

## Good advice doesn't have to be expensive

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## Starting position

Brexit, however it is implemented, is an emotive subject. And it leaves all those who have commercial dealings with the United Kingdom, scratching their heads.

## Questions and answers

What, for example, should a businessman do who wants to take on staff, set up a branch, find business partners, conduct contract negotiations in the UK? Or who would like to acquire clients, launch new services and invest in the UK?

Much is uncertain, strategies are up in the air. It's true that all kinds of emergency plans exist, but these are of limited use given that no one knows exactly what we have to guard against. Trial runs have shown, for example, that resources in terms of staff and infrastructure at ferry ports are insufficient to handle cross-border freight transport if customs checks should be reintroduced. Great legal and therefore also planning uncertainty reigns on both sides of the Channel.

## Facts

Planning uncertainty is a major problem for small and medium-sized businesses in particular. According to British economists, the harder Brexit is, the greater the effect on the economy will be. In spite of this, the majority of Members of Parliament voted against the deal proposed by Prime Minister May and thus made the uncertainty even greater.

Be that as it may: in all likelihood the UK's exit from the EU will take place on 29 March 2019. It still remains a possibility that there will be a delay in order to gain time to broker a soft Brexit capable of commanding a majority. A soft Brexit with a transition phase, a "no deal", a regulated hard Brexit, a delay, a new referendum – no one can currently say what the route which is finally chosen, would mean. The only thing that is certain is that the damage in any event will have to be limited as well as possible. Politicians in London and Brussels might have time to play poker, but businessmen don't.



## Our help

This is where Confides AG steps into the breach. The London branch of the Swiss business consultants has been well acquainted with British case law and the business environment in the UK for many years. It undertakes many different tasks for clients and can therefore take a lot of the pressure off them. Above all, however, they offer a way out of the current uncertainty. Confides London specialises predominantly in the following business areas:

- Setting up companies at local level
- Local payroll accounting, national insurance and all the necessary administrative work (staff contracts, payroll accounting, tax etc.)
- In the case of cross-border employment, allocation to the social security systems
- Accounting and various financial statements
- Conducting contract negotiations
- Tax declarations of all kinds (VAT / income tax / corporation tax)
- Coordinating cross-border transactions (transfer prices)
- And many other typical tasks associated with a new permanent establishment/branch