

## PROFILE

### Dr. ALESSANDRO PASUT (Profile)

Alessandro Pasut obtained his degree in **Economics and Business Management** at Cà Foscari university in Venice, and in Austria is Doctor of **Economical and Social Sciences**. He has a university specialisation in: **Business Law, Industrial Management Technique and in Banking**.

He is on the **Italian Register of Professional Accounts**, on the **Register of Auditors**, and on the **Register of the National Institute of Auditors**, on the **Register of Official Auditors for Cooperatives** in Italy and on the **Register of Journalists**. He has been working in Austria for the last ten years where, since 1994 he has been Chairman of the Board of Directors of the company "**Pasut AG**" ([www.pasut.com](http://www.pasut.com)) a leading international corporate advisors and tax consultancy company, and leader in company expansion towards Southeast Europe and present in the following countries: Austria, Italy, Belgium, Germany, Hungary, Romania, Bulgaria, Ireland, Ukraine, Czech Republic, Slovakia, Croatia, Slovenia, Poland, Kosovo, Macedonia, Montenegro, Serbia, Bosnia, Albania, USA, Moldova, China, Great Britain, Argentina, Chile, Brasil, Mexico, Uruguay, France.

Since June 2002 the "**PASUT AG**", has been nominated **official correspondent of the European Community** for the **BRE Network** (Bureau de Rapprochement des Entreprises) of the DGXXIII Commission; it is among the first consultancy groups, operating on an international level, to have attained in August 2002 the **Quality Assurance Uni En Iso 9001:2000** and to apply the quality procedures in its services towards its clients. He is an expert in **International Company Strategy, in Law and International company organisation, in Corporate and International tax consultancy and International Company Expansion**.

Abroad he is on the **General Register of European Union tax consultants**, on the **Register of Corporate Advisors and Company organisation in Austria** and by way of companies on the **Register of Auditors in Hungary** and on the **Register of Chartered Accountants** in Slovakia, Romania, Albania, Serbia, Bulgaria, Bosnia and Ukraine.

As part of his professional experiences in Italy he is promoter of **A.I.C.O.D.** (Italian Association of Organisation and Business Consultancy Companies) and associate member of **A.P.C.O.** (Professional Association of Management and Business Organisation Advisors). He has also been a member of the board of auditors for **AMGA** the gas and water board of the municipality of Udine. The Pasut Group assisted and aided the negotiations of purchase and sell between Banca Popolare Friuladria and Privedna Banka Zagreb of Amex Doo (American Express) of Lubijana which took place in March 2004. He is also a partner in certain important acquisition operations and company participation in the banking and insurance sectors. He is also **Government Administrator for cooperatives, A.P.I.** regional consultant (Association of small and mediumsized businesses) of Friuli Venezia-Giulia, and of the main regional company operating in the international trading sector and broker of a financial company at the **Milan Stock Exchange**. He is Consultant of the **Merchant Bank Monte dei Paschi di Siena** and also managing director of Auditing and Italian balance sheet certification companies. He is also consultant for the internationalisation of **RAI Radio Televisione Italiana** (Italian Broadcasting Company).

In Austria, since 1992 he has been consultant of **Bank Austria Creditanstalt AG** and, since 2002, of **Volksbank and Reiffeisenbank**; since 1991 he has been partner of a professional Austrian office operating in law and international corporate administration. He is Advisor to the Agency for economic development in the **Carinthia Region** for plant installations in industrial parks.

Since 1994 he has been credited as **Expert of Tax and Italo-Austrian companies** in the Carinthia region.

Since 1996 he has been advisor to the Italian **A.B.A** (Austrian Business Agency), an agency for economic development of the Austrian Ministry of Economy. In November 1998 he was appointed representative for North-east Italy of the **Italo-Hungarian Chamber of Commerce**. Since 2001 he has been a partner of one of the **most important international auditing companies**.

Since 1997 he has been appointed representative of North-east Italy of the **Italo-Czech Economic and Cultural Association**. On 20 March 1998 he attained the "Golden Ehrenzeichen fur Verdienste um die Republik Osterreich", gold medal for valour and merit of the **Austrian Republic** for economic merits.

