

Deloitte.

Financial Advisory
Solution you can trust



Financial Advisory

Deloitte Indonesia Financial Advisory Services provides a diverse range of strategic and financial advice to clients throughout the region in relation to Corporate Finance, M&A Transaction services, Reorganization and Forensic.

We have provided high-level strategic advice on some of the most significant and complex mergers, acquisitions and financial restructurings in Southeast Asia, contributing to the redefinition of the region's corporate landscape. The over-riding goal of all of our engagements is to assist you in growing shareholder and stakeholder value.

We differentiate our business by allocating the time and resources of our directors and professionals on each and every engagement undertaken. As such, we ensure the service you receive is second-to-none, reliable, innovative and appropriate for the circumstances.

We are focused and relationship-driven while maintaining the highest standards of independence, objectivity and confidentiality. Every problem is addressed with an independent and unbiased approach, which our product and transaction focused competitors are unable to provide.

We have a dedicated team of multi-disciplinary, highly experienced professionals who offer a range of services designed to meet your differing needs. We are Indonesia-based and regionally focused, operating as an integral part of the global Deloitte network; with access to all of the benefits a worldwide footprint can provide.



Corporate Finance Advisory Services

The Corporate Finance team advises clients in the region on a wide range of strategic transactions, including mergers & acquisitions, disposals, fund raising, pre-IPO advisory and real estate advisory, as well as general corporate finance advice.

What distinguishes Deloitte Indonesia from other advisory firms is threefold:

- We are small enough to give each and every client, every investment and every relationship senior-level attention, yet big enough to handle very large and complex transactions.
- We have the ability to offer independent, objective advice to you wherever you are in the region. In particular, Deloitte Indonesia's independence from debt and equity providers allows Deloitte Indonesia to avoid the conflicts of interest inherent in full-service organisations.
- We provide access to a comprehensive global network of key corporate relationships and expertise in complementary practice areas (for example taxation and restructuring) which allows Deloitte Indonesia to offer you unique, seamless solutions to issues arising in the course of a transaction.

The portfolio of corporate finance advisory services includes:

Acquisitions Advisory

Our specialist teams will lead or support on transactions which require specific advice including:

- Establishing acquisition goals and criteria.
- Performing target screening and evaluation.
- Conducting business valuations and competitive assessments.
- Assisting with bid preparations.
- Evaluating and arranging financing alternatives,
- Assisting with negotiation, structuring and closing the transaction with the seller and financing sources.
- Coordinating with Deloitte Indonesia M&A Transaction Services practice to provide technical due diligence and contract review.
- Coordinating with Deloitte Indonesia Consulting Services to provide post-transaction integration services related to accounting and financial reporting systems, cash management programs, operations and human resources.

Sale or Divestitures Advisory

Our Corporate Finance team brings extensive industry knowledge and local market experience from around the globe to your transaction. Specifically, we can help with:

- Analysis of viable shareholder alternatives.
- Conducting business valuation.
- Coordinating with Deloitte Indonesia M&A Transaction Services practice to provide tax and pre-sale due diligence.
- Identifying and compiling a list of qualified strategic and financial buyers from extensive research and Deloitte's global network.
- Developing a preliminary information package and a comprehensive information memorandum.
- Assistance in transaction origination, structuring, negotiations, and closing.
- Coordinating with other Deloitte member firms to provide transaction support and post-transaction services.

Fund Raising Advisory

We provide clients an experienced team with sector-specific expertise to ensure a focused and professional approach, spanning:

- Reviewing a client company's capital structure, debt and equity, before developing an optimal structure for the company based on its future plans.
- Preparing investment documents to attract and inform potential investors and lenders.
- Selecting strategic funding partners and making introductions through our close relationships with financial sponsors.
- Access through our international network to funding from international players seeking investment and lending opportunities in Indonesia.
- Using our extensive experience in capital raising projects, providing deal structuring advice, negotiation skills and project management throughout the process to ensure a successful and timely completion.

Pre-IPO and IPO Advisory

Pre-IPO

- Advise the client on the listing process, regulations and major issues.
- Review the client's past financial performance and discuss with the reporting accountants on the accounting issues.
- Review the current corporate structure of the Group and advise on an effective structure for the purpose of listing.
- Assist in the financial planning and restructuring for potential equity, debt and/or other types of fund-raising opportunities.
- Assist in preparing business plans / proposals highlighting the strengths and edges of the client.

IPO

- Assist in reviewing the abridged and final prospectus, which will principally be focused on the financial aspects.
- Accompany the management in attending technical meetings held by the underwriters, local authority and the stock exchange and assist in responding to queries raised by those parties.
- Assist the client in considering the potential range of pricing for the transaction and provide independent advice.

Real Estate Advisory

- We provide clients in the real estate industry a full range of corporate finance services which include providing investment structuring advice; assisting in identifying key issues; supporting clients in evaluating the profitability and growth potential of real estate assets; assisting clients in devising and implementing the most efficient capital and financing structure including IPO assessment, capital restructuring and Real Estate Investment Trust; and advising clients on the acquisition and disposal of share interests of real estate companies, development projects and investment properties.
- Our breadth and depth of expertise allows us to guide clients through the decision-making process, regardless of whether property is their core business or not. We provide in-depth market intelligence to drive property strategies from project inception through to delivery and end sale or use.



