



SMG®

STUDIO MORETTO GROUP

SMG®

UK TRANSLATIONS LTD.



STUDIO - INTERPRETI - MILANO
— 1990 —

GROWTH
INVEST

SMG FINANCE

SMG Finance is the translation services brand for the **economic and financial** branch of Studio Moretto Group, a multinational language services and content management company, which is dedicated to excellence and devoted to research.

Since 1996, we have been helping companies and institutions by providing **innovative translation, editing and communication services in all languages**, guaranteed by international quality seals.

Native **experts** in our **offices around the world**, our **technology** and our willingness to invest in your success are the values that characterise SMG Finance.

We provide a single solution to overseas communication, **promoting your international business** and managing multilingual content in real-time, all via a **service platform designed with you in mind**, as well as the constant support of our team of project managers.

LINGUISTIC SERVICES

- ◆ Specialist translation
- ◆ Interpreting
- ◆ Terminological research
- ◆ Cultural adaptations
- ◆ Layout
- ◆ Subtitling
- ◆ Conference and simultaneous interpretation equipment

CERTIFIED SERVICES



The ISO 17100 certification attests to the quality of our linguistic and translation services



The UNI 10574 certification attests to the compliance with the “Definition of services and activities of translation and interpreting companies”



The certification of compliance with the UNI 15038 Standard “Translation Services” attests to the quality of our translation services



Studio Moretto Group is certified by URS Italia, a company accredited by the European Accreditation Body UKAS



SOME OF OUR KEY CLIENTS IN THE SECTOR

- Allianz Global Investors GmbH (DK)
- Spanish National Institute of Statistics (ES)
- Italian Competition Authority (IT)
- CONSOB (IT)
- BNY Mellon (USA)
- BDO: Binder Dijkster Otte (BE)
- Italian Ministry of Economy and Finance (IT)
- Italian Ministry of Economic Development (IT)
- Official Credit Institute (ES)
- Italian Revenue Agency (IT)
- Italian State Mint and Polygraphic Institute (IT)
- Citigroup (USA)
- Henderson Gartmore (UK)
- Italfondiario (IT)
- Janus Capital International Limited (IT)
- Lazard (USA)
- LCF Rothschild (FR)
- M&G (UK)
- Mercer (USA)
- Merrill Lynch (USA)
- Morgan Stanley (USA)
- PwC - PricewaterhouseCoopers (UK)
- Robeco (NL)
- Schroders plc (UK)
- UBP: Union Bancaire Privée (CH)
- UBS (CH)
- Unicredit (IT)
- CAYOLO: Crédit Agricole Corporate and Investment Bank (FR)
- Banca Popolare di Bergamo (IT)
- Banca Sella (IT)
- Veneto Banca (IT)
- BNL: Banca Nazionale del Lavoro (IT)
- Caisse des Dépôts (FR)
- First State Investments (AU)
- Exane (USA)
- Turin, Brescia and Perugia Chambers of Commerce (IT)
- INAIL (IT)
- CNA: Italian Confederation of Craft Trades (IT)

CASE STUDY

ALLIANZ GLOBAL INVESTORS: TAILORED LINGUISTIC SERVICES

The adventure with **Allianz Global Investors GmbH**, a global financial investment and asset management company, began in 2010 and is now one of the SMG Finance's proudest case studies. The client needed a solid partner to whom they could entrust their Italian, German and English translation needs. Above all, they were looking for a translation agency that could deliver real **tailor-made services**. Studio Moretto Group, through its subsidiary **Studio Interpreti Milano**, rose to the challenge and satisfied the client by putting in place a **team of dedicated financial translators**, i.e. completely reserved for Allianz's requests.

This ambitious result was also possible thanks to the cooperation offered by the client themselves, who treated our translators almost like an in-house translation department, checking each of our translations and providing valuable feedback that helped us increase our financial expertise. Each translation has thus become an effective communication tool, with language optimised to be fully understood by the end user.

Fund prospectuses, RFPs and all sorts of **asset management** and **investor relations documents** were thus handled on a continuous cycle, demonstrating that collaboration between translation agency and client can pay off when there is **expertise and mutual respect**.



Allianz 
Global Investors

- **Dedicated translators**
- **Translation adapted to the end user**

Since 2010, we have been providing translation services in Italian, German and English to **Allianz Global Investors GmbH**, a global financial investment and asset management company.



CASE STUDY

SCHRODERS PLC: HIGH-QUALITY DAILY TRANSLATIONS

Passion, expertise and a 100% dedicated structure: this has been our experience with **Schroders plc**, the famous **multinational asset management company**.



Translating daily investor relations communications, comments and fund performance reports for a large multinational asset management company requires passion, expertise and, above all, an absolutely dedicated structure. This has been the case throughout our many years of working with Schroders, where we are responsible for **large volumes of translations** from English and German into Italian, alongside other language combinations, providing **rush deliveries**, even within a few hours.

