Interview
Helping navigate the corona crisis
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2020
Facts, figures, initiatives
Certainty in uncertain times – thanks to business navigation

The corona crisis has made it abundantly clear that we have long been living in a complicated time. Notions of planning and control belong in the last millennium. So how can we navigate these uncertain waters with the assurance we need?

The current situation is also very challenging for EXPERTsuisse and its members. We have had to remain operational as an association and provide assistance both behind the scenes (politically) and in the foreground (practically) to help keep the Swiss economy running. Uncertain times require trust because trust motivates – people, companies, markets and even whole economies.

The auditing and consulting industry represents the “TripleA – audit, assurance and advisory”. These professional services are set to become increasingly important, particularly in light of environmental challenges, cyber risks and ineffective governance structures. Experimenting and optimising on an ongoing basis, rather than one-off planning and control measures, will likely be an effective approach.

EXPERTsuisse has used the past few months to leverage the positive experience gained during the crisis for the future. This involves increased digitisation of training and continuous professional development opportunities, on the one hand, and key alliances – such as allianz denkplatz schweiz and allianz e-tax schweiz – and pioneering partnerships – such as with ASCO, the Association of Management Consultants Switzerland – on the other.

We are grateful to all our dialogue partners for their great commitment to the success of the auditing and consulting sector.

Honouring our responsibility since 1925.

Peter Ritter
President of EXPERTsuisse

Marius Klauser
Director of EXPERTsuisse
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For reasons of readability, only the masculine form has been used in most instances in this publication. However, all references to persons are to be understood to apply equally to both women and men.

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Experts in the economy

Our mission is our mandate

As an association of experts, we know how to identify developments early on and set trends for our members and the Swiss economy.

As an association of experts, our system of professionals working in their own fields generates broad-based and extensive expertise in the areas of accounting, audit, assurance, tax, fiduciary, advisory and transformation. We make this superior knowledge available to young professionals, our expert members as well as key business people, officials and politicians in a timely manner.

As a professional organisation, our ability to identify and impart the relevant (specialist and professional) skills allows us to train the experts of the future, which also benefits today’s experts in the context of their continuing education. EXPERTsuisse certified expert members guarantee quality for the benefit of the economy and contribute to the EXPERTsuisse community.

As an industry association, we represent quality-oriented, expert-led auditing and consultancy companies of all sizes in the political process and provide them with services in connection with staff recruitment, training and diversity, client acquisition and marketing, mandate execution, quality assurance and digitisation.

As an association of intent, we consciously unite various specialist areas, professional groups, company sizes and regions under one roof, which generates value from the synergy of expertise, quality and relevance.

As a service organisation, we are entrepreneurial and are responsible for the association’s secretariat in addition to providing a broad range of services throughout Switzerland. Owing to our foresight and focus on value (rather than profit), we are a dedicated and reliable dialogue partner and an attractive employer.

Motivated by trust. Since 1925.
Relevance of EXPERTsuisse during the corona crisis and beyond

The corona crisis is testing the economy, society and politics. EXPERTsuisse is making some of the most significant contributions towards navigating the crisis: firstly, its expertise is feeding into the political discussion process and secondly, it is helping its members keep the economy running through auditing and consultancy services.

Mr Ettlin, the federal government’s corona measures are now being viewed as groundbreaking worldwide. What do you consider to have been the most important measures here?

Ettlin: From a health perspective, the rapid lockdown was without a doubt the most important measure taken. The partial mobilisation of and support services from the army were also implemented quickly and smoothly in case the healthcare infrastructure became overwhelmed. We haven’t seen anything like it since the Second World War!

Sociopolitically, short-time working compensation was very important, as this meant that companies were not forced to let employees go. However, we politicians – probably much like everyone else – were surprised by the incredibly high numbers (up to 1.9 million people working reduced hours). The temporary expansion of its scope (to include apprentices and short-time working also for business owners) and the introduction of loss of earnings compensation for the self-employed would have been jeopardised in the medium and long term.

And last but not least, taxes: those affected will have an extremely difficult financial year 2020, but will nonetheless have to pay taxes for the still healthy 2019. The introduction of loss carry-backs would have made sense here, but the fear of tax shortfalls is too great. Nevertheless, so far four cantons have permitted a limited COVID-19 provision for financial year 2019, although such provisions are not required under commercial law.

Were there any other measures in the areas of auditing and tax advisory?

Ettlin: Yes, there were, and certain aspects were very important. A moratorium on notifications under Art. 725 of the Swiss Code of Obligations (CO) was introduced and, thanks to the intervention of EXPERTsuisse, this also applies to statutory auditors. This is a significant step, without which the whole programme would be considerably “disrupted” and the appropriate measures, namely the immediate and uncomplicated granting of loans, would have been jeopardised in the medium and long term.

Mr Ritter, how have your association’s member companies handled the corona pandemic?

Ritter: Our member companies have been faced with massive challenges, both externally and internally. Naturally, the initial focus was on maintaining operations and making it possible for employees to work from home, so that we could return to supporting our clients as quickly as possible. At the beginning of the crisis, questions regarding securing liquidity had top priority, followed by the issues of short-time working, rent payment deferrals and rent waivers. Specific questions then arose regarding accounting and how to account for COVID-19 loans and their impact with regard to potential over-indebtedness. The focus has since shifted to questions regarding sustainable cost management and the enhancement of business models.

“\textit{The corona crisis showed that dialogue between politicians and the managers of EXPERTsuisse is very valuable and expedient.}”

Erich Ettlin
Member of the Council of States,
Canton Obwalden

Mr Ettlin, what will happen if there are further waves of coronavirus and more emergency loans need to be granted? How would you manage that from a political perspective?

Ettlin: Naturally, there are questions regarding how we would deal with further loans, who would control them and how we can best assure their repayment to ensure as few defaults as possible. Statutory auditors can play an important role here. However, it should be...
Mr Ritter, what could a solution such as this – a sort of “COVID-19 audit” – look like?

Ritter: If emergency loans cannot be repaid, the government-guaranteed funds for the granting of the emergency loans represent taxpayers’ money. Consequently, the Swiss Federal Council has repeatedly stressed that these are not non-repayable loans. It wants to keep the default risk as low as possible. This requires a risk-based review of the loans granted. For the purpose of reviewing borrowers with increased credit risk, a COVID-19 audit can be commissioned at any time. Based on Swiss auditing standard PS 950, EXPERTsuisse has developed a corresponding audit model so that our member companies are optimally prepared for auditing, irrespective of whether the company has a statutory auditor that is entered in the commercial register. Based on risk considerations, borrowers with lower credit risk do not have to be audited. However, to achieve the aim of minimising loan defaults if the emergency loan programme is extended, it would be essential for the government to implement an appropriate loan auditing strategy that requires borrowers to open their accounts to a COVID-19 audit at any time. This alone would have a preventive effect and help safeguard taxpayers’ money.

What helped develop these good solutions so quickly?

Ettlin: The preparation and cooperation of the Federal Council with banks is an object lesson in the networking of politics and the economy. I am proud of our democracy, which had a reputation of being too slow in times of crisis. In fact, the opposite was and is true.

Our small-scale and professional environment, particularly in the banking industry, is certainly helpful. Associations have a close relationship with the political realm and maintain a constant dialogue. This is beneficial during a crisis. I believe the economy has been reminded that it is not wise to simply step away from politics and politicians are aware that “with rather than against the economy” is the better option.

What does the cooperation between politics and EXPERTsuisse look like?

Ritter: In recent years, EXPERTsuisse has systematically and continuously professionalised its networks at the level of the federal government and administration in Berne. There is a well-established dialogue between politicians and the Association President. The corona crisis has shown that this dialogue is extremely valuable and that the association is in a position to deliver prompt and detailed answers to complex technical issues, thanks also to its broad-based system of experts.

What impact does the work of EXPERTsuisse have in Berne and in what areas is the association’s influence most apparent?

Ettlin: EXPERTsuisse is recognised as an association of experts and its work in the relevant areas (social insurance, company law, Labour Act reform, Data Protection Act, tax law, etc.) is highly valued. I believe that my colleagues have great respect for EXPERTsuisse with regard to these issues.

During the sessions, EXPERTsuisse’s Public Affairs committee (elected parliamentarians and the Association President) meets to discuss the major issues. These expert meetings then feed into the practical parliamentary work. The session previews prepared by EXPERTsuisse, with technically sound position statements, also provide important guidance for all other politicians.

In particular, the association has made a strong, sustained contribution to the proposed Labour Act reform (annual working model for executives and highly qualified specialists) and the amendment of company law (including insight into the harmfulness of the original Corporate Responsibility Initiative).

How does EXPERTsuisse intend to contribute after the crisis? What are the conclusions – what has been learnt from the crisis?