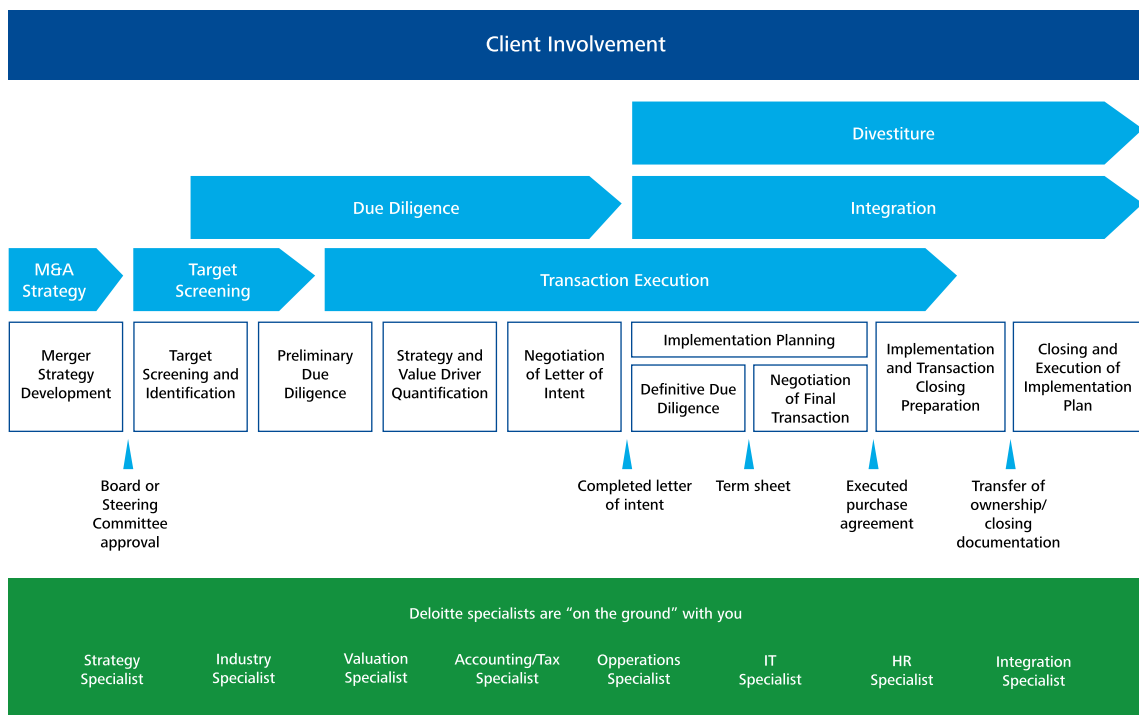
M&A Transaction Services

With our extensive cross border transaction experience, we have a unique understanding of the complex financial and commercial issues surrounding an M&A transaction executed within a cross border environment.

We understand the importance of developing an M&A strategy that is closely aligned with your corporate and business unit strategic plans that are essential to achieving targeted objectives.

Our approach to M&A focuses on “doing the deal” – from inception of a structure that adds value to your investment, to closing the transaction and implementing operational strategies. Each of the phases requires our client’s senior management to make critical decisions and involves our participation in activities ranging from reviewing business objectives, performing due diligence, supporting your negotiation, closing a transaction to integrating business units.

Our valuation advisory is fundamental to any MATS. The Deloitte team leverages on its industry expertise to understand the key value drivers that affect the value of specific business. We use methodologies tailored to the specific circumstance of the transaction.



The M&A Transaction Services include:

Market Study and Commercial Research

We provide insightful research and market assessment capabilities to assist clients in formulating their future developments or re-positioning.

- Market assessment
- Internal review
- Market entry strategy

Target Screening

- After obtaining a long list of potential acquisition candidates, the next step is to conduct research and analyse the profile of the selected targets. The main objective of this process is to narrow down to a short list of prioritized targets.
- The screening process applies a set of criteria to screen for candidates that will best realize the M&A (and corporate) strategy. It is a systematic approach to identifying the most suitable candidates through an iterative process. Proper target screening lays the foundation for successful execution and integration.

Financial and Tax Due Diligence of Potential Acquisition Targets

Financial Due Diligence (FDD)

Financial due diligence is a vital process enabling the purchaser to obtain a comprehensive and expert assessment of the target's business history, and its historical financial performance and position. Such assessments have deep implications on the target's future projections and prospects.

In essence, the scope of a financial due diligence includes a detailed review and analysis of the following:

- **Company overview** – structure and background
- **Quality of earnings** – financial performance, quality and sustainability of earnings, key drivers of revenue and profitability
- **Quality of assets and liabilities** – valuation and completeness of assets and liabilities, guarantees, commitments, contingencies and net debt
- **Cash flow** – normalised working capital, capital expenditure
- **Projections** – review of management's forecasts of profitability and cash flow
- **Accounting matters** – accounting policies, reconciliations, reliability of management accruals and audit issues

Tax Due Diligence (TDD)

In a tax due diligence review, the focus includes:

- Compliance with the various applicable taxes
- Available tax incentives or concessions
- Availability of tax credits post-acquisition
- Transfer pricing policies

Commercial Due Diligence (CDD)

Commercial due diligence focuses on a company's market, industry, competitors, and likelihood of achieving or exceeding its forecasts in the coming years.

