

**Deloitte.**  
Private

**Service Offerings Booklet**



**Deloitte Private** is exclusively dedicated to serving family businesses, large private companies, private equity funds including portfolio companies, emerging growth companies, and high net worth individuals.

We understand the journey to your success requires making smart decisions and taking advantage of the right opportunities to realize your full potential.

**Deloitte Private** can help.

As your trusted advisor, our multidisciplinary specialists are focused on your future—looking ahead to anticipate your needs and aspirations to continue building a prosperous future.

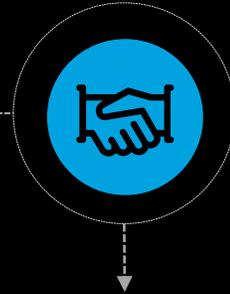
# Our Values

## Care



- We offer personalized solutions to help better meet and anticipate your needs and/or the needs of your businesses as you look to reach critical milestones.
- We focus on your specific needs.. We are with you to address variety of topics:
  - Are you planning your taxes correctly?
  - Is there a cost-effective technology that would make your operations more efficient?
  - Are you properly secured against cyber security risks?
  - Is there a whole new market that you could open up if you modified your production lines slightly?
  - Have you considered acquiring another company?
  - Are you pondering about how to transfer your business to your children?

## Trust



- At Deloitte Private, our relationship with you is key. We can help you with your challenges to meet statutory requirements, navigate market conditions, address family issues, face competitors, mitigate risk and prosper, both here and abroad.
- The recommendations we provide are in your interest, specifically applicable to you and take account of your circumstances- we can be trusted to understand your needs

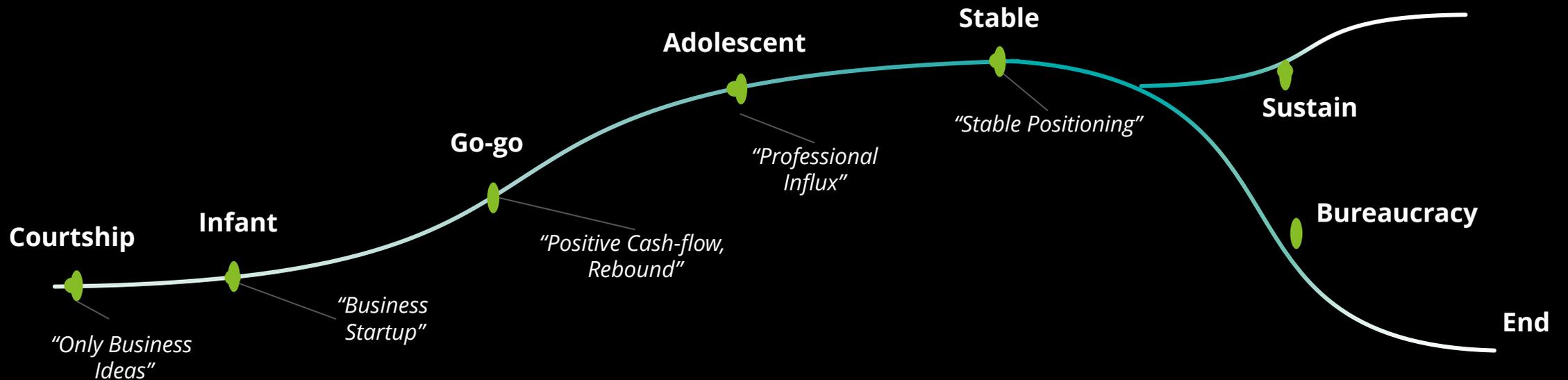
## Future Focus



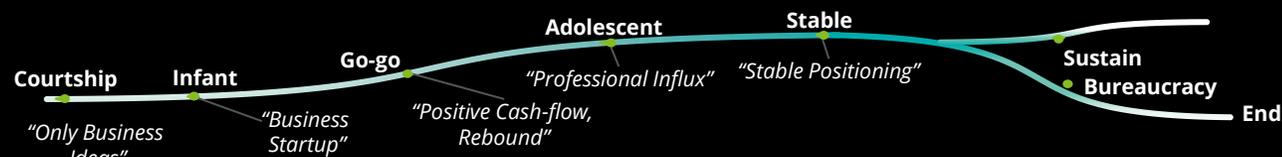
- Deloitte Private has a future focus, and our recommendations are to help you get where you desire

# Your Journey to Success...

“Our ambition is to address your needs and aspirations, and to provide you with state-of-the-art solutions” throughout any phase of your business...



