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Preserving loyalty and trust - to deliver value

PwC Indonesia



PwC Indonesia

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About us

"Very pleased to work with the PwC team as our business partner for the long term. Keep up the great work and continue to work hard to maintain our relationship."

From PwC Indonesia's Client Satisfaction Survey

Operations in Indonesia

PwC Indonesia ('PwC' or 'we') comprises over 1,600 employees, including over 50 partners and technical advisors. Today, the services offered by PwC are adding value in virtually every industry and profession in every region of the country.

We have played an integral part in the growth and progress of Indonesia for the past 42 years having worked with our clients to help them succeed through both buoyant and challenging economic environments.

Today we continue to work with large multinationals, public sector entities and Indonesian companies, providing solutions to complex business issues.

Our services are rendered through separate legal entities focusing on different aspects of the service offerings we provide, each of which draw on the collective resources and experience of PwC firms, both here and worldwide.

Create value, build trust

We help our clients find business solutions by combining a global mindset with the expert talents of our people. We provide industry-focused assurance, tax, advisory and consulting services for public and private clients. We use our network, experience and business understanding to build trust and create value for our clients.

PwC (www.pwc.com) provides industry—focused assurance, tax, advisory and consulting services to build public trust and enhance value for its clients and their stakeholders.



more than 195,000 people in 157

countries across our network share their thinking, experience, and solutions to develop fresh perspectives and practical advice.

PwC Indonesia is part of a global network of firms and works closely with the PwC East Cluster. The PwC East Cluster comprises 21 territories

and almost 37,000 people, over

1,700 of whom are partners, enabling us to better share, collaborate and make strategic investments with our regional colleagues, while improving our competitive ability to service global clients.

PwC network structure

The PwC global network is structured as a network of member firms, operating locally in countries around the world. It is this network that provides PwC firms with the flexibility to share knowledge, skills and resources with speed and consistency – to the ultimate benefit of our clients.

In most parts of the world, the right to practice accountancy is granted only to nationally-based firms employing qualified professionals. Consequently, PwC member firms are locally owned and managed in each country, but form an international team, thereby enabling a deep understanding of local markets and simultaneously providing global insight.

Our services

Building trust and enhancing stakeholder value

The industry-focused services provided to public and private clients bring value to business through sharing quality solutions. Our multi-disciplinary approach allows us to provide services beyond the audit and taxation lines we are known for. We take pride in delivering value-added services by helping our clients improve transparency, governance accountability, and financial performance and return.



Audit and Assurance Services

Improve corporate reporting and provide assurance that systems are operating effectively within a business environment.

Provide assurance over the quality of financial information.

"PwC delivered a flawless communication and discussion on the audit process and approach. Potential issues were discussed to seek solutions."

"Extremely professional. We continue to learn a lot about the changing accounting world."

From PwC Indonesia's Client Satisfaction Survey

Financial statements audit

- Regulatory compliance & reporting
- IFRS reporting

Internal audit services

Independent, objective consulting activity designed to add value and improve the organisation's operation

- Internal audit strategy/ transformation/training
- Internal Control Review/ Co-sourcing
- Compliance review

Accounting advisory

Navigating the changing landscape of financial reporting

- IFRS convergence
- Managing accounting changes
- Accounting advice and support relating to events and transactions
- Training in financial reporting

Capital market services

Leverage deep knowledge of both the Indonesian and global exchanges and regulatory processes to provide assistance in addressing new challenges of the current economic environment.

- Reporting on financial track records in prospectus
- Reporting on pro forma, forecast and projections
- Comfort letters on prospectus disclosures

Independent controls & systems process assurance

- Internal control optimisation
- Third-party assurance and compliance with regulatory requirements (e.g., BOT, SEC)
- ERP assurance, pre-and post-implementation system reviewing
- Data management systems audit (e.g., data quality review and computer-assisted audit techniques)
- Internal controls
- Compliance
- SmartClose

Tax Services

Optimise tax efficiency and contribute to overall corporate strategy through the formulation of effective tax strategies and innovative tax planning.

"When I asked PwC to give us a solution for our tax problem concerning VAT, PwC gave us a practical solution applicable to our needs."

