

Our Client's name

Company Reg. No.: 921530

Our Client's address

Date: Friday, January 29, 2021

Invoice No: 2018 - 004 - 024

Professional services for a Estonia LLC (without travel)	Notes	Year 1 €	Year 2 €
Estonia LLC <u>company formation</u> fees (without travel)	1.	3,250	1,700
Company legal registered office fees	2.	1,700	1,200
Estimate Estonia Government registration fees	3.	250	0
Estonia corporate bank account opening fees (without travel)	4.	4,950	0
Tax and VAT registration fees	5.	750	0
Estimate of annual accounting and tax fees	6.	0	2,700
Total Healy Consultants Group PLC fees payable this month	7.	10,900	
Estimate of Healy Consultants Group PLC fees payable after 12 months	8.		5,600

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 to the invoice to identify additional services your Firm might need.



Notes to invoice above

 Healy Consultants Group PLC fees to efficiently and effectively complete Liechtenstein company registration within <u>6 weeks</u> by i) choosing the optimum regulatory license for our Client's business activities ii) reserving a company name with <u>Commercial Register</u> iii) settling our accountant and lawyer fees and iv) preparing a high quality company incorporation application for <u>Commercial Register</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 Group PLC 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. In accordance with the <u>Estonia Companies Act</u> an Estonia LLC, shall as from the date of its incorporation have a legal registered office in Estonia, to which all official government communications and notices may be addressed. To comply with this statutory requirement, Healy Consultants' Estonia office will be the registered office address for your company. Thereafter, this address will be used to receive government correspondence including i) government letters ii) notice of the legal annual return; and iii) all other government communications. Most of our Clients wish to place <u>Healy Consultants' office address</u> on invoices, contracts, websites and business cards;
- 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 company name with the <u>Commercial Register</u> and ii) pay application fee to the <u>Commercial Register</u>. Following engagement completion, Healy Consultants Group PLC will refund our Client any excess of funds received over actual Government costs paid;
- 4. Healy Consultants Group PLC will be pleased to open an Estonian multi-currency corporate bank account without our Client travelling. To secure Estonian multi-currency corporate bank account approvals for our Client's company, Healy Consultants Group PLC strategy is as follows:
 - Healy Consultants Group PLC will prepare a quality business plan for our Client's review then use the same to i) secure multiple banks' confirmation they welcome a formal application from our Client's business and ii) maximize the probability of successful Estonian multi-currency corporate bank account approvals;
 - We recommend keeping <u>the corporate structure simple</u> (click link) by appointing our Client's preferred individual shareholder(s) and director(s) and bank signatories – no corporate entity, nominee, trust, or tax haven holding company;
 - ✓ Our Client to appoint individuals who could timely travel to meet multiple local and international banks, if their Compliance Departments require the same before releasing multiple Estonian multi-currency corporate bank accounts numbers. If travel is required, our Firm will refund €950 and action this travel policy;

- Before, during and after bank meetings, the bank's In-house Legal and Compliance Department may revert multiple times for additional documentation and information from each i) bank signatory / director / UBOs of the companies as well as ii) our Client's business and transactions;
- If some banks decline to board our Client's business, Healy Consultants Group PLC will immediately inform our Client and action backup banking solutions;
- All going well in an average of 3 months following application submission, Healy Consultants Group PLC secures Estonian multi-currency corporate bank account numbers for our Client's company;
- Thereafter, Healy Consultants Group PLC or the banks will courier mails and e-banking tokens received from banks to the bank signatory, who is expected to activate the internet bank account, if needed with Healy Consultants Group PLC's assistance;

Each corporate bank account opening fee is $\underline{\in 4,950}$ (click link). It is a time-consuming task; Healy Consultants Group PLC will shelter our Client from the administrative challenges. As you can appreciate, it is a difficult task to obtain bank account approval through newly formed companies when shareholders, directors and bank signatories reside overseas;

Depending on the nationality of the UBO, shareholders, bank signatories, and directors and the nature and value of the business assets and transactions, it is wise to expect that i) corporate bank account approvals will take an average of three months from the date of company registration and receipt of all KYC documentation and ii) multiple banks will request the directors and bank signatories to travel for a one hour interview with the bank officer, before bank account opening. Refer to the notes below for more detailed important information about each corporate bank account opening procedures and requirements;