# Your Journey to Success.. and how we can help



| Focus Area                          | Our Offerings                                    | Development | Growth | Sustainability |
|-------------------------------------|--|-------------|--------|----------------|
| <b>Wealth Preservation Strategy</b> | Family Enterprise Consulting                     |             |        | ✓              |
|                                     | Wealth & Estate Planning                         |             |        | ✓              |
| <b>Business Strategy</b>            | Long Term Strategic Planning                     |             | ✓      | ✓              |
|                                     | Social Impact & Philanthropy                     |             |        | ✓              |
| <b>Operations Excellence</b>        | Operational Risk & Transformation                |             | ✓      | ✓              |
|                                     | Analytics  |             | ✓      | ✓              |
|                                     | Internal Audit                                   |             | ✓      | ✓              |
|                                     | Technology & Cyber Resilience                    |             | ✓      | ✓              |
|                                     | Assurance  |             | ✓      | ✓              |
|                                     | Financial Audit & Accounting Advisory            |             | ✓      | ✓              |
| <b>Financials</b>                   | Capital Market & Debt Advisory                   |             | ✓      | ✓              |
|                                     | Merger & Acquisition                             |             | ✓      | ✓              |
|                                     | Diagnostic Review                                | ✓           | ✓      | ✓              |
|                                     | Consultative Valuation                           | ✓           | ✓      | ✓              |
|                                     | Real Estate Advisory                             |             | ✓      | ✓              |
|                                     | Startup Advisory                                 | ✓           | ✓      | ✓              |
|                                     | Cash Management                                  | ✓           | ✓      | ✓              |
|                                     | Currency Management                              |             | ✓      | ✓              |
| <b>Tax &amp; Legal</b>              | Tax Structuring & Diagnostic                     | ✓           | ✓      | ✓              |
|                                     | Tax Reporting & Compliance                       | ✓           | ✓      | ✓              |
|                                     | Legal and Regulatory Compliance and Advisory     | ✓           | ✓      | ✓              |
|                                     | Legal Structuring, Documentation and Transaction | ✓           | ✓      | ✓              |
|                                     | Dispute Resolution                               |             |        | ✓              |
|                                     | Data Protection                                  | ✓           | ✓      | ✓              |
|                                     | Infrastructure and Project Finance               |             |        | ✓              |

## Our Offerings

## Benefits

### Family Enterprise Consulting (FEC)

- Customized family advisory to craft a highly bespoke Family Constitutions to business owning families

- A future-ready Family Enterprise
- Set out and formalize family's decision-making process in family protocol, rules and governance aiming for harmony and unity among family members
- Succession planning to the Next-Gens

### Wealth & Estate Planning

- Thorough Wealth & Estate Planning Strategy for wealthy business owning family in alignment with tax and legal advisors

- Legal and (related) tax advice matters in structuring family business assets and personal assets (e.g., intergenerational wealth transfer, including family office set up) aiming to protect family business legacy and wealth

## Our Offerings

## Benefits

**Long Term Strategic Planning**

- Growth, Expansion, and (or) exit Strategy
- Design future state business design, operating model

- Consolidate pathways to desired future state and size of the business
- Define strategies and the right timing to maximizing the return

**Social Impact & Philanthropy**

- Corporate Social Responsibility (CSR) Strategy Set Up
- Environmental, Social & Governance (ESG) strategic risks assessment and sustainable reporting
- ESG – Sustainability Reporting Advisory
  - Gap Assessment and Benchmarking
  - Materiality Assessment
  - Complex Accounting
  - Reporting Advisory
  - Assurance Readiness

- Establish Corporate Social Responsibility (CSR) programs, funding arrangement and CSR partnership
- Address ESG risks, unlock potential hidden values in your business, protecting brand value and reputation

## Our Offerings

## Benefits

Operational  
Risk &  
Transformation

- Risk Assessments
- Internal Control Design Review
- Standard Operating Procedure Enhancement
- Business Process and Control Transformation

- Improve governance, internal control and business process
- Cost reduction through improvement of more efficient & effective process
- Enhance segregation of duties and Key Performance Indicator

Analytics &  
Cognitive

- End-to-end data management
- Data governance
- Insights visualization
- Robotics Process Automation
- Machine learning and Artificial Intelligence

- Enable single point of truth and 360 degree view of business
- Enable Insight-driven Organization
- Enhance speed and quality for well-informed decision making
- Automate and accelerate the transaction processing

## Our Offerings

## Benefits

## Internal Audit

- IA Strategy & Advisory
- IA Outsourcing & Co-Sourcing
- Third Party Assurance
- Contract Compliance Review
- Quality Assessment Review
- Internal Audit Transformation

