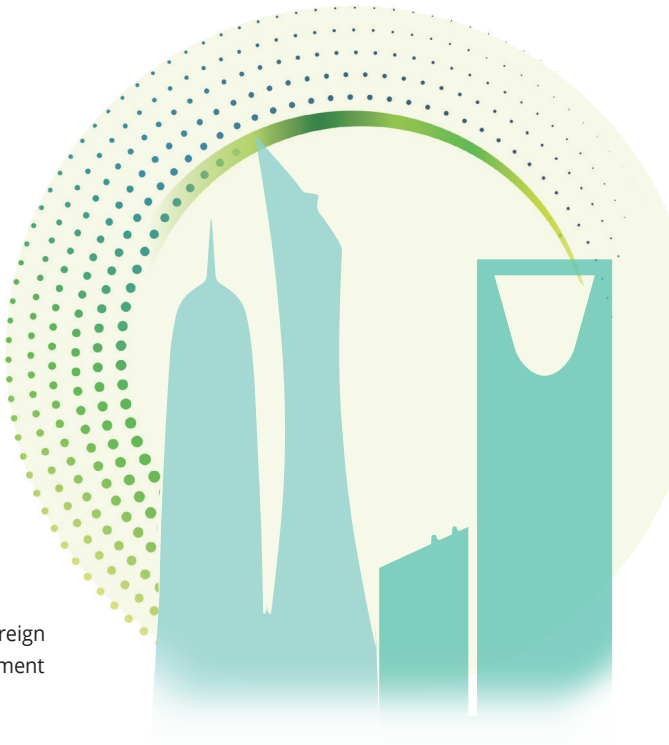


The Qatar and Kingdom of Saudi Arabia Business Corridor Program



Business Establishment and tax considerations

In recent years, the Kingdom of Saudi Arabia (KSA) has made significant strides to diversify its economy – a goal represented in the Vision 2030 framework and exemplified through groundbreaking projects such as the smart city project NEOM. As the Kingdom welcomes foreign investments, there is an opportunity for Qatari businesses to play a vital role in the development of this market. With shared cultural values, geographical proximity, and a historical working relationship, Qatari businesses have a great opportunity to further develop their business.

The Deloitte Qatar and KSA Business Corridor program

Deloitte has launched a comprehensive program tailored to support and facilitate the journey of Qatari businesses looking to venture into KSA. The Qatar and KSA Business Corridor program is aimed at assisting Qatari businesses in understanding and navigating the complexities of the KSA market through a comprehensive suite of resources and local experts for successful market entry and expansion.

Key features of the program



In-depth Welcome Presentation

A 90-minute welcome presentation will be conducted by a team of experts, who will provide an overview of doing business in KSA. This will include the legal entity regimes, tax regulations, incentive programs, immigration, and human capital mobility, among others. This is a crucial step understanding the specific business need to support you in making informed business decisions.



Tailored Business Strategies

The program provides bespoke strategies designed to align with the unique objectives and requirements of your business to increase probability for success.



Strategic Partnership Opportunities

The program facilitates networking and partnership opportunities with key players in the KSA market, providing a platform for Qatari businesses to establish strong business relationships.



Team of local experts

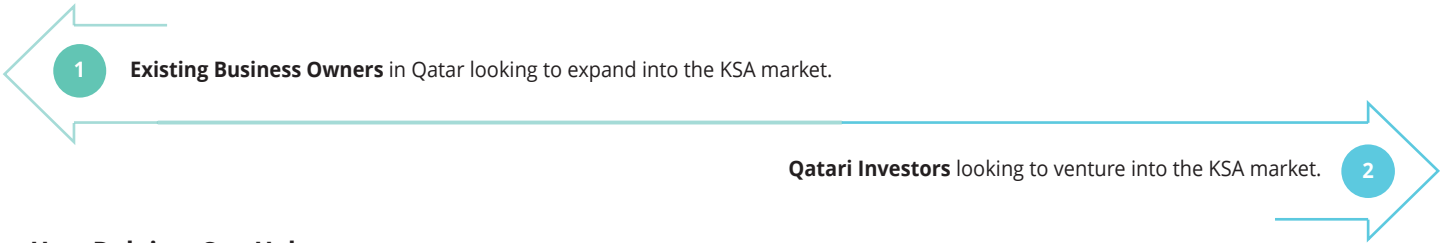
This will provide you with on-demand access to Deloitte professionals that provide a suite of services that can be tailored to your specific requirements.



Thought Leadership Materials

Access our library of thought leadership materials and alerts on the developments across KSA. We will help you stay informed with the current industry trends, regulatory changes and strategic insights that could directly impact your business decisions.

Who could benefit from this program



How Deloitte Can Help

Deloitte’s experts are dedicated to providing confidence in markets and finding innovative solutions that contribute to a stronger economy and healthier society. Our team of experts are available to guide your journey into the KSA market:

- **Designing the Optimal Investment and Operating Structure:** We will collaborate with you to design an efficient investment and operating structure specifically tailored to your business objectives.
- **Implementing the Design:** From setting up legal entities to providing immigration support for human capital onboarding, we will ensure a seamless transition into the KSA market.
- **Maintaining the Legal Entity:** Entrust us with the essential tasks, so you can focus on driving your business forward. Deloitte provides extended support services as follows:

Tax services

- Advising on general tax matters
- Guidance on tax incentives and exchange controls
- Providing an efficient way of handling your tax compliance workload and meeting tax deadlines. We can bundle our services with finance and accounting to create a turnkey compliance and reporting solution
- Providing a full suite of tax services including Transfer Pricing, Indirect Tax (Customs and Global Trade Advisory, VAT and Excise Tax), Tax Management Consulting, Business Tax, Global Employer Services, Business Process Solutions, International and M&A Tax

Global Employer services

- Employment and Labor compliance and regulations
- Human Resources strategy and workforce planning
- Saudization and government initiative programs
- End-to-end immigration compliance and services advisory
- Immigration technology solutions
- Reward strategies around executive talent retention schemes
- Benchmarking and policy review

Finance and accounting

- Bookkeeping and Arabic accounting
- Financial reporting and controlling
- Budgeting and forecasting
- Account’s receivables, payables and credit management
- Treasury and cash management
- Local GAAP convergence
- Support the external auditors and tax consultants

Human resource and payroll

- Entry and exit briefings
- Payroll management system support
- Social insurance compliance
- Leave management tracking
- Benefits administration

Other corporate secretarial services

- Execution of set up plan
- Registration with the relevant authorities
- Secure a suitable office space
- Connect with banks
- Drafting of statutory documents for e.g. minutes of meeting
- Register statutory changes with the relevant authorities
- Renewal of commercial licenses (MISA, MOCI, etc.)

Business and process technology

- Flexible technology services for immediate mobilization and continuation of required technologies:
 - ERP implementation and support
 - Robotic process automation
 - HR and payroll system implementation
 - Business Intelligence systems or services
 - Data analytics tools and services
 - Digital workflow automation
 - Project management services
 - Technology staff augmentation

Contacts

Get in touch with our experts based in Qatar if you would like to discuss your specific business requirements or get more information on the program.



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