

GUIDO ROBINO

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WORK EXPERIENCE



2019 – Present – BCom Company active in digital marketing services and PR services in China, based in Shanghai and providing services to companies, multinational groups and institutions; 5 employees

❖ CHIEF FINANCIAL OFFICER

- Administration

Responsible of accounting supervision, treasury, internal control, management control, treasury, financial planning and budgeting



2019 - Present – Barbatelli & Partners Management Consulting Co. Ltd, Shanghai, China Company active in management consulting based in Shanghai assisting companies, multinational groups and institutions in Asia; over 20 employees

❖ GENERAL MANAGER

- Tax, Administration & Finance

Administration and accounting, Consolidated financial statements, Financial advisory on complex issues such as transfer pricing, distribution and profit repatriation, taxation, tax management.

- Complex company operations:

Company transformation, Company release and conveyance, M&A, company fusion, spin off and transfer of participations, Company liquidation, Due diligence, Special operations in capital, Procedures for capital increase, Share transfers between partners and toward third parties, Foreign income payments, Share liquidations, Liquidation of assets

- Bookkeeping system start-up

Treasury management, Management of companies, Property readjustments including through construction of company structures, Surveillance of shareholder investments, Coordination of participations held in subsidiaries, Representation of the shareholder, Discharge of fiscal obligations such as withholding tax, Activities regarding company's capital (capital increase), Shares transfer between shareholders or to third parties, Payment of dividends to the foreign investor country



2017 - 2019 - **RSA Asia Tax Advisors**, Shanghai, China

Company active in tax and corporate advisory based in Shanghai assisting companies, multinational groups and institutions in Asia region and Far East; over 30 employees in 4 countries

❖ FINANCE MANAGER

- Tax Advisor

In particular relatively to the following issues: VAT and indirect taxation, Optimization of personal taxation,

M&A taxation, corporate tax assistance and consultancy, handling disputes with the tax authorities, fiscal due diligence, transfer pricing, import and export custom duties;

- **Corporate Advisor**

In particular relatively to the following issues: market entry strategy, market analysis, company evaluation, mergers and acquisition of companies, human resources and staffing, disposal of entities or business units, business and financial advisory, joint ventures and FDI assistance;

- **Accounting and Audit Advisor**

In particular relatively to the following issues: bookkeeping and administrative assistance, financial Statements and reports, internal audit and accounting control, administrative/accounting/HR management, annual statutory audit, financial due diligence, management assistance



2011 – 2017 - **Saif S.p.a.**, Genoa

Company active in the traditional and alternative solid combustible business. Revenues >150 million euro; 50 employees in 6 countries.

❖ **RESPONSIBLE FOR ADMINISTRATION, MANAGEMENT CONTROL AND INTERNAL AUDIT**

- **Administration**

- Preparation of financial statements and of all the related documents (notes to the financial statements, management report of the board of directors, included the translation in English of all the financial statements);
- Adjustment entries and allocations for year's end and interim financial statements;
- General accounting
- Drafting of Group's reporting package for consolidated financial statement;

- **Management control**

- Responsible for control and periodic reporting system for the foreign subsidiaries of the Group
- Management control on foreign subsidiaries and on Italian companies of the Group;
- Monthly Management control on cost accounting and on general accounting;
- Monthly reconciliation of cost accounting with commercial data;
- Drafting of financial and monthly costs budget of all the companies of the Group and related variance analysis;

- **Internal audit**

- Organization and preparation of the Company aimed to the financial statement audit;
- Audit procedure on Turkish subsidiary Saif Enerji;

- **Responsible for reporting on foreign subsidiaries of the Group:**

- Enviro S.r.l. – Genoa (Italy); main activity trading and distribution of solid biomasses
- Saif Enerji Kaynaklari San. Tic. A.S. – Istanbul (Turkey); main activity petcoke distribution
- Saif Endustri San. Tic. A.S. – Tarsus (Turkey); main activity biomasses production
- Saif West Africa Ltd – Takoradi (Ghana); main activity trading of solid biomasses
- PT Trenergy Biomasse Indonesia – Medan (Indonesia); main activity trading of solid biomasses

Main achievements:

- ✓ Implementation of the whole administrative department included research, selection and hiring of employees and of external consultants (tax consultants and auditors) for foreign subsidiaries Saif Enerji and SAIF West Africa;
- ✓ Drafting of the Group's procedures and control on their implementation;
- ✓ Drafting of the business plan of the Turkish production plant owned by Saif Enerji;
- ✓ Collaboration with the extraordinary operation of spin off of the Turkish subsidiary Saif Enerji (split in an industrial branch – Saif Endustri, and a commercial branch – Saif Enerji)



2005 – 2011 - **Deloitte & Touche S.p.A.**, Genova

Multinational company active in consulting and auditing services. Revenues over 36 billion dollars; employees over 244.000 in more than 150 countries.

❖ **SENIOR AUDITOR**

- Preliminary analysis of internal control systems and of the internal procedures
- Organization and management of the auditing team
- Planning and development of the audit work plan
- Punctual and immediate feedback on the work progress to senior managers
- Full audit of the financial statement, control systems, budget models and group reporting packages, audit and internal audit techniques, odd collaboration with due diligence branch

EDUCATION

1999 – 2004 – **Degree in Economics**, Università degli Studi di Genova.

Thesis in International Organization Financial Institutions: “China’s entry in the World Trade Organization (WTO): evolution and consequences”

2002 – 2003 - **Arnhem Business School, Arnhem (Netherlands)**: Partecipation to Socrates/Erasmus program valid for academic year 2002/2003

1994 – 1999 - **Istituto Tecnico Commerciale Vittorio Emanuele II**, Genoa Italy.

FOREIGN LANGUAGES

Italian mothertongue

English excellent spoken and written

Spanish good spoken and written

French good spoken and written

IT SKILLS

Excellent knowledge of Microsoft Office (word, excel, power point), Outlook, Open office.

ERP: Mago, Navision, As400, SAP, Logo Tiger (TK).

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