# **oneworld**\* The Power Of Partnering



Affiliated to **BDO** 





# The Power Of Partnering

oneworld



### Foreword

#### Dear Friend/Associate

We work and create in a time of ever growing demands and operate in a competitive environment which is constantly changing. Companies and corporations constantly have to review their strategies in the markets in which they operate to be able to succeed. In this environment our clients expect us that beyond technical and industry expertise, to be next to them to support them and their teams in designing and implementing their next strategic steps.

For some years, the global economy was relatively stable and benign, with strong growth, low inflation, favourable interest rates, easy liquidity and positive consumer sentiment. But the world has been changing – and the change has been awkward. Clearly the current market conditions may have an impact on the financial capabilities of companies and we may begin to see a negative impact on overall business performance.

But the financial crisis, does not need to be all doom and gloom. For the companies fortunate enough to have ready access to cash and strong balance sheets, the crisis should be seen as an opportunity. It may be an opportunity to acquire vulnerable competitors or address corporate structural issues or execute strategic transactions that a company has been considering for a long time, on favourable terms.

Offering a service of quality is crucial to us. Our recruitment policy aims at attracting, hiring and investing in capable and innovative advisors. Our professional teams possess the requisite skills to provide our clients with expert advice, innovative solutions and ensure they have competitive advantage. Working in harmony with them, we deliver prompt and quality support and fresh perspectives to our clients.

We will be pleased to be of service to you.

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George Philippides Chief Executive

December 2009



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# **Our Firm**



### We Understand Your Needs

We have a client-driven strategy, addressing client issues and needs. Focusing on relationships, we are committed to support our clients' business and bring fresh perspectives to their thinking.

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# Your Vision, Our Mission



### There are no typical Oneworld clients

From dynamic young enterprises to iconic global corporations, from wealthy individuals to their families and advisors. We serve them all. We are not just looking after their fortunes but their futures. Whichever corner of the world they are in, whatever they want to achieve. We are not just their advisors, we are their partners. Which is why we are leaders in business and corporate services.

We build a sustainable competitive advantage by offering an integrated approach to our clients and reinforce Oneworld as the preferred provider for our advisory and niche services to individuals and corporate clients.

We build a sustainable competitive advantage

# Priorities

Our aim is to assist our clients succeed throughout their entire business life-cycle and thus enhance value for their shareholders.

Understanding clients' needs through each of the five core stages of their business life-cycle is critical to enable us to stand next to them as their long-term trusted business advisors.

We build our services around five key client priorities:

- Acquire/Create
- Integrate
- Improve Performance
- Manage and Control
- Restructure and Appraise





## Here To Help You Succeed

How do you see success? It looks and feels different to everyone. Our job is to understand what success means to you and help you get there faster. We draw on all of our different services, specialisations and experiences to deliver the right solution for you.

In business as in life nothing ever stands still. Trends shift, rules change and so do your own priorities. We keep you one step ahead. Through knowledge development we are always looking for new products, services and technology to help us serve you better. To give you the foresight to prepare for tomorrow's challenges.

With our in-house and international network of experts in tax, corporate law, business and finance we cover a full range of advisory, business and corporate services. These include international tax advice, trustee services, company formation and administration, financial, advisory and management consulting. We offer a range of specialised financial and corporate services in new and emerging areas. And together with our fellow experts in some 110 key countries, we also deliver truly integrated services.

## What You Can Expect From Us

We provide highly specialised advice that takes every aspect of your business into account.

You can expect:

- Solutions that give you value
- Tailor-made innovative solutions
- Implementation support
- Addressing your commercial and process risk
- Integrated services to address all your issues
- Strong sustainable business relationship
- Access to our global network of professional advisors
- Commitment, objectivity and integrity
- Confidentiality and discretion

### Independent Advice

In this ever changing world where it seems we are leading increasingly busy lives, it is often difficult to find the time to keep on top of our finances. As a result we may not always have the best financial arrangements in place for our needs or could be paying excessively for the plans we already have.

We take away the headache of trying to keep on top of your financial affairs. You can rest assured that your financial needs are in safe hands. We access the whole market meaning that you can be confident that



any financial products recommended for you have been selected because of their suitability for your needs.

