

## EXPAND

WE DELIVER CRITICAL BUSINESS SERVICES TO ENABLE YOU TO OPERATE EFFICIENTLY,  
COMPLIANTLY & TO PREPARE FOR SCALE

By delivering a comprehensive suite of local back-office support services, we enable your business to spend more time focusing on what it is in the market to do. We provide payroll, finance and accounting, tax advisory, staff recruitment, HR advisory and local serviced offices ensuring you can focus on building your local business with confidence.

### MARKET EXPANSION - WHAT WE DO

Setting up an entity in a new market is just the beginning of the journey. Organizations often underestimate the complexities and the resources, time and risks involved with non-compliance of statutory tax returns, HR policies, and insurances.

### WHY US?

We support you from the initial stages of exploring a market, to managing your market entry, compliance, administration and in-country expansion, acting as a reliable, trusted local partner.

### OUR SUCCESS IS BASED ON

#### Understanding

As an international to in-country firm, we deliver home-to-host country business support on both sides and act as a bridge between you and your target market. A fully integrated suite of services delivered by one firm, to ensure continuity and business success in the market.

Our solutions are practical, implementation focused and results-driven. They are not theoretical. We seek to fully understand your needs and then deliver bespoke solutions to meet your objectives, business model and mode of entry.

We are credible in all that we do, we look after your interests-our business depends on it. You can trust us to do the right thing.

#### Focus

Supporting cross border trade and investment is what we do. We operate directly in one of the world's most challenging regions, and have the experience and know how where and when you need it most.

We free you up to focus on your core competencies by taking care of your back-office functions and we take the worry of local compliance away from you.

Our end-to end support continues throughout your journey, giving you confidence that there is always someone in-country looking after your best interests.

Our professional success is measured by your success so our objectives are aligned. The scale of our operations and the quality of our resources mean you don't have to invest in fixed local operations costs.

## WHAT SETS US APART

### Our Approach

We are not a think-tank. We deliver practical solutions and implement them. Our processes are robust, well 'tried and tested', across all industry sectors and in our markets. Our approach delivers results which enable our clients to 'hit the ground' running.

### Our people

Born and bred in the local market, supported by 30+ years of expatriate, local market entry, experience. Our teams are a deeply blended mix of local and international professionals, all with substantial 'cross-border' experience. We are client focussed and operate under a set of shared values of integrity and trust. These govern what we do and we do not compromise on these qualities.

### Our expertise

We employ highly-skilled, 'in-country' professionals across all the functional disciplines needed to deliver market entry and business expansion services, across all industry sectors in challenging markets. We bring expertise from market research, compliance, tax, accounting, business development, marketing, HR, and recruitment to deliver practical solutions to your business.

Our clients use us as their local trusted partner to deliver their on-going business support service needs ensuring their expansion is built on solid foundations and has the ability to achieve its full potential.

## SECTORS WE SPECIALIZE IN

- Education
- Manufacturing
- Pharmaceutical
- Hospitality
- Technology
- FMCG