

# The UK Tier 1 (Entrepreneur) Residence Program FAQ



## Table of Contents

<b>1. WHAT IS THE TIER 1 ENTREPRENEUR VISA PROGRAM?</b>	<b>4</b>
<b>2. WHAT ARE THE ELEGIBILITY REQUIREMENTS FOR THE PROGRAM?</b>	<b>4</b>
<b>3. WHAT ARE THE REQUIRED DOCUMENTS FOR APPLICATION?</b>	<b>5</b>
<b>4. WHAT IS INCLUDED IN THE SERVICE?</b>	<b>6</b>
<b>PHASE 1: INITIAL ONLINE SKILLS ASSESSMENT QUESTIONNAIRE</b>	<b>6</b>
<b>PHASE 1: PRELIMINARY INTERVIEWS</b>	<b>6</b>
<b>PHASE 2: KYC BACKGROUND CHECK AND SOURCE OF FUNDS REPORT ("SOFR")</b>	<b>7</b>
<b>PHASE 3: BUSINESS PLAN DEVELOPMENT</b>	<b>7</b>
STARTING A NEW BUSINESS	8
INVESTING IN AN EXISTING BUSINESS	8
<b>PHASE 3: UK HOME OFFICE INTERVIEW PREPARATION</b>	<b>8</b>
<b>PHASE 3: VISA APPLICATION PREPARATION AND SUBMISSION</b>	<b>9</b>
<b>OPTIONAL: FAMILY RELOCATION SERVICES</b>	<b>10</b>
<b>OPTIONAL: EDUCATION CONSULTING SERVICES</b>	<b>11</b>
<b>OPTIONAL: ONGOING BUSINESS SUPPORT</b>	<b>11</b>
<b>5. WHO PROVIDES THE SERVICE?</b>	<b>12</b>
<b>6. WHAT ARE THE FEES FOR YOUR SERVICES?</b>	<b>13</b>
<b>FEES FOR PHASE 1</b>	<b>14</b>
<b>FEES FOR PHASE 2</b>	<b>15</b>
<b>FEES FOR PHASE 3</b>	<b>15</b>
<b>GOVERNMENT FEES</b>	<b>15</b>
<b>FEES FOR OPTIONAL SERVICES</b>	<b>15</b>
<b>OTHER EXPENSES</b>	<b>15</b>
<b>7. WHAT IS INCLUDED IN YOUR FEES?</b>	<b>16</b>
<b>SERVICE COMPARISON</b>	<b>16</b>
<b>COST-BENEFIT ANALYSIS</b>	<b>18</b>
<b>TOTAL INITIAL INVESTMENT COMPARISON WITH OTHER PROGRAMS</b>	<b>19</b>

<b>8. WHO ARE YOUR TYPICAL CLIENTS AND THEIR BUSINESSES?</b>	<b>20</b>
CHINESE NATIONAL INVESTING IN MANUFACTURE AND RETAIL OF PIGEON RACING BOXES	20
CHINESE NATIONAL INVESTING IN EXISTING LOGISTICS BUSINESS	21
CHINESE NATIONAL HOLDING UK DEGREE INVESTING IN EXISTING UK BUSINESS	21
EXPERIENCED CHINESE ENTREPRENEUR COMING TO THE UK TO ESTABLISH NEW BUSINESS	21
EXPERIENCED CHINESE ENTREPRENEUR INVESTING INTO EXISTING UK BUSINESS	21
<b>9. HAVE YOU HELPED OTHER CLIENTS CREATE PROFITABLE BUSINESSES IN THE PAST?</b>	<b>22</b>
CASE STUDY 1 – 5 STAR RESTAURANT LONDON	22
CASE STUDY 2 – DENTAL PRACTICE	22
<b>10. HOW DO YOU MAINTAIN A 100% APPROVAL RATE?</b>	<b>23</b>
<b>11. WILL A MANDARIN SPEAKER BE AVAILABLE TO HELP?</b>	<b>23</b>
<b>12. SHOULD I INVEST IN A NEW BUSINESS OR AN EXISTING BUSINESS?</b>	<b>23</b>
<b>13. HOW MUCH SHOULD I INVEST IN THE BUSINESS?</b>	<b>24</b>
<b>14. CAN I START OR WORK IN ANY OTHER BUSINESSES AS PART OF MY VISA IN THE UK?</b>	<b>25</b>
<b>15. CAN I APPLY FOR A VISA AS PART OF A TEAM?</b>	<b>25</b>
<b>16. CAN I APPLY FOR A VISA AS A RECENT GRADUATE?</b>	<b>25</b>
<b>17. IS IT TRUE THAT I CAN CONDUCT THE HOME OFFICE INTERVIEW IN CHINESE?</b>	<b>25</b>
<b>18. HOW LONG WILL IT TAKE FOR ME TO BE GRANTED A VISA?</b>	<b>25</b>
<b>19. HOW LONG IS THE VALIDITY OF THE VISA?</b>	<b>25</b>
<b>20. WHAT PROOF DO I NEED FOR THE ENGLISH LANGUAGE TEST?</b>	<b>26</b>
<b>21. HOW DO I PROVE EVIDENCE OF FUNDS?</b>	<b>26</b>
<b>22. HOW DO I PROVE I CAN SUPPORT MYSELF IN THE UK?</b>	<b>26</b>
<b>23. WHEN DOES THE MONEY NEED TO BE MOVED TO THE UK?</b>	<b>26</b>
<b>24. IS THERE A WAY TO SETTLE IN THE UK BEFORE 5 YEARS?</b>	<b>27</b>
<b>25. HOW MUCH TIME DO I NEED TO SPEND IN THE UK TO COMPLY WITH VISA RULES?</b>	<b>27</b>

<b>26.</b>	<b><u>CAN I BRING MY PARENTS AS DEPENDANTS?</u></b>	<b>27</b>
<b>27.</b>	<b><u>CAN I BRING ADOPTED CHILDREN AS DEPENDANTS?</u></b>	<b>27</b>
<b>28.</b>	<b><u>WHEN AND HOW CAN I APPLY FOR PERMANENT RESIDENCE OR CITIZENSHIP?</u></b>	<b>27</b>
<b>29.</b>	<b><u>WHY IS THE UK SUCH A POPULAR DESTINATION FOR CHINESE FAMILIES?</u></b>	<b>28</b>
<b>30.</b>	<b><u>WHY DOES THE TIER 1 ENTREPRENEUR VISA HAVE A LOW APPROVAL REPUTATION IN CHINA?</u></b>	<b>28</b>
<b>31.</b>	<b><u>WHAT DO YOU THINK THE FUTURE OF THE TIER 1 ENTREPRENEUR VISA HOLDS?</u></b>	<b>29</b>
<b>32.</b>	<b><u>HOW DO YOU SEE BREXIT AFFECTING THE UK?</u></b>	<b>29</b>
<b>33.</b>	<b><u>DO I HAVE TO PROVE THAT I DO NOT HAVE TUBERCULOSIS?</u></b>	<b>29</b>



## 1. WHAT IS THE TIER 1 ENTREPRENEUR VISA PROGRAM?

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The UK Tier 1 (Entrepreneur) program allows qualified applicants and their immediate families to apply for temporary residence in the United Kingdom (“UK”) while the applicant invests in and operates an existing or new business in the UK. After successfully operating the business for 5 consecutive years, the applicant can apply to obtain Indefinite Leave to Remain (permanent residence) or apply for citizenship.

This program is appropriate only for applicants who have the (i) English language proficiency, (ii) financial resources, and (iii) management ability to operate a successful business in the UK for a period of at least 5 years. In order to qualify, the applicant must create a (iv) credible business plan for a new or existing company with pro forma financial statements, and (v) defend this business plan in an in-person screening and interview process, conducted in English, with the British Embassy in China and/or the Home Office in the UK. The applicant is also required to (vi) prove their ability to invest **at least** £200,000 in the business, as well as their ability to support him/herself and his/her family while in the UK for five years.