Taking financial advice and instructing us to implement recommendations will not only save you time and money, freeing you to make the most of your valuable time. It will also provide you with the satisfaction of having your private affairs in order and a plan to achieve your personal financial goals.

# You achieve your personal financial goals



**Our Clients** 

# Approach

We cater for international clients and aspiring local businesses with the ambition to grow and become market leaders in their business sectors.

Our client list spans the entire range of enterprises – from prestigious national and international companies to the young entrepreneur just starting in business. We offer a range of services throughout south and east Europe, across western Europe and around the world – which matches that provided by the largest advisory, corporate and trust firms.

We aim to provide each client with innovative solutions to problems and the fresh ideas upon which true success depends. This means long and hard work, attention to every detail, swift response to problems and anticipation of developments before they arise.

We provide a complementary service to other professionals and are pleased to work with them to provide holistic advice.

We aim to provide the highest standards of advice and service to all our clients. We recognise that no two clients' circumstances, needs and objectives are the same and therefore our solutions are unique to each individual.

Our approach involves:

- Analysing your current financial arrangements
- Listening to your needs
- Assessing your attitude to risk
- Proposing realistic financial solutions
- Monitoring progress towards your objectives

Our advisors handle a wide range of work and strive to provide technical excellence, creative thinking and a positive approach in everything they do. Above all, clients can expect an exceptional degree of personal attention from their Oneworld advisor.

Clients can expect an exceptional degree of personal attention



### High Net Worth Individuals

With wealth comes responsibility: to manage complicated, international assets, to provide for extended families, to invest wisely and contribute to good causes. You might be thinking of retiring early, to enjoy what you have built. You will certainly have ideas about passing on your estate to subsequent generations. All of these things depend upon the protecting, preserving and maximising of your assets.

We know that you and your needs are unique. That is why we first dedicate ourselves to understanding your priorities and aspirations, before offering integrated services that deliver. Our trust and tax structuring experts advise you on efficient local and crossborder structuring and help with estate planning, probate formalities, tax mitigation, wealth succession and remuneration.

We tailor-make related services and investment support for you. We start with a comprehensive portfolio analysis and review, mapping your existing position against future needs. Independent investment advice can follow, including choosing the right strategies and investment managers. In everything we do, we stay focused on your investment and life goals. Discretion is essential to our work.

### We focus on your needs



### **Corporate Clients**

You have decided that change is the answer to a new beginning. But where to begin from? That is where we can help. Capturing the benefits of change requires insight into its potential to impact the enterprise as a whole. This means strategy, structure, people, process and technology.

In order to move from strategy to execution, you will need to translate strategy into practical results while avoiding major disruptions to on-going operations.

Our professionals understand the fundamentals of creating, capturing and measuring value. We know how to address people, processes, strategy, structure and technology in an integrated fashion, and we can help you execute your plans - both across functions and across the organisation.

From enterprise-wise process improvement to sustainable cost reduction, from transactions that capture and create value to rapid crisis response, from strategic IT solutions that align with business need to cost-effective talent management and sourcing. The mission of our professional practice is to help business leaders anticipate, create and manage change.

You will need to translate strategy into results



# **Our Services**

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## Financial Planning For Individuals

Good financial planning is based on a balanced, money management programme to help you to achieve your personal financial objectives. It involves four key areas:

#### Cash reserves

This is the money you may require for any short term needs such as emergencies or unforeseen expenses. A general rule of thumb is to hold a minimum of three months' normal expenditure in cash reserves, however, individuals who are self-employed may need to hold more.

#### Protection

Nobody knows what the future might bring but you can make sure that you and your loved ones are protected against potential financial losses as a result of death, disability or the need to meet medical or care fees expenditure. With access to the whole market, our advisors can provide the most cost effective solutions for your needs, quickly and effectively.

#### Investments

We usually need to save and accumulate investments if we are to achieve our medium to long term financial objectives. The key to a successful investment strategy, is asset allocation ie the spread of investments held in your portfolio. Having the right asset allocation is one of the foundations of good financial planning and involves assessing your attitude to risk and identifying your financial needs and objectives.