Since January 2001 Dr. Alessandro Pasut has been entrusted with the managing of the BSO – Business Support Office for Italy of **S.E.C.I** – Southeast European Cooperative Initiative promoted in 1996 by the **United States of America**. The **BSO of S.E.C.I. for Italy** coordinates and manages a qualified network

of Italian referents who cooperate together to achieving the aim of bringing market economy to the Balkan states and Southeast Europe.

Since 2002 he has been president of the **European Academy for Economic Science and Art** – “Laboribus Nostris”.

In 2005 Alessandro Pasut became Member of the Advisory Board for **ICEPS Institute For International Economic Cooperation and Development** and also Special Coordinator for **CEEUN Central Eastern European University Network**.

Alessandro Pasut also cooperates with various financial, economical and tax related newspapers and specialist magazines. He has also been speaker on international and national corporate tax issues in 72 conferences. Among his most recent works is the study on the prospects of cross-border cooperation in relation to the **Italy-Austria INTERREG II Programme**.

Alessandro Pasut also contributes to journals and magazines specialising in finance, tax and economics, and has been speaker at some hundred conferences on corporate tax in Italy and other countries. The following are some of them:

- 03/10/1991 – Italian speaker at the conference “Intermediari finanziari e normativa antiriciclaggio” [financial intermediaries and laws against money laundering], held at the Industrialists Association of Udine;
- 21/05/1991 – Italian speaker at the conference “La simulazione di un accertamento fiscale” [simulation of a tax assessment], held at the Confederation of Italian Cooperatives, Veneto region union, Padua cooperative;
- 28/02/1993 – German speaker at the conference “Fiscalità in Austria” [the tax system in Austria] held at Abano Terme;
- 24/11/1994 – Italian speaker at the conference “La gestione della fiscalità nell'impresa: i vantaggi della Società Austriaca” [managing the tax system in companies: the advantages of an Austrian company] at Assindex, Padova;
- 10/02/1995 – German speaker at the conference “L'Austria come partner commerciale ed industriale” [Austria as a commercial and industrial partner], organised by Creditanstalt in Velden;
- 15/03/1995 – Italian speaker at “Presentazione parco industriale Euronova di Arnoldstein e opportunità conseguenti all'entrata dell'Austria nell'Unione Europea” [presentation of the Euronova industrial park at Arnoldstein and the opportunities arising from Austria's entry in the EU] at the Industrialists Association of Udine;
- 03/05/1995 - Italian and German speaker at the conference “La Carinzia ubicazione industriale” [Carinthia: industrial position], organised by Technologie Kaernten in Treviso;
- 17/05/1995 - Italian and German speaker at the conference “La Carinzia ubicazione industriale” [Carinthia: industrial position], organised by Technologie Kaernten in Pordenone;
- 22/05/1995 - Italian and German speaker at the conference “La Carinzia ubicazione industriale” [Carinthia: industrial position], organised by Technologie Kaernten in Venice;
- 23/05/1995 - Italian and German speaker at the conference “La Carinzia ubicazione industriale” [Carinthia: industrial position], organised by Technologie Kaernten in Brescia;
- 13/05/1996 - Italian speaker at the conference “Finanza Internazionale, il Nord-Est italiano e l'Europa centro-orientale” [international finance, the northeast of Italy and central and eastern Europe], organised by the British Chamber in Trieste;
- 24-25/05/1996 – Italian speaker at the conference “Fare rete tra i Comuni delle Regioni del Nord-Est” [networking among the municipalities of northeast regions of Italy], organised by Anci in Trent;
- 25/05/1996 – Italian speaker at the conference “Nord Est Fattori di competitività”, [the Northeast: competitiveness factors], organised by Centro Studi Nord-Est in Vicenza;
- 27/09/1996 – French speaker at the conference “I giovani del 1989 - un profilo generazionale europeo” [the young people of 1989: a European generation profile], organised by Centro Studi Nord-Est in Venice;
- 13/11/1996 - Italian speaker at the conference “Opportunità Austria oggi” [opportunities in Austria today], organised by the commercial section of the Austrian consulate general in Padua;
- 22/04/1997 - “I problemi inerenti all'economia dei Paesi dell'Est” [the inherent problems of the economies of eastern European countries], Assindustria Padova, Padua;

