

INTERGEST®  
WORLDWIDE



THE **ART** OF BEING  
LOCAL **WORLDWIDE**

## WHAT DO **EXPORT-ORIENTED** COMPANIES WANT?

To successfully develop one or more foreign markets  
– in other words:  
**AN INTERNATIONAL PRESENCE**



## WHAT CHALLENGES DO THEY FACE ABROAD?

	<b>GERMANY</b>	<b>ABROAD</b>
» Language & culture	Very direct: "Grüß Gott!" "Guten Tag!" "Moin!" Formal: "Have you read the agenda?"	Often smalltalk before business: FR: "Bonjour, comment allez-vous?" UK/US also informal, first-name basis: UK: "Hi, I'm Alice, pleased to meet you. Nice day, isn't it?" US: "Hi Sally! Nice to see you. How are you? Did you watch the game last night?"
» Needs of the target group	"This product is ISO certified and biodegradable."	FR: "Achetez Français!" / US: "Buy American!" / UK: "Buy British!"
» Legal & social security systems	"How much is the fine if this comes out?"  Paid sick leave: "I'm feeling sick, I'll stay at home today."	FR/US/UK: "Can I get around it legally?"  US: No paid sick leave: "I'm feeling sick but I can't afford to stay home."

## WHAT CHALLENGES DO THEY FACE ABROAD?

	GERMANY	ABROAD
» Controlling & auditing	"We appreciate your support."	FR/US: "We're prepared for an audit."
» Accounting regulations	<ul style="list-style-type: none"> <li>Address block on the <b>left</b></li> <li>Letterhead must contain name of company <b>CEO</b></li> </ul>	<ul style="list-style-type: none"> <li>US/UK: also left. FR: <b>right</b></li> <li>FR: Letterhead must contain amount of company <b>capital</b></li> </ul>
» Banking	<ul style="list-style-type: none"> <li>Ratings vary</li> <li>High interest on borrowings</li> </ul>	<ul style="list-style-type: none"> <li>FR: Highly rated</li> <li>FR: Low interest on borrowings</li> </ul>
» Staff	<p>Important to employees: Working hours, salary</p> <p>Important in business: Academic titles (Prof., Dr. etc.)</p>	<p>FR: Hierarchy, title, position</p> <p>US/UK: Academic titles not important</p> <p>US: Commitment, e.g. willingness to work overtime</p>
» Fixed costs	<p>What makes me successful in Germany?</p> <p>What aspects of this can I use in other countries?</p>	<p>What do I need abroad to replicate my success there?</p>

## WHAT MAKES INTERGEST A **GOOD CHOICE**

We have **DECADES OF EXPERIENCE** in international business (going back to 1972).

Customer orientation and service are always our top priority. We find solutions – sometimes before they are even needed.

Our local franchise partners are independent operators and most of them speak German, all of them English, of course.

WE WORK ON THE **BASIS OF TRUST** AND ARE **100% RELIABLE.**

## WHAT **BENEFITS** DOES INTERGEST OFFER?



Specialist **advice** and **expertise** on the international market **since 1972**



**One-stop shop** for all services, **custom-tailored** to the respective corporate philosophy



Internationally **experienced partners** (many of whom speak German) and **employees**



