



GENEVA GROUP INTERNATIONAL

## Corporate Profile

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## 1 Mission Statement

***“We want Geneva Group International to be one of the leading multidisciplinary networks, present in every major financial and commercial centre, distinguishing itself by the quality of its services and members”***

Getting ahead in business today means forging international relations. A direct or indirect presence on international markets forms a huge step toward long-term national success - whatever the size of your business. But if you want to establish foreign relationships effectively, you will need in-depth knowledge of the business practices specific to individual countries. Cross-border activities will always require detailed consultation. If you want to enjoy competitive advantages you need to know about the legal, fiscal and economic peculiarities of unfamiliar business environments. The consultation necessary for this can essentially only come from specialists in their own respective countries. Only an international network of experts can make it possible for an individual businessman to find the best possible selection of business relationships. This is not always an easy choice. Most large, multi-national consultancy companies offer a relatively wide range of services but offer no absolute guarantee of identifying the most competent partner for your individual needs. Specific, individual consultation yields specific, individual results - thus a great deal of larger consultancy companies often fail to locate the most suitable partner for you. Geneva Group International (GGI) aims to solve this problem.

## 2 Facts

GGI is a global network of professional, independent accounting, consulting and law firms. The legal structure is that of a Swiss limited corporation. GGI has **more than 260 member firms** and **over 410 offices**, with around **14,000 employees worldwide**. Our member firms are well established, high quality firms with years of experience in their respective business areas. Our members' clients are multinational listed corporations, medium sized companies and family holdings. All of our members have the intention of expanding their international business, and most of our members communicate in at least two languages.

### **3 Targets**

It is essential that GGI has a legal, accounting, audit and management consulting firm in every major financial and commercial centre. We will continue promoting our brand on a global basis and we also want GGI to be known to the respective business communities and government agencies. We aim to develop more transnational business opportunities for our members and their clients. By using the latest information technology we improve member to member communication and generate more potential business for our members.

### **4 Management**

The merger of international, independent consulting companies has brought together individual specialists spanning all major countries and fields. Getting informed answers to all worldwide fiscal, legal and economic questions has become possible. Our global connections make us large enough to target your varied needs but also flexible enough to supply you with a personal consultant.

#### ***4.1 Executive Management***

The Executive Management sets the policy and direction of the network and makes other operational and strategic decisions assisted by the Executive Committee.

##### **4.1.1 Founder**

Claudio Cocca founded Geneva Group International in 1995. Mr. Cocca studied Economics at the University of Zurich, is a certified trustee, member of the board of several companies and founder of Eurotrust and Geneva Group International. Mr. Cocca is an expert in corporate finance and has managed several M&A transactions. Claudio Cocca is former president of the board of an international bank.

#### **4.1.2 Secretary General**

Mr. Michael Reiss von Filski was born in Switzerland. He studied Law in Switzerland, International Commerce in Madrid, and History and German Literature in Germany. He has acted as a consultant to several companies and networks, including the Imperial Falcon Club. In 1995, Mr. Reiss von Filski became First Secretary and Special Advisor to the Extraordinary and Plenipotentiary Ambassador of the Republic of Argentina, working in the United States, Latin America and Europe. He was then appointed General Manager of the Spanish Chamber of Commerce in Switzerland. Mr. Reiss von Filski is Member of the Board of 30 companies and has extensive experience managing international networks. Mr. Reiss von Filski speaks fluent English, Spanish, German, French and Italian, and some Russian.

#### **4.1.3 Head of Communications**

Mrs. Barbara Reiss was born and raised in Germany and completed her studies in Hotel Management in Switzerland. After working in Great Britain, she returned to Germany to handle international sales for a German hotel chain. In Berlin she graduated from her studies in Economics, receiving a diploma. She previously worked for a network of young entrepreneurs with about 2,500 members as a manager of marketing, communications and fundraising.

#### **4.2 Head Office**

The Head Office in Zurich implements the decisions taken by the Executive Management and distributes material either to the members directly or to the Regional Managers. Daily operations of Geneva Group International are handled at the Head Office.

