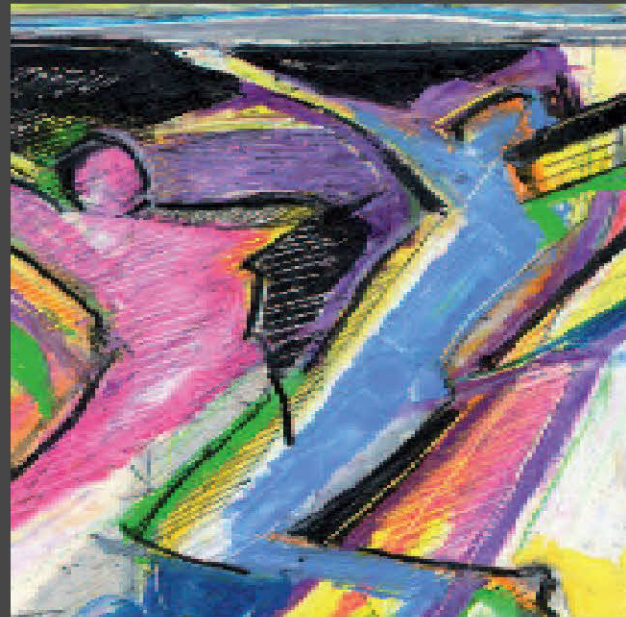


ICIG

Italservice Consulting International Group



COMPANY PROFILE

ICIG-Italservice Consulting International Group

Who we are

Italservice

is an Italian company, with offices in Italy and Germany, which acts as an intermediary...

... for Italian companies that want to undertake a commercial activity abroad

... for foreign companies that wish to enter the Italian market

Company Profile

ICIG-Italservice Consulting International Group

Our history

Founded as a **group of accountants and lawyers** with years of experience in the management of companies and corporate legal advice. Over time it has become a specialist in **international entrepreneurship in European markets**

At the outset the company had a strong Italian-German focus, but has gradually extended its scope of operations, building up a worldwide network of partners and contacts

.... and our mission

To assist **Italian companies to set up and strengthen commercial activities abroad and, at the same time, help foreign companies to operate in the Italian market**

What we do

Services offered

Market analysis,
Research of product/service potential in new markets

Creation of sales networks, offices and branches both abroad and in Italy,

Corporate Finance and Subsidised Loans,

Advice in the following areas:

- Legal, Asset Management, Bankruptcy,
- Accounting, Payroll, Auditing,
- Tax, the preparation of Financial Accounts, Tax planning,
- Training, Personnel Management and Selection

... and the skills applied

Extensive knowledge of the Italian market and the use of experts in every foreign market.

High professionalism and service skills, all offered in Italian by a single structure,

Italservice,

which guarantees in-the-field assistance in the various markets and a complete and transparent overview and management of projects

Our professionals

Dr. Massimiliano Pifferi

Resident in Italy/Germany

Managing Director , Chartered Accountant
Qualified Auditor

Dr. Carlotta Castellini

Resident in Italy

Senior Partner for Tax and Business Consultancy
division, Practising Chartered Accountant and Auditor

Prof. Dr. Mattia Iotti

Resident in Italy

Senior Partner for Business Development and Finance
University Professor, Chartered Accountant and
Auditor

Dr. Josefina Jaber

Resident in Germany

Senior Partner for M & A and Interpreting

Dr. Norbert Villalta

Resident in Germany

Senior Partner for Human Resources Selection and
Appraisal and Work Psychology

Dr. Anselmo Sovieni

Resident in Italy

Senior partner for Legal division, Lawyer

Our professionals

Dr. Massimiliano Pifferi



Dr. Josefina Jaber



Dr. Carlotta Castellini



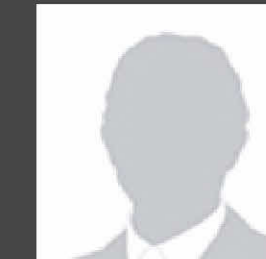
Dr. Norbert Villalta



Prof. Dr. Mattia Iotti



Dr. Anselmo Sovieni



How we operate

1 • Preliminary **market research** with **analysis of the competition and the characteristics of the product**, with the aim of ascertaining whether the client is ready to **tackle the market in question**, and **whether the market conditions are favourable**

2 • If the **outcome** of the research is **positive**, Italservice offers its client **several types of solution, in relation to the objectives** that the client company has set itself, and depending on the **allocated budget**.

The proposed solutions

1. Selection

of a commercial counterpart who acts as agent or distributor for the whole territory to be entered into

2. Creation of a sales office

at an Italservice office, with a mother-tongue secretary.

Selection of a sales director with the task of building up a market in the territory

3. Creation of a foreign company

from scratch (or the acquisition of an already-existing company), with its own registered office and sales director selected by Italservice, and the handling of consequent legal, tax, administrative and employment practicalities.

