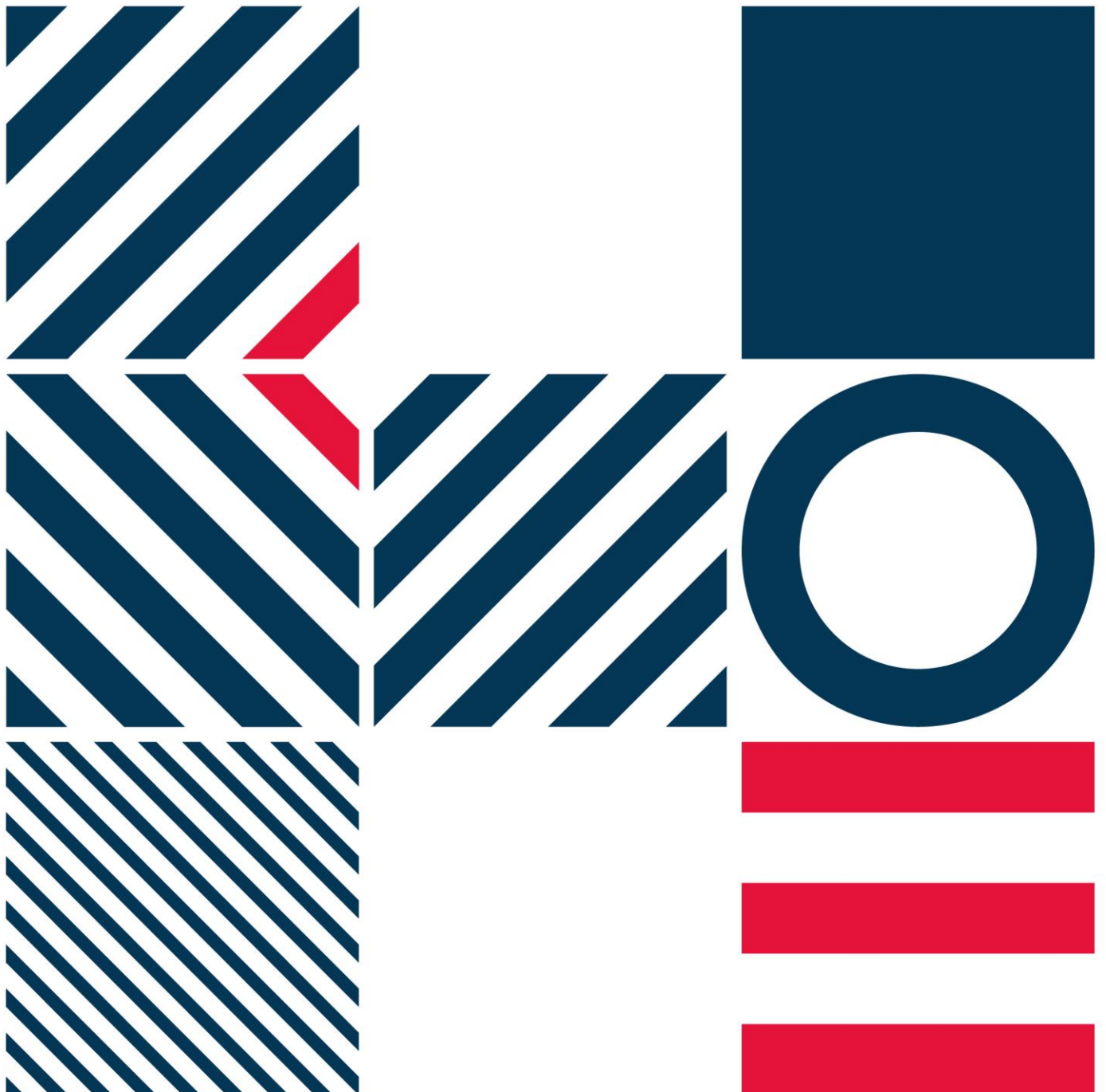


Retail Plus APAC



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We grow, protect and support operations for the world's best known retail and luxury brands into Asia.

The Asia potential

Asia is anticipated to remain attractive for international retail companies for many years to come. The IMF World Economic Outlook for developing and emerging Asia has consumption at USD 13.956 trillion in 2021 and an estimated USD 15.23 trillion in 2022.