Ritter: It has shown just how quickly many of our member companies were able to position themselves to react efficiently and effectively to this crisis situation for our clients. Consequently, they made a significant contribution to bolstering economic stability. This capa-
bility of our member companies will likely be further strengthened by systematically driving forward the transformation and digitisation efforts. The success of home office working will lead some member companies to rethink their working hour models. In this regard, it will be extremely important for EXPERTsuisse along with its partners at “allianz denkplatz schweiz” to continue to contribute to the Labour Act reform in order to emphatically support knowledge workers’ ability to work more autonomously.

What lies ahead and what does the Swiss economy need now?

Ettlin: The auditing and consultancy industry needs to leverage its relevance and expertise even further. If cases like Wirecard arise again, it is particularly important that the entire governance system can be clarified using fact-based information. It is also important to close gaps in knowledge regarding how our economy functions. This is an ongoing process.

What does effective overall governance look like and what role does auditing play?

Ritter: In principle, we would have effective overall governance, provided that the stakeholders – including boards of directors and management, internal audit, regulatory bodies and external auditors – duly perform their tasks and duties. Unfortunately, recently there have been cases such as the PostBus affair where this has not happened. EXPERTsuisse and its member companies need to keep flagging the responsibilities of individual stakeholders, so that there is wider understanding of responsibilities in the event of negative headlines and it is not just the tasks and duties of the auditor that are called into question as a knee-jerk reaction.

At the level of the profession, it is also worth considering how the tried and tested limited audit can be developed further, including the qualitative amendment of the opting-out criteria. For companies and organisations of significant public interest, it needs to be clarified whether auditing the existence of an internal control system (ICS) adequately meets the public’s expectations or whether an effectiveness audit would be more appropriate.

Where do you see a specific need for action from a political perspective?

Ettlin: As has already been mentioned, gaps in expectations and knowledge are an ongoing issue, and we must ensure that we are able to explain the tasks and functions of the auditing and consulting industry to society – and therefore also to policy-makers – in a way that avoids unrealistic expectations and the misinterpretation of events.

The same applies to the various regulators, which also sometimes have unrealistic expectations and consequently want to implement more and increasingly stringent regulations. This also needs to be countered by political measures.

How is the quality of the auditing and consulting industry assured?

Ritter: EXPERTsuisse requires its members to meet high standards with regard to training and continuous professional development (CPD) each year, which not only covers technical expertise, but also the strengthening of soft skills. As a result of this and their experience, our members are highly valued by our clients as expert sparring partners. Adherence to the CPD requirements is regularly verified by the Association. Our members therefore meet the CPD require-
The main benefits of membership in brief

- The right to use the quality label “EXPERTsuisse Certified Company” or “Member of EXPERTsuisse”
- Individual members working for member companies do not have to pay a private membership contribution
- Participation in the profession’s top event, the EXPERTsuisse Annual Conference, is free of charge
- Discounts on many training and CPD events and specialist publications
- Free subscription to the distinguished specialist periodical EXPERT FOCUS – which is also available as an app
- Access to many practice-related aids to work, industry announcements and EXPERTsuisse publications
- Member companies receive up-to-date core publications in digital form (which all their employees can use)
- The Association’s experts provide competent support in various ways, including by answering professional queries
- Member companies receive targeted support for their marketing activities
- Members’ interests are effectively represented at the level of the federal government and administration in Berne
- Regular communication of up-to-date information of relevance to the profession
- Regional sections offer events for networking and the sharing of experience
- Discounts on attractive products and services offered by EXPERTsuisse industry partners, such as specialist software and insurance as well as fleet reductions

If you want to play an active part in strengthening the profession by standing up for the values EXPERTsuisse represents, then come and join us!

www.expertsuisse.ch/members
EXPERTsuisse’s year in figures

>1,000 visitors per day on the EXPERTsuisse website

18,000 Association newsletter subscribers

6,000 followers on LinkedIn

700 participants at the EXPERTsuisse Annual Conference 2019

11,000 publication orders in one year

1,200 downloads per month of templates from the specialist library

600 answers to professional queries per month

40 new jobs advertised to young professionals at www.startyourcareer.ch

1,500 students in training to become certified auditors or tax experts

7,500 training participants per year
EXPERTsuisse membership reaches more than 10,000 and continues to grow

EXPERTsuisse’s 9,500 individual and more than 800 corporate members from the fields of accounting, auditing, business consultancy and tax consultancy make an important contribution to the overall economy: well over two-thirds of Switzerland’s economic output is generated by companies served by our members.

Further sharp increase in individual memberships

Following the significant increase in the number of individual members in the first year under the new membership model, around 950 members joined the Association (148 new expert individuals and 819 qualified employee individuals) in the last membership year (1 April 2019 to 31 March 2020). Over the same period, 260 members left the Association, of whom 15 passed away and four had their membership revoked.

The Association currently (as of June) has more than 9,500 individual members.

Second EXPERTsuisse digitisation study

Following the first study in 2017, a second groundbreaking digitisation study was carried out, for the first time, there is an industry overview of the software solutions used and transparency regarding current trends and support concerns.

Record number of participants at the Annual Conference 2019

More than 700 participants attended the EXPERTsuisse Annual Conference on the topic “Tax in the digital age – an assembly of and with experts”.

Congratulations to 528 newly certified experts for the auditing and consulting industry

At www.startyourcareer.ch, young professionals can find interesting opportunities for starting or changing their career path – from internships to permanent positions with attractive training and continuous professional development programmes.

Launch of the EXPERTsuisse industry newsletter

Exclusively for members and trade subscribers, the newsletter provides notifications regarding amendments to professional pronouncements, information on new laws and regulations, updates in circulars, and answers to technical questions.
133 members were issued with a warning or reprimand for completing insufficient CPD.

Concentration of number of audit firms within the industry

In the last membership year, a total of 15 companies joined the Association (previous year: 27). A total of 25 member companies left the Association (previous year: 37). Most companies that terminated their membership stated that this was due to the discontinuation of their business. In individual cases, the reason given was that our services were not required.

The Association currently has 806 member companies with 334 branches across Switzerland. All of the 21 audit firms under state supervision are members of EXPERTsuisse. Of the remaining member companies, around 87% are certified by the Swiss Federal Audit Oversight Authority (FAOA).

Around 97% of the member companies have fewer than 50 employees and three-quarters actually have fewer than ten. The member companies employ a

High level of expertise through continuous professional development

Expert individual members are required to keep their expertise up to date through continuous professional development (CPD, 60 hours averaged over two years) and to document this on an annual basis. Each year, the Association verifies that all expert individual members have duly declared their CPD. In addition, random checks of material compliance with the CPD requirement are carried out.

Of the 4,581 expert individual members required to declare CPD in 2018, 49 members failed to complete (or even start) the declaration despite repeated requests and therefore had their status changed to qualified employee individual member.

Of the remainder, 3,425 members provided a comprehensive declaration of their CPD and 1,107 members – as employees of an audit firm under state supervision – provided a summary declaration. Just under 200 members failed to meet the CPD requirements. In total,
The Association in brief

total of 18,500 employees (incl. trainees), with almost 12,000 employees at the Big 4 / BDO.

The continued decline in corporate membership is attributable to the general concentration of the number of audit firms in the audit industry. The number of audit firms admitted by the FAOA has declined sharply in recent years (2016 to 2019) by 773 (in absolute terms) or 26%. This has also led to a decline in the number of member companies, albeit on a much smaller scale (around 10%).

The revenue picture remains stable: at the very biggest member companies (> 500 employees), auditing accounts for the majority of revenue, followed by business consulting. At medium-sized companies, accounting continues to represent a significant proportion of revenue. In total, EXPERTsuisse’s member companies conducted more than 11,700 ordinary audits and over 55,000 limited audits in 2019. EXPERTsuisse members thus cover almost the entire market for ordinary audits and two-thirds of the limited audit market.

* According to the information provided by the 2020 survey of members’ details
Revenue figures from financial year 2019

EXPERTsuisse’s contribution to navigating the corona crisis

In the space of a few days, we started delivering our full training offering digitally, answered technical corona-related questions, and provided assistance both behind the scenes (politically) and in the forefront (practically) to help keep the Swiss economy running.

Concept of “business consulting” at the EXPERTsuisse fiduciary conference

Successful first virtual fiduciary conference on the topic of “Business consulting – adding value through expanded fiduciary services”

Publication of new HWP volume “Assurance engagements and related services”

An overview of the full range of services provided by auditors, such as the fundamentals of auditing, auditing of financial and non-financial information, as well as other legally required assurance engagements.

Auditing conference: “Trust motivates – the full scope of audit services”

Held online with media reporting. Topics included the “TripleA – audit, assurance, advisory” sustainability reporting and COVID-19 audits. The COVID-19 audit offering demonstrates the services that could play a significant role in safeguarding taxpayers’ money alongside the legally required activities of statutory auditors.
New Code of Conduct for the Professional Ethics Committee

Elections for the Professional Ethics Committee were held at the 2019 AGM. Seven members were newly elected to the Professional Ethics Committee and 19 were re-elected. Following the retirement of Dominik Spiess, Anne Cheseaux was appointed as the new Vice President.

