



**Addressing the opportunities  
and challenges of private  
businesses in Malaysia**

# A distinctive client service experience

Our Deloitte Private specialists are dedicated to serving the needs of private companies and family businesses, as well as entrepreneurs and high net worth individuals. Our unique focus allows us to develop an understanding of your challenges faced throughout the business lifecycle and deliver the personal attention to help unlock your potential for growth and sustainability.



## Who we help

- Private companies
- Family businesses
- Small / medium-sized enterprises, fast growing businesses
- High net worth individuals
- Entrepreneurs
- Family offices

## What makes us different

In Malaysia, our team works to customise our service capabilities to each client's specific needs, size and ownership structure. With Deloitte Private, you will have a dedicated lead partner who coordinates a team, comprising audit and assurance, tax, consulting, and risk and financial advisory professionals.

Our collaborative approach brings the full breadth of our technical and industry capabilities, along with access to the resources of a global network. As you expand your global footprint, we can help you meet your multi-jurisdictional needs, while at the same time ensure that you benefit fully from our local expertise.



### Audit and Assurance

Deloitte's audit process for private companies is grounded on a precise understanding of each client and the industry and environment in which they operate. Our audit methodology incorporates the latest technology including artificial intelligence and data analytic tools that enable us to offer valuable perspectives and to deliver insights to help you make informed, real-time decisions.

Our dedicated Assurance team provides customised trainings to your needs, enhancing finance function through digital enablers and solutions and implementing data analytics to support your organisation's decision making and strategy process.



### Consulting

Across the world, private companies are operating in an increasingly complex environment. Technology disruption, globalisation and evolving customer demands are disrupting traditional businesses and operations.

Our Consulting team provides a broad range of services from strategy to implementation. Our professionals bring with them deep industry, business and technology expertise to help you harness the opportunities in the midst of disruption, stay ahead of your competition and exceed your business goals. We help our clients in the areas of business strategy development, and acquisition, customer experience, digital services, analytics, business operations, human capital and technology solutions.



### Risk Advisory

Whether launching a new product, integrating new technology, or facing industry disruption, private companies are faced with risks that can undermine growth and place them at a competitive disadvantage. However risk if managed well, can also present companies with an opportunity to protect and generate new value.

Our Risk Advisory professionals assist organisations to understand and mitigate risks across the enterprise, be it from a strategic, operational or regulatory perspective. They also assist businesses in pursuing intelligent risk taking, as a means to value creation.



### Financial Advisory

Deloitte Private provides services in mergers and acquisitions, fraud, litigation and restructuring which help you become stronger and more resilient. Our financial advisory professionals provide critical advice and support to assist you in navigating through the lifecycle of your business from merger or acquisition, property transactions and private equity investments through to divestment.

Our strength lies in our ability to offer independent, objective advice to clients around the region. Our independence from debt and equity providers allows us to avoid the conflicts of interest inherent in some financial institutions.



### Tax & Legal

We know that private clients do business in an increasingly globalised environment and understand the importance of having a trusted tax advisor who can help turn the complex and technical into actionable business insights.

Our multidisciplinary specialists aim to develop a deep understanding of your business and your family objectives, and apply their industry experience and skills to help you minimise income and capital tax liabilities.

Deloitte helps private companies, their owners and individuals with substantial assets apart from businesses they operate to understand, plan and execute effective business and tax strategies. We have a specialised family enterprise consulting team to deliver succession planning, family governance and family office services to family businesses. Our broad range of fully integrated tax services include tax compliance, tax management consulting, mergers and acquisitions – tax due diligence and structuring, wealth management, international tax planning, asset structuring, and tax audit and investigation; all on a local and global scale.

# Deloitte Private Leaders



**Richard Loi**  
**Deloitte Private SEA Leader**  
**Partner, Audit & Assurance**  
+65 6530 5591  
rloi@deloitte.com



**Chee Pei Pei**  
**Deloitte Private Malaysia Leader**  
**Partner, Tax**  
+60 3 7610 8862  
pechee@deloitte.com

## Deloitte. Private

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited (“DTTL”), its global network of member firms, and their related entities. DTTL (also referred to as “Deloitte Global”) and each of its member firms and their affiliated entities are legally separate and independent entities. DTTL does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) to learn more.

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax & legal and related services. Our global network of member firms and related entities in more than 150 countries and territories (collectively, the “Deloitte organisation”) serves four out of five Fortune Global 500® companies. Learn how Deloitte’s approximately 312,000 people make an impact that matters at [www.deloitte.com](http://www.deloitte.com).

Deloitte Asia Pacific Limited is a company limited by guarantee and a member firm of DTTL. Members of Deloitte Asia Pacific Limited and their related entities, each of which are separate and independent legal entities, provide services from more than 100 cities across the region, including Auckland, Bangkok, Beijing, Hanoi, Ho Chi Minh City, Hong Kong, Jakarta, Kuala Lumpur, Manila, Melbourne, Osaka, Shanghai, Singapore, Sydney, Taipei, Tokyo and Yangon.

### **About Deloitte Malaysia**

In Malaysia, services are provided by Deloitte PLT (LLP0010145-LCA) (AF0080), a limited liability partnership established under Malaysian law, and its affiliates.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively, the “Deloitte Network”) is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.