- Improve the overall value of IA function
- Protecting asset and address fraud exposure
- Realize cost saving opportunities
- Improve cost and operation efficiency

## Technology &amp; Cyber Resilience

- IT Strategy, Digital Transformation
- Cloud-Enabled Transformation
- ERP and large systems Implementation
- Digital Supply Chain Management (SCM)
- IT Audit & Governance
- Software Asset Management
- IT Vendor Selection & PMO
- Cyber Resilience
- Cloud Analytics
- HR Tech for Start Up Unicorn

- Strategize Tech adoption for business agility
- Leverage cloud transformation for agile business model
- ERP transformation as tech-backbone to support business operations
- Synchronize SCM for optimal performance and costs
- Maximized value on IT investment
- Assist to achieve business users satisfaction through streamlined process with measurable and timely milestones
- Effectively manage critical cyber incidents, quickly return to normal operations
- Help unlock business values for better managing data and action on business insights
- Craft suitable human capital strategy and operation for dynamic entrepreneur world

## Assurance

## Our Offerings

## Accounting and Reporting Advisory:

- Standard Implementation and Remediation
- Complex Accounting Analysis
- Accounting Policy Preparation
- Accounting On-call
- Accounting Loan Staff
- Training

## Disruptive Events Assurance

- Diagnostics, Accounting impact, and Pro-forma Financial Statement related to IPO, Merger & Acquisitions, Divestitures and Spin-offs and Restructures and New Business Models

## Accounting and Operations Advisory:

- Chart of Account Review
- Digital controllership apps (BlackLine, Workiva, SAP Concur)
- Finance transformation
- Data analytics
- Account reconciliation

## Benefits

Accounting & Reporting Advisory (ARA) is a set of services that enables us help clients to leverage our deep accounting expertise to provide a practical, business-oriented view on accounting decisions – whether it is PSAK, IFRS, US GAAP or other accounting standards.

Disruptive Event Assurance (DEA) is an offering that applies our deep accounting, financial reporting, financial operations and control and regulatory expertise to corporate events including merger and acquisitions, divestments, IPOs and restructures or new business model

Accounting Operations Advisory (AOA) is an offering that captures opportunities to modernize Finance functions, including Finance transformation, Digitizing finance function, Connected finance function, and Shifting finance function to more value-added activities

## Our Offerings

## Benefits

**Financial Audit  
& Accounting  
Advisory**

- Financial Audit Services
- Other assurance services
- Agreed-Upon Procedure for the implementation Of Prudential Principles in Managing External Debt
- Accounting Diagnostic & Transaction Analysis Review
- Accounting Policy & Chart of Accounts Preparation
- Accounting Standard Training
- Business Process Sourcing

- Audited financial statements demonstrate an independent examination which can attract investors, buyers, and lenders
- Issuance of comfort letter in connection with international (144A/Reg S) or local capital market transactions.
- Compliance to Bank of Indonesia regulation
- Provides consistency in accounting application, improvement of technical knowledge as well as cost efficiency
- Assists on how contracts and transactions affects the financial reports of the Company
- Reducing the costs of back-office administration

## Our Offerings

## Benefits

**Capital Market &  
Debt Advisory**

- Shareholder Value Optimization
- Corporate restructuring and relevant legal advisory
- Corporate Governance Assessment in terms of legal and regulatory compliance
- Financial Projection & Valuation
- Pre-IPO Advisory
- Pre-Bond Issuance Advisory
- Financial & Tax Restructuring
- Private Debt Advisory

- Identify and develop key parameters to optimize share holder value
- Create an optimal corporate structure to maximize share value
- Secure an effective and efficient operations of a company in the interest of all stakeholders
- Prepare business plan/growth story and embed in financial projections
- Evaluate and make the best financial restructuring decisions to re-establish operations
- Provide flexibility needed by the company to achieve its maximum capability
- Optimize company value through strategic leveraging structure

**Merger &  
Acquisition (M&A)**

- M&A Strategy and Integration
- Screening and Approaching Prospective Targets
- M&A (buy-side/sell-side advisory, drafting purchasing agreement between buyer and seller)

- Execute a full and comprehensive M&A deal cycle, that include Sell-side, Buy-side, fund raising assistance
- M&A execution is facilitated by a strong and reputable professionals with extensive expertise and networks in the sector



## Our Offerings

## Benefits

## Diagnostic Review

- Analyze the Company's Financial Performance and Position
- Benchmarking with peers
- Business License & Permit Assessment

- Identify key issues and improvement opportunity in revenue and cost structure to maximize shareholder value
- Identify non-performing business units for future corporate growth (M&A or etc.)
- Benchmarking the company's ratios, margins and growth with peers within the industry
- Manage on-going valid licensing and permit to fully comply with government and local licensing requirements