In addition, new standard rules for the Professional Ethics Committee were adopted and immediately entered into force. One key change is the introduction of a simplified decision-making mechanism: straightforward and clear cases that merely involve a caution or a reprimand as a penalty are now dealt with by a single adjudicator. However, the accused party has the option to appeal to an (internal) tribunal with a three-member panel. Further changes relate to the arbitration procedure (in future reserved for more complex cases), term of office (now three years) and the introduction of a limit on re-election, the waiver of ex officio initiation of proceedings and notification of the complainant of the settlement of proceedings.

The Professional Ethics Committee at work

Three cases were referred to the Professional Ethics Committee in the past year. One case was decided on its merits; one case was withdrawn; one case is still pending.

Duty of confidentiality/obligation to surrender documents:
The Professional Ethics Committee did not find any relevant breaches of the Code of Conduct or Professional Rules by a former member of the Foundation Board who obtained information about the Foundation for a third party following the end of her term of office. The accusation of failure to surrender documents and breach of the duty of confidentiality was also unfounded.

Executor’s obligations (namely impartiality, accountability and due diligence requirements):
Given the lack of specific recognised EXPERTsuisse rules with regard to the execution of wills, the law – namely the due diligence and fiduciary requirements under contract law and the general principles of professional ethics – form the basis of the judgements made. However, the Professional Ethics Committee does not review the general management of engagements, only breaches of a certain significance. The existence of such breaches was not decided upon due to the withdrawal of the complaint.

Significant decision by the District Court of Zurich:
In the context of an enforcement procedure, the District Court of Zurich recognised the Professional Ethics Committee as the Association’s arbitration board and its decisions as enforceable titles. This simplifies the collection of debts from sanctioned members: the payment of the contractual penalty/procedural costs can only be opposed by those who provide documentary evidence that the debt has been repaid or deferred or is time-barred.

Launch of www.confidence.swiss on the relevance of auditing

The focus here is on providing information on the tasks, expertise and responsibilities involved in auditing with facts regarding the multidisciplinary nature of the industry, governance of subsidised transport companies and the benefits of limited audits.

Kick-off for new “allianz e-tax schweiz”

EXPERTsuisse has established a new alliance with other associations and organisations to standardise the electronic tax assessment process. Objective: efficiency and more innovative software solutions.

Cooperation between industry associations ASCO & EXPERTsuisse

ASCO, the Association of Management Consultants Switzerland and EXPERTsuisse are working together at the content level and in the area of continuous professional development. On 1 January 2021, ASCO’s offices will also be relocated to EXPERTsuisse’s head office.

July 2020
A professional sector in motion

EXPERTsuisse addresses issues at an early stage, uses its expertise to tackle them and presents them effectively to political, regulatory and economic players as well as the media. This is especially important in uncertain times.

Below, we report on how the “TripleA” services (audit, assurance, advisory) generate trust, why business consulting is more important than ever and the potential tax challenges of the “new normal”.

Assurance services for uncertain times

Individual high-profile events have revealed weaknesses and distorted perceptions within the overall governance system. There is a need for clarification with regard to the proper interaction between the different players a more precise definition of the concepts of audit, assurance and advisory.

People prefer being able to plan and control things, but we have been living in a complicated time for quite some time now. The corona crisis has made this abundantly clear, and tackling the elevated uncertainty has brought important findings to the fore. The corona crisis has also emphasised just how important auditing and business consulting are for the proper functioning of markets and whole economies.

Alongside traditional financial statement auditing, new themes such as auditing the use of emergency loans, subsidy payments, equal pay analyses and sustainability reports are likely to grow in importance. In general, demand for assurance services rises at times of information overload and uncertainty. Their relevance has also been demonstrated to politicians and journalists. However, the auditing industry’s reputation among the different stakeholder groups is based on their own interaction with auditors. This means auditors must at all times act in a way that enhances their reputation.

The Assurance Services House

The auditing and consulting industry represents the “TripleA – audit, assurance, advisory”. EXPERTsuisse and its members are currently in the process of finding a common denominator for the understanding and differentiation of this three-level service offering. The ever-present expectation gap – meaning the public’s misconception of what the statutory audit service involves – must be closed in order to better present the services and obligations of the different pillars of assurance services.

“Trust motivates” is the motto of the audit industry. Certainty and trust can be generated and, to a certain extent, bought by companies. However, far from all requirements and needs are met by the first level of (financial) audit services. The industry therefore offers a wide range of complementary services. This may involve acting as an audit firm to provide enhanced assurance services, or acting as a consulting firm to provide additional company law and business consulting services across the full company life cycle. The “EXPERTsuisse Assurance Services House” shown in Figure 1 gives an overview of the concept of statutory (audit) and non-statutory assurance services (assurance and advisory).

![Figure 1: The EXPERTsuisse Assurance Services House – audit, assurance, advisory services](image-url)
Outsiders will only be able to navigate the maze of regulatory and private law assurance services when the industry standardises the exact terminology used and the distinction made between the different service offerings. Assurance services combine new digital data approaches and artificial intelligence with highly developed human intelligence. Audit and advisory firms establish robust facts that make it possible to take and effectively implement responsible decisions. Trust motivates – people, money, products, companies and markets.

Comprehensive understanding of governance is crucial

A prime example of the need for overall governance is the “PostBus affair”. Essentially it is the responsibility of the board of directors and management to ensure that a company acts ethically. For companies that receive taxpayers’ money in the form of government subsidies, their boards of directors and management must ensure compliance with the terms and conditions of the subsidies. In the case of subsidised transport companies, the Swiss Federal Office of Transport (FOT) must also perform its own controls to ensure that subsidies have been duly awarded and used for the intended purpose. Consequently, the statutory auditor appointed by the company owners is not responsible for verifying the legitimacy of the subsidies received as part of its role as an executive body of the company.

Following resolution of the events at PostBus, the legal requirements have been amended and the FOT’s personnel resources have been stepped up. Every year, the managements of all transport companies must now expressly confirm adherence to the requirements relating to the subsidies received. As part of its extended checks, the FOT will in future conduct risk-based audits of the companies’ accounts. In addition, transport companies that receive subsidies totalling more than CHF 1 million each year must in future (from 2021) undergo a special audit of the subsidies received. They must engage an audit firm to conduct this audit, as the FOT does not have the required capacities. Figure 2 depicts the complex cooperation between the different players.

Looking at the Assurance Services House, within this governance cooperation it is clear that the statutory auditor acts as an elected body, while an audit firm acts on a contractual basis – each with clearly defined tasks, expertise and responsibilities. It is important for this distinction to be made, even in customary practice, where one service provider acts as both the statutory auditor and the audit firm of a transport company.

The role of the auditing and consulting industry

At its core, the auditor’s role is to test, validate and certify business management information. Their reports have the quality of a seal of approval that is trusted by decision-makers in companies as well as external stakeholders. Industry knowledge and insights from auditing also enable audit and consulting firms to offer multidisciplinary advisory services in other areas. The role of the auditing and consulting industry can be distilled down to the three following tasks:

- Satisfaction of public information needs: providing external third parties with access to financial information and certainty about such information. This also makes an important contribution to creditor protection.
- Facilitating fact-based future decisions: validating, testing and certifying information, figures and processes creates a valid basis for decision-makers to set the course for the future and operate appropriately in an ever-evolving regulatory environment.
- Creating prospects for top performers: auditing and consulting firms invest a great deal in developing their employees’ expertise. In this way, people with high potential become high performers; in their own industry and, as careers progress, often also in the economy, administrations and politics.

Summary

The professional services of audit, assurance and advisory offer guidance and navigation in uncertain times. The resulting trust motivates markets, companies and individuals. The profession’s new mantra is therefore: “Motivated by trust”. EXPERTsuisse establishes the framework conditions and imparts expertise, allowing auditing and consulting firms to increase their relevance, inspire

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**Figure 2: New governance co-operation for subsidised transport companies**

- **Federal Office of Transport (FOT)**
  - Supervision of transport companies as a statutory mandate
  - Subsidy controlling, i.e. verifying transport companies’ entitlement to subsidies
  - From 1 January 2021 (planned): deployment of audit firms (as an “extended arm” of the FOT) to conduct specific investigations regarding the right to subsidies

- **Transport companies**
  - General: reporting by the company management to shareholders (+ annual financial statements)
  - Specific: reporting to the FOT on compliance with subsidy requirements, in future by annual written confirmation etc.
  - Engagement of an audit firm to conduct specific investigations regarding the right to subsidies

- **Audit firms**
  - Conducting specific investigations regarding the right to subsidies, as instructed by the FOT
  - Selection / engagement by the transport company management (mandate)
  - Reporting to the FOT
  - Usually the same as the transport company’s statutory auditor, although this is not mandatory

- **Auditor**
  - Annual audit of financial statements (+ subsidy accounts) as the executive body mandated to do so by the shareholders
  - Reporting to company management and shareholders
  - Official appointment as an executive body does not cover verification of compliance with subsidy law
Business consulting is more important than ever

Companies facing challenges that threaten their very existence need effective solutions. Consultants are often called on to help find such solutions, as demonstrated by the COVID-19 crisis. EXPERTsuisse is therefore endeavouring to more clearly define the consulting field and to strengthen it through cooperation.