Historically, approximately 73% of Chinese applicants to this program have been rejected by the British Embassy/Home Office, because their business plan is underdeveloped or they are unprepared to successfully present and defend their business plan during the interview stage. A further 75% of approved applications are not renewed/rejected in the third year, often due to lack of support while running their business or to a failure to invest the funds they transferred to the UK, leaving key visa requirements unfulfilled. Prior rejections of visa applications also have a detrimental effect on subsequent applications, leading to complications and potential denial by the Home Office.

## 2. WHAT ARE THE ELEGIBILITY REQUIREMENTS FOR THE PROGRAM?

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In order to qualify for the program, each Applicant must:

- Plan to invest at least £200,000 to set up a new business or invest in to an existing business in the UK within 3 years after application
- Be a citizen of a country outside the European Economic Area (EEA)<sup>1</sup> and Switzerland
- Be over 16 years of age
- Provide evidence that the investment funds belong to either the Applicant, the Applicant’s spouse, or a third party investor. This is usually documented by a qualified accountant certifying the source of funds.
- Be able to financially support him/herself and his/her family in the UK
- Hold the investment funds in one or more regulated financial institutions
- Prove that the funds are free to spend (‘disposable’) in the UK
- Demonstrate English language proficiency, either by passing an approved English test, or by showing an academic qualification that was taught in English and equivalent to a UK bachelors degree, masters degree or PhD

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<sup>1</sup> EU countries + Iceland, Liechtenstein and Norway

### 3. WHAT ARE THE REQUIRED DOCUMENTS FOR APPLICATION?

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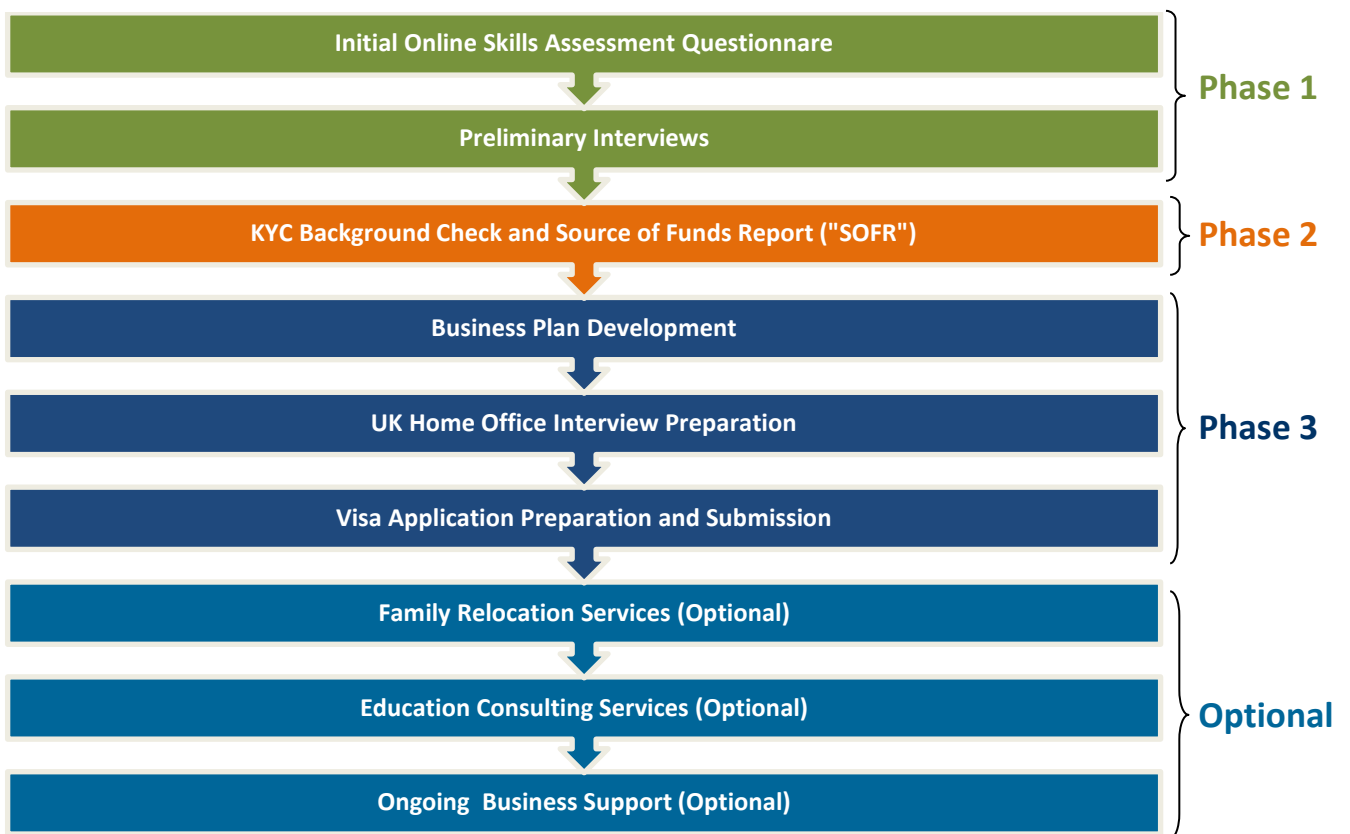
The applicant must submit the following documents:

- Copies of passport for applicant, spouse and children under 18
- Copies of all relevant marriage or birth certificates
- Evidence that investment funds have been available for more than 3 months, and easily transferred to the UK
- Evidence of the Applicant's ability to support him/herself in the UK<sup>2</sup>
- Proof of English language proficiency
- Resume from applicant, preferably with references.
- Copies of Degrees or professional qualifications.
- Brief explanation of the planned business in the UK.
- Copy of Bank Statements for the last three months showing minimum balance equivalent to £3,310 for main applicant and £1,890 for each family member.
- Details of applicant's previous visits to the UK.
- Police Clearance Certificates for main applicant and spouse/partner for each country in which he/she has resided for at least twelve months in the last ten years.
- Know-Your-Client ("KYC") Background Check
- Source of Funds Report ("SOFR")

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<sup>2</sup> The Applicant must show personal savings of more than £3,310 in a bank account for longer than 90 days.

## 4. WHAT IS INCLUDED IN THE SERVICE?



### PHASE 1: INITIAL ONLINE SKILLS ASSESSMENT QUESTIONNAIRE

The first step in the process is for the candidate to visit <http://www.pamirlaw.com/zh-hans/services/投資移民>, complete our online questionnaire and provide the requested supporting documents. We require that the questionnaire is completed in English since language ability is a key requirement for the application.

Our team will promptly review the information provided by the candidate and either (i) contact the candidate to schedule one or several face to face interviews to discuss the applicant's skills and ideas in more detail, or (ii) provide a feedback report with suggestions to improve the candidate's skills before moving on to interviews.

### PHASE 1: PRELIMINARY INTERVIEWS

After our team reviews the initial questionnaire, our team might contact the applicant to schedule face to face interviews with our Pamir/Tier-1 colleagues in China and/or the UK to determine whether the candidate meets the requirements for the program. The goal of these confidential interviews is to further understand the candidate's background and to evaluate whether he/she has the necessary English language proficiency and business knowledge to pass the interview with the UK Home Office during official application.

Please note that we charge a non refundable fee for this interview phase.

## **PHASE 2: KYC BACKGROUND CHECK AND SOURCE OF FUNDS REPORT ("SOFR")**

If the results of the initial interviews are satisfactory, we proceed to the Client Due Diligence stage. We will ask our designated service provider to conduct a Know Your Client "KYC" Background Check. This background check is required by various legal and financial regulatory agencies and is designed to prevent money laundering, tax evasion, terror and drug financing and international sanctions violations. It will also include checks for Politically Exposed Persons ("PEP"). All successful applications handled by our team have included a KYC background check.

