



# STUDIO PROFESSIONALE CORSINI

## Dottore Commercialista

CORPORATE, TAX AND BUSINESS CONSULTING TO COMPANIES AND FINANCIAL INSTITUTIONS

Via F.D.Guerrazzi, 21 50132 FLORENCE - ITALY

<http://www.studiocorsini.it>

The mission of the firm is to provide a multi-practice approach in our professional expertise, in order to meet the needs of dynamic enterprises that demand high-quality service.

Our strategy

Our mission

The integration of traditional professionalism and unique competencies able to guaranty highly-specialized operations constitute distinct value-added elements when organized in tight synergy and accompanied by effective planning.



The Firm Offers its clients integrated professional consulting services primarily intended for the areas of corporate, tax, and business for companies, in addition to training and consulting specifically targeted to credit institutions.

After many years of activity dedicated to traditional professional accountancy, in 1998 Studio Corsini expanded its services to both national and international enterprises. This growth was coupled with a sustained and expanding relationship with the banking sector, elements that have stimulated a qualitative growth of the work team.

Over the years, the firm's familiarity with the needs of companies has led it to undertake a systematic project aimed at inter-professional development attained through strong specialized synergies.

As a result, the firm's main focus stresses value-added elements, demonstrated through our straightforward

approach to multi-disciplinary activities in meeting the needs of our clients with excellence and operative efficiency. The characteristics of our work ethic are - constant striving to provide high-quality services to our clients,

- a highly-evolved level of professional consulting focused on attaining professional results and customer satisfaction,

- particular attention to the needs of a young and dynamic entrepreneurial model,

- the nurturing of interpersonal relationships and the expert professionalism of the team.

The firm's resources, which include an inter-professional group of consultants, share in the strong desire to accompany the entrepreneur along the path of growth and consolidation of his company.



Studio Corsini collaborates with professionals who have proven experience in their specific fields of specialization.

Among the firm's collaborating consultants are

- expert legal consultants in corporate contracts, international law, family rights,
- notarial firms,
- labour consultants,
- financial activity agencies,
- architecture and engineering studios,
- ADR experts – family mediators



The firm offers Areas of Professional Operation directly to its clients that cover specific needs with high-quality intervention.

Our longstanding experience in the small business sector and our relationships with credit institutions, when combined with our strong professional synergy in multidisciplinary activities, guarantees highly-specialized operations geared for quick turn around on the needs of the most dynamic realities.

### **BUSINESS AND CONTRACT ADVICE**

- On-going advice and assistance on business and company law
- Business and contract advice
- Advice on incorporation of businesses and consortiums
- Assistance and support during start-ups
- Assistance in administrative and corporate framework
- Advice on drawing up commercial agreements, corporate contracts, business contracts, rental agreements, company leasing agreements, royalties
- Advice on corporate finance operations
- Business organization and corporate strategy

### **BUSINESS AND CORPORATE FINANCE**

#### **CONSULTING**

- Balance sheet and budget analysis
- Corporate governance
- Assistance in drawing up company business plans
- Determination of corporate financial requirements for start-ups
- Financial statements and flow analyses
- Assessment and appraisals of businesses, companies, business branches, and participations
- Advice on investment and financing strategies
- Assistance in choosing financing options

#### **TAX PLANNING AND ACCOUNTING ADVICE**

- On-going tax advice and assistance
- Tax planning
- Assistance during tax audits
- Advice and legal representation during tax litigation
- Preparation of annual financial statements
- On-going accounting advice and assistance
- Bookkeeping
- Account analysis and monitoring

### **CONSULTING AND TRAINING FOR BANKING INSTITUTIONS**

- Training course development and planning in the areas of Balance Sheet, Corporations & Taxes
- Training courses with slides, course notes, and case studies
- Reporting for "Forte" and "FBA" financed projects
- Assistance in the credit analysis area
- Advice and operative support for corporate and private managers
- Advice on company rating assessment tools

### **ASSISTANCE IN PROCEDURAL and STATUTORY ASSIGNMENTS**

- Non-partisan technical advice
- Partisan technical advice in civil and penal lawsuits
- Asset and company appraisals
- Statutory assignments during examination procedures
- Legal representation at fiscal, judicial offices, and tax commissions

### **ARTIBRATED RECONCILIATIONS and INHERITANCE**

- Dispute resolution, amicable settlements, and discharge agreements
- Voluntary and mandatory arbitration with registration at the Florence Chamber of Commerce
- Expertise in ADR techniques, enrolled with the Reconciliation Organization
- Estate planning
- Asset division and allocation
- Succession planning





The Training and Consulting Sector for credit institutions plays an important role in the organization of the firm. Since 2002, Studio Corsini has dedicated a sector of its activity to the development and management of training projects for the banking world. The main targets of this activity are the Credit Sector, corporate roles, and the Private Banking sector.

An indispensable aspect of the training techniques is a professional and concrete approach to the course material and practical, case-study analysis.

