PRISTAL
PARTNERS

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Two horizons, one uncompromising standard.

ESTABLISHMENT · RESIDENCE · BANKING · COMPLIANCE · CONTINUITY

ESSENTIAL	*RECOMMENDED* STRATEGIC
12 months	*24 months*
Premium entry	Full cycle

I. THE PROMISE

A structured UAE presence, not merely a licence.

Pristal Partners supports founders, entrepreneurs, senior consultants, private groups and regionally expanding companies in fully structuring their presence in the United Arab Emirates: company, residence, banking, initial compliance, administrative continuity and strategic direction.

> *You do not leave with a licence.*
> *You leave with a structured UAE presence.*

II. THE REAL RISK

The real risk: a fragmented UAE setup.

A lawyer, a free-zone agent, a banking consultant, a tax adviser: each optimises their own remit. The client absorbs the contradictions and pays the price of incoherence — becoming the unqualified coordinator of a system that ought to be integrated.

01 Fragmented providers

Each provider optimises their own remit with no overall view. The client alone coordinates a system that ought to be integrated.

02 Bank refusals & compliance risk

A poorly prepared file can lead to a bank refusal that is hard to reverse, or durably delay account opening.

03 Costly structural mistakes

The wrong choice of free zone, activity or shareholding structure can trigger significant restructuring costs.

04 Delayed operational readiness

When the steps are not coordinated from the outset, timelines stretch and real operational readiness is delayed.

I I I .   P O S I T I O N I N G

A boutique firm, not a business-setup agent.

Pristal Partners is a boutique advisory firm for international market entry, operating from Dubai. We support a discerning international clientele — entrepreneurs and SMEs expanding into export markets, group executives, senior consultants and Western companies in regional development.

I

Integrated approach

Company, residence, banking and compliance: one coherent whole, never in silos.

II

A single senior contact

One senior point of contact oversees the entire mandate, end to end.

III

Deliberate selectivity

A limited number of engagements each quarter. Quality of execution, confidentiality and coherence of the mandate.

An integrated mandate, led by a single senior contact: structuring the UAE presence, supporting regional development and coordinating expertise where the project warrants it.

I V . S E L E C T I V I T Y

Who Pristal Partners is designed for.

Our approach is not suited to every project — and that is precisely where its value lies. Here is how to tell whether it fits yours.

A fit if —

— You are seeking a structured UAE presence, not simply a licence.

— You want a single senior contact who masters the engagement.

— You have banking, operational, regulatory or tax-coordination stakes.

— You see Dubai as a strategic base for development.

— You value coherence, confidentiality and quality of execution.

Probably not a fit if —

— Your only decision criterion is the price of the licence.

— You expect a banking or commercial guarantee.

— You are not able to document your activity.

— You want a standardised process, without senior support.

V. PREMIUM PROFILES

The real cost is not the cost of the licence.

For a premium profile — consultant, independent executive or entrepreneur — a UAE presence is not judged by the cost of a licence alone. It is judged by its real cost: time invested, banking coherence, documented compliance and continuity of activity.

What truly costs —

— Every day spent coordinating multiple providers is a day not devoted to your work, your clients or your growth.

— A slowed or refused banking onboarding can durably delay operational readiness.

— Poorly documented structuring can weaken the tax and administrative coherence of the file.

— Your time, your continuity and your peace of mind are assets: they should serve your trajectory, not administrative coordination.

— A licence alone creates neither banking legibility, nor defensible compliance, nor operational continuity.

What Pristal brings —

— One mandate, eight coordinated workstreams: structure · licence · immigration · residence · personal banking · corporate banking · compliance · strategic direction.

— A banking file prepared to maximise its legibility and coherence.

— Structured documentation to support a defensible UAE presence.

— Residence, and where needed family sponsorship, coordinated within the same mandate.

— A single senior contact, avoiding the scattered coordination of providers.

VI. OUR APPROACH

A single senior contact.
Grey areas identified, framed and resolved before they become obstacles.

1

A single senior contact leading the full mandate

A senior point of contact knows your file in full. The main identifiable risks are anticipated and addressed within the scope of the mandate.

2

Decisions guided by an integrated view

Legal structure, tax coordination, banking and residence are handled coherently, never in silos. Our role is to identify, clarify and resolve the grey areas.

3

Execution that is structured and documented

Proven processes, selected partners, a mastered methodology.

VII. YOUR CONTACT

A hands-on principal, not advice from afar.

