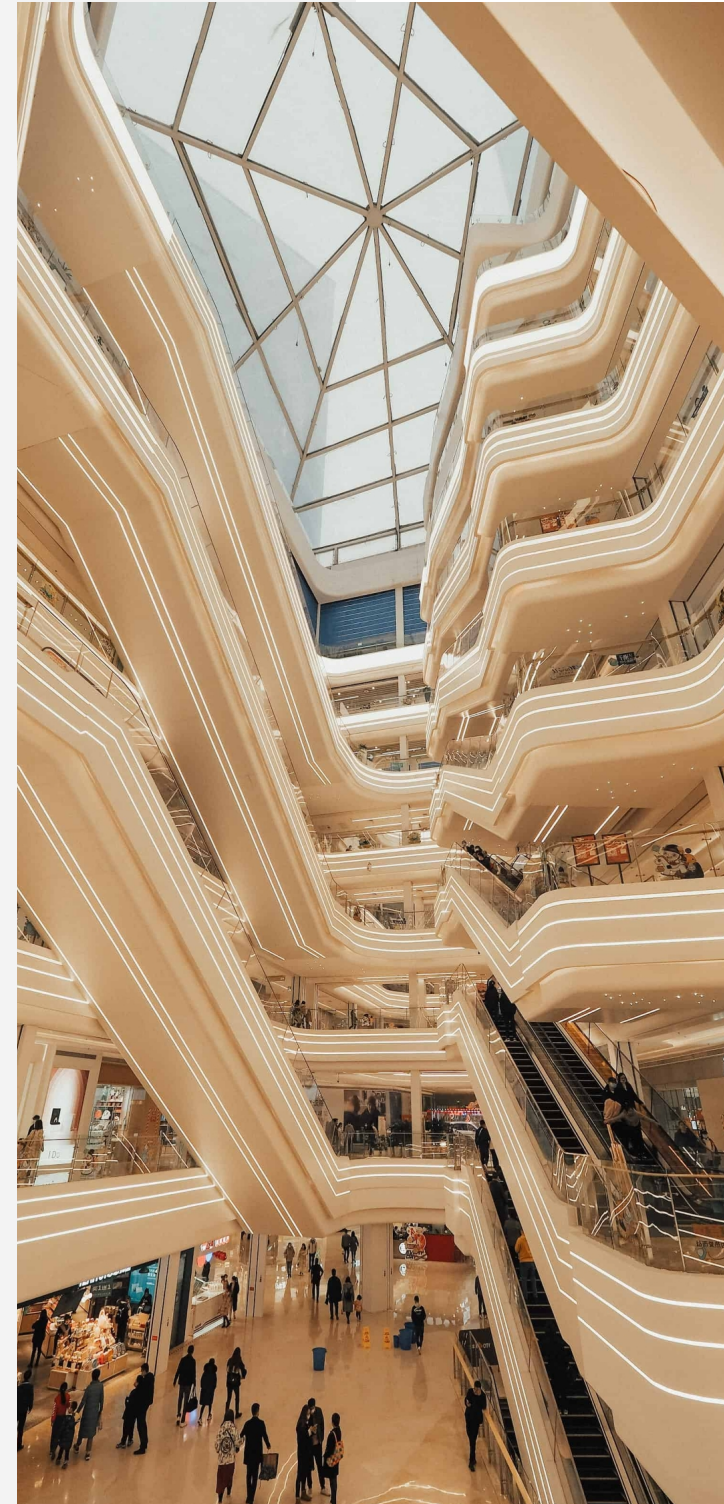


Our services for
Retail & Fashion in Asia Pacific



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Fidinam Group

Fidinam is a private consulting firm founded in Switzerland in 1960. We offer business consulting, financial and tax advisory, licensing and compliance, and digital consulting. Our clients include SMEs and multinational companies in a wide range of industries, including retail and fashion.

We provide a one-stop-shop solution to set up and grow your business in Asia.

Our strength is our people: a multicultural team of professionals capable to assist clients with a tailored, dedicated and boutique-style approach to their needs.

1960
founded

18
offices

300+
professionals



Why work with Fidnam?

At Fidnam, we understand the delicate balance between establishing a robust retail presence and maintaining agility in the dynamic Asian market.

Our expertise serves as the bridge that enables your business to not just have a physical presence in Asia, but to thrive with cost-efficiency and adaptability.

Partnering with us means you're not just committing to the market; you're embracing the flexibility to scale your operations up or down as needed. With our comprehensive support, you can stay lean and focused on growth.

We take on the complexities of operational management, allowing you to concentrate on what you do best: building your brand and connecting with your customers.

Fidnam is here to help you from market-entry and setup to ensuring you're equipped to stay, adapt, and excel.





