r.l. for obtaining a loan of € 1,000,000.00 for the construction of a Tourist Village in Capestrano (AQ). In progress.
77. **ITALY-EUROPE:** Year 2011. Feasibility Analysis on behalf of the EURO-AFRO-ASIAN ACADEMY OF TOURISM & HUMAN WEB for the creation of an online platform that promotes tourism and plans infrastructure improvement projects in the countries visited. Thanks to the internet platform, which facilitates communication between the operators of the activities and those who use them, the various developing tourist areas visited during the trip will have a space for promotion and exchange with similar structures. The interactive reality, in fact, allows small tourist operators from various parts of the world to interact with each other in order to be able to improve and develop new networks of economic collaborations through online e-commerce. The Human web project focuses on the cultural and artistic exchange between the neighboring countries crossed during the expeditions of the first year of activity. Similar to the Academy's platform, the Human Web platform will offer an interactive space and a promotional showcase

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to artists and producers of handicrafts from these countries. The HW plans to produce a web documentary describing the entire experience of the group of travellers that can be viewed on the internet platform in the form of a web series.

78. **ITALY:** Year 2011 - 2013. Continuous Consultancy Contract from November 2011 until 31 December 2013 with L'AURORA S.r.l. a socio unico, in Rome for the activity of management control and management and business organization consultancy, research of financing and accounting control supervision.
79. **ITALY:** Year 2011 – TIBURTINI S.r.l. Assignment for the execution of an analysis to highlight the goodwill value and the corporate value of the Company.
80. **MONACO:** Year 2012 – Dr. CARLO SONNINO (Montecarlo) performed valuation analysis on your behalf relating to DE FERRARI COMUNICAZIONE S.r.l. in order to verify the possibility of acquiring the Company and/or shares of the same.
81. **ITALY:** Year 2012 – ENERGEO S.r.l. Acquired Mandate for the search for funding from the Piedmont Region for business start-ups.
82. **ITALY:** Year 2012 – E.C.S. S.r.l. Acquired analysis assignment for the search for financing necessary for the purchase of raw materials for production, completion of plant engineering works and creation of internal analysis laboratory.
83. **ALGERIA-ITALY:** Year 2012 – ETER ITALIA S.p.A. and ETER ALGERIE S.A. Acquired the assignment of Feasibility Analysis and consequent Mandate to execute for the search for the best financing necessary for 2 development programs of the Algerian Company promoted by the Italian Company majority shareholder, in progress.
84. **ITALY – USA:** Year 2012 – LINFA MODA S.r.l. Acquired assignment for financial feasibility project based on possible existing financing solutions for short and medium term development in Italy and abroad.
85. **ITALY:** Year 2012 – M.C.M. S.r.l. Awarded a contract for a Financial Pre-Feasibility Project for the search for the best financing solutions for a short and medium-term Development Program, also at an international level.
86. **R.D.C. :** Year 2012 - M. GODEFROY MAKUIKILA Gerent de l'entreprise « MAKODETIAS » acquired an analysis assignment and consequent Mandate to execute for a project to be developed in Kasangulu, in the Democratic Republic of Congo, for the production of Green Charcoal from Biomass using the Congo Basin Deforestation Fund managed by the African Development Bank, in the course of execution.
87. **LIBYA:** Year 2012-2013 – Memorandum of Understanding with the Ministry of Economy and with LYBIA EN- TERPRISE, already prepared and approved by the respective Legal Offices, awaiting the signatures due to the well-known problems that Libya is going through, through which they will grant a non-repayable contribution of 25% to companies that intend to start a production activity, and they foresee about 1200 by 2014, we should take care of accompanying these companies for everything they will need starting from the contribution obtained from the Ministry and that is: search for additional funding up to 75%; search for manufacturers of

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machines, equipment and plants from whom they will have to buy what is essential to start the business; search for probable Partners; organize training courses for management and workforce; filings and registrations of patents and trademarks; anything else necessary for the start of productive activities.

88. **TUNISIA:** Year 2013 – IMEN FROID S.r.l. Tunisia - Acquired Mandate for the search for the best financing solutions for the management fund, currently being executed.
89. **TUNISIA:** Year 2013 – E.T.S. S.A. Tunisia – Acquired Mandate for the search for the best financing solutions for the purchase of the shares owned by the Italian company shareholder of E.T.S. Tunisia, in the course of execution.
90. **TUNISIA:** Year 2013 – SIAK Société des industries Alimentaires de Korba' AHMED LAGAH - PDG – Acquired Mandate for the search for an Italian Partner for the relaunch of the agri-food canning sector, currently under construction.
91. **TUNISIA:** Year 2013 - IMAD CHERIF Soc. S.A.T.E. Tunisia - Acquired Mandate for the search for the best funding for a tourism development project in Tunisia as well as for the search for Partners, in progress.
92. **ITALY-TUNISIA-MOROCCO:** Year 2013 – COOPERATION ITALY – TUNISIA – MOROCCO – Participation in the Call called "Regional Programme Media and Culture for Development in the Southern Mediterranean", Culture and Media area.
93. **ITALY:** Year 2013 – RIVIERA MEDICAL RESIDENCE S.r.l. Pre-screening for the evaluation of the Company as well as proposals for the implementation of the development program.
94. **ITALY:** Year 2014 – ST TECNOCOSTRUZIONI S.r.l. Pre-screening for the evaluation of the Company as well as proposals for the implementation of the development program.
95. **TUNISIA:** Year 2014 – June opening of the Tunis office in Partnership with Dr. TAOUFIK GHOMMIDH.
96. **TUNISIA:** Year 2014 – GRUPPO SAMARA COSTRUZIONI S.A. Examination and evaluation of the Group for the search for Investors and/or financing for the development of the construction program of a tourist-commercial and hotel complex in Hammamet.
97. **ITALY:** Year 2015 – FUGALI GROUP – Evaluation of the project for the production of Almond Milk in bottles for the administration of drinks in public places. Drafting of Business Plan and investor research.
98. **ITALY:** Year 2015 – L'ACQUOLINA S.r.l. – Screening of the Company, evaluation of weaknesses and strengths for the search for probable investors and/or appropriate financing for development.
99. **ITALY – UNITED ARAB EMIRATES** – Year 2015 – MYFI S.r.l. – Development of a project for the inclusion of Made in Italy and Made in Sicily products in the United Arab Emirates.
100. **ITALY:** Year 2015 – CALISE HOLDING GROUP composed of n° 5 S.r.l. and 2 Sole Proprietorships in Ischia – Consultancy and assistance contract for the corporate restructuring and consequent search for financing for the development of the activities.
101. **ITALY:** Year 2015 – SORRISO TERME RESORT – ISCHIA – Evaluation and pre-screening in order to