## Real Estate Advisory

- Market & Feasibility Study
- Highest & Best Use Study
- Development advisory and assistance
- Strategic partner selection process
- Asset portfolio strategy

- Identify best development configuration based on competition analysis to ensure better market penetration
- Provide financial projection for management decisions and financing purpose
- Assist in business case and negotiation with partners

## Our Offerings

## Benefits

## Startup Advisory

- Financial review and improvement
- Internal capabilities enhancement
- Short-term and long-term investment roadmap, including growth story development (include tech capabilities)

- Eliminate disruptions of irrelevant business ideas
- Develop attractive and sustainable story proposition for investors and increase probability of investments
- Keep track on key-activities and milestones for next round funding plan

## Consultative Valuation

- Determine Shareholder Value

- Set indicative valuation range scenarios based using both income and market approach

## Cash Management

- Cash forecasting
- Excess cash investment
- Bank account architecture and operating bank selection
- Cash management system solutions

- Better understanding to cash and liquidity needs
- Robust and efficient cash management
- Return enhancement
- Cost reduction

## Currency Management

- Currency risk identification
- Hedging strategies and accounting implementation
- Derivatives valuation and strategies

- Identification of sources of currency risk
- Robust and implementable strategies to manage currency risk
- Better understanding of derivatives offered by the banks
- Enhanced decision making process



## Our Offerings

## Benefits

**Tax Structuring,  
Diagnostic and  
M&A**

- Efficient Tax Structuring
- Tax Planning
- Tax Diagnostic Review
- M&A Tax Support

- Provide efficient tax structuring advice to enhance the long term and effective business structure from the Indonesian tax perspective
- Corporate and individual tax planning is key to ensure effective and efficient tax outcomes, whilst still complying with tax laws and regulations
- Minimize tax exposure
- Ensure that taxation aspects of M&A have been identified and considered properly to preserve and enhance value

**Tax Reporting,  
Compliance and  
Disputes**

- Preparation of Individual and Corporate Income Tax Return
- Tax Regulatory Compliance
- Support in Tax Audit and Tax Disputes Process

- Assist taxpayers to comply with the prevailing tax regulations
- Minimize tax exposures
- Improve tax compliance and administration process
- Assist taxpayers in navigating the tax audit and disputes processes in order to ensure that the process are managed and monitored properly and avoid any surprises

**Legal and  
Regulatory  
Compliance and  
Advisory  
(Including  
Family Office)**

**Our Offerings**

- In-depth legal consultations
- Compliance Due Diligence focusing on potential legal issues that might potentially cause impediments to the CG practices, and sheds light on the legal requirements and compliance activities Client should take into account in managing the business
- Corrective actions plan, which includes a set of recommendations for Client to rectify its compliance activities
- Developing CG Manual/Handbook
- Establishment and expansion of family office
- Setting up vehicle for repatriated funds; as well as investment vehicle and foundation;
- Retainer legal services for family office and/or individual Client (daily contractual matters, legal management services, financing etc)
- Acting as legal counsel for family office for assets ownership and disbursement of inherited assets
- Assisting the Client and providing consultation and advisory (from legal perspective) in financing aspects (obtaining loan from banks; loan reporting, etc)

**Benefits**

- Understand right and responsibilities actually attach to the management. It can be flagged upfront if there is mismatch so that Client can put in place strategic fixes and not off the back of incompliance issues or sanctions imposed by the Authorities.
- Ensure the compliance of assets distribution (both for regular family office/individual Client's perspective) and in special cases of inheritance.
- Minimize possibility of issue/dispute among members of Client (in the situation of family business) through legal consultation and management.

## Our Offerings

## Benefits

## Dispute Resolution

- Initial advice setting out preliminary view of the merits of the Client's and disputing party's respective legal positions;
- Representing and defending Client in any proceeding before the Civil Court, Commercial Court, relevant Arbitration Board and Industrial Relations Court

- Confirmation of whether the Client has committed irregularities, wrongdoing, or fraud under the applicable laws;
- If a public record is needed, court or arbitration decision will provide a clear line in the sand, and leaves no room for client to be tripped up by conjecture
- Protecting the business reputation over assets and IP

## Data Protection

- Compliance due diligence focusing on data protection issues and sheds light on the legal and regulatory requirement related to data protection aspect
- Corrective actions plan, which include a set of recommendations for Client to rectify its data protection compliance

- Understand rights and responsibilities of the Client as data protector by taking into account the existing laws and regulations as well the upcoming personal data protection law.
- Identification of necessary infrastructure in anticipation to the upcoming personal data protection law.