While Healy Consultants Group PLC will be glad to assist our Client to open multiple corporate bank accounts, it is challenging and time consuming to open corporate bank accounts for businesses when their shareholders, directors and bank signatories do not live in the country where the bank account is being applied for. Consequently, it will take us an average of <u>twelve weeks</u> to open each corporate bank account, counting from receipt of all required KYC documentation;

During the corporate bank account opening process, it is common for each bank's in-house Legal and Compliance Department to request additional <u>due diligence</u> documents from potential customers including but not limited to i) regulatory licenses ii) proof of business globally and in home country including evidence of contracts, invoices and agreements with local Clients and iii) additional KYC information on our Client's business and place of residency, including nature and volume of transactions. We assume our Client provides most of this information within one week;

Because global interest rates are low, international banks make little profits from current accounts. Consequently, international banks appetite for new multi-currency corporate bank account opening applications is low. Therefore, global banks are more likely to reject new multi-currency corporate bank account opening applications. Because of the above, customer demand for new corporate bank accounts is very high. As a result, international banks choose vanilla customers that tick all the boxes of a low risk Client. For example, most banks will only welcome Estonian multi-currency corporate bank account opening applications from a company registered in the same country, with local staff and office premises;

When dealing with international banks, the front office bank officer (Relationship Manager) is willing to help Healy Consultants Group PLC and our multi-national Clients. The realistic role of this bank officer is to collect information and ensure an accurate and complete Estonian multi-currency corporate bank account opening application is submitted to the bank in-house Legal and Compliance Department;

Unfortunately, the bank in-house Legal and Compliance Department has ultimate power of approval over new Estonian multi-currency corporate bank account applications. This Department is extremely risk adverse and often lacks commercial reality. Furthermore, the in-house Legal and Compliance Department does not speak to customers nor to Healy Consultants Group PLC. All communications must go through the front office bank officer. Consequently, quality Clients do not get a chance to communicate directly with the bank decision makers – a chance to properly explain their business and the risks the bank perceives;

If our Client is not comfortable with only a Estonian corporate bank account, Healy Consultants Group PLC will be pleased to open <u>an international corporate bank account</u> (click link) outside of Estonia. 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, ING bank, VTB bank, Bank of China, ProCredit Bank, Standard Bank, UBS, Credit Suisse;

Global banks enjoy ultimate power of approval of corporate bank account applications. Consequently, guaranteed success is outside of Healy Consultants Group PLC control. What is inside our control is the preparation and submission of a high quality bank application that maximizes the likelihood of approval. Global banks <u>continue to tighten</u> corporate bank account opening procedures, their internal compliance departments completing more thorough due diligence of Clients. Consequently, our Client should expect the bank account approval period <u>at least</u> 2 months and on average 3 months.







During the engagement, banks will revert to Healy Consultants Group PLC and our Client to request additional KYC information, including i) details of existing business setup; ii) reason for opening bank accounts in the specific jurisdiction; iii) list of suppliers and Clients in the jurisdiction; iv) lease agreement; and v) proof of net worth from the shareholders and evidence the same are complying with their local taxation reporting obligations. As always, Healy Consultants Group PLC will liaise with the bank to secure exemption from these requirements;

If our client requires an international bank account, while Healy Consultants Group PLC will try its best to negotiate with the bank for a travel exemption unfortunately most international banks may request both the foreign directors and bank signatories to travel, for a one-hour interview before the bank account numbers are issued. No exceptions; If the banks also request Healy Consultants Group PLC nominees to travel, there will be an additional fee of €5,950 per trip payable to cover the flight and hotel and other trip disbursements.

All banking charges, certification and translation and other third-party fees incurred during the corporate bank account opening process are to be borne by our Client, never by the nominees. These additional fees are to be payable in advance of any disbursement;



