



COSMOS

INSTITUTIONAL
PRESENTATION

2023



Cosmos is a Brazilian company specialized in Mergers & Acquisitions, Tax Advisory, and Corporate Finance.

ABOUT COSMOS

With experienced executives and genuinely dedicated to customer service, Cosmos brings together unique skills to develop customized solutions for national and multinational companies, combining powerful technological tools with extensive technical knowledge.

EXECUTIVES



JOÃO LIPAI

MERGERS AND ACQUISITIONS // CORPORATE FINANCES

João Lipai holds a Bachelor of Science in Business Administration (BSBA) degree from Fundação Getúlio Vargas and has worked for more than 14 years at EY, where he was focused on strategy and transactions area, attending both strategic clients and private equities. During that time, he worked for a year in the San Francisco office (USA), where he led several transactions, locally and in Latin America. The executive is specialized in Accounting and Finance, and has extensive and comprehensive experience in deals within technology, health, agribusiness, education, among other industries.

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PABLO ALMEIDA

MERGERS AND ACQUISITIONS // TAX CONSULTING

Pablo Almeida holds a Bachelor of Science (BS) degree in Accounting, and a Graduate degree in Tax Planning and Management from Fundação Getúlio Vargas. Specialized in M&A and Tax, he has worked for global accounting companies such as Grant Thornton, Crowe, and EY. The executive has worked for 20 years providing advisory services in structuring, restructuring, M&A, and integrations for global private equities national and multinational companies, especially in energy, mining, technology, infrastructure, oil and gas, pharmaceutical, retail, among other industries.

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EXECUTIVES



ANDERSON FONSECA

MERGERS AND ACQUISITIONS // TAX CONSULTING

Anderson Fonseca holds a Law degree from Universidade Presbiteriana Mackenzie and is a lawyer registered within the Brazilian Bar Association, Chapter of São Paulo ("OAB/SP"). He has taken several continuing education/certificate programs in Tax Law at INSPER and is about to obtain his LL.M. degree in Tax Law at Fundação Escola Superior do Ministério Público – FMP.

He has more than 17 years of law practice, in both counseling and litigation, providing legal advisory services in Tax Law, Tax Planning, and M&A, within industries such as consumer goods, health, education, pharmaceutical, information technology, food & beverage, chemical, infrastructure, among others. He has worked at renowned law firms and large professional services network and firm (EY and Alvarez & Marsal), attending corporate clients and private equities.

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LUCIANO BATISTA

MERGERS AND ACQUISITIONS // TAX CONSULTING

Luciano Batista holds a Bachelor of Science (BS) degree in Accounting and Business Administration. He has more than 17 years of experience in consulting for performance improvement (operational and financial), corporate transactions and auditing in publicly and privately held companies.

He was a partner at ROE Capital and Profit AGP where he led M&A operations, company valuations, accounting, and financial due diligence services.

Previously, Luciano served as Senior Manager at EY, in the area of corporate strategy and transactions. During that time, the executive participated in more than 90 transactions, providing advisory services to investment funds and national and international strategic clients.

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EXECUTIVES



FABIO PECEQUILO

VALUATION & BUSINESS MODELING

Fabio Pecequilo holds a Bachelor of Business Administration with emphasis in Finance from PUC-SP and Executive MBA in Finance from Insper-SP. He is currently in the process of certification in business and company valuation by the American Society of Appraisers (USA).

With more than 20 years of experience in consulting and corporate finance in the context of transactions and valuation of assets and businesses. In the last 10 years he has held leadership positions in international consultancies (EY and Mazars), providing valuation services to meet accounting, tax and regulatory requirements, such as Valuation of companies and intangible assets, Purchase Price Allocation – PPA, Impairment Test, Fair Value of Options, among others.

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MARIANA VILELA

SOCIAL SECURITY & LABOR

Mariana Vilela is Graduated in Law and specialized in Labor Law from Mackenzie Presbyterian University. She has over 15 years of experience in Labor and Social Security, focusing on consulting and audit.

