



**oneworld**



# Our Services

Oneworld Ltd associated with  
BDO Philippides Biz Services Ltd

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# Our Services

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# Your vision, our mission

There are no typical Oneworld clients. From dynamic young enterprises to iconic global corporations, from high worth individuals to their families and consultants. 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 prominent in financial, business and advisory services.

George Philippides  
Chief Executive

# Our Approach

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

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

We build our services around five key client priorities:

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





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



# Our Services

We cater for international clients and aspiring Cypriot 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 and 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.

Above all, clients can expect an exceptional degree of personal attention from their Oneworld advisor.



# Core Services

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“Each client is unique. Our work is not limited to setting up a structure. In fact this is just the beginning. We deliver on-going, day to day, tailor-made services providing quality solutions”



# Corporate and Trust

Corporate and trust services sit at the crossroads of tax, law, business finance and accounting. Effective corporate structuring is key and effective in dealing with asset protection, estate and inheritance planning, royalties and Intellectual Property ( IP). If you wait to react to the market you will always be struggling to keep up. Our team of tax experts will advise you on optimal personal and corporate issues which will be to your advantage. We can arrange to set-up and administer your affairs and banking operations offering you a cost effective solution and at the same time be compliant with the legislation and on-going requirements.

- Company and Trust Formations
- Domiciliary and Management
- International Structuring
- Registrar and Shareholders
- Intellectual Property
- Fund Administration

## Team leaders

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## Company and Trust Formations

- formations in Cyprus and key tax incentive jurisdictions
- creation of international trusts offering transmission of wealth during life or death
- incorporation of Cyprus Investment Firms (CIF), International Collective Investment Schemes (ICIS), registration of mutual funds, UCITS
- management and day to day administration of entities
- opening of bank accounts in Cyprus and other jurisdictions
- business, estate and family planning

## Domiciliary and Management

- tailor-made services to accommodate clients' specific requirements
- assisting with bank accounts, raising of sale invoices, preparation of contracts, keeping of accounting records, preparation of monthly management accounts and VAT
- applications for work and residence permits and renewals
- provision of business centre offices and conference rooms equipped with furniture and business communication facilities

## International Structuring

- planning international transactions and activities to legitimately minimise overall taxation
- effective use of double tax treaties for tax structuring
- tax planning opportunities with cross border transactions that involve:
  - investment to or from foreign countries
  - international finance arrangement
  - international trade
  - use of intellectual property rights

## Registrar and Shareholders

- interaction between shareholders and companies to alleviate administrative burden and add value to business
- corporate compliance outsourcing
- provision of company secretarial
- provision of registered office services
- group reorganisations
- consultancy, assurance and project management
- secondments and interim resourcing
- corporate structure simplification





## Intellectual Property

- advice and assistance with Special Purpose Vehicle (SPV) incorporation
- setting-up and managing international tax effective structure which may involve offshore jurisdictions
- provision of qualified independent directors

## Fund Administration

- acting as third party administrators providing customised services
- reporting in a timely and accurate manner for investment funds inside and outside the EU
- provision of fund valuation services
- provision of independent directors and office facilities



“Clients often have ambitions which they are not always able to pursue. We step in, take care of all that needs to be done and assist them to fulfil their potential. We maximise their opportunities”

# Financial Advisory

We can assist in transforming your corporate goals to reality. We can identify potential acquisition targets, joint venture opportunities, provide expert guidance on the preparation of a prospectus and listing application. In the meantime, our teams work with you to develop strategy and timing and prepare you for your next steps. Our experience in dealing with funding agencies and finance institutions enables us to identify their requirements and assist you with presenting your case during the negotiation process.

- Corporate Finance
- Listings
- Financial Due Diligence
- Business Recovery
- Mergers and Acquisitions
- Venture Capital

## Team leaders

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## Corporate Finance

- sale of business, in part or whole
- restructuring of business
- raising of finance
- formulating business plans and feasibility studies

## Listings

- structuring of business for listing
- origination, exit planning and execution
- advice on rules and regulations of listed companies in EU
- access to private equity houses and other sources of finance

## Financial Due Diligence

- enhance understanding of the target business
- assist buyers identify and understand critical factors to make informed acquisition decisions
- assist with pricing and valuation of assets

## Business Recovery

- scrutiny of financial performance and operating dynamics
- financial due diligence and portfolio reviews facilitating sale negotiations and deal completions
- help to reduce costs and achieve a leaner, more transparent structure
- assessing revitalisation options and develop plan of action

## Mergers and Acquisitions (M&A)

- access and management of acquisition or merger risk
- structured acquisitions to optimise net cash flows
- performing pre-acquisition due diligence
- effective tax efficient deal structure
- assistance on post-deal integration

## Venture Capital

- assist to align strategy with financing requirements
- advice on appropriate market and instruments
- preparation and execution of process, advising on strategy and regulatory issues

“We tailor our services to meet our clients’ requirements. We take care of compliance and regulatory reporting. At the same time we adapt and meet their head-office reporting deadlines as required”



# Global Compliance

We can manage your accounting processes efficiently and provide you with the timely and accurate information and analysis that is critical to strategic decision-making. We do the same for your VAT compilations which we can submit. Our clients receive easy to read, consistent reports of all their activities worldwide, along with the accompanying local and international management reports. We also provide payroll and human resource services for companies of any size whether they employ 1 employee or 10k. Our fund administration services include, inter-alia, fund accounting and valuation services in compliance with IFRS and best accounting practices.

