

Opportunity Germany

Partnering with Indian companies to help set up and grow your business in Germany

2021



Expanding your business in Germany

Expanding into new international markets can be challenging due to the many issues to consider and resolve. Our Opportunity Germany service, led by an intercultural India Desk, can provide expert advice and insight to support you every step of the way. From helping you find the best location and setting up a branch or subsidiary, to supporting your long term business needs 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 objectives, 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 funding, listing on a global exchange, acquiring or merging with another company, or using Germany as a base to expand into other markets – which means that whatever the challenge, we are at your side.

We can help you with the following services:



1. Company set up

- Corporate structure
- Company registration
- Intellectual property
- Germany bank account advice



2. Employment issues

- Reward packages
- Employment tax issues
- Work permits and visas
- Pensions and benefits
- Global mobility



3. Taxation services

- Corporate and international taxes
- Indirect taxes
- Transfer pricing
- Personal taxation advice
- Stock options and repatriation of funds



4. Location advice

- Research service to determine optimum location for your business
- Identification of potential locations based on the factors most important to your business



5. Back office services

- Fixed fee bookkeeping
- Payroll and other HR services
- Fully outsourced solutions
- Financial reporting and accounting services



6. Business growth support

- Debt or equity funding advice
- Stock exchange listing
- Mergers and acquisitions



7. Business growth support

- Expert, tailored support to help you grow your business in Germany and globally
- Market assessment and competitor analysis
- Market entry strategy
- Introductions to key business communities



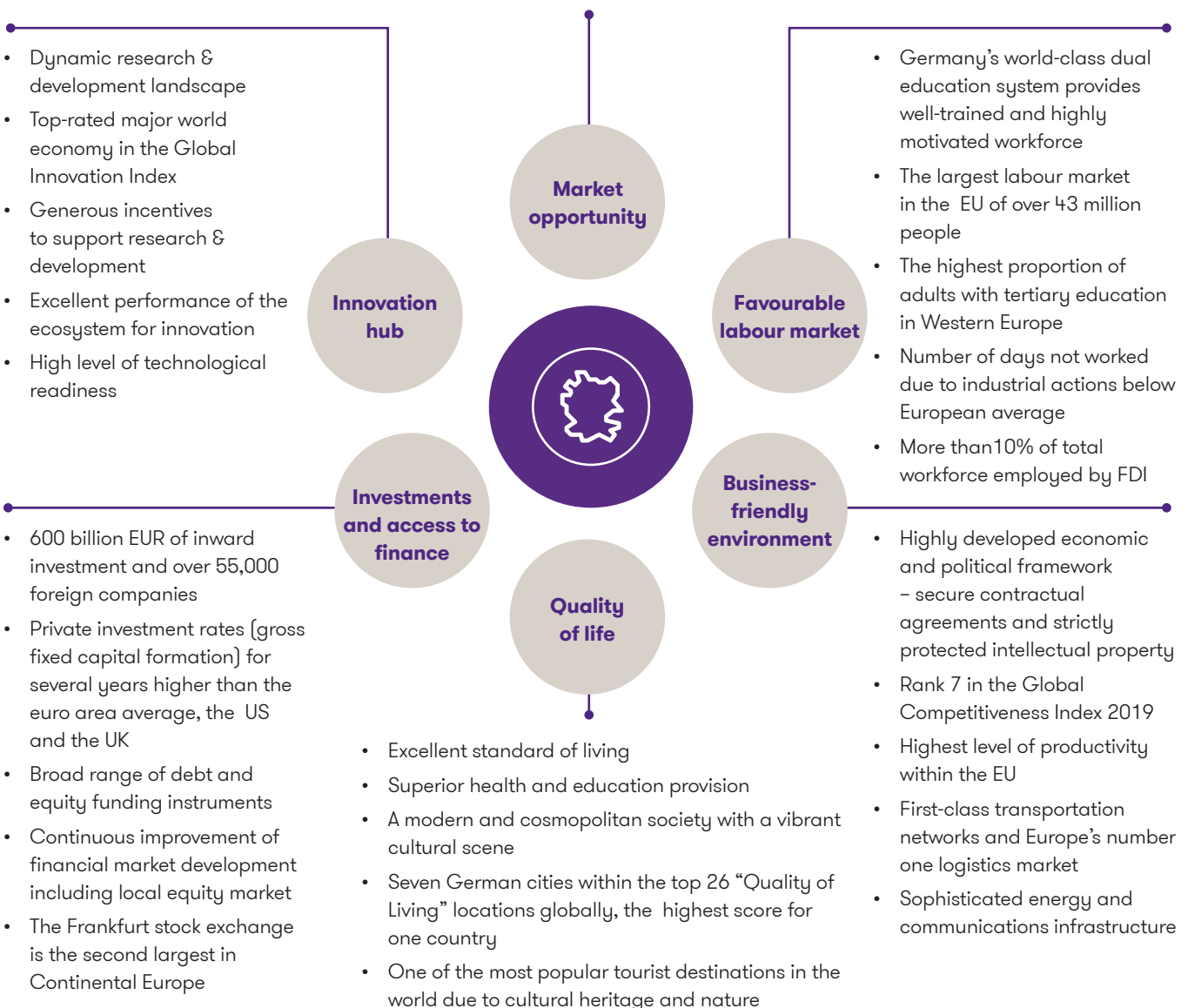
8. Audit and assurance

- Statutory and non-statutory audits
- New GAAP conversions
- Financial reporting advisory
- International financial reporting standards advisory

Why choose Germany?

