



This webinar will start  
promptly at 5:05 pm  
GMT/9:05 am PDT.

Thank you for your patience!







# IRVINE GATEWAY EXPERTS

*OPEN FOR BUSINESS*







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# Doing business in the US



## Frequently Ask Questions: Where do I start?



- How do I set up my company?
- Where should I incorporate my company?
- What bank should I use?
- How do I set up a bank account?
- How do I set up my personal accounts?
- I don't have a credit score?
- How do I transfer profits back to UK?

## What you need to know:



- Corporate set up – variety of vehicles and can be administration heavy
  - CPA or Attorney will be required
- Registering properly in US state will be important for tax purposes
  - Complexity of registration and adherence to taxation rules
- There's over 3,000 banks in CA
  - Knowing which bank is right for me
  - Knowing what type of credit to use can be daunting
    - Personal credit vs. business credit
- Cybersecurity – knowing what to look out for
- Foreign Exchange Risk – How do I reduce my risk.

# What I need to know?

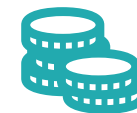


## Legal



- C-Corp
- S- Corp
- Limited Liability
- Partnership
- Industries regulations
- Risk management

## Accounting



- US Tax strategies
- Understanding US- GAAP rules
- Looking for the right CPA firm
- Transfer pricing understanding
- Filing financials and tax returns
- Corporation and Personal Tax planning

## Banking



- Which bank to use
- How do I open a business account
- How do I open a personal account
- Understanding banking rules & regulations
- How do I start a business score?
- How do I get a loan?

## Advisory



- Finding the right expert
- Understanding your needs
- Understand both markets

# What I need to know?



## Legal

C-Corp: Most common for foreign company

S- Corp: More common in the US

Limited Liability Company

Partnership or Limited Partnership

Industries regulations

Risk management

# What I need to know?



## Accounting



US Tax strategies

Understanding US- GAAP rules

Looking for the right CPA firm

Filling financials and tax returns

Corporation and Personal Tax planning

Transfer pricing understanding



# What I need to know?



## Banking



Which bank to use

How do I open a business account

How do I open a personal account

Understanding banking rules & regulations and due diligence

- ✓ Bank Secrecy Act
- ✓ Anti Money Laundering (AML)
- ✓ Office of Foreign Asset Control (OFAC)
- ✓ Know your customer (KYC)

How do I start a business score?

How do I get a loan?

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# What I need to know?



