



# “IF YOU’RE DUTCH, DEAL WITH THE UK.”

“There are many reasons for Dutch businesses to deal with the UK now and after Brexit. For example the UK has a low rate of corporation tax, which will fall to 17% by 2020. There is also the ‘patent box’, which allows companies to pay just 10% corporation tax on profits earned from patented inventions.

“Britain has a free market in corporate control, and the fact that Dutch people speak English well, and English people generally have a positive view of Dutch people, gives them an advantage over other non-English speaking investors. In 2018, 10% of global mergers and acquisitions involved a British firm as a target and the weak pound caused by traders selling British assets has made takeover targets cheaper.

“Harrison Clark Rickerbys operates from eight offices in the UK. Our roots go back to 1796 and we now have over 500 staff. We are well connected to businesses in the UK and with vast international experience can support you to deal with the UK now and after Brexit.”

## CONTACT:



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# Doing business in the UK?

## Your questions answered:

### How do I set up a company in the United Kingdom?

Setting up a business in the UK is relatively easy but it's important to know that you only need to register the company if there is a physical presence in the United Kingdom, so you don't need to register if you are just importing or exporting.

The only condition for establishing a business is that it must have an address within the United Kingdom. You can set up a Limited Company (Ltd) or a Limited Liability Partnership (LLP) – talk to us about the difference and the relevance of both to your business plan. We can also help you with the set up and we'll always be honest and tell you if we think you don't need to bother.

Some Dutch companies ask about the British Commercial Register- this is what the English call Companies House, and that's where you register your UK company. You also need to register with HMRC, the tax office.

### How do I get started as a self-employed person in the United Kingdom?

An independent entrepreneur is called a Sole Trader in the United Kingdom. This has its own set of rules that we can talk to you about.



### Do I need a bank account?

If you want to do business in the UK, it may be necessary to open a UK business bank account. Each bank has its own procedure, and we can assist you.

### Do I need to join a UK trade association?

We can help you find the trade association that is relevant to you. Since there are many trade guilds that are just 'talking shops' we can help you weed out the irrelevant or useless ones.

### I need to work with an importer or distributor in the UK, how do I do that?

We can help you vet your partners or make introductions to new partners if required. Similarly, you might wish for us to investigate your commercial agent in the United Kingdom.

### What do I need to know about product requirements?

The UK is still subject to EU regulations, and your counsel in the Netherlands can help with that. But the UK has its own rules, and this becomes more important after Brexit. You don't need to worry, as we can help you comply with these.

### What if I want to employ UK staff?

For now, the United Kingdom is still part of the EU. This means that there is free movement of employees and you can have Dutch staff working in the United Kingdom, for the time being. Obviously they need to comply with UK employment law, and we have a team of employment and immigration lawyers who can help with that.



# Fixed price international services

We offer a range of services at a fixed price:



## Counterparty due diligence

This involves investigation into a company you might wish to work with. It covers legal, commercial (and sometimes political) investigation into the entity, and usually some investigation into the individual behind that entity.



## Contract acclimatisation

We take a contract that you are comfortable with, for example a supply contract or a distribution contract, and make sure it works in a foreign country. At the very least we check that the dispute resolution and execution blocks work, and consider any clauses that might be inapplicable (or perhaps even illegal) to enforce in that country.



## Translation and naming

This is often part of contract acclimatisation but is also a standalone service. When it comes to the law, word-for-word language translation simply isn't good enough. Because we translate with context, we ensure that the translation is sensitive to the specific legal meanings of words, and also that an appropriate language clause is inserted into the contract where necessary.

We also provide a naming service where a new brand needs to be invented for use in China.



## Compliance

We make sure your operations are being conducted in accordance with local requirements and highlight any risks or issues you might not have known to ask about.

# WE'VE GOT YOUR BUSINESS COVERED

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