- 13/05/1997 - Italian speaker at the conference “Il Ruolo della Creditanstalt nell'Interscambio Mitteleuropeo” [the role of Creditanstalt in mid-European trade], organised by Creditanstalt at Rosazzo abbey;
- 12/06/1997 - Italian speaker at the conference “Incontro con l'Austria” [Meet Austria], organised by the commercial section of the Austrian consulate general in Modena;
- 17/06/1997 - Italian speaker at the conference “L'Europa Centrale ed Orientale” [central and eastern Europe], organised by Centro Studi Nord-Est in Trieste;
- 23/06/1997 - Italian speaker at the conference “Austria: incontro sulle opportunità d'investimento e commerciali” [Austria: seminar on trade and investment opportunities], organised by Centrum in Treviso;
- 21/11/1997 - Italian speaker at the conference “Le possibilità di espandersi ed investire in Austria” [the potential for expansion and investment in Austria], organised by Ratio / Tech-Tirol in Verona;
- 26/11/1997 – Italian speaker at the conference “Austria come ponte verso la Mitteleuropa per le imprese Mantovane” [Austria as a bridge towards middle Europe for companies in Mantua], organised by the commercial section of the Austrian consulate general of Padua in Mantua;
- 27/11/1997 – Italian speaker at the conference “Come affermarsi nel mercato austriaco” [how to become established on the Austrian market], organised by the Italian Chamber of Commerce for Austria in Udine;
- 02/12/1997 – Italian speaker at the conference “L'Unione monetaria europea e le possibili conseguenze” [the European monetary union and possible consequences], organised by Centro Studi Nord-Est in Oderzo/TV;
- 03/12/1997 – Italian speaker at the conference “Ci sono opportunità d'investimento competitive per le piccole e medie imprese nell'Unione Europea?” [what competitive investment opportunities for small and medium enterprises in the EU?], organised by Unindustria in Venice;
- 29/01/1998 – Italian speaker at the conference “Le relazioni economiche italiane verso l'Est le nuove opportunità e la dimensione regionale” [Italian economic links with the East, new opportunities and the regional dimension], organised by Centro Studi Nord-Est in Gorizia;
- 04/04/1998 - Italian speaker at the conference “L'Unione monetaria Europea” [the European monetary union], organised by Centro Studi Nord-Est in Castelfranco Veneto;
- 21/04/1998 - Italian speaker at the conference “Incontro con l'Austria” [Meet Austria], organised by the commercial section of the Austrian Consulate General of Padua in Bologna;
- 22/04/1998 - Italian speaker at the conference “Austria e internazionalizzazione” [Austria and internationalisation], organised by Tech-Tirol in Verona;
- 24/04/1998 – Italian speaker at the conference “L'Unione Europea si apre all'Ungheria: problemi ed opportunità nel settore agro-industriale” [the European Union opens up to Hungary: problems and opportunities in agriculture and industry], organised by the Hungarian Honorary Consulate in Conegliano / TV;