Information Technology (IT) Due Diligence

IT due diligence is a comprehensive assessment of the target's IT environment for issues that affect the valuation, transition and integration of the acquisition. Without completing a proper assessment of the IT infrastructure and capability of a target, a buyer may significantly underestimate the magnitude, complexity and cost of IT-related issues.

Tax/Accounting Deal Structuring

In essence, tax/accounting deal structuring would typically involve:

- Conducting a benefit / risk analysis, from accounting and tax perspectives, on the potential deal structure.
- Performing necessary research on applicable accounting and tax regulations and analysing any relevant accounting and tax implications of the structure plan.
- Summarizing the accounting and tax implication analysis and providing recommendations.

Sale and purchase price agreement review

Legal support work begins with the negotiation stage of any transaction – helping the client to ensure that key issues arising from the due diligence exercise are adequately addressed in the Sales and Purchase Agreement. Support and review work covers the following areas:

- Appropriate definitions of financial terms
- Adequate vendor representations and warranties
- Purchase price adjustment mechanisms

Post-merger Integration

Integration planning is rarely contemplated at the outset of an M&A transaction, yet poor planning can have adverse consequences.

In the pre-deal phase, Deloitte Indonesia provides strategic due diligence to ensure a better understanding of the value of the assets in a transaction. Post-deal, the focus is on addressing the critical integration issues, namely:

- Integration and alignment of the transaction objectives with strategy
- Managing communication and decision making
- Tracking and capturing merger synergies
- Dealing with legal and regulatory issues
- Consolidating pay and incentive policy programmes
- Retaining talent and eliminating redundant positions
- Transitioning all business functions to a common platform
- Managing divestitures

The Deloitte member firms' team has developed a deep understanding of what it takes to integrate successful businesses, to maximise value creation, and to drive innovation to deliver super growth and premium returns. The approach is characterised by objectivity, extensive industry knowledge, superior financial expertise, innovation, confidentiality, and practicality. Benchmarking against global best practice is vitally important in this context and is assured through Deloitte's international network.

Deloitte offers comprehensive Programme Management to support a fully coordinated and efficient integration, establishing a Programme Management Office to provide the structure, control and execution across all aspects of the integration.

Specific "clean teams" – which offer an objective third party to both of the merging entities – are established in situations where information cannot be shared openly between the parties. Deloitte member firms' integration expertise straddles all of the major strategic priorities:

- Synergy discovery and tracking
- Protecting human capital
- Successful "Day One" launch
- Effective communication
- Addressing the people dimension
- Systems consolidation



Valuation and Financial Modelling

A. Valuation

Our Valuation professionals come from a multitude of backgrounds and transcend the barriers of time zones, language, currency, and culture to serve you. They can help you solve complex business and transaction issues, including analyzing alternatives and recommending solutions. We provide well-reasoned, defensible valuations and advice. Most importantly, we understand how to quantify and present valuation analyses and conclusions under prevailing accounting, tax, and regulatory codes for transaction, financing, litigation, strategic management, and compliance purposes.

Financial Reporting and Tax Valuation

If your company needs to comply with either International Financial Reporting Standards (IFRS) or Indonesia Generally Accepted Accounting Principles (Indonesia GAAP) – or both – you need to address evolving changes in “fair value” accounting. To the extent that an increasing number of assets and liabilities lack readily established market values, you (and we) need to rely on valuation models that rely on methods and assumptions that can be highly judgmental.

In the current regulatory environment, your company must also perform rigorous, objective valuation analyses for a wide range of financial reporting and tax purposes, including share-based compensation, debt impairment, derivatives and convertible instruments, guarantees, and complex capital structures. And compliance is not getting any easier. Most recently, regulators have issued new guidance for treating contingent consideration and liabilities under purchase accounting.

We can help you, because our professionals understand the dynamics of fair value measurement and tax-related valuations – and have access to relevant expertise and resources. Below, we discuss some specific areas where you can rely on our expertise in finding the fair value of assets and liabilities:

- Purchase Price Allocation
- Impaired Assets
- Stock Options
- Financial Instruments & Derivatives
- Audit Review Support

Litigation Valuation

Expert Witness Testimony

Our professionals can provide credible valuation-focused expert witness testimony and opinions in international and tax courts.

Valuation and Damage Quantification for Dispute and Litigation Purposes

We provide valuation services for arbitration, pretrial planning, depositions, and other litigation-related situations such as: shareholder dissolution and purchase price disputes, third-party analyses, intellectual property infringement analysis, estimates of fair market values for intangible assets, and calculations of damages caused by infringement.

Business Valuation Consulting

Transaction Pricing

Whether you are evaluating strategic alternatives, acquisitions, or new ventures, our valuation professionals can provide pricing analyses and strategic pricing analyses to reinforce your decision making. Drawing on extensive experience across a broad range of industries, we can provide perspectives on value and interpret the impact on transaction structuring, deal making, and risk management strategies. You can then focus on the factors that affect value the most, optimizing resources and streamlining the transaction process.

Mergers & Acquisitions in a Changed Environment

Having the tools and knowledge to navigate and capitalize on distressed M&A opportunities is a distinct competitive advantage in the current deal environment. Key issues that potential acquirers must consider include: the types of buyers likely to be active in today’s market; characteristics of and time frames for mergers and acquisitions involving healthy, distressed, and bankrupt assets; and opportunities and pitfalls to consider when acquiring distressed companies. It is just as important to understand that the distressed M&A market is quite different from a healthy market, and transactions must be assessed with very different perspectives in these environments. We can help you develop value-based M&A strategies to better align your business strategies and growth objectives.