After the KYC background check is concluded, we will introduce you to a trusted and experienced accounting firm which will prepare the SOFR, which is an important part of the application. The accounting firm will be retained to complete a confidential process to certify that the source of the investment funds is legitimate and legal. In our experience, every successful application has included this report, since the UK Home Office values transparency and reliable disclosure of information. Without the report, it is very unlikely that your application would be successful, and therefore we would have to decline taking you on as a client.

If the accounting report is not favorable or if you choose to not go forward, the representation is terminated. If the accounting firm delivers a positive report, and if you choose to proceed, we will start Phase 2. You will be asked to deposit the full amount of professional fees for Phase 2 into an escrow account overseas, which will be debited as described in Section 5 (Fees).

After the retainer is deposited, we will collect from you all the documents required to prepare your application and start preparation of your business plan.

## **PHASE 3: BUSINESS PLAN DEVELOPMENT**

The tasks associated with this stage vary depending on whether you wish to start a new business or invest in an existing business. Regardless of which option is best suited to your circumstances, our teams in Shanghai and London will work closely with you to identify the right investment opportunity or target, and to research and develop a comprehensive business plan and financial model that ensure the success of your visa application.

## STARTING A NEW BUSINESS

Consultation	Research	Initial Draft	Confirmation	Final Draft
<ul style="list-style-type: none"> <li>• Interview to fully understand your background and skills and develop a business concept that qualifies under the Home Office rules and is a viable and profitable business opportunity.</li> </ul>	<ul style="list-style-type: none"> <li>• Research the business concept and provide details on the industry, risks, competition, costs and all other necessary information to develop a tailored business plan.</li> </ul>	<ul style="list-style-type: none"> <li>• Complete an initial financial analysis for the first 5 years including cash-flow forecasting projections, based on research undertaken.</li> <li>• Provide basic initial draft business plan.</li> </ul>	<ul style="list-style-type: none"> <li>• Once you provide feedback and answers to questions to the draft, we will complete further research, market analysis and financial forecasts required to produce a final draft. We will then have it professionally designed into a comprehensive business plan.</li> </ul>	<ul style="list-style-type: none"> <li>• Provide final draft for submission with visa application.</li> <li>• Provide interview coaching to help with the Home Office interview process.</li> </ul>

## INVESTING IN AN EXISTING BUSINESS

Consultation	Initial Enquiries	Presentation	Shortlisting	Due Diligence
<ul style="list-style-type: none"> <li>• Review your Resume and other relevant history and build a full client profile</li> </ul>	<ul style="list-style-type: none"> <li>• Your completed profile is distributed to our panel of UK business fundraising partners, who will identify client specific opportunities considering the Home Office 'Genuine Test' rules.</li> </ul>	<ul style="list-style-type: none"> <li>• Gather and present initial investment opportunities for consideration.</li> <li>• Jointly evaluate and select two shortlisted opportunities.</li> </ul>	<ul style="list-style-type: none"> <li>• Request additional detailed information from shortlisted opportunities so that you can make an informed decision about which company to fully investigate.</li> </ul>	<ul style="list-style-type: none"> <li>• Full legal and financial due diligence on the selected company and the investment opportunity (fees not included).</li> <li>• Our team can recommend UK lawyers and accountants to assist in this process and provide additional data.</li> </ul>

In addition to a thoroughly researched and professionally produced business plan, our team will provide a package of supporting documents to support every assumption made in the business plan (i.e. if a specific amount is assumed for rent, our team will provide proposals from several landlords in the intended area, or if an assumption is made to pay an employee a specific salary, relevant information from other employers or government sources will be provided to justify that assumption). This supporting document package is a key tool for the interview with the Home Office, since it shows a level of effort above and beyond what most applicants usually produce.

### PHASE 3: UK HOME OFFICE INTERVIEW PREPARATION

73% of applicants fail to obtain their visa because they are not able to defend their business plan during a face-to-face interview with the U.K. Home Office. Thorough preparation for this step is key.

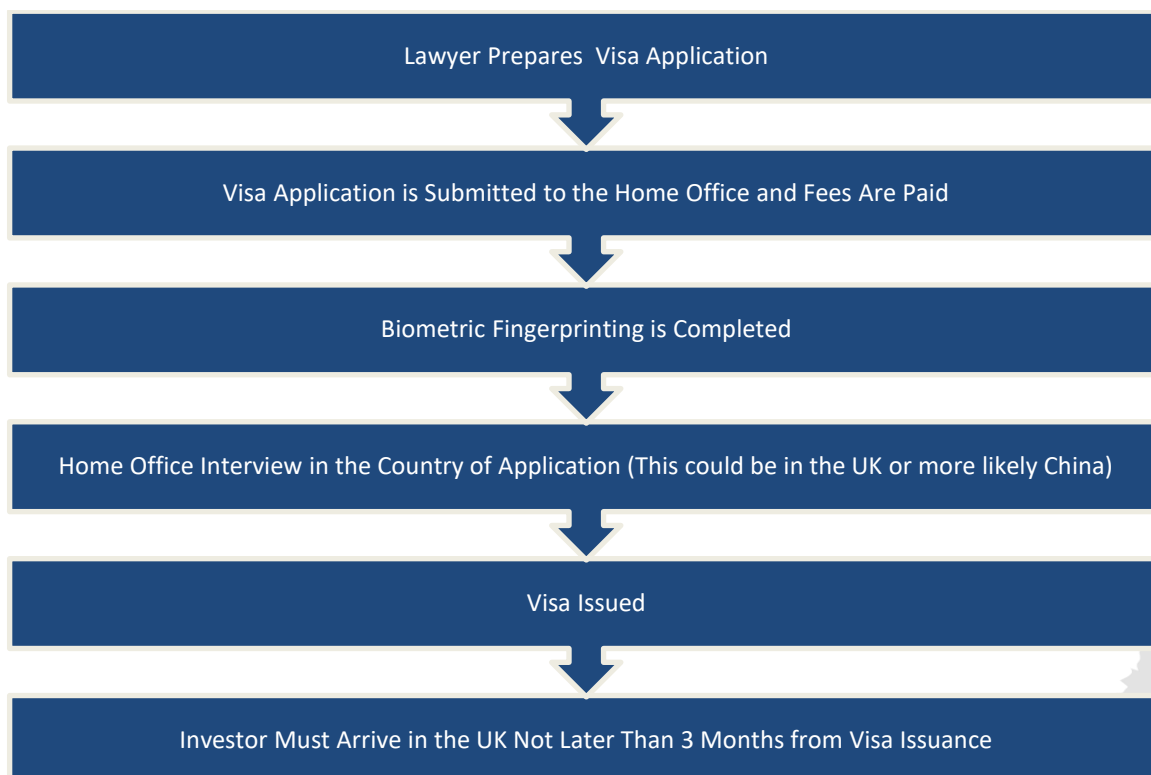


After you have had a chance to study the final draft of your business plan, we will have as many meetings as necessary with our business consulting team to review and explain the business plan itself, as well as all related research and supporting evidence. Our team will then conduct a series of test interviews to make sure you are familiar enough with the details to answer any questions the interviewers at the Home Office might pose.

If both you and our team determine you are able to convincingly communicate an understanding of the business plan and research/supporting documents, we will arrange a meeting with our immigration Lawyers so they can provide practical information about other “do’s and don’ts” to consider during the interview<sup>3</sup>.

### PHASE 3: VISA APPLICATION PREPARATION AND SUBMISSION

In this stage Gross & Co., our trusted London-based UK immigration specialist law firm, will prepare your application submission for the Tier 1 Entrepreneur Visa. This UK immigration specialist will guide the process through from start to finish.



Subsequent to visa issuance and your arrival in the U.K., it is important to comply with the following requirements at all times prior to being granted Indefinite Leave to Remain (permanent residence).

- Not later than 7 days after arrival, you must report to a police station to register
- Not later than 6 months after arrival you must be appointed a Director of the U.K. company in which you invested

<sup>3</sup> **IMPORTANT NOTE:** Our team has a 100% approval rate for Tier 1 Entrepreneur visas. We work hard to maintain this record. If for any reason our team believes you are not able to convincingly communicate a proper understanding of the business plan, we reserve the right to terminate our involvement in your application, deduct from the escrow all fees incurred to date and return the rest to you. You will of course be able to take the business plan and apply for your visa with a different team, if you wish.