- 10-11/10/1998 – Italian speaker at the conference “Unione Europea e Area Danubiana” [the EU and the area of the Danube], organised by ALPEN Institute Italia of Trieste;
- 14/10/1998 “Investire in Ungheria” [investing in Hungary], ICE, Milan;
- 30/10/1998 - German speaker at the “Informal Meeting” organised by the Italo-Austrian association of Trent in Salzburg;
- 20/01/1999 - Italian speaker at the conference “Obiettivo sull'Austria” [focusing on Austria], organised by Studio Fanetti in Arezzo;
- 25/02/1999 - Italian speaker at the conference “Incontro con l'Austria” [Meet Austria], organised by the wholesalers association of the Trent area in Trent;
- 16-17/04/1999 – Italian speaker at “Forum Europeo per la promozione dell'imprenditoria femminile” [the European forum for promoting women in business], organised by the Treviso Chamber of Commerce in Pieve di Soligo / TV;
- 21-23/04/1999 - Italian speaker at the “Meeting con i commercialisti Ungheresi” [meeting with Hungarian accountants], organised by Interprisma in Rome;
- 05/10/1999 - Italian speaker at the “Seminario Fiscalità Internazionale” [international tax system seminar], organised by the Association of Accountants of Florence;
- 28/02/2000 – Italian speaker at the “Corso di Fiscalità Internazionale - Austria e Olanda Pianificazione fiscale internazionale” [course on international tax systems – Austria and Holland, International tax planning], organised by the AEST of Treviso;
- 03/03/2000 - Italian speaker at the conference “Operare con i Paesi dell'Est: rischi ed opportunità” [working with eastern European countries: risks and opportunities], organised by ANDAF in Vicenza;
- 17/03/2000 – Italian speaker at the conference “Verifica tributaria e responsabilità fiscale degli amministratori e dello staff aziendale” [tax assessment and fiscal responsibility of corporate staff and directors], organised by EURAAUDIT in Padua;
- 30/05/2000 - Italian speaker at the conference “Fare affari in Austria” [conducting business in Austria], organised by Assindustria of Rovigo;
- 15/06/2000 – German speaker at the conference “Iniziativa comunitaria INTERREG III – Italia Austria” [INTERREG III EC scheme – Italy and Austria], organised by PEGASO in Klagenfurt;
- 19/10/2000 – Italian speaker at the conference “Investimenti industriali in Austria: La regione Carinzia come porta d'ingresso” [industrial investments in Austria: the region of Carinthia as gateway], organised by D&D Communication in Bologna;
- 27/11/2000 – Italian speaker at the “Seminario di approfondimento sulla fiscalità internazionale: profili giuridico-tributari dell'attività imprenditoriale in Austria nell'ottica dei gruppi economici italiani” [refresher seminar on the international tax system: legal and tax profiles of business in Austria from the viewpoint of Italian economic groups], organised by Studio Schwank of Vienna in Milan;
- 28/11/2000 – Italian speaker at the conference “Vienna e il suo territorio, un'opportunità per l'internazionalizzazione delle imprese” [Vienna and its area, an opportunity for company internationalisation], organised by the ABA - Austrian Business Agency, in Verona;

- 26/02/2001 Italian speaker at the conference “Treviso & Timisoara - condividere la crescita, condividere lo sviluppo” [Treviso and Timisoara – sharing growth and development], organised by Unindustria Treviso in Timisoara, Romania;
- 21-22/03/2001 – English speaker at the Sixteenth Meeting of the Business Advisory Council to Southeast European Cooperative Initiative, organised by SECI - South East Cooperative Initiative, of Belgrade;
- 23/03/2001 - Italian speaker at the conference “Il Nord Est nell'Europa dell'Est” [northeast Italy in eastern Europe], organised by Fondazione Nord Est in Udine;
- 02-3/04/2001 – English speaker at the 8th Annual Forum Thessaloniki, organised by SECI – South East Cooperative Initiative, in Thessaloniki;
- 07-8/06/2001 – Italian speaker at the conference “Il segreto bancario internazionale e il riciclaggio di denaro” [International bank secrecy and money laundering], organised by D&D Communication in Milan;
- 04/10/2001 - Italian speaker at the conference “Professionisti nel Centro Europa” [professionals in central Europe], organised by Volksbank in Pordenone;
- 07-08/10/2001 – English speaker at the Business Support Office meeting organised by SECI - South East Cooperative Initiative in Vienna;
- 11/10/2001 – Italian speaker at the “Seminario di approfondimento sulla fiscalità internazionale: profili giuridico-tributari dell'attività imprenditoriale in Austria nell'ottica dei gruppi economici italiani” [refresher seminar on the international tax system: tax and legal profiles of business in Austria from the viewpoint of Italian economic groups], organised by Studio Schwank, Vienna, in Udine;
- 22/10/2001 – Italian speaker at the conference “Ungheria - Partner per le aziende del FVG alle soglie dell'ingresso nell'Unione Europea” [Hungary – a partner for firms in Friuli Venezia Giulia on the threshold of entry in the EU], organised by WTC - World Trade Center, in Udine;
- 30-31/10/2001 – French speaker at the EuraAudit international conference, organised by EuraAudit International in Rome;
- 13-14/03/2002 - English speaker at the Business Advisory Council meeting, organised by SECI - South East Cooperative Initiative, in Prague;
- 22/04/2002 - Italian speaker at the meeting of the 4th Health and Social Affairs committee, organised by the Hospital Board of Udine;
- 16-17/05/2002 - Italian speaker at the conference “Monitoraggio Fiscale, riciclaggio e segreto bancario” [tax monitoring, money laundering and bank secrecy], organised by D&D Communication in Milan;
- 21-22/05/2002 – English speaker at the meeting of the Business Advisory Council, organised by SECI - South East Cooperative Initiative, in Thessaloniki;
- 29-30/10/2002 – Italian and French speaker at the international EuraAudit conference, organised by EuraAudit International in Wiesbaden, Germany;
- 15/11/2002 - Italian speaker at the conference “Crescere e vincere nel Sud-Est Europeo” [growth and success in south-east Europe], organised by SECI - South East Cooperative Initiative, in Asolo / TV;

