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The VECO Group strengthens its position in Switzerland and in international markets.

In 2020, the VECO Group will achieve its strategy of expanding in **Swiss and international** markets by signing major "exclusive" trade deals with leading historic companies in Ticino and has also acquired a Swiss group which operates in Middle Eastern markets and is based in the rapidly evolving international hub of Dubai and Abu Dhabi.

In Switzerland, the VECO Group has been strengthening its position in Lugano and Ticino, where it has operated since 1973, by announcing that it has concluded two major "exclusive" trade deals with **Fontana Sotheby's International Realty** and **L&G Insurance Broker**, two companies that are leaders in their respective areas of real estate and insurance. These two historic Ticino counterparts know the ins and outs of their region and offer tailored services to Swiss and International clients by combining their experience with local tradition.

Fontana Sotheby's International Realty, a historic real estate company founded in 1926 and based in Lugano's central via Luvini 4 and in St. Moritz, is the current leader in high-end real estate with its exclusive brokerage services for local and international clients. "Our partnership with the VECO Group consolidates our development strategy and strengthens our network of relationships and partnerships which are essential for medium-term growth. This partnership is also based on common values and commitment, supporting our clients and the local area", explains Gianluca Righetti, Managing Director.

L&G Insurance Broker, the historic company of brothers Gabriele and Leonardo Pinoja who have been carrying on the tradition of their grandfather, Salvatore, since 1909, is the leader in the insurance and social security brokerage sector. Their tailored services and family approach meet the needs of nearly 10,000 clients in the Ticino regional area. "Tradition combined with obsessive attention to clients", as emphasized by Gabriele and Leonardo Pinoja, Company Directors, "have been the key factors that led us to join this commercial partnership with the VECO Group, and we are proud to be able to share our skills and vision to keep growing in the future".

In the international field, The **SWISS Group**, based in Dubai and Abu Dhabi, which includes the companies **Swiss ILC Services DMCC** and **Swiss International Legal Consultants Ltd**, recently joined the VECO Group. The SWISS Group specializes in legal, corporate, and management consulting to help companies that want to set up operations in the Middle East, and also manages existing organizations and companies by implementing the in-depth knowledge of the local market it has acquired since the 1970s. It employs Swiss and international experts, lawyers, and accountants who speak 7 languages. The Emirati market has seen major changes over the past decades and its non-stop growth has been supported by a development strategy such as international HUB, which will greatly accelerate during the next EXPO2020 starting in Dubai on October 20, 2020. "We believe our clients' success determines our own success, and we share this motto with the VECO Group we belong to" according to Urs Stirnimann and Michael Lane, General Managers of the Swiss Group. "This acquisition will strengthen the Group's presence in the United Arab Emirates with the aim of providing our clients with sophisticated and personalized advice based on this rapidly evolving international platform".

These initiatives are part of the VECO Group's strategic plan with the ambition to become the **multi-family office boutique** in Italian-speaking Switzerland. Its cutting-edge service model endeavors to satisfy ever more demanding clients in a complex and international market by growing and diversifying its internal skills and using trusted partners who also share the challenge of a constantly changing market. It is a model based on the trust of its clients who deem VECO to be a key partner it can entrust with complex problems about people, family, or business.

The **VECO Group** - one of the biggest private, independent Swiss boutique multi-family offices - is based in Lugano and has offices in London, Dubai, Malta, and Hong Kong offering tailored solutions in Swiss and international taxation, corporate services, financial and asset management, real estate and insurance services, and strategic and digital consultancy, which meet specific needs related to people, family, and entrepreneurial business. "The VECO Group's ambitious project", concludes Antonio Mandrà, Group Chairman, "is to become a qualified, cutting-edge, expert Multi-Family Office boutique. We take time to carefully select the people and partners that complement our service model and with whom we share the same values and goals. Client requests are becoming increasingly complex, and so precise answers can only be given from experience and know-how. We will continue in this direction in the future in order to always be ready and prepared to satisfy our clients and face any challenge the market presents with strength and determination".

MEDIA Contacts:



Luca Ronchetti

Marketing & Client Development Director
Veco Group SA
Via Lavizzari, 4 - CH 6901 Lugano
T. +41 91 911 71 11 - M. +41 79 235 21 62
l.ronchetti@vecogroup.ch
www.vecogroup.ch



Deborah Fontana

Sales Director
Fontana Sotheby's International Realty
Via G. Luvini 4 - 6900 Lugano
T. +41 91 911 97 41 - M. +41 79 305 11 01
deborah.fontana@fsir.ch
www.fontanasothebysrealty.com



Alfredo Soldati

Administrative Director
L&G SA
Via Municipio 2 - 6616 Losone
T. +41 91 785 81 10 - M. +41 79 305 11 01
alfredo.soldati@lgsa.ch
www.lgsa.ch

Veco Group SA
Via Lavizzari 4
6901 Lugano
Switzerland

T +41 91 911 71 11
info@vecogroup.ch
www.vecogroup.ch

Lugano London Dubai Hong Kong Malta

Swiss Advisors 1973