- Not later than 3 years after visa issuance you must have created 2 full-time jobs for UK or EU citizens or UK permanent residents where the employee has worked for more than 12 months in the invested company. They must be paid the UK's minimum wage or above.
- The Main Applicant must spend at least 185 days in the U.K. every year. Family members do not need to spend these days in the UK, but must spend sufficient time to maintain residence.
- Following the initial 3 years, if you have satisfied the above requirements, you may apply for a 2 year visa extension
- Subsequent to 5 years, if you have satisfied all the above requirements, upon application you will be granted indefinite leave to remain. (See FAQ Section on possible ways to accelerate this)

## OPTIONAL: FAMILY RELOCATION SERVICES

If needed, we can coordinate a family relocation services package to help you and your family find a place to live and settle into your new life in the U.K. We consider it essential that our clients are happy with not only their new home but also are being placed in an area that suits their needs in terms of both work and family.

The standard package described below is designed to cover all your basic needs. We aim to provide a turnkey service to our clients, from an airport pick up, to a property walk through, with a stocked refrigerator of essentials and a Welcome Pack containing all the information required to begin living and working in London.

Our team will provide ongoing support for 3 months from move-in to deal with any trailing issues with the property and any questions that may arise post-move-in.

Detailed Needs Assessment	Home Search and Orientation	Lease Negotiation and Documentation	Check-In and Inventory	Settling-In Services
<ul style="list-style-type: none"> <li>•Area advice and selection</li> <li>•Property requirements (size, style, furnished or unfurnished etc.)</li> <li>•Lifestyle requirements</li> <li>•Transport issues</li> <li>•Budget</li> <li>•Timescale</li> <li>•Methods of ongoing contact</li> </ul>	<ul style="list-style-type: none"> <li>•Liaison with estate agents to source suitable properties and arrange viewings</li> <li>•Arrange visits to a selection of properties in the chosen areas and budget.</li> <li>•This can also encompass a comprehensive orientation of each area explaining aspects such as:               <ul style="list-style-type: none"> <li>•Social make-up</li> <li>•Local facilities (shops, parks, restaurants, transport)</li> <li>•Green spaces, etc.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>•Once a property has been selected we will handle negotiations on rental fees and lease terms.</li> <li>•Produce lease documentation and oversee invoicing to ensure signatures and payments are completed</li> </ul>	<ul style="list-style-type: none"> <li>•Act as the tenant's representative during inventory check to ensure the contents and condition of the property are accurately recorded.</li> <li>•Ensure both lease and inventory are circulated to the tenants so they have a copy for their records.</li> </ul>	<ul style="list-style-type: none"> <li>•Arrange for all utility accounts to be set up (gas, electricity, water, council tax, etc).</li> <li>•Supply all essential information required when moving into a new area and property including items such as:               <ul style="list-style-type: none"> <li>•Insurance</li> <li>•Broadband</li> <li>•Cable and satellite TV</li> <li>•Doctors, dentists and hospitals</li> <li>•Driving licences</li> <li>•Local services</li> <li>•Other services required by client</li> </ul> </li> </ul>

In addition to your relocation package we can also arrange:

- Furniture Rental
- Concierge Service, Cleaners, Delivery Collection
- Car Hire
- Recommend local Tradesmen

If you require additional services, we are pleased to discuss and arrange these with you. Please let us know of any special requirements.

## **OPTIONAL: EDUCATION CONSULTING SERVICES**

We work closely with the most esteemed and respected educational consultancies in the world who have offices around the globe. They have helped thousands of students from China and the other Asian countries to study in the UK every year.

Our partner network allows us to offer unique and tailored services in all aspects of independent education with the aim of supporting students to apply for entry into the most reputable schools, colleges and universities in the UK.

We support clients to allow them to flourish in life and reach their full potential. Together with our co-operators, we offer a seamless service, including one-to-one and small class entrance exam preparation classes, personal aptitude assessments, as well as advice on personal statements and the application process. This service differs from other education consultancies in that we are equally successful at helping clients gain admissions to state grammar schools, as well as independent public schools.

Our co-operators have assisted clients to apply to some of the UK's top institutions including Cambridge, Oxford, Eaton, Westminster, Harrow, St Paul's, North London Collegiate School (NLCS) and St Paul's for Girls.

## **OPTIONAL: ONGOING BUSINESS SUPPORT**

Following the establishment of a business, some entrepreneurs require ongoing business support with issues such as administration, accounting and general doing business matters.

We can tailor a package of services designed to match your requirements including:

- Investment Advice
- Business Mentoring
- Bookkeeping
- Exit Strategy Planning
- Branding and Marketing
- Business Structuring

## 5. WHO PROVIDES THE SERVICE?

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**Pamir Law Group** provides investment advisory and business consulting to its clients and their families in collaboration with London and China-based experts.

**Tier 1 Global Business Consultants** is the first company of its kind, formed to provide business support and mentoring for entrepreneurs looking to do business in the UK. To date Tier 1 Global has maintained a 100% approval rate for submitted applications. Their globally recognized work has won them a reputation within the Tier-1 immigration sector as industry leaders. This trusted reputation is the foundation for a strong relationship with the UK Home office, which Tier 1 Global works closely with in regards to the Tier 1 Visa Route. Tier 1 Global also provides advice for the MAC (Migration Advisory Committee) report and are a member of theIMC (Investment Migration Council).

This group of experts has combined to provide a complete service to their clients in an unprecedented alliance. The team's combined expertise and industry experience puts you in the most favorable position possible to realize your goals of investing into and relocating to the UK.

Together, we provide the following services to ensure a successful application by our clients:

- Initial Online Skills Assessment Questionnaire
- Preliminary Interviews
- KYC Background Check and Source of Funds Report ("SOFR")
- Business Plan Development (including assessment of capability to start new or acquire existing business)
- UK Home Office Interview Preparation
- Visa Application Preparation and Submission
- Family Relocation Services (Optional)
- Education Consulting Services (Optional)
- Ongoing Business Support (Optional)

**Gross & Co Solicitors** is one of the UK's leading immigration law firms. Senior partner Graeme Kirk is one of the few UK immigration lawyers named in the latest edition of "Who's Who Legal", an esteemed directory of leading business lawyers worldwide. Entry to this publication is solely attainable through nomination by lawyers around the world. Graeme is also recognized in the Legal 500 and Chambers Directories as one of the UK's leading immigration lawyers.

Graeme has acted for clients all over the world since 1981 and is an authority on the Tier 1 Visa route. He was chairman of the Immigration and Nationality Law Committee of the International Bar Association from 2000-2004 and is now Co-Chair of the IBA Global Employment Institute. He has spoken at conferences and seminars in the UK and all over the world and acted as co-chairman of the IBA Global Immigration Conference in London, held every two years since 2003. He is also a member of the Immigration Law Practitioners Association. He is the UK contributor to Carswell's "Global Business Immigration Handbook". Graeme spoke at the AILA Global Migration Summit in Washington DC in June

2015 and has been invited to speak at the ABA International Section Spring 2017 meeting in Washington DC.

**PKF** is among the top international accounting and business advisory organizations offering accounting, management consulting, and tax advisory services. The present international organization was formed in 1969 and currently has over 245 firms in 125 countries with 15,000 partners and professional staff.

