



**Business Support Solutions
for the
Foreign Direct Investment
Sector**

More Than Just Compliance Providers

“ Crowleys DFK’s technical ability is a match for many other Foreign Direct Investment advisors. Where I believe we excel is spending the time to get to know the investing company and its people and instil in them the peace of mind that their compliance and advisory needs are really being looked after by people who care.

Crowleys DFK has been the first port of call for many Foreign Direct Investment companies looking to explore the possibilities of choosing Ireland as a location to service their business. We have become very good at knowing what these companies typically want and need.

When a company first comes to us, they are already aware of Ireland’s success as a hub for Foreign Direct Investment and of many of the incentives we have to offer. Our initial role is to help and encourage them to take a deeper dive into each of these incentives (e.g. 12.5% Corporate Tax rate) and to look at many more they may not be aware of (e.g. R&D tax credits, Knowledge Development Box, expatriate tax incentives, to name a few).

Once a company proceeds into the next stage of their investment journey and visit Ireland, we will meet with the company executives and get a solid understanding of their business. This in turn allows us to recommend local banks, legal advisors, property agents, insurance companies, planning consultants, engineers etc. that we believe will best suit the ethos and culture of the company.

We have rarely met an advance party that touches down in Ireland who doesn’t want to check out the evening social scene and experience first-hand the vast array of world-class restaurants and bars on offer. This gives them a non-business perspective on the city or town where their business will operate and where their people are going to be living. We set this social agenda for them and it serves too as a great platform for us to get to know each other further.

When a company has decided on their corporate structure and group functions to service from Ireland, we can draw on the expertise of our specialists across the firm e.g. Cloud Accounting team to provide outsourced accounting services, Global Mobility & People Services team to advise on tax and social security obligations for inbound employees, HR consultants for recruitment and employment law assistance, IT consultants to assist with system selection and implementation. This ‘one-stop-shop’ service offering is commented on frequently by investing companies when we carry out a post-implementation review on their new Irish operation.

At Crowleys DFK, investing companies will always get the personal touch and we are never just faceless names at the other end of the phone. Our aim is to become your long-term trusted advisor. ”

Edward Murphy
Partner & Head of Tax
Services and FDI Services



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A Little About Crowleys DFK



CrowleysDFK 



Service Areas

Accounting & Financial Advisory
Audit & Assurance
Consulting
Outsourcing
Risk Consulting

Tax

Markets Served

Foreign Direct Investment

Small & Medium-Sized Enterprises
Technology
Property & Construction
Manufacturing
Retail & Distribution

Resources

11 Partners
120+ Staff

Tax Expertise

- Corporate tax
- International tax
- VAT
- R&D tax reliefs
- Knowledge Development Box (KDB)
- Transfer pricing
- IP structuring
- Capital tax
- Relevant contracts tax
- Withholding tax
- Personal tax



We are an independent member of DFK International

DFK International (“DFK”) is a major international association of independent accounting firms and business advisers that has been meeting the needs of clients with interests in more than one country for over 50 years.

Our DFK membership provides our clients with an integrated and robust global delivery mechanism across the world.

When DFK member firms work together on cross border assignments we operate as one team. This is a powerful and important feature, which saves clients time, money and allows resources to be best utilised.

It allows our clients to deal with their worldwide affairs through one point of contact. They can either deal with us for all their needs or we can connect them to our trusted contacts in other geographies and they can deal with them directly.

We can ensure access to international tax and other specialists



Why Work With Us

We have built our reputation on our ability to deliver professional services based on our promises



01 Subject matter experts

Our talented tax people are proven subject matter **experts in specialist tax areas** including corporate taxation, R&D tax credits, VAT, withholding taxes and dividends.

02 Meeting your short and long term objectives

Our approach is to **act as a business advisor** to our clients during key decisions. By having a dedicated team of people who understand your business we can ensure that we are always on-hand to answer your crucial questions at the point when you need it as well as assisting with planning for your long term business objectives.

03 Reputation through delivery

At Crowleys DFK we pride ourselves on our ability to work closely with our clients to genuinely understand their business. By **aligning our key people and skills** with yours we can ensure you get the **proactive advice** required when you need it.

04 Global reach

The global reach of the DFK International network means that we can provide local market knowledge as well as financial advisory, compliance and strategic solutions during all stages of your business lifecycle.

Fastest growing economy in the Eurozone.

Youngest population in Europe.

12.5% Corporation Tax.