**Clearly defined** responsibilities, **reliability** and **adherence to schedules**



**Collaborative** style of partnership

## WHAT **SERVICES** DOES INTERGEST OFFER?



INTERNATIONALISATION



CONTROLLING & REPORTING



BUSINESS ESTABLISHMENT



HUMAN RESOURCES



SALES DEVELOPMENT



DEBTOR MANAGEMENT



ADMINISTRATION



PAYROLL



ACCOUNTING



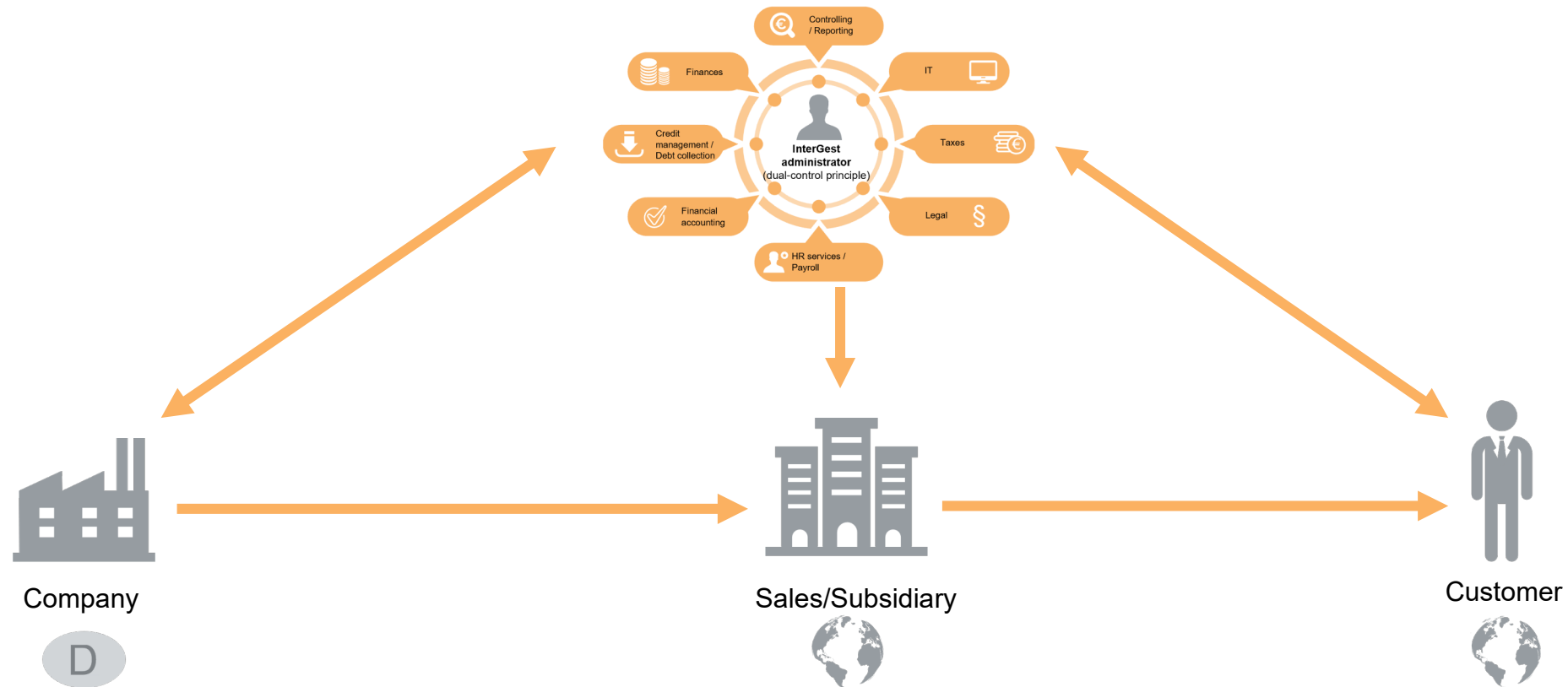
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# HOW DOES INTERGEST **COMMUNICATE**?