## Infrastructure &amp; Project Finance

- Legal advisory on the regulatory framework for infrastructure project
- Legal feasibility study and proper legal documentation on the involvement of private sector in the development of public infrastructure in various sectors (i.e. toll road, transportation, energy, water, etc.)
- Legal assistance on the participation of private sectors in the Public Private Partnership (PPP) project

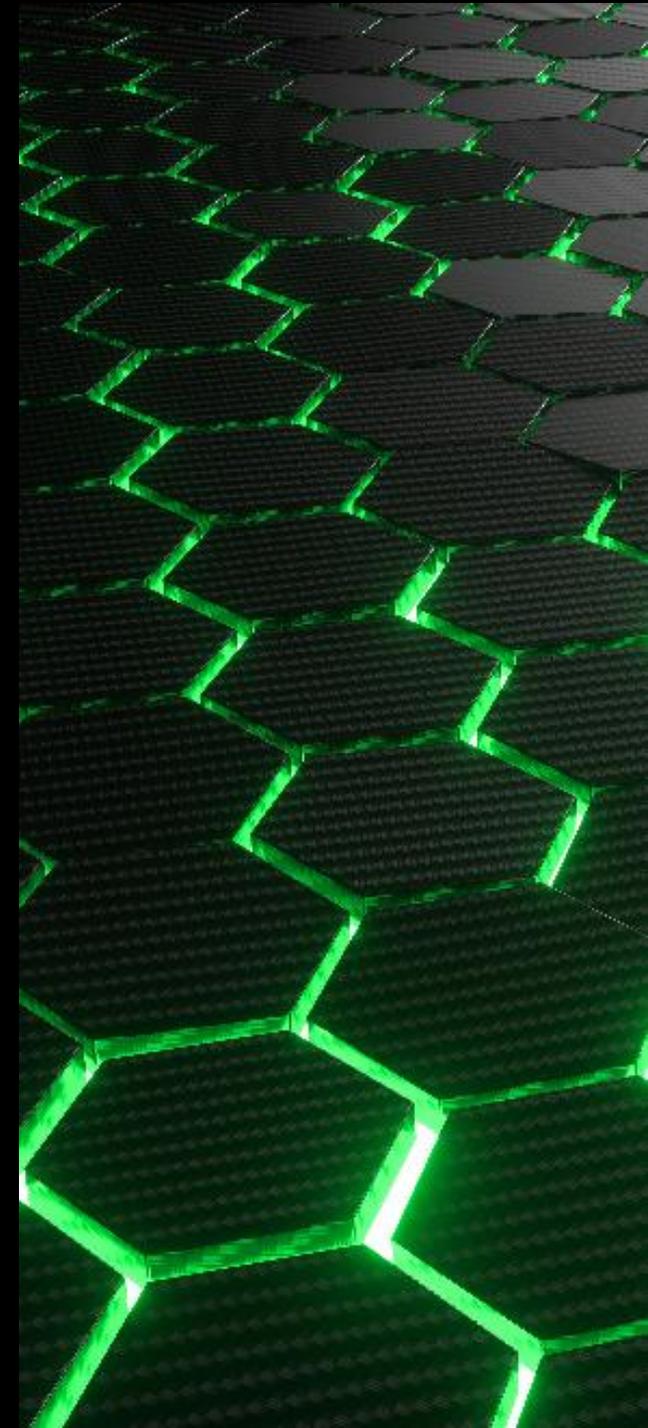
- Understand the unique, characteristics, critical issues, and potential risks in Indonesian infrastructure law
- Understand the steps that shall be taken in implementing infrastructure project (licensing, investment, environment, agreement, asset, etc)
- Achieve client's target to implement Indonesian infrastructure project which including assistance in tender process until financial close

## Our Offerings

- Legal advisory services in structuring the wealth management strategy towards applicable asset classes in line with the intended commercial needs.
- Assist in the preparation of legal documentation, including wills, trusts and other inheritance documents, as well as legal documents which relate to Joint Venture, Pre-IPO (preparation), M&A, asset divestitures, reorganizations and financings.

## Benefits

Achieve legal risks management from an initial stage of the wealth management activities and ensure a fully compliant and legally sound legal documentation which adopts robust structure and commercial needs of the various stakeholders.

**Structuring,  
Documentation  
and Transaction**

# Contact Us

If you would like to learn more about how our Deloitte Private clients are optimizing their business strategy, governance, compliance, financial and operational standpoints, we welcome the opportunity to speak with you.



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