Our direct presence in Asia Pacific

Hong Kong & Singapore

Hong Kong and Singapore remain the best springboards to expand your business in mainland China and Southeast Asia (SEA):

- International trading hubs
- Ease of business and logistics
- Strategic locations
- Low tax rates on cross-border distributions

Vietnam

Vietnam is among the top-performing economies in SEA, and offers many competitive advantages:

- Fast economy growth
- Production quality
- Reasonable labor costs
- Solid Free Trade Agreements

Mainland China

China is a global powerhouse boasting a world economy, an enormous consumer market, and an abundance of business opportunities.

- Growing consumer market
- Tech-enabled online and offline sales
- High environmental adaptability
- Sustainable practices growth

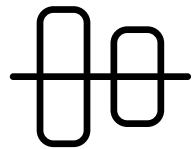
Australia

Australia offers a dynamic and well-established market for the retail and fashion industry with strong economic fundamentals and global appeal:

- Mature consumer market
- Advanced retail technology
- High labor standards
- Strong trade partnerships



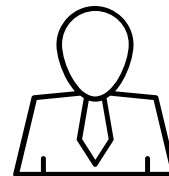
Our approach



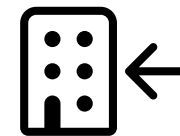
Fidinam aligns
with your internal
procedures



Global **compliance**
expertise



Pragmatic and
qualitative approach



On-site presence
and secondment
if needed

Illustrative challenges for retailers in Asia

How to **take over direct control** of retail stores managed by franchisees or distributors?

How to prepare yearly store sales **audit report**?

How to **set up retail branches** with their own business license?

How to subscribe **commercial insurance & health check** for retail staff?

How to **manage payroll** for several retail stores having different remuneration & bonus schemes?

How to **reconcile inventory** at retail company level (online/offline) and store level?





Your roadmap to success

1. Market-entry

- Market and/or country review
- Entity type advice to align with business goals
- Considerations for tax and HR requirements

2. Setup

- Establishment or restructuring of subsidiaries and branches
- Compliance guidance with local laws and operational setup
- Support for incorporation, banking, and regulatory registrations

3. Operations

- Tax and financial compliance
- HR services and payroll management
- Retail-specific services (inventory valuation, revenue recognition, multi-channel sales integration, and more)

1. Market-entry

Entity type advice

Advice on the most suitable corporate structure for your retail business, tailored to your specific operational needs and goals.

Tax considerations

Expert guidance on the tax landscape, including VAT, customs duties, and other relevant taxes, ensuring compliance and optimization.

HR implications

Insights into local employment laws, wage standards, and workforce availability, crucial for strategic human resource planning.



2. Entity setup and (re)structuring

Our team facilitates the establishment of subsidiaries or branches for your stores, whether entering new markets or restructuring existing operations.

From determining staff requirements to navigating local regulations, our service ensures compliance with company laws, assist in recruiting local talent, and provide guidance on operational logistics.

Before incorporation

Capital requirements	Shareholders structure	Incorporation application	Company secretary
Guidance on the necessary capital for incorporation, taking into account industry standards and regulatory obligations.	Advice on structuring your shareholder framework to optimize financial and operational efficiency.	Assistance with the end-to-end process of company registration, ensuring compliance with local laws and regulations.	If applicable, act as qualified company secretary to ensure statutory and regulatory compliance.

After incorporation

License application	Bank account opening	Labor contract drafting	Customs & GST/VAT registration
Assistance with obtaining any necessary licenses specific to the retail and fashion industry (if applicable).	Facilitation of the process to open a corporate bank account, liaising with financial institutions to meet your business needs.	Support in drafting employment contracts that are compliant with local labor laws, tailored to your business requirements.	Determining the right VAT/GST scheme, facilitating customs clearance, and ensuring seamless registration.

3. Operations - General

Tax compliance

Ongoing support to ensure your business stays compliant with tax filings, payments, and other tax-related obligations.

Our expertise extends to managing VAT/GST registrations, ensuring accuracy in withholding tax computations and obligations, and strategizing transfer pricing to align with global tax regulations, thus safeguarding your business against any fiscal discrepancies.

Accounting and financial reporting

Comprehensive accounting services including bookkeeping, financial reporting, and budget management.

We go beyond the basics to offer insights into financial performance and advice on financial strategy, ensuring your financial operations support your business objectives and comply with accounting standards.

Audit coordination

Coordination and liaison with auditors to ensure a smooth and efficient audit process.

Our proactive approach minimizes disruptions, ensuring that your financial statements are accurately presented and fully compliant with regulatory requirements, reflecting the true state of your financial health.

HR, Employment and Visa

Comprehensive human resource services including recruitment, visa processing, and employee management.

Our bespoke services cater to the unique needs of your business, ensuring compliance with employment laws and facilitating the smooth onboarding of international and local talent.

Payroll management

Efficient management of payroll processes, ensuring timely and accurate salary disbursements and statutory deductions.