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determine possible financing solutions for the recovery.

102. **ITALY:** Year 2015 – STRAGO S.p.A. – Evaluation and pre-screening for obtaining funding for the resumption of international activities.
103. **ITALY:** Year 2016 – DOMUS GREEN S.r.l.s. - Evaluation and pre-screening in order to determine the possible financing solutions for the development of the Company in Italy and abroad.
104. **ITALY:** Year 2016 – PULICATI PELLETERIE S.r.l. - Evaluation and pre-screening in order to determine possible financing solutions for the recovery.
105. **ITALY:** Year 2016 – MOSAICO S.r.l.s. - Evaluation and pre-screening in order to determine the possible financing solutions for the development of the Company in Italy and abroad.
106. **ITALY:** Year 2016 – BAIANO HOLDING GROUP - Evaluation and pre-screening in order to determine possible financing solutions for the recovery.
107. **ITALY:** Year 2016 – CASA DI RIPOSO SAN CAMILLO S.r.l. – Feasibility study in order to obtain European and/or international funding for the expansion of the existing structure.
108. **ITALY:** Year 2017 - 2018 Continuous Consultancy Contract from January 2017 until December 31, 2018 with LEGATORIA TUSCOLANA of G. RUSSO & FRATELLI s.n.c. in Rome for the activity of management control and management and business organization consultancy, research of financing and accounting control.
109. **ITALY:** Year 2017 - 2018 – CALISE HOLDING GROUP composed of n° 5 S.r.l. and 2 Sole Proprietorships in Ischia – Consultancy and assistance contract for the corporate restructuring and consequent search for financing for the development of the activities.
110. **ITALY:** Year 2017 – 2018 – ENTALPICA S.p.A. Consultancy and assistance contract for corporate restructuring and consequent search for financing for the development of activities.
111. **ITALY:** Year 2018 – Giunta Commerciale S.r.l. Study and pre-screening activities on the Company to verify possible financing and/or internationalization solutions.
112. **ITALY:** Year 2018 – Eng. Stefania SPADAFORA – Funding € 1,000,000.00 - Mandate for the search for the best funding for your start-up.
113. **ITALY:** Year 2018 – Giovanbattista CERRUTI and Pilade PIROLA - Funding € 1,000,000.00 - Mandate to search for the best funding for their start-up.
114. **ITALY:** Year 2019 – EDILCOZZUCOLI S.r.l. Financial Feasibility Study for the issuance of a surety guarantee for the amount of € 10,000,000.00 for the purpose of acquiring a contract for public social housing works in the Marche region.
115. **ITALY:** Year 2019 - EDILCOZZUCOLI S.r.l. Accompaniment to an event held in Tunisia for the acquisition of orders for the construction of Photovoltaic Parks.
116. **ITALY:** Year 2019 - SOC. AGRICOLA LE MACCHIE s.r.l. – Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 2,000,000.00 presented to a Portuguese Investment Fund - Financing awaiting disbursement by 10/05.
117. **ITALY:** Year 2019 - BRIO GROUP SOCIETA' CONSORTILE A R.L. Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 5,000,000.00. Dossier presented to different institutions, currently awaiting approval by an Italian Investment Fund.