- 21/11/2002 – Italian speaker at the conference “Austria piattaforma ideale per l'espansione verso i mercati dell'Europa Centro Orientale” [Austria – ideal platform for expansion towards the markets of central and eastern Europe], organised by the ABA - Austrian Business Agency, Vienna, in Prato / FI;
- 07/02/2003 – Italian speaker at the conference “Il pensiero di Carlo Pisacane: Il socialismo popolare e la sua attualità” [the philosophy of Carlo Pisacane: popular socialism and its contemporary nature], organised by Accademia Europea Laboribus Nostris in Udine;
- 27/10/2003 - Italian and French speaker at the international EuraAudit conference, organised by EuraAudit International in Vienna;
- 16/05/2004 – Italian speaker at the conference “Espansione all'Est delle Imprese del nord Italia: tra assoluta necessità e grandissima confusione” [expansion eastwards of companies in northern Italy – absolute need and the utmost confusion], organised by Accademia Europea – Laboribus Nostris, in Manzano / UD;
- 20/10/2004 – Italian speaker at the conference “Espansione in Europa Centro Orientale e Balcanica” [expansion in central and eastern Europe and the Balkans], organised by the association of accountants of Pordenone at Villa Manin di Passariano / UD;
- 11/04/2005 – Italian speaker at the conference “Espansione Professionale in MittelEuropa, Ex Jugoslavia e Balcani” [professional expansion in mid-Europe, the former Yugoslavia and the Balkans], organised by the Association of Accountants of Pordenone in Venice.
- 04/11/2008 – Italian speaker at the conference “La fusione transfrontaliera delle Società di Capitali nel DLGS 30 Maggio 2008 N. 108: Approfondimenti e Opportunità” (“The interborder merger of Shares Companies: Insights and Opportunities”) organized by the International Fiscal Counsel Onlus, Italian Section, in Udine;
- 26-27/02/2009 – Italian speaker at the conference “L'Austria dalla fine della Guerra Fredda a oggi – Aspetti politici ed economici” (“Austria by the end of the Cold War to today - political and economic aspects”), organized by the University of Padova, Faculty of Political Science, Department of International Studies, with the patronage of the Austrian Ministry for European and International Affairs, in Padua.
- 26-27/02/2009 – Italian speaker at the Conference “Internationalization of professional services: experiences in the Anglo-Saxon Area and Eastern Europe” (“Internazionalizzazione dei Servizi Professionali: esperienze nell'Area Anglosassone e nell'Est Europa”) organized by the Association of Accountants of Verona, in Verona.

## Other Professional Experiences

- From 1975 to 1977 he was Member of the Board of Directors of companies operating in the shipping field.
- From 1978 to 1981 he was member of the Board of Directors of financial companies operating in the leasing and factoring fields.
- From 1981 to 1990 he was Legal Representative of companies operating in the personnel administration field.
- From 1982 to 1990 he was Legal Representative of companies operating in the accounting field.
- From 1982 to 1990 he was Chairman of the Board of Directors of various companies and of Integrated Service for Firms operating in the Business Management and Organisation field.
- Since 1995 he has been Advisor to the **Italian Fair Association**.
- Since 1997 he has been Professor of Corporate Law and International Tax in Venice
- Since 1999 he has been member of the Auditors Committee of important companies in the energy field.
- Since 2000 he has been Consultant for the internationalisation of the **Association of Wholesalers of Trentino** in Italy.
- Since 2002 he has been Consultant for international expansion of the **Association of Small Businesses of Treviso - Italy**.

Dr. Pasut also speaks English, French and Spanish at conversational level and good German. He Was born on 7 April 1950 and lives with his wife and children in Udine (Italy) and in Villach (Austria).