



Global reach
Local knowledge



Professional social network looks to outsourcing for global expansion

LinkedIn, the world's largest professional network on the internet, explains how they expanded their global footprint effortlessly with the support of TMF Group.

About the client

LinkedIn connects the world's professionals to make them more productive and successful, and transforms the ways companies hire, market and sell. Its vision is to create economic opportunity for every member of the global workforce through the ongoing development of the world's first economic graph. LinkedIn has more than 300 million members and has offices around the world.

In our own words

"In 2011, after setting up our Asia headquarters in Singapore, we were working on setting up operations in Japan. Unfortunately, the Japanese regulations require new businesses to have at least one director who is a Japanese resident. We did not have anyone in Japan at that time who could serve in that role, and it became a major obstacle in our expansion plan. It would have taken a significant amount of time for us to identify, recruit and appoint a Japanese resident as a director on our own.

"Our outside counsel recommended TMF Group to us and they were able to provide us with corporate management services, which included provision of a general directorship. We went along with the suggestion and managed to set up an office in Japan within weeks rather than months. Because of the excellent service we received from TMF Group in Japan, we went on to use TMF Group in setting up our representative office in Beijing and handling our corporate secretarial work in Singapore."

How TMF Group helped us

"TMF Group provided a complete solution in helping us to set things up in Japan so we could get things moving. They took care of everything from company formation to the opening of bank accounts. TMF Group simplified our entry into a new market in just a few easy steps and made it quite easy for us. With their assistance, there were minimum resources required from our end and that allowed us to focus 100% on the business of getting a new office opened.

"We found TMF Group to be a reliable and responsive partner. They provided us with a single point of contact that we could turn to whenever we required assistance. The level of support given to us was great and their staff always had our best interests in mind."

In the future

"Through our experience working with TMF Group, we have established a solid relationship and mutual understanding. We know what to expect from them and believe we would use them as a service provider in future expansion for similar services."

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Lora D. Blum
Senior Director, Corporate Counsel
LinkedIn Corporation

TMF Group provides the following services to LinkedIn in Japan:

- Directorship
- Domiciliation
- Accounting
- Tax compliance

