

FALK & Co

– 1936 –

Audit



Tax



Accounting



**Advisory
Services**

www.falk-co.de

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FALK & Co — Corporate Profile

FALK & Co

Company: Auditing and Tax Advisory Firm

Foundation: 1936

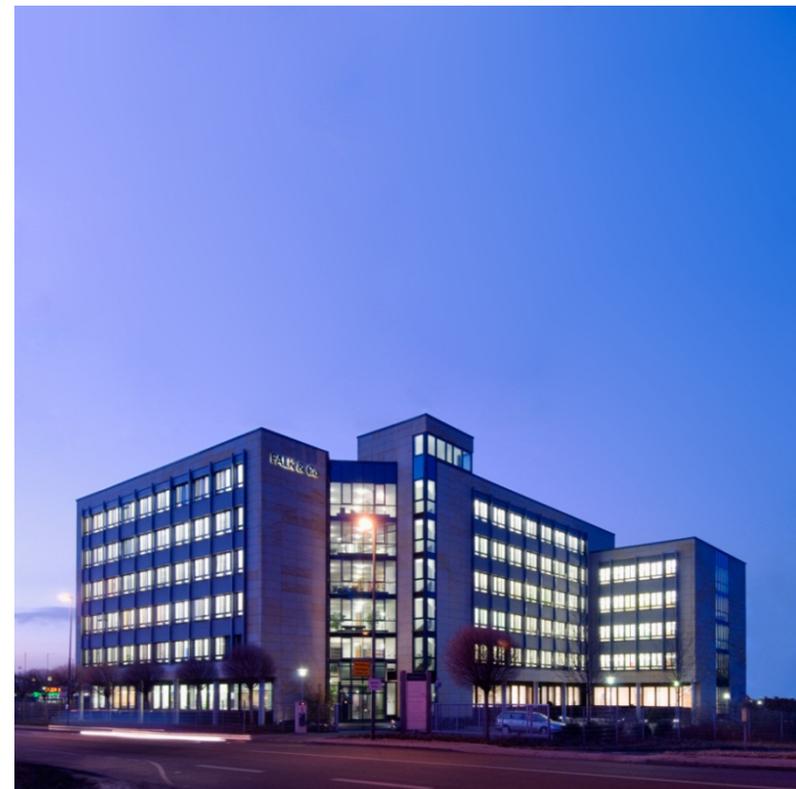
Headquarters: Heidelberg, Germany

Offices: 10

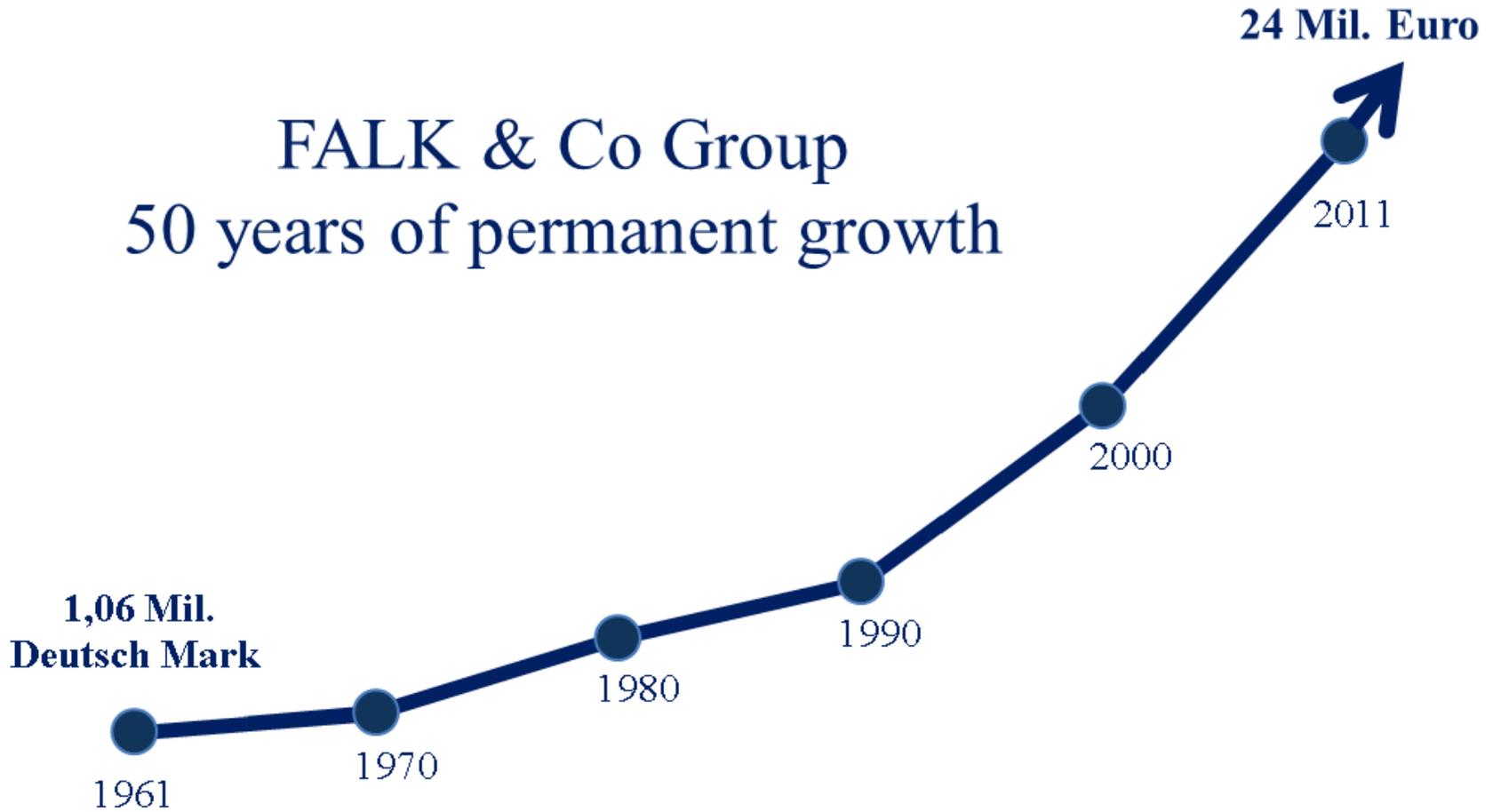
Staff: About 300 employees

Our Services: Audit, Tax, Clients Service and Advisory Services

Our Clients: Medium-sized and large companies, listed companies, international companies



FALK & Co Group
50 years of permanent growth



Orientation

- Client orientation — **individual services**
- Every client has one contact at FALK & Co bundling all issues (One-Stop-Shopping) — **highly efficient communication**
- Multidisciplinary advisory concept, if necessary consultation with legal and other experts — **interdisciplinary professional services**
- Double or multiple qualifications of one expert (lawyer, auditor and tax advisor) — **interdisciplinary qualification of our employees**
- The ultimate decision-making competence is the responsible partner — **direct decision-making**
- Staff continuity — **plenty of experience**
- Reliability — **emphasis on promises**

