



Deloitte Southeast Asia
Serving your needs across borders



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Our global reach

Deloitte brings world-class capabilities and deep local expertise to help clients succeed wherever they operate

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.

Deloitte's professionals are unified by a collaborative culture that fosters integrity, outstanding value to markets and clients, commitment to each other, and strength from cultural diversity. They enjoy an environment of continuous learning, challenging experiences, and enriching career opportunities. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities.



We are one Deloitte for the Southeast Asia marketplace and clients reap the benefit of our combined pool of expertise and specialist skills

Our Southeast Asia practice

Global strength – local delivery

Deloitte practices operating in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam have joined together to form Deloitte Southeast Asia. As trade borders dissolve and the world globalises, 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.

Comprising over 270 partners and 7,000 professionals in 25 office locations, this collaboration enables our professionals to use their combined size, scale and expertise to offer greater breadth and depth of service to our clients across the region.

We are one Deloitte for the Southeast Asia marketplace, and clients reap the benefit of our combined pool of expertise and specialist skills - whether it is our capital markets resources in Singapore or transfer pricing expertise in Thailand - we can bring our strengthened team to deliver services in a seamless manner across the region.

The formation of the Deloitte Southeast Asia practice has also allowed us to centralise and therefore strengthen our training and learning opportunities for both our people and clients alike.

In addition, our combined size and scale gives us the ability to invest more heavily in local markets and to continue to offer innovative services and solutions where and when they are needed.



360 degree thinking – the Deloitte difference

Deloitte offers our clients a multidimensional approach to addressing their issues. We use our combined audit & advisory, enterprise risk, tax, financial advisory and consulting knowledge to understand and evaluate client issues in a 'big picture' context.

We structure our multidisciplinary services to suit our clients' individual needs because we understand that no two client issues are the same

This unique 360-degree perspective is what we call the Deloitte difference. By applying this approach every day, we provide greater value to the clients we serve. We always structure our multidisciplinary services to suit our clients' individual needs because we understand that no two client issues are the same.

More effective collaboration

A global culture and a regional structure enables us to bring our breadth of skills to your organisation.

A unique multidisciplinary approach to client service

One that cannot be matched by any other professional services organisation.

A more holistic solution

We help you to see the implications of each step in a decision, so you deliver to your stakeholders with confidence.

We adopt a customised, responsive and personal approach to client service and offer a comprehensive range of services across various industries.

We help you to see the implications of each step in a decision so you deliver to your stakeholders with confidence



Audit & advisory services

Quality and integrity

Deloitte in action

Deloitte provides Initial Public Offering (IPO) and International Financial Reporting Standards (IFRS) conversion services to the largest finance company in Vietnam, which is applying for a secondary listing in the Singapore market.

With the combined expertise from the IPO and IFRS 39 desks as well as the local knowledge of the client's operations, the Singapore and Vietnam Deloitte teams, as a single cohesive entity, met the varied needs of this client to win this engagement. By working as one team, Deloitte enhanced its offering to the marketplace.

Our audit & advisory services sit at the very heart of our multidisciplinary offering to clients. With today's strict compliance requirements, businesses and investors expect more from their auditors than ever before, with CFOs eager to draw upon our skills and technical expertise.

Our audit process is grounded on a precise understanding of each client and the industry and environment in which they operate. Deloitte is able to deliver peace-of-mind audit services which, together with our excellent reputation for quality around the world, provide great potential for competitive success and growth.

A new generation of state-of-the-art Deloitte audit tools are being developed to enable member firms to continue delivering the quality assurance services that is implicit in the Deloitte brand and which the financial community and public expect.

Our professionals are supported by advanced technology, including the proprietary Audit System/2 software. As our audit process is integrated with this technology, we are able to make audit decisions by conducting robust diagnostic tests and analytical reviews.

We have specialists in local financial reporting standards, IFRS and US GAAP, and are teaming to build consistency of service, using proven global methodologies and tools throughout the Southeast Asia region.

Our audit & advisory services include:

- **Audit**
 - Due diligence
 - Financial audit
- **Advisory**
 - International and local financial reporting standards
 - US GAAP
 - IFRS
 - Public listing
 - Revenue recognition
 - Securitization

Global IFRS & Offerings Services group

Our Global IFRS and Offerings Services (GIOS) professionals provide a diverse range of services ranging from IFRS implementation services, reporting advisory services and cross-border offerings services. The global GIOS network consists of more than 200 member firm professionals located in the key markets of Asia, Europe, and North and South America. The formation of GIOS Southeast Asia strengthens our capabilities in marketing as well as in the execution of public offerings, IFRS and reporting advisory transactions.