4th most competitive economy in the EU.

In the **top 10** most innovative countries in the EU.

2nd in the world for quality of life

4th highest international workforce in Europe.

Highest level of STEM graduates per capita in the EU among 20-29 year olds.

1st in the world for investment incentives.





1st in the world

for labour productivity.

Only English speaking country in the Eurozone.

Double taxation agreements

with 76 countries.

32%

of software developers in Ireland are women (2% above EU average).

55.4%

have third level education compared to EU average of 39.4%.

The world's first OECD Compliant **Knowledge Development Box**

at a rate of 6.25%.

25% R&D tax credit plus R&D grants.

200 different nationalities

Represented in Ireland.

Proven Track Record

Ireland has a proven track record as a successful location for multinational companies from around the world

IBM's Global Location Trends ranks Ireland **3rd for attracting high value FDI projects.**

1/3 of multinationals in Ireland have had operations in the country for over 20 years, illustrating the **longevity, resilience** and **commitment** of MNCs to Ireland.

14/15 of the World's Top Medical Technology Companies

All of the World's Top 5 Global Software Companies

6/10 of the World's Top Cyber Security Companies

9/10 of the Top US Technology Companies

All of the World's Top 5 Industrial Automation Companies

8/10 of the World's Top Financial Services Companies

9/10 of the World's Top Pharmaceutical Companies





*At Crowleys DFK, we have a
wealth of experience
advising and working with
companies locating to
Ireland*

We are proud of the reputation and long term relationships we have built with our Foreign Direct Investment clients over the years. They represent a **diverse range of today's most innovative and high-performing industries and sectors**, including the SME sector, information and communications technology, e-commerce, life sciences, manufacturing and consumer products.

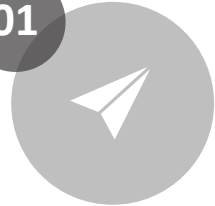
We have particular experience working with FDI clients in the SME and Family-Owned Business sectors.

Our experienced team advises on how best to structure Irish operations and on dealing with Irish tax and company obligations. Once set up, we can provide a full range of compliance, tax planning and advisory services.

Our nationwide presence in Ireland and international reach through DFK International means that we can offer **local advice supported by a broader knowledge of international financial reporting**. Our clients say that this gives them a "joined up" service.

Services to FDI Clients

01



Initial Work

- Incorporation of new company
- Taxes registration for the purposes of Corporation Tax, Employer Tax and Value Added Tax (VAT)
- Assistance opening a Bank account
- Initial tax planning & IP structuring advice
- Tax compliance services for inbound employees
- Advising on social security requirements & expatriate tax incentives
- Facilitate introductions to our network of trusted professional services providers including Banking, Legal, Insurance & Real Estate

02



Tax Planning & Advisory

- International tax planning & structuring
- Tax efficient IP structuring
- VAT
- R&D tax credits
- Knowledge Development Box (KDB)
- Relevant contracts tax (RCT)
- Capital taxes (CAT, CGT)
- Withholding tax
- Double tax agreements
- Tax audits and special investigations
- Transfer pricing

03



Statutory Compliance

- Preparation of annual financial statements
- Statutory audit
- Coordinating and planning audit of foreign subsidiaries including preparation and communication of group audit instructions to component auditors
- Consolidation reporting to parent company and parent company auditors
- Corporation tax annual compliance
- Company secretarial compliance
- Provision of registered office

04



Accounting & Financial Advisory

- Management accounts and reporting
- Outsourced bookkeeping and VAT returns
- Outsourced payroll (domestic and international)
- Budgetary control and planning
- Designing and implementing new financial processes

Tax Planning & Advisory Services



Tailored Tax Planning and Advisory Services

Meeting deadlines and knowing when and how liabilities occur are vital to running your business. We offer compliance and long term planning services across all areas of tax.



Specialist Team

Our team of tax specialists provide tailored solutions that focus on your specific business goals and industry requirements.



Our Services

- Corporate Tax
- VAT
- Relevant Contracts Tax (RCT)
- Global Mobility and Employment Tax Advisory
- Capital Taxes (CAT, CGT)
- Withholding Tax
- Tax Advisory including Double Tax Agreements
- R&D Tax Credits
- Knowledge Development Box
- Transfer pricing



Edward Murphy
Partner, Tax Services

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Edward is Head of the firm's Tax Department.

Advising both multinational and indigenous organisations, he specialises in the areas of international corporate structuring, VAT, employment tax issues and property transactions.