#### Tax

Effective financial planning involved ensuring you do not pay more tax than you need to whilst making the most of any appropriate tax saving incentives. Our advisors include consideration of your tax position in their recommendations.

### Personal Wealth Management

Our global wealth management services include:

### Financial planning

We offer a full financial advisory service providing solutions to your investment and financial needs. The plans we build are the most appropriate financial products and services from all the options available in the market place. We have forged strong relationships with financial institutions, including banks and investment managers and we command considerable buying power for your benefit.

### Trust and estate planning

With over 20 years experience in this field, we offer trust and estate planning and company administration services to individuals and multi-generational families. We advise on the setting-up of structures in most major jurisdictions. Trusts can play a major role in financial planning, particularly in the protection of assets and the mitigation of tax liabilities. There are many reasons for establishing a trust but essentially they allow you to put your affairs in order and secure your family's financial future.

### Tax planning

Effective tax planning is an integral part of any successful wealth management strategy. We have an experienced team of specialists who provide creative, yet practical, solutions to reduce your tax liabilities and to optimise the way your assets are held. The range of issues we can give tax related advice on, includes strategies to mitigate income tax and capital gains tax generally, tax efficient investments and suitable structures, extracting value from a private company at the lowest tax cost and so on.

### Company administration

The comprehensive Oneworld company administration service can be provided to companies incorporated in any jurisdiction subject to local laws and regulations. A company may be used for investment and property holding, trading, financing, holding of intellectual property or employment. Our administration services include company incorporation, provision of registered and administrative office services and nominee shareholders, provision of directors, secretarial services and financial statements to internationally recognised standards.



#### Treasury advice

We employ specialists to deal directly with banks, financial company and wholesale deposit-takers in the money market. Using our buying power, our experienced treasury team can negotiate favourable rates for your cash and foreign exchange transactions. Services include foreign exchange and depository services.

#### Investment support

We go beyond a pure manager selection process by providing clients with on-going portfolio analysis. We assist clients in choosing an investment manager and thereafter provide regular feedback about their portfolio performance against the manager's own model and other relevant benchmarks. We are able to use our size and reputation to obtain enhanced benefits for our clients.

#### Corporate

Our corporate service includes wealth management and related trust and administration solutions. Our approach is personal and flexible as we recognise that each company has different requirements for its plans. Our local team includes lawyers, accountants, consultants and administrators who are supported by our technology, treasury and statutory departments.

### Third-party fund administration

We provide administration and management services for closed and open-ended investment companies, unit trusts and limited partnerships. The underlying funds are typically private equity funds and buy-out situations or which have a specific specialist investment strategy. Our services include a review of all proposed documentation, liaison with specialist advisors and regulatory authorities and the provision of administrative, secretarial, and accounting support required by the funds.

# Corporate Advisory

We provide, inter-alia, the following services to corporate clients:

#### **Business restructuring**

We render pragmatic, robust restructuring and insolvency implementation advice to lenders, creditors, companies and individuals.

The aim of restructuring is to avoid a formal insolvency. Now more than ever you should be reviewing your company's position. We offer an array of solutions to help businesses which are under-performing, in crisis or which simply want to ensure they are in a good position for the future.

### Corporate finance

Our corporate finance team has in-depth experience and expertise to offer timely and strategic advice tailored to match your evolving business needs. They help to maximise the value of businesses by advising on a range and variety of work including acquisitions, fund raising, flotations and disposals.

We advise companies across a range of sectors and specialise in areas including technology, media, telecoms, financial services, leisure. Our clients range from national and international medium to large-sized businesses to private ones.

#### Investment management

Our proposition is based on the assertion that the advice you receive from us will be tailored to your needs and delivered with clarity.

We believe you come first, and our services, research and strategies are engineered to deliver value to you, whether private individuals or corporations. We are proud of our independent, client-focused approach which enables us to provide investment advice and solutions appropriate to you.

#### Management consulting

Management Consulting Services: the secret to tackling complex challenges.

ning and Strate Finance



Stuck with a complex business challenge? Or an issue that does not fall into a neat category or obvious niche? Do not worry – our management consulting services can help you.