The COVID-19 crisis has led to significant demand for business consulting services, whether with regard to applying for emergency loans, short-time working or rent reductions, for liquidity planning and cost management, or the enhancement of business models and profitability. Business consulting involves shaping, optimising and further developing circumstances. This contrasts with auditing, which turns figures into reliable facts by validating and confirming circumstances, thereby creating transparency and trust in the economy and society.

Companies are keen to involve external consultants when it is important to obtain a critical external view or when the required solution-finding expertise is not available at all or is lacking in-house and additional support is needed. In the area of small and medium-sized enterprises (SMEs), trustees play an important advisory role. Consequently, the line between fiduciary and business consulting is blurred. The following aims to shed some light on these often unclear terms.

What is business consulting?

One route to the term “business consulting” is through the overarching term “fiduciary”. In Switzerland, this is an umbrella term for the activities of fiduciary companies in the area of limited audits, tax consulting, accounting and business consulting. In a narrower sense, fiduciary can be understood to mean the outsourcing of a company’s ongoing financial tasks to a trustee. This includes, for example, the outsourcing of accounting, payroll accounting or standard reporting, and supporting management in the preparation of budgets and annual financial statements. The narrow definition of fiduciary covers outsourced ongoing financial services, but not one-off, project-based organisational tasks. These latter are covered by the definition of business consulting.

Another route to the term “business consulting” is through the life cycle of companies. According to this, business consulting is the provision of business support (particularly on fiscal, tax law and company law matters) to entrepreneurs and companies throughout their full life cycle (e.g. foundation, growth, consolidation, reorganisation, cooperation, merger, succession, restructuring, liquidation). In a broad sense, business consulting includes project-based financial support (e.g. a project to establish a control system), tax consulting, legal consulting and management consulting (e.g. the digitisation of financial processes or procurement optimisation) and management consulting (e.g. strategy development). In a narrower sense, business consulting can be focused on “project-based financial support”.

EXPERTsuisse Business Consulting / Fiduciary specialist area

The Business Consulting / Fiduciary specialist area deals with technical issues that are not covered by the areas of audit / review (in the Audit specialist area), tax consulting (in the Tax specialist area), or accounting (in the Accounting specialist area), but belong to the area of “outsourced financial services” (fiduciary in the narrower sense) or “project-based financial support services” (business consulting in the narrower sense).

The Business Consulting / Fiduciary specialist area works closely with the Multidisciplinary Commission on Digit-
sation. This is shown in the following examples: the effective performance of outsourced standard financial processes is made possible by continuously improving software solutions and, when it comes to consulting on integrated management and board of director reporting that is suitable for SMEs, knowledge of business intelligence solutions is essential, alongside controlling expertise.

Cooperation between industry associations ASCO & EXPERTsuisse

ASCO, the Association of Management Consultants Switzerland, and EXPERTsuisse – Swiss Expert Association for Audit, Tax and Fiduciary have decided to closely collaborate in future. As of mid-2020, the cooperation will involve working together at content level and in the area of training. On 1 January 2021, ASCO’s offices will also be relocated to EXPERTsuisse’s head office at Staufacher 1 in Zurich. Other types of cooperation may also be possible in the future.

The corona crisis has made it abundantly clear that the economy and society are highly complex and there is no such thing as 100% certainty. However, it is important to be able to maintain an entrepreneurial approach to navigating even difficult times. In the Swiss economy, most companies are supported in this area by audit and advisory firms that are members of ASCO or EXPERTsuisse. These two associations have now entered into close cooperation to make a joint contribution to the current priority of reinvigorating the Swiss economy.

Innovation over tradition

The two associations have a strong history, but innovation trumps tradition for both of them. Consequently, they have been campaigning for the modernisation of Switzerland’s outdated labour law over the past four years, together with other organisations. The corona crisis has shown again that more independent ways of working – in the interest of work/life balance, for instance – have to be facilitated through a sound legal basis. The common ground between the two associations extends well beyond shared political interests, however. Both associations have a duty to quality and expertise and together represent the Swiss audit and advisory industry. Accordingly, they share the aim of furthering the promotion of new talent and offering continuous professional development opportunities alongside education and training in the framework of a qualifications system, while leveraging synergies.

Development of advisory expertise

Professionalisation in the provision of advisory expertise – with recognised training as a Computer Audit Specialist (CAS) and international qualification as a Certified Management Consultant (CMC) – will in future open up a structured route into consulting for members of both associations, particularly younger professionals.

ASCO and EXPERTsuisse will together pursue innovation in consulting both with regard to procedures (new advisory and cooperation models) and content (digital transformation, digitisation, data analytics, robotics, industry and Finance 4.0 etc.). ASCO and EXPERTsuisse will use these innovative approaches to help the Swiss economy to remain entrepreneurial and effectively navigate uncertain times – during the corona crisis, on the way to a “new normal” and beyond.

The synergies between ASCO and EXPERTsuisse will enable members of the two networked associations to offer consulting services at a high level. At a time of significant uncertainty and digital transformation, this is crucial for the Swiss economy.

Summary

EXPERTsuisse focuses on audit and consulting industry experts and their impact on the Swiss economy. The term “experts” here is not used as a synonym for specialists, but describes the high-quality profession made up of specialists AND generalists. Given the increasing digitisation of disciplines such as accounting, it is not the highly specialised technical accounting specialists who will survive alongside the ever-improving technology, but rather generalists that advise SMEs on subjects such as “outsourced CFO services”, “outsourced standard financial processes”, and “integrated business model reporting”. EXPERTsuisse and its members need to view this as an opportunity – supported by the Business Consulting/Fiduciary specialist area and the new cooperation with ASCO.

Key issues in the industry

Thomas Koller
President of the Business Consulting/Fiduciary specialist area of EXPERTsuisse, Swiss-certified fiduciary expert, Partner and Chairman of the Administrative Board at OBT
Tax challenges of the “new normal”

The pandemic has reduced the fiscal room for manoeuvre. From a Swiss tax policy perspective, the question now is where best to focus and how to maintain the existing advantages of our tax system and culture in a rapidly evolving environment.

The corona pandemic has confronted authorities, companies and the public with enormous challenges. Many countries find themselves faced with dramatic debt levels. In Switzerland, the Swiss Federal Council estimates the budget deficit and measures to cope with the corona pandemic to total just over CHF 20 billion. In comparison, new borrowing in Germany is set to rise to an estimated EUR 220 billion. Excluding the corona aid measures, the budget deficit in Switzerland will be an estimated CHF 3.1 billion this year. This is largely attributable to the lower tax revenue as a result of the economic crisis and the deferral of some tax payments until next year.

Although the rise in the debt ratio will be easy for Switzerland to absorb and there will be no need to rapidly reduce debt, which would have a further major negative impact on economic growth, the fiscal room for manoeuvre has contracted. What does this actually mean at a national and international level?

Redistribution due to digital taxation

Internationally, there is growing pressure to find additional sources of revenue, both to reduce government budget deficits and to rebuild the resilience of public financial systems. The OECD project “Digital taxation” (also referred to as BEPS 2.0) is a key focus point here. However, the name of the project is misleading, since it actually addresses fundamental issues relating to the international distribution of the income tax pie between jurisdictions.

Recent weeks and months have shown how difficult it is to reach a political consensus. The USA left the ongoing discussions at least temporarily in June and positioned itself against the OECD proposal relating to the new rules on profit allocation between countries. Although the OECD is working intensively on concrete proposals, this move could ultimately lead to a failure to find a multilateral solution and result in the EU states implementing digital taxes on a unilateral basis.

While the BEPS project was a major success for the OECD and resulted in more than 135 countries worldwide agreeing to implement important standards, it seems that the OECD has encountered much stronger political opposition to this project. In the BEPS project, it was primarily untaxed tax bases or tax bases of smaller countries such as Switzerland that were redistributed. The current project on digital taxation particularly affects larger countries such as the USA – as the country of origin of numerous major internet firms – which is making it much harder to reach political consensus. Is this the start of a general step away from multilateral agreements on tax matters towards more unilateral solutions and isolationism in the field of taxation?

It is clear that as a small, open economy with many R&D-intensive company head offices, but with a small consumer market for digital solutions due to the country’s size, Switzerland will face another major challenge if the OECD project on digital taxation continues and is implemented: part of the tax base would inevitably be lost and it would only be a question of how much, depending on the solution adopted.