HOSNI BOUGONNA

Founder · Principal advisor

A trilingual export consultant and business advisor, based in Dubai since 2010, Hosni supports entrepreneurs, executives and Western SMEs in their UAE setup and regional development. His approach connects structuring, residence, banking, compliance and on-the-ground insight in service of a clear trajectory — not a mere licence.

180+

engagements · 15+ years

Companies, subsidiaries, umbrella employment, distribution, representation & sourcing.

Since 2010

Dubai · FR · EN · AR

Direct knowledge of authorities, free zones and banks; direct dialogue with administrations.

Field experience

GCC / MEA

Executives, senior consultants and Western SMEs: establishment, residence, banking and regional structuring.

V I I I . T H E P R I S T A L E C O S Y S T E M

A single senior contact, a circle of experts engaged as your needs require.

Depending on the project, Pristal draws on a select circle of associated experts — each recognised in their field — under the coordination of a single contact.

Hosni Bougonna

Founder · UAE delivery & insight

A trilingual export consultant and business advisor, based in Dubai since 2010. Hosni leads every mandate with an on-the-ground reading of UAE authorities, banks and partners.

Paul Faucomprez

Tax lawyer · Paris – Dubai

Tax lawyer, founder of OwnerTech and Useyourlaw. Paul advises on tax, legal and cross-border matters where the project calls for specialist reading.

Morad Lahlouh

Strategy & governance

CEO of Keleo Solutions France. Morad advises on structuring, governance, organisation and growth strategy for executives and companies in development.

Jessica Riah

Executive mobility · Relocation

Founder of Easy-Expat, Jessica has supported executives and families in settling in Dubai for over 10 years: schooling, housing, local bearings and practical organisation.

A circle of expertise — available when relevant and fully documented — engaged according to the chosen configuration and the scope of the mandate, under the coordination of a single contact.

IX. BUSINESS ADVISORY & REGIONAL ECOSYSTEM

Grow your business or build your local foothold.

Depending on your ambition, Pristal becomes your business anchor in the region: preparing a commercial activation, structuring your regional presence, or building a local ecosystem consistent with your standards.

A · Commercial & regional activation

Grow your business or open new markets

— Clarifying the commercial role of the UAE base

— Reading of the UAE / GCC / MEA market and regional positioning

— Identifying relevant contacts, channels and intermediaries

— Targeted introductions where the project warrants

B · Local ecosystem & professional footing

Building a trusted local network

— Guidance towards relevant banks, tax advisers, lawyers and experts

— Identifying professional circles aligned with your profile

— Gradually building a reliable local ecosystem

— Integration into a professional environment suited to your sector

Included deliverable — UAE strategic orientation note & ecosystem: the recommended role of your presence, priorities, points of vigilance and the next decisions to take. Consolidated in the Corporate Vault at the end of the mandate.

Strategic Access — orientation and targeted introductions, with no guarantee of clients, contracts, financing or partnerships. Active prospecting, lead generation and go-to-market execution fall under a separate mandate.

X. THE PRISTAL METHOD

The Pristal Method: structure, activate, maintain, develop.

A UAE presence is not just a licence. Pristal organises it in four stages, from initial diagnosis to managed continuity, under the responsibility of a single senior contact.

1 · STRUCTURE

Diagnosis · Jurisdiction · Company formation · Banking Readiness File

2 · ACTIVATE

Licence · Residence & Emirates ID · Banking · 90-day review

3 · MAINTAIN

Accounting · Annual audit · Corporate Vault · Compliance Review

4 · DEVELOP

Advisory · Governance · EMEA support · E-invoicing readiness

Structure. Activate. Maintain. Develop. One mandate, one senior contact, a fully structured UAE presence.

XI. TWO REFERENCE HORIZONS

Two reference horizons: Essential & Strategic.

Essential establishes a first UAE presence over 12 months. Strategic builds a lasting presence across a full 24-month cycle. Each offering exists in a Business configuration, without residence, or Resident, with residence.

ESSENTIAL

12 MONTHS

- Establish and secure a first UAE presence over 12 months.
- Business: company only. Resident: + investor visa, Emirates ID and personal track.
- To validate a UAE presence before committing to the long term.

STRATEGIC

24 MONTHS · RECOMMENDED

- Build a lasting presence across a full 24-month cycle.
- Business: company only. Resident: + visa, Emirates ID and personal track.
- Ongoing compliance, two annual audits, stronger banking continuity.
- The recommended framework for a serious UAE presence.

Strategic Resident is the recommended choice for a lasting UAE presence.
The configuration is chosen according to the genuine need for residence.

