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A New Generation in Strategic Advisory

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Have you Maximized your (Tax) Incentives Potential?

Since 2010, authorities have awarded more than **14,000** incentives worldwide, of which **9,500** in the US alone, representing a total value of **\$105 billion**. On average, a corporate investor was awarded **\$9.4 million**, mostly in the form of a **tax credit**, covering **20%** of its capital investment. Per newly created job, authorities awarded an average cash grant of **\$20,500** in 2015, compared to \$12,500 in the same period in 2014.

Have you already claimed your incentive opportunities and received \$9.4 million to fund your investment or \$20,500 to increase your workforce?

Incentives are the opportunity to secure your investment at the most preferred location. True: due to the recent economic downturn, considerable pressure has been put on spending public money on attracting business. Both beneficiaries and the performance of incentive programs have become under increased scrutiny. However, to remain competitive, incentives remain a frequently used tool at the disposal of authorities to attract strategic and high quality investments to their jurisdictions.

The challenge lies in controlling your incentive compliance to match your business case with the program's requirements.

ICA - through its years of experience in incentives practices and corporate site selection - has developed a tailor-made and unique approach to support corporate clients with realizing their incentives opportunities. From identification of potential incentive programs to monitoring compliance, our "triple C" approach contains all dimensions of incentive programs relevant to corporate investors:



Incentive Customization

Based on the understanding of your current and future corporate strategy, ICA will identify, evaluate and select relevant incentive programs, fully customized to the objectives and needs of your business case.



Incentive Calculation

Assessing the fiscal and financial benefits through financial modelling (e.g. cost-benefit analysis) allows ICA to calculate the range of incentives our clients can expect, optimizing the choice of their investment location.



Incentive Compliance

Benefiting from incentive opportunities requires compliance, both with pre-defined eligibility criteria as well as with ongoing monitoring and evaluation requirements. We make sure our client meets all conditions.

For more information on potential grant opportunities for the location(s) of your investment(s), please contact one of our incentive advisors or analysts.

About Investment Consulting Associates (ICA)

Investment Consulting Associates (ICA) is an independent advisor to companies optimizing their global supply chains and location portfolios. ICA also supports governments in building and enhancing their Foreign Direct Investment (FDI) and economic development strategies. Through our global partner network and multi-disciplinary approach we can assist our clients with an integrated package of service offerings.

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