Swiss tax reforms

In Switzerland, the financing of the planned tax reforms poses a challenge. Before the crisis, a structural surplus of around CHF 1 billion was available for 2020 and 2021, respectively. However, many of the tax reforms discussed by Parliament have a hefty price tag, which together exceeded this structural surplus several-fold, even before taking the corona crisis into account.

Tax policy must support long-term economic growth, but not all of the tax reform projects discussed seemed to follow this maxim. In light of this, setting the correct order of priorities is crucial. In an environment of rising convergence between the income tax rates of high-tax countries and attractive tax jurisdictions such as Switzerland, it is important to eliminate tax obstacles in order to maintain the attractiveness of the location. Consequently, we consider the upcoming withholding tax reform, the phasing out of stamp duty and the removal of several “tax nuisances” the biggest priorities.

EXPERTsuisse implements Code of Conduct

Alongside an attractive tax system, it is important that Switzerland ensures the historically good tax climate is maintained in future. Efficient cooperation between authorities, consultants and taxpayers, as well as legal certainty and the ability to plan in relation to tax issues, are fundamental features of an attractive business location. With this in mind, a Code of Conduct was developed a little less than 20 years ago, setting out the principles and rules of conduct applicable between tax authorities, taxpayers and tax consultants.

In summer this year, an organisation made up of the Swiss Federal Tax Administration, the Swiss Tax Conference and EXPERTsuisse commissioned the Institute of Finance and Financial Law (IFF) at the University of St Gallen to revise the Code of Conduct. Both the public authorities and EXPERTsuisse have agreed to provide support in drafting the document and to ensure its adoption within the industry. A constructive relationship based on mutual trust between authorities, taxpayers and their advisors is essential at times of uncertainty and is a significant advantage of Switzerland as a location.
allianz e-tax schweiz

The pandemic has meant a crash course in digitisation for many companies and public authorities. The situation has shown many tax consultants just how important it will be in future to automate traditional tax processes to ensure they run as efficiently as possible. The Swiss Federal Council also wants to go fully digital. This involves removing the requirement to sign tax declarations and, in certain areas, an obligation to submit documents electronically is to be introduced. We welcome these efforts, but they still do not go far enough.

Tax digitisation developments are a key concern for EXPERTsuisse. In light of this, in cooperation with other associations and organisations, EXPERTsuisse has founded “allianz e-tax schweiz” in order to make an active contribution to the successive digitisation of tax processes in Switzerland. In particular, this involves the purely formal harmonisation of cantonal discrepancies, which are hugely detrimental to the efficiency of the tax assessment process across Switzerland and represent an unnecessary barrier to innovation for IT companies.

Summary

The location and industry in Switzerland clearly face major challenges in the “new normal”. With regard to both location policy and financial policy, however, Switzerland is superbly positioned and optimally prepared for these challenges. Switzerland’s tax policy plays a significant role in our country’s growth. We need to continue pressing ahead cautiously and consistently. EXPERTsuisse, as a specialist, professional and industry association, and EXPERTsuisse’s tax consultants can make a significant contribution to the positive development of Swiss tax policy and practice.

Daniel Gentsch
President of the Tax specialist area of EXPERTsuisse, Swiss-certified tax expert, Managing Partner Tax at EY
Important regulatory and policy matters

EXPERTsuisse is actively engaged in representing the interests of its individual members (who number around 9,000) and its over 800 member companies (which employ some 18,000 people). The association tracks political and regulatory developments and advocates for optimal conditions in the auditing and consulting industry and the strength of Switzerland as a business location.

EXPERTsuisse issues position papers on industry-relevant economic policy and legislative issues at federal government and cantonal level, and maintains contact with authorities, policymakers and economic players. During four sessions, representatives of EXPERTsuisse on the Political Advisory Committee meet members of Parliament (see page 32). The association is a member of national (e.g. economiesuisse, Employers’ Association, allianz denkplatz schweiz) and international organisations (e.g. Accountancy Europe and the International Federation of Accountants).

The following policy dossiers and position statements are of particular relevance to our profession, to our sector, and to economic policy.

COVID-19 pandemic highlights importance of auditing

The COVID-19 pandemic has had a major impact on public, social and economic life in 2020. As a result, a number of important emergency measures to support the economy has been implemented. EXPERTsuisse welcomes the various measures – above all the COVID-19 bridging loan. It was also significant for our profession that the recommendation of EXPERTsuisse and other groups that the moratorium on the obligation to notify in the case of over-indebtedness be applied not only to boards of directors, but also to statutory auditors, was followed.

However, any further encroachments of our reliable Swiss legal system should be approached with great caution. It is also important that the recipients of the COVID-19 bridging loans, which are funded with taxpayers’ money, use them for the intended purpose and that the relevant terms and conditions are met. In particular, in the event of the extension of the emergency lending programme at national or cantonal level, it would be advisable to establish appropriate control mechanisms to ensure adherence to the lending criteria.

The importance of the limited audit with regard to creditworthiness and insolvency

In 2019, the Swiss Federal Council approved its dispatch on a draft act on combating abuse of the insolvency regime. The aim is to prevent debtors from abusing the insolvency procedure to free themselves of obligations, thereby enabling them to unfairly compete with other companies. Among other things, the enforceability of the disqualification from commercial activities under criminal law is to be improved.

The dispatch states that auditing plays an important role in preventing insolvency abuse. However, following the Suter/Ochsner report commissioned by the Swiss Federal Council in 2017, Seco asked ZHAW to conduct a study entitled “Measures to reduce the regulatory costs of the limited audit” in 2019. The study discusses various recommendations with the aim of reducing costs. These include the recommendation to extend the opting-out threshold to 50 employees. According to a study conducted by the SME Institute of the University of St Gallen for EXPERTsuisse in 2020, the credit and insolvency risk of companies that do not have a statutory auditor is considerably higher. For this reason alone, a blanket increase in the threshold should clearly be avoided. Instead, it may be worth considering whether it is possible to define appropriate opting-out criteria.

Strengthening overall governance of subsidised companies in the transport sector

As a result of the PostBus subsidy affair, the Swiss Federal Office of Transport (FOT) has comprehensively revised its oversight concept and bolstered its personnel resources to ensure it can meet its statutory duties. The elimination of formal invoice approval and the
EXPERTsuisse consulted closely with the FOT on these requirements and indicated a number of significant aspects in its position paper. In particular, for legal and professional reasons, EXPERTsuisse is opposed to the FOT’s proposal to have the right to inspect audit files at any time. In the meantime, “pilot audits” are being carried out. In recent months, EXPERTsuisse has also increased the understanding of overall governance at transport companies among various groups. See also page 16.

Audit approach under the Swiss Occupational Pensions Act and strengthening of overall governance in the interest of beneficiaries

In 2016, the Occupational Pension Supervisory Commission (OPSC) published guidelines on “Quality assurance for audits under the Occupational Pensions Act”, which define stand-alone minimum requirements for statutory auditors. Discussions with the Federal Audit Oversight Authority (FAOA), the OPSC, cantonal pensions regulatory bodies and various associations have since been ongoing, with the aim of improving the quality of pension fund governance. EXPERTsuisse is opposed to a general requirement for pension fund auditors to be subject to the oversight of the FAOA (incl. so-called inspections).

A unilateral, uncoordinated tightening of the requirements on audit firms would not achieve the desired goal. Any further development of the audit approach under the Swiss Occupational Pensions Act must take into account the roles and responsibilities of the different stakeholders. In order to ensure the requisite audit expertise, it must also define requirements regarding current professional practice and continuous professional development that are appropriate for the relevant professional demands.

Modernisation of old-age and survivors’ Insurance (OASI) to modernise oversight

At the end of 2019, the Federal Council published its dispatch on the revision of OASI. The aim of this proposal is the modernisation of oversight through OASI, supplementary benefits and the income compensation allowance (EO). According to the proposal, the bodies concerned would be obliged to implement modern management and control instruments, and stable, secure information systems. In addition, it is proposed that provisions regarding independence, integrity and transparency be prescribed by law. Extensive requirements regarding quality control and continuous professional development for auditors are also proposed.

EXPERTsuisse supports the fundamental intention, but is critical of individual aspects. Among other things, new legal requirements on quality assurance are not necessary, since, in accordance with audit standards, audits must already comply with Swiss Quality Assurance Standard 1 (QS 1). In addition, careful consideration must be given to what requirements auditors must meet with regard to risk and quality management and what audit obligations should be connected to these.

SME audit approach and FAOA Register corrections

EXPERTsuisse is of the opinion that the distinction between ordinary and limited audits introduced by the 2008 audit law has proved to be the right approach, particularly with regard to the independence requirements. Adequate consideration is given to differing requirements and needs – based on company size and number of stakeholders – through the separation of auditing into ordinary and limited audits.