His distinctively professional style and personal approach, allows him to build strong relationships with clients. He believes that by having a deep understanding of his clients' objectives, he can provide advice that is commercially effective.

Edward sits on the joint Revenue Commissioners/Irish Tax Institute sub-committee at district level and has an excellent relationship with the Revenue Commissioners.



Tony Cooney
Partner, Audit & Assurance

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Tony is a Partner in the firm's Audit & Assurance Department.

With over 30 years' experience, Tony has a wealth of experience providing practical advice to clients on financial reporting, technical accounting, corporate governance, audit and assurance and risk and governance.

Tony's external audit client portfolio includes SMEs, branches of overseas and multinational companies, private companies, charities, credit unions and public sector bodies.

Statutory Compliance Services



Experience and Track Record

We have developed a very high level of experience providing annual compliance services to clients comprised of international companies, SMEs and family owned businesses.

We aim to deliver our compliance service as an integral process to ensure timelines are met and maximum efficiencies are achieved.



Specialist Team

Our highly skilled and experienced compliance team are proactive, supportive, independent and 'best value' driven. They will serve in your best interests and will deliver the highest standards of professionalism.

Accounting & Financial Advisory



Tailored Solutions

In today's dynamic business environment, more and more organisations are seeking robust solutions for their accounting and related financial processes. At Crowleys DFK we can help with our professional and tailored outsourced solutions.

From managing your entire finance function to elements of it, including implementing your cloud accounting software, we will structure a tailored solution which will create both value and cost savings.



Our Services

- Cloud Accounting (Xero)
- Management accounts and reporting
- Bookkeeping
- VAT compliance
- Budgetary control
- Payroll
- Company secretarial



Colette Nagle
Partner, Accounting & Financial Advisory

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Colette heads our Accounting & Financial Advisory Services.

Combining her expert knowledge in financial accounting, management reporting and risk management with her extensive track record in strategic business planning and business restructuring, Colette supports her clients through every stage of their business life cycle.

Colette is highly regarded by her clients for her expertise, depth of knowledge and professionalism. From the local business owner to the large public sector organisation, Colette gives each client the same level of attention and quality advice.



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Consulting Services



Consulting Services

At Crowleys DFK our Consulting team have the financial and business strategy skills to support businesses as they adapt to the challenges posed by today's rapidly changing business environment. Our Consulting services are specifically designed to help your business develop and achieve your goals.



Our Services

- Business Consultancy
- Business Process Transformation
- Technology Consulting (incl. System Selection and Implementation)
- Project Management
- Human Resources (incl. Recruitment, Selection and Employment Law Queries)

Case Studies



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This New York based software development company chose Dublin as its EU base to develop a new suite of software products.

We advised the company on the **optimum corporate structure**, with the objective of qualifying for Ireland's **corporate tax rate of 6.25%** available for activities within the **Knowledge Development Box (KDB)**.

In addition we assisted the company with decisions to assign, **transfer or retire existing IP**, establish separate group companies for developing new IP, advised on re-location of US/Non-US employees.

Working with Enigma's other tax and legal advisers (in various jurisdictions) we advised on **share-for-share group transaction** and associated **Stamp Duty Relief** advices and claim.

We provide a fully outsourced finance function to our client who has no in-house finance staff.

Working with the US based Group CFO, services we now provide:

1. Monthly payroll and management reporting services.
2. VAT advisory with regard to its e-commerce resellers.
3. Statutory audit & preparation of statutory financial statements.
4. Corporation tax.

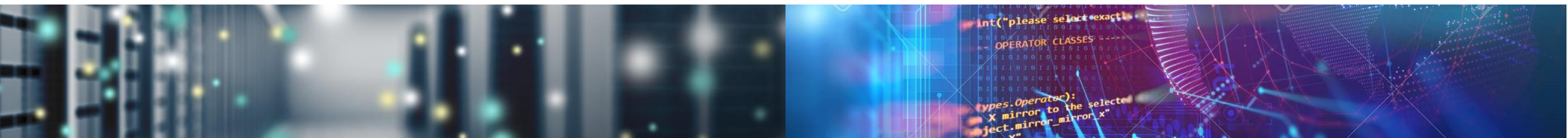
We are trusted advisors at the Board table providing continuous advisory services within the team of tax advisers, accountants and lawyers from several countries.

This San Francisco based group uses Kubernetes-native architecture to provide Security and Observability as code.