Mission

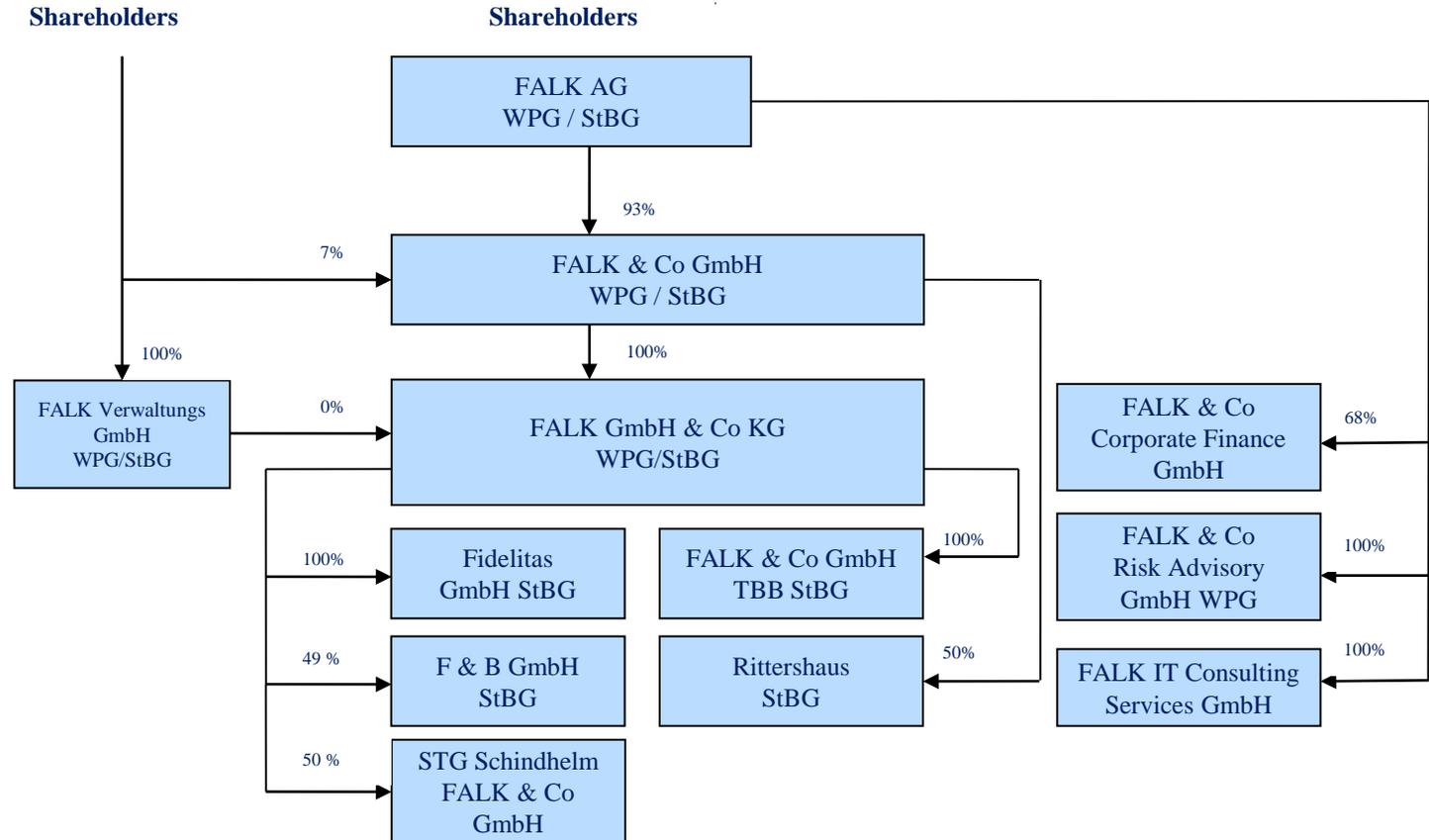
- **Long-term client satisfaction and client loyalty**