We handle the complexities of payroll administration, from tax obligations to social security contributions, allowing you to focus on core business activities.

3. Operations - Retail-specific

Inventory valuation

Inventory valuation services, including comprehensive audits and tracking of stock movements in and out of stores and warehouses. Whether monthly checks or mandatory annual assessments, our services are integral to fulfilling annual audit requirements and maintaining precise stock valuation.

Intercompany transactions

Specialised management of intercompany transactions, facilitating seamless financial interactions between the mother company and its subsidiaries, regardless of global location. Our services ensure compliance, accurate transaction recording, and minimization of financial complexities across borders.

Stock taking

Regular and systematic stock taking services to maintain accurate inventory records, crucial for operational efficiency. Our tailored approach ensures that discrepancies are identified and corrected promptly, facilitating seamless inventory management and supporting accurate financial reporting.

Revenue recognition

Revenue recognition services that account for the complexities introduced by returns, gift cards, and similar transactions. Our approach ensures that your revenue is accurately recorded and compliant with accounting standards, providing a clear picture of financial performance amidst retail-specific challenges.

Multi-channel sales

Integration and financial management services for multi-channel sales encompassing physical stores, e-commerce platforms, and wholesale operations. We consolidate data from disparate systems, ensuring cohesive financial statements and insights that reflect the entirety of your sales landscape.

Exchange rate impact

Strategies and financial management practices designed to minimize the impact of exchange rate fluctuations on internal transactions. Our focus is on protecting your financial stability and operational profitability, regardless of the volatility in global currency markets.



They trust us

MAISON KITSUNÉ
PARIS



SPECTRE



PHILIPP PLEIN

Athletics^{FTWR}

PINKO

TARDINI[®]
DAL 1958 ALLIGATOR MISSISSIPPIENSIS
FATTO A MANO IN ITALIA

Kiton

OTB

Baccarat

DIESEL[®]



FRANKLIN
MARSHALL



Fidinam is an international firm, providing a wide range of services for companies, entrepreneurs and individuals.

We are here to help to design and implement your market-entry in Asia Pacific, to set up and to run your investments smoothly - so you can focus on your business' core activities.

Our corporate solutions include accounting, company secretarial, tax filing, HR and payroll. Benefit from our operational advisory and digital solutions to manage your business efficiently.

Furthermore, Fidnam provides international tax advisory as well as wealth and estate planning for individuals and families.

Our multi-cultural team of professionals has extensive knowledge and experience of both Asian and Western ways of business. You can find our Asian offices in Hong Kong, Singapore, Vietnam, China and Australia.

Looking for tailormade service and global resources? **Fidinam can help.**

Fidinam Group Worldwide

Room 1501, Prosperity Tower
39 Queen's Road Central
Hong Kong SAR

Our presence in Asia Pacific

Hong Kong Vietnam
China Australia
Singapore



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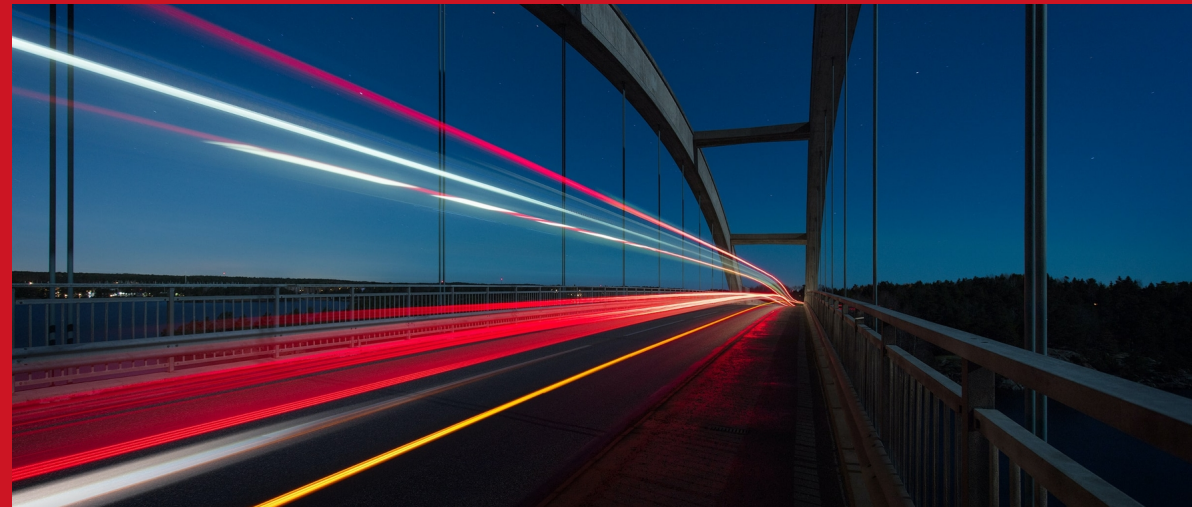
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