

# IBSA

International Business  
Structuring Association

A diverse global Association of Entrepreneurs  
and their Professional Advisers

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# WHAT IS THE INTERNATIONAL BUSINESS STRUCTURING ASSOCIATION (IBSA)



Roy Saunders, Founder and Chairman, created the **International Business Structuring Association** in March 2014 to provide entrepreneurs and professional advisers of varied disciplines the knowledge and contacts to assist them in relation to their international business.

The IBSA has five regional branches in North America, the UK, Continental Europe, the Middle East and Asia, each with their own committees, which provide their local members with discussion group meetings on a variety of topics fundamentally important to entrepreneurs. Additionally, the IBSA holds webinars, workshops with more in-depth studies of specific issues as well as conferences at which members can develop important business and personal relationships with expert professionals of varied disciplines.

The central administration based in London provides monthly newsletters with interesting articles written by members, profiling their skills to other members and to the wider business community. It also maintains the website with its member directory, knowledge bank and the events pages detailing the forthcoming events worldwide to which all members are invited to attend, wherever their own regional branch may be located.

The IBSA is a not-for-profit venture for the benefit of its members around the world.

# EXCLUSIVE BENEFITS OF MEMBERSHIP

- > **Membership of a pioneering Association** whose membership comprises entrepreneurs, lawyers, accountants, tax consultants, intellectual property experts, corporate finance advisers, bankers, corporate service providers, private client specialists and many others from a wide variety of disciplines
- > **Exclusive access to and entry in the Member Directory** which profiles their expertise and contact information
- > **Free attendance to discussion group meetings** around the world on a variety of topics
- > **Ability to invite their guests** to such discussion group meetings at no cost
- > **Significantly reduced costs** of attending IBSA conferences and workshops
- > **Invitation to attend the annual members' dinner** to enjoy social interaction with other members
- > **Speaking opportunities** for Intermediate and Full Corporate members
- > **Hosting and Sponsoring** opportunities for Full Corporate members for discussion group meetings
- > **Establishing a global network of contacts** with a variety of disciplinary skills with the potential for reciprocal client referrals
- > **Ability to distribute members' articles** throughout the IBSA database through the website and the IBSA monthly newsletters
- > **Free attendance** for the younger professionals employed by Intermediate and Full Corporate members to attend professional courses on international business structuring
- > **CPD accreditation** is available for all discussion group meetings, workshops and conferences

# MEMBERSHIP PACKAGES

INDIVIDUAL **£500**

INTERMEDIATE  
CORPORATE **£1,500**

FULL CORPORATE  
**£3,950**

Intermediate Corporate membership entitles your company details, website and logo to be on the IBSA's corporate website page together with the professional profiles of 2 members, whilst Full Corporate membership enables you to list all of your global offices with the professional profiles of 5 or more members.

## MEMBERS' COMMENTS

*"IBSA's unusual approach of bringing together major international companies with multi-disciplinary experts to provide a more holistic and complete view of international tax structuring is compelling. We joined the IBSA to enable us to listen to different perspectives, be involved in the discussions, showcase our own expertise to a broader audience and to network with the highest quality clients, targets and fellow service providers. We are delighted with the result in relation to all of these objectives."*

Bernhard Gilbey, Partner, Squire Patton Boggs (London)



*"IBSA makes it easier for me to help our clients in their international expansion plans. Membership provides an immediate introduction to experts in various jurisdictions and there are excellent opportunities for cross referrals. The discussion groups allow for networking opportunities with professionals from different disciplines as well as industries, and cover a broad range of relevant issues. They are highly professional but quite informal and relaxed. Membership with the IBSA is a highly useful aspect of our marketing strategy and our continuing professional education."*

Kishore Sakhrani, Director, Greater Asian Advisors Ltd (Hong Kong)



*"The IBSA is top in class globally. Its unique approach gathers experienced professionals from many disciplines worldwide to devise and implement solutions to client cross border business structuring needs."*

Robert Kiggins, Partner, Culhane Meadows (New York)



*"I like the fact that the IBSA brings together professionals from complementary backgrounds so I can interact and hear from people who are not within my area of specialisation. The technical content is very good and both the debates and Branch meetings create networking opportunities at local and international level. The IBSA is to the corporate world what STEP is to the private client advisor."*

Geraldine Schembri, Partner, EMCS Ltd (Malta)

