**MATTEO TURI FCCA**

Based in London. Location Internationally Flexible.

Tel: +44 7443 874605. UK & Italian Citizenship. Fluent English, Italian, French, conversational Spanish.

E-mail: [turimatteo71@gmail.com](mailto:turimatteo71@gmail.com)

https://www.linkedin.com/in/financematteoturi/

**A CFO/NED, expert in business transformation, highly technical and commercial/experienced in strategy, international operations, capital raising for growth in Renewable Energy, Circular Economy, SaaS, MedTech, Water.**

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| --- | --- |
| * £60m Capex facility for 110MW Solar Parks | * €85m finance deal secured and closed |
| * Start-up, capital raising and exit with €180m valuation | * 70% reduction on employment overheads |
| * €10m to €70m increase in valuation in Biotech/Circular Economy | * €120m total financing secured from PE & Debt * Strong Boardroom and Influencing Skills |
| * £25m in bad debts recovery | * $7m private venture debt in Medical Technology |
| * $1b Global renewable energy program. Vertical supply chain | * Managed 500% growth of charity organization in 3 years * SAP, Microsoft and Oracle ERP implementations |

**2023-2023 EXAGEN GROUP** – £35m Start-up to develop, build and operate solar energy and battery storage plants

**Consulting CFO, based London, UK, contract ended 18th June 2023**

* Selected to consult the Board on business expansion in the UK and USA with a projected increase in the group balance sheet from £15m to +£100m.
* Battery storage and solar project consulting with an in-depth review of circa 2 GW development portfolio.
* Lead a new US market entry strategy with the introduction of commercial directors from the renewable energy network.
* Consulting on a new balanced scorecard approach and a new roadmap to increase the valuation from circa £30m to £500m.
* Consulting on a transformation of the business model from pure development to Independent Power producers.
* Consulting on an increase in business valuation driven by premium on future operating renewable energy assets.
* Consulting on asset disposal programs with negotiating variables (i.e. Capex, contingency, energy price studies).
* Shape up FP&A function in the business with new performance measurement metrics.
* The conclusion was that the Independent Power Producer strategy is 2 years behind schedule.

**2022-2023 CLEAN ENERGY CAP LIMITED** – £5m Start-up to develop, build and operate solar energy plants

**Interim CFO, based London, UK, contract ended 15th February 2023**

*Started in October 2022. Recruited, reporting to CEO and investors, to manage the capital raising activities and the financial support required to scale up the business.*

* New 5-year business plan with equity raises planned through 2025. Pitch-decks and presentation to investors. £20m raise planned for the late development phase in late 2023.
* Engagement with long-term investors and partners.
* Building new processes to manage the transition from early-stage development to construction and operations.
* New Board processes to manage business growth with a planned £500m balance sheet with 7 large solar projects being prepared for equity and debt finance.
* ERP implementation with Microsoft partners to rationalize and consolidate solar infrastructure financial modelling and SPV’s group reporting.

**2021-Date INOVUS MEDICAL** - Design, manufacture, and sale of medical technologies/Saas, VC backed, £2m t/o.

**CFO, Board Advisor, NED role, based UK with US office opening. Only Board meetings 2 hours per month**

*Recruited, reporting to CEO and VC, to manage the business and increase valuation from £50m.*

* Board director meetings with VC investors, weekly cash flows, strategic equity and debt.
* New £5m venture debt with 10% warrants in executed since December 2021.
* Annual budgeting, forecasting and audits. Weekly cash forecasts.
* SaaS new incremental business model with revenues growing from £400k to £2.0m in 2 years.
* New US office built to manage the business expansion. Facilitated sales model of medical technologies with associated Saas pricing.
* Implementation of new business plan software to facilitate financial reporting.
* New employee share scheme set up in March 2023.

**2019-2021 LISARB ENERGY Ltd** - £60m start-up Renewable energy developer of solar parks in Brazil.

**Interim Chief Finance Officer, based London and Brazil**

*Invited to develop the finance function with 14 staff, assist capitalisation of the holding and subsidiaries,**acquire/sell assets and to set up the bond financing program.*

* Accomplished with team, 110MW development of solar parks in Brazil with £60m Capex, co-ordinating cross-functional teams, financial, technical, and legal due diligence.
* Full vertical supply chain from development to financing, construction and solar power production with the IPP model.
* Private PPA model to boost IRR from individual projects.
* Initiated the legal process for the issuance of MTN and securitization of PPA. The process was eventually interrupted by the Covid period.
* Facilitated the introduction of solar EPC partners (i.e. Risen Energy) to finance £60m construction.
* Facilitated £50m debt financing facility for infrastructure projects through capital partners.
* New financial model consolidation through Microsoft partners’ collaboration.
* Role concluded in 2021 only because of significant COVID impacts on the founders in Brazil.

