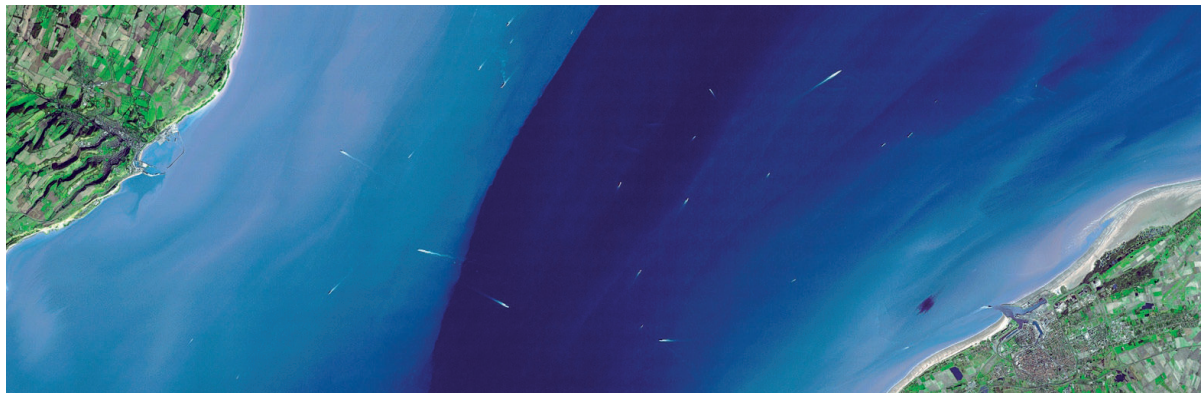


## UK Desk in France

### Let us be your reliable partner



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The UK Desk in France has been established to assist British and Irish clients with their business interests in France.

Our team comprises British and French nationals who have extensive experience of providing financial advice and compliance services in both jurisdictions.

The UK Desk acts directly for clients or through the intermediation of Deloitte's member firms in the UK and Ireland.

#### The benefits we can offer you

The benefits of contacting the French UK Desk are that we can ensure that you are able to obtain easy access to the full range of professional services available from Deloitte in France, its tax and legal firm Taj, and In Extenso, its subsidiary firm specialising in the needs of small companies.

Our services can be provided directly to UK and Irish clients or through one of Deloitte's offices in the British Isles.

#### We can provide you with:

- Direct contact with bi-lingual personnel who can participate in dialogue on both sides of the Channel and help you with French technical terminology, dealing with the regulators and fiscal authorities;
- Access to professionals qualified in both France and the UK with experience of doing business in both jurisdictions. We can present French regulatory requirements and business practices in a British/Irish context that you will readily understand;
- Financial and other information which will conform with standards generally accepted in the UK and Ireland, consistently, regularly and reliably;
- Practical advice from professionals based in France about how to deal with local regulations concerning accounting, tax and company legal compliance;
- A full range of financial consultancy and planning services tailored to suit the needs of British and Irish investors and to optimise your returns by adding significant value to your French business investments;
- Partners and managers who will accompany you to meetings and negotiations, conduct research and due diligence on your behalf, assist with feedback to Board meetings and Audit Committees...;
- Consultants from a broad range of disciplines to help you grow, structure and operate your business to ensure optimal performance, increase value and manage risk.

# Our core capabilities

Dynamic businesses are in constant need of focused professional services to maintain the momentum of their development.

## Accounting & Administrative Compliance

- Outsourced accounting services
- French generally accepted accounting principles
- Consolidation reporting packages
- Payroll bureau services
- Statutory compliance

## Financial Reporting & Audit

- Statutory audit
- International financial reporting standards (IFRS)
- UK/Irish financial reporting standards
- Best practice accounting policies
- Group auditing requirements

## Financial Planning

- Analytical reports
- Business plans
- Financial restructuring
- Advice on foreign trade

## Tax & Legal Consulting

- Select appropriate corporate structure
- Optimal tax and distribution planning
- Tax compliance and tax inspections
- Planning for mergers, acquisitions and disposals
- Cross-border tax planning

