

Property & Construction BUILDING AND SELLING OF HIGH STANDARD VACATION APARTMENTS IN TICINO WITH LAKE VIEW

April 2017

Our client and the task:

Our client is a local group of four entrepreneurs, one of them a foreign resident, active in the construction and real estate business.

What we did?

We helped them structure the joint venture company for the project, a Swiss AG, and optimize the total tax charge for the four entrepreneurs at the end of the project.

Our services included, among others:

- negotiating a shareholder agreement
- being member of the board of the JV-Co, exercising a casting vote in case the JV partners were not in agreement
- accounting for the JV-Co (with a total sales price of the units of approximately CHF 30/40 m. sales price of all units)
- Swiss VAT-optimization
- optimizing the register costs on sales
- optimizing the real estate capital gain tax versus profit tax
- obtaining the initial approval for the JV, partially controlled by a foreign resident, subject to Swiss legal restrictions on the purchase of land
- dealing with foreign buyers' advisors to facilitate obtaining the purchase authorization, subject to Swiss legal restrictions
- negotiating with the financing bank, based on a business plan, together with the entrepreneurs (equity versus debt)

How we added value:

We accompanied and optimized the entire project with our interdisciplinary knowledge and experience, while coordinating the four entrepreneurs.

For enquiries about this Case Study please contact:

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