

# Press Release

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## 25 years of SCHIFF-MARTINI & CIE

### International growth to be progressed in the company's new headquarters

The auditing and tax advisory firm Schiff-Martini & Cie. GmbH (SMC), headquartered in Frankfurt - Gateway Gardens, is celebrating its 25<sup>th</sup> anniversary this year. With a team of 70, SMC primarily supports internationally operating foreign investors setting up subsidiaries in Germany. Currently, SMC provides services to about 300 German subsidiaries of corporations from a total of 20 different countries. Meanwhile several hundred start-ups were advised by SMC.

The company was founded in February 1992, when it was located in Kennedyallee in Frankfurt am Main. In 2012, it moved to Gateway Gardens, the new district of the City of Frankfurt, in the immediate vicinity of the international airport. The core of its advisory services is to support German subsidiaries of foreign investors with a complete package of services: from start-up consultancy covering the legal and tax structuring, accounting, payroll and compliance, tax advisory, M&A transaction consultancy, all the way through to support with cooperation partners in site identification, staff recruitment, notary services, legal and business management consultancy, plus insurance services, visas and work permits.

The firm is scheduled to move into its new headquarters in 2018, at Gateway Gardens in a specially erected building – the “Lindbergh Parkside Office”. Here, SMC will be implementing its “inbound-house concept”. Together with cooperation partners, foreign investors will find a one stop service point. The concept is rounded off by an office centre operated by Schiff-Martini and a café with a view to the park. One particular advantage of the new building is that it offers room for new network partners or other future-focused enterprises.

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"SMC is the advisor for all activities of internationally operating companies in Germany, particularly when it comes to setting up subsidiaries of American, British or Japanese corporations. The main focus is on providing comprehensive support, from accounting to tax structuring consultancy," says Roland Schiff-Martini, founder and Managing Director of SMC. "The international focus of our clients motivated us to relocate to Gateway Gardens back in 2012. A step that we have never regretted. Our clients, and our staff too, appreciate the reachability of the airport by foot, and the convenient access to our company, which is paying off for us in terms of very healthy growth."

"The planned inbound-house concept in our new building is our response to the rising level of demand from foreign companies – not least by reason of Brexit," says Susanne Ude-Lomb, Managing Director of SMC. "The thinking behind this user concept is that legally autonomous disparate companies and cooperation partners will advise and support the clients concerned in the different specialisms involved. We at SMC act as the anchor, and as a guarantor of the client relationship."

We will be pleased to send you high-resolution data for the following photo:



SMC's new headquarters in Frankfurt's Gateway Gardens will be ready for occupancy in 2018.

## **Background information on SCHIFF-MARTINI & CIE. GmbH**

The auditing and tax advisory firm Schiff-Martini & Cie. GmbH (SMC) was founded in February 1992. The core of its advisory services is to support German subsidiaries of foreign investors with a complete package of services, which in addition to auditing, accounting and tax advisory services also covers staff recruitment and site identification for the subsidiary concerned.

The core of its consultancy work is support for German subsidiaries of foreign investors with a complete package of services: from start-up consultancy covering the legal and tax structuring, accounting, payroll and compliance, tax consultancy, M&A transaction consultancy, all the way through to support with cooperation partners in site identification, staff recruitment, notary services, legal and business management consultancy, plus insurance services, visas and work permits.

SMC, as an internationally focused firm of consultants, currently supports around 300 German subsidiaries with investors from a total of 20 different countries. More than 75 per cent of the clients are headquartered in the USA, the UK or Japan. This means the regional focus of consultancy is on Asia, the USA and Europe. SMC's 70-strong crew is correspondingly international in composition, including a dedicated team for Japanese clients featuring native-speakers.

The client portfolio essentially comprises sales companies, with some production enterprises as well. Over the course of the years, SMC has built up a fund of specialised expertise in the following sectors: property, automotive component suppliers, IT/software, the pharmaceutical and medical sectors, and the fashion industry. For the property sector, there is even a complete team.

The clients are usually mid-tier companies with a head count of roughly 500 employees. The sales volume will range up to one billion euros, depending on the client and the sector involved. The client base includes numerous enterprises listed on the stock exchange.

SMC is a member of BKR International ([www.bkr.com](http://www.bkr.com)), one of the world's leading alliances of independent tax consultants and auditors, numbering approximately 160 companies with 500 facilities in 80 different countries. In Germany, there are seven members.

**You will find more information at: [www.kanzleismc.de](http://www.kanzleismc.de)**