## Expansion & Realising Value

- Expansion and acquisition strategies
- Transaction support services
- Deal evaluation and negotiation
- Raising finance
- Disposals
- Management, operational and strategic consultancy

## Management Information & Mitigating Risk

- Key performance indicators
- Maximising returns from your business
- Systems advice and implementation
- Cross border reporting applications and shared service centres
- Internal controls and risk management



# Coordination with Deloitte in the UK and Ireland

UK and Irish clients with business interests in France can benefit significantly from the close level of co-operation and communication that exists between our practices on both sides of the Channel

We have permanent liaison links with all of Deloitte's offices in the UK and Ireland. In London there is a dedicated French Desk based in the offices of Deloitte UK, and Deloitte France is also represented by our affiliate firm, Constantin. These links ensure that:

- Client requests for services are clearly explained and quickly communicated;
- Reporting requirements and deadlines are adhered to;
- We can obtain a better understanding of the objectives of clients and their businesses;

- We can assist our UK and Irish colleagues with presentations and feedback to clients;
- Our UK and Irish colleagues are fully apprised of French accounting, fiscal and statutory rules;
- Business arrangements with us can be negotiated on a combined basis.

Whatever your requirements, the UK Desk in France ensures a consistent approach, timely delivery, and uniform quality and cost.

## Some of our clients with a significant presence in France

Client	Business sector
• Aegis	Media
• Acergy	Industrial
• Bodycote	Industrial
• Cadbury	Foodstuffs
• Carphone Warehouse	Communications
• Chloride	Industrial
• Compass Group	Distribution
• Corus	Steel
• Dixons Stores Group	Retail
• Hays	Human Resources

Client	Business sector
• Jaguar Land Rover	Distribution
• Kerry	Foodstuffs
• Kingfisher	Retail
• Michael Page	Human Resources
• Reed Elsevier	Communications
• SIG	Industrial
• Specialist Computers	Information Technology
• Tarmac	Construction
• WH Smith	Retail
• WPP	Media



## Your contacts in France



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Alex Legon is a UK Chartered Accountant and French Commissaire aux Comptes (registered statutory auditor). Based in Paris, he became a partner in the UK in 1989 and moved to France in 2001. Alex is the leader of the UK Desk and audits many of its clients.



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Joanne Dreyfus is a UK Chartered Accountant and French Commissaire aux Comptes (registered statutory auditor). Joanne started her career in the UK and transferred to Paris in 1999 and she became partner in 2008. Joanne specialises in working with clients of the UK Desk and also working in the hotel sector.



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Matt Jiggins is a UK Chartered Accountant and has worked for over 10 years in Transaction Services, both in London and in Paris. Matt is experienced in coordinating and executing cross border assignments for both strategic and private equity clients and liaising between our International offices.



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Ariane Châteaux-Paliès is a qualified French lawyer and an international tax partner. Before joining Taj in 1998, Ariane trained with another Big 4 firm. She specialises in all corporate tax matters and works with a large number of UK clients with a presence in France.



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Laurent Blanchard is a member of the « Ordre des Experts Comptables » and a French statutory auditor. He is in charge of Deloitte Accounting Services which provides administration, accounting and payroll services for international businesses already or seeking to be established in France.



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Emmanuel Miller is a French Chartered Accountant and Commissaire aux Comptes (registered statutory auditor). Based in Paris, he has been deputy managing director of the Paris region of InExtenso since 2008, when the accounting firm he founded joined the Deloitte network. Emmanuel is responsible for many of the region's foreign clients.

## Our offices in France

Paris, Bordeaux, Cannes, Grenoble, Lille, Lyon, Marseille, Nantes, Strasbourg, Toulouse, Tours.  
In Extenso has 165 accountancy services offices throughout France.

## Your contacts in the UK and Ireland



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### About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu, a Swiss Verein, and its network of member firms, each of which is a legally separate and independent entity. In France, Deloitte S.A. is the member firm of Deloitte Touche Tohmatsu, and professional services are provided by its subsidiaries and affiliates. Please see [www.deloitte.com/about](http://www.deloitte.com/about) for a detailed description of the legal structure of Deloitte Touche Tohmatsu and its member firms.

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