Germany is the number one destination for foreign direct investment in Continental Europe. The country benefits from its excellent innovation and business ecosystem. Good governance and pro-business strategies make Germany an excellent investment location. This results in ranking 7 in the World Economic Forum Global Competitiveness Report 2019 which takes into account the set of institutions, policies and factors that determine the level of productivity. Numerous success stories of foreign investors confirm the attractiveness of Germany in practice.

- Fourth largest economy in the world
- Strongest economy in Europe
- Population of 83 million – Europe’s biggest consumer market
- Highest household spendings of resident households in Europe
- Providing access to 500 million consumers within the European Union from its centre



Grant Thornton – A truly global organisation

Grant Thornton is one of the world's leading organisations of independent assurance, legal, tax and advisory firms with over 700 offices and more than 56,000 people in 140 countries around the world. Wherever you choose to do business, you want access to people with the best ideas and critical thinking that will enable you to grow your business at home and abroad. To ensure continuity of service experts work together to provide and co-ordinate the gateway to the resources of Grant Thornton.

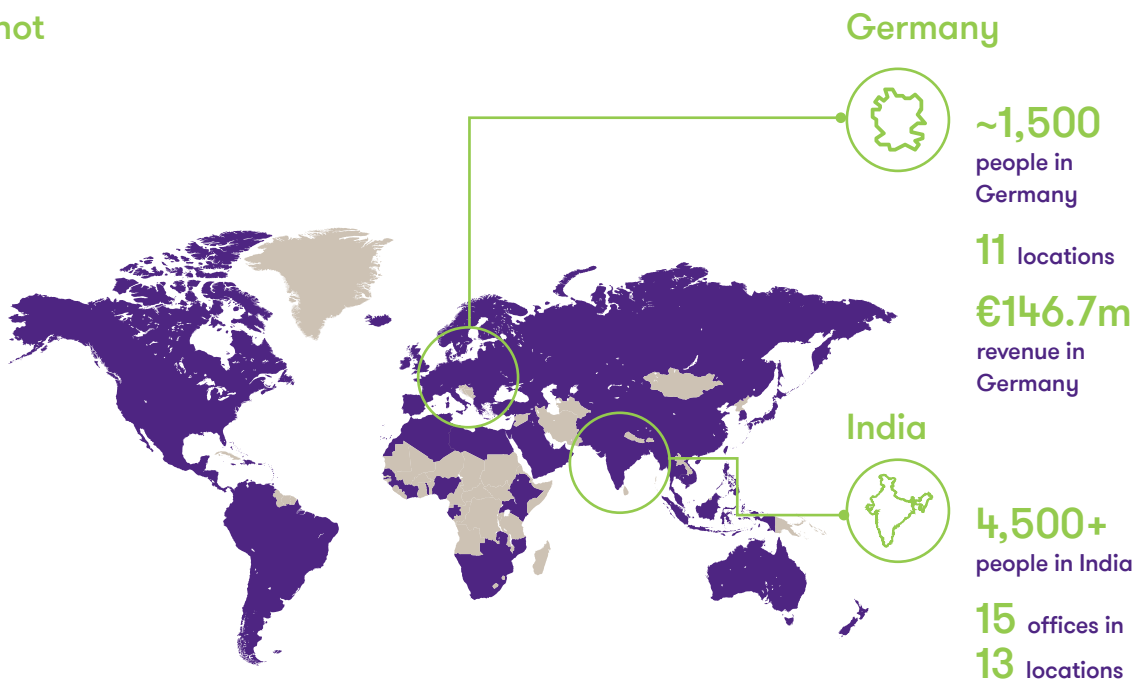
Global snapshot

56,000+
people around the world

145
countries

USD5.72bn
global revenue
(FY2019)

750+
offices globally



India Desk

Germany and India are well-positioned to benefit from closer economic and trade cooperation.

India, with its continuous growth rates, is one of the largest future markets in the world. The aspiring country has significant economic potential and offers German companies the vibrance, connectivity, resources and critical mass available to accelerate and support international growth.

Simultaneously, Indian companies are developing new markets through trade, alliances, expansion and business acquisitions. In parallel private individuals and family offices in India are progressively regarding foreign countries as attractive destinations for their portfolio investments. Germany's political and economic stability, technological leadership and high degree of public security makes it an exceptionally attractive investment destination to service these requirements.

Germany's position as India's largest business partner in the European Union outside the United Kingdom and the potential effects of Brexit on trade, immigration and cooperation in general are a good foundation for optimising the cooperation of the two countries in the near future. One of the main challenges of German-Indian economic cooperation has however been the cultural differences between the two countries. It is important to operate confidently in the legal and administrative systems and to develop sensitivity towards customary business practices.

Why Warth & Klein Grant Thornton?

Our inter-cultural India Desk team consisting of competent and experienced experts assists German businesses in India and vice versa, Indian businesses in Germany, in each aspect of their business activity in the other country. Profound expertise, together with a deep understanding of Indian and German culture as well as sensitivity are our strengths. Our integration in the worldwide Grant Thornton network helps us guarantee optimum local assistance.

About 1,500 colleagues at 11 German locations and more than 4,500 at 15 locations in 13 Indian cities are at your service at any time in order to lead and support your business activities in the areas of Audit & Assurance, Tax, Legal, Advisory, Private Finance and Business Process Solutions to success.

Your contact

Akshay Deshraj is head of our India Desk. He has extensive professional experience including strategy and corporate finance experience, as a professional services advisor, internal business manager and entrepreneur in both Germany and India. He has spent several years within the Grant Thornton network, with the Indian and US firms, as an Advisory Services professional. He has also held the position of International Business Centre Director for Grant Thornton India in the past. With his extensive cultural and professional experience in India and Germany he is the ideal contact for your projects.



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