

**Over 45 years  
in the Ticino fiduciary  
and real estate market.**



# Gruppo Multi

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Over 45 years in the Ticino fiduciary and real estate market.

1972

 **MULTI  
FIDUCIARIA**

 **MULTI  
REVISIONI**

1974

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Over the years, the companies of Gruppo Multi have specialised in a variety of consulting sectors and have developed a **robust and extensive network throughout the Ticino area and at the international level**, achieving outstanding levels of **expertise** in their various operating segments.

We can ensure our clients continuity, independence and a high degree of professionalism, while constantly fostering the exchange of experiences amongst the different sectors in which we operate.

The complementary nature of the different companies allows us to assist our clients in **every area of consultancy**. In addition to extensive experiences in the fiduciary and real estate markets, all our managers possess the required qualifications to operate in their respective fields.

## Associations and certifications



FIDUCIARI | SUISSE



## The group in numbers

45+

Years

40

Employees

5

Companies

2'600+

Clients

1982



2020



2004



# Accounting and HR consultancy

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Gruppo Multi has consolidated experience in accounting and HR services.



## **Accounting services**

- Bookkeeping
- Periodic VAT reports
- Year-end financial closings
- Financial and non-financial reports
- Management accounting and analyses
- Consolidated financial statements
- Financial and liquidity plans

## **HR services**

- HR administration, including wages and social security contributions
- Replacement of personnel in the accounting, financial and administrative sector
- Employment contracts advisory
- Assistance in the obtainment of residence permits

# Tax and legal consultancy

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The experience of Gruppo Multi consultants is available to help clients design ad-hoc tax and legal solutions, tailored to their specific needs.



### **Tax services for companies**

- Assistance on national and international tax matters
- Advice on direct and indirect taxation, including withholding taxes
- Tax planning and assistance for extraordinary transactions
- Transfer Pricing services
- Payroll taxes advice
- Consultancy on Controlled Foreign Companies (CFCs)

### **Tax services for individuals**

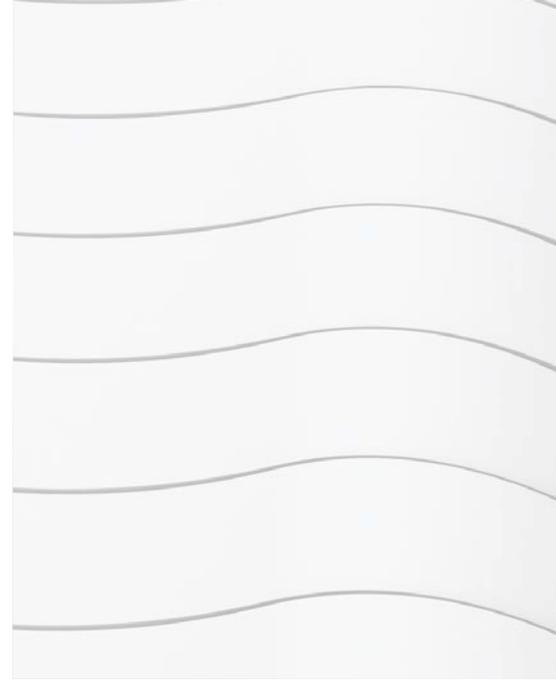
- Preparation and submission of tax returns
- Advice on individual tax matters
- Advice on lump-sum taxation
- Advice on personal tax planning
- Advice on self-declaration
- Advice on international tax matters

### **Legal services**

- Company incorporation and management
- Engagement as Board members
- Appointment as liquidator and insolvency practitioner
- Assistance on commercial and corporate contracts and related disputes

# Audit and Assurance

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Over twenty years of experience working with companies and public entities allow us to offer a vast array of consultancy and auditing services to companies, municipalities, consortia, self-governing municipal bodies, municipal companies and Citizens' Communities.

## **Public entities**

### Audit

- Audit of accounts and special audits
- Accounting reports and assessments

### Consultancy

- Financial planning (preparation of financial plans)
- Financial analysis and check-up
- Analysis of administrative processes and reorganisations
- Studies of municipal aggregations, agglomerations and inter-municipal partnerships
- Accounting (MCA2) and bookkeeping assistance
- Implementation of internal control and quality management systems

## **Companies**

### Audit

- Ordinary audits and limited statutory examinations of financial statements
- Agreed upon procedures and other special audits
- Pension funds audits
- Consolidated financial statements audits
- Judicial and arbitration appraisals

### Assurance

- Internal Control System (ICS): definition, implementation and operating effectiveness assessment
- Advice on the introduction of new accounting standards and policies
- Support in the transition to different accounting principles
- Internal audits

# Real Estate services

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With more than thirty years of experience in the Ticino real estate market, Multiresidenza has an extensive network of local contacts and specialises in providing real estate services.



### **Real estate brokerage**

- Real estate brokerage for apartments, houses, rental properties and commercial spaces
- Brokerage for income-generating buildings, real estate projects and land
- Assistance in all phases of purchase and sale  
(notary services, LAFE authorizations, bank loans, etc.)

### **First rent services**

- First rent mandates for apartments and commercial spaces
- Brand Identity development for new buildings
- Communication strategy planning and management

### **Real estate management**

- Management of residential, commercial and mixed properties for third parties
- Management of tenants' contractual and administrative procedures
- Rent collection and management

# Business transmission and M&A

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Company transmission (internally or externally) is much linked with reflections on the relevance of the company's business model.

## **Business check up**

- Planning of the sale or transfer of the business by identifying internal criticalities
- Definition of the first steps in the business transfer process
- Definition of the strategy at the transmission and fiscal level, both for the entity and the individuals

## **Due diligence**

- Due Diligence for corporate acquisition projects
- Due diligence focused on tax or on specific business areas (personnel, VAT, ...)