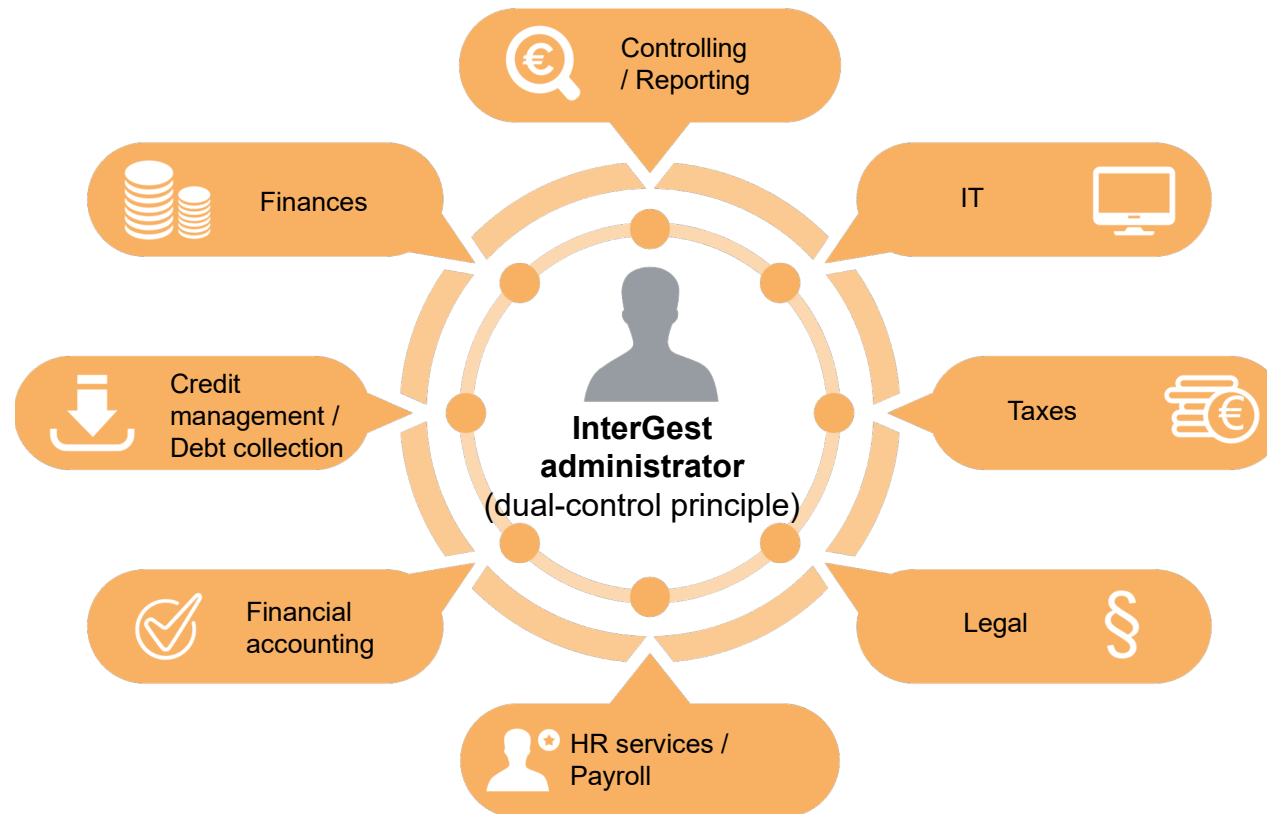




# HOW DOES INTERGEST COMMUNICATE?



# HOW IS INTERGEST ORGANIZED?



## HOW IS INTERGEST **STRUCTURED**?



- Export advice
- Corporate structure
- Transfer prices
- IT support
- Forms management
- Dispatch



- Financial accounting
- Payroll accounting / HR services
- Intrastat / Customs handling
- Annual financial statement
- Legal advice
- Tax advice
- Communication with authorities



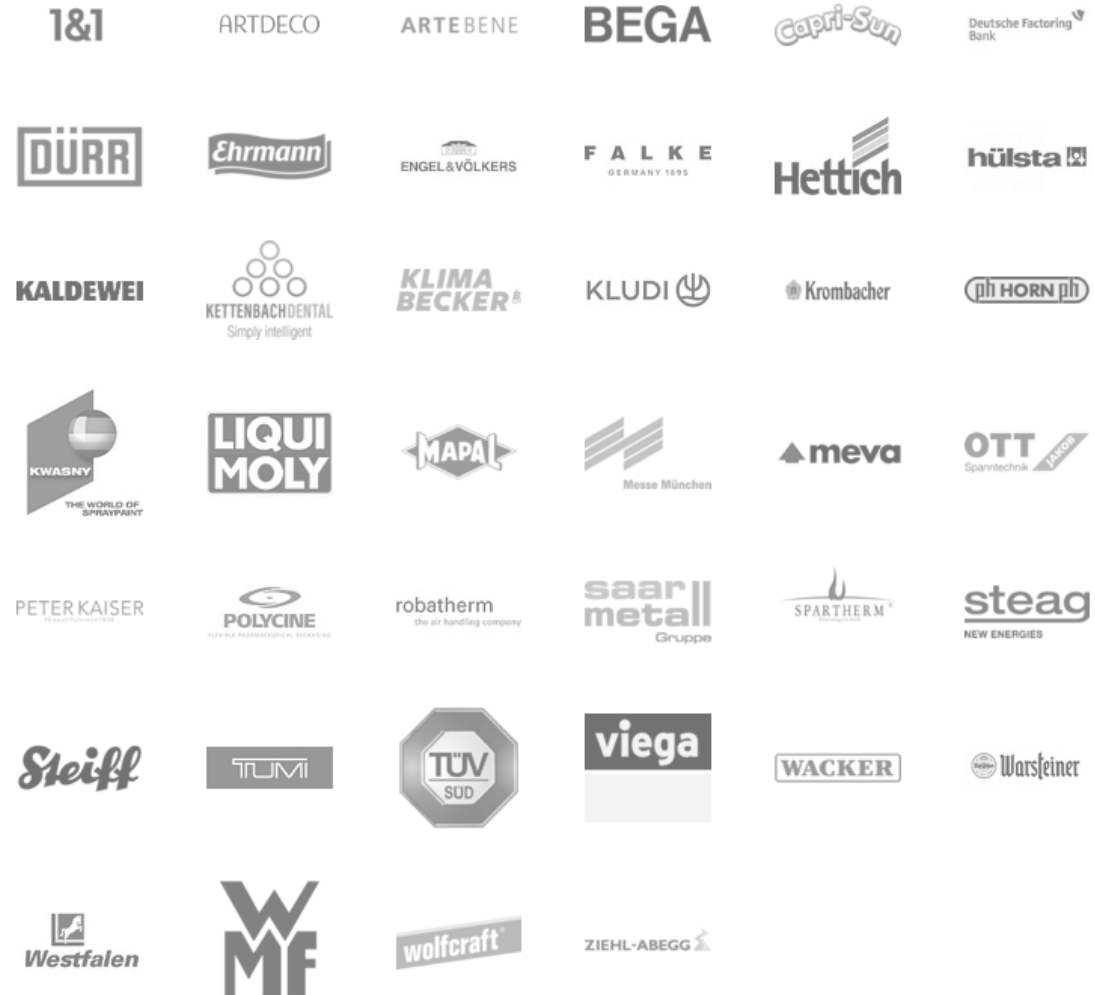
- Order processing
- Credit management
- Debt collection

What other **service do you need** that we can provide?