Modeling to Support Business Planning

We often produce quantitative models for companies like yours when they are evaluating strategic options, considering a transformational transaction, or undertaking an important project. These models can help you make better decisions and increase stakeholder value by simplifying project dynamics and allowing “what if” analysis with robust, insightful analysis, flexibility, customization, and reliability. We can help you develop detailed financial models to analyze your transactions’ economics and provide the industry knowledge necessary for decision analysis, including:

- Value enhancement strategies
- Capital budgeting
- Post-merger asset management
- Lease-versus-buy analysis
- Economic consulting
- Project finance
- Public-private partnerships

Fund Portfolio Valuation Capital Structure Analysis

Your company may face the challenge of allocating capital across diverse business units with competing projects. We can help you prioritize and identify opportunities to optimize portfolios of capital allocation projects using the latest decision analysis tools. We have helped companies to implement optimized capital allocation processes that provide the structure and discipline for efficient decision making. Using an array of analytical options, from discounted cash flow to probabilistic modeling and real options valuation, we can help you design the ideal approach for your company and its capital decisions.

B. Financial Modelling

Our dedicated and experienced financial modeling specialists use knowledge, experience and passion to develop techniques and methodologies which result in consistent and reliable outputs, ease of use and versatility that will put you in control through powerful sensitivity and scenario analysis which reduces human errors and speeds up the making of more informed decisions.

We are committed to developing the most versatile, innovative and comprehensive financial modeling solutions for decision-making and risk analysis in corporate finance, corporate banking, corporate budgeting and project finance through our financial modeling services:

- Financial model development
- Accompaniment as Subject Matter Expert in financial model & business dashboard development
- Financial model review
- Financial model enhancement
- Financial modeling public training
- Business dashboard development
- Financial modeling in-house training

Reorganization Services

Our restructuring suite of services is to lead and coordinate Deloitte's services for the stakeholders in distressed situations. Whether the client is a creditor, bank lender, shareholder or potential investor in a troubled company or redundant businesses, we will bring the appropriate Deloitte resources to provide the advice needed in these special situations.

Our highly experienced team can act in various capacities under such circumstances taking the most appropriate course of action in maximizing returns/ recoveries to stakeholders.

Cash and Working Capital Optimisation

The purpose of our Deloitte Southeast Asia team with our wealth of experience and expertise is to help clients to focus on cash management and optimise their working capital investment. This, in turn, will assist clients in improving their cash position and manage cash through a turnaround. The core of the capability we offer is the ability to address the cash and working capital needs and issues of stressed and underperforming organisations.

Fast Track M&A

Deloitte Southeast Asia team brings an understanding and approach which recognises the importance of time and managing uncertainty in these difficult circumstances.

In addition, Fast track M&A is an alternative to an insolvency administration in order to preserve value through a 'going-concern sale'.

Debt Advisory

Deloitte provides high quality debt advice to private companies and state-owned enterprises on their growth funding (i.e., working capital, capital expenditure, acquisition, and project financing) and refinancing requirements covering a broad range of fund sources.

Our services include:

- Overall capital structure review and analysis
- Financial modelling/sensitivity analysis
- Debt carrying and servicing capacity analysis
- Advise on fundraising and alternative financial structures
- Source for alternative capital providers
- Draft an information memorandum
- Create and run a competitive bidding platform
- Assist with the negotiation of a final Term Sheet
- Assist with documentation and ensure that the conditions agreed in the Term Sheet are properly reflected

Debt Restructuring Plan

We act as financial advisers to corporate borrowers, creditors or corporate creditors. The scope of services we provide includes:

- Quantify and value existing assets and liabilities to determine potential value ranges under going concern and liquidation scenarios.
- Review viability of existing business operations.
- Develop options and recommendations with a view to resolving debtor-creditor and inter-creditor issues pertaining to outstanding loans/ commercial transactions.
- Consider the potential to introduce strategic or other investors to provide new equity or capital injections or asset injections or to realise assets.
- Develop optimal debt restructuring plans that will match future cash flows with obligations under the restructured sustainable debt.
- Present the terms and conditions of the restructuring plan to all stakeholders with a view to negotiate a consensual agreement.
- Assist the legal advisers to formalise the completion of the debt restructuring plan.

Scheme of Arrangement

A debt restructuring agreement requires all parties involved to mutually agree on the terms of the restructuring plan, and such plans are commonly implemented under a Scheme of arrangement which serves as an alternative route to borrowers especially in complex and difficult situations:

- A Scheme is an application to the Court for a voluntary reorganisation under the Companies Act.
- A restructuring plan or Scheme is devised and will be put up for creditors' approval through a voting process in a court-convened meeting.
- Once the requisite approval is obtained, an application will be made to the Court to sanction the Scheme and it will be binding on all creditors under the Scheme.
- The Court may restrain proceedings against the borrower during the proposed Scheme period
- Under a Scheme of arrangement, the management retains control of the company. As an independent financial adviser, we can act to devise, propose and negotiate a debt restructuring plan via a Scheme between a borrower and its creditors, and subsequently administer the implementation of the approved Scheme and act as the Scheme Administrator.