However, the applicable admissions criteria do not adequately reflect the requirements placed on the highly responsible work of statutory auditors. We therefore consider it necessary to enshrine standard requirements on training, professional practice and continuous professional development in the law on audit oversight. We consider isolated pronouncements by individual regulatory bodies regarding the requirements to be met by statutory auditors to be inappropriate.

No expansion of the Anti-Money Laundering Act to include consultants

The proposed amendment of the Anti-Money Laundering Act (AMLA) would expand its scope to include additional consulting activities. Accordingly, consultants would be required to comply with various new due diligence requirements (identification, documentation and reporting obligations) in relation to domiciliary companies or trusts.

EXPERTsuisse considers the scope of the “pure” consulting activities (without specific preparatory work) covered by the AMLA to be too broad. Even straightforward consulting services relating to the establishment, management, administration, sale and purchase of companies, taking into account domiciliary companies or trusts, fall within the scope of the proposed amendment and result in various due diligence requirements. A “simple” telephone consultation would therefore no longer be possible in future without adherence to these due diligence requirements. Moreover, consultants that help launder “criminal” money or evade taxation are already punishable by law. EXPERTsuisse therefore opposes the planned extension of the AMLA to include consultants (without further specification), which it considers to be disproportionate.

Missed opportunity with the revision of company law

All differences were resolved in summer 2020. The two councils agreed that for implementation of the Minder initiative, the provisions of the Remuneration Ordinance will be transposed virtually unchanged into the law. With regard to gender representation, a ratio of 30% applies for boards of directors and a ratio of 20% for senior management, with
the requirements only required to be met five years following entry into force for boards of directors and ten years following entry into force for senior management. In addition, there are no sanctions, the “Comply or Explain” policy will apply. When companies are established, an official notarisation obligation will continue to apply – the simplified company foundation procedure provided for in the draft was not adopted.

The discussions regarding the transposition of the Remuneration Ordinance into company law and, more recently, the wrangling over the Corporate Responsibility Initiative unnecessarily bloated and complicated the revision of company law. EXPERTsuisse successfully advocated for no tax disadvantages to be applied in the introduction of the capital fluctuation margin (net approach – i.e. taxes are only applied once). Thanks to EXPERTsuisse, a tightening of the capital fluctuation margin (net approach – i.e. taxes are only applied once).

Prevention of the economically harmful Corporate Responsibility Initiative

Under the Corporate Responsibility Initiative (CRI), Swiss groups are required to adhere to environmental and human rights standards, even outside of Switzerland. The contentious provisions of the initiative include the requirement for Swiss groups to oversee suppliers and clients, and companies in Switzerland being held directly liable for infractions by foreign subsidiaries.

Both the National Council and the Council of Sates submitted an indirect counter-proposal in the context of the company law reform. After a protracted back and forth, at the end of the 2020 summer session, Parliament decided in favour of the Council of States' proposal, which provides for an annual report on compliance with environmental and human rights standards.

EXPERTsuisse welcomes Parliament’s decision to adopt an internationally attuned compromise, rather than an economically harmful solution that exceeds the bounds of customary international practice, as proposed by the CRI. Issues in the CRI include, in particular, the extensive due diligence requirements regarding the business conduct of foreign suppliers and the reversal of the burden of proof, together with the liability directly enforceable against Swiss companies under Swiss law for independent subsidiaries abroad. The nation will vote on the CRI itself on 29 November 2020.

Standardisation of the electronic tax assessment process

Under the federal law on electronic processes in the area of taxation, all data must be able to be submitted to the Swiss Federal Tax Administration online. In addition, the electronic process for direct taxes (income taxes) that are levied by the cantons are to be simplified by removing the requirement for a physical signature. Art. 71 (3) of the Tax Harmonisation Act – which provides for standard wording for tax declarations – is also to be deleted.

EXPERTsuisse supported the amendment of the law during the consultation process, but is opposed to the deletion of Art. 71 (3) of the Tax Harmonisation Act. This formal, administrative harmonisation of the forms is urgently required, as it would promote greater innovation in the area of IT solutions, improve the efficiency of the tax assessment process and bring about effective interaction between taxpayers, tax consultants and tax authorities in the digital age. In light of this, EXPERTsuisse established “allianz e-tax schweiz”.

Further information can be found at www.allianz-e-tax-schweiz.ch

A modern working world calls for a selectively modernised Labour Act

The Labour Act was conceived primarily for industries with permanent jobs and fixed working hours and is no longer relevant to the modern world. Today, anyone who wants their work to be client-oriented, mobile and flexible soon comes up against the Swiss Labour Act, which is more than 50 years old. Thanks to the special annual working time model provided for in Graber’s Parliamentary initiative (16,414), managers and specialists (15% of employees in Switzerland) are now to have the ability to structure their work routine more flexibly and to arrange their working hours more freely without doing any more work over the course of an entire year. This requires establishing in law working conditions that meet today’s demands and do not stand in the way of innovation.

EXPERTsuisse and the other allianz denkplatz schweiz partners support the modernisation of elements of the Labour Act. This will give a sound legal basis to working arrangements that have already been commonplace for many years and improve work/life balance. Now that it is confirmed that just 15% would be affected by the initiative and would be able to benefit from the proposed special annual working model, it makes sense to speak to the relevant social partners – the “Plattform für Angestelltenpolitik” and “allianz denkplatz schweiz” – in order to find potential routes to the implementation of the Parliamentary initiative in the near future.

Further information can be found at www.allianz-denkplatz-schweiz.ch
Our conferences
Auditing – Taxes – Fiduciary

EXPERTsuisse
Annual Conference 2021
28.09.2021 in the Kursaal Bern
Speakers from the business world, government authorities and policy-makers introduce and discuss issues and trends of importance to accountants and tax and fiduciary experts.

EXPERTsuisse
Auditing Conference 2021
23.06.2021 in the Schweizerhof Bern
The conference for accountants is held annually and features talks and presentations on a current issue from various points of view. These are followed by panel discussions in which experts from the worlds of business and academia, as well as practising accountants, present their views and discuss possible future developments and their potential impact on the profession.

EXPERTsuisse Tax Conference 2021
03.11.2021 in the Schweizerhof Bern
The latest tax developments as seen by officials, academics and practitioners: share ideas with everyone interested in the development of Swiss tax law.

EXPERTsuisse
Fiduciary Conference 2021
18.05.2021 in the Schweizerhof Bern
Fiduciary practitioners get together for an informal sharing of ideas and experience; this includes talks and panel discussions on current issues facing fiduciary practitioners day to day and on matters of major potential importance in the future.

Note: Starting from 2021, all conferences will be simultaneously interpreted into French and held centrally in Berne.

Further information about the continuous training and development available can be found at www.expertsuisse.ch/continuous-professional-development

EXPERTsuisse 2020
Swiss Manual of Auditing (HWP)

“Accounting and financial reporting” volume

“Ordinary audit” volume

“Limited audit” volume

“Assurance engagements and related services” volume

“Financial services, occupational pensions and public authorities” volume

Company valuations for Swiss SMEs

Publication series, volume 190. Published by EXPERTsuisse

Company valuation: key subject of business management with SME focus

EXPERT INFO

Customisable client newsletter for member companies of EXPERTsuisse.

2020 Fiduciary Almanac

The reference volume for corporate and fiduciary practice with the key facts and figures about Swiss fiduciary business

EXPERT FOCUS

The Swiss periodical for auditing, taxes, accounting and business consulting

Your mobile guide and up-to-date information portal:

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EXPERTsuisse 2020
EXPERTsuisse is playing a vital role in the evolution of professional education in Switzerland

The benchmark for professional education should be expertise – real proficiency. In this respect, EXPERTsuisse’s various training initiatives are groundbreaking. Below, EXPERTsuisse’s director & CEO Marius Klauser gives his views on the subject.

Four federal diplomas are a ticket to expert individual membership of EXPERTsuisse. The training and examinations to become a qualified expert in auditing, tax, fiduciary, accounting and controlling are the yardstick by which higher vocational training in Switzerland is measured. The above-mentioned qualifications, excluding those for tax experts, are currently the only diplomas in Switzerland ranked at the highest possible level eight of eight in the National Qualifications Framework (NQF), which is compatible with the European Qualifications Framework (EQF).

The organisation responsible for the advanced qualifying examinations for certified tax experts therefore now launched a major project to become the fourth expert qualification rated NQF level eight. EXPERTsuisse has been engaged by this organisation to manage the project. The aim of the project is to analyse and develop the professional profile of current and future tax experts and then to define the expertise of those who hold the qualification. This will then form the basis for the NQF classification.

In the past, EXPERTsuisse also successfully managed the project for NQF classification of the certified auditor qualification. The aim now is to further develop the examination rules and ensure a strong focus on expertise in the examination system, as well as of course in the upstream training system. A project is currently under way in cooperation with relevant employers in the auditing and accounting sector.