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118. **ITALY:** Year 2019 – EDIL A PIU' - Financial Feasibility Study to obtain a € 3,000,000.00 Loan for the construction of two areas with a tourist impact in Bisceglie (BA).
119. **ITALY:** Year 2019 – PLATANIA S.a.s. Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 2,000,000.00 presented to a Portuguese Investment Fund, Financing awaiting disbursement by 10/05.
120. **ITALY:** Year 2019 – Ass. PIETRO BONILLI ONLUS - Financial Feasibility Study to obtain a € 2,000,000.00 Loan for the construction of a series of villas to be used for autism patients for the "Dopo di Noi" program.
121. **ITALY:** Year 2019 – SALERNO S.r.l. Financial Feasibility Study to obtain a € 10,000,000.00 loan for the restructuring of the family business.
122. **ITALY:** Year 2019 – CAPRI GROUP' - Financial Feasibility Study to obtain a € 5,000,000.00 loan for the restructuring of the Group of Family Businesses.
123. **CZECH REP.:** Year 2020 – STARLIFE S.R.O. - Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 60,000,000.00, Dossier presented to an American Investment Fund, operational procedures started.
124. **QATAR:** Year 2020 – LOKHANDWALA – QATAR - Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 40,000,000.00.
125. **SWEDEN:** Year 2021 - TLA - TARGETED IMMUNOTHERAPIES AB - Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 50,000,000.00
126. **PANAMA:** Year 2022 - ALUM ENERGIA GROUP - Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 15,000,000.00
127. **SANTO DOMINGO:** Year 2022 - COOP HERRERA - Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 15,000,000.00
128. **DEMOCRATIC REPUBLIC OF THE CONGO:** Year 2022 - TNT TRANSPORT AND LOGISTIC COMPANY Feasibility Study and consequent Mandate for a Loan for growth and development for the amount of € 6,000,000.00
129. **SANTO DOMINGO:** Year 2022 - PROCESADORA SAN MARTIN DE PORRES - Feasibility Study and consequent Mandate for a Loan for growth and development in the amount of € 5,000,000.00
130. **ENGLAND** – Year 2023 – AFRIQ WINGS GROUP - Feasibility Study and consequent Mandate for a Loan for growth and development in the amount of € 10,000,000.00

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To these important works carried out in the last 30 years, many others could be added developed by the Window on Europe European Desk and by the European Consulting Studio of prof. dr. Giuseppe Antonio Nicotra in the field of loans, subsidized and ordinary and internationalization, we have limited ourselves to those that we believe have been successful, omitting those assignments, especially in the field of Loans for which the Clients have not allowed us to publicize them for obvious reasons of discretion.

Prof. Dr. Giuseppe Antonio Nicotra

President of Window on Europe – European Desk

Owner of a European Consulting Firm

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CURRICULUM

GIUSEPPE ANTONIO NICOTRA

Born in Catania on December 2, 1953.

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CURRICULUM STUDIORUM

- ✚ Professor of Business Management, Diandra, University of California;
- ✚ Degree in Economics Free University P.I.C.A. MADRAS – India;
- ✚ Master of Business Management from the University of California;
- ✚ Master in Tourism Development in Europe and in the World at the Euro-Afro-Asian Academy of Tourism in Catania;
- ✚ Master's degree in Transnational Cooperation at the Directorate General XXIII Commission of the European Communities in Brussels;
- ✚ Master's degree in Internationalization of SMEs at the Directorate General for Enterprises Commission of the European Communities.
- ✚ Diploma in Accountancy and Commercial Expert;

SPECIALIZATIONS, QUALIFICATIONS, POSITIONS HELD

- ✚ Registered with the Order of Chartered Accountants and Accounting Experts of CATANIA at no. AA190 (ex 315) since **1 January 1979**;
- ✚ European Auditor appointed by decree of the Minister of Justice 12/04/1995, published in the Official Gazette 4 Special Series of **21/04/1995 registered at No. 41134** of the appropriate Register;
- ✚ Expert Funding Consultant;
- ✚ Expert Consultant of the European Union appointed by DG ENTERPRISE (formerly DG XXIII-B-2) as an active member of the Commissions "Monitoring", "Computer Tools", "Permanent Commission for the Mediterranean", National Liaison of Transnational Cooperation Networks;
- ✚ Participation, as an expert, in the European "PARTNERSHIP" events in Brussels, Berlin, Luxembourg, Stockholm, Zaragoza, Athens, Rome, Paris;
- ✚ Participation as an expert in the European event "EUROPARTENARIAT" in Genoa;

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- ✚ President of Window **On Europe - European Desk** Agency for the Development and Internationalization of Small and Medium-sized Enterprises;
- ✚ Management and Business Organization Consultant;
- ✚ Expert consultant in financial analysis, research of risk capital for companies, financial engineering, access to ordinary and subsidized credit;
- ✚ Expert consultant in parabanking transactions, with particular reference to Factoring and Forfaiting, having worked since the 80s with leading companies in the sector (SBS FACTORING (Rag. Ferrari) – SPEI LEASING AND FACTORING (Eng. Maurizio Crostarosa) – ASSOLEASING (Dr. Ernesto Orcel) - MANUFACTOR HANNOVER FACTORING (Dr. Sylvio Fasola) – ICIM FACTORING – FACTORIT – GENERAL FINANCE – Ect. Ect.)
- ✚ Expert consultant in Corporate and Retail Financing;
- ✚ Expert consultant on European Union aid and support funds and programs;
- ✚ Expert Consultant in Internationalization registered with the ROSTER Ministry of Foreign Affairs –
- ✚ Expert Consultant in Internationalization registered with the REPCO – Repertoire of professionals, at the LAZIO DEVELOPMENT AGENCY-
- ✚ Expert Consultant registered in the Register of Suppliers of the I.C.E. Foreign Trade Institute
- ✚ Expert Professor of Corporate Finance on behalf of the "LUCA PACIOLI" Foundation in Rome.
- ✚ Expert lecturer on the topic "INTERNATIONALIZATION, STRATEGIC CHOICE" on behalf of the F.I.E.L.D. Training, Innovation, Local Emergence and Territorial Design – Study and Research Center of the Calabria Region, based in TIRIOLO (CZ).
- ✚ Expert lecturer on the topic "INTERNATIONALIZATION OF SMES" on behalf of EUROLEX S.r.l. and the MARCHE Region based in Pesaro.
- ✚ Expert Consultant on internationalization of UNIONCAMERE - EUROSPORTELO VENETO;
- ✚ Expert Consultant at the following Credit Institutions and Multilateral Development Agencies:
 - European Investment Bank (EIB);
 - African Development Bank (BAD);
 - European Bank for Reconstruction and Development (EBRD);
 - European Development Bank (CEB);
 - Centre pour le Développement de l'Entreprise (CDE) for the African-Caribbean and Pacific (ACP) countries.
- ✚ In the year 2020 (October) he was admitted as a Member of the ANCIMP ITALIA Association – National Association of Business Consultants

