

**: contexpert**



## Company profile

ACCOUNTING + AUDIT + PAYROLL + TAX  
MEMBER OF HLB INTERNATIONAL

# : what can we do for your business today?

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## Traditional values, a warranty for international success

"Rule no.1: Never lose money. Rule no 2: Never forget rule 1." said Warren Buffet, a visionary who fully understands the complexities of money operations. And this is our precise mission. To give our best counsel to our clients in terms of accounting and taxes, to be their compass through the ever changing legislation so that they never lose money.

The knowledge to fully understand and make the most of a company's rights and obligations is, in our days, an art form. Innovative and efficient approaches in accounting services, the capacity to permanently keep up with all laws and taxes, software solutions that allow you to easily manage significant volumes of work, and customized services are just few of the core qualities that earned Contexpert's well deserved 5th place in the top national accounting firms in Romania.

After building this business since it was just a daring, ambitious dream 15 years ago, to the respected group of companies that achieves success every day for its 120 clients around the country, in 2011 we are awarded with yet another level of recognition and, this time, international appreciation. Contexpert has joined the dynamic network of independent professional accounting firms and business advisers, HLB International.

Formed in 1969, HLB International is a leading mid-tier international accounting network, servicing clients through its member firms in over 100 countries. HLB International is a member of the Forum of Firms and focuses on quality and personal service, reinforced by regular quality assurance reviews of all member firms, an up-to-date ISA compliant international audit manual and membership of external professional bodies focused on quality issues.

"We are very pleased to add Contexpert Consulting to the HLB International network. They are a progressive and high quality firm and will strengthen HLB International's position in Eastern Europe. Romania incurred significant growth in GDP just prior to the world-wide economic crisis and we expect it will continue that growth as more international companies select Romania for expansion opportunities", said Rob Tautges, chief executive officer at HLB International.

Confidence in Romania's economic future is but one belief Contexpert and HLB International share. Based on this confidence, we plan to continue the expansion of our multinational, corporate clients portfolio and to invest more in the development of our audit department, which has already registered very positive results. Considering the increasing number of tax counseling clients we also intend to add new services to this area of expertise, so we can answer all their needs promptly and professionally.

These next stages of development will continue to bring out the best of the entire Contexpert team. Good times lie ahead. And we can rely on the same values that kept us going forward in the past 15 years to insure that we will enjoy success in our future challenges: performance, progress, commitment, excellence, partnership and team work.

Respectfully,



Sorin Istrate  
Managing Partner



# Our Business Card

Growth and success. Efficiency and profitability. These goals are top priorities for your business. And your business has been Contexpert's no. 1 priority for 15 years, during which our team of experts has thrived in providing our corporate clients with the best accounting, audit, fiscal consultancy, and payroll services in Romania.

Our portfolio of 120 national and international companies, as well as our ambition to constantly provide our clients with tailored, forward-thinking solutions earned Contexpert Group a well deserved place in the top 5 national accounting firms in Romania.

Starting in 2007, Contexpert Group has become a member of Morison International, a global association of independent accountants, auditors, tax advisers, business consultants and lawyers.

In 2011, we entered a new league of international players. Contexpert has joined the prestigious global network of independent professional accounting firms and business advisors, HLB International, ranked among the best worldwide.

Contexpert Group is specialized in providing professional services for medium and large national and multinational companies, and is structured in three companies presently covering the following areas of expertise:

**Contexpert Consulting** – Accounting, Audit, Payroll, Tax Consultancy.

**Contexpert Training** - Personnel recruitment and professional training courses on general accounting and fiscal issues.

**SmartVision Software** - Software development.

The Group's membership of professional bodies:

**CECCAR** - The Romanian Association of Chartered and Certified Accountants

**CAFR** - The Romanian Chamber of Financial Auditors

**CCFR** - The Romanian Chamber of Fiscal Consultants

Services >

# Accounting



:flexibility

## ENABLING YOU TO MAKE THE BEST DECISIONS

Accounting reveals the intricate mechanisms of your business, manages risks and delivers complex, comprehensive financial analysis that help you implement your strategic decisions and act as proof that your business vision is a successful one.

As a reputed provider of accounting services, Contexpert's main goal is to provide affordable, customized accounting solutions that will save medium and large companies precious time and financial resources by allowing them to focus on their business objectives.

### Accounting services:

Our experts provide the full range of accounting services, and are ready to solve any of your company's requirements:

- Financial accounting;
- Accounting reviews;
- Management accounting;

- Consolidation;
- Judicial accounting expertise;
- Insolvency/reorganization accounting.



: easiness

## SEIZE TAX-SAVING OPPORTUNITIES AND MEET TAX COMPLIANCE OBLIGATIONS

It's critical in today's global economy to take advantage of effective tax advice and planning. When tax burdens lessen your accessible financial resources, you need assistance from professionals who know how to address tax challenges.

