

PwC's inbound services solution to facilitate & accelerate business growth in the Middle East

Regardless of size or experience, entering the Middle East market for the first time presents a multitude of options and challenges that should be considered. We recognise the complexity around each country's own local regulations and the interconnectivity between their tax, legal and accounting regimes. Our specialist Pathfinder advisors understand the processes involved in establishing a presence in the region, and help business leaders and investors to navigate this journey by drawing upon the strength of PwC's Middle East and global network.

Help at every step

Pathfinder is PwC's flagship international expansion platform, advising clients as they enter, launch and grow across international markets. The services we provide cover the complete spectrum of tax, legal, accounting, assurance and consulting and include:

- Helping clients plan and identify the tax, legal and accounting implications of their project.
- Project managing the establishment process, from fact-finding through to implementation.
- Assisting with the set-up of the organisational structure and operational activities of the business.
- Organising visa applications to relocate or recruit talent.
- Contractual advice and on demand legal support.
- Practical guidance in relation to opening bank accounts, recruiting teams and sourcing office space.

Navigating your journey: Why Pathfinder?

- A single point of contact for the Middle East.
- Link to local market experts.
- Navigate the unknown and share insight.
- Provide a sounding board to plan the journey.
- Enable you to focus on business development and growth.

Mapping the journey

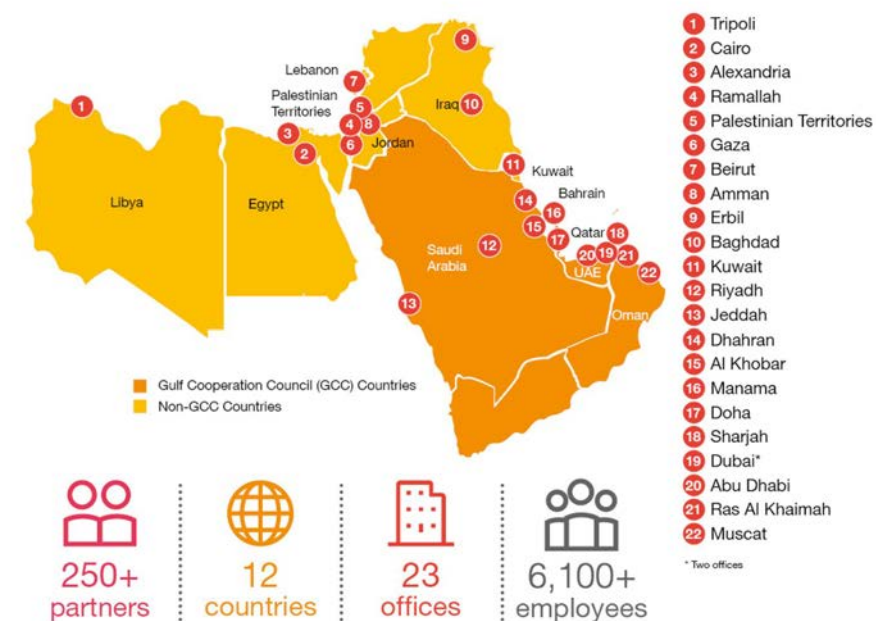
As part of expanding your business into new countries and regions there are many factors you need to consider at an early stage to avoid lengthy delays or unexpected costs further down the line:



Pathfinder services include:

- Market entry analysis and project management
- Setting-up local presence
- Verification of corporate structures
- Corporate secretary and compliance
- Corporate tax obligations
- VAT registration and returns
- Tax strategies and reporting
- Transfer pricing strategies
- Accounting compliance
- Bookkeeping
- Payroll set-up
- Employment contracts and hiring strategies
- Reward incentives
- Immigration and visa applications
- Access to our Managed Services tax & legal compliance platform

PwC Middle East is the leading professional services provider in the Middle East. Our Pathfinder solution enables our clients to accelerate their inbound investments in the region, while maintaining the highest level of security regarding their compliance obligations. Our unique, fully integrated regional approach, together with our specialised teams and technology solutions allows our clients to focus fully on the development of their business.



Key contacts



James Pollard
E: james.pollard@pwc.com
M: +971 (0)4 304 3039
Partner • Tax
Dubai, UAE



Darren Harris
E: darren.harris@pwc.com
M: : +971 56 418 9768
Partner • Legal
Dubai, UAE



Francois Colat-Parros
E: francois.colat-parros@pwc.com
M: +973 3226 9393
Senior Manager • Tax
Manama, Bahrain

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