SAVOIR – FAIRE

- ✚ Audits and supervision
- ✚ Analysis of corporate crises and strategies for recovery
- ✚ Management control
- ✚ Relations and relations with public institutions
- ✚ Treasury management and banking institution relations
- ✚ Financial strategies and engineering
- ✚ Assistance to direct and indirect European programmes
- ✚ Full assistance with financing practices
- ✚ Complete assistance for internationalization projects

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- + Management of the insertion of companies in foreign countries
- + International Funding;
- + Assistance in international tenders and tenders;
- + Assistance to sub-contracting for the acquisition of orders;
- + International lobbying;
- + Strategic marketing;
- + International contracts;
- + Credit insurance;
- + International representation;
- + Business to Business.

ACADEMIC QUALIFICATIONS

- + Gold Medal for Merit for Aristocratic Industriousness of Work for the activity carried out in the financial field awarded to him by the PONTIFICAL UNION OF THE GOLDEN LEGION on November 27, 1993
- + Academician of the AFRO-ASIAN EURO Academy of Tourism appointed on 17 July 1994;
- + Academician of DIANDRA UNIVERSITY appointed on 27 March 1999;
- + Academician of the PONTIFICAL TIBER ACADEMY appointed on 27 November 1999;
- + Academician of the CONSTANTINIAN ACADEMY OF LETTERS, ARTS AND SCIENCES appointed on 14 November 2000.

PUBLICATIONS - HANDOUTS - HANDOUTS - VADEMECUM - MANUALS

- + The Continent of the third millennium: AFRICA (French version);
- + The Continent of the Third Millennium: AFRICA (Italian Version);
- + Vademecum Loans P.M.I. ITALY – EUROPE;
- + Corporate Finance Handbook;
- + Manual of Ordinary and Innovative Finance;
- + Manual of subsidized finance;
- + European Funding for SMEs Manual;
- + Internationalization of Companies Manual;
- + Manual of Loans to Local Authorities;
- + National support instruments for internationalization;
- + How to set up and finance a Business Project;
- + the European Union;
- + Useful Guide to the Structural Funds;
- + Credit guarantee cooperatives;
- + Glossary of Corporate Finance;
- + Business Plan strategic tool;
- + The reform of structural policy;
- + European Funds for NGOs – Onlus – Non-Profits;
- + Financial instruments in favour of SMEs;
- + Il Project Financing;
- + Strategic training course "Business Partner" methodologies and back-up;
- + Methodology of penetration of sources of funding in the European context;
- + Aid for the start-up of a business.

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PRESS ARTICLES

- + Those Non-Repayable Contributions (Article published on 31.12.1989 in the "SICILIA" of Catania);
- + Cooperation as a future (Article published on 2 March 1991 by the ANIPE Agency – National Agency for Economic Policy Information – P.za De Angeli n° 3 Milan);
- + Small and Medium Enterprises: a breath of fresh air to the South (Article published on 9 March 1991 by the ANIPE Agency – National Agency for Economic Policy Information – P.za De Angeli n° 3, Milan);
- + BC-NET: A reality for companies (Article published on April 30, 1993 in the newspaper "IL CORRIERE DI ROMA" - ROME);
- + Small and Medium Enterprises: EEC Initiatives (Article published in January-February 1994 in the magazine "ECO Periodico d'Informazione Economica – MILANO");
- + Periscopio sui Mercati – Demand and Demand for Goods and Services (Publication of April 1997 in the magazine "P.M.I. News and Markets");
- + Europe calls Italian small and medium-sized enterprises (Article published in March 1998 in the newspaper "TUTTO INDUSTRIA" Varese);
- + Europe and Small and Medium Enterprises – Community Support Programmes (Article published in April 1998 in the magazine "TUTTO INDUSTRIA" Varese);
- + EUROPEAN UNION AND SMALL AND MEDIUM-SIZED ENTERPRISES (Interview published in May 1998 by the newspaper "VARESE MESE" Varese);
- + Community Programmes and Mixed Enterprises Abroad (Article published in April 1998 in the magazine "TUTTO INDUSTRIA" Varese);
- + Interview on the activities carried out by the Window on Europe European Desk published in the newspaper "IL TEMPO" of Rome on 11 February 2003;
- + Basel 2: P.M.I. HELP! (Article published in the journal Ragionieri e Previdenza n° 9-10/2003);
- + Internationalization as a strategic choice (Article published in the journal Ragionieri e Previdenza n° 11-12/2003);
- + The New Great Europe (Article published in the Rivista Ragionieri e Previdenza n° 3-4/2004).
- + Internationalization: a strategic choice taken up in the magazine EUROPA-MEDITERRANEO n° 1 published by Mare Nostrum Edizioni S.r.l., June 2006.
- + Internationalization as a strategic choice (Article published in the Journal FINANZA e DIRITTO of 17/12/2010.
- + Access to Structural Funds for the Private Sector in Eastern Europe (article published in the Journal FINANCE and LAW of 23/12/2010.

