

# Unlock Estonia

Helping you set up and grow your business

2021



# Expanding your business in Estonia

Expanding into new international markets can be challenging due to the many issues to consider and resolve. Our Unlock Estonia service can provide expert advice and insight to support you every step of the way. From helping you find the best location, to setting up a branch or subsidiary, we are committed to providing pragmatic and timely advice that allows you to focus on achieving your business goals.

International expansion is an important step, but with a dedicated international business adviser, who takes time to understand your business and customise the specific services you require, you'll know you have the support to manage the risks and maximise the potential a new market offers your business.

Our advisers can help at every stage of your company's growth cycle – from starting-up, raising venture funding, listing on a global exchange, acquiring or merging with another company, or using Estonia as a base to expand into other markets – which means that whatever the challenge, we're at your side.

## We can help you with the following services:

### Business Advisory



- Business plans
- Upgrading of business models and business strategies
- Development and upgrading of marketing and brand strategies
- Development of sales organizations and customer management systems
- Human resources management services
- Coaching and leader development support

### Legal Advisory



- Commercial law
- Contract law
- Labour law
- Transaction advisory
- Mergers and acquisitions
- Legal due diligence
- Restructuring and reorganization
- Corporate secretarial services
- Contact person service

### Data protection and information security



- GDPR audit
- Data Protection Officer (DPO) as a service
- Data protection advisory services
- Data protection impact assessment
- IT security audit
- Training

### Financial Advisory



- Business plans and financial forecasts
- Business intelligence and financial management
- Valuation (enterprises and trademarks)
- Mergers and acquisitions
- Financial due diligence
- Nationally certified forensic experts
- Reorganization

### Mergers and acquisitions



- Contacting suitable buyers or sellers
- Initial analysis and valuation
- Terms and price negotiation
- Due diligence
- Legal document drafting and formal completion of the transaction

### Business Risk Services



- Internal audit
- Risk assessment and management
- Project audits
- Legality of transactions
- Custom tasks
- Trainings

### Tax Advisory



- Corporate taxation
- Transfer pricing advisory and documentation
- International taxation
- Transaction tax advisory
- Expat taxations
- Value added tax and fiscal representation
- Representation in the Tax Board
- Tax due diligence
- Tax trainings

### Audit and Assurance



- Audit
- Review
- Packaging audit
- Special audit following the Commercial Code
- Non-monetary contribution evaluation
- Opinion on the balance sheet and asset allocation plan of the company in liquidation
- Opinion on the Merger and Division Agreement
- Due diligence
- Opinion of a nationally recognized forensic expert
- Consultation and training

### Accounting



- Accounting services
- Payroll and related services
- Tax accounting
- Reporting
- Consolidation of financial statements
- Everyday advice and temporary staff
- Financial manager services
- Accounting process evaluation
- Trainings

### Digital Services



- Digital Strategy
- Intelligent Automation
- Business Intelligence
- Digital Marketing
- Cybersecurity
- Innovation as a Service
- Digital due diligence

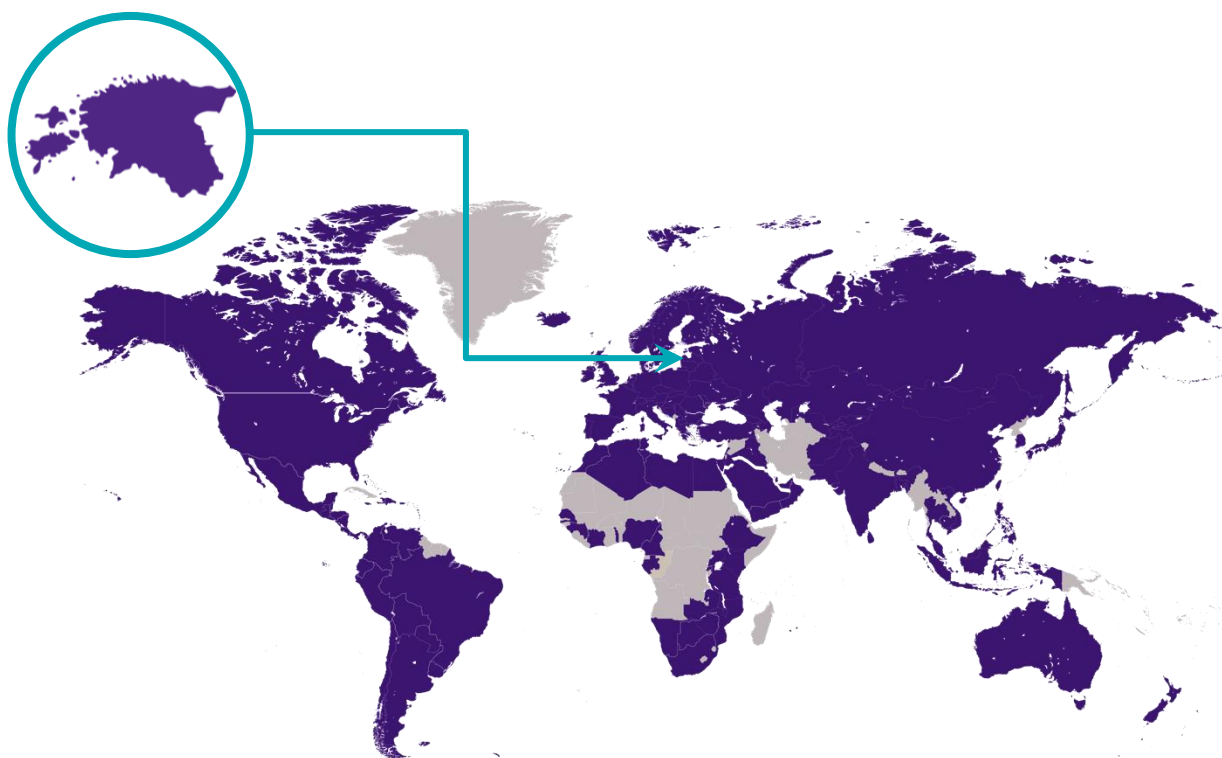
# Why choose Estonia?

Estonia is one of the fastest growing economies in the Baltic Sea Region, uniquely positioned between the East and West of Europe. It is one of the world leaders in IT development and using innovative IT solutions in the business context. Estonia offers a favorable business environment to foreign investors, being one of the leading countries in the region regarding foreign direct investments per capita (28%).



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**750+**

offices globally



**\$5.76 bn**

Global revenue



**58,000+**

People around  
the world



**106**

Employees in  
Estonia



**2**

Locations  
(Tallinn, Tartu)



**\$5.52 mln**

Revenue



in over **130+**  
countries

## Contact

For more information about how we can help you Unlock Estonia, please contact:



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