Contexpert provides you with a broad array of tax-savings opportunities and advisory services. Our dedicated team constantly surveys the most innovative and insightful thinking in the field, checks out the latest approaches to problem-solving, and monitors changes in relevant legislation, all in order to generate strategies that minimize risk and create profitable results.

### Tax services:

Contexpert's experienced tax planning and compliance team provides a comprehensive package of services:

- Tax structuring and tax planning;
- Tax review ;
- Due diligence;
- Assistance in dealing with tax authorities;
- Fiscal representation ;
- Tax returns;
- Legislative updates;
- Tax litigation;
- Transfer prices.

# Payroll & HR



: confidentiality

## FAST PAYROLL PROCESSING, CONFIDENTIALITY, CONSULTANCY ON HR RESOURCES OPTIMIZATION

Outsourcing payroll services generates a number of essential benefits for your business: complete confidentiality of all internal data, maximum 48-hour delivery time for complete payroll processes, accurate calculation of all social contributions and related taxes.

A special branch of services is dedicated to the sometimes-challenging needs of the expatriate community. Managing incomes and tax obligations in between countries, providing you with valuable support in dealing with local bureaucracy and paperwork will turn your Romanian experience into a successful one.

Recruiting your accounting staff and evaluating your entire team has never been easier. Contexpert develops and implements performance assessment systems, as well as incentive and motivational tools. Hence, our full range of payroll and HR services will significantly optimize the costs of your company and increase productivity.

### Payroll & HR services:

Our portfolio of services comprises:

- Payroll processing;
- Human resources administration;
- Expatriate services;
- Recruitment and selection;
- Individual and organizational evaluation;
- Human resources consultancy;
- Leasing of personnel





:clarity

## ASSESS SIGNIFICANT RISKS AND IDENTIFY KEY AREAS FOR IMPROVEMENT

Our proficient team of auditors promptly delivers you efficient results by fully understanding your business and its risks. To grasp the greatest possible value out of each audit, we have developed a rigorous approach that we tailor to each industry.

As a Contexpert client you will benefit directly from the international expertise of HLBI network. Even more, we can help you meet your cross-border needs by offering the same quality standards all over the world.

Therefore, Contexpert is extremely well positioned to ensure your compliance responsibilities are met in full, allowing you to focus on the financial objectives of your business.

### Audit services:

- Statutory audit;
- Internal audit;
- Audit compliance.

# Training



:perspective

## GUIDING AND IMPROVING YOUR TEAM

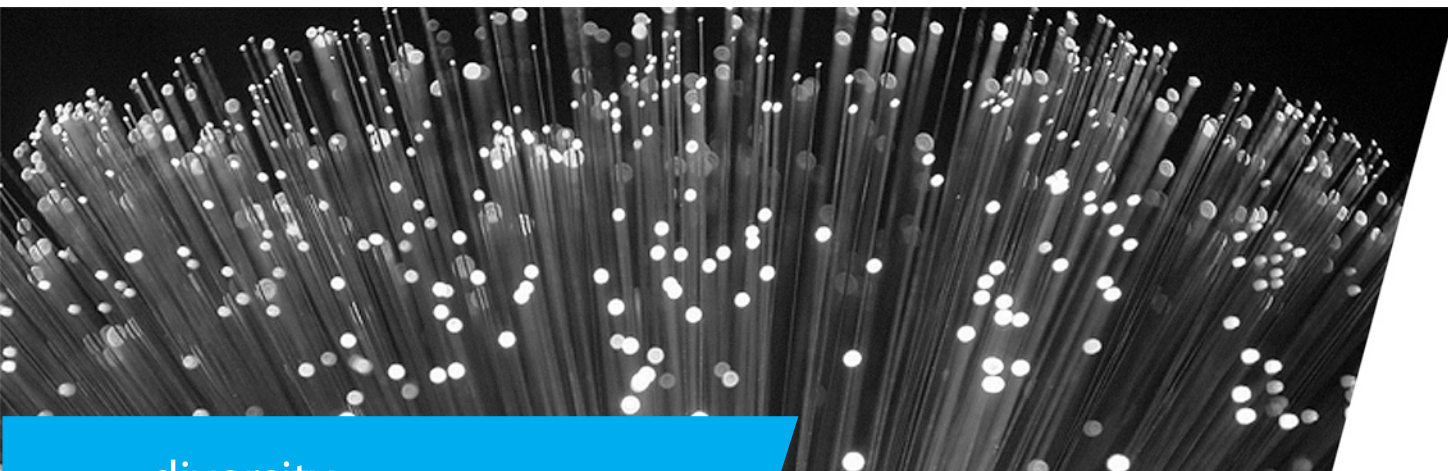
Contexpert also specializes in delivering customized, outcome-oriented training and workshops on a variety of accounting and fiscal procedures to middle and top management, in addition to accounting staff.

