



THE SERVICES BY INTERGEST

- Comprehensive market information
- Local presence in all EU countries
- Support in setting up a distribution structure
- Support in building up a sales force and payroll service
- Personnel recruitment
- HR management
- VAT management
- Bookkeeping and accounting
- Debt collection

THE ADVANTAGES OF INTERGEST

- Expert advice and experience in international markets since 1972
- All services from one source, tailored to your company's specific requirements
- Internationally experienced partners and staff
- Clear definition of responsibilities, reliability, confidentiality and adherence to schedules

InterGest Worldwide GmbH
Straßenbahnring 13
20251 Hamburg
Germany
Phone: +49 40 5555 3800
E-mail: worldwide@intergest.com

WWW.INTERGEST.COM

INTERGEST®
WORLDWIDE

THE **ART** OF
BEING LOCAL
WORLDWIDE



ARGENTINA AUSTRALIA AUSTRIA BELGIUM BRAZIL
BRUNEI BULGARIA CANADA CHILE CHINA
CROATIA CZECH REPUBLIC CYPRUS DENMARK
FINLAND FRANCE GERMANY GREECE HONG KONG
HUNGARY INDIA INDONESIA IRELAND ITALY
JAPAN LUXEMBURG MALAYSIA MEXICO
NAMIBIA NETHERLANDS NEW ZEALAND
NORWAY PARAGUAY PHILIPPINES POLAND
PORTUGAL ROMANIA RUSSIA SERBIA SINGAPORE
SLOVAKIA SOUTH AFRICA SOUTH KOREA
SPAIN SWEDEN SWITZERLAND THAILAND
TURKEY UAE UNITED KINGDOM USA VENEZUELA

WHERE
IN
EUROPE
WOULD
YOU LIKE
TO BE
SUCCESSFUL
WITH
YOUR
BUSINESS?

THE **EUROPEAN UNION** (EU) CONSISTS OF APPROXIMATELY **500 MILLION INHABITANTS**.

The annual Gross Domestic Product (GDP) of € 21 trillion is slightly higher as the GDP of the United States. The trade within the union is completely liberalized. Goods and services can be sold without any restrictions. Buying power and consumer demand are high and the inflation rate is low.

HAVING TO KEEP IN MIND **MANY FACTORS IN A FOREIGN MARKET** IS A CHALLENGE.

Business developers have to keep in mind technical, legal, fiscal and cultural factors when wanting to enter a foreign market, which also applies for Europe. InterGest will show you how to conquer it successfully and make you aware of what you have to keep in mind.

WITH AN **INDEPENDENT SUBSIDIARY** YOU CAN **DEVELOP THE WHOLE EUROPEAN MARKET**.

With the given structure i.e. the open market of Europe the best way is to set up an independent subsidiary in one of the European countries and – once the business is safely established – develop the remaining countries from there without having to set up additional branches.



HAVING **THE RIGHT PEOPLE** IN THE RIGHT PLACES IS **KEY TO SUCCESS**.

An efficient and cost-effective sales function will be essential for the success of your business abroad. We will assist you in finding competent and experienced staff that know the local market and speak the relevant languages. We also offer reliable, timely completion of salary payments according to local statutory requirements and many more HR services you can rely on.

DEBITOR MANAGEMENT NEEDS TACT AND **LOCAL KNOW-HOW**.

Clients in foreign markets expect to be treated differently than those in your home markets, and payment terms might be different in every country. We see ourselves responsible to bring your liquidity requirements in line with the payment policies of your clients abroad.

With a broad network of competent partners throughout Europe, InterGest holds the key to successful market development for your business.

WHO WE ARE

InterGest provides businesses with a modern, affordable and effective way to establish themselves in foreign markets.

With our competent InterGest partners located throughout Europe, we are able to assist you with all of your business needs.



Prof. Peter Anterist is General Manager of the international trust company InterGest Worldwide which supports export-oriented companies at over 50 locations worldwide. He holds a law degree, which he obtained from the Johann-Wolfgang-Goethe University in Frankfurt/Main in 1999, where he studied law subsequent to studying business management in Saarbruecken. Prof. Peter Anterist regularly lectures as visiting professor on international management at the Central University of Finance & Economics (CUFE) in Beijing.



Dr. Alberto Canova born 1968, graduated in Economics at the L. Bocconi University of Milan. Since 1996 he has been registered in the Association of Professional Accountants. Expert in commercial and tax law, he has long performed his professional activities for multinationals having economic interests in Italy. Dr. Canova has developed considerable experience in both the daily management of his clients' accounting and fiscal problems and in merger and acquisition operations.



Nils Blunck is General Manager of InterGest Hungary. In 1993, after successfully completing his studies in history and national economics at the University of Hamburg, he began working for the EU Commission, planning, implementing and controlling EU support programs for the countries of Central and Eastern Europe. From 1997 to 1999, Mr. Blunck served as advisor to the Hungarian Foreign Ministry on the country's preparations for joining the EU.