From PwC Indonesia's Client Satisfaction Survey

Corporate tax

- Tax structuring & planning
- Monthly & annual compliance
- Tax diagnostic review
- Rulings

International tax

- Tax planning
- Tax advisory
- Permanent Establishment exposure
- Tax Treaty application

Transfer pricing (TP)

- TP documentation
- Risk assessment & defense
- TP planning

Mergers and acquisitions (M&A)

- Investment structuring
- Tax due diligence
- M&A transactions
- Post-transaction tax integration

VAT

- Tax structuring & planning
- Rulings

Tax disputes

- Tax audit, objection & appeal
- Supreme Court proceedings
- Tax audit post-merger

International assignments

- Monthly & annual tax compliance
- Tax registration/ de-registration (expatriates)
- General queries & tax audit

Customs

- Valuation & classification
- Post clearance audit
- Trade issues
- Customs disputes
- Customs planning

Investment and corporate services

- Investment: PMA establishment & compliance
- Payroll services
- Liquidation
- Corporate secretary

Awards

Indonesian Tax Firm of the year - 2010

Indonesian Tax Dispute Firm of the year - 2010

Corporate Tax Advisory Firm of the year - 2012



Advisory Services

Implement an integrated suite of solutions covering deals and transaction support, performance improvement, internal audit and forensic services.

"PwC sets the standard in the audit and consulting industry. With a dynamic team and good leadership, PwC successfully built up global empire to meet the world's ever challenging demands."

From PwC Indonesia's Client Satisfaction Survey



Maximisation of transaction benefits such as:

Business Recovery Services

- Corporate Restructuring
- Debt Restructuring and Refinancing
- Distressed M&A
- Business Turn Around
- Optimized Exit

Capital Project & Infrastructure

- Risk Management & Deal Complexity
- Regulatory Requirements
- Financing Structures
- Cash Conversion and Extraction
- Long Term Sustainability

Corporate Finance

- Corporate Restructuring
- Debt Restructuring and Refinancing
- Distressed M&A
- Business Turn Around
- Optimized Exit

Corporate Value Advisory

- Valuation of Business and Shares
- Transaction Negotiation
- Shareholder Value Management
- Accounting Valuation
- Tax Valuation

Deal Strategy

- Growth Strategy
- Market Entry Strategy
- M&A Strategy
- Commercial Due Diligence
- Feasibility Study
- Target Search & Screen
- Strategic Alliances
- Business Plan Development
- Pricing Strategy
- Customer Analysis

Delivering Deal Value

- M&A Integration
- Divestiture and Separation (including Vendor Assistance and TSA Management)
- Operational Due Diligence
- Taking Control
- Joint Venture and Strategic Alliances

Transaction Services

- Financial and Tax Due Diligence
- Review Sales and Purchase Agreements
- Transaction Structuring

Consulting Services

At PwC Consulting, we help organisation to work smarter and grow faster. We consult with our clients to build effective organisation, innovate & grow, reduce costs, manage risk & regulations and leverage talent. Our aim is to support you in designing, managing and executing lasting beneficial change.

Management Consulting

- Finance Function Effectiveness
- Operations, Supply Chain and Procurement
- People and Organisation
- Sustainability and Climate Change
- Program and Portfolio Management
- Customer Relationship Management

Risk Consulting

- Risk and Governance
- Forensics

Strategy Consulting

Strategy

Technology

- Technology Strategy
- Enterprise Business Applications
- IT Infrastructure & Information Management
- Cyber & Security Strategy
- Digital & Emerging Technology
- IT Delivery Optimization
- IT Portfolio & Program Management
- Data Analytics



Other Services

"The PwC team delivered service beyond our expectations.
Extremely satisfied!"

From PwC Indonesia's Client Satisfaction Survey

Japan Business services

- Considered as the leading firm in Indonesia for Japanese Business in terms of number of clients and business volume
- Strong dedicated team of Japanese expatriates. This team is part of the Global PwC Japanese Business Network that operates in more than 80 countries.
- The most active firm in Japanese Business in Indonesia, conducting various seminars and training events as well as issuing publications in Japanese
- Works closely with Japanese Institutions, including the Japanese Embassy, JICA, JETRO and JJC.

Korea Business services

- First accounting firm to have a dedicated team for Korean businesses operating in Indonesia, advising on how to set up a business, compliance with regulations and reporting requirements, and assisting in the unique business and market environment in Indonesia.
- Works closely with Korean professional associations, including KOTRA, the Korean Embassy, KAFA (Injaemo), KTA (trading industry), KERA (energy industry) and KFA (financial institutes).

China Business Desk

- We have a team of Mandarin speaking professionals in all major lines of services, who are fully committed to serving Chinese companies operating in Indonesia.
- A wealth of experience in dealing with the typical issues faced by Chinese companies doing business in Indonesia, encompassing the business establishment, tax, due diligence, regulatory compliance, financial reporting and auditing.
- Our well-established connections with PwC offices in China, Hong Kong and Taiwan, enables our clients to access markets and professional expertise in those locations as and when they are needed.



Other Services

"I have always found PwC people easily accessible for issues, even on weekends. Their transfer of skills and knowledge is good and they listen to our position."