CONFERENCES - SEMINARS - MEETINGS - LECTURES

- + Organization of the Conference "THE EUROPEAN UNION AND AID PROGRAMMES FOR SMALL AND MEDIUM-SIZED ENTERPRISES" Saturday, May 23, 1998 in the framework of the MEK Exhibition of Mechanics and Innovative Services, which was attended by Dr. Giuseppe Antonio Nicotra: Dr. Luis Couervo Spottorno for the European Commission DG XXIII; Dr. Giuseppe Antonio Nicotra himself, who spoke on the European Cooperation Networks; Dr. Aldo Costa of the Benelux B.N.L.; Dr. ICE Brussels is President of RIOS – Sub Supply. Ludovico Fulci

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- ✦ Lecturer on "Financing, contributions, facilitations and internationalization" within the Study Seminar organized by DIALOGO S.p.A. in collaboration with the Colleges of Accountants of Calabria held on 6 April 2004 in Falerna (CZ) at the Hotel Club Eurolido;
- ✦ Lecturer on "Financing, contributions, facilitations and internationalization" at the Study Seminar organized by DIALOGO S.p.A. in collaboration with the College of Accountants of Catania held on April 22, 2004 in Catania at the conference room "Le Ciminiere";
- ✦ Lecturer as an expert on issues related to Subsidized and European Loans and Corporate Finance for the Master Course of Management and Business Organization Consultant organized by the "LUCA PACIOLI" Foundation funded by the European Union EQUAL Program for the Regions of Southern Italy, specifically SICILY. The teaching took place in 3 locations PALERMO – AGRIGENTO and CATANIA with 230 students in the 3 locations. Years 2004 – 2005.
- ✦ Lecturer as an expert on the issues of INTERNATIONALIZATION of Enterprises on behalf of F.I.E.L.D. Training, Innovation, Local Emergence and Territorial Design - Study and Research Center of the Calabria Region - carried out in TIRIOLO (CZ) on April 21, 2005 and September 16, 2005.
- ✦ Participation in the television program "TEMA" by Angelo Ruoppolo on TELEACRAS Agrigento on the themes of the Window on Europe held in Agrigento on April 28, 2005, aired on April 29 and 30 and May 1 and 4, 2005.
- ✦ Lecturer as an expert on the issues of INTERNATIONALIZATION of Companies in the Master Course for "BUSINESS LAW" (Business Lawyers) on behalf of EUROLEX S.r.l and the MARCHE Region based in Pesaro. Year 2006.
- ✦ Participation as a speaker at the Study Conferences on Africa, the Continent of the Third Millennium in Taormina and Catania Years 2008 and 2009 organized by the International Center for Peace.
- ✦ Participation as invited auditor at the annual meeting, for the years 2009 and 2010, organized by Studio Ambrosetti and the Banco di Sicilia Foundation in Taormina on the themes of the Mediterranean, Africa and Relations with Europe and Italy.
- ✦ Participation as invited auditor in the Study Seminar organized by the African Development Bank and ICE of Tunis in Tunis from 7 March to 10 March 2010 entitled "Business Opportunity".
- ✦ Participation as invited auditor at the Study Seminar organized by the World Bank and ICE in Rome on May 11, 2010 on the opportunities offered by the World Bank to Consultants.
- ✦ Participation as invited auditor at the Study Seminar organized by the European Bank for Reconstruction and Development (EBRD) and ICE in Milan on 15 June 2010 on the opportunities offered by the EBRD to its Consultants.

LINGUISTIC SITUATION

LANGUAGES	SPOKEN	WRITTEN
ENGLISH	Discreet	Discreet
FRENCH	Good	Good
SPANISH	Good	Discreet

CURRICULUM

(News and main activities carried out from 1973 to today)

1973 - 1979

- ✦ Since 1973 he began to operate as a freelancer with his own consulting firm and assistance to SMEs in Catania, coming to manage about 150 companies with great preparation and shrewdness so much so that when he

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responsibly decided to close in 1985 due to multiple work commitments, with the operational start of other structures in other locations, first in Rome and then in Milan, some of these customers demanded that, even if from afar, he continue to follow some of their practices. lo Studio

- ✚ In 1974 and until 1976 for his skills as a communicator, weaver of relationships and relationships, manager of operatives, expert in corporate matters, he was first a member of the Board of Directors and then Managing Director of EUROPEAN HOTEL S.p.A. in Rome, a company operating in the tourism and financial field.