## Advisory



Finding the right expert

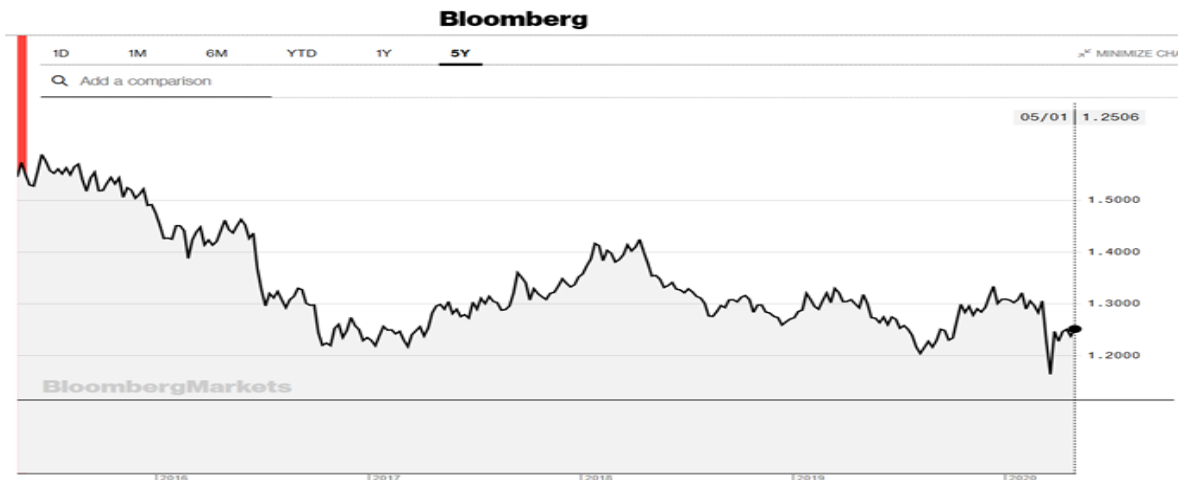
Understanding your  
needs

Understand both  
markets

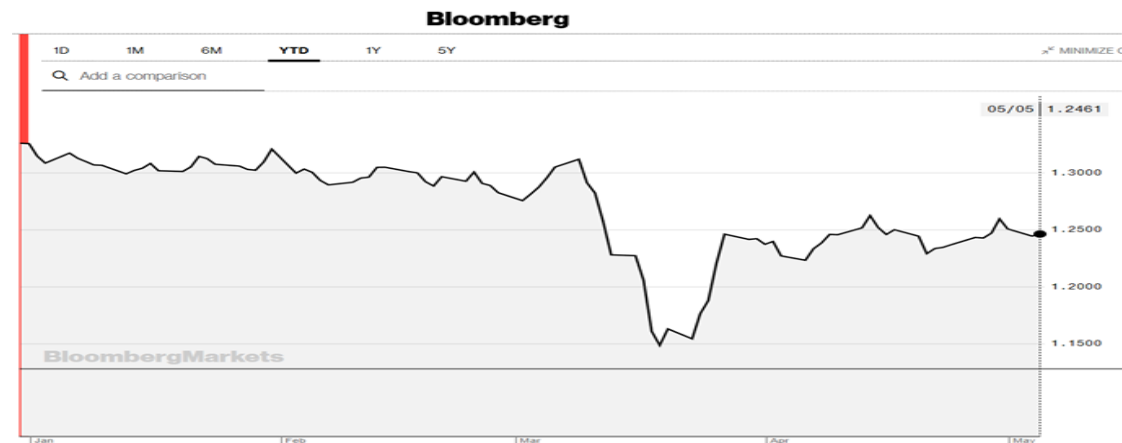
# FX Risk Awareness



GBP/USD last 5-years



GBP/USD 2020 year-to-date



# FX Risk Awareness

The value of your investment moves with the exchange rate

*Though it doesn't have to with effective FX mana*



- Put FX market risk into perspective
  - Stress test your cross-border investment & FX budget rates
  - assume 10-30% FX movement over the next year
- Understand FX Risk management choices & policy guidance
- Build efficiency & optimize your FX exposures
- Educate & coach yourself, and your team
- Consider using a specialist provider to get the above off your “to do list” and avoid costly missteps
- A specialist provider can help you achieve the following in a timely manner



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# How can we help?

## Our US office



### Corporate Finance Advisory



#### Market understanding

- Landscape of certain industries

#### •Market research

- The competitive landscape and competitors performance

#### •Capital Management

- Lending structure, placement and maintenance

#### •Banking Management

- Treasury Management
- Trade services
- Card services

#### •Financial Modeling

- Growth strategies
- Budget and pricing model

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# How can we help? Our US office



## International Banking Advisory



- US banking advisory services
- Account opening
- Country manager/administrative services
- US account maintenance and compliance
- Trade services:
  - Import/export
  - Letters of credit and banker's acceptances
  - Documents against payments
- Treasury management maintenance.
- Foreign exchange strategies



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# How can we help?

## Our US office



### Funding – Debt Placement-Lending



Types of debt placement/ lending vehicle:

- Asset-Based Lending or formula base
- Cash Flow Lending
- Loans or leases
  - For machinery and equipment
- Term loans
  - Commercial property, acquisition etc.



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# How can we help? Our US office



## Specialist Services

Due diligence on business acquisitions and disposals

Business valuations

Legal /Company formation

Accounting Services





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# How can we help? UK Office



## Consultancy



- Developing your strategy
- Action planning
- Providing an advisory board
- Improving your cashflow
- Process mapping
- Risk management
- Data privacy & GDPR

## Funding



- Preparing funding documentation
- Supporting loan applications
- Obtaining HMRC support for SEIS/EIS
- Introducing you to investors
- Closing the investment deal

## Finance



- Providing part time FDs
- Presenting your monthly accounts
- Preparing annual accounts
- Corporation and Personal Tax planning
- Making Tax Digital (MTD) & VAT returns

## Specialist Services



- Due diligence on business acquisitions and disposals
- Business valuations
- Legal
- Company formation, Registered Office and UK directors



When you are ready to continue your expansion plans...

Contact Linda DiMario, Executive Vice President, Greater Irvine Chamber, at [ldimario@irvinechamber.com](mailto:ldimario@irvinechamber.com).