Special Accountant

The scope of work in this area is always customised to the needs of the situation. The scope of a special accountant can be broad. Services can be individually or jointly provided based on the unique situations present as follows:

Monitoring Role

- Monitor and ensure the organisation's cash Flows are properly accounted for in order to provide a clear picture of the source and application of funds.
- Review the organisation's cash flow forecasts.
- Act as a co-signatory for payments or implement approval mechanisms in certain scenarios as an added control to the organisation's application of funds.
- Ensure the rights/interests of the lenders and creditors are preserved and no preferential treatment is given to any individual party.

Independent Financial Review

- Review the financial and operational viability and feasibility of a business.
- Recommend strategic options pursuant to the review.
- Periodic review of debtor's financial position for lenders, creditors and stakeholders.
- Review the feasibility and viability of major business decisions of the company, e.g. sale of assets and divestments of non-core business activities.

Business Recovery Services

This may include actions taken to preserve the value of the business or in certain situations, wind up the organisation.

Deloitte provides the following business recovery services:

- Liquidation
- Judicial management
- Receivership
- Trustee/Nominee in bankruptcy

Advisory Services

- A wide range of advisory services including:
- Dispute resolution
- Corporate restructuring and exit services
- Profit downgrade management
- Non-performing loans portfolio

Forensic and Dispute Services

Global and local organizations are open to increasingly complex legal, ethical and criminal issues ranging from trade sanctions, fraud and market abuse to intellectual property protection, conflicts of interest and litigation.

We help corporations, governments, regulators, world organizations, and leading law firms across the world respond effectively to the threat of fraud and corruption or the demands of complex commercial disputes.

Why Deloitte?

- The Forensic Services team is the largest Forensic Services practice globally and in the Asia Pacific region.
- Southeast Asia and Indonesia leadership team is located in Jakarta, with other forensic specialists being located in many other Southeast Asian locations.
- Focus on innovation, such as advanced data analytics and provides quality service to clients.
- Understands clients' needs and delivers timely results.

Forensic Services provided:

Whistleblowing Services (Tip-offs Anonymous™) & Hotline

Tip-offs Anonymous™ is an independent, anonymous hotline and disclosure service provided by Deloitte Southeast Asia. It is a world-class service committed to the elimination of dishonesty in the workplace by enabling management, employees and suppliers to anonymously report inappropriate behaviours.

Key benefits of a whistleblowing programme:

- Immediate compliance with relevant Codes of Good Corporate Governance.
- Simple, low-cost deterrent against inappropriate workplace behaviour.
- Tangible demonstration to stakeholders of social commitment and culture of honesty and integrity.
- Protection from negative publicity by allowing management to deal with issues internally.
- Evidence of a tangible governance initiative that is integrally linked to the operations of the audit committee and the internal audit function.
- Valuable management tool to complement an organisation's overall risk management strategy.
- Dynamic and useful communication facility for employees not exposed to - or who feel uncomfortable using - formal communication channels.
- Effective highlighting of poor control processes and weak internal control environments, allowing management and the internal audit function to better focus their efforts and resources.



Fraud & Financial Investigations

The spectre of white collar crime can place a significant drain on any business. When such issues arise, it is imperative that they are dealt with quickly and concisely. The Forensic Investigation team has the people, the technology, and the experience to help you navigate through the legal and operational complexities, and come to timely decisions so you can get on with business. Our investigative processes are honed on the collective experience of our global network, and refined to meet localized conditions.

Analytic & Forensic Technology Computer Forensics

Deloitte is proud to assemble the most experienced computer forensic specialists in the Asia Pacific region. With backgrounds in law enforcement, technology, fraud investigation, system security consulting, computer forensics and computer incident response, our team has an impressive track record of successful discovery.

Deloitte Discovery

Deloitte Discovery is a continuum of services designed to help identify, process and produce data relevant to investigation or litigation. The continuum begins with proactive measures that can be taken to provide a more efficient and effective discovery process. This is followed by the technical phases of discovery – collection, processing, hosting, review and, finally production. Our streamlined approach to discovery and complex document management is designed to accelerate the discovery process while mitigating risks and managing costs.

Fraud Risk Management

Our DTermine™ product is an on-line survey tool which is tailored to the assessment of fraud risk. We use this tool alongside workshops and interviews in our Fraud Risk Assessment methodology to provide consistent, validated understanding of fraud risk within an organisation.

We utilise other tools such as DTect™ which is a powerful way to locate suspicious (potentially fraudulent) transactions. We use this bespoke Deloitte software during both proactive fraud risk management projects and fraud investigation work.

Some other examples of work in this area include:

- Fraud risk reviews using proven methodologies
- Fraud culture and control surveys
- Implementation of fraud management systems including Deloitte's DTect™ and DTermine™
- Vendor selection project management and advice
- Fraud culture health checks and ethics training
- Fraud programme planning

UK Bribery Act Investigations & Consulting

Prosecutors and regulators across the globe are increasingly active in enforcing anti-corruption legislation. The number of enforcement actions, the size and nature of the fines and penalties, and the number of jurisdictions within which enforcement actions have been brought have all increased significantly over the last few years.

The anti-corruption specialists at Deloitte Konsultan Indonesia are uniquely positioned to help our clients navigate this challenge through our deep prior experience in consulting to clients on the US Foreign Corrupt Practices Act.