## 6. WHAT ARE THE FEES FOR YOUR SERVICES?

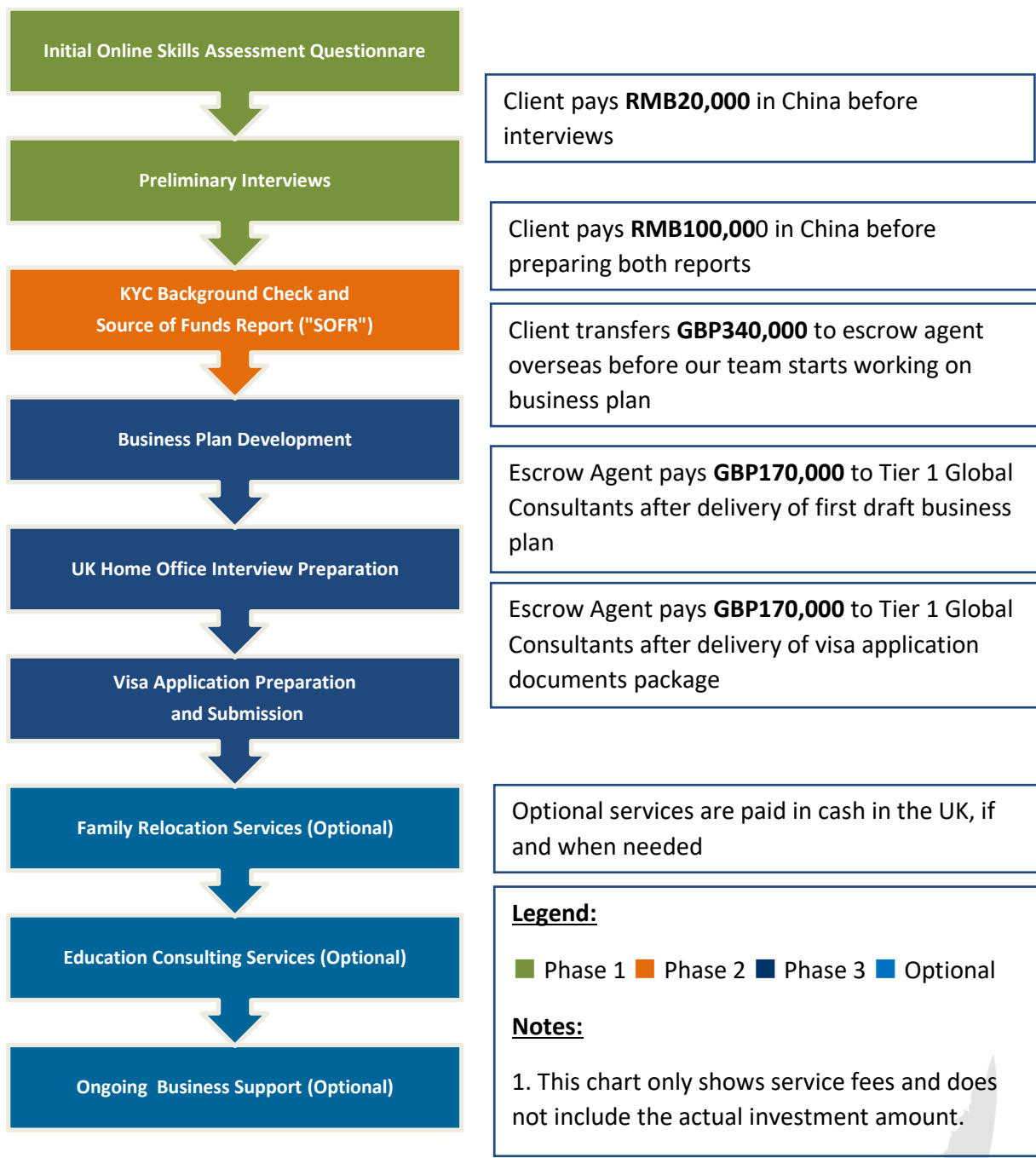
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The chart below shows the timing of different payments during different phases of the process.

Fees for Phase 1 and Phase 2 can be paid in RMB in China

Fees for Phase 3 are payable to an escrow agent in the UK, which will then make payments to Tier 1 Global Consultants upon reaching the milestones shown below.

Optional services are paid in cash in the UK, if and when needed.



## FEES FOR PHASE 1

The fees below are payable in China in RMB.

Amount Due	When it is Due	Comments
RMB 20,000	Prior to the Preliminary Interview	If our team determines you do not qualify for this program, we will decline to advise you and this fee is not refunded

## FEES FOR PHASE 2

The fees below are payable in China in RMB.

Amount Due	When it is Due	Comments
RMB 100,000	Prior to Starting Work on KYC Background Check and Source of Funds Report.	If you are not able or willing to cooperate with the accounting firm, or if the accounting firm is not able to certify the source of your funds, we will decline to advise you and this fee is not refunded

## FEES FOR PHASE 3

Phase 3 includes (i) Business Plan Development, (ii) Interview Preparation, and (iii) Visa Application Preparation and Submission. A total of **GBP340,000** should be paid into our escrow account overseas **at the end of Phase 2**, and funds will be debited by the Escrow agent according to the milestones described below.

Amount	When it is Debited	Comments
GBP 170,000	Upon delivery of first draft business plan	
GBP 170,000	Upon delivery of visa application documents package	

## GOVERNMENT FEES

There are additional government fees that apply depending on your specific situation, such as application fees and a National Healthcare Surcharge (NHS). Currently, Government visa application fees are £963 for each person applying and £600 NHS surcharge for each person applying.

## FEES FOR OPTIONAL SERVICES

The following optional services can be paid for and performed after the core service has been delivered successfully, if needed.

- Family Relocation Services (**GBP 15,000**)
- Education Consulting Services (**GBP 10,000**)
- Ongoing Business Support Services (Fees Vary. Our team will prepare a proposal tailored to your needs)

## OTHER EXPENSES

Additional expenses billed separately include:

- Document Translation
- Assistance with the production of required documents
- Other services outside the agreed scope of work

## 7. WHAT IS INCLUDED IN YOUR FEES?

We are not immigration agents or brokers. We are not a commission agent. We advise clients on their business and legal needs. Our advisory service is not the same as immigration brokers in China. We advise applicants and their families to find a “right-fit” business investment for them that can support their families financially. This takes time and research and is about creating a new business and assessing its chances of success or about finding the right fit two ways if the applicant invests into an existing business. This takes connections and many meetings to make it work for all parties. We support an applicant and family with a group of trusted local and foreign professionals who share the responsibility to help them safely reach their goals. Since our services are very different from immigration brokers in China, our fees are also different.

Market research shows that 75% of applications from China are denied for various reasons including submissions with unrealistic business plans, poorly prepared interviewees who fail to defend their business plan during their interview, and poor documentation of the origin of the investment funds.









Our team spends considerable time and resources to ensure that every client is prepared for the critical interview and prepared to justify their involvement with a thoroughly researched business plan to build and run a feasible, sustainable, and profitable business. This usually includes a package of supporting documents to support every assumption made in the business plan (i.e. if a specific amount is assumed for rent, our team will provide proposals from several landlords in the intended area). This is why our team has been able to maintain a 100% approval rate to date while helping dozens of innovators and entrepreneurs and their families settle in the UK and begin their thriving businesses.



Our experience, track record, intimate knowledge and experience bring value to the applicant. Our understanding of the process and the mentality of the intent of the program delivers valuable benefits the applicant. The measure of value is not in the cost alone but in increasing the chances for success. For the 75% of the applicants who failed, they did not “save money” by selecting the wrong advisory team.