1980

- ✚ He is called to the position of Chief Executive Officer of CO.TE. FIM. SUD S.r.l. company operating in the Financial Consulting sector, the same company later moved to Rome where it changed to EURO INTERNATIONAL BUSINESS CORPORATION, in Rome he was appointed CHAIRMAN of the Board of Directors. This company, which remained active until 1987, when it was put into liquidation, supported SMEs in their search for financial means for both risk and operating capital. In those years he worked with the former CASSA PER IL MEZZOGIORNO, which immediately became AGENZIA PER IL MEZZOGIORNO, through the legislation in force at the time, first T.U. 1523, then Law 183 and finally Law 64. operated throughout the Italian territory. la propria Ragione Sociale La EURO INTERNATIONAL

1988 - 1998

- ✚ From 1988 to 1998 he worked in Milan, the Italian Financial Capital, to be more in contact with the financial power, precisely, and with the decision-making bodies of the structures to which he turns for the resolution of his customers' requests in financial matters, but he also developed international activities, from 1990 onwards, thanks to the experience derived from having participated in the BC-NET Project.
- ✚ In 1998, having felt the need to increasingly specialize in European matters in terms of the assistance to be given to companies and institutions lacking information, he carried out a project that he had intended to carry out for some years, he set up together with some professionals as founding members the **Association WINDOW ON EUROPE – EUROPEAN DESK Agency for the development and internationalization of Small and Medium Enterprises**, and is appointed President. The association is aimed at all those professionals, individuals or associates or established in corporate form, who intend to qualify in European matters in order to further develop their presence in the territory as specialists in EU issues of aid and support to SMEs.

1990

- ✚ In 1990 he also crossed the European borders and following a competition for qualifications he became part of the BC-NET Business Cooperation Network managed by the Directorate General XXIII-B-2 of the Commission of the European Communities with the identifier n. 71303, the same GIUSEPPE ANTONIO NICOTRA became the Liaison Officer of the Network and has been a member of several commissions at European level, the IT Commission "COMPUTER TOOLS", "MONITORING" for Network Monitoring, the Permanent Group for Mediterranean Countries and SMEs. la Commissionela Commissione Finanziamenti
- ✚ On behalf of BC-NET, he has held the position of Network Ambassador for some Italian geographical areas. He managed the Italian Consultants for the BC-NET network, having been appointed national coordinator together with the I.C.E. and MONDOIMPRESA in 1997.

1996

- ✚ He was called by the Association "CENTRO IMPRESA" (an institute that is directly addressed to Small and Medium Enterprises with about 1000 members to whom it provides a series of services aimed at solving specific problems and services of a European nature) to direct, as Honorary Member, the sector of Community

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Support Programs and that of Transnational Cooperation as well as entrusting him with a column that deals with European matters in their newspaper, monthly periodical magazine, called PMI; in this space, in addition to obviously talking about the European Union and its Support Programs, numerous Cooperation Profiles that may be of interest to members are taken up; the circulation of the magazine of about 10,000 copies, this activity ended in 1999.

1997

- ✚ He was called by the company CHIMICA LARIO S.r.l. of Assago (Milan) to carry out the role of Financial Director of the Company which operated in the Franchising of Dry Laundries with the brand "Il Pinguino Lavasecco". A company for which he has obtained considerable satisfaction in terms of its development, contributing to the increase in turnover from 4,500,000,000 Lire to 15,000,000,000 Lire in two years. I obtained Sabatini Law assignments for the Company for 10,000,000,000 lire which contributed to its growth. He has been in charge of relations and relations with the Banks, obtaining excellent results and has practically managed the Company not only from a financial point of view but also from a managerial point of view, achieving considerable successes.

1998 – From 22.05.1998 to 25.05.1998

- ✚ Promoter and organizer, together with CEE Edizioni and the C.C.I.A.A. of Varese, as well as speaker of a very important conference on the theme "EUROPEAN UNION AND SMALL AND MEDIUM-SIZED ENTERPRISES" included in the 1st Edition of the "MEK Exhibition of Mechanics and Innovative Services" held in CASTELLANZA from 22 to 25 May, where, on behalf of the European Commission DG XXIII-B-2, he managed a stand with information and promotional purposes of the European Networks BC-NET and B.R.E.

2000- From 02.02.2000 to 31.12.2010

- ✚ Start of the collaboration as an intermediary consultant with M.P.S. Merchant S.p.A. today M.P.S. Banca per l'Impresa S.p.A. operating in the Centre-South on Ordinary and Subsidized Financing transactions, Corporate Mortgages, etc. Ect.

2002- From 03.05.2002 to today

- ✚ Following a Public Call, he joined the REPCO – Repertoire of professionals, held at the LAZIO DEVELOPMENT AGENCY, as an expert in Internationalization.

2003

- ✚ He is one of the Founding Members of the Italian Hellenic Chamber of Commerce based in Rome at the Embassy of Greece, for which he will be in charge of Development, Internationalization, Cooperation, Research & Innovation Programs for SMEs.
- ✚ He is called as an Expert by the National Council of Accountants Accountants Business Economists to animate the Study Group on Loans, Contributions and Facilitations, within which he deals with European matters and internationalization.
- ✚ The "LUCA PACIOLI" Foundation, based in Rome, gives him the position of Lecturer in Corporate and Subsidized Finance as part of the LAP EQUAL Project in Sicily at the Learning Points of Palermo, Agrigento and Catania, exercising this activity with great appreciation by the 160 learners participating in the Project, all Freelancers in the field of Business, Administrative and Tax Consulting.

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2005

- ✚ On behalf of the F.I.E.L.D. and the Calabria Region, he is a lecturer for the Training Course on the Internationalization of Companies.

2006

- ✚ Start of operational collaboration in Bulgaria, Slovak Republic, Romania, Tunisia and Morocco with local prestigious partners, and start operating within the countries providing its savoir-faire for the growth and development of SMEs.