Currently valued at USD 1 trillion, the Asian retail market is expected to perform at an annual growth rate of 7 percent, eventually reaching a value of USD 2 trillion by the end of 2022, forecasted by HSBC.

By 2050, Asia is expected to account for more than half of global consumer expenditure: it is the continent driving growth of the global retailing industry. For this reason, international retailers want direct access, and Hawksford can provide the back-office support, ongoing services, and professional guidance to enable success in accessing this thriving market.

Trends and opportunities for retail companies

Given the great potential in terms of population and economic growth, Asia is becoming the backbone of the world's economy. Of the global retail industry, China is expected to account for 25% of

sales growth over the next five years, followed by the US (21%) and India (10%), according to Euromonitor International.

Hong Kong, China, and Singapore retail markets have something in common: online sales have become a big part of the retail business. The global growing trend of eCommerce is the major driver of China's retail economy, accounting for almost 25% of the country's total retail sales in 2021. Singapore is also the hub for cross-border shopping in Southeast Asia, half of the online shoppers in Southeast Asia make their purchases cross-border.

We follow retail business in APAC from their birth (company setup) to the first step in the business (bank account opening, staff hiring, accounting and HR setup) to development (liaising with landlords and commercial counterparts) to ongoing maintenance as well as advanced services that go beyond statutory compliance (management reporting, cash flow, staff management) to ad-hoc projects/operations (shop and warehouse stock takes, lease renewals, staff termination).

Success case study: Moleskine

Moleskine is an Italian manufacturer, papermaker and

product designer founded in 1997, based in Milan, Italy. It produces and designs luxury notebooks, planners, sketchbooks, leather backpacks, journals, wallets and various accessories and stationery.

Moleskine Hong Kong opened in 2011, Shanghai in 2012, Singapore in 2013, and Japan in 2014. They now employ around 100 people in Asia.

The challenge

Moleskine used to work with distributors to sell its products in Asia. As the business began to develop, Moleskine HQ decided to open its own companies in Asia to gain better control of its brand and to understand its customers better. Compliance and operational requirements are vastly different across Asia. Moleskine needed a corporate services provider able to understand the different market dynamics and compliance requirements and provide much needed local knowledge and administrative support.

What did Hawksford do?

Hawksford assisted Moleskine with the opening of five companies in Hong Kong, China, Singapore, Korea, and Japan. Hawksford's local teams were able to provide regional expertise and on-the-ground support. Hawksford continues to provide accounting, company secretarial

and HR services to all Moleskine companies, spanning five countries and supporting several stores across the region. Moleskine Hong Kong and China require extensive support, due to significant turnover from B2B, retail and eCommerce.

How can Hawksford help retail companies in APAC?

Hawksford has helped many national retail companies to expand in Asia. Such as A. Testoni, Boggi, Ferrari, Max Mara, Mulberry, Rossignol, Stella McCartney, Shanghai Tang, Creed, Monnalisa and many more. These retail giants all have different strategies for Asia, but they have one thing in common: they prefer to work with one service provider that covers their needs across multiple jurisdictions. Hawksford's considerable corporate services expertise, range of high-quality services in different Asian cities, and track record for delivery is why so many retail clients trust us with their operations, enabling them to focus on what they do best – the business itself.

With healthy economies and increasing government incentives for retail growth, Asia remains the centre of the international retail market. We work with an unrivalled number of fashion and luxury brands from all over the world who rely completely on us to take away the burden of back-office activities such as company incorporation and corporate compliance, management reporting/accounting, tax, payroll, and immigration. Our mission is to ensure that brands can concentrate most of their financial and human resources to success and expansion in Asia.

About Hawksford

Our experienced teams work across multiple offices in Hong Kong, Singapore, and China directly as well as through extensive networks in several other Asia Pacific jurisdictions to deliver effective administration and structured solutions for regional and international clients with the ambition to grow, expand and think big.

