



Global reach
Local knowledge



Pioneer in visual technologies looks for smart sourcing

RealD recounts the significant role that TMF Group played in their international expansion and journey to continue sustainable growth.

About the client

RealD is an innovator and licensor of stereoscopic (3D) and other visual technologies for use in cinemas and on consumer electronic devices. RealD has the world's largest 3D cinema platform with more than 26,500 screens in 72 countries. It also provides its technologies to consumer electronics manufacturers and content producers and distributors to enable the delivery and viewing of 3D content. Since 2005, more than 1.5 billion people have enjoyed more than 250 blockbuster movies in RealD 3D.

In their own words

"In parallel with continuing to grow our leadership position in the global 3D cinema business, we continue to explore new business opportunities where our visual technology can be implemented. The consumer electronic devices market is an expanding segment and is a natural fit for both our technology and corporate diversification efforts. It could offer us a second line of long-term, sustainable growth. A move into consumer electronics means setting an eye on Taiwan.

"Taiwan has a well-established original equipment manufacturing ecosystem with some of the largest electronics contract manufacturers in the world, as well as international brands of 3C, LCD panels and SoC (solution on chip). We wanted to tap into the local hardware supply chain and explore the possibility of incorporating our visual technologies into various display systems to perfect the visual experiences across cinema, prosumer and consumer applications. While there are many advantages to Taiwan, we have limited in-house resources to handle the incorporation and compliance matters of our foreign entities.

"Also, legislation and statutory requirements are constantly changing and it would be time consuming and costly if we were to handle it on our own. It was more efficient to engage TMF Group. They have helped us with multiple projects, including in Hong Kong and Taiwan."

How TMF Group helped us

"I think TMF Group and technology firms like RealD are a good match as our business model doesn't require us to have a big team and cumbersome operation. TMF Group's professional knowledge and local expertise allows us to concentrate on developing our new technologies, the supply chain, and new business opportunities.

"Our Taiwan branch is an R&D office focusing mainly on technology transfer, supply chain sourcing and licensing. The nature of our operation qualifies us to apply for a VAT return in Taiwan but we were not wholly taking advantage of it until TMF Group notified us. We eventually recovered a substantial amount of VAT return and it is a testament of TMF Group's extensive knowledge in local regulation."

In the future

"We have developed a close working relationship with TMF Group over the years. In a way, they are like part of our team and we do treat them like our own staff here. If there were any opportunities to work with them in our future expansion, we would definitely do so."

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Vincent Chen
General Director of Product Management
for RealD & Branch Manager for
RealD Taiwan

TMF Group provides the following services to RealD in Taiwan:

- Accounting
- Tax compliance
- Payroll processing