2008

- ✚ On behalf of EUROLEX S.r.l. and the MARCHE Region, he is a lecturer for the Business Law training course on the Internationalization of SMEs.
- ✚ Following the establishment of the UNION OF THE MEDITERRANEAN in France, he maintained correspondence with the President of the French Republic NICOLAS SARKOZY to whom he sent his own project, drawn up in June 2006 on behalf of the Mayor of Taormina, called UNION OF MEDITERRANEAN REGIONS, received applause and approval and began a continuous correspondence.
- ✚ Participation in the Italian-Russian Task Force.

2009

- ✚ He was appointed by the Governor of the GRAN BASSAM Region of the IVORY COAST, following the meeting with Dr. Liliana Lombardo, former Minister of Foreign Affairs of France and Consultant to the President of the Republic, to provide assistance and advice for the implementation of the GRAN VERRERIE (Grande Vetreria) project strongly desired by the wife of the President of the Republic Laurent Bagbo.
- ✚ He receives an assignment from Mr. FILIPPO ORLANDO for the divestment of real estate in Venezuela.
- ✚ Start of collaboration with JP CONSULTING srl of Rome to which it provides consulting services for their customers.
- ✚ Participation in the FORUM on the MEDITERRANEAN in Taormina, which will be repeated for the years 2010 and 2011, at the specific invitation of the President of the Banco di Sicilia Foundation Prof. Puglisi and Studio Ambrosetti.
- ✚ Start of the professional collaboration with the Studio of Prof. ANTONIO VITTORIO SORGE.
- ✚ He carried out 2 Feasibility Projects for the MALAXA Hospital in Bucharest (Rome) and for the JESUS CHRIST PARK LAND.

2010

- ✚ Start of the coordinated and continuous collaboration, for the supply of specialist consultancy to LEGATORIA TUSCOLANA SNC in Rome. He deals with the resolution of problems related to business crisis by providing supervision as well as management and business organization consultancy.
- ✚ Start of collaboration in the field of European funding and internationalization with the IWR Consortium of Seregno (MB) which operates in the field of the supply of machinery and plants for waste treatment.
- ✚ Invited, as a Consultant registered in the ICE Register of Suppliers, to participate in the meeting with the AFRICAN DEVELOPMENT BANK in Tunis, of which he became a Consultant for the presentation of projects in the public and private sectors.

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- ✚ Invited, as a Consultant registered in the ICE Register of Suppliers, to participate in Milan at the meeting with the EBRD – BANK for and DEVELOPMENT in London, of which he became a Consultant for the presentation of projects. **la RICOSTRUZIONE**
- ✚ Start of professional cooperation with CHINA by signing a cooperation agreement with Dr. . GUO JANAN
- ✚ Started professional collaboration with South Africa and the Democratic Republic of Congo by signing a cooperation agreement with Dr. MASAMUNA DIEYI.

2011

- ✚ Start of the professional collaboration with the GROLLINO & Associati Consulting Firm in Rome and Brussels, through which he will be able to have access to all the loans provided by the B.E.I. EUROPEAN INVESTMENT BANK.
- ✚ He was commissioned by the Euro-Afro-Asian Academy of Tourism and the Human Web Italia Association to provide his assistance and advice in the context of an international development project called HUMAN WEB.
- ✚ He was called by Dr. CARLO SONNINO of the Principality of Monaco who intended to involve him for his professional peculiarities and for his consulting activities in the field of Financing and Internationalization in the establishment of **EURO MEDITERRANEAN BUSINESS CORPORATION Ltd.** of London, a company that will provide services to Small, Medium and Large Enterprises that intend to develop and/or expand in the Mediterranean area.

2012

- ✚ Following an expression of interest, he was included on 25 January '12 in the short-list of Expert Consultants in Internationalization of UNIONCAMERE - EUROSPOTELLO VENETO.

2013

- ✚ He was called to join as a member of the Financial Area Study Commission as well as was appointed Coordinator of the Internationalization Area Sub-Commission at the Council of the Order of Chartered Accountants and Accounting Experts of Catania.
- ✚ Interview given to Il Sole 24 Ore published on 2 December 2013 – Annex EVENTS – for the Lazio region on the theme of internationalisation

2014

- ✚ Assistance and advice to the Italian-Algerian company ETER S.A. ceramics sector for the development and acquisition of an Algerian public factory in privatization.
- ✚ Assistance and advice provided to HUMAN WEB for the participation in a European Programme on Culture with the creation of n° 22 nodes in Europe and the Mediterranean.
- ✚ Assistance and advice provided to Mr. GODEFROID MAKUIKILA for a project to be carried out in the Democratic Republic of Congo to combat deforestation and malformation of women.

2015

- ✚ Opening of the representative office in TUNIS where advice and assistance was provided to various Tunisian and Italian businesses.

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2016

- ✚ Assistance and advice provided to the CALISE Group of Ischia n° 7 companies for accounting supervision, business organization, treasury management, optimization of bank debts, Equitalia audits and appeals, negotiations to consolidate bank debt with the 5 exposed banks.
- ✚ Assistance and advice provided to the Mazzini Building Cooperative for obtaining a Building Loan for a construction to be done in Soci (AR)

2017

- ✚ Company valuation analysis carried out for Cereria DI GIORGIO S.p.A.
- ✚ Feasibility analysis carried out on behalf of the following companies: Alba Produzioni S.r.l. – Daniel Rueda – Tenuta Santa Rita (Calabria) – Ugo Comunale – Winfed S.r.l.