Bringing over 10 years of know-how in Asia we offer our clients increased flexibility, scalability, and access to the major economies of Asia giving us a leading edge in key growth markets. With 200 staff across Asia and 450 globally, including 30 Italian professionals based in different offices, our people are experienced, highly qualified and multi-lingual covering over 20 nationalities and 22 languages. Our ingrained culture of entrepreneurialism means we are perfectly positioned to work with ambitious entrepreneurs, multinational companies, and SMEs, partnering with you for growth and helping you make the most of your commercial decisions and business objectives.

What services do we offer?

Business Establishment & Corporate Compliance:

We facilitate businesses to tap into APAC markets by providing:

- Incorporation of new entities/company formation (ie. sole-proprietorship, RO, LLP, LLC, branch, subsidiary, WFOE or JV)
- Corporate secretarial services
- Annual compliance
- Bank account opening
- Business license applications and trademark registrations
- Board & committee meeting support
- Data Protection Services

- Corporate governance
- Non-Executive Director services

Tax and Accounting

We provide ongoing business support with services and expertise in:

- Tax compliance
- Bookkeeping and preparation of year-end financial statements
- Corporate tax return preparation and filing
- Personal tax filling
- Temporary CFO
- Cash flow management
- Bank payment and treasury services

HR & Payroll, Immigration Advisory

We help entrepreneurs, business owners and foreign firms navigate APAC's payroll and immigration regulations:

- Payroll services (Basic/Advanced/Pro)
- Employees' enrolment
- Recruitment and termination services
- Social contribution management
- Immigration and Visa services (Employment/Investor/Dependant Visas)

Outsourced Administration Management Services

We manage your business' every need and operations beyond statutory assistance, covering for you:

- Special Project Management (shop opening, stock-taking) Liaising with suppliers and/or commercial counterparts
- Billing and credit recovery services
- Ad-hoc management reporting
- Staff management (appraisal, compensation & benefits)
- Local Government Subsidies application support



Hawksford

Contact us

For more information, please get in touch with any of the team below



Dario Acconci

Managing Director, Southeast Asia
T +65 6922 7688
E Dario.acconci@hawksford.com

Dario started his career in Hong Kong in 2003 working for an international law firm and developed a deep experience in assisting foreign investments into China, Hong Kong and Southeast Asia advising clients in connection to various aspects ranging from corporate, commercial to labour law. He has built a practice of multinational clients and a strong reputation of adviser to the board of several fashion and luxury brands.



Fabio Stella

Head of Sales & Business Development, China
T +86 21 6313 9223
E Fabio.stella@hawksford.com

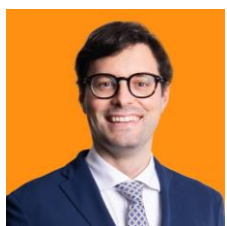
Fabio graduated in International Law, business, and politics before moving to China in 2012 for a course on Intellectual Property (IP) and Foreign Direct Investment (FDI) at Peking University. He started his career at the China-Italy Chamber of Commerce where he also acted as Board Director for two terms. Fabio now heads China's Business Development activities while acting as Financial Responsible Person & Company Supervisor for several Chinese subsidiaries of Global Retail clients.



Salvatore di Chiara

Head of Account Management, Singapore
T +39 33426 88012
E Salvatore.dichiara@hawksford.com

Salvatore is a qualified Certified Public accountant in Italy and gained substantial experience in strategic, commercial, and operational advice for large European corporations investing in Asia. Salvatore supervises and coordinates the accounting and tax team, advising local and international clients in Singapore and Malaysia, with a focus on Industrial Investments, Oil & Gas, ICT and Luxury.



Francesco Montonati

Director, Hong Kong
T +852 2915 8198
E Francesco.montonati@hawksford.com

An International Law graduate, Francesco started his career at the Italian Chamber of Commerce in HK & Macau. He joined Hawksford in 2013 and has been working in both Hong Kong and Shanghai offices. Francesco has extensively supported the establishment and business operations of foreign companies across China, providing comprehensive advisory with outsourced administration services.

Thinking beyond tomorrow

**We help clients to make the most of
their business decisions and wealth.**

We take on the burden of regulatory, financial and tax compliance, and corporate governance to enable our clients to focus on managing their business interests and creating wealth.

We've helped families to take care of their wealth, entrepreneurs to succeed, multinational companies to transact and operate, and funds to maximise their returns.

www.hawksford.com