The path to qualification as an expert and beyond

Top 10 of well over 100 diplomas and professional examinations (based on number of graduates)

1. Certified Auditor
2. Certified Sales Manager
3. Certified Expert in Accounting and Controlling
4. State-certified Medical Masseur
5. Certified Fiduciary Expert
6. Certified Real Estate Agent
7. Certified Marketing Manager
8. Certified Tax Expert
9. Certified Structural Engineering Supervisor
10. Certified Financial Analyst and Asset Manager

Source: SERI (State Secretariat for Education, Research and Innovation), 2019
consulting industry. This participative initiative reflects the nature of the dual vocational training system.

The above-mentioned developments are compatible with the EXPERTsuisse training strategy or arise as corresponding initiatives. The EXPERTsuisse training strategy not only considers the training pyramid (see figure), but also the continuous professional development opportunities available to the profession. The following strategic pillars are trailblazing:

1. The EXPERTsuisse expertise approach

The focus on expertise can be seen in EXPERTsuisse’s “Return on Education” (RoEd) formula. \[ \text{RoEd} = \frac{(\text{expertise acquired}) + (\text{expertise-signalling})}{(\text{direct cost of the training}) + (\text{indirect cost of time invested})} \]

Charles Darwin once said: “I love fools’ experiments. I am always making them.” This also means letting go of the notion of full planning and control – as individuals, teams, and organisations. These business concepts belong to the last millennium and need to be replaced by ongoing experimentation and optimisation – concepts for a complicated time.

New approaches are most effectively created when employees are able to independently have a real impact in their area of responsibility. This requires courage and a willingness to build mutual trust. Everything begins with the individual: only those who have trust in and are able to manage themselves can manage others or even whole teams, projects, and businesses and thus celebrate successes and build trust.

This sounds easier than it is: companies themselves are complex systems and, as such, resist simplification and control. In most cases, it is therefore not a question of reducing complexity but of using it. This could take place in the form of participative problem-solving processes, for example, making deliberate use of diversity (= complexity). However, complexity is also one of the strongest drivers of perceived uncertainty among the public and within companies. The capacity to act increasingly means the ability to engage with unpredictability.

Continuous experimentation and optimisation enables and requires constructively dealing with errors, owning mistakes and constructively looking ahead with a willingness to continuously improve. In this way, we can approach major changes and successes step by step and thus remain sure-footed even in uncertain times.

2. The EXPERTsuisse mixed-method approach

To turn simply knowing into real proficiency (= expertise) requires a mix of teaching methods to prepare, perform and follow up on training events. This is all the more true, as the most significant lever for maximising the RoEd is minimising time.

3. The EXPERTsuisse combined-event approach

Training events can take the form of “new on-site events” (with increased interaction), “fully online events” (as during the corona crisis), or “live or recorded hybrid events”. Here, too, everything is on hand at EXPERTsuisse, including the regulatory differentiation between eligible training vs. online self-study within the framework of the Guidelines on Continuing Education.

Certainty in uncertain times – thanks to experimentation

“Developing skills is the best way to secure the future.”

Marius Klauser
Director & CEO of EXPERTsuisse
Digital transformation support

EXPERTsuisse makes effective digital transformation knowledge platforms and tools available to its member companies in the form of EXPERTsuisse abiliCor, the autumn digitisation forums and the SME Management toolbox.

Digitisation calls for the transformation not just of business processes but of business models themselves. All areas of the auditing and consulting industry will be required to adapt to the “new normal”. EXPERTsuisse systematically addresses the themes relevant to the development of the sector and the job profile. This is the only way to build expertise in digital areas and develop the tools necessary for a successful future. Three measures to support digitisation are particularly noteworthy:

Transformation coaching with EXPERTsuisse abiliCor

A methodology to support the digital transformation of companies in the fiduciary industry has been designed in collaboration with abiliCor, a spin-off of the University of Applied Sciences of Northwestern Switzerland (Fachhochschule Nordwestschweiz). Following a thorough analysis, the transformation process will be planned and implemented in a targeted manner. This means that participating member companies benefit from the experience of other companies in the same situation as well as being able to receive advice tailored to their individual business needs within a structured framework (business development, company development, employee focus, client focus).

Further information about the EXPERTsuisse abiliCor offering can be found at www.expertsuisse.ch/abilicor

Topic-based digitisation forums

The digitisation of the fiduciary sector is in full swing. EXPERTsuisse now offers an ongoing series of events in Zurich, Berne and Lausanne, presenting potential solutions for the current environment. The first forum will tackle the subject of audit and data analytics and assess the possibilities offered by and the functions of audit and data analytics tools. The second forum will address document management systems and client data transfer, while the third forum will look at the functions of CRM systems (performance recording, mandate management and billing) as well as the options for integrating with other systems. The aim is to familiarise trustees with the technical possibilities and enable them to acquire valuable experience in a short space of time. This will be helped along by the opportunity to “speed date” the software providers.

The easiest way to register is online at www.expertsuisse.ch/digitalisierungsforen

SME Management toolbox

With the SME Management toolbox, EXPERTsuisse is seeking to provide its members with food for thought, handy tools, and tips and tricks that will be useful in taking their businesses to the next level and ensuring they are fit for the future. The toolbox focuses on the areas of marketing and client acquisition, personnel and employee loyalty, mandate management and client loyalty, quality assurance and information technology. Some of the toolbox content was researched and prepared by EXPERTsuisse dialogue partners. They reflect current practical experience on the market.

The SME Management toolbox assists with day-to-day work and provides support in the form of documents, checklists and tools at www.expertsuisse.ch/toolbox-kmu-fuehrung
EXPERTsuisse is characterised by diversity and agility

EXPERTsuisse is an association for industry, experts and professionals. Regional and specialist work is largely carried out by professionals working in their own fields and contributing to the association on a part-time basis. The service business of the association is overseen by an operational team of around 40 employees and generates revenues of about CHF 20 million. This operational team is characterised by targeted diversity with regard to skills, age and gender and by agility. Role- and skill-based collaboration enhances the benefits for all the various dialogue partners.

In addition to the operational team, the association has a number of management and specialist committees. Important elections are conducted and fundamental decisions taken at the Annual General Meetings of the parent association. The Council functions as an integration platform, bringing together the perspectives of the specialist areas, sections and member companies. The Council Standing Committee carries out the overall strategic management of EXPERTsuisse. The operating company is wholly owned by the EXPERTsuisse Association.

There are various committees in the specialist areas, in which the part-time professional contributors to the Association address the different specialist topics. The president of each specialist area is also the chair of the corresponding policy group. The policy groups do preparatory work on policy issues affecting the profession/sector for the Political Advisory Committee, which represents the interests of the profession and the sector.

The Membership Committee (responsible for new members and changes in membership) and the Professional Ethics Committee (responsible for handling violations of the Code of Conduct and Professional Rules) are key elements in the overall governance of EXPERTsuisse.

The EXPERTsuisse team: over 75% women, around 50% part-time workers, broad age mix.

EXPERTsuisse Ltd (operating company) Locations: Zurich, Lausanne
## Honouring our responsibility – EXPERTsuisse’s committees

### Council
- **President**
  - Ritter Peter
- **Vice-Presidents**
  - Boivin Denis
  - Romer Thomas
- **Members**
  - Buchmann René
  - Caneda José
  - Chapuis Benjamin
  - Ettlin Erich
  - Faoro Bruno
  - Fawer Patrick
  - Gantenbein Susanne
  - Gentsch Daniel
  - Iglesias Nelly
  - Inderbinen Stefan
  - Klauser Marius
  - Koller Thomas
  - Lüthi Marianne
  - Mattig Claudia
  - Meier Claudia
  - Moro Claudio
  - Moser Camille
  - Nay Martin
  - Pfäffli Werner
  - Pfister Stefan
  - Prosperi Sandro
  - Rickert Philipp
  - Riedi Andreas
  - Rösch-Rütsche Stefan
  - Rouiller Martine
  - Saul Roger
  - Savoia Reto
  - Schiesser Werner
  - Siegrist Gerhard
  - Städeli Karin
  - Staubli Andreas
  - Stirnimann Sonja
  - Szegedi Karine
  - Tinguely André
  - Vocat Vincent

### Board of Directors
- **President**
  - Ritter Peter
- **Vice-Presidents**
  - Boivin Denis
  - Romer Thomas
- **Members**
  - Klauser Marius
  - Pfister Stefan

### Executive Board
- **Director**
  - Klauser Marius
- **Deputy Director**
  - Giacomuzzi Karin
- **Members**
  - Ceresola Sergio
  - Kleibold Thorsten
  - vonlanthen Michael

### Membership Committee
- **Chairperson**
  - Chapuis Benjamin
  - Faoro Bruno
  - Fawer Patrick
  - Gantenbein Susanne
- **Members**
  - Astolfi Alex
  - Klauser Marius
  - Nay Martin
  - Prosperi Sandro
  - Rickert Philipp
  - Riedi Andreas