## WHO DOES INTERGEST WORK FOR?

For decades we have looked after an ever-increasing number of companies who rely on our service and expertise.

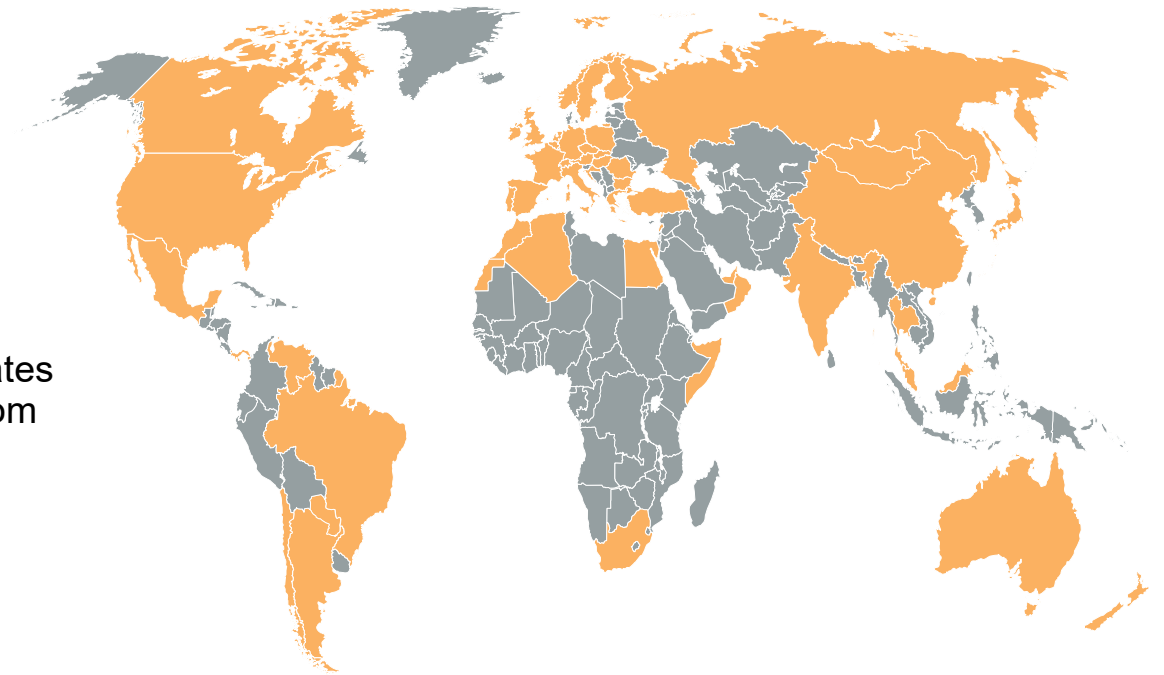
On the right are just a few of our clients:



# WHERE CAN YOU **TAKE YOUR COMPANY** AND EXPAND ON ITS **SUCCESS?**

InterGest can support you in the following countries:

Algeria	Czech Republic	Luxembourg	Russia
Argentina	Denmark	Malaysia	Singapore
Australia	Egypt	Malta	South Africa
Austria	Finland	Mexico	Spain
Belgium	France	Morocco	Sweden
Brazil	Germany	Netherlands	Switzerland
Brunei	Greece	New Zealand	Thailand
Bulgaria	Hong Kong	Norway	Turkey
Canada	Hungary	Oman	U. Arab Emirates
Chile	India	Panama	United Kingdom
China	Ireland	Paraguay	USA
Croatia	Italy	Poland	Venezuela
	Japan	Portugal	
	Lebanon	Romania	



# INTERGEST **CELEBRATES** 50<sup>TH</sup> **ANNIVERSARY**



Since 1972 we have been at home all over the world for our customers and partners.

We are delighted about the trust you have placed in us and express our heartfelt thanks for it.

Here's to another 50 years of our joint success!

## MEET YOUR **CONTACT**

### **PROF. PETER ANTERIST**

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THANK YOU FOR YOUR **ATTENTION!**  
DO YOU HAVE **QUESTIONS?**



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