Foreign Corrupt Practices Act (FCPA) Investigations & Consulting

Deloitte is a leading Foreign Corrupt Practices Act (FCPA) Investigation service provider globally and in Southeast Asia. The dedicated forensic team has helped some of the world's leading companies with FCPA compliance issues. In addition, we support matters arising under the recent UK Bribery Act throughout the region.

Deloitte also provides a wide range of FCPA-related matters:

- Forensic accounting investigations of alleged FCPA violations
- Due diligence on mergers and acquisitions
- Implementation and assessment of internal control

Anti-Money Laundering Services (AML)

Deloitte believes in serving the clients through a collaborative approach, working together to address AML issues, and developing innovative solutions to this type of compliance risk. We strongly advocate a 'risk-based approach' to money laundering, in line with global regulatory trends, and have extensive experience in implementing this approach at major organisations in a number of industries worldwide.

Deloitte Indonesia's Forensic team is also experienced in the management of money laundering-related incidents. We have a global network of AML professionals who are placed to react at short notice to your issues, whilst providing local and industry-specific expertise.

The team combines people with forensic accounting, technology and consulting backgrounds to ensure a complete and effective solution to both proactive risk management needs and reactive money laundering event management.

Litigation Support & Expert Witness

As effective dispute consulting professionals, we seek to understand the unique aspects, underlying issues and facts of each case to accurately address them.

We assist the resolution of disputes in areas of:

- Bankruptcy and liquidation
- Contracts
- Employment
- Shareholdings
- Tax
- Transactions
- Valuations
- Quantum of losses

We have extensive experience with issues such as:

- Breach of contract
- Buy-sell valuation
- Expert witness
- Insolvency litigation
- Intellectual property and patent infringement
- Property litigation
- Purchase price disputes
- Trusteeship

Our expert witness services include:

- Investigation
- Reporting
- Testimony
- Review and rebuttal

Deloitte Indonesia offers the following Analytical and Forensic Technology services associated with litigation support services:

- Hard drive imaging and analysis
- Data recovery
- Data analytics
- Deloitte Discovery
- Data visualisation

Intellectual Property Protection Consulting and Investigations

Deloitte Indonesia's IPP team specialises in revenue recovery, valuing and protecting intellectual property.

Royalties & Revenue recovery

We assist clients involved in complex business arrangements including intellectual property royalty and other types of distribution agreements. Through the revenue recovery inspections, we help the clients evaluate whether they have been paid properly pursuant to their agreements, and if not, we provide analyses to help quantify potential discrepancies.

Valuation

The valuation practice helps companies successfully realise the value of their assets in today's rigorous regulatory environment by providing independent and well-supported valuations. We help companies to understand the value of an entity, asset, or liability so they can make informed business and investment decisions.

Investigative & Preventive Consulting

With a presence in every major territory, and a comprehensive understanding of local and regional financial and regulatory systems, we can provide advice on protection, investigation and prevention of exploitation of intellectual property. Our capabilities include a focus on helping clients build effective IP strategies and operational concerns such as preventing product piracy and counterfeiting and quantification & enforcement of licensing.

Business Intelligence Services – Background and Due Diligence

Working with other Deloitte member firms, Deloitte Southeast Asia's Business Intelligence Services looks for comprehensive information regarding the background, integrity and reputation of selected individuals and entities on a local, regional and global basis in a variety of contexts.

- Investigative due diligence
- Litigation intelligence
- Fraud investigations intelligence
- "Know your customer" and enhanced due diligence
- Employee screening

Data Analytics & Data Visualisation

Data Analytics

DTect™ is a data analysis and interrogation methodology, using proprietary tools and bespoke tests that can identify and isolate suspicious financial transactions within the vast data fields that hum away in the course of everyday business.

Deloitte Forensic developed DTect™ by applying global knowledge and experience in risk identification and fraud detection, incorporating hundreds of robust testing processes to tailor it to your business. Think of it as a comprehensive Health Check for your business or the vanguard for detecting anomalies and potential fraud or corruption in your payment and financial systems.

Data Visualisation

Data visualisation is the exploration and analysis of relational data elements, differentiated as Entities and Links, through a visualization process that exposes connections, pathways, networks, and flows that are not apparent in traditional data views.

The end product through this link analysis process include:

- Network and association charts
- Transaction analysis charts
- Temporal (timeline) charts
- Commodity flow charts
- Event charts

Client Training

Deloitte Indonesia offers a wide variety of training on forensic related subjects. We base our training materials on a combination of our own client and industry experience, best practices, and client-specific issues. We can provide training through a number of media:

- Classroom
- Online
- "Train-the-Trainer"

We deliver training across a range of subject matters in the forensic area, and can tailor our courses to your exact industry, geography, and organisational needs.

Forensic Tools and Technologies

Deloitte proprietary Forensic Tools and Technologies include:

- DTect™
- AMLcheck™
- AFTNet™ - Hosted document management
- DTermine™ - Surveys and benchmarking
- Whistleblowing Services (Tip-offs Anonymous™) & Hotline
- A range of Deloitte Discovery tools

Capital Project & Infrastructure

Helping clients improve the ROI on capital projects

We provide assistance to our private and public sector clients' in their efforts to undertake new capital and infrastructure projects.