**2016-2019 BLUE SKY NATURAL RESOURCES Ltd** - Start up biotech in circular economy/pharma, cosmetics, and foods.

**CEO/co-founder, based London, Milan, and Lugano, 3 year-term, Exit in 2021 €180m**

*Invited to be the ‘Face of the Company’ for a future listed company, transforming vegetable waste and medicinal plants into ultra-high margin commodities for pharma, cosmetic and food sectors.*

* Strategically facilitated the vertical supply chain with expected margins at 90%+.
* Introduced 180 investors through an increased valuation from €10m to €70m in 16 months.
* The business has gone through a reverse takeover in September 2021 with a valuation of €180m.

**2013-2015 SEVERN TRENT WATER Plc** - T/o £2bn UK water services company operating globally.

**Interim Finance Director and Board Director, based Milan and Coventry, 1 year-term extended to 3 year-term, €120m refinancing and exit from Italian business**

*Headhunted to secure €120m financing for an overseas joint venture, restructure the business and recruit a new CEO for Italy.*

* Recovered £25m bad debts with a £100m refinance program & £27m free cash flow across 15 yrs.
* Closed €85m finance deal on a 20-year JV investment plan after re-appointing the MD in the JV.
* Introduced new risk management and anti-fraud processes to mitigate risk/fraud threat, some years later several pre-2013 directors were convicted for public fraud in political activities.
* Member of the divisional Worldwide Executive Committee in a company of 2000+ employees.
* Co-Chaired, the UK/US/Italy crisis steering committee, rapidly resolving critical financial issues.
* Instigated and delivered a 2-year cost reduction programme through comprehensive consultations with Industrial Associations and Unions achieving a 70% saving on employment overheads.
* Reduced DSO, 51 days to 26, led debt recovery from public water clients, optimised life-time margins on the largest project from 9% to 32% with smart purchasing, new finance deals and finance purchasing programs.
* New SAP implementation with better financial reporting for the group.

**2011-2013 LANCO SOLAR NETHERLANDS HOLDINGS** - T/o $3bn listed Indian energy producer.

**Global Finance Director, based Rotterdam, Mumbai listed with US, Singapore and India, considerable travel. $1b renewable energy program.**

*Headhunted to build strategy and execute a new renewable energy plan based on Real Estate, Finance, Technology and Pure Energy Production across 9 countries on 3 continents, at a time when Lanco, a conventional energy company saw the future potential of international solar.*

* Established new global offices in Rotterdam for the Lanco group and arranged all resources.
* Recruited, trained, and managed financial controllers in USA, UK, Italy, and the Netherlands as well as staffing Canada, Spain, France, Germany for completion of day-to-day tasks.
* Managed the development, financing, construction, and operations for new solar power plants in Italy, France and USA and drove a €5m project for renewable plants in Italy to financial close.
* Secured $35m financing & established the first 3-year strategic plan for North American and EU.
* All financial closing executed in Italy, France, USA with local banks.
* Tax structuring with Singapore and Netherlands office.
* Intensive risk management activities due to frequent change in legislation across 4 Continents.
* Active due diligence on acquisitions and disposals across all 4 Continents.
* Role concluded due to the decision by the majority shareholders to abandon all business outside India due to macroeconomic crisis and, eventually. Company crisis leading to company failures in around 2018-19.

**2008-2011 RENGEN ENERGY Ltd** - £40m family office PE owned renewable energy development with IPP model.

**Finance Director, UK Advisory, based London with considerable international travel. M**

*Headhunted to support a start-up funded by a US family private equity through acquisition & disposal, financing, focussed Real Estate, Finance, Technology and Pure Energy Production.*

* Set up PE structure with Curacao holding, UK advisory, Cyprus and Luxembourg sub-holdings, and Italy, Poland, Greece, and UK for projects against a backdrop of global financial crisis.
* Instigated early-stage development of solar and wind assets in Italy, UK, Greece, and Poland.
* Led due diligence and a €4m acquisition of permitted ready-to-build solar power plants.
* Leveraged €80m project financing and facility draw-down during construction.
* Assisted on profitable sale of non-strategic assets to other solar industry companies.
* Generated €120m total financing secured from private equity and debt providers.
* New ERP implementation with Microsoft partners to facilitate consolidation of financial models and SPV’s reporting.

**2006-2008 K2 Partnering Solutions -** European Financial Controller, IPO preparation, $100m t/o

**European Financial Controller, based London, Zurich, Stuttgart**

**1999-2006 VANCO Plc -** T/o £120m International telecom group.

**International Financial Controller & Auditor, based Italy, UK, France, and Spain, IPO in London**

**QUALIFICATIONS** Accountancy diploma in Italy - 1990

Chartered Accountant – ACCA Master’s degree equivalent, 2003

Non-Executive Board Diploma - FT Board Diploma Programme, 2015