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

## Team leaders

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## Accounting Services and Reporting

- management of accounting processes efficiently and in compliance with IFRS
- provision of easy to read management reports of all their activities worldwide, along with accompanying local and international reports
- more stringent accounting standards and extensive, complex reporting requirements

## VAT Registration

- VAT registration, compilation and submission of VAT returns
- assisting to comply with VAT legislation in Cyprus and the EU
- VAT refunds and fiscal requirements

## HR and Payroll

- HR and payroll solutions tailor-made to suit the environment, company size and management reporting and cost analysis
- payroll services providing the professionals, processes and systems needed to calculate, record and report all payroll components
- compilation and presentation of every aspect of employee related administrative affairs



## Fund Valuations

- preparing books of accounts, calculating the Net Asset Value with reference to share movements
- preparing financial statements tailored to client requirements, including statements of assets and liabilities, operations, changes in net assets and cash flows
- calculation of all fees and retrocessions
- to ensure optimum efficiency and accuracy in our asset valuations, we have direct access to brokers and custodians in all relevant financial centres
- extensive experience in processing and pricing alternative investments and derivatives





“Each corporate client is assigned to a Responsibility Office who takes care and coordinates internally all their requirements. This results in an efficient and prompt service”

# Business Advisory

We help our clients continuously evolve and adapt to an increasing complex business environment. We assist in transforming their corporate goals to reality. Strategy and business organisational development are fundamental to the construction of any management system. Key is compliance with legislation and regulations. We enable them build on their strengths and react with agility to opportunities and threats by delivering on-going performance improvements. We can identify potential acquisition targets, joint venture partners in the local and international markets.

- Internal Audit
- Regulatory Compliance
- Corporate Strategy
- Performance and Reward Management
- HR Management
- IT

## Team leaders

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## Internal Audit

- assistance in setting-up an internal audit department and developing a risk management framework
- identifying and assessing risks and control weaknesses
- introducing best practices, efficiencies and reducing operating costs
- assisting in establishing Audit Committees and introducing best practices of corporate governance

## Regulatory Compliance

- supporting firms in obtaining a licence from the Cyprus Securities Exchange Commission (CySEC) as a Cyprus Investment Firm (CIF)
- assisting entities regulated by CySEC to comply with relevant legislation
- assisting companies with setting-up CIF, ICIS, UCITS including applications to regulators and on-going regulatory compliance
- assisting financial institutions to comply with relevant Central Bank of Cyprus regulations and directions

## Corporate Strategy

- strategic review and assessment of the company position in the value chain in order to identify actions that will create and enhance shareholder value
- company internal analysis, assessment of strengths and weaknesses and identification of value maximisation opportunities
- development of corporate plan to enable the company to improve performance and increase value
- strategy to enter a new market, penetrate an existing one or defend market position against increasing competitive power
- market analysis and environmental scanning including a review of the competitive landscape and assessment of barriers to entry

## Performance and Reward Management

- performance management systems
- training for appraisal skills
- reward strategy and incentives
- early retirement and redundancy schemes



## HR Management

- advert based recruitment including first interviews
- advert based recruitment including only assessment of CV
- organisational restructuring
- enhancing HR management capabilities (ie HR strategy, HR infrastructure and procedures, employee handbook)
- employee satisfaction surveys resulting in the development of an action plan
- performance management systems
- management development programmes - coaching, leadership etc
- other skill building courses - team building, call centre customer service, communication

## IT

- strategy - align IT to the business
- improve sourcing and service management
- effective IT cost and value management
- personal data protection compliance review
- systems package selection and deployment
- introduction of project management methodologies and supporting tools
- project support office





# Tax and Legal

As enterprises globalise, they can find themselves facing a complex web of tax rules and regulations. It is increasingly important for them to find ways to align their tax strategies with their overall business needs while meeting their compliance obligations whenever they arise. Our teams are able to structure your business in a tax efficient manner, both locally and globally. Our legal teams provide a range of legal services which include legal compliance, drafting of agreements, minutes of shareholders' and directors' meetings, obtaining licences, registration of legal entities, re-domiciliations and local companies in court on tax related matters.

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

## Team leaders

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## International Tax

- tax efficient jurisdictions for holding companies
- cross-border financing
- inbound and outbound structuring
- double tax treaties, profit repatriation, loss utilisation
- managing Intellectual Property (IP) and intangible assets
- tax optimisation reviews

## EU Direct Tax

- access to EU tax law professionals
- EU tax opportunities and risk management
- knowledge of the EU tax and legal environment
- guidance for taking decision in the EU framework

## Transfer Pricing

- documentation and planning
- advance pricing considerations
- dispute resolution

## Legal Services

- legal formalities for company formations
- legal opinions and review of documents and agreements
- drafting agreements, sale and purchase agreements, memorandum of understanding, powers of attorney and other legal documents
- registration of foreign legal entities and re-domiciliation
- legal compliance
- drafting intellectual property documentation

## Legal Support

- investment project review and implementation
- escrow services
- securing intellectual property rights relevant to client operations
- day to day legal issues of clients



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# Our Offices in Cyprus

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

We are one of the leading financial and business advisory firms and 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 a highly skilled and knowledgeable corporate and support staff.

There are no typical Oneworld clients. From dynamic young enterprises to global corporations, from high worth individuals to their families and advisors. We serve them all. We are not just looking after their affairs but also their futures. Wherever they are and whatever they want to achieve. We are looking to enhance their value.

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 and specialisations to deliver the right solution for you.

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 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 confidences.

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If you do not think about the future,  
you cannot have one.

**John Galsworthy**



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