Public and private sector entities undertaking capital and infrastructure projects face complex, and often daunting, challenges:

- Defining a myriad of design and construction parameters soon after a project need has been identified
- Creating revenue and cost forecasts for the entire project life cycle
- Developing a risk management programme
- Procuring and managing delivery of services and equipment
- Securing a commitment for project funding
- Controlling cost growth and schedule creep
- Maintaining accountability for project expenditures
- Avoiding project disputes and liabilities
- Delivering a quality project

Our team members have assisted clients in sectors such as real estate and transportation, power and utilities, oil and gas and manufacturing in Southeast Asia and beyond.

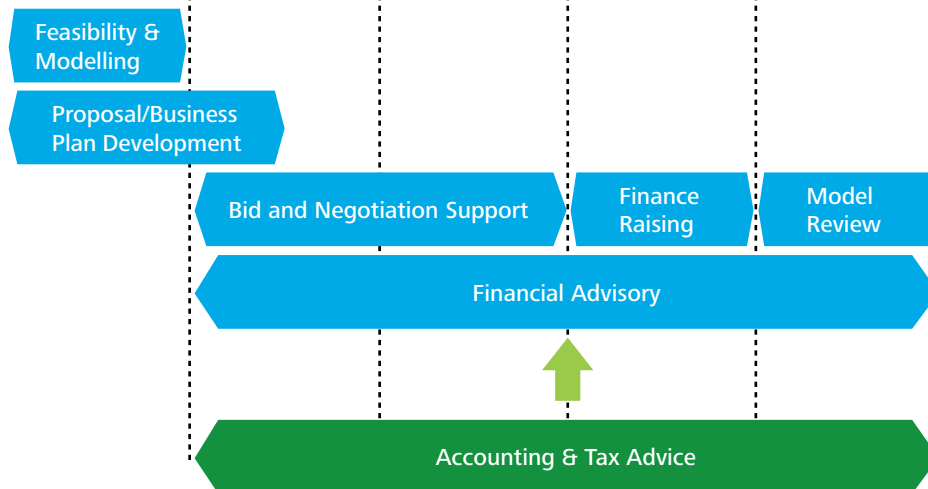
Our Services

Our team brings a broad range of skills, in-depth knowledge, and specific sector experience to each unique client situation. We are committed to sharing and applying our knowledge and relevant experience to the business issues faced by our clients. Recognising public and private stakeholders have different needs, we propose service offerings tailored to serve each party:

Stage of Project



Service offerings



When required, our Deloitte colleagues are able to assist to provide accounting and tax advice

Our Value Propositions

Our services aim to assist our clients make better decisions and to help improve the return on investment on their projects. We add value by:

- Using an experienced team with specialist industry knowledge;
- An integrated service to meet your requirements covering commercial, accounting, tax and financing aspects of the project;
- Using a clearly structured approach which ensures you have a full understanding of what we propose to do;
- Using innovative solutions, while building on your project knowledge and our previous work;
- Utilising previous experience to anticipate procurement, financing and operational issues;
- Utilising an unparalleled depth of resources to ensure we meet or improve on your timescales; and
- Ensuring we address key public policy issues.

Public Sector (including Private Sector with rights / concessions)

- Advice on PPP procurement (including deal concept & commercial marketing, bid evaluation);
- Analyze policy, strategy, framework, options;
- Support adapting legal / regulatory framework;
- Project prioritization / master plan;
- Develop business case;
- Project economics, feasibility, affordability;
- Design commercial / financing structure;
- Risk allocation, public contribution;
- Design performance specifications / regime;
- Design procurement strategy;
- Coordinate work of wider advisory team: (technical, legal);
- Stakeholder liaison / management; and
- Manage project approval process.

Private Sector (including consortium)

- Advice on bidding for Government contracts (including bid strategy, structuring of project Special Purpose Vehicles (SPVs) and financial modelling);
- Assist in establishment of fund and definition of fund objectives;
- Analyze framework;
- Identify attractive projects;
- Develop business case
- Project economics, feasibility, ROE;
- Support formation of bidding team;
- Due diligence;
- Raising financing;
- Manage project approval process;
- Divestiture / concession renewal support.

Why Deloitte?

Deloitte delivers measurable value to our clients through a global network of diverse professionals who bring unmatched depth and breadth of experience.

Deloitte Southeast Asia Ltd – a member firm of Deloitte Touche Tohmatsu Limited comprising Deloitte practices operating in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam – was established to deliver measurable value to the particular demands of increasingly intra-regional and fast growing companies and enterprises. Our M&A Transaction Services in Southeast Asia comprises more than 120 dedicated professionals that will respond effectively to your specific needs in a deal.

As trade borders dissolve and the world globalises and becomes flatter, Deloitte Member firms' clients are demanding consistent and high quality service across borders. The formation of Deloitte Southeast Asia is one way this level of service can be delivered in the current environment.

With our extensive cross border transaction experience, we have a unique understanding of the complex financial and commercial issues surrounding an M&A transaction executed within a cross border environment. We understand and work through the cultural sensitivities in each country in which we undertake an assignment, and the local expertise of our worldwide offices is utilized on all cross border transactions.

Our Forensic Services team is the pre-eminent fraud investigation and solution practice in the Southeast Asia region covering Guam, Indonesia, Malaysia the Philippines, Singapore, Thailand and Vietnam. We can respond promptly to clients throughout the region and each member of our team is an expert with his or her own specialty. We are the largest Forensic Services globally and in the Asia Pacific region, focus on innovations and provide quality service to clients, and understand our clients' needs and deliver timely results.