### **4.3 Regional Managers**

The Regional Managers are responsible for the group management in their respective regions. They implement the decisions taken by the Executive Management and act as a point of contact. Furthermore, they are responsible for the their region's network development.

#### **4.3.1 Regional Manager Latin America, the Caribbean**

Dr. Miguel Mantelli graduated in Economics from the University of Buenos Aires, is a Certified Public Accountant and member of the Commission on Accounting Studies in the Buenos Aires Economics Science Council. He was a university professor in the Faculty of Economics at the University of Buenos Aires. Dr. Mantelli was member of the Quality Control review team at KPMG-Peat Marwick. Dr. Mantelli speaks English, Spanish and Portuguese.

#### **4.3.2 Regional Manager Europe**

Dr. Hubert Tramposch received a law degree from the University of Innsbruck-Austria and was admitted at the Austrian Bar in 1984. He became a senior partner of the law firm Tramposch & Partner, which he founded in 1998. He has extensive experience in commercial and insurance litigation, debt collection, and corporate law. His most important clients are insurance and mid sized companies. He is trustee lawyer of the Austrian Insurers Association (Green Card Bureau). Dr. Hubert Tramposch speaks German, English and Italian.

### **4.3.3 Regional Manager Middle East, Asia, Africa**

Peter Kaeser graduated from the Zurich Business School (HWV). He held key positions at multinational companies in Africa, the Middle East and Far East and Switzerland in the field of power-generation & distribution as well as commodity trading. Peter Kaeser joined Credit Suisse in Lugano and later the Head Office before relocating to various Gulf countries and the Far Eastern Division at Credit Suisse's Head Office in Zurich. He held assignments as a Director of the Credit Suisse Group in Private Banking, Asset Management, Corporate Banking and Gold Bullion. Peter Kaeser was involved in the opening of Credit Suisse Dubai. Mr. Kaeser spent some years with Merrill Lynch before setting up his own business as a financial consultant in Europe, the Middle East and Far East. He is fluent in German, English, French and Italian and speaks some Spanish and Farsi.

## **5 Quality**

The keystone of co-operation and trust in business life is confidentiality. Geneva Group International knows and appreciates this and follows strict professional and ethical principles. We build our relationships on reliable, competent employees and partners.

Our consultancy services are carefully composed of teams of experts from various sectors. These teams are designed to adapt to individual project demands. Pooling knowledge from a number of disciplines, they aim to pass their knowledge, ability and experience on to our customers. We consistently strive to provide quality service at a high level. GGI members are aware that quality is essential and that results will be measured, therefore service can not just be a mere catchphrase.

Our recruitment procedure tries to ensure that only firms of the highest standing are able to join GGI. New members are only admitted after formal consultation with existing members, due diligence, submission of a detailed application form, proven membership with their local, professional governing bodies and a visit by at least one member of the executive board or regional manager.

Geneva Group International is not associated with local or foreign interest groups, thus guaranteeing neutral information and support. Our consultancies operate in legal and financial independence, promoting greater responsibility to our individual customers.

There is some potential for a clash between the complexity of information supplied and various communication barriers. We ensure a sensible selection and delivery of information to maximise your benefits. GGI co-ordinates and enhances communication with permanent schooling, training, seminars and publications. This is the only continuous guarantee of consistency and quality.

## **6 Benefits**

### ***6.1 Improved Business Opportunities***

The benefits of being a member of Geneva Group International are having a high profile for your firm in your local marketplace and the creation of business opportunities otherwise not available.

### ***6.2 Business Referrals***

As a member of GGI, you have the chance to receive new business via referrals from other members of the network without having to pay for a referral fee.

### ***6.3 Independence***

GGI allows you to develop strong links to globally acting professionals without losing your firm's independence.

