

Email email@healyconsultants.com

Website www.healyconsultants.com

# HEALY CONSULTANTS Global business set up experts GROUP PLC

## **China Representative Office invoice**

Client to provide Company Reg. No.: 921530

Address to be provided

Date: Friday, February 09, 2018 Invoice No: 2018 – 05 – 003p

Professional services for China RO (without travel)	Notes	Year 1 US\$	Year 2 US\$
China Representative Office formation fees (without travel)	1.	8,400	0
Assistance to locate office premises in China	2.	950	0
Estimate China Government registration fees	3.	550	550
China corporate bank account opening fees (without travel)	4.	4,950	0
China RO <u>Tax registration</u> fees	5.	950	0
Project management fees for a 4-month engagement	6.	3,850	0
Estimate of annual accounting, audit and tax fees	7.	0	4,950
Total funds transfer required within this month	8.	19,650	0
Estimate of total Healy Consultants fees payable after 12 months	9.		5,500

Note: this invoice needs to be tailored for each Client. The above services and fees represent the average requirements of our Clients. I recommend you carefully read the notes within the attached draft invoices to confirm and understand all services required by your Firm, eliminating the risk of unwanted fee surprises during the engagement;

HEALY CONSULTANTS GROUP HOLDING PLC 491B RIVER VALLEY ROAD, #15-01 VALLEY POINT SINGAPORE 248373, UEN: 201623711R



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#### Notes to invoice above

1. Healy Consultants fees to efficiently and effectively complete Chinese representative office (RO) registration within <u>four months</u> by <u>i</u>) choosing the optimum regulatory license for our Client's business activities <u>ii</u>) reserving a name with <u>State Administration of Industry and Commerce</u> (click link); <u>iii</u>) settling our accountant and lawyer fees and <u>iv</u>) preparing a high quality representative office registration application for <u>State Administration of Industry and Commerce</u> and <u>Ministry of Commerce</u> and <u>Labor Department</u>;

All <u>engagement fees</u> (click link) are agreed and paid up front and agree to the fees published on our country web pages. Consequently, there are no hidden fees, surprises or ambushes throughout the engagement. All engagement deadlines are agreed up front in the form of a <u>detailed project plan</u>, mapping out <u>deliverables</u> by week throughout the engagement term;



Every week during the engagement, Healy Consultants will email our Client a <u>detailed status</u> <u>update</u>. Our Client is immediately informed of engagement problems together with solutions. Your dedicated engagement manager is reachable by phone, Skype, live chat and email and will communicate in your preferred language;

- 2. Before representative office registration is complete, the Chinese Government must review and approve a lease agreement for office premises. If your Firm requires this service from Healy Consultants, our one-time fee amounts to US\$950. The monthly rent thereafter will be paid independently and directly to the landlord by our Client. An estimate of such a rental for a space of 10 sq. m. for one employee is US\$1,500 per month;
- 3. This fee is an estimate of government costs payable during your Firm's engagement. For transparency purposes, all government fee payments will be supported by original receipts and invoices. Examples of government costs include i) reserving the RO name with the <a href="State Administration of Industry and Commerce">State Administration of Industry and Commerce</a> (click link); ii) applying for Business Approval with the <a href="State Administration of Industry and Commerce">State Administration of Industry and Commerce</a>; iii) issuance of Capital Verification Report and iv) registering the RO with the <a href="Ministry of Commerce and Labor Department">Ministry of Commerce and Labor Department</a>. Following engagement completion, Healy Consultants will refund our Client any excess of funds received over actual Government costs paid;



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4. Healy Consultants will be pleased to open a Chinese corporate bank account without our Client travel. It is a time consuming task, and Healy Consultants will shelter our Client from the associated administrative challenges. As you can appreciate, it is a difficult task to obtain bank account approval through a newly formed representative office when shareholders, directors and bank signatories reside overseas. Healy Consultants will prepare a business plan for the bank to optimize the probability of corporate bank account approval. Depending on our Client's business and nationality, there is a 20% probability the banks will request a bank signatory to travel for a one-hour bank interview. Healy Consultants will try its best to negotiate with the bank for a travel exemption. If our Client must travel to Chinese for corporate bank account opening, Healy Consultants will refund our Client US\$950;

If our Client is not comfortable with only a Chinese corporate bank account, Healy Consultants will be pleased to open an international corporate bank account (click link) outside of China. Examples include New York, Germany, Liechtenstein, Austria, Bulgaria, South Africa, Australia, London, South America or Dubai. All banks will be top tier banks in these countries with excellent internet banking services. Example of our global banking partners include HSBC, Standard Chartered Bank, Citibank, Barclays, Standard bank, ANZ bank, VTB bank, UBS, Credit Suisse;

The banks enjoy ultimate power of approval of corporate bank account applications. Consequently, guaranteed success is outside of Healy Consultants' control. What is inside our control is the preparation and submission of a high quality bank application that maximizes the likelihood of approval. To date, we enjoy a 100% approval record because of <u>our global banking relationships</u> and determination.