One of the US Directors had a previous successful experience in Ireland with a similarly structured group. We were asked to assist in setting up their European operation, in Ireland. We advised and prepared their inter-company services agreement with their US parent company.

We now provide the company with a suite of services, including:

1. Monthly payroll (headcount from 0 to +25 since January 2021).
2. VAT and management accounting services.
3. Preparation and audit of statutory financial statements.
4. Corporate tax compliance.
5. R&D claims.
6. Corporate compliance with Companies Registration Office.
7. Ad-hoc tax consultancy advices on various tax and other matters.



This Atlanta based data-hosting provider required assistance in setting up a European operation in Ireland.

As well as the low corporate tax rate, Ireland was chosen because of the IP connection speed required to deliver the Infrastructure as a Service (IaaS) solution to their customers.

After meeting with the company executives in Ireland, we assisted the company with forming the Irish company and registering it for taxes. We also attended the initial on-site Irish Revenue Value Added Tax (VAT) verification visit.

We now provide the company with a suite of services, including:

1. Monthly payroll, VAT and management accounting services.
2. Preparation and audit of statutory financial statements.
3. Corporate tax compliance.
4. Corporate compliance with Companies Registration Office.

We also provide the company with ad-hoc tax consultancy advices on various matters including VAT and withholding taxes.

Leading technology company, which effectively onboards teams to implement and integrate new SaaS tools, from start-ups to leading global enterprises.

The group comprises companies in Ireland, USA and South Africa as well as employees in 8 other countries.

We provide a fully outsourced group finance function. Our work includes the following: bookkeeping, management reporting, financial reporting, tax compliance and corporate secretarial compliance.

Ad hoc and advisory work includes the following: cashflow management, updating CAP table following new shareholder investments, advisory relating to employee share option scheme, implementation of customer pricing models, financial projections, advisory in relation to new shareholder investments and capital raises and accounting and advisory in relation to new product launches.

“The Crowleys DFK team have come to feel like an integral extension of our own team. We not only enjoy working with them, we look forward to every engagement with them. They have enabled us to grow and to become better versions of who we are as a business on a daily basis. We learn from them continually and we look forward to growing the partnership for many years to come.”

Claire Haidar – CEO, WNDYR



This San Francisco company is the leading Sending Platform for deliverer of direct mail, eGifts etc at scale.

We were asked to assist in setting up their European operation, in Ireland, their first venture outside of the US.

We now provide the company with a suite of services, including:

1. Monthly payroll (headcount from 0 to +60 since April 2021).
2. VAT and management accounting services.
3. Preparation and audit of statutory financial statements.
4. Corporate tax compliance.
5. Prepare inter-company group services agreement.
6. R&D claims.
7. Ad-hoc tax consultancy advices on various tax and other matters.
8. Corporate compliance with Companies Registration Office.

This large Italian IT service management company wanted us to expand our service offering to their offices located in 8 countries around the world.

Initially, we were engaged to provide management accounting and payroll services to the Irish subsidiary of this client. As our relationship developed, the client recognised the benefit of utilising our DFK network to provide services to their worldwide offices.

Working closely with our DFK colleagues, we now provide an integrated and robust global service to include:

1. Audit.
2. Corporation tax.
3. Management accounting.
4. Corporate compliance (including provision of registered office).
5. Payroll.
6. HR consultancy.
7. Business consultancy.

Crowleys DFK coordinate the **one-stop shop global service** and act as the single point of contact for the client.



“Their attention to detail is phenomenal. They leave no stone unturned. I have no hesitation in recommending Crowleys DFK.”


“The Crowleys’ team have come to feel like an integral extension of our own team. We not only enjoy working with them, we look forward to every engagement with them. They have enabled us to grow and to become better versions of who we are as a business on a daily basis. We learn from them continually and we look forward to growing the partnership for many years to come.”

“There is great comfort in working with Crowleys DFK. I can carry on with managing the business here in Ireland with the knowledge that all our accounting and financial processes are running efficiently and effectively. The people are professional and have a confident way of dealing with our team.”

“Crowleys DFK offers a highly professional and efficient service. Eddie Murphy (Partner, Tax Services) is very helpful and fully understands our business and what we do.”

“The international ties that Crowleys DFK maintain allows them to have the depth of knowledge to advise us on all aspects of our business. The people are helpful, efficient and very responsive.”

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This publication is intended only as a general guide and should not be used as a substitute for professional advice.

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