### SERVICE COMPARISON

Service	Immigration Brokers	Pamir Law Group, Tier 1 Global Business Consultants, and Gross & Co.
Document Collection and Translation	✓	✓
Preparation and submission of application documents by qualified English lawyer	✓	✓
Approval Rate	<b>75% failure rate</b>	<b>100% approval rate</b>
Initial interview with client to determine whether applicant is qualified	✗ Immigration brokers do not	✓ Our team tries to determine whether a particular applicant



	usually provide this service	will be successful BEFORE we accept a client. If our team does not believe a particular applicant will succeed, we prefer to decline the case and save the applicant time and money.
<b>Business Plan Development Support</b>	 Immigration brokers do not usually provide this service	 Our team helps find an existing business to invest or create a concept for new business with the applicant, develops a thoroughly researched business plan for a feasible, sustainable, and profitable business. This usually includes a package of supporting documents to support every assumption made in the business plan
<b>Preparation for Home Office Interview</b>	 Immigration brokers do not usually provide this service	 Our team will carefully explain every major detail of the developed business plan to the client, review all support documentation, and conduct practice interviews so the client can make mistakes with our team and not with the authorities.
<b>Family Relocation Services</b>	 Immigration brokers do not usually provide this service	 (Optional) Our team can provide a wide range of tailored services to help the family safely and conveniently arrive and establish themselves in the UK (as described in Section 6).
<b>Education Consulting Services</b>	 Immigration brokers do not usually provide this service	 (Optional) We know that their children's education is one of the most

		important factors in the investor's decision to relocate to the UK. Our team works with experienced professionals that can help your children gain acceptance to some of the most prestigious institutions in England.
<b>Ongoing Business Support</b>	 Immigration brokers do not usually provide this service	 (Optional) Our team is able to provide all the support necessary to ensure smooth operation of the family's business in the UK

## COST-BENEFIT ANALYSIS

An applicant family will naturally compare the total potential out of pocket spend of various options and pathways. Not every applicant family is positioned for Tier-1 Entrepreneur since it requires certain skills including English language capability, It requires the ability to identify and find an existing business with a current owner looking for further investment or to create a new business which has capacity and sustainability. The applicant must build a detailed business plan, interview and defend it. It also requires the ability to design, start and actively operate a business for five years and to manage all the challenges of operating a business, such as taxes, laws, payroll, accounting etc.

Most other immigration options require passive investment with little or no involvement from the applicant. As long as one has the money, one makes an investment and gets in line. The funds may or may not generate a return on investment depending on the program and it is used by someone else.

With Tier-1, if you qualify, then you have a sustainable business making money for your family with you running that business which benefits your family. You are not trusting your family's future to someone who could lose your money and your chance for future overseas residency or citizenship. Your future is in your hands, and with our team's assistance you have access to all the resources and expertise needed to face all challenges faced by new entrepreneurs in a foreign country.

What you and your family receive or earn from the Tier-1 program is very different than a locked-up passive investment in a government bond or piece of real estate. There are pros and cons to all programs. With Tier 1 Entrepreneur the benefits can be multi generational. For example if your goal is to help your son or daughter emigrate to the UK, not only he or she would have a business to support him/herself over the long term and live in the UK, but your grandchildren would be automatic UK citizens if they are born in the UK

Think of this program as converting an existing investment into a different type of investment. If you have the savings, or if you have a real estate property, this pathway helps you find , build and operate a business which changes the future of the family and its descendants with a viable economic platform. It is not a program for everyone. It is only for qualified applicants and it requires prolonged hard work. It is a working family's option. For the "pay to play" options, families with enough money can survive

without working. If one needs to find a team to help the working family’s dream come true, with professional support, then this is an option worth considering.

## TOTAL INITIAL INVESTMENT COMPARISON WITH OTHER PROGRAMS

Most investor immigration programs have relatively “high” required investments and “low” service fees. In this particular case, the minimum required investment is “low” (GBP200,000), but the service fees are higher than other programs.

A helpful way to compare the cost of our services to other programs is to compare Total Initial Investment, the total amount in RMB that the family has to invest “out of pocket” in order to achieve the goal of obtaining residence overseas (“TII”)<sup>4</sup>.

PROGRAM	TII (ESTIMATED)
Australia	~RMB 24,000,000
UK Tier 1 (Investor)	~RMB 20,000,000
Cyprus	~RMB 19,000,000
Malta	~RMB 9,000,000
UK Tier 1 Entrepreneur (GBP500,000 investment)	~RMB 8,500,000
Bulgaria	~RMB 7,700,000
UK Tier 1 Entrepreneur (GBP200,000 investment)	~RMB 5,500,000
Portugal	~RMB 3,800,000
Spain	~RMB 3,800,000
US/EB-5	~RMB 3,750,000
Antigua & Barbuda	~RMB 3,500,000
St. Kitts & Nevis	~RMB3,000,000
Grenada	~RMB 2,300,000

The TII of our services with the minimum required investment is roughly RMB5.5 million. With a higher investment of GBP500,000 the total would be roughly RMB8.5 million.

Even with the higher investment amount, TII for our services is still lower than Australia, UK Tier 1 (Investor), Cyprus and Malta. At the lower investment amount, TII is also lower than Bulgaria. In addition to the lower TII, our clients receive in the end a functional sustainable business that can support the investor and the family for years to come. The other programs previously mentioned require passive investments either in government bonds or real estate, which are subject to fluctuations,

<sup>4</sup> Please note that the comparison below is based on average values from different providers and are for reference and decision making purposes only.

bubbles and market corrections. Cyprus, Malta and Bulgaria offer EU passports in a short time, but after Brexit, it is not clear whether EU passport holders will be entitled to freedom of movement in the UK.

Portugal and Spain offer residence for a lower TII than our services, however the family does not receive a functioning business that can support them in the long term, which means the family's living expenses have to be covered out of pocket.

The US EB-5 program has a much lower TII, however in our experience it can take years for the applicant to receive a green card, and there have been many abuses from unscrupulous project managers that have caused families to lose their money and their opportunity to emigrate. There are also frequent rumors about amendments to the program that would almost double the TII in the near future.

Every program has advantages and disadvantages. The message of this comparison is not that our services or the Tier 1 Entrepreneur program are objectively "better" than other options. The message is that for applicants that have the right skills, enough funds, and a goal to relocate specifically to the UK to start and grow a business, this is an ideal option that is not prohibitively expensive.

## 8. WHO ARE YOUR TYPICAL CLIENTS AND THEIR BUSINESSES?

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Our clients are diverse, coming from every corner of the world and every age group. We have worked with every type of business from aviation to food manufacturing and consulting firms to restaurants and many others. This benefits our clients, as we can link them with an exclusive network of potential customers and business partners.

Broadly speaking, our customers can be categorized as those (i) starting a new business and those (ii) looking to invest in an existing business. The process for these two types of clients is entirely different, and we employ the skills of our expert team members to address specialized needs. We connect with our extensive network to tailor a match between the skills of the individual and the ideal business. Unlike others, we don't hold a list of companies looking for funding, as these are rarely substantial investment opportunities. Our clients often invest significantly greater amounts into the business opportunities we identify as they are exciting, mutually profitable opportunities. These are also looked upon much more favorably by the Home Office as genuine investments and from genuine entrepreneurs.

Recently we have been pursuing more partnerships with highly qualified technology graduates, who generate fantastic innovative ideas that hold tremendous potential for the future of the UK and the Tier 1 Entrepreneur Visa.

Some sample recent client profiles include:

### **CHINESE NATIONAL INVESTING IN MANUFACTURE AND RETAIL OF PIGEON RACING BOXES**

The client wished to revolutionise Racing Pigeon carriers in the UK by introducing his own product design but required help to fully understand the UK market and how to structure the business. Tier 1 Global worked closely with the client to fully understand the vision the client had. Extensive research in to the UK market was carried out to ensure the business would be sustainable. A through and detailed business plan for the proposed venture was produced detailing how this business would operate and

grow. This included all financial planning and guidance needed for the client to be fully equipped to begin trading in the UK.

At the end of the process the client was fully prepared for their application and was confident that their business in the UK was going to be a success.

## **CHINESE NATIONAL INVESTING IN EXISTING LOGISTICS BUSINESS**

Tier 1 Global worked closely with the client to fully understand their business background and experience. During this process Tier 1 was fully able to understand the desires and requirements of the client and what they wanted to achieve in the UK. The client already owns a substantial logistics company in China and possess a great deal of experience in this area. Drawing on their extensive understanding of the Home Office requirements and business network Tier 1 Global was able to identify an investment target that perfectly matched both the clients needs and the home office requirements. Tier 1 Global arranged meetings between the Client and an existing UK Logistics company so the client was able to gain a full understanding of the business and potential investment. Once it was agreed that this was the correct investment for the client Tier 1 Global prepared a thorough business plan outlining what the client was going to bring to the UK business and how it was to grow over the coming years. As the matching is bespoke and tailored to each client the client was able to fully understand the business they were investing in and speak confidently about this at their interview as part of their visa process. This was backed by a robust business plan that the client presented as part of their application leading to a successful application.