We provide experienced and knowledgeable teams, led by partners who give you the personalised consulting service your business deserves.

And whether we are advising you on business strategy, HR recruitment, process improvement or enterprise risk management, you can be sure to get a service tailored to your organisation.

#### Forensic accounting

We have a dedicated and highly experienced forensic accounting team with a personable approach and the insight to solve the most challenging disputes and litigation.

We have an expert team of forensic accounting in Cyprus, with a wealth of knowledge and experience to provide the resolution to your forensic accounting investigation, from corporate to family law, expert witness to forensic due diligence.

We offer a high level of on-going access to partners and aim to get the optimum blend of accountancy expertise, sector understanding and personal attributes together in a team that meets your unique challenges.

### IT

We understand the pressures, expectations and commercial realities affecting the use of IT in business. And we will not only give you independent, jargon-free advice but if required will roll our sleeves up and help implement, troubleshoot, operate and support systems.

Come to us for help with specifying and procuring applications to keep pace with your business, to develop an Information Systems strategy and support your changing business. We also render IT management and support, ensure your systems are supported and operate effectively and cost-efficiently, whether in-house or outsourced, assessing and reducing the risks associated with IT systems, processes and people.



## Summary Of Services

### Corporate and Trust

- Company and Trust Formations
- Corporate Services
- Trust and Estate Planning
- International Tax Structuring
- Registrar and Shareholders
- Intellectual Property
- Financial Planning
- Fund Administration
- Investment Services

#### **Financial Advisory**

- Corporate Finance
- Listings
- Due Diligence and Forensic
- Business Restructuring
- Mergers and Acquisitions
- Management Consulting



### **Global Compliance**

- Accounting Services and Reporting
- VAT Registration
- HR and Payroll
- Fund Valuation Services

#### Business Advisory

- Internal Audit
- Regulatory Compliance
- Investment Management
- Performance and Reward Management
- HR Management
- IT

#### Tax and Legal

- International Tax
- EU Direct Tax
- Transfer Pricing
- Legal Services
- Legal Support

# Our World



## Welcome To Us

Established in 1986, our Oneworld Itd /BDO Business Services Itd is now one of the leading advisory, corporate and business services firms in Cyprus, with offices in Nicosia, Limassol and associated offices in the key business centres of the world.

At Oneworld, we provide financial and business solutions to corporate and private clients.

We bring a depth of experience to our work and dealings with clients. Our executives consist of chartered accountants, lawyers, financial advisors, tax specialists, administrators and company secretaries as well as highly skilled and knowledgeable corporate and trust advisors.

In business, as in life, nothing ever stands still. Trends shift, rules change and so do your priorities. Through knowledge development we endeavour to keep you one step ahead and are always looking for new products, services and technology to help us serve you better. This will give you the foresight to prepare for tomorrow's challenges.

We maintain the highest professional standards, code of conduct and integrity. Our due diligence procedures more than meet the requirements of the highly regulated jurisdictions in which we work. Our staff are trained comprehensively in anti-money laundering and "know your client" procedures. As one would expect, confidentiality is paramount in all our dealings and our staff are bound by law to maintain professional confidence.



### Connecting With Our Team And Clients

Investing in our people, training and mentoring is a priority at global and local levels, as is recruiting and retaining the best people locally. We believe in our people and their ability to be pro-active, innovative and connected. We always seek top class professionals with ambition and drive to work and share with us the challenges of our job.

We employ an experienced and dedicated team of 80 professionals, with wide knowledge and skill diversity, following a common approach to problem listening, understanding and solving, delivering on our clients' issues in a consistent, comprehensive and practical manner. Our aim is to implement a "solution-oriented" strategy to address client needs and actively target integrated assignments.

Our aim is to implement a "solution-oriented" strategy At Oneworld, every client has the benefit of relationship with one or several of the firm's directors and principals and every partner and principal develop a thorough understanding of each client's business. Our people are always ready to discuss opportunities, strategies and "what if" situations.

Because we get close to our clients, we can respond to their enquiries with assurance. Rather than simply list options, Oneworld prefers - whenever possible - to assist in the decision-making process. We are not reluctant to take a position and support it.