FALK & Co — Corporate Profile

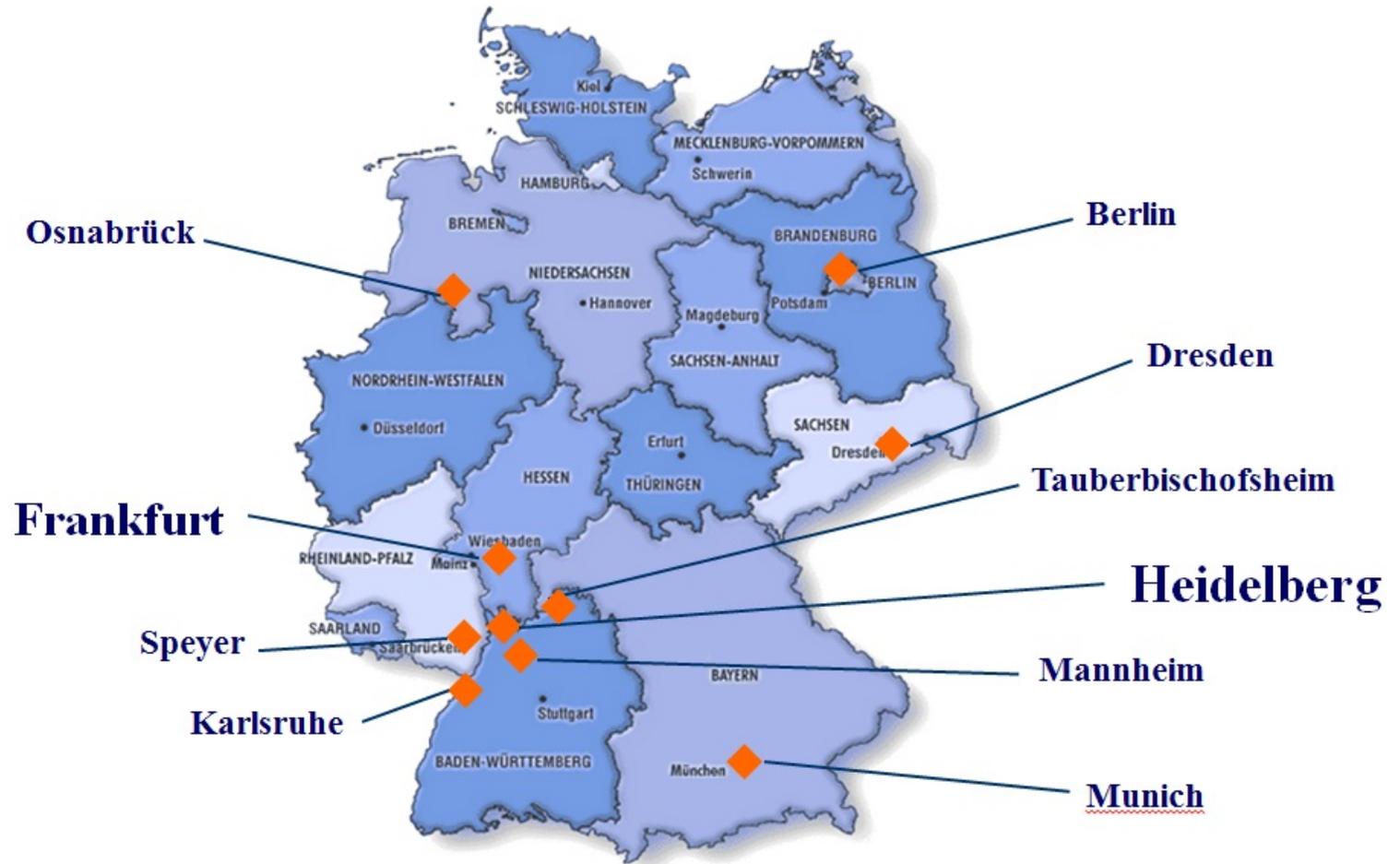
- **Our staff:**
 - More than 90 German public auditors / German tax advisors / CPAs
 - 15 doctors
 - 2 professors
- **Direct assistance in 13 languages:**
 - Chinese ▪ German ▪ English ▪ French ▪ Greek
 - Italian ▪ Croatian ▪ Latvian ▪ Polish ▪ Russian
 - Serbian ▪ Spanish ▪ Turkish
- **Member of *Praxity*, the world's largest global alliance of independent and unaffiliated audit and consultancy companies**
 - cooperation partner in China: *ShineWing*
- **Member of the U.S. Public Company Accounting Oversight Board (PCAOB)**



FALK & Co Group:



Offices:





Our Services:

FALK & Co



Audit

Tax

Accounting

Advisory Services

- Annual Audits
- IFRS/US-GAAP
- IT Audit/IT Security
- Special Audits
- Internal Audit
- Audits pursuant to VerpackV

