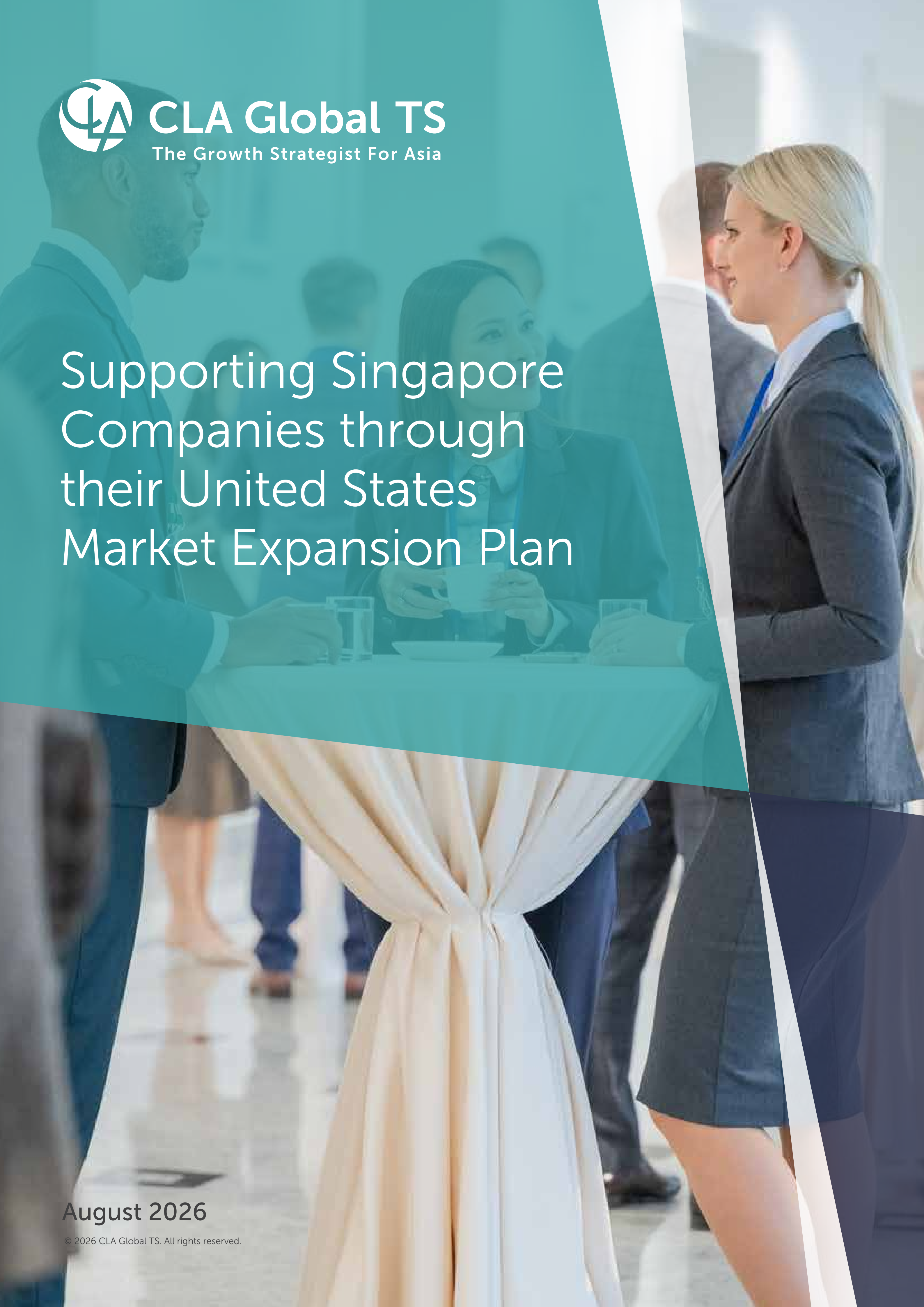

CLA Global TS
The Growth Strategist For Asia

Supporting Singapore Companies through their United States Market Expansion Plan

August 2026

The United States (US) offers a vast market for Singapore companies seeking to expand overseas. Despite ongoing trade tensions and regulatory uncertainties, many Singapore companies continue to be attracted to the US due to its access to capital, potential partnership opportunities, and a dynamic innovation ecosystem.

How CLA Global TS Can Help

CLA Global TS, a leading professional services firm in Singapore, provides strategic advisory services and fact-based business guidance for cross-border business growth plans.

CLA Global TS can help Singapore companies successfully expand into the US by providing end-to-end support across tax, accounting, finance, strategy, operations, and business development, through a combination of local Singapore advisory capabilities and access to the wider **CLA Global** network. Companies can have one advisor in Singapore, supported by local expertise in the US, helping clients navigate taxation, regulatory compliance, financial, operational, and strategic growth challenges throughout their US market expansion journey.

