

Your trusted
partner
and business
advisor

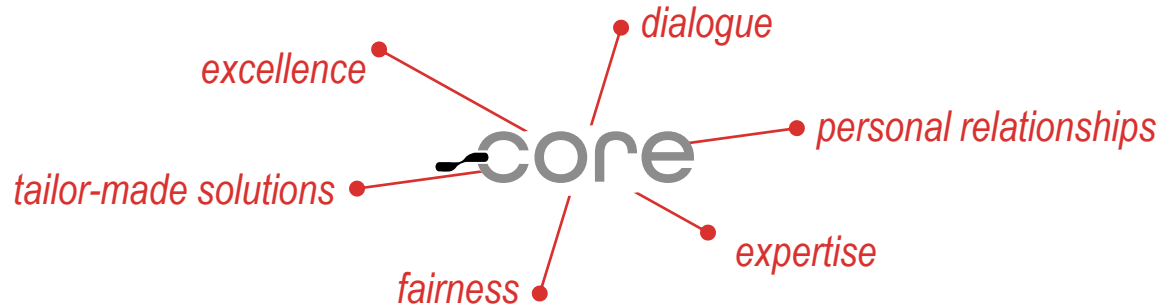


Who we are

Core is a **Management Consulting** and **Legal & Fiscal Advisory** firm with further expertise in **EU funds** and investments in **Special Economic Zones**.

Core is an independent advisor focused on supporting enterprises with coverage across the **Central and Eastern Europe**.

Present in Poland & CEE since 1994.



Where we are

Core has 2 offices – one in Poland and one in Italy.

Key relationships in other markets such as Hungary, Romania, the Baltic Republics, Ukraine and the Balkans ensure full coverage of the CEE territory.

Core boasts a team of experts – managers and associates – with hands-on management experience in Poland and the Region, as well as local staff with intimate market knowledge & proven track record.



Management



Donato Di Gilio, Managing Partner. President of the Board and C.E.O.

Born in Varese, Donato is a graduate of Milan University's Law Department. He has been working in Poland since 1992, founding Core Sp z o.o. in 1994. Donato was the co-founder of the Italian Chamber of Industry and Commerce in Poland in 1996. He held the position of the President of the Chamber between 2009-2013 and its Vice President and Member of the Board of Advisers from September 2015 to September 2017. Donato deals primarily in M&A and Business Development services and has successfully assisted more than 300 companies (large and SMEs) in the process of investment in Poland. Besides being a native speaker of Italian, Donato speaks also Polish, English and French.

What we do

CORE offers coordinated and multi-faceted approach to professional business services which concentrates on three distinct fields:

MANAGEMENT CONSULTING

- STRATEGY CONSULTING
- ORGANIZATIONAL CONSULTING
- M&A ADVISORY
- CORPORATE FINANCE
- BUSINESS DEVELOPMENT
- INTERNATIONALIZATION

LEGAL, FISCAL & HR

- ACCOUNTING & TAX
- ADMINISTRATION
- LEGAL & FISCAL ADVISORY
- HR SERVICES

EU FUNDS & SEZ

- EU FUNDS SUPPORT & ADVISORY
- SPECIAL ECONOMIC ZONES
SUPPORT AND ADVISORY

Management Consulting

INTERNATIONALIZATION AND BUSINESS DEVELOPMENT

- Market research
- Industry and competition analysis
- Development of new business projects
- Support in the start-up phase and in trade negotiations
- Identification of new opportunities and definition of the action plan
- Support for decision-making processes
- Strategy to raise capital
- Start-up support
- Identification of possible partnerships:
 - Joint Venture
 - Consortia and trade unions
 - Special-purpose partnerships



STRATEGY CONSULTING

- Definition of corporate strategy
- Assessment of strategic options
- Identification of organizational goals
- Creation of growth strategies – organic & inorganic
- Creation of product and market strategy
- Optimisation of invested capital

ORGANIZATIONAL CONSULTING

- Improvement of business and sales efficiency
- Optimization of capital costs and expenses
- Business model restructuring
- Post-merger organizational support
- Business process mapping and restructuring of organisational processes
- Change Management
- Support for transformation processes
- GRC projects

M&A AND CORPORATE FINANCE

- Buy-side and sell-side advisory to financial and industry investors
- Organization of financial resources and rationalization of the portfolio for PE funds as well as industrial and financial holdings
- Management of generational changes, family buy-outs and management buy-outs / buy-ins
- Definition or evaluation of add-on strategy
- Assessment of financing needs at the start-up, development or restructuring level
- Search for investors for debt or equity financing
- Business due diligence, business plan assessment

Legal, Fiscal & HR

ACCOUNTING & TAX

- Book keeping services
- Preparation of tax returns
- Payroll & HR
- Tax compliance
- Tax advisory (CIT & VAT)
- Transfer pricing documentation

ADMINISTRATION

- Preparing and issuing of sales invoices
- Control of purchase invoices
- Management of bank accounts
- Administration of the Customer's cash register
- Preparation of accounting & administration documents



HR SERVICES

- Recruitment and selection
- Executive search/ headhunting
- Assessment centre
- Temporary Management
- Performance management
- Trainings (L&D)
- Cross-culture & diversity management
- Compensation & benefits

LEGAL AND FISCAL ADVISORY

- Counselling and legal assistance (commercial code, civil code, administration code)
- Legal and Fiscal due diligence

EU Funds & SEZ

EU FUNDS SUPPORT & ADVISORY

- Monitoring of all European, National and Regional programs that provide aid to private enterprises
- Analysis of non-refundable grants and/or financing programs managed by international and European institutions
- Analysis of project eligibility & feasibility study
- Preparation of grant applications within domestic and EU grant programs (e.g. OP SG, regional programs, NCRD programs)
- Development of business plan for investment projects
- Project monitoring and settlement of grants

SPECIAL ECONOMIC ZONES SUPPORT & ADVISORY

- Analysis of eligibility for tax exemptions
- Assistance in locating investments in SEZs
- Drawing up the applications and documents required when applying for permits to conduct business in SEZs
- Support in business operations in SEZs
- Project management, ad hoc advice on conducting business in SEZs
- Monitoring of the use of support granted

CORE Sp. z o.o.

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