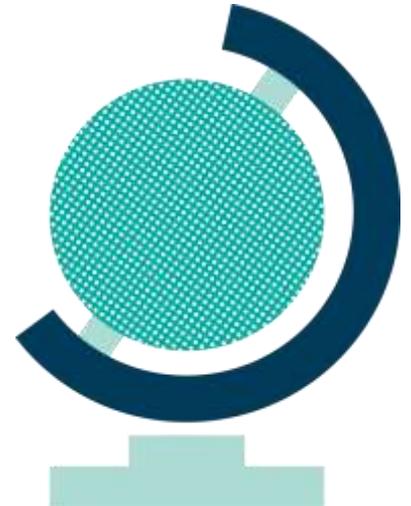


## INTERNATIONALISATION

### LOOKING TO EXPAND YOUR GLOBAL FOOTPRINT? ASSESS YOUR OPPORTUNITIES AND DEVELOP A SOLID LONG-TERM STRATEGY FOR SUCCESS...



**In today's global marketplace, the opportunities to grow your business internationally have never been greater and have proven to be successful for many businesses.**

#### **WALKING YOU THROUGH THE PROCESS**

Accessing new foreign markets enables you to reach new suppliers and customers, take advantage of economies of scale and diversify your market risk.

Free trade agreements and changing global trade patterns are opening up opportunities for investment and expansion.

The global UHY network is ideally placed to help you assess and maximise these opportunities, and transfer your expertise overseas.

If you are looking to establish a joint venture or set up a physical base in an overseas location, practical advice is available in over 90 countries to address operational and trading issues across all areas.

#### **TAX CONSIDERATIONS**

Understanding different tax and labour laws, definitions of citizenship, residency and non-residency, keeping relocating staff happy and managing payroll, is one thing. Navigating the impacts and requirements of corporate, domestic and foreign income tax, is another.

Complex issues of transparency, country-by-country reporting, profit repatriation, foreign tax credit systems or internal trading compliance and transfer pricing, make it easy to see why tax can become a barrier to international growth or ambition.

#### **SUMMARY:**

Typical internationalisation services include:

- Strategic Plan
- Market research and assessment
- Identification of competitors and targets
- Risk & opportunities analysis
- Economic & legal environment advice
- Financial study
- Coordination with government bodies
- Negotiation process
- Employment requirements
- International tax considerations
- Accounting and auditing requirements



“We help you to go international without taking away resources from your core business, as we truly understand what it means to navigate and operate in a global market place”

#### **INTERNATIONALISATION**

Once you have decided to go international through a merger, acquisition or the opening of a branch in the new market we can guide you through the process in ten steps:

**1.** Carry out a market study to identify: competitors, key success factors, market trends. Advise on potential business scenarios.

**2.** Identify targets to match the strategy and culture of your company. This phase might include meetings, with the engaged partner, to establish contact with the possible targets.

**3.** Carry out a risk and opportunity analysis to evaluate in-depth the pros and cons of the opportunities discovered.

**4.** Carry out an economic and legal environment study to identify the risks that can affect the viability and profitability of the operation.

**5.** Evaluate finance options for the operation and decide if multilateral financing would be required.

**6.** Coordinate with public and government institutions that promote international expansion in the countries involved in the venture.

**7.** Negotiate on your behalf with a clear orientation to obtain the best conditions and to guarantee the success of the project.

**8.** Prepare the Letter of Intent (LOI) to formalize the agreement.

**9.** Carry out a due diligence of the selected targets to detect liabilities that need to be taken into account.

**10.** Prepare the Sales and Purchase Agreement (SPA) that closes successfully the operation.

#### **INTERNATIONAL VISION, LOCAL KNOWLEDGE**

With over 360 UHY member firm offices in every major financial centre around the world, we work in close collaboration to ensure you the best possible advice to support your internationalisation goals and aspirations.

#### **LET US HELP YOU ACHIEVE FURTHER BUSINESS SUCCESS**

To find out how UHY can assist your business, contact any of our member firms. You can visit us online at [www.uhy.com](http://www.uhy.com) to find contact details for all of our offices, or email us at [info@uhy.com](mailto:info@uhy.com) for further information.