Audit

Tax

Accounting

Advisory Services

- Current Tax Advisory Services
 - Special Tax Issues and Structured Tax Planning
 - International Tax Law
 - Corporate Succession
 - European Law
 - Value Added Tax and Consumption Taxes
 - Tax Due Diligence
 - Specificity of Taxation in regard to Staff Relocation
 - Appeal Procedures (Financial Courts, Federal Tax Court, European Court of Justice)
-
- | | |
|-------------------|--------------------------|
| Audit | Tax |
| Accounting | Advisory Services |

FALK & Co — Our Services



- National Accounting Principles (German-GAAP)
- International and Internationally Accepted Accounting Principles (IAS/IFRS and US GAAP)
- Payroll Accounting
- Preparation of Annual Financial Statements

Audit

Tax

Accounting

Advisory Services

■ **Business:**

- Strategic and Business Consulting
- Corporate Controlling
- Risk Management and Internal Audit
- Financial Consulting
- Business Valuations
- Due Diligence
- Peer Review
- IT Consulting

Audit

Tax

Accounting

**Advisory
Services**

▪ **Transaction Advisory Services:**

- IPO Advisory Services
- M&A Advisory Services
- Business Valuations
- Due Diligence Examinations
- Corporate Succession

Audit

Tax

Accounting

**Advisory
Services**

- **Restructuring and Insolvency:**
 - Review of Final Accounts
 - Cash Audits
 - Annual and Consolidated Accounts
 - Insolvency Accounting
 - Audit of Over Indebtedness/Reorganization
 - Preparation of Insolvency Plans

Audit

Tax

Accounting

**Advisory
Services**

■ Foundations and High Net Worth Individuals

- Investment Management
- Family Office Management
- Preparation or Audit of Financial Statements
- Special Audit
- Customized Tax Advisory Services including Assistance within Audits
- Succession Planning including Assistance within Corporate Succession
- Foundations

Audit

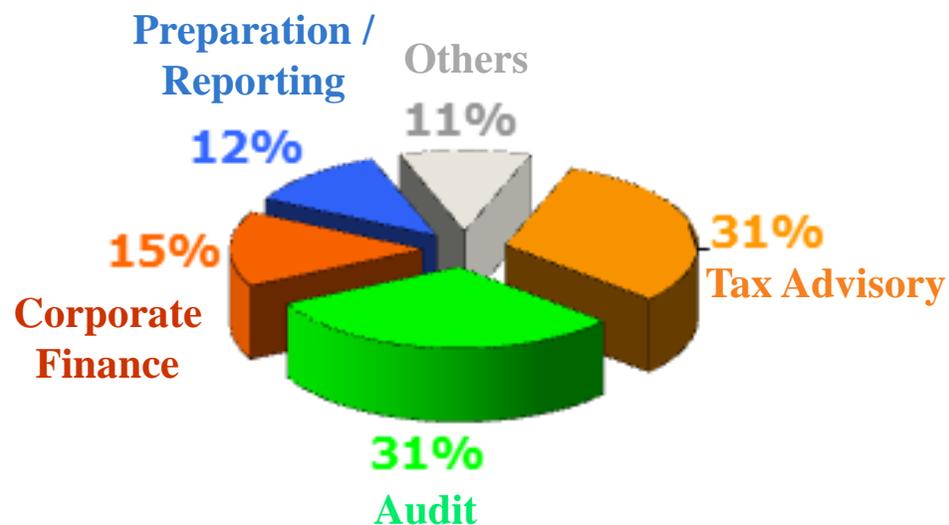
Tax

Accounting

**Advisory
Services**

■ Revenue 2011: EUR 24,29m:

- Audit	31%
- Tax	31%
- Preparation / Reporting	12%
- Corporate Finance	15%
- Others	11%