## **CHINESE NATIONAL HOLDING UK DEGREE INVESTING IN EXISTING UK BUSINESS**

- Successfully applied for a Tier 1 (Entrepreneur) visa for a Chinese citizen who obtained a Bachelor's Degree and then an MBA in the UK to join an existing UK Company specializing in the funding of international investment opportunities, with a view to developing the Chinese market for investment into UK Companies.

## **EXPERIENCED CHINESE ENTREPRENEUR COMING TO THE UK TO ESTABLISH NEW BUSINESS**

- Successfully applied for a highly experienced Chinese business person, owning a manufacturing business in China, to establish a new business in the UK to market and distribute the Company's products in the UK, using the UK as the Company's UK and European Headquarters.
- Entrepreneur brought spouse and children under eighteen to the UK as part of the Tier 1 (Entrepreneur) visa process.

## **EXPERIENCED CHINESE ENTREPRENEUR INVESTING INTO EXISTING UK BUSINESS**

Successfully applied for highly experienced Chinese Entrepreneur with many years of previous work experience in the IT industry, to invest into an existing UK Company engaged in innovative IT solutions and looking to develop its existing markets.

The Entrepreneur brought his previous substantial technical and business experience of the IT sector as well as major networking opportunities through his previous international experience.

## 9. HAVE YOU HELPED OTHER CLIENTS CREATE PROFITABLE BUSINESSES IN THE PAST?

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Below are two of our actual client example case studies illustrating projected revenues and business size.

In both cases we worked very closely with the clients at each step in the process. With close cooperation with the client and detailed research a blueprint for a successful business was created and implemented. This aided the client to secure their visa and gave them the knowledge and confidence to start their business when they arrived in the U.K.

The business plan is not the end of the road. To ensure your continued business success, we will support you as needed. We are committed to our client's success and we are passionate about making this a reality.

### CASE STUDY 1 – 5 STAR RESTAURANT LONDON

- Based on a 3 year forecast the client opened and grew a successful restaurant in the U.K.
- Employees: 15 employees (from year 1) with a £1,053,353 total salary cost over three years
- Initial investment: £550,000 with a further £350,000 property deposit.
- Revenue: £6,273,178 over three years
- Gross Profit:
- Year 1: £903,197
- Year 2: £1,500,728
- Year 3: £1,525,917
- Net Profit:
- Year 1: £199,797
- Year 2: £626,298
- Year 3: £611,758

### CASE STUDY 2 – DENTAL PRACTICE

- Based on a 3 year forecast, below are the figures for the clients' first dental practice. They are using profits to open more practices across the UK as part of their business model.
- Employees: 16 employees (from year 1) to 22 employees (year 3) with a £1,837,945 total salary cost over three years
- Investment: £200,000
- Revenue: £2,891,732 over three years
- Gross Profit:
- Yr1 £327,311

- Yr2 £952,255
- Yr3 £1,366,471
- Net Profit:
- Yr1 -£105,155
- Yr2 £171,371
- Yr3 £40,656

## 10. HOW DO YOU MAINTAIN A 100% APPROVAL RATE?

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We care about our clients and their results.

We are a team of business experts first and immigration/legal experts second. We are entrepreneurs ourselves, so we clearly understand what a business needs to succeed and advise our clients accordingly. We focus on the partnership between the business model and the skills of the individual and can clearly demonstrate the benefits of this partnership to the UK economy. Once we have completed our consultancy, our clients will possess a clear blueprint for operating a successful business and will have the materials and knowledge necessary to defend their business plan during the face to face interview with the authorities.

## 11. WILL A MANDARIN SPEAKER BE AVAILABLE TO HELP?

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Yes, we have native speaking staff that will be able to assist you in China and London.

## 12. SHOULD I INVEST IN A NEW BUSINESS OR AN EXISTING BUSINESS?

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The answer to this question varies from case to case. Regardless of which option is selected, it is important to keep in mind that **the applicant needs to show that he/she has the skills necessary to successfully run the business, so the most important part of the process is finding the right business or idea for you.**

Here are some of the pros and cons of both options:

INVEST INTO AN EXISTING BUSINESS	
PROS	CONS
<ul style="list-style-type: none"> <li>▪ With proper due diligence, investor can <b>ensure the business</b> is sustainable</li> <li>▪ Take advantage of existing brand and track record</li> <li>▪ Take advantage of management team</li> </ul>	<ul style="list-style-type: none"> <li>▪ Not always an option (there may not be business available at the time fitting the investor's skill set)</li> <li>▪ Cash flow positive businesses are more difficult to find</li> <li>▪ Will Require a larger initial investment if</li> </ul>

already in place

buying out existing owner.

- Take advantage of existing network of service providers (lawyers, accountants, suppliers, etc.)
- Immediate income generation (if business is already profitable)

## START NEW BUSINESS

### PROS

- Investor has complete control over every aspect of the business (hiring, product/service design, marketing strategies, etc.)
- Our team of business and legal aspects is available to support every step of the way, from business plan to ongoing management support.
- Can be started with a lower initial investment and grown organically

### CONS

- New businesses have higher uncertainty/risk
- Longer time until the business is profitable and able to support investor and family
- Requires more time from investor to plan and manage
- Sometimes it can be difficult for the investor to manage a time consuming startup while becoming accustomed to a new environment/culture

## 13. HOW MUCH SHOULD I INVEST IN THE BUSINESS?

The UK Home Office generally frowns upon applications for the bare minimum amount (GBP200,000), especially when the submitted business plan fails to explain how the business can be operated to its breakeven point with that investment amount. Having said that, as long as the investment is above the minimum and the applicant is able to explain how the stated amount is enough to take business to profitability in the business plan and during the interview, the Home Office is likely to approve.

This decision is ultimately up to the applicant, and it will depend heavily on the kind of business the applicant wishes to start or acquire.

Particularly when investing in an existing business, the more the applicant is able to invest, the better the opportunities that will be available. For this reason we often suggest that clients invest as much as they can in cash, and borrow the rest as a loan or convertible note (for example, if the applicant is trying to invest GBP500,000 into an existing business, he/she could invest GBP200,000 out of pocket and then we could find a way to help borrow the remaining GBP300,000).



## 14. CAN I START OR WORK IN ANY OTHER BUSINESSES AS PART OF MY VISA IN THE UK?

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No, as an entrepreneur you will be required to focus your attentions on the success of your business.

## 15. CAN I APPLY FOR A VISA AS PART OF A TEAM?

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Yes, there is a possibility of applying as a joint entrepreneur with another applicant and sharing the financial investment of £200,000 requirements 50/50. However, both applicants must invest in the same business or businesses

## 16. CAN I APPLY FOR A VISA AS A RECENT GRADUATE?

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Yes, there are no requirements for previous work experience. As long as you are able to invest an amount above the minimum, prepare a business plan that shows how the investment amount will get the business past a breakeven point, and are able to defend the business plan in English with a Home Office interviewer, you have a good chance to succeed.

## 17. IS IT TRUE THAT I CAN CONDUCT THE HOME OFFICE INTERVIEW IN CHINESE?

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Technically the applicant may ask for the interview to be conducted in Chinese despite the English language test requirement. Having said that, there are no guarantees that the request will be granted, and in our experience, most interviews seem to be carried out telephonically from the UK. We ask clients to assume that the interview will take place in English and prepare accordingly.

## 18. HOW LONG WILL IT TAKE FOR ME TO BE GRANTED A VISA?

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Assuming the Applicant meets all the criteria (including having prepared compelling business plan with our assistance), approval can be expected within 28 days from submission of the application to the Home Office.