She focuses on tailored solutions, from risks and credits identification to implementation of compensation/benefits policies, termination of employment contracts, employee relocation and transfer, special employment contract conditions, confidentiality and non-competition duties and the Results Participation Program (PLR).

Over her career, she has worked at EY, Veirano Advogados and Tozzini Freire.

Mariana is currently Vice President of the HR and Social Security Committee of the Brazilian Association of Tax Advocacy – ABAT.

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EXECUTIVES



JANAÍNA VANZELLI

ESG & PEOPLE

Janaína Vanzelli is a legal professional graduated in Law specializing in tax, labor, and social security matters, with a Master of Laws degree in Corporate Social Security Law from Escola Paulista de Direito and Tax Law from Insper.

Acting as Senior Executive Manager over 12 years in EY and Big Law Firms Janaína has a huge experience with people and tax projects involving compliance, labor and tax reviews, HR management, legal and corporate issues. Her professional performance is highlighted by the integration of business legal concepts with a focus on identifying risks, tax and labor opportunities and is increased by the integration and active participation in projects aimed at the demands of the ESG Agenda (Environmental, Social and Governance) with recent professional training by the Pacto Global by the United Nations, Corporate Education by Fundação Getúlio Vargas – FGV, and Risks, Compliance and Governance by Fundação Dom Cabral.

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EDUARDO LUCENA

BUSINESS MANAGEMENT & STRUCTURING

Eduardo Lucena has more than 18 years of experience in business management and company structuring, working in consulting, in medium and large companies, especially in controllership, legal, IT and Labor / Human Capital management.

Throughout his career, Eduardo has developed extensive experience in several sectors such as: Outsourcing Services, Mining, Cement, Railway Logistics, Pulp and Paper and Communication (Newspaper, Radio and TV), in addition to consulting at EY.

Eduardo will lead the CFO Services area focusing on strategic operational and financial support issues, such as financial restructuring, cost management, cash flow and profitability analysis.

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DISTINCTIVE FEATURES

1

Modern and versatile, Cosmos brings together unique and essential skills for carrying out projects that generate value for our clients.

2

Formed by experienced executives who have worked in global leading consultancies and renowned law firms in Brazil, Cosmos specializes in conducting mergers & acquisitions, advisory, and corporate finance.

3

Cosmos combines technical expertise and international quality standards to the resourcefulness, innovation, and versatility of a boutique.

4

Cosmos uses senior resources for the development and execution of projects and operations, with partners and directors actively involved, which turns the measurement of fees into a more flexible process and speeds up the results..

FIELDS OF EXPERTISE



MERGERS AND ACQUISITIONS

- Prospecting companies;
- Economic and financial evaluation (Valuation);
- Due Diligence (Sell and Buy-side);
- Corporate and tax structuring and restructuring;
- Assistance in the preparation and review of the purchase and sale agreement.



PEOPLE, ESG & LGPD

- Labor and Social Security Review focused on assessing risks and opportunities;
- Assessment of Human Resources policies and routines;
- Review and Implementation of Variable Compensation Programs, Stock Options Plans, benefits policy, bonus and reward payments and profit sharing plans;
- Review and Assessment of Risks in the Supply Chain – Suppliers Management;
- Diagnosis and Implementation of policies and rules for compliance with the LGPD (Data Protection Law);
- ESG Practices and Agenda – Implementation of Projects focused on environmental, social and governance sustainability reports.

FIELDS OF EXPERTISE



CORPORATE FINANCE

- Outsourcing of financial routines;
- Cash release through working capital optimization;
- Turnaround;
- Assistance in attracting financial resources; and
- Structuring.



TAX ADVISORY

- Corporate restructuring and tax planning;
- Tax and labor integration assistance;
- Tax, labor, and social security compliance;
- Transfer pricing; and
- Tax incentives.

CONTACT

Contact us by phone, e-mail, or through our social media channels.



COSMOS

DEVELOPING, CONNECTING,
PERPETUATING

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