Key contact



Claudia Lauw Lie Hoeng
Managing Director

Valuation & Financial Modelling
Tel: +62 21 2992 3100 ext. 30999
Mobile: +62 816 843 427
clauw@deloitte.com



Widiana Winawati
Executive Director

Forensic & Reorganization Advisory
Tel: +62 21 2992 3100 ext. 30980
Mobile: +62 811 135 095
wwidiana@deloitte.com



Christi Pratiwi
Executive Director

Valuation & Financial Modelling Advisory
Tel: +62 21 2992 3100 ext. 30982
Mobile: +62 811 150 153
mchristi@deloitte.com



Fang Li Wei
Executive Director

Capital Project & Infrastructure Services
Tel: +60 3 772 36 558
Mobile: +60 12 618 3663
lwfang@deloitte.com



Doddy Ashraf Zulma
Associate Director

Forensic Advisory
Tel: +62 21 2992 3100 ext. 30945
Mobile: +62 811 189 1903
dzulma@deloitte.com



Antoni Tris
Director

Valuation & Financial Modelling
Tel: +62 21 2992 3100 ext. 30919
Mobile: +62 811 953 319
aantonitris@deloitte.com



J Regulus Silalahi
Associate Director

Capital Project & Infrastructure Services
Tel: +62 21 2992 3100 ext. 30960
Mobile: +62 816 130 2093
rsilalahi@deloitte.com



Andreas Sagita
Associate Director

Forensic Services
Tel: +62 21 2992 3100 ext. 30935
Mobile: +62 818 744 454
asagita@deloitte.com



Caroline Dharmawan
Director

Valuation & Financial Modelling
Tel: +62 21 2992 3100 ext. 30964
Mobile: +62 812 835 1892
cdharmawan@deloitte.com



Virgilio Lim Jr
Technical Advisor

Reorganization Services
Tel: +62 21 2992 3100 ext. 30943
Mobile: +62 813 183 72790
vilim@deloitte.com



Tracy Pitoy
Associate Director

Forensic Services
Tel: +62 21 2992 3100 ext. 30910
Mobile: +62 811 104 2722
tpitoy@deloitte.com



Purwadi Nitimidjojo
Director

Valuation & Financial Modelling
Tel: +62 21 2992 3100 ext. 30936
Mobile: +62 821 2222 1111
purwadi@deloitte.com



Edy Wirawan
Executive Director
 M&A Transaction Services &
 Corporate Finance Advisory
 Tel: +62 21 2992 3100 ext. 30888
 Mobile: + 62 812 819 1976
 ewirawan@deloitte.com



Julian Hill
Technical Advisor
 M&A Transaction Services
 Tel: +62 21 2992 3100 ext. 30983
 Mobile: + 62 816 188 1988
 jchill@deloitte.com



Paul Geltom D. Ciudad
Technical Advisor
 M&A Transaction Services
 Commercial Diligence Services
 Tel: +62 21 2992 3100 ext. 30962
 Mobile: +62 815 1971 0739
 pciudad@deloitte.com



Zufahri
Director
 M&A Transaction Services
 Tel: +62 21 2992 3100 ext. 30986
 Mobile: +62 811 885 040
 zulfahri@deloitte.com



Tenly Widjaja
Director
 M&A Transaction Services
 Tel: +62 21 2992 3100 ext. 30961
 Mobile: +62 816 131 1674
 twidjaja@deloitte.com



Nindito Reksohadiprodjo
Director
 M&A Transaction Services
 Tel: +62 21 2992 3100 ext. 30965
 Mobile: +62 815 944 7211
 nreksohadiprodjo@deloitte.com



Henry Arnoldi Asril
Director
 Corporate Finance Advisory
 Services
 Tel: +62 21 2992 3100 ext. 30987
 Mobile: +62 815 1052 0043
 hasril@deloitte.com



Gavin Adis Yusuf
Associate Director
 Corporate Finance Advisory
 Services
 Tel: +62 21 2992 3100 ext. 30948
 Mobile: +62 878 530 70111
 gyusuf@deloitte.com

Notes



PT Deloitte Konsultan Indonesia

The Plaza Office Tower 32nd Floor
Jl. M.H. Thamrin Kav. 28-30
Jakarta 10350
Indonesia

Tel. : 62 21 29923100
Fax. : 62 21 29928305
www.deloitte.com

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see www.deloitte.com/about for a more detailed description of DTTL and its member firms.

Deloitte provides audit, consulting, financial advisory, risk management, tax and related services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte’s more than 220,000 professionals are committed to making an impact that matters.

About Deloitte Southeast Asia

Deloitte Southeast Asia Ltd – a member firm of Deloitte Touche Tohmatsu Limited comprising Deloitte practices operating in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam – was established to deliver measurable value to the particular demands of increasingly intra-regional and fast growing companies and enterprises.

Comprising over 270 partners and 7,000 professionals in 25 office locations, the subsidiaries and affiliates of Deloitte Southeast Asia Ltd combine their technical expertise and deep industry knowledge to deliver consistent high quality services to companies in the region.

All services are provided through the individual country practices, their subsidiaries and affiliates which are separate and independent legal entities.

About Deloitte Indonesia

In Indonesia, services are provided by PT Deloitte Konsultan Indonesia.