1. Market Entry and Expansion Structuring

Market research and local validation are key success factors for the US market expansion. This reduces the risk of entering the wrong market segment or state and helps companies prioritise opportunities. Before entering the US market, **CLA Global TS** can help companies assess:

- Market attractiveness and demand
- Competitive landscape
- Customer segmentation
- Pricing strategy
- Go-to-market model (direct sales, distributors, partnerships, acquisitions)

CLA Global TS can also help Singapore companies evaluate:

- Appropriate market entry strategies
- Subsidiary versus branch structures
- State selection (e.g. Delaware, Texas, California, New York)
- Corporate governance requirements
- Operating and investment structures

Compliance requirements vary across US jurisdictions and the US offers different regional advantages, and firms help companies determine whether states such as Texas, California, Florida, or New York best fit their business objectives.

2. US Tax Planning and Compliance

One key challenge for Singapore companies entering the US is managing complex federal and state tax obligations. The US regulatory environment is different from Singapore's and varies by state. Clients may also need help to navigate Singapore Goods & Services Tax (GST) versus US Sales Tax differences. **CLA Global TS** provides:

- Corporate tax advisory
- International tax planning
- Transfer pricing support
- Cross-border tax structuring
- Tax compliance and reporting
- Transaction tax advice

Effective tax planning can substantially reduce operational and compliance risks. **CLA Global TS** provides international tax capability and experience in supporting businesses with cross-border tax matters and regulatory compliance.

3. Entity Incorporation and Regulatory Compliance

A US market expansion often requires establishing a legal entity and complying with federal, state, and local regulations. **CLA Global TS** can support clients in:

- US entity formation
- Business registration
- Regulatory compliance
- Financial reporting requirements
- State-level regulatory obligations

CLA Global TS can assist businesses with entity formation and navigating US regulatory requirements.

4. Finance Outsourcing Support

Many Singapore companies prefer to outsource finance functions during the initial expansion phase in US, and may need help with US GAAP (Generally Accepted Accounting Principles) financial reporting. **CLA Global TS** offers:

- Accounting outsourcing
- Financial reporting
- Bookkeeping support
- Payroll administration
- Management reporting
- Finance function optimisation

These services help Singapore companies establish operational infrastructure without immediately building a full in-house US finance team.

5. M&A and Strategic Investments

For companies entering the US through acquisition rather than organic growth, **CLA Global TS** provides:

- Buy-side and sell-side advisory
- Financial due diligence
- Valuation services
- Transaction support
- Post-deal integration support

CLA Global TS can help clients evaluate opportunities, manage risks, and execute transactions efficiently.

6. Risk Management and Governance

As companies scale internationally, governance and risk management become increasingly important. **CLA Global TS** supports clients through:

- Enterprise risk management
- Internal controls assessment
- Internal audit
- Regulatory compliance frameworks

These services help reduce operational and compliance risks associated with expanding into a large and highly regulated market like the US.

7. Access to US-Based Professionals

A key differentiator is access to the broader **CLA Global** network in US. The **CLA Global** network in US supports international businesses with:

- Market entry planning
- Entity formation
- Banking relationships
- Tax and regulatory guidance
- Human capital and benefits advisory
- Ongoing operational support

This provides Singapore companies with both Singapore-based relationship management and US-based execution capabilities.

8. Business Development and Partner Networks

CLA Global TS can leverage its network to connect clients with:

- Potential customers
- Distributors
- Strategic partners
- Investors
- Industry associations
- Government agencies

Strong local relationships can significantly accelerate market penetration in the US.

Typical Client Journey

A Singapore company expanding into the US may engage **CLA Global TS** to help with the following:

EXPANSION STAGE	CLA GLOBAL TS SUPPORT
STRATEGY	Market entry assessment, structure planning
SETUP	Incorporation, tax structure, compliance
LAUNCH	Accounting, payroll, governance, reporting
GROWTH	M&A, funding, valuation, risk advisory
SCALE	Tax optimisation, restructuring, internal controls

Summary

CLA Global TS helps Singapore enterprises expand confidently into the US by combining Asia-centered advisory expertise with access to a global network of consulting, accounting, tax professionals. From market entry planning and entity setup to tax compliance, M&A, finance transformation, and growth strategies, **CLA Global TS** provides integrated support throughout the entire US expansion journey.

Contact us

Business Consultants

Grace Lui
Co- Advisory Leader
Director, Valuation, Transaction Services & Outsourcing
gracelui@sg.cla-ts.com

Edwin Leow
Co- Advisory Leader
Director, **Head of Tax**
edwinleow@sg.cla-ts.com

Yu Shilong
Head of Consulting &
Corporate Development Director
yushilong@sg.cla-ts.com

T: (+65) 6534 5700
connect@sg.cla-ts.com
cla-ts.com

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We come to work every day with a singular purpose: to create winning opportunities for our People, our Clients, and our Communities.