### **Corporate appraisals**

- Estimate of the market value of a company or business unit
- Valuation of businesses according to the DCF model

### **Business transmission**

- Succession planning and support throughout all phases
- Corporate appraisals and specific advice in the field of successions
- Advice on shareholders' and succession agreements
- Advice on MBI, MBO and other forms of transmission
- Legal and tax assistance in all business transmission processes

### **Mergers & Acquisitions**

- Assistance throughout all Merger and Acquisition processes
- Assistance in M&A and contractual processes  
(letter of intent, MoU, Binding offer, SPA agreement)
- Active search for buyers (advisory)

# Relocation services

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## Relocation of individuals:

there are several matters to consider if an individual wishes to transfer his or her residence to Switzerland and in particular to the Ticino Canton.

## Relocation of companies:

we assist entrepreneurs who wish to transfer or incorporate a company in the Ticino Canton.



## **Relocation of individuals**

- Application for residence permits
- Comprehensive assistance in the relocation process (accommodation, health, finances, ...)
- Post-application procedures for permits B and C

## **Relocation of companies from abroad or incorporation of a new company in Switzerland**

- Assessment on the convenience of the relocation
- Assistance with the establishment of a company in Switzerland
- Contact with the notary for the company incorporation
- Assistance in the opening of a bank relationship
- Advice in the selection of the offices or premises
- Management of all employees' permits procedures
- Restructuring with a new holding company in Switzerland
- Tax and regulatory assessments

# Business Model Innovation

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To maintain long-term competitiveness in today's economy, businesses must develop innovative business models and skills. In an increasingly dynamic and complex environment, creating mechanisms for product and process innovations alone is no longer sufficient.

**Innovation and adaptation of the business model to the surrounding environment is key to maintaining a competitive advantage.**

In summer 2018, Gruppo Multi began a partnership with BMI Lab AG. BMI Lab AG is a spin-off of the Institute of Technology Management at the University of St. Gallen (ITEM-HSG). Working with a network of partners, BMI Lab and Gruppo Multi offer training to managers and employees and provide support to companies in all industries in developing and implementing innovative business models.

- BMI Workshop
- BMI Maturity Check
- BMI Launchpad

# Marketing & Data Analyses

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Marketing and data analysis services help clients to properly position and effectively promote their real estate projects on the market.

Data are the bedrock of any real estate initiative and we can help read and interpret your data.



## **Analyse**

- Demographic analyses
- Analysis of real estate properties age and composition
- Vacancy analysis and real estate valuations
- Market researches and surveys

## **Plan**

- Definition of positioning location and use of properties
- Definition of the housing concept and the content offered

## **Promote**

- Creation of marketing strategies
- Development of communication concepts
- Development of marketing tools and channels



# Your contacts

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The key people of Gruppo Multi possess the professional qualifications necessary to operate in their respective sectors and have developed extensive experience and competences.

# Partner

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## **Ivano Dandrea - Partner**

CEO and founding partner of Gruppo Multi for 30 years. A graduate in economics, Ivano works primarily on special business and strategic consulting mandates for entrepreneurs and corporates, relocation of individuals and companies, as well as the management of Gruppo Multi.



## **Gianni Gnesa - Partner**

Director of Multirevisioni and member of the Gruppo Multi board since 2006, Gianni is a certified public accountant and works mainly on audit and assurance services for companies and public entities.



## **Roberto Pezzoli - Partner**

Director of Gruppo Multi, Roberto has a degree in economics and is an expert in finance and controlling. He works primarily on tax and corporate consultancy for individuals and companies, special engagements and business transmissions, as well as in the strategic management of Gruppo Multi.

# Board of Directors

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## **Gruppo Multi SA**

**Avv. Fabio Soldati – Chairman**  
LAWYER AND NOTARY, LUGANO

**Ivano Dandrea – Managing Director**  
ECONOMIST LIC.RER.POL., BELLINZONA

**Avv. Luigi Mattei – Member of the Board**  
LAWYER AND NOTARY, BELLINZONA

**Gianni Gnesa – Member of the Board**  
ECONOMIST LIC.RER.POL., GORDOLA

## **Other Group companies**

**Roberto Pezzoli – Managing Director**  
Multi RE SA

**Piero Tommasini – Member of the Board**  
Multifiduciaria e Consulenza SA

**Marc Baudin – Member of the Board**  
Multirevisioni SA

**Elia Frapolli – Member of the Board**  
Multiresidenza SA

# Management

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**Maria Montorfani - Director**

Director of Multifiduciaria e Consulenza SA. A Swiss-certified accountant, Maria has over 30 years of experience in the fiduciary sector management and deals with consultancy for SMEs.



**Alessandro Nebuloni - Director**

Director of Multifiduciaria e Consulenza SA, Alessandro has many years of experience with leading auditing and consultancy firms and deals with business, accounting and tax advisory.



**Manuel Gamper - Director**

Director of Multi RE SA, Manuel brings with him over 15 years of experience in marketing and business consulting.



**Luana Filippini**  
Deputy Director  
Multiresidenza



**Petra Viel**  
Deputy Director  
Multiresidenza



**Donatella Montesel**  
Deputy Director  
Multirevisioni

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A constant presence on the territory is the best guarantee for our clients.

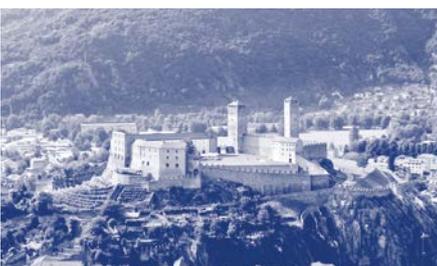
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Lugano



Locarno



Bellinzona



## Lugano

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## Bellinzona

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