From PwC Indonesia's Client Satisfaction Survey

Entrepreneurial and Private Clients (EPC)

- PwC Entrepreneurial and Private Client Services (EPC) is a team of business advisors dedicated to helping entrepreneurs, owner-managed and family business leaders resolve day-to-day business issues, create value and achieve long-term success.
- Our EPC team offers the perspective of a third party with professional insights, tax and other business advisory and accounting expertise. This includes tax planning and structuring, financial assurance, business funding & structuring, personal estate planning & wealth management, succession planning, compliance, deals, strategy and operations improvement.
- We provide all the practical and commercial assistance you need, delivered in a way that is relevant and appropriate for your business and your family.
 We have built our success on developing trusted advisor relationships and delivering solutions and ideas tailored to the needs of our clients.
- Our EPC team is an integrated part of PwC EPC East Cluster team operating in the Asia-Pacific region.

Capital Markets and Accounting Advisory Services (CMAAS)

- Reporting accountants on initial public offerings (IPOs) (please see page 5 on capital market services)
- IPO advisory including, but not limited to, project management and strategy, issue resolution, technical accounting advisory and post-listing services
- Accounting policy review and development
- Carve-outs and special purpose financial statements for IPOs and other capital-raising activities
- GAAP conversion
- Acquisition accounting and reporting (e.g., purchase price allocation, intangible assets and income taxes)
- Accounting rectification and restatement
- Chart of accounts development
- Accounting policy manual
- Technical training and other knowledge-transfer assistance
- Finance transformation and reporting improvement

Industry focus

"PwC constantly updates us with the latest industry updates. That is a great help."

From PwC Indonesia's Client Satisfaction Survey

PwC serves leading businesses in the sectors we focus on. The depth and breadth of our industry-focused services mean that we look at business issues – not just accounting and auditing matters – while taking into consideration industry risks and challenges.

By organising our services around industries we:

- Share the latest research and points of view on emerging industry trends
- Collaborate on business and accounting issues unique to individual industries, especially in situations where interpretive guidance is required
- Provide methodologies and best practice guidance in complex accounting, taxation and business areas

Industry capabilities

Consumer and Industrial Products & Services (CIPS)

- Automotive
- Retail & consumer
- Plantation
- Infrastructure e.g. toll roads, ports
- Pharmaceutical
- Chemicals
- Transportation & logistics
- Engineering & construction
- Industrial manufacturing
- Metals

Energy, Utilities and Mining (EU&M)

- Mining
- Power & utilities
- Oil & gas
- Petrochemicals
- Related service providers

Financial Services (FS)

- Banking & capital markets
- Insurance
- Asset management
- Islamic banking & finance
- Securities

Technology, Information, Communication & Entertainment (TICE)

- Technology
- Information & communication
- Television & other media
- Advertising
- Hospitality and leisure
- Entertainment

Government

- Government bodies
- Regulators

Our clients

"We expect experience and knowledge and we are satisfied with PwC."

From PwC Indonesia's Client Satisfaction Survey

PwC Indonesia provides industry-focused services for public and private clients in order to build public trust and enhance value. Our experienced staff, combined with our global network, provide a complete business consulting solution, tailored to our clients' specific needs. Our clients range from national and multinational companies to private businesses and corporate entities.

The following list demonstrates the diversity of our client base:

PT Adaro Energy Tbk

PT Astra International Tbk

PT Baker Hughes Indonesia

PT Bank CIMB Niaga Tbk

PT Bank Commonwealth

PT Bank Mandiri (Persero) Tbk

PT Berau Coal Energy Tbk

PT Bukit Asam (Persero) Tbk

PT Chevron Pacific Indonesia

PT Coca Cola Indonesia

ExxonMobil Oil Indonesia Inc.

PT HM Sampoerna Tbk

PT Indosat (Persero) Tbk

PT Jasa Marga (Persero) Tbk

PT Newmont Nusa Tenggara

PT Pertamina (Persero)

PT Perusahaan Gas Negara (Persero) Tbk

PT Rabobank International Indonesia

PT Rio Tinto Indonesia

PT Telekomunikasi Indonesia Tbk

PT Telekomunikasi Selular

PT Unilever Indonesia Tbk

PT Vale Indonesia Tbk

PT XL Axiata Tbk

PT Yamaha Indonesia



Our people

"The partner and the working team have a very deep knowledge of the company culture, issues and challenges."

From PwC Indonesia's Client Satisfaction Survey

Our people are key to PwC's success

Our people form the bedrock of PwC. In achieving a high-performing corporate culture, our talent management strategy includes workplace activities such as people development and global mobility. Our workplace includes people from many different countries to bring a unique combination of skills.

