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From seed to speed



kpmg.pt

From seed to speed – We're here to help

All companies have their business cycle – from a startup to a mature company, each stage presents itself as a set of opportunities and challenges.

KPMG understands what it takes to succeed at each stage of your journey in this cycle, see how:



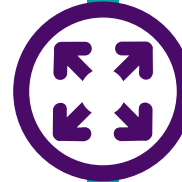
Project

Transforming entrepreneurial ideas into real business

At this stage, Companies are initiating their business and it is crucial to determinate the appropriate corporate structure and applicable tax framework.

According to our experience, in order to obtain tax efficiency, KPMG can assist you in the:

- definition of the corporate structure;
- analysis of the incentive framework and identification of the applicable regimes;
- identification of the tax and financial incentives available;
- determination of an efficient debt-to-equity structure;
- optimization of the VAT cash flow on the operations performed;
- optimization of the eventual real estate taxes burden;
- review of the financial and business model, from a tax perspective.



Creation

Supporting the startup of your business

At this stage, Companies are finishing their products for a first market application and typically are running to incentive programs.

As so, it is crucial to assure that the formalization and the implementation goes as foreseen in the investment project.

KPMG can support you in the:

- implementation of tax procedures;
- application to incentives;
- application to tax and financial incentives;
- alternative regimes to own the IP;
- complying with tax compliance obligations;
- simplification of tax obligations through automation;
- definition of salary packages.

Development

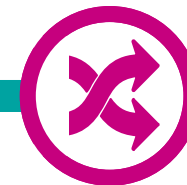
Improving operations and minimizing risks

At this stage, Companies have their product completed with some optimization undergoing resulting from client feedback.

The Companies are developing and adapting existing products for new customer segments, new geographies or new market applications. As such, the operations become more complex and the expansion to other markets is vital.

KPMG can help you regarding:

- application to incentives for research, development and innovation activities regarding new products and new productive processes;
- application to incentives – in Portugal and in the destination country – for international activities;
- tax implications arising from international mobility;
- due diligence processes;
- evaluation/design of transfer pricing policies and preparation of documentation;
- support in the submission of Advance Price Agreements;
- revision of the salary packages on international assignments;
- definition of an efficient corporate structure considering the international expansion.



Maturity

Planning the future

On a maturity stage Companies expand their product line with some optimization.

KPMG can help you with the:

- reorganization of the corporate and funding structure;
- transfer pricing valuations;
- analysis of the tax implications arising from M&A operations;
- tax efficient cash distribution to shareholders;
- tax efficient discontinuation of business units.