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Estonia Branch Office Invoice

Client to provide

Address to be provided

Date: Thursday, March 15, 2018

Invoice No: 2018-10-003p

Company Reg. No.: 201623711R

Professional services for Estonia branch (without travel)	Notes	Year 1 US\$	Year 2 US\$
Estonia <u>branch formation</u> fees (without travel)	1.	3,250	1,700
Branch secretary and legal registered office fees	2.	1,100	1,100
Estimate Estonia Government registration fees	3.	250	150
Estonia branch bank account opening fees (without travel)	4.	4,950	0
Tax and VAT registration fees	5.	950	0
Estimate of annual <u>accounting and tax</u> fees	6.	0	2,300
Total Healy Consultants fees payable this month	7.	10,500	0
Estimate of Healy Consultants fees payable after 12 months	8.		5,250

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 below to confirm and understand all services required by your Firm, eliminating the risk of unwanted fee surprises during the engagement;

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Notes to invoice above

 Healy Consultants fees to efficiently and effectively complete Estonia branch registration within <u>7 weeks</u> by i) choosing the optimum regulatory license for our Client's business activities ii) reserving a branch office name with <u>Commercial Register</u> iii) settling our accountant and lawyer fees and iv) preparing a high quality branch office 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</u> <u>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. In accordance with the <u>Estonia Companies Act</u>, each Estonia branch must appoint a branch office secretary, who may be a natural person or a body corporate, but the branch office secretary must be resident in Estonia. Healy Consultants will act as your Estonia Branch office Secretary, for which our annual responsibilities include i) preparation and filing of the annual return; ii) securely maintaining branch office records; iii) liaising with the Estonia Government on behalf of our Client; iv) legal filing of changes of branch office structure and v) reminding our Client of statutory deadlines;

In accordance with the <u>Estonia Companies Act</u> an Estonia branch, 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 branch office. Thereafter, this address will be used to receive government correspondence including i) tax letters ii) notice of the legal annual return; and iii) all 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 branch name with the <u>Commercial Register</u> and ii) pay application fee to the <u>Commercial Register</u>. 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 an Estonia branch office 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 branch office when shareholders, directors and bank signatories reside overseas. Healy Consultants will prepare a business plan for the bank to optimize the probability of office 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 Estonia for branch office bank account opening, Healy Consultants will refund our Client €950;

Healy Consultants will be pleased to open <u>an international branch bank account</u> (click link) with a top tier bank without our Client needing to travel. It is a time-consuming task, Healy Consultants will shelter our Client from the administrative challenges. As you can appreciate, it is a difficult task to obtain bank account approval when shareholders, directors and bank signatories reside overseas. Healy Consultants will prepare a business plan for the bank to optimize the probability of branch bank account approval. Depending on our Client business and nationality, there is a 60% 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 for the branch bank account opening, Healy Consultants will refund our Client €950;

The banks enjoy ultimate power of approval of branch 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 <u>continue to tighten</u> branch 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;

5. In accordance with Estonia Value Added Tax Act 10, each entity must register for corporate tax and VAT at the Estonia Tax Board;



6. For an active trading branch office, these <u>accounting and tax</u> fees are an estimate of Healy Consultants fees to efficiently and effectively discharge your annual branch office accounting and tax obligations. Following receipt of a set of draft accounting numbers from your branch office, Healy Consultants will more accurately advise accounting and tax fees. For a dormant branch office, Healy Consultants fees are only €950;



- 7. All fees quoted in this invoice correspond to fees quoted <u>on Healy Consultants' website</u>. 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;
- 8. 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 branch 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 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;
- 10. <u>Branch business activities</u> are limited to those of a parent company. The branch suffers a corporation tax of 20%. The parent company has no minimum shared capital requirements. A branch can i) lease office premises and ii) issue sales invoice to Clients' and iii) sign local legal contracts. A branch can import and export goods.
- 11. 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;
- 12. In accordance with <u>Estonia Companies Act</u>, Estonia branch has no minimum paid up shared capital requirements;
- 13. Depending on our Client's business and nationality, the Estonia 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 branch registration and business licenses;



14.If our Client and Healy Consultants properly plan this engagement, our Clients' will <u>not</u> have to travel during this engagement. Healy Consultants will efficiently complete branch 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 office;



- 15. If required, Healy Consultants will be pleased to assist your firm to secure employee <u>visa</u> 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 includes 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;
- 16. Some of our Clients request Healy Consultants 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 US\$950. Monthly rental thereafter is paid directly to the landlord, independently of Healy Consultants;
- 17. Monthly, quarterly and mid-year Government tax obligations include monthly and quarterly payroll reporting, VAT and corporate income tax return filing. If you need our help, Healy Consultants can complete monthly Government reporting for a monthly fee of €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;
- 18. 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;
- 19. 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;
- 20.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;



21. During the engagement, shareholders and directors' documents may need to be translated into the local language; before the Government and Bank approves branch 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;

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;

- 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 Estonia company number and 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;
- 23. Healy Consultants will only incorporate your branch office after 75% of <u>due diligence</u> <u>documentation</u> 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;
- 24. During the annual renewal engagement with our Client, our in-house <u>Legal and Compliance</u> <u>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>;
- 25. 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;
- 26. 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.



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

Best regards,

Aidan Healy

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