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Deloitte Myanmar
Innovative solutions
to help you succeed



Myanmar has become a hot spot for investors after opening up to the world following a series of economic, political and social transformations. More and more organisations are showing interest in investing in this resource-rich country. With a population of more than 50 million people and a literacy rate of 94%, there is no doubt that Myanmar presents many attractive opportunities across a range of industries.

Myanmar has become a hot spot for investors after opening up to the world following a series of economic, political and social transformations. More and more organisations are showing interest in investing in this resource-rich country which is strategically located between China, India, Bangladesh, Laos and Thailand. With a population of more than 50 million people and a literacy rate of 94%, there is no doubt that Myanmar presents many attractive opportunities across a range of industries.

However, doing business in this fast developing country comes with financial, legal and regulatory challenges and investors often need assistance in navigating the business environment in Myanmar.

We offer international capabilities and local market knowledge

By combining our international capabilities and local market knowledge with our expertise and industry experience, Deloitte offers innovative solutions to help you overcome the business challenges of Myanmar and make the most of the opportunities that exist.

Deloitte Myanmar was formed via a merger with Myanmar Vigour, a leading local professional services firm which was set up in 2003 and has extensive experience serving major local and international companies from a wide range of industries.

As part of Deloitte Southeast Asia, Deloitte Myanmar joins the other practices operating in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Philippines, Singapore, Thailand and Vietnam, to deliver consistent, high quality services to companies in this region. In addition to being able to offer our clients multidisciplinary capabilities and deep industry knowledge from across Deloitte Southeast Asia, Deloitte Myanmar can also tap on the full spectrum of the Deloitte network's global expertise and resources, comprising over 225,000 people in more than 150 countries.

At the same time, we are able to provide in-depth local market knowledge which is crucial when navigating the local legal, tax and regulatory environment which can be challenging and complicated. Our Myanmar professionals, who know the culture and the local business procedures well, can help in accelerating the processes for companies to be set up and operated successfully in Myanmar.







Our services

From our offices in the central business district in downtown Yangon, Deloitte Myanmar provides a comprehensive range of services which include:

Market entry advisory

- Company incorporation
- Corporate secretarial services
- Accounting system development

Assurance & Advisory

- Audit services*
- Management and special purpose assurance services
- Agreed upon procedure services
- Reporting and accounting advisory services
- Advisory assistance on adoption and implementation of International Financial Reporting Standards (IFRS)

Tax

- Individual taxation
- Corporate tax advisory
- Other tax advice – for example withholding tax, capital gains tax, commercial tax.

Legal

- Legal due diligence
- Trademark registration
- General legal services

Management Consulting

- Market and feasibility studies
- Strategy and operations
- Human capital advisory
- Technology consulting

Financial Advisory

- Transaction services
- Valuation services
- Business recovery (Liquidation)
- Mergers and acquisitions advisory
- Anti-corruption and corporate restructuring services
- Capital projects and infrastructure advisory

Enterprise risk services

- Controls, transformation and assurance
- Governance, risk and compliance

* In Myanmar, audit and other regulated services are provided by Myanmar Vigour & Associates Limited, a local independent legal entity.



Our Deloitte Audit approach

At Deloitte, we have state-of-the-art audit tools, resources and procedures which enable our professionals to deliver high-quality assurance services and timely reporting. In delivering these services, we adhere to the highest standards of independence, professional objectivity and technical excellence.

While our international audit approach is applied consistently around the world, we have the flexibility to tailor our services to cater to the unique circumstances and complexities of our Myanmar clients. We focus on understanding your business and control issues from the inside out. Our audit approach combines rigorous risk assessments, diagnostic processes and audit testing procedures to focus on areas that are material to the quality and credibility of financial reporting.

Our industry expertise

We have in-depth experience in the consumer business, energy & resources, financial services, life sciences & health care, manufacturing and technology, media & telecommunications industries as well as in the public sector.

This expertise enables us to focus our solutions on your specific needs and challenges so that you can gain a competitive edge to succeed in your marketplace.

Specialised services for Japanese organisations

Recognising the unique needs of Japanese businesses, our Japanese Services group provides a wide range of professional and advisory services to over 1000 Japanese clients across the region, including some of the biggest trading houses and manufacturing companies in the world.

Our Japanese professionals who are located in Myanmar, are able to provide services to meet the specialised needs of our Japanese clients. In addition, we have a close working relationship with our Japanese member firm, Deloitte Tohmatsu LLC which allows us to offer a truly global service to Japanese businesses in Southeast Asia.

Our specialist network enables us to direct our global resources locally to provide our Japanese clients in Myanmar with innovative resources and solutions wherever they conduct business. In addition, our understanding of the industry enhances our ability to offer a comprehensive range of services which are supported by global methodologies, tools and techniques.

Our team of professionals

Our team of experienced professionals have the expertise and knowledge to meet your business needs. They include:

Soe Win

Soe Win, a leader in the industry with over 30 years of experience in the local regulatory and market environment and 16 years of professional experience in legal, tax and advisory services.

Aye Cho

Aye Cho specialises in mergers & acquisitions, valuations and taxation. Besides working with many foreign corporations to establish their presence in Myanmar, he has also supported local Myanmar business owners in pricing their businesses and facilitating negotiations with foreign investors. He speaks regularly at conferences in Tokyo, Osaka, Seoul, Shanghai, Singapore and Yangon on inbound investments into Myanmar, the Myanmar tax framework, and business valuation.

Chris Tun

Chris Tun specialises in strategy and the implementation of large-scale business and technology transformation projects for private and public sector clients. His experience spans several industries, including the public sector, technology, media & telecommunications, financial services and energy & resources.

Helen Wales

Helen Wales is a UK qualified chartered accountant (ACA). She is experienced in IFRS reporting and has worked on multi-location audits across a range of industries, including oil and gas, renewable energy and construction.

Myanmar Vigour & Associates Limited (please refer to note on page 5)

Cho Cho Aung

Cho Cho Aung is a Myanmar CPA and has over 24 years of experience in providing statutory audit, tax, audit of internal controls, financial reporting and preparation of accounts to businesses from a wide range of industries. She is well versed in both MFRS and IFRS reporting.

Cho Cho Aung Tin

Cho Cho Aung Tin is a Myanmar CPA and advises clients on statutory audit, tax, audit of internal controls, IFRS and MFRS financial reporting as well as accounts preparation. With 24 years of experience, her clients include large multi-nationals, group conglomerates and local companies from various industries.

In addition to our local professionals based in Myanmar, experienced technical specialists from across the Deloitte Southeast Asia member firm will work with Deloitte Myanmar to provide international accounting advisory and IFRS expertise to our clients.

Contact us

Regardless of the size of your organisation, Deloitte Myanmar can help enhance its value through our practical and cost-effective services which are customised to your needs. Please contact us for more information:

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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, 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 225,000 professionals are committed to making an impact that matters. Deloitte serves 4 out of 5 Fortune Global 500® companies.

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 270 partners and over 7,300 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 Myanmar

In Myanmar, services are provided by Deloitte Touche Myanmar Vigour Advisory Ltd and its affiliates.