Our mandate and our success, can be reduced to an essential formula: Possess a thorough knowledge, interpret that knowledge wisely and offer those interpretations promptly, clearly, and in a personable way.

We welcome your enquiries.



### People



#### George Philippides Chief Executive

George is our founder and chairman. He focuses on our growth and development for 25 years now. He has been advising private and corporate clients originating from all over the world. George is particularly active in advising multinationals on large-scale projects, strategy and risk management, acquisitions, corporate governance, joint ventures and international tax planning. He frequently advises large and smaller clients to restructure, rationalise and optimise resources and profits. He has written numerous articles on professional issues especially regarding tax planning opportunities and the advantageous use of double tax treaties. George is a Chartered Accountant having qualified in London and holds an honours degree from the London School of Economics. He is also actively involved with professional institutes including the International Tax Planning Association (ITPA) and the Society for Trust and Estate Practitioners (STEP).

#### Savvas Shiatis Director

Savvas heads our Tax and Legal department. He is also heading financial services compliance and reporting issues. He possesses considerable experience in advising clients to structure their international activities and specialises in financial institutions and structures. He has been involved in tax planning projects, the licensing of financial services companies, internal audit and compliance functions, and in advising clients on the Cyprus Stock Exchange and fund legislation. Savvas qualified as a Chartered Accountant in London and holds a bachelor's degree from the London School of Economics in Accounting and Finance. He is also a member of ITPA and STEP.



#### George Hadjipavlou Director

George is a director and heads our Corporate and Trust. He deals extensively with corporate and trust matters, advises clients on structuring and administering their business affairs, effective tax structuring advising them in their operations. He possesses considerable experience in advising clients to structure their international activities and specialises in trust matters. George qualified as a Chartered Accountant and holds a bachelor's degree from the University of London (University College) in Law. He is also a member of STEP.



#### John Mavrokordatos Principal

John is a principal and heads our Financial Advisory. He provides financial and treasury services to a wide array of clients from small to large corporate clients. He advises clients on financial restructuring, mergers and acquisitions. John has had a lengthy career, gaining considerable experience both in industry and commerce, as well as the accounting profession. He has held senior executive positions, both in financial as well as general management in listed and unlisted corporations. He holds Bachelor of Commerce and MBA degrees from the University of Johannesburg. He qualified as a Chartered Accountant in South Africa.



## People

#### Marios Tziortzis Principal

Marios is a principal and heads our Accounting Services department. He deals with the preparation of accounting and management reporting packages for all types of clients ranging from small to large sized enterprises involved in all business sectors, including trading, banking and finance, oil and gas, manufacturing, services and holding structures. The department also renders payroll, VAT registration and administration services and management reporting services. Marios is a graduate of the University of Rome in Economics and Accounting.

#### Maria Zarkos Principal

Maria is a principal and heads our Corporate Services department and is responsible for the registration and management of groups and single entities in Cyprus and abroad. She is conversant with setting-up requirements, Registar of Companies' issues and ongoing requirements of clients who set up their structures in Cyprus and elsewhere. Maria holds a bachelor's degree in Business and Social Administration and a professional diploma from the Chartered Institute of Marketing.

#### Andreas Savva Manager

Andreas heads our Limassol office. He is responsible for handling the affairs of various groups of clients mainly from western and eastern Europe. He is also providing assistance in respect to compliance and business advisory matters. He possesses considerable experience in providing advisory and audit services to both private and public companies. Andreas qualified as a Chartered Accountant and holds a bachelor's degree from Athens University in Economics.


#### Nicoletta Demetriou Manager

Nicoletta is a Manager in our International Business division and is responsible for supervising the business affairs of our Limassol office clients. She possesses considerable experience regarding the registration and administration aspects of various groups of companies in Cyprus and abroad. Her team assists local and international clients with their administrative, operational and banking issues, and looks after their overall business affairs. Nicoletta holds a degree in Management studies and a diploma in Business Studies from the University of Nicosia.

#### Constantinos Argyrides Manager

Constantinos is manager responsible for the preparation of financial reports, as well as specialist valuations, compliance and projected cash flows for various clients. He possesses considerable experience in the application of International Financial Reporting Standards (IFRS). He is also involved in the provision of financial, consulting, advisory and tax services. Constantinos is a Chartered Certified Accountant and holds a bachelor's degree from a UK University.