## 19. HOW LONG IS THE VALIDITY OF THE VISA?

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The Tier 1 (Entrepreneur) visa is valid for a maximum of 3 years and 4 months and can be extended for an additional 2 years, after which the Applicant can apply for permanent residence. Accelerated permanent residence after 3 years of residence may sometimes be available.

The Entrepreneur is expected to operate his business in the UK until obtaining permanent residence, so failure of the business during this period will result in loss of the visa at the next application stage.

## 20. WHAT PROOF DO I NEED FOR THE ENGLISH LANGUAGE TEST?

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Unless you have an advanced degree from a university in an English speaking country, you will have had to complete the ISE 1 test that can be taken at Trinity College London (TCL), either in the UK or in China<sup>5</sup>. We can assist to make arrangements.

## 21. HOW DO I PROVE EVIDENCE OF FUNDS?

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There are a number of ways to prove evidence of funds, listed below. These documents will need to be translated into English before the application is submitted.

- An official letter from each financial institution holding the funds.
- For money held in the UK only, a recent personal bank or building society statement which confirms the amount of money available to you or your entrepreneurial team.
- For money provided by a venture capital firm or seed funding company a letter from an accountant confirming the amount of money made available to you or your business.
- For money provided by a UK Government department, a recent letter from an accountant or authorized official confirming the amount of money made available to you or your business.
- Funds provided by a third party, following evidence of a third party contributing funds towards your application or if you held the money for less than 90 days. Confirm that they have made money available to you. You will also need a letter from a legal representative (Independent from those providing funds) confirming the signatures on the declaration are valid.

## 22. HOW DO I PROVE I CAN SUPPORT MYSELF IN THE UK?

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You must prove that you have enough personal savings to support yourself in the UK by demonstrating that you have more than £3,310 in your bank account. You must display that you have had this money for more than 90 days.

## 23. WHEN DOES THE MONEY NEED TO BE MOVED TO THE UK?

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When you make your application you have to demonstrate that the entire amount is available to be transferred to the UK but the actual investment of these funds in to the company can be carried out over your first 3 years in the UK.

In the case of Chinese applicants, since their ability to transfer RMB out of China can be limited to various degrees at different points in time, it is best to show that the funds are in a foreign currency bank account in the applicant's name outside of China.

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<sup>5</sup> More information about TCL in China is available at [http://www.trinitycollege.com/site/?id=615&utm\\_source=jump&utm\\_medium=web&utm\\_campaign=china](http://www.trinitycollege.com/site/?id=615&utm_source=jump&utm_medium=web&utm_campaign=china)  
<http://www.pamirlaw.com>

## 24. IS THERE A WAY TO SETTLE IN THE UK BEFORE 5 YEARS?

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Yes. There are a number of ways you can speed up this process. If your business has turned over £5m you will be able to apply for indefinite leave to remain after 3 years. You can also be fast tracked if you employ 10 or more staff within three years.

## 25. HOW MUCH TIME DO I NEED TO SPEND IN THE UK TO COMPLY WITH VISA RULES?

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You will need to be resident in the UK for 185 day each year. Family members under 18 are not required to meet these specific day requirements but must be able to prove residence in the UK.

## 26. CAN I BRING MY PARENTS AS DEPENDANTS?

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Unfortunately the UK does not offer a family reunification process.

There is absolutely no basis on which the parents of the applicant would be able to join the applicant at a later date under any family reunification rules. The only way that they could obtain residence rights in the UK would be by qualifying themselves for a visa.

## 27. CAN I BRING ADOPTED CHILDREN AS DEPENDANTS?

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The answer is in principle yes, provided that the adoption is accepted as legal under UK immigration law.

This undoubtedly increases the complication of any case and should be examined on a case-by-case basis.

## 28. WHEN AND HOW CAN I APPLY FOR PERMANENT RESIDENCE OR CITIZENSHIP?

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After obtaining a visa and successfully operating the business for five years (or three years in certain cases, see FAQ 23), the applicant will have the right to apply for Indefinite Leave to Remain (“ILR”, or permanent residence). After holding ILR status for one year, the applicant may apply for citizenship.

The requirements to apply for ILR are:

- Continued compliance with the relevant Tier 1 Rules throughout their period of residence in the UK.
- To pass the Life in the UK Test.
- To pass a recognized English Language Test at Level B1 Speaking and Listening, in the absence of a UK language Degree qualification.
- To have spent at least one hundred and eighty five days per year in the UK, calculated backwards for each twelve month period prior to the date of application for ILR.

- The applicant must have no criminal convictions or civil judgments in the UK or overseas.

The requirements for citizenship application are:

- Holding indefinite leave to remain (“ILR”) for at least twelve months<sup>6</sup>
- The applicant must not have been outside the UK for more than four hundred and fifty days in total over the five year period prior to the date of the application for citizenship (including specifically not more than ninety days outside the UK in the last twelve months)
- Any English Language Test taken by the applicant must be within its validity period.
- The applicant’s UK tax affairs must be up to date and the applicant must not have any criminal convictions or civil judgments in the UK or overseas.
- There must be no other reasons of character why the applicant should not be granted British citizenship.

Please note that these applications are not included in our initial service scope and therefore will be charged separately. Our UK immigration experts can handle these matters at the time.

## 29. WHY IS THE UK SUCH A POPULAR DESTINATION FOR CHINESE FAMILIES?

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Chinese entrepreneurs see the UK as an ideal location to launch an innovative business idea. Its economic and geographic position makes the UK an ideal place for international trade and gives business excellent opportunities to succeed. Many Chinese students study in the UK and recognize the enormous market potential and look to build careers after school is over.

Many Chinese learn English at school from a young age and they can speak the language to excellent level. This is an essential requirement for the Entrepreneur Visa. The UK is an attractive destination for many reasons, and many successful UK entrepreneurs are immensely proud of being the pioneer family member who has changed their family’s future and the reality of their descendants.

## 30. WHY DOES THE TIER 1 ENTREPRENEUR VISA HAVE A LOW APPROVAL REPUTATION IN CHINA?

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We maintain a 100% success rate for Entrepreneur Visa business plans and are very pleased to be working with the Home Office in shaping the future of Tier 1 Entrepreneur Visa. We currently are discussing a range of proposals to reduce rejection rates and stamp out abuse of the rules.

Many people are poorly advised both in the UK and China, and the rejection rate is extremely high for those who are ill-prepared. Around 73% of all Chinese Entrepreneur Visa applications are rejected by the Home Office.

It’s common for applicants to be encouraged to invest money into existing UK businesses without being actively involved in the company. In these situations the Entrepreneurs do not bring anything to the

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<sup>6</sup> Applications for British citizenship may affect the existing citizenship rights of applicants in third countries.

deal other than money in return for a Visa. With increased interest in the Entrepreneur Visa, the Home Office has become much firmer with applications looking to invest in existing UK businesses – viewing the practice as “Investor Light”, a term describing the act of investing into a UK business for the sole purpose of obtaining a Visa. The Migration Advisory Committee referred to these issues in their September 2015 report and made some significant recommendations to the Home Office.

### 31. WHAT DO YOU THINK THE FUTURE OF THE TIER 1 ENTREPRENEUR VISA HOLDS?

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We believe that the Home Office is considering changes that will make the UK even more attractive to genuine Entrepreneurs who aspire to grow a business in the United Kingdom.

We believe the future of the Entrepreneur Visa will lean strongly towards innovative business ideas run by talented entrepreneurs. We believe the UK will retain and support its highly qualified international student population to further develop its international trade and business capability.

### 32. HOW DO YOU SEE BREXIT AFFECTING THE UK?

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This is the big question. The honest answer is at this stage, no one knows. If you ask us if the UK will become any less entrepreneurial, or will become any less of a global innovator, the answer is of course not.

### 33. DO I HAVE TO PROVE THAT I DO NOT HAVE TUBERCULOSIS?

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Yes, you will need to provide a copy of your Tuberculosis test results if you’re from a country that requires a test.