Our interactive workshops incorporate real-life case studies and offer theoretical and practical resources that will competently enhance the accounting and fiscal expertise of the participants and will coach them on how to best face legislation challenges.

### Training services:

Our portfolio of services comprises:

- Goal-oriented training
- Workshops



:diversity

Training. BPO Services.

## LOWER COSTS, INCREASE PRODUCTIVITY, BOOST PROFIT

At Contextpert we believe that the key to successful service delivery is to understand the client's business and its requirements. Our BPO engagement starts by tailoring solutions to your needs and identifying the most efficient procedures to reach the main goal: lowering costs while increasing productivity with minimum risks, thus boosting the profit of your company.

Because we are sparing your company of huge, complicated documents processing operations, we offer you the opportunity to focus on your core business.

### **BPO services:**

Our broad range of BPO services includes:

- Processing the suppliers invoices;
- Payments to suppliers through Internet banking;
- Processing the clients orders;
- Drawing up selling invoices;
- Sending invoices to the clients;
- Payment of wages through Internet banking;
- Management of the travel claims.

Team >

# Our Team

## PROVIDING YOU WITH THE MOST DEDICATED PROFESSIONALS

Over 40 professionals are the heartbeat of our fully diversified accounting, tax, and advisory services company. We are proud of our intelligent, focused, clear thinking and motivated staff who is committed to quality and integrity and thrives in a fast-paced environment.

We are continuously investing considerable resources to provide employees with some of the strongest learning and development tools and methods and our efforts have paid off: our client portfolio is growing; our range of services is expanding and we have put together a flexible, complex business structure ready for further development at international standards.

### OUR MISSION AND OUR VALUES:

Our mission is to provide our clients with enhanced accounting, tax advisory, audit and payroll services. We strive to become the local market's leader, as well as the provider of choice for these services in Romania. For the last 15 years, we have nurtured our most important values – the ones that guide our company and our business conduct. Our performance and ability to evolve have become a mirror of our mission. Our high-end accounting & tax services are pushed even further by the impeccable professional standard we aspire to – with every single project, client or challenge.

The continuous training of our team's members is a premise for our development as an organization. Each and every one of us contributes with passion, commitment and professional abilities to the growth of the company and to the attainment of an optimum level of communication with our partners. Everything is made so that our name would become an example of unconditional excellence.

That's why, at Contexpert, our clients consider us to be not just service providers, but their partners. And our way of getting things done, our values, and our proactive nature are 'the Contexpert spirit'.

# Testimonials

## Wilbrook Management International

Willbrook is an international corporation offering a full range of professional estate services targeting individuals and corporations in Romania and abroad. Hence, our requirements when it comes to fiscal consultancy are broad and demanding. Since 1999 Contexpert has been a trustworthy and resourceful partner, delivering complex fiscal solutions tailored to our requests. Contexpert has been our main fiscal advisor helping us in across-the-board business situations that demanded high expertise, vision and innovative ideas. Consequently, it gives us great pleasure to recommend Contexpert professional services, in terms of tax advisory services and assistance services in dealing with controls from the Tax Authorities.

Daiana Voicu  
Managing Partner

## Red Management Capital

"The Romanian subsidiaries of RREP BV (the Red Group companies) have been relying on the accounting and consultancy services provided by Contexpert Consulting S.R.L. for three years. The services of Contexpert Consulting S.R.L. were provided in a professional manner, within predetermined time constraints and for a very reasonable fee.

The services provided by Contexpert are customized to our particular needs and are ranging from the organization of accounting records of 15 SPVs in our Group, to Human Resources services and to more complex aspects such as preparation of the individual IFRS financial statements in view with the Consolidated Accounts."

Simona Munteanu  
Finance Manager

## Bogaris Group

"There are a lot of aspects that move me to recommend Contexpert, but I would like to point one in special, that they are not stopping just with the identification of problems, risks or opportunity, they are going one step forward and they propose solutions, ideas and recommendations. All their proposals are highly interesting because they have a team with very good knowledge but they are always open to listen and study your suggestions."

Jose Bernardo Martinez Parrado  
Financial Manager Romania and Bulgaria

## CTP

"Our collaboration has proven to be efficient and punctual. It provides us a feeling of safety, knowing that the important problems have not passed without being noticed and solved. We appreciate the professionalism and anticipation capacity of the team we are working with and we strongly recommend Contexpert Consulting S.R.L. to any client who wishes promptitude and high quality accounting services."

Laurentiu-Catalin Hanu  
Manager Business Development Romania

# Newsletter

Contexpert is keen on keeping its partners updated when it comes to the latest changes in accounting and tax legislation. Our monthly newsletter is an efficient communication tool and we encourage our partners to subscribe by sending an E-mail at [news@contexpert.ro](mailto:news@contexpert.ro)



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