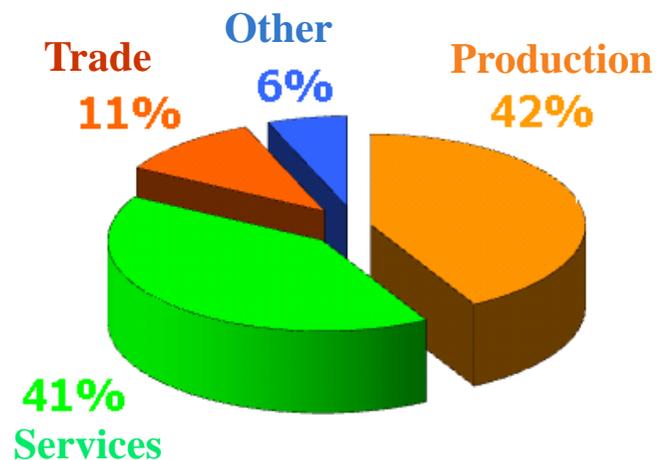


■ Our Clients:

- Primarily large and medium-sized companies
- 20 listed German and international companies
- Broad range of experiences in 52 business sectors, e. g.: Mechanical Engineering, Chemical Industry, Steel Industry, Iron and Steel Industry, Energy Industry, Alternative Energy, Recycling Management (Waste Treatment), Aviation Industry, Airport, Financial institutions, Insurance, Real Estate, IT, Building Industry, Textile Industry, Food Service Industry, Tourism, Trade, Transport Industry, Health Care, Culture, Government and Private Organisations

■ Client Structure:

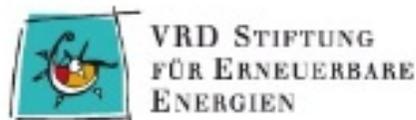
- Production	42%
- Services	41%
- Trade	11%
- Other	6%



FALK & Co — Our Clients



FALK & Co — Our Clients



- **Institute of Public Auditors in Germany:**

- Member of the Board of Administration
- President 2008-2010
- Chairman of the working group "Accounting and audit of non-profit organizations"
- Member of the working group "Taxation of non-profit organizations"



Klaus Heininger

Klaus Heininger

Prof. Dr. Doll

Prof. Dr. Doll

- **Fédération des Experts comptables Européens (FEE):**

- Vice President

Klaus Heininger



- **Company Schmalenbach**

- Working group "External corporate accounting"

Prof. Dr. Reinhard Rupp



- **Specialized Institute of Tax Consultants**

- Member
- Member

Dr. Alexander Düll

Dr. Martin Eberhard



- **Praxity:**

- Chairman of *Praxity* European Coordination Committee
- Member of *Praxity* Management Board and Governing Council
- Tax Working Group

Gerhard Meyer

Gerhard Meyer

Gerd Fuhrmann



- **Society of Trust and Estate Practitioners Deutschland e.V. (STEP):**

- Member of the Executive Board

Claudia Weissflog



- **Corporate Restructuring Association Germany:**

- Member
- Member

Stefan Träumer

Klaus Heiningner

Bundesvereinigung Restrukturierung,
Sanierung und Interim Management e.V.



Praxity:

- **Praxity AISBL is a global alliance of independent audit and consultancy companies and the world's largest alliance of independent accounting firms.**



- Combined turnover: 3,3 billion \$ (2,8 billion €) (2011)
- Participating firms: 69
- Countries present in: 84
- Employees worldwide: about 30.000
- Global member offices: 553

Praxity:

- **Main objectives**
 - Provision of contact persons in (almost) all countries
 - World-wide provision of our services
 - Access to global expertise
 - Support at transborder transactions

- **Numerous transborder assignments**
 - Annual audits
 - Due Diligence work
 - IPO and M&A
 - Structured tax planning / optimisation



Cooperation Partner in China:

- *ShineWing*
- Year of foundation: 1983
- Headquarters: Beijing, 15 offices in mainland China
- 2700 professional staff
- 734 professional staff in Hongkong, Japan, Singapore, Australia
- Sales 2011: RMB 840m (approx. EUR 106m)
- Clients amongst others: 195 listed companies
 - 137 in mainland China
 - 58 in Hongkong



Frankfurt Office

- China Desk
- More than 30 employees
- Specialised knowledge in the following business sectors:
 - Service Industry
 - IT Advisory
 - Mechanical Engineering and Tool-building
 - Internationally Operating Companies
 - Chinese Companies





Gerhard Meyer

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**Thank you very much
for your attention!**