Global banks continue to tighten corporate bank account opening procedures, their internal compliance departments completing more thorough due diligence of Clients. Consequently, our Clients should expect the bank account approval period to take up to 4 weeks. Furthermore, global banks now require evidence of proof of business in the country where the corporate bank account will be, including sales contracts or lease agreement;







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skype id healyconsultants

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- 5. In accordance with <a href="Chinese Company Law">Chinese Company Law</a> (click link), every Chinese RO is obliged to register for VAT, Business Tax and Corporate Income tax with the <a href="State Administration of Taxation">State Administration of Taxation</a> in order to have its registration status recognized;
- 6. This cost includes Healy Consultants fees to thoroughly research and plan Chinese <u>business set up</u> for our Client including i) payment of retainer fees to multiple lawyers, accountants and other consulting firms ii) preparation of a detailed <u>project plan</u> with timelines iii) time taken to determine the optimum Chinese corporate structure, including preparation of a detailed comparison table of entities iv) ascertain the specific accounting, tax, <u>legal and compliance</u> considerations v) finding solutions to <u>challenges that occur</u> throughout the engagement and vi) completing a detailed, 23-page <u>engagement strategy document</u> from all of the above;

This cost also includes Healy Consultant's fees to efficiently and effectively <u>project manage</u> and timely complete our Client's engagement including i) injecting the paid up share capital on our Client's behalf and ii) collating and supervising the legalization and attestation of all documents iii) weekly detailed <u>engagement status updates</u> to our Client and iv) weekly Friday conference call and v) finding solutions to unexpected challenges throughout the engagement;

Healy Consultants project management fees also include the time taken to devise the strategies as to how to i) minimise the <u>engagement period</u> ii) complete the engagement without our Client travelling iii) avoid the need for a <u>local Chinese shareholder</u> (if applicable) iv) minimise tax using a Chinese freezone (if applicable) and v) avoid the need for a specific regulatory license;

The <u>Chinese RO registration</u> is a long and complicated process for foreign investors. Healy Consultants will liaise with multiple independent lawyers and accounting firms to ensure that i) your Firm complies with Chinese commercial regulations ii) your Firm's interests are well protected and

iii) your Firm enjoys all possible tax benefits;

7. For an active representative office, these <u>accounting</u>, <u>audit and tax</u> (click link) fees are an estimate of Healy Consultants fees to efficiently and effectively discharge your annual representative office accounting,

audit and tax obligations. Following receipt of a set of draft accounting numbers from your representative office, Healy Consultants will more accurately advise accounting fees. For a dormant representative office, Healy Consultants fees are only US\$950;



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- 8. All fees quoted in this invoice correspond to fees quoted on Healy Consultants' website. Please review this invoice carefully to identify errors. During the rush of the business day, it is possible that Healy Consultants inadvertently made fee calculation errors, typing errors or omitted services or omitted historic fee payments from Clients. In the unfortunate event you identify invoice errors, please revert to me directly re the same. I apologize in advance if I or my staff made invoice errors;
- 9. Assuming our Clients re-engage Healy Consultants in year 2, this fee is an estimate of the fees payable next year, 12 months after the date of representative office registration;
- 10. The fees quoted in this invoice are a prediction of the fees required to efficiently and effectively complete this engagement in a timely manner. If during the engagement Healy Consultants realizes that the project is more complex than anticipated, requiring a large additional investment of time, my Firm will revert to request additional fees. If Healy Consultants completes the engagement faster and more easily than expected, Healy Consultants is happy to refund some fees to our Client:
- 11. Representative office business activities are limited to i) market research ii) Client after sales support and iii) promoting the business of the parent company and iv) research and development. The Representative office must register for GST and pay taxes on its expenses instead of incomes. A Representative office can i) lease office premises and ii) but cannot issue sales invoice to Clients' nor iii) sign local sales;
- 12. Engage Healy Consultants to project manage business set up in every country on the planet. We are the best in the world at what we do, timely completing the A to Z of every country engagement;
- 13. In accordance with Chinese Company Law (click link), there is no minimum issued share capital required for a Chinese representative office. To optimize engagement efficiency and minimize delays, Healy Consultants is happy to deposit these funds on behalf of our Clients;
- 14. It is compulsory for every China RO to appoint a Supervisor. To minimize complexity, Healy Consultants recommends our Client appoint one staff member already in China. If our Client is uncomfortable or unable to adopt this strategy, Healy Consultants will provide nominee services. Our annual fee for the same is US\$4,800 per nominee;



