

OVERVIEW OF THE COMPANY AND THE SERVICES

Location Consultancy

SEPTEMBER 2013



We are a team of experts, with extensive local market knowledge, who assist international businesses landing in Estonia

WHO ARE WE?

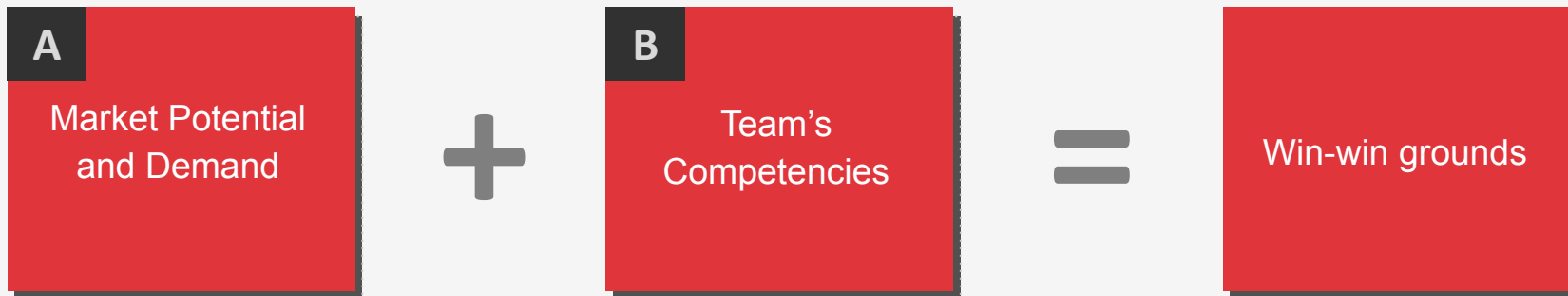
We are a **team of experts encompassing extensive local market understanding**, who put this knowledge in use toward assisting international businesses with due-diligence, market assessment analysis and business landing in Estonia

WHAT WE BELIEVE IN?

- ... companies can reap notable benefits from cross border business processes when the concept is built on **thorough due diligence** and **execution**
- ... investment's success rests on **maximum utilization of the opportunities available in the selected environment**

WHY WE DO THIS?

We believe that our team has what is needed to support Your smooth landing in Estonia



A

At one hand Estonia is the world leading shared service location ...

MARKET'S POTENTIAL AND DEMAND

TOP SOURCING COUNTRIES; RANK; 2012

Estonia	3
Lithuania	9
Poland	16
Latvia	19

- Estonia is world leading shared service location and pre-eminent in the Baltic region
- Estonian market is experiencing notable jump in the number of companies who utilize the benefits of it's technologically advanced business platform.

WHY WE DO THIS?

B

... at another hand our team's competencies match Your needs for smooth landing in Estonia

YOUR NEEDS

In the landing process You need local expert team, who can support with

**EXTENSIVE MARKET
KNOWLEDGE**

LOCAL NETWORK

**GLOBAL STRATEGY
COMPETENCIES**

TEAM'S COMPETENCIES

**EXTENSIVE MARKET
KNOWLEDGE**

team members who hold Board positions in multi-national corporation's Estonian branches and members who have established diverse businesses in Estonia

**OUTSTANDING
NETWORK**

members with long standing in Estonian business elite have compiled wide ranging network of public and private sector key decision makers

**STRONG STRATEGIC
SKILLS**

team members with years of experience on working with strategy setting for MNCs in multiple continents

**STRONG UNDER-
STANDING OF MULTI-
CULTURAL TEAMS**

team members with over a decade of experience of working with and in multi-cultural teams and in multi-national corporations in Europe and USA

HOW CAN WE HELP?

We offer pre-landing and landing assistance to businesses considering cross border captive or business process optimization in Estonia

PRE LANDING

Understanding the environment and it's fit



LANDING

Establishing in Estonia

YOUR
CONCERNS

What benefits can my business reap from transferring business unit to or establishing FDI in Estonia?

What is the local business environment really like?

How to set-up my business or business unit in Estonia?
How to manage local partners from private and public sector?

OUR
SERVICE

MARKET DUE DILIGENCE

- Macro report tailored to client's business area & industry
- Market suitability analysis
- Communication support to assist client in internal & external communication

MARKET TOUCH

- Who is who: Selection of local private and public sector partners
- Market meeting arrangements for public and private sector relevant representatives
- Full market visit preparation

LANDING

- Landing strategy compilation
- Full project management on business unit or FDI set-up

LANDING KIT

- Step-by-step toolkit for business unit or FDI set-up based on which client will proceed setting-up on it's own

EXAMPLES OF THE
SERVICE CONTENT

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