Our GIOS professionals have a sound track record working with companies in achieving global consistency in their financial reporting policies and practices, and experience across multiple industries and regulatory regimes. They are knowledgeable about the regulatory requirements in the Southeast Asia Exchanges and key markets around the globe and adept in assisting our clients in addressing the complexities of cross border listings, as well as assessing and fulfilling their post-offering reporting requirements.

GIOS Southeast Asia can bring our strengthened team to deliver services in a seamless manner across the region. We, working together as one GIOS team in the Southeast Asia marketplace, can bring additional value to our clients by leveraging our combined pool of expertise and specialist skills set. In addition, our combined expertise, size and scale gives us the ability to deliver IFRS conversion or implementation projects and deal with different types and sizes of offering projects in local markets where and when we are needed.

Looking beyond the traditional financial reporting function, we are in an ideal position to identify major risks and opportunities in your business activities and strategy

Enterprise risk services

Insightful and integrated

Deloitte in action

Deloitte provided business continuity management services to one of Thailand's largest commercial banks. With expertise from our Southeast Asia Business Continuity Centre of Excellence and local knowledge of Thailand's banking regulations, Deloitte performed an in-depth analysis of potential disruptions to the bank's operations.

The team of Deloitte professionals worked seamlessly across borders in Southeast Asia to deliver invaluable solutions to this client. By working as one team, Deloitte enhanced its business continuity service offering to the marketplace.

*"Deloitte is building risk solutions that incorporate dashboard systems and is supporting the standardization of terms, metrics, reporting, and operational charters across risk management silos. It sees the need to educate the board of directors as critical to evolving risk solutions and is using tools such as the Risk Map to facilitate that process." **

** Source: Kennedy Information; "Risk Management Consulting Marketplace 2009-2012"; © BNA Subsidiaries, LLC; reproduced under license*

Enterprises that effectively manage risks to both future growth and existing assets will, in the long run, outperform those that do not

Risk Intelligence is our global message and strategy to help organisations recognise the need for more effective risk management. Risk Intelligence is an aspirational state defined by this insight - Enterprises that effectively manage risk to both future growth and existing assets will, in the long run, outperform those that do not.

The Risk Intelligence Program Methodology applies our nine fundamental principles for building a risk intelligent enterprise. It is a holistic and unifying approach for building an effective and efficient risk management program. It is also scalable to transform an organisation's risk management capabilities.

Following the nine fundamental principles of risk intelligence, our enterprise risk professionals help organisations develop and integrate effective risk management practices across all organisational levels:

- Risk governance, including strategic decision-making and risk oversight, led by the board of directors
- Risk infrastructure and management, including designing, implementing, and maintaining an effective risk program, led by executive management
- Risk ownership, including identifying, measuring, monitoring, and reporting on specific risks, led by the business units and functions

Activities across all these levels are integrated into a systematic, enterprise-wide program. This embeds a strategic view of risk into all aspects of business management. It gives leaders a clear view into the challenges and opportunities that risk can create.

Our enterprise risk services include:

- Business continuity and crisis management services
- Business process improvement and internal audit services
- Data analytics
- Enterprise risk management services
- Information risk management services
- IT governance services
- Risk management technology implementation services
- Security, privacy and resilience services

Our enterprise risk professionals are able to assist organisations understand and manage risks across the enterprise. This includes risks at the business unit, process, technology and data levels as well as risk areas such as strategy, regulatory and reputation.

Tax

Effective and efficient

Deloitte in action

Deloitte provides a full range of services to one of the world's leading institutional real estate fund managers. Audit, tax, transaction and liquidation services are provided to this client across the Asian region particularly Southeast Asia. The client's needs are met by a multi-functional team from across Asia (particularly Indonesia, Japan, Korea, Malaysia, the Philippines, Singapore and Thailand) and Germany. The seamless Southeast Asia approach to solving the client's issues is crucial given the extensive Southeast Asian investments made by the funds managed by the client.

By working as one team, across borders, Deloitte was able to deliver reputable and thorough solutions to the client and enhance its offering across all of Asia.

Almost every business decision has a tax implication, yet what makes this area even more complex is that not only are tax rules constantly changing, but the compliance environment in which the tax rules need to be interpreted and implemented is becoming ever more demanding. Companies face a daunting task to manage their tax costs and obligations effectively, especially when dealing across borders.