XII. CHOOSING YOUR HORIZON

Choosing your UAE horizon.

The standard and quality of execution remain the same. What changes is the horizon of your presence.

ESSENTIAL

12 MONTHS

€12,990 excl. VAT

- Resident, with residence — a 12-month cycle.
- Business configuration, without residence: €8,990 excl. VAT.

RECOMMENDED OFFERING

STRATEGIC

24 MONTHS

€19,990 excl. VAT

- Resident, with residence — a full 24-month cycle.
- Business configuration: €15,990 excl. VAT.
- Best annualised cost: €9,995 / year.

Strategic Resident is the recommended choice for a long-term UAE presence.
Prices shown excl. VAT, on full payment; Business configurations (without residence) are available for each horizon.

X I I I . I N C L U D E D S C O P E

What your mandate covers.

I

Initial structuring

- Diagnosis & framing
- UAE company formation
- UAE licence matched to the validated activities
- Up to 6 shareholders included
- Up to 3 activity groups
- Establishment Card · Visa quota · Resident only

II

Residence & relocation · Resident

- Investor / General Manager visa
- Administrative coordination
- Personal banking assistance · Resident
- Local bearings & settling in
- Driving-licence conversion
- Initial TRC assessment, subject to eligibility

III

Banking & compliance

- Corporate banking assistance
- FTA & initial Corporate Tax
- AML · UBO · applicable regulatory compliance
- Corporate documentation
- Accounting and filings

IV

Advisory & continuity

- Family sponsorship · Resident — government and third-party fees at cost
- Monitoring & tracking of deadlines
- UAE strategic orientation note & regional ecosystem
- Strategic Access where relevant
- Corporate Vault delivered at the end of the mandate

Common to every configuration: company, corporate banking, compliance and advisory. Resident adds: visa, Emirates ID, personal account, driving-licence conversion, family and relocation. Ongoing compliance is included throughout the subscribed term; the Corporate Vault consolidates everything at the end of the mandate.

XIV. ANNUAL CONTINUITY

Annual continuity, simple and clear.

At the end of the mandate, continuity keeps the company compliant, documented and managed. Two options, according to the chosen configuration.

BUSINESS

without residence

Licence, bookkeeping, Corporate Tax, VAT where applicable, annual audit, deadline tracking and Pristal coordination.

12 months — €7,990 excl. VAT

24 months — €13,990 excl. VAT

RESIDENT

with residence

The Business continuity, plus coordination of the residence and immigration track; government fees presented separately where applicable.

12 months — €9,990 excl. VAT

24 months — €15,990 excl. VAT

Government fees for immigration or visa renewal, where they apply and are not expressly included, are presented separately before launch.

XV. THE PRISTAL DELIVERABLES

What you receive, concretely.

Four clear deliverables, at each stage of your UAE presence.

A bank-ready application file

The key elements banks expect, gathered and clearly presented — to support a coherent and bankable application.

Banking Readiness File

Your documentary vault

Company, licence, visas, tax, audits: all your documents in one place, accessible at any time. ·

Corporate Vault

A 90-day checkpoint

Three months after launch, we review together banking, invoicing and accounting — and what remains to be done. ·

90-day review

A clear annual review

Once a year, the state of your obligations, your deadlines and our recommendations, in plain language. ·

Annual Compliance Review

Each deliverable is handed to you and remains accessible throughout the mandate.

XVI. THE RESIDENT EXPERIENCE

The Resident experience.

The Resident configuration adds the executive's personal and family journey, coordinated within the same mandate as the company.

Residence & Emirates ID

Residency, coordinated

VISA

Quota and principal investor visa, with VIP, fast-track handling on site.

EMIRATES ID

Target of 24 to 48 business hours once all prerequisites are met.

DRIVING LICENCE

Standard conversion of the foreign licence where the client is eligible.

Banking & family

Daily life, coordinated

PERSONAL ACCOUNT

UAE personal account; multi-currency solution where flows justify it.

FAMILY

Full assistance with family sponsorship; third-party fees borne by the client.

RELOCATION

Family relocation and expatriation consultation, on request.

Tax & long term

Long-term presence, secured

GOLDEN VISA

Initial flash-check of eligibility for long-term residence options.

TRC

Assistance with a first TRC procedure, subject to conditions, without guarantee.

HOME-COUNTRY TRANSITION

Process/data assistance with a first administrative step.

Immigration, banking and TRC remain subject to the authorities; no guarantee of eligibility, issuance or non-residence. Third-party fees borne by the client.