It is a question of **flexibility** and **responsiveness**, which can only be **solidly** sustained over time if you have an in-house team of translators who are dedicated to the client and are thoroughly trained in financial matters. Since the early 1990s, our way of working has been a success, day after day. As a translator may make a typo, which is quite understandable, our workflow always involves the intervention of a second translator, who proofreads the translation submitted in order to check every word choice, reference and number. In short, our success is due to **teamwork**, synchronised down to the minute, paced by our project managers and nurtured by SMG Finance's everlasting passion for doing things well.

- 15 minute response time

- High production volumes



LGT BANK AG: AN EXCITING CHALLENGE THAT STIMULATES GROWTH

Satisfying a high-calibre customer such as **LGT Bank A.G.**, a financial enterprise, owned by the Princely House of Liechtenstein, and which is part of the world's largest private banking and asset management group, is a source of pride and a constant stimulus towards growth.

In recent decades, our society has experimented, and continues to experiment, with different ways of organising work. Throughout it all, Studio Moretto Group has always been able to count on its own model, oriented towards uncompromising robustness and the certainty with which we can meet our clients' needs under the SMG Finance brand.

Like a tightly-knit orchestra, the in-house translators in our offices are constantly at the client's disposal, translating highly specialised financial documents thanks to the in-depth expertise they have gained from **years of experience in the financial sector**. Subsequently, every single translation is subjected to **scrupulous quality control** and verification by colleagues.



A prestigious client: **LGT Bank A.G.** is the financial enterprise owned by the Princely House of Liechtenstein, and is part of the world's largest private banking and asset management group





Coordinated by our project managers, who act as true conductors, our translators also have the invaluable opportunity of maintaining a constant dialogue with the client's editors and are committed to keeping **specific glossaries** up to date, which guarantees, among other things, correct and current word choices.

Through years of working with LGT Bank, it has also provided us with a way of deepening our expertise in the use of **multilingual content management platforms**. This demonstrates, once again, the need for a financial translator to combine strong language skills with appropriate IT and editing skills.

- **Dedicated translators**
- **Immediate responses**



ITALIAN COMPETITION AUTHORITY: TERMINOLOGICAL CHALLENGES AND TIGHT DEADLINES

Between 2017 and 2019, Studio Moretto Group, jointly with its SMG Finance brand, had the pride of winning the contract for the **Italian Competition Authority's** financial translation services, while also winning, in Italy, the translation services for **CONSOB** (Commissione Nazionale per le Società e la Borsa) and the **Ministry of Economy and Finance**.

The substantial critical mass realised by these concurrent assignments allowed us to **optimise translation costs** for the client by around **35%**.

The service included the financial translation into English of all documents issued by the Authority, as well as the translation of any other text required for institutional relations with the EU and for external communications. These translations were extremely technical and, in addition to their difficulty, the **terminology used** also had to be **adapted** from that used by the client in the past, so as to maintain maximum consistency of expression across communications. The biggest challenge arose in cases where we found that the terminology used in the past was incorrect and our linguists, in collaboration with the Authority's staff, had to find translation solutions that would keep the texts uniform whilst improving the accuracy of the English.

In order to achieve this, as per good practice, SMG Finance employed high-profile **senior financial translators**, supported by **economists**, who helped proofread the translations by virtue of their direct practical experience in the field - an example of the extra care and attention that makes SMG Finance's translations so unique.



- Customer costs reduced by 35%

- Ad hoc terminological research



INDEPENDENT AUTHORITY FOR THE FISCAL RESPONSIBILITY OF SPAIN: CARE AND CUSTOMISATION

From 2017 to 2019, Studio Moretto Group provided English financial translation services to the **Independent Authority for the Fiscal Responsibility of Spain**, based in Madrid. The translated texts also included economic-administrative and public policy documents needed by the client given its close relations with the EU, as well as **development plans, work schedules and annual and monthly reports**.

SMG Finance met the client's needs by providing carefully selected specialists with many years of experience in the sector. The availability of **dedicated financial translators** made it possible to meet the **tight deadlines** required by the client, with deliveries even within a few hours, and ensured the use of **uniform terminology** across all translations.

Finally, the use of **CAT technologies**, which enable the retrieval of identical or similar sentences that have already been translated previously, generated significant **savings** for the customer of up to **43%**, while maintaining the same translation quality and promptness of delivery.



- Dedicated translators
- Prompt deliveries
- Customer costs reduced by 43%





TRANSLATING YOUR **WORDS**
INTO A BETTER **FUTURE**



SMG[®]

STUDIO MORETTO GROUP



www.smglanguages.com