

INVESTING & PITFALLS

**Does Geneva represent
a soft target for
investment scammers?**

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1). Introduction

- 1. Investing for the future – pensions, retirement, children
- 1. Global regulation ==> global indifference
- 1. Cross-border investing ==> almost impossible to get help
- 1. Brokers who jump on planes, and leave with your money..
- 1. Low bond yields, toppy markets ==> Structured investments
- 1. Even big names break the rules...

2). Who are Intel Suisse?

- 1. Long-term track records in global finance & investing**
- 1. Working with law enforcement and regulators worldwide**
- 1. Connections with press - “name & shame”..**
- 1. Not intimidated...**
- 1. Able to handle and research complex structures**

3). What does Intel Suisse do?

- 1. Figure out the fraud..**
- 1. Identify / locate the fraudsters**
- 1. Follow the money..**
- 1. Brief the police, kick the regulators**
- 1. Kick the police, shout at the regulators!!**
- 1. Negotiate / co-erce recovery of assets**

4). Why is Geneva a soft target for investment scammers?

- 1. Lot's of wealth, often “cached”..**
- 1. High standard of living, retirement saving**
- 1. A porous border ,Schengen, EU financial passports**
- 1. Weak regulation, indifferent law enforcement**

5). Investing pitfalls and how to avoid them

- 1. Greed driven – promise of above normal returns!!
- 1. Peer pressure ==> Ponzi schemes
- 1. What's in it for the broker?
- 1. Is this investment regulated?
- 1. Who are the people behind the investment
- 1. Don't believe, what you read!!!

6). Easier to avoid than recover – but how does recovery work?

- 1. 1:50 – due diligence effort : recovery effort**
- 1. Assess realistic recovery probability**
- 1. Target the low-hanging fruit**
- 1. Combine police/regulator/press campaign**
- 1. No honour amongst thieves – “turn” the weakest link**
- 1. Persevere – recovery can take 3-5 years..**