## **Client Opinions**



"... They provide us with high level advice on planning international business and affairs. Their wide and varied experience in accounting, financial control and consulting ensures an all-round service not too many similar set-ups can match..."

> Alfred Groschinski CEO, EC Consult

"... Oneworld's tax planners helped us rationalise the way we conduct our international activities. Their administration, accounting services and payroll departments gave us excellent services. Their chartered accountants helped us build an efficient management reporting and control system and we now sit together quarterly and review results and take corrective action... A real "one-stop shop..."

Dr Nenad Popovic President, ABS Holdings

"...Through their financial consulting, legal and tax compliance they have assisted many of our clients. They have advised each one how to set-up and operate effectively and efficiently. Further they advised them as to standing and on-going regulations so as to conform with prevailing tax and legal circumstances..."

> Anatoly Goncharov CEO, Nitol Solar



"... For nearly fifteen years Oneworld/BDO Business Services has been providing us with high level advice on planning our international business structuring and internal affairs. As our advisors they have taken a flexible and productive approach to solving various issues faced by our group, which has enabled us to establish a highly reliable and lasting relationship with them. Their tax planning suggestions helped us rationalise the way we conduct our international activities. Their administration and payroll services gave us excellent services. A very professional, efficient outfit..."

> Philip Zepter President, Zepter International

Oneworld excecutives are very proficient in their approach to doing business in Russia. They also like to consider all options available before advising thus optimising decision-making for us. Their professionalism has led us to extend and enhance our relationship and to cooperate jointly providing services to our clients in the knowledge that they will be provided with top-quality professional advice..."

> Andrey Dubinskiy CEO, BDO Unicon



# Affiliations

Our directors and professional staff are members and affiliates of international professional bodies including:

- The Institute of Chartered Accountants in England and Wales (ICAEW)
- The Institute of Chartered Accountants of Scotland (ICAS)
- The Association of Chartered Certified Accountants (ACCA)
- The Chartered Institute of Taxation (CIOT)
- The Society of Trust and Estate Practitioners (STEP)
- The South African Institute of Chartered Accountants (SAICA)
- The UK Inns of Court
- The Chartered Insurance Institute (CII)
- The Institute of Chartered Financial Analysts
- The Institute of Internal Auditors (IIA)
- The Institute of Certified Public Accountants in Cyprus (ICPAC)
- The Institute of Management

# **Our Offices**

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# **Business Centre**

Oneworld provides cost-effective offices and meeting rooms on flexible terms, all backed up by a fully-trained support team and state of the art IT and telecoms infrastructure. So whether you are starting-up a new business venture or setting-up a temporary office, we can provide you with flexible support solutions enabling you to match your office and meeting room space to your business needs, which is the key to success.

Facilities include:

- ISDN enabled, high speed
- video-conferencing facilities
- controlled temperature
- lifts serving all floors
- secure high speed internet access
- voicemail services

## Virtual Office Plus

This innovative product features everything that is in Virtual Office. All offices are fullyfurnished and equipped with high speed internet access and telephones.

## Virtual Office

You can establish a local business presence wherever you need to be. Your local phone number is answered in your company's name and calls are handled according to your instructions. Mail and faxes are forwarded to you wherever you are.

## **Telephone Answering**

Your local phone number is answered in your company's name and calls are handled according to your exact instructions. The caller can leave a message or we shall forward the call to you, wherever you are.

#### Mailbox Plus

You can establish a local presence. Your prospects and clients can send you mail at any of our world class business addresses, and we will forward it to the destination of your choice.

## Cyprus Offices

#### Nicosia

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The information in this brochure is subject to change without notice. Application of the information to specific cases requires the advice of professionals. It is intended only as a general guide and is not to be relied upon as a sole basis for any decision without verification from reliable and knowledgeable professional sources.

> Design grafica&grafica

Printing Kailas Printers and Lithographers The secret of business is to know something that nobody else knows

Aristotelis Onassis



www.oneworldweb.net

\*Aiming Higher