Practical and well-crafted tax solutions are critical parts of an effective business strategy and at Deloitte, our tax professionals keep you abreast of developments that affect your business and help you interpret their significance. We collaborate to identify and implement tax strategies that work best for you and optimise group tax benefit always ensuring that you are fully compliant with all applicable tax laws.

For clients who are planning to venture abroad, our tax professionals can provide advice in structuring investments and business transactions to minimise the overall tax liabilities. We also help in structuring compensation arrangements to minimise personal income and social security taxes as well as providing comprehensive tax planning for expatriate assignments. In this way, we ensure that as a group, your organisation minimises its worldwide tax costs.

In addition, our integrated service offerings which cut across our various functions and multiple tax service lines, present unique value propositions to our clients. For example, our tax aligned supply chain planning and implementation services bring together our management consulting professionals and tax professionals across multiple tax service lines such as international tax, transfer pricing and indirect tax, to design tax efficient and streamlined supply chain solutions for our clients.

Our tax services include:

- Corporate tax compliance and planning
- International tax planning
- Mergers and acquisitions – tax due diligence and structuring

- Transfer pricing – planning, documentation, audit defence and unilateral and bilateral APAs
- Indirect tax – GST/VAT and customs duty compliance and planning
- Global employer services – tax efficient compensation planning and compliance
- Tax audit and investigation

Our specialists, many of whom are recognised for their eminence, will advise you on addressing challenges, and identifying and capitalising on opportunities, to ensure that your global effective tax rate is minimised and that you are fully compliant with all applicable tax laws in all the countries in which you operate.

We know you do business in a highly, and increasingly, globalised environment and that you expect your advisers to also operate in such an environment. We are therefore organised to respond to your needs and provide globally seamless services through empowered Global Lead Tax Partners and service line and industry leaders who think and act on a global basis. We will think and plan globally but at the same time ensure that you benefit fully from our deep local expertise.

Practical and well-crafted tax solutions are critical elements of an effective business strategy and at Deloitte, our tax professionals keep you abreast of developments that affect your business and help you interpret their significance

Financial advisory

Strategic and innovative

Deloitte in action

Our client, a leading Japanese Insurance group, made a strategic decision to acquire thirty percent of a general insurance company in Malaysia. With this acquisition reaching the RM 100 million mark, Deloitte was requested to act as lead financial adviser to ensure a smooth transaction.

The Deloitte Southeast Asia team capitalised on its expertise from four different practices to deliver quality service to the client as one cohesive organisation, in a single market. Multiple service lines were involved including audit, tax, actuarial, corporate finance and Japanese services. Six different Deloitte teams combined expertise to successfully lead the client through the acquisition, enhancing an already strong working relationship.

Our financial advisory services professionals provide a diverse range of strategic and financial advice to clients throughout the region in relation to merger and acquisition (M&A) services (including corporate finance, M&A transaction services and valuation services), restructuring and forensic and dispute services.

Whether you are contemplating an acquisition, selling your business, taking over a public company or raising capital to grow, the M&A services team at Deloitte has the strength and depth of capability to be your trusted adviser. Deloitte delivers tailored solutions to the complex challenges that business leaders face when undertaking corporate transactions. Senior-level attention throughout delivers objective, expert advice to help business leaders make better decisions on deals. The solutions that Deloitte delivers span the deal cycle – from the development of strategy, to identifying and selecting targets for acquisition, preparing a business for sale, structuring and pricing the deal, advising throughout negotiations, managing completion processes or preparing for the challenges of integration.

As global and local organisations become increasingly exposed to complex legal, ethical, and criminal issues ranging from trade sanctions, fraud and market abuse through to intellectual property protection, conflicts of interest and litigation, managing these issues across multiple jurisdictions is a challenge. Our Forensic & Dispute Services team understands these issues on a local level and in a global context. We have worked with many of the world's largest firms to help them mitigate risk and manage unforeseen events.

The Reorganisation Services group specialises in providing in-depth business and financial advisory services to various stakeholders with business and financial advice in the areas of corporate restructuring and business recovery. By using our expertise, experience and leveraging on the collective knowledge of the Deloitte global network and the larger business community, we are able to offer independent and trustworthy advice to clients with the view of maximising recovery and protecting shareholder's interests. Our financial advisory services team serves all segments of clients across Southeast Asia.