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- 15. It is important our Clients are aware of their personal and corporate tax obligations in their country of residence and domicile. Let us know if you need Healy Consultants help to clarify your local and international annual tax reporting obligations;
- 16. Depending on our Client's business and nationality, the Chinese Government may require a special regulatory license to carry on your business in the country. Healy Consultants will assist our Client secure license approval; there may be additional engagement fees. However, the Government enjoys ultimate power of approval of RO registration and business licenses:
- 17.If our Client and Healy Consultants properly plan this engagement, our Clients' will **not** have to travel during this engagement. Healy Consultants will efficiently and effectively and aggressively complete RO registration and corporate bank account opening in a timely manner without our Client's presence. Instead, our Client will need to i) sign and get documents legalized in the embassy in their country of origin and ii) courier the originals to Healy Consultants office;



- 18. If required, Healy Consultants will be pleased to assist your Firm to secure employee visa approvals. Our fee is US\$3,950 for the first employee, US\$2,950 for the second employee, US\$1,950 per employee thereafter. Our employee visa fees include preparation of a quality visa application and submitting to the correct Government immigration officers. The Government enjoys ultimate power of approval of visa applications. Consequently, guaranteed success is outside of Healy Consultants' control. What is inside our control is the preparation and submission of a high quality visa application that maximizes the likelihood of visa approval;
- 19. Monthly, quarterly and mid-year Government obligations include monthly and quarterly payroll reporting. If you need our help, Healy Consultants can complete monthly Government reporting for a monthly fee of US\$860. Healy Consultants monthly support will include i) receive in dropbox the monthly invoices from our client ii) label monthly bank statement transactions iii) preparation and submission of VAT returns and iv) submission of monthly employee payroll reporting;
- 20. During the engagement, shareholders and directors' documents may need to be translated into the local language; before the Government and Bank approves RO registration and corporate bank account opening respectively. Consequently, our Client should budget for possible additional translation and embassy attestation fees. Either our Client or Healy Consultants can complete this administrative task:



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As always, Healy Consultants will negotiate with all third parties to eliminate or reduce additional engagement costs. For transparency purposes, all third party fee payments will be supported by original receipts and invoices. Examples of possible third party payments include i) embassy fees ii) notary public costs iii) official translator fees;

- 21. During the annual renewal engagement with our Client, our in-house <u>Legal and Compliance Department</u> reviews the quality and completeness of our Client file. Consequently, Healy Consultants may revert to our Client to ask for more up to date <u>due diligence documentation</u>;
- 22. Some of our Clients' require an <u>immediate country solution</u>. With this strategy, within a day Healy Consultants can supply our Client i) an existing dormant Chinese company number and ii) an already approved Chinese corporate bank account number and iii) a business address. Turnkey solutions are attractive to those entrepreneurs who wish to immediately close a country deal, sign a contract or invoice a customer:
- 23. As stipulated on our <u>business website</u> and in section 3 of our engagement letter, Healy Consultants will only commence the engagement following i) settlement of our fees and ii) completion and signing of our legal engagement letter;
- 24. Healy Consultants will only register your representative office after 75% of <u>due diligence</u> documentation is received by email. Healy Consultants will only open a corporate bank account after 100% of the Client's original due diligence documentation is received by courier;
- 25. To assist our Clients to minimize foreign exchange costs, we offer the payment in SG\$, Euro, Pounds or US\$. Kindly let me know in which currency your Firm prefers to settle our fees and I will send an updated invoice, thank you;
- **26.** Some of our Clients engage Healy Consultants to <u>recruit</u> local employees. We have a lot of experience in this area and we are quite skilled at securing quality candidates for our Clients;
- 27. To efficiently and effectively complete your engagement in a timely manner, we recommend your Firm transfers these funds to Healy Consultants corporate bank account. Thereafter, our Incorporation and Banking Team will aggressively advance your engagement, providing your Firm daily feedback as to engagement status. I would be grateful if you email us the bank transfer advice slip to enable my Accounting Department to accurately and timely identify bank receipts:

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Phone +65 6735 0120

Cell +65 9123 7743

skype id healyconsultants

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Thank you for your business and we look forward to working closely with you over the coming weeks as we engineer your China corporate structure.

Best regards

Aidan Healy

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Aidan Healy

**Business owner** 

Healy Consultants Group

**Tel:** (+86) 10 8783 3338 (direct)

Address: Room 1623, YunSun Tower 2025 Zhongshan Rd West, Xuhui District

**Skype:** healyconsultants

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