We recognise that our people need to be developed in the necessary skill sets to deliver audits, compliance, tax and/ or advisory services. Underpinning our people development initiative is our talent management framework which includes:

- Learning and development (both technical and business skills). Our learning curriculum is reviewed and updated annually to equip our people in delivering high quality services, as well as to reflect current and emerging industry trends.
- Leadership development. At the more senior level, we have several leadership programmes which help us build future leaders. Some of our key initiatives include Journey for Excellence (JFE), Inspiring Young Leaders (IYL), and Genesis Park, a 10-week shared residential learning experience where high performers from around the world learn to develop new thinking on key business topics.



"The partner is very resourceful and has a very deep knowledge in the accounting rules and principals."

From PwC Indonesia's Client Satisfaction Survey



Global mobility

PwC's global mobility programme matches high-performing individuals interested in international assignments with PwC member firms in need of support. These assignments, which can be short- or long-term, allow us to bring another dimension to the services provided to clients while accelerating career development and personal growth.



As part of continuous improvement efforts, we seek feedback from our people through our annual Global People Survey. In ensuring that we are on the right track to making PwC a responsible organisation that provides its people with a great place to work, we review how effective our people initiatives are and how we can improve.











PwC Corporate Responsibility



Through our Corporate Responsibility (CR) agenda, we aim to be a catalyst for change, which is about using our skills, voice, and relationships to work with others and influence activities that make a difference, create change and have a lasting impact on the world around us, and doing the right thing, which means playing our part on responsible business issues that are central to our business – from the quality of our services and the diversity of our people, to our engagement with communities and our environmental footprint.

These aims form the core of our global CR Strategy and across the PwC network, our firms support these goals. Our CR strategy is tailored to our specific strengths and opportunities, as a network of professional services firms. To align and structure our CR activities, we focus on four areas in which PwC people across the world can play their part: responsible business, **diversity and inclusion, community engagement, and environmental stewardship**.



Diversity and inclusion

In a competitive market, people are integral to an organisation's performance and business success. Building an equal, diverse and rewarding workplace culture helps to ensure this. In achieving a high-performance corporate culture, our talent management strategy includes workplace activities such as people development and global mobility.

Our collaboration with Gerakan Indonesia Mengajar (GIM) and Kick Andy Foundation are part of our CR initiatives - an opportunity to share and contribute within the skilled volunteering area, using our core competencies.

Community engagement

PwC people are inspired to help and connect with the communities in which they live and work.

Our two main initiatives are the People Giving programme and Community Day where all staff are eligible for two days of community service leave each year.

The Learning Farm (TLF)

PwC has supported and funded TLF's four-month residential life-skills training programme for vulnerable youth through the medium of organic farming.

Capacity building through simple audit simulation workshop

PwC Indonesia also believes that high quality human resources is the first and foremost priority in providing the best quality of services to our clients. In an effort to develop human resources in Indonesia, particularly in accounting, we hold simple workshops at several leading universities in Indonesia to increase the knowledge of students who are aspiring to have a promising career as auditors. In the workshops, students are given case studies related to current business practice which allow them to act as auditors.

Environmental stewardship

Business, government and individual – we are all responsible for the preservation of our natural environment. We work with our S&CC (Sustainability and Climate Change) team in developing our carbon management strategy.

Our activities currently include measuring our environmental impact and developing initiatives to reduce the impact of our operations. We also engage our people in environmental activities including Earth Hour.

Responsible business

PwC is looking to build corporate responsibility into relevant services and products where it will help us to deliver enhanced quality and value.



Our drive: sharing points of view

Taking our leadership position in the marketplace seriously

Our thought leadership - the means by which we articulate our distinctive points of view on major business and emerging trends. Below are several recent PwC Indonesia publications which explore some of these issues.

Visit www.pwc.com/id to download or order hard copies of reports

- 1. Indonesian Pocket Tax Book
- 2. Indonesian Banking Survey Report
- 3. Mining in Indonesia Investment and Taxation Guide
- 4. Oil & Gas in Indonesia Investment and Taxation Guide
- An Investor Survey of the Indonesian Oil & Gas Industry
- 6. Power in Indonesia Investment and Taxation Guide
- 7. APEC CEO Survey 2014
- 8. PSAK Pocket Guide
- A Practical Guide to the New Indonesian Financial Accounting Standards
- 10. Sustainability & Climate Change Long term thinking. Short term action.
- 11. Infrastructure in Indonesia Sound decisions. Sound investments.



Our thought leaders

Thought leaders are people who combine warmth, humanity and passion with technical expertise - bringing the head and the heart together in their approach. They set direction and provide guidance born of years of experience in professional services.

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