

# Expanding to the US?

The US is a critical market for many growing businesses. Entering the US can come with complexities related to structure, people and growth. Getting these right up front can save significant time and cost in the long run, allowing you to focus on what is most important to your business.

We have developed an approach to help private, entrepreneurial and growing businesses to navigate these first steps in international expansion. Some key questions to think about are set out below.

## 01

### Structure

- When do you need to set up a presence in the US?
- What type of entity should you choose?
- What are the US tax filing requirements?
- How will I contract with employees and customers?

## 02

### People

- Will you need to relocate or hire people in the US?
- What are the local employment requirements?
- What are the employee tax filing requirements?
- What are the personal tax issues for employees?

## 03

### Expansion, capital raising, exit planning

- How will the US operations be funded?
- Where will IP be generated and owned?
- Organic growth or growth through acquisition?
- What is the exit plan?

## Our approach to help you set up and succeed overseas



Workshop to understand your business and objectives for US expansion



Preparation of a concept pack with recommended starting structure



Implementation and ongoing support

## Why choose PwC?

Growing a business can be demanding, exhilarating, and intensely personal. No matter where your business is on its journey to success, we can be at your side with the insights and solutions you need to stay fit for growth and moving forward at the right pace.

## Interested in learning more?



**Rohit Raghavan**  
Partner  
rohit.raghavan@pwc.com  
+61 403 042 899



**Clementine Thompson**  
Partner  
clementine.thompson@pwc.com  
+61 413 089 431



© 2021 PricewaterhouseCoopers. All rights reserved. PwC refers to the Australia member firm, and may sometimes refer to the PwC network. Each member firm is a separate legal entity. Please see [www.pwc.com/structure](http://www.pwc.com/structure) for further details.

This content is for general information purposes only, and should not be used as a substitute for consultation with professional advisors. Liability limited by a scheme approved under Professional Standards Legislation

PWC200310464