- In accordance with Estonia <u>Value Added Tax Act 10</u>, each entity must register for corporate tax and VAT at the <u>Estonia Tax Board</u>;
- 6. For an active trading company, these <u>accounting and tax</u> fees are an estimate of Healy Consultants Group PLC fees to efficiently and effectively discharge your annual company accounting and tax obligations. Following receipt of a set of draft accounting numbers from your company, Healy Consultants Group PLC will more accurately advise accounting and tax fees. For a dormant company, Healy Consultants Group PLC fees are only €950;
- 7. All fees quoted in this invoice correspond to fees quoted on Healy Consultants Group PLC's <u>business</u> website. Please review this invoice carefully to identify errors. During the rush of a business day, it is possible Healy Consultants Group PLC inadvertently made fee calculation errors, typing errors or omitted services or 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;
- 8. Assuming our Clients' re-engage Healy Consultants Group PLC in year 2, this fee is an estimate of the fees payable next year, 12 months after the date of company registration;
- 9. 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 Group PLC 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 Group PLC completes the engagement faster than expected and more easily than expected, Healy Consultants Group PLC is happy to refund some fees to our Client;
- 10. In accordance with the <u>Estonia Companies Act</u> the issued share capital of €2,500 must be deposited to the company bank account during company formation. To optimize engagement efficiency and minimize delays, Healy Consultants Group PLC is happy to deposit these funds on behalf of our clients;
- 11. Depending on our Client business and nationality, the Estonia Government may require a special regulatory license to carry on your business in the country. Healy Consultants Group PLC will assist our Client secure license approval. However, the Government enjoys ultimate power of approval of company registrations and business licenses;
- 12. If our Client requires non-resident nominee shareholder and director <u>services (click link)</u>, Healy Consultants Group PLC will be pleased to assist. Our fee for professional, passive nominee non-resident corporate shareholder amounts to €2,100 per annum. Our fee to be both non-resident nominee director and shareholder amounts to €6,600 per annum. Being the sole shareholders and sole director of a Client's company exposes Healy Consultants Group PLC to reputation, litigation and financial risk;
- 13. If required, Healy Consultants Group PLC will be pleased to assist your firm to secure employee visa approvals. Our fee is €3,950 for the first employee, €2,950 for the second employee, €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 immigration visa application that maximizes the likelihood of visa approval;
- 14. Some of our Clients request Healy Consultants Group PLC to provide temporary shared <u>office space</u> for 6 months until their preferred business premises is found. If your Firm requires this service, our one-time fee

is €950. Monthly rental thereafter is paid directly to the landlord, independently of Healy Consultants Group PLC;

- 15. Monthly, quarterly and mid-year Government tax obligations include monthly and quarterly payroll reporting, VAT and corporation tax return filing. If you need our help, Healy Consultants Group PLC can complete monthly Government reporting for a monthly fee of €860. Healy Consultants Group PLC 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;
- 16. If our Client and Healy Consultants Group PLC properly plan this engagement, our Clients' will <u>not</u> have to travel during this engagement. Healy Consultants Group PLC will efficiently and effectively and aggressively complete company registration and corporate bank account opening in a timely manner without our Client 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 Group PLC office;



17. During the engagement, shareholders and directors documents may need to be translated into the local language before the Government and Bank approves company 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 Group PLC can complete this administrative task;

As always, Healy Consultants Group PLC 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 and iii) official translator fees;

- 18. It is important our Clients' are aware of their personal and corporate tax obligations in their country of residence and domicile; and they will fulfil those obligations annually. Let us know if you need Healy Consultants Group PLC help to clarify your local and international annual tax reporting obligations;
- As stipulated on our <u>business website</u> and in section 3 of our engagement letter, Healy Consultants Group PLC will only commence the engagement following i) settlement of our fees and ii) completion and signing of our legal engagement letter;
- 20. Healy Consultants Group PLC will only incorporate your company after 75% of <u>due diligence</u> <u>documentation</u> is received by email. Healy Consultants Group PLC will only open a corporate bank account after 100% of the Client's original due diligence documentation is received by courier;
- 21. During the annual renewal engagement with our Client, our in-house <u>Legal and Compliance Department</u> (click link) reviews the quality and completeness of our Client file. Consequently, Healy Consultants Group PLC may revert to our Client to ask for more up to date <u>due diligence documentation</u>;
- 22. 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;



- 23. Some of our Clients require an <u>immediate Estonia country solution</u>. With this strategy, within a day Healy Consultants Group PLC can supply our Client i) an existing Estonia dormant company number; ii) an already approved 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;
- 24. Some of our Clients engage Healy Consultants Group PLC to <u>recruit (click link)</u> local employees. We have a lot of experience in this area and we are quite skilled at securing quality candidates for our Clients;

Thank you for your business and we look forward to working closely with you over the coming weeks as we <u>project manage (click link)</u> your Estonia business set up engagement.

Best regards

Aidan Healy

Aidan Healy

Business owner

Healy Consultants Group PLC

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