### Professional Ethics Committee
- **President**
  - Pfaff Hans-Ulrich
- **Vice-Presidents**
  - Cheseaux-Burkhalter Anne
- **Members**
  - Boy Christophe
  - Brugger Pascal
  - De Stefani Fabrizio
  - Devaud Tiffany
  - Dolensky Christoph
  - Ferrari Giuseppe
  - Fey Manfred
  - Gaudin Raphael
  - Generali Gianluca
  - Godet Philippe
  - Heidegger Moritz
  - Hursch Marco
  - Imboden Mischa
  - Kellenberger Marianne
  - Kirchschläger Caroline
  - Knecht Jörg
  - Koch Bernadette
  - Lanfranchi Orlando
  - Laville Serge
  - Magnollay Florian
  - Schafer Achim
  - Schäfer Achim
  - Schäfer Achim
  - Schürch Günter
  - Steiger Swisscom
  - Stern Marc
  - Tomé Marcel
  - Wepfer Martin

### Industry / Commerce / Services Audit specialist area
- **Audit Policy Group**
  - **President**
    - Nay Martin
  - **Members**
    - Astolfi Alex
    - Klauser Marius
    - Nay Martin
    - Prosperi Sandro

### Political Advisory Committee
- **Politicians**
  - Aeschi Thomas
  - Bellacher Judith
  - Ettlin Erich
  - Frick Christian
  - Schmid Christian

### Specialist Sub-Committee on Limited Audits
- **President**
  - Fawer Patrick
- **Members**
  - Annen Michael
  - Arnet Marc
  - Gisler Hanspeter

### Specialist Sub-Committee on the Public Sector
- **President**
  - Zanolari Gianmarco
- **Members**
  - Aebersold Andreas
  - Biller Martin
  - Bruder Jürg
  - Herzog Michael

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**Darbellay Yves**
**Gwerder Ruth**
**Haas Susanne**
**Jeger Matthias**
**Michel Christoph**
**Nay Martin**
**Pabst Patrizia**
**Schaad Martin**
**Steiner Andreas**
**Zahno Marie-Blanche**

**Expert Sub-Committee on Information Technology**

**President**
**Kung Daniel**
**Members**
**Bitterli Peter R.**
Cejka Alex
Hamberger Bernhard
Lacambra Nathalie
Pistalu Teodor A.
Schweizer Raffael

Financial Market Audit specialist area

Financial Markets Policy Group

President
Rommer Thomas

Members
Dorman Hieronymus T
(Regierungspräsident der bernischen Finanzverwaltung, Representative of the canton of Bern)

Investments on Collective Capital Specialist Committee

President
Keller Astrid

Members
Valenti Marco
Schönenberger Sandro
Rütimann Dominik
(appointed from 30.09.2019)

Technical Secretary,
Rey Dominique
Müller Didier
Liechti Patrick
Müller Didier
Rey Dominique
(technical secretary, from 01.01.2020)

Specialist Committee on Bank Audits

President
Gmür Bruno

Members
Schumacher Patrick
Wohlfhauser Edgar

Specialist Committee on Taxation

President
Keller Astrid

Members
Schumacher Patrick
Wohlfhauser Edgar

Specialist Committee on True & Fair View Accounting

President
Jeger Matthias

Members
Baur David
Bodmer Beatrice
Maag Steffen
Haas Christian
Krugel René
Kusche Nadine
Lindegger Patrick
Loer Silvan
Oesch David
Roth Mark

Tax specialist area

Tax Policy Group

President
Gentach Daniel

Members
Bovin Denis
Gerber Reto
Plegel Philipp
Klaus Marius
Klebold Thorsten
(Secretary)
Kuh Stéphen
(Secretary)
Ritter Peter
Wirth Dieter

Specialist Committee on Fiduciary Policy Group

President
Koller Thomas

Members
Klaus Marius
Klebold Thorsten
(Secretary)
Lindegger Patrick
(Secretary)
Lüthy Marianne
Mittig Claudia
Ritter Peter

Business Consulting / Fiduciary specialist area

Business Consulting / Fiduciary Policy Group

President
Koller Thomas

Members
Klaus Marius
Klebold Thorsten
(Secretary)
Lindegger Patrick
(Secretary)
Lüthy Marianne
Mittig Claudia
Ritter Peter

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Organisation and committees

EXPERTsuisse 2020
**Organisation and committees**

**EXPERTsuisse 2020**

**Section Committee for**
**Italian-speaking Switzerland**

**President**
Prosperi Sandro

**Members**
Allidi Cristiana
Bertoli Erico
Bianchi Massimo
Brandli Glenda
Caruso Fabrizio
Egeler Bernasconi Simone
Menaballì Michele

**Section Committee Berne**

**President**
Gartenbein Susanne

**Members**
Gasser Marlen
Gfeller Markus
Jost Yvonne
Krebs Jürg
Mange Olivier
Meier Hans-Peter
Meyer Gabriela
Steiner Hans-Jürg

**Section Committee Freiburg**

**President**
Rouiller Martine

**Members**
Furter Didier
Homberger Gut Isabelle
Poletti Denis
Riedo Yves

**Section Committee Geneva**

**President**
Tinguely André

**Members**
Bardi Samuel
Berney Frédéric
Bühlmann Raymond
Gilloz François
Hainaut Jean-Marie
Morel Frédéric
Morel Gregory
Müller Stéphane
Robin-Kreis Christine

**Section Committee for**
**Eastern Switzerland**

**President**
Meier Claudia

**Members**
Fey Manfred
Kropf Andreas
Nef Werner
Schlappert Fabian
Traber Stefan
Wolgensinger Ivo

**Section Committee Aargau**

**President**
Schiesser Werner

**Members**
Bassi Maria
(from 13.05.2020)
Bonetti Danièle
Ettlin Erich
Gauderon Olivier
Gehring Jürg
Klais Hans-Peter
Klebold Thorsten
Koller Thomas
(from 13.05.2020)
Leibfried Peter
Lipp Lorenz
Messmann Conradin
(from 13.05.2020)
Oesterhelt Stefan
(from 13.05.2020)
Ruud Flemming
Schäfer Dirk
(from 13.05.2020)
Seif Walter
Voyme Claudine
Wagner Alexander

**Head of Auditors’ Training Module**
Blauer Daniel
Di Grazia Roberto
Eberle Reto
Homberger Gut Isabelle
Ludwig Hubertus
Lutolf Philipp
Maiozzi Ralph
Oberson Pierre-André
Oesch David
Passardi Marco
Pirrotte Hugues
Probst Alexandre
Rau Philipp
Stucker Cédric

**Head of Tax Experts’ Training Module**
Benz Rolf
Briand Cédric
De Vries Reinhart Daniel
Dousse Vincent
Fankhauser Daniel
Fischer Michael
Frischkopf Nathanael
Laffely Maïlard Gladys
Mehrwald Uwe
Mercuri Ferdinando
Oberson Pierre-André
Passardi Marco
Pitto Jacques
Rigo Stéphane
Slongo Damiano
Stucker Cédric
Wegmüller Michael
Wernli Jürg

**Honorary members**
Altorfer Werner*
Bassi Roberto*
Behr Giorgio*
Biraghi Dominik*
Despland Pierre*
Donzé André*
Guggisberg Ulrich
Imbach Martin*
Müller Andreas*
Müller Karl*
Neuhaus Markus R.
Schultz Günther*
Sütterlin Peter
Wey Hans*
Wyss Otto*

* Past Presidents
Initiative on the relevance of auditing launched

At the end of June 2020, the website www.confidence.swiss was launched with the aim of providing the public with information on the tasks, expertise and responsibilities involved in auditing.

Messages of the initiative

Figures underpin trust.
Auditing turns figures into reliable facts. It creates transparency and trust. This means that it provides key added value to companies, public authorities and society.

More than a handshake.
Auditing brings light into darkness. Your work as an independent partner is to check figures and to certify them. The result is the confidence of politicians and society in the economy.

Trust on the basis of facts.
Trust is created based on historical facts. These facts and figures are validated and confirmed by auditors. It is important that industry and society can rely on them.

Testing creates credibility.
Auditing brings light into darkness. It ensures that financial information is checked by independent experts – a task with implications for society as a whole.

Trust through control.
Auditing brings light into darkness. It works independently and according to strict requirements and regulations. This is precisely why it inspires the trust of market participants, public authorities and society.

Taking transparency at its word.
In auditing, transparent facts are like a handshake that creates trust. Accurate, independent work leads to reliable financial information for all stakeholders.

The website presents an objective, fact-based view of the industry and introduces the people who work in it.

It covers subjects such as the multidisciplinary nature of the industry, the role of auditing in the fight against corruption, governance for subsidised transport companies, and the benefits of limited audits.

www.confidence.swiss