We provide critical advice and support whether it is to identify the right strategic targets or engineer effective solutions for underperforming businesses

Our financial advisory services include:

- Corporate finance
- Due diligence
- Valuations
- Financial restructuring
- Dispute consulting and forensic services
- IPO and capital markets services
- Litigation support
- Reorganisation services

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.

Consulting Multidimensional and collaborative

Deloitte in action

One of Asia's leading media and entertainment companies was in need of some professional assistance and having enjoyed a strong relationship with Deloitte, engaged our services.

Six Deloitte teams, from five different countries combined resources and as a single cohesive entity, provided the expertise to meet the varied needs of this client. Deloitte provided forensic, transaction and enterprise risk services to this leading company across Indonesia, India, China and Hong Kong. Our Forensic team was able to draw on its extensive experience in the Foreign Corrupt Practices Act to resolve a number of issues for this client. With a single point of contact, the client did not need to be concerned about the cogs turning behind the scenes, and the result was a seamless delivery of value-added services to their business.

We offer a wide range of consulting services, and we work closely with you to deliver sustained improvements in business performance, drive shareholder value and create competitive advantage. With our extensive content and deep pool of intellectual capital, we help you identify strategic opportunities and suggest practical, cost-effective steps to stay ahead of the competition.

Our consulting services comprise:

- Strategy and operations
- Human capital
- Technology integration
- Enterprise applications
- Outsourcing

We are a truly integrated professional services organisation, capable of offering you solutions in consulting as well as in tax consulting, risk consulting and financial advisory. Our consulting capability allows you to benefit from our full service – from strategic input right through to technology integration and outsourcing.

Our deep pool of talent across many disciplines and industries enables us to genuinely deliver a comprehensive solution to our clients – whatever their size, geographic profile or need.

With access to skills and talent across the globe, our unrivalled team architecture means we can meet any client's demand for single-source solutions.

We work closely with you to deliver sustained improvements in business performance, drive shareholder value and create competitive advantage



Industry and country focus

Meeting your needs

Industry Focus

Deloitte serves a wide range of industries, including:

- Consumer Business
- Energy & Resources
- Financial Services
- Life sciences & Healthcare
- Manufacturing
- Public Sector
- Technology, Media & Telecommunications

Our deep industry expertise means we are able to focus on the specific needs and challenges of your business, to help you gain competitive advantage.

Country Focus

As well as working with the above industries, Deloitte also has a dedicated Chinese Services group and a Japanese Services group.

Both groups focus on all business matters related to their regions and have a dedicated team of individuals 'on site' to serve the needs of some of the biggest names in Asia Pacific, be they businesses venturing into China or Japan, navigating evolving tax systems, or taking a Chinese or Japanese company public.

Global Chinese Services group

The Global Chinese Services group (GCSG) assists foreign companies which are investing and operating in China. It also works closely with mainland Chinese companies seeking overseas expansion and other opportunities. Starting with just a few country members several years ago, the GCSG has grown significantly. Today, its coverage spreads over 70 locations around the world spanning six continents, with further member firms currently under discussion.

Deloitte Southeast Asia's arm of the Global Chinese Services group (SEA GCSG) coordinates with GCSG's network in China to assist Southeast Asian companies investing and operating in China. Whether contemplating market entry, mergers & acquisitions or optimisation of existing operations, the SEA GCSG, in collaboration with the Deloitte China, can help

Southeast Asian companies implement cross-border investment strategies and navigate the associated risks. SEA GCSG also collaborates with Deloitte China and leverages on GCSG's global network to support Chinese multinational companies seeking access to the Southeast Asian markets – expanding operations, raising capital and/or engaging in mergers and acquisitions.

Our national network of bilingual professionals works closely with colleagues in China to deliver seamless service to globalising Chinese companies.

Japanese Services group

Recognising the unique needs of Japanese businesses, the 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.

We have a close working relationship with our Japanese member firm, Tohmatsu, which allows us to offer a truly global service to Japanese businesses in Southeast Asia.

• Targeted approach

Our specialist network surpasses traditional geographic and functional approaches, enabling us to direct our global resources locally to provide you with innovative resources and solutions wherever you conduct business.

• Customised advice

We combine in-depth industry knowledge with extensive functional expertise to craft solutions that address issues at their core.

• Comprehensive suite of services

Our understanding of the industry enhances our ability to offer a whole range of services: audit, risk management and control, consulting, tax and financial advisory – all supported by global methodologies, tools and techniques.

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We do not achieve results;
our clients do. Our objective
is to help them do so as
effectively as possible.

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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 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.