The classroom experience is structured to encourage immediate classroom participation and interaction in the fundamental notions with subsequent application to concrete case studies.

The training projects are not "pre-packaged" and are tailored to the needs of the client. Our in-house staff acts as the focal point for the external consultants we integrate into the courses.

The nature, structure, and mission of Studio Corsini has guided our Training Area in

maintaining constant and direct contact between the banking institute and the professional expert. Our in-house training activity enables the client and the course instructor or the lecturer to fully participate in every phase of course development, ensuring the most effective means to reach the training goals.

In the training area, Studio Corsini directly covers the sectors relating to taxes, financial-economic and business aspects of the balance sheet, Corporations and Taxes. Collaboration from lawyers and legal experts cover those specialized sectors requiring direct judiciary experience.

Our on-going relationship with numerous banking entities, both geographic and sectoral, has enabled the firm to provide technical support for company appraisals and support on credit-worthiness analysis for small business. Studio Corsini has also participated in many conferences organized by banking entities targeting the entrepreneurial world.

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**TAX PLANNING APPLIED TO CHOICES IN BUSINESS START-UPS**

Tax aspects in decision-making

**ANALYSIS OF CRITICAL ENTRIES ON THE BALANCE SHEET**

Civil, juridical, and fiscal treatment of some of the accounting entries on the corporate balance sheet

**ANALYSIS OF TAX DOCUMENTS FOR MORTGAGES**

Evaluation of preliminary phase documents for obtaining a mortgage

**FINANCES FOR THE RETAIL CLIENT**

Tax aspects of "private" positions

**UPDATES ON TAX REGULATIONS FOR "CORPORATE" ROLES**

Modifications to fiscal IRES (tax on business profits) for businesses including the latest changes to the Italian Finanziaria 2008

**BALANCE SHEET TREATMENTS FOR LTDs**

From accounting entries to approval and publication of the balance sheet

**CORPORATE FINANCE OPERATIONS FOR BUSINESSES**

Cause and effect of statutory and fiscal variations in business restructures

**FINANCIAL REQUIREMENTS OF BUSINESSES**

Reaching and maintaining financial equilibrium

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### The Quality of the Professional Process

Every activity, no matter what its size, operates according to in-house guidelines that are constantly compared and evaluated by all those involved. Understanding how we express our activity is synonymous with professionalism towards our partners, and brings with it greater trust and development of our client-base.

Planning and developing a client's on-going or temporary undertakings is first and foremost a duty to those who expect successful completion of assignments on a timely basis.

Internal workflows organized as a team effort are a form of respect towards our own human resources working together on a daily basis, whose invaluable contribution guarantees that our activity is carried out under quality standards and with respect to commitments.



## Organizational manual internal procedures



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Since 1998 when the first company procedures were set-up, Studio Corsini has always been supported by these guidelines in its on-going operations, when bringing new human resources into the firm, as well as in the daily management with other professional figures and concerns with whom the firm collaborates in close operative synergy.

### From the "Presentation" to the firm's in-house Manual:

*"...the end result, therefore, is not the prime objective for these procedures; instead they serve as a sound support for accompanying us on the path of our common experience..".*



## DR. ANDREA CORSINI

Since 1994 Dr. Corsini has been enrolled in the Order of Graduates in Economics and Commerce in Florence and in the Institute of Professional Accountants and Auditors. He is a Technical Consultant to the Florentine Court and is on the Rolls of Arbitrators for the Chamber of Arbitration in the Chamber of Commerce in Florence. He works as assigned trustee in bankruptcy procedures and earned his professional qualification as expert Mediator in ADR (Alternative Dispute Resolution) techniques at the law Department of the Università di Firenze and is enrolled in the Conciliation Organism in Florence (OCF).

His principle areas of expertise are in corporate and business consulting and tax planning. He supervises all aspects of clients' company governance, corporate finance operations, and works with entrepreneurs in business analyses and check-ups on the economic-financial progress of the enterprise and on financial restructuring plans. The assignments carried out for the Chancellery of the Civil Court in Florence include Technical Consultant (CTU) in contract disputes, relationships in corporate bailouts (ATI), corporate property and investment appraisals. He has been a special bankruptcy trustee, judicial custodian, and assigned appraiser attesting to corporate worth for corporate finance operations.

Since 1998, together with his collaborators at Studio Corsini, he has been particularly involved in training and consulting to banks for the planning and development of specialized economic-financial and credit courses. As the result of a multitude of assignments in the corporate and private sectors, and a broad cross-section of clients in terms of size and geographical area, Studio Corsini has acquired strong know-how in this sector.

Continuous interaction with an impressive number of credit institutions generates value-added elements in the firm's financial and business expertise, essential for consulting in today's business arena.

Dr. Corsini has also participated as a speaker in numerous conferences organized in the banking sector and directed to entrepreneurial public clientele.

### CONTACTS

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