### ***6.4 Group Marketing***

As a member of GGI you have ready access to complementary expertise for joint marketing, press and public relation initiatives. A central aspect of GGI marketing is its up-to-date website, an e-newsletter, and an international directory that is updated several times per year and downloadable from the website.

### **6.5 Exclusivity**

Geneva Group International offers regional exclusivity depending on a firm's discipline and the size of the country and city in which the firm is located.

### **6.6 Knowledge Management**

GGI intends to collect as much knowledge from its members for its members. This database will be available to all the members of GGI, and the Head Office is responsible for the quality of the data.

### **6.7 Networking**

GGI organizes several regional conferences and one world conference per year. GGI management also organizes local workshops and events in addition to the conferences.

## **7 Services**

### **7.1 Legal Services**

Arbitration and mediation, corporate- and commercial law; competition law; constitutional and administrative law; employment and labour law; family, matrimonial and divorce law; government and local government; restructuring and public law, insolvency; law insurance; intellectual property law; international transactions and trade law; liquidations; compromises and schemes of arrangements; listings; flotations; stock exchange & securities regulations; litigation, mergers; acquisitions & management buy-outs; notarial bonds & deeds; offshore structures & financing; property law; taxation; trademarks and trusts.

### **7.2 Finance & Corporate Services**

Administrative and organisational accounting services, bookkeeping, accounting, reporting, administrative assistance and payroll preparation, development and implementation of management information systems and controlling-instruments, assistance in EDP for accounting purposes, reorganisation, restructuring, merging and liquidation of companies, receivership and bankruptcy management, corporate management and holding of general meetings, incorporation of companies and their foreign branches, real estate purchase and sale consulting service, real estate property management and related bookkeeping.

### **7.3 Audit**

Annual audits according to national and international legislation standards, reports in accordance with local and international standards, special purpose audits - organisation systems, fraud, creditworthiness, profitability analysis, legally-prescribed special purpose audits, management-letters with recommendations for improvements in internal control and other systems, internal audits for non-annual audit clients.

### **7.4 Tax Advisory Services**

International corporate and personal tax consulting, tax and legal advice in corporate restructuring, advice on corporate and personal tax residence transfers, advice on the choice of the ideal legal structure for resident/non-resident companies, advice on V.A.T. regulations, filing of tax returns for corporations and natural persons, specific advice on inheritance and gift tax legislation, obtaining advance rulings from tax authorities, support in audits by tax authorities, analyses and implementations of regulations governing specific international tax treaties.

### **7.5 Mergers & Acquisitions**

Search and selection of suitable and potential businesses for take-over or merging, co-ordination and implementation of cross-border M&A assignments by creation of project teams of experienced M&A specialists from Geneva Group partners, leading negotiations in connection with co-operation agreements, capital-participation, mergers, management-buyouts and buyins, complete or partial analysis and valuation of businesses, drawing-up contracts in connection with take-overs, cooperation or business mergers with the involvement of specialized commercial lawyers, advisory services, legal representation and consulting negotiations in privatization projects, advice and support in preparations for going public (stock-exchange quotation) in co-operation with financial institutions and government offices.

### **7.6 Family Office**

Wealth preservation, wealth management, tax and estate planning, global reporting and special services.

### **7.7 Management Consulting**

Strategic planning and market analyses/selection, company communication and culture, advice and support in the selection of domestic and foreign business partners, assistance in the planning and implementation of rationalization measures, advice and support in relocating production facilities (outsourcing), personnel selection and executive search, consulting and assistance in international contractual matters, consulting in cash-management matters and debt-collection services, complete or partial business valuations, feasibility study services.

## **8 Customers**

Our members customers are found in the following business areas: production companies, pension funds, service companies, insurance companies, trading companies, property administration companies, craftsmen's businesses, transport companies, building companies, trusts and foundations, agriculture and fishing, clubs and associations, banks and finance institutes, non-profit organizations, airlines and shipping lines, hospitals and health centres, power stations, press and book publishers, department stores, schools and training centres, hotels and restaurants, state-owned companies, food and drink manufacturers.

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