2018

- ✚ In February 2018, he established a new company in Malta and became CEO & FOUNDER, called NICOTRA BUSINESS DEVELOPMENT Ltd, with which he intends to continue his business as well as follow the opportunities offered by MALTA for customers in Europe and all the countries where he has worked in these long years of professional activity.

In these almost 50 years of professional activity he has always worked in favor of Small and Medium-sized Enterprises for the resolution of their business management and organization problems, he has managed companies from a commercial and financial point of view, he has coordinated the activities of collaborators and subordinates, he has maintained relations with Public and Para-public institutions, managed relations on behalf of companies that relied on him for commercial penetration activities both in Italy and abroad; in the last 20 years, he has worked mainly for the resolution of financial and internal treasury problems with specialized financial engineering interventions; began to follow subsidized loans and non-repayable contributions by operating with the CONSOLIDATED TEXT 1523 which established the CASSA PER IL MEZZOGIORNO then continuing with the FACILITATED LAWS that have followed one another over the years.

He began his activity as a consultant for the internationalization of companies in 1990, having obtained specific specialization from the European Union, achieving remarkable results operating in countries such as SPAIN, BELGIUM, PORTUGAL, LEBANON, MALTA, BULGARIA, EGYPT, SLOVAK REPUBLIC, MOROCCO, etc. etc. la FRANCIA, la GRECIA, la SVIZZERA, la TUNISIA, la REPUBBLICA CECA, la ROMANIA, la POLONIA, la GERMANIA.

*He specialized in the topic of **BASEL 2 and 3**, starting in 2006 to work in favor of Client Companies, participating as a lecturer in In-depth Seminars and promulgating within the website of the Window on Europe European Desk the importance for SMEs to start thinking in terms of Rating so that they do not have to make up for it with the Banks with which they operate.*

The undersigned Giuseppe Antonio Nicotra authorizes the processing of my personal data by virtue of the provisions of the law in force.

Giuseppe Antonio Nicotra

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BIOGRAPHY



GIUSEPPE ANTONIO NICOTRA, born in Catania on 2 December 1953, former Full Professor of Business Administration, after graduating in Economics, and attending a Specialization Diploma in Business Management, a Specialization Diploma in Tourism Development, a Specialization Diploma in Transnational Cooperation and Internationalization of SMEs.

Former member of the European BC-NET Business Cooperation Network managed by the European Commission. It collaborates with the International Development Banks EIB - EBRD - IFC - African Development Bank - Asian Development Bank, etc. etc.

He deals with assistance and consultancy for SMEs in the financial and internationalization fields.

The operational areas are:

- Evaluation and business strategy
- Seeking and obtaining funding
- Development of internationalization projects
- Strategic and international consulting

Current positions:

- ✚ Regional Vice President for the Italian Republic EUCED - European Institution for Economic Cooperation and Development
- ✚ International partner for Italy of the WORLD BUSINESS ANGELS INVESTMENT FORUM
- ✚ ITALIA IMPRESE NETWORK - President of the Business Promotion Office

For his merits over the years he has been awarded the following academic and noble titles:

- ✚ Gold Medal for Merit for Aristocratic Industriousness of Work for the activity carried out in the financial field awarded to him by the PONTIFICAL UNION OF THE GOLDEN LEGION on November 27, 1993
- ✚ Academician of the AFRO-ASIAN EURO Academy of Tourism appointed on 17 July 1994;
- ✚ Academician of DIANDRA UNIVERSITY appointed on 27 March 1999;
- ✚ Academician of the PONTIFICAL TIBER ACADEMY appointed on 27 November 1999;

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- ✚ Commander of Magistral Grace of the SUPREME ORDER OF MALTA OSJ U.S.A. KNIGHTS OF KRAC awarded in the Cathedral of DRESDEN (Germany) on 3 June 2000;
- ✚ Knight OF THE TEUTONIC ORDER OF ST. GEORGE awarded in the Cathedral of DRESDEN (Germany) on 3 June 2000;
- ✚ Member of the INTERNATIONAL CONFEDERATION OF CRUSADER KNIGHTS with headquarters in Malta Witehall Mansions Tà Xbiex, Rome Via Veneto corner Via Lazio n° 9 and ASSISI Corso Mazzini n° 16 since 3 June 2000;
- ✚ Academician of the CONSTANTINIAN ACADEMY OF LETTERS, ARTS AND SCIENCES appointed on 14 November 2000;
- ✚ Lord Lieutenant General of the ROYAL HOUSE OF SUSIANA FOR THE EUROPEAN UNION awarded on 12 July 2001;
- ✚ Knight of the Grand Cross of the SUPREME RELIGIOUS ORDER OF ST. ELIZABETH OF THE AMBROSINI, awarded on 12 July 2001;
- ✚ Knight Grand Cross of the VENERABLE AND SUPREME ORDER OF THE AMBROSINES OF SS. BARNABAS, AMBROGIO AND NEMUS awarded on 12 July 2001;
- ✚ Knight Templar of the Order of the KNIGHTS OF THE TEMPLE OF JÉRUSALEM GRAND PRIORY OF ITALY received on 14 July 2001 in Rome in the Year of the Order 883;
- ✚ Knight of Malta ad Honorem of the ROYAL ARCONFRATERNITY OF SAINTS JOHN THE BAPTIST AND EVANGELIST of Catanzaro aggregated to the Lateran Archbasilica investiture of 25 June 2006;
- ✚ Guard of Honour at the Royal Tombs of the Pantheon n° 19868 of 25 January '07.

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