XVII. DEMONSTRATION

A representative case: from fragmentation to a fully coordinated mandate.

THE PROFILE

Head of a B2B consulting / services SME

- Revenue ~€3.8M, clients in France, Europe & GCC
- Wants a UAE base to structure regional development
- Family relocation envisaged within 6 to 12 months
- Need: UAE company, investor visa, corporate account, family residence, tax coordination

WITHOUT PRISTAL — A FRAGMENTED PATH

Free-zone agent, bank, tax adviser, visa and relocation consulted separately. Company formed quickly, but with no alignment between activity, jurisdiction, target bank and residence. The executive becomes coordinator of fragmented providers.

WITH PRISTAL — THE INTEGRATED MANDATE

The project framed from the outset: activity, jurisdiction, structure, visa cycle, banking, initial compliance (FTA / Corporate Tax / UBO / AML), family timeline, relocation and tax coordination, within a coherent logic.

OUTCOME — A STRUCTURED UAE PRESENCE

Company, residence, family, banking and compliance move in the same direction. The executive does not steer a sum of providers: they rely on an integrated mandate, coordinated by a single senior contact. Illustrative example — not a client testimonial.

X V I I I . T R A N S P A R E N C Y

Fixed fees, transparent third-party costs.

O U T O F S C O P E

- Government fees related to family visas
- Change of Status and any banking fees
- Renewals beyond the subscribed horizon, presented separately before launch. Maintaining the visa requires an active licence.
- Recurring administrative or government fees, where applicable.
- Health insurance

Is tax residence (TRC) guaranteed?

No. Pristal assists with a first TRC procedure under conditions and prepares the file; eligibility, issuance and recognition rest with the authorities. An administrative transition to the home country does not guarantee non-residence for tax purposes.

Does Strategic Access guarantee opportunities?

No. Neither clients, contracts nor partnerships: orientation towards the right contacts (banks, tax advisers, relocation) where the project warrants. Not an active business-development mandate.

Is the bank account guaranteed?

No. The final decision rests with the bank. Pristal prepares the file to maximise its coherence and compliance.

Regulated, logistics, industrial or customs activities, as well as multi-entity structures or those requiring specific engineering, are subject to tailored framing, scope and pricing. The full detail of fees and exclusions is set out in the engagement letter.

XIX. NEXT STEPS

From initial alignment to your structured UAE presence.

01

Confidential diagnosis

Profile, stakes, UAE horizon, any obstacles.

02

Mandate recommendation

Choice of offering — Essential or Strategic — and of configuration: Business or Resident.

03

Engagement letter

Scope, fees, third-party costs, timeline, responsibilities and exclusions.

04

Mandate activation

Structuring, residence, banking, initial compliance and follow-up by a single senior contact.

The first conversation lets us confirm the project's fit before any commitment.
Every mandate follows the Pristal Service Standard: shared roadmap · progress updates at each milestone · no third-party fee without approval · consolidated final file · post-establishment review. Indicative timelines set at framing, subject to the authorities and banks.

A UAE presence managed as a mandate.

Not as a case file.

We take on a limited number of mandates. The confidential diagnosis lets both you and Pristal confirm that the project warrants integrated support, and determine the most suitable horizon.

Structure cleanly. Execute with method. Support over time.

ASSESS THE FIT OF YOUR PROJECT — 20 MINUTES

A first confidential conversation after a review of your profile. It may be followed by a full diagnosis or a UAE strategic consultation at €590 excl. VAT, with a written note, deductible from the mandate if signed within 30 days.

EMAIL
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SITE
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OFFICE
Dubai · United Arab Emirates

Number of mandates limited each quarter — every diagnosis is confirmed after a review of the profile and the project's fit.

ANNEX · I

Add-ons & indicative third-party fees.

KEY ADD-ONS

Additional shareholder (> 6)	€850 excl. VAT
Additional activity group (> 3)	€950 excl. VAT
Additional visa — 2 years	€3,990 excl. VAT
Standard amendment	€2,350 excl. VAT
Additional consultation	€150 excl. VAT / hr

ANNUAL CONTINUITY

Business continuity — 12 / 24 months	€7,990 / €13,990
Resident continuity — 12 / 24 months	€9,990 / €15,990

RENEWALS & GOVERNMENT FEES

Government fees for immigration and visa renewal, where they apply, are presented separately before launch. Prices excl. VAT.

The full third-party fee schedule, the detailed terms of each continuity option and the contractual scope are provided at framing, with the engagement letter.