



*cutting through complexity™*

# KPMG in Croatia and Bosnia & Herzegovina

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KPMG is a global network of professional firms providing Audit, Tax and Advisory services. We operate in 146 countries and have 140,000 people working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International Cooperative (“KPMG International”), a Swiss entity.

## KPMG International

KPMG is one of the world’s leading professional services firms. We are proud of our firm’s strong and established reputation, a reputation that is built on a long history of independence, integrity and objectivity. It’s what drives us to deliver clear and practical advice to help our clients grow and succeed in their chosen field. It’s what makes us committed and successful leaders in our profession.

## Cutting Through Complexity™ – KPMG’s new global strategy and brand

Our clients are facing an increasingly complex world and demand clear and practical perspectives to help them make informed decisions. In response, we have refreshed our global strategy and brand by repositioning how we behave, look and communicate aiming to help our clients cut through complex issues and deliver clear and practical solutions to meet their needs.

## KPMG in Central and Easter Europe

KPMG in CEE continues to build upon its success in the region with 4,800 staff working in 18 countries. To meet the needs of international, regional as well as local clients, KPMG’s offices in CEE work closely together. Shared centres of excellence and infrastructure help to ensure a high level of client service throughout the region.

Wherever our member firms do business, our clients are offered customized advisory services based on familiarity with the people, countries and economic conditions of the region because we believe that consideration of national characteristics is the key to any successful business venture, and we know that local developments must be seen in a larger, global context to enable thinking in strategic dimensions.

Through a worldwide network of member firms, KPMG offers clients the benefits of an extensive multinational pool of skilled and experienced professionals who possess an intimate understanding of each of their national markets.

Countries within KPMG’s CEE network include:

- Albania
- Belarus
- Bosnia and Herzegovina
- Bulgaria
- Croatia
- Czech Republic
- Estonia
- Hungary
- Latvia
- Lithuania
- Macedonia
- Moldova
- Montenegro
- Poland
- Romania
- Serbia
- Slovakia
- Slovenia



## Our practice in Croatia

In Croatia, we operate nationally with 6 partners and more than 160 employees. Our local experience, enhanced by the technical and industry knowledge of our global network means we bring a deep understanding of our clients' business. It enables our professionals to deliver informed and timely advice.

Staff includes locally and internationally qualified professionals – in addition to locally registered auditors, staff includes UK, Australian and Canadian Chartered Accountants and UK Chartered Certified Accountants (ACCA), as well as lawyers qualified in Croatia, Canada and the UK. Our management group includes native and excellent speakers of Croatian, English and German languages and advantages of local business awareness with international best practice.

## KPMG in Bosnia and Herzegovina

KPMG BH d.o.o., a member of KPMG's Central and Eastern European (CEE) practice, has operated in Bosnia and Herzegovina since 2000 through Sarajevo office and since 2008 also through Banja Luka office. KPMG BH d.o.o. has recently established KPMG Tax and Advisory d.o.o. in Sarajevo to specifically provide clients with tax and other advisory services.

KPMG in Bosnia and Herzegovina currently employs 29 members of staff, with the management including native and fluent speakers of local languages, English, Italian, Arabic and German who offer the benefit of in depth local market and specific industry knowledge and combine this with international experience and access to professionals throughout the global network of KPMG International. Our staff is both locally and internationally qualified, being locally registered auditors and the UK Chartered Certified Auditors.

## Continuity and quality

KPMG continually invests in our people, services and quality processes. We are focused on the research and development of services to help our clients achieve sustainable and strong business performance. We are also committed to appropriately delivering on our capital markets responsibilities, as well as assisting our clients in effectively communicating true business performance to stakeholders.

## Our industry experience

### *Consumer Markets*

We assist clients in a variety of industries including food processing, distribution, consumer-packaged goods, textiles and footwear, electronics and general retailing.

### *Energy & Natural Resources*

We provide advice to a diverse range of clients involved in the mining, oil, gas, forestry and power generation sectors.

### *Financial Services*

We are one of the leading providers of audit, tax and advisory services to the financial services industry including the banking and finance, insurance and managed investments and superannuation sectors. We also assist clients in the real estate sector comprising property development and property management.

### *Government*

We provide advice to State and Federal Government Departments, Statutory Authorities and Government Business Enterprises, as well as government municipalities and universities.

### *Industrial Markets*

Our clients in the manufacturing and transportation industries operate in the automotive, paper and packaging, chemical and pharmaceutical, building and metal product, machinery and equipment and transport sectors.

### *Information, Communications & Entertainment*

Our professionals deliver multi-disciplinary business advice to clients in the communications, biotechnology, electronics and software, media and entertainment sectors.

## Supporting our communities

KPMG has a long history of supporting the communities in which we live and work. This contribution takes the form of our people's time, knowledge, experience and voluntarism, as well as our financial donations and grants.

### Why select us

#### *Independent, clear and practical advice*

Fast, effective and informed decision making is a business imperative in an increasingly complex business environment. Our clients find our independent, objective and professional advice to be clear, concise and jargon free.

#### *Multi-disciplinary, industry focused approach*

Delivering independent, professional advice requires a multi-disciplinary, industry focused approach. We can establish dedicated teams of professionals with deep industry experience from across KPMG's service divisions.

#### *Global knowledge sharing*

We understand that keeping our professionals constantly up-to-date on global technical and industry developments allows our clients to receive comprehensive advice, no matter where in the world they do business.



### German desk

KPMG in Croatia has established its German Desk in 2008, offering professional services in the fields of audit, tax and advisory to companies operating in Croatia with German-speaking managers, employees or shareholders.

The German Desk currently consists of 4 staff members of both German and Croatian nationality, all of whom bear a special relationship to the German language, culture, and business mentality where German is spoken.

Many of our staff members are members of German-speaking economic associations and organisations, and are thus wellconnected to the German-speaking business community in Croatia.

The German Desk possesses outstanding know-how and experience in accounting and taxation law in the German-speaking countries. Smooth communication in German is facilitated by our linguistic proficiency and familiarity with German culture which are the result of excellent, day-to-day co-operation.

We are capable of producing reports and correspondence not only in German but also in Croatian and English, depending on the request of our clients.

KPMG provides services across the globe under three main functions: Audit, Tax and Advisory.

<b>Audit</b>	<ul style="list-style-type: none"> <li>• Reporting under Croatian Financial Reporting Standards</li> <li>• Reporting under International Financial Reporting Standards (IFRS)</li> <li>• US GAAP and other reporting requirements</li> </ul>	
<b>Tax</b>	<ul style="list-style-type: none"> <li>• Local and international taxation advisory services</li> <li>• Tax management strategies</li> <li>• Transfer pricing</li> <li>• Market entry assistance</li> <li>• Tax and regulatory reviews and due diligence</li> <li>• Tax and regulatory support in mergers and acquisitions</li> <li>• Assistance with negotiations and contract preparation</li> <li>• Foreign currency advisory services</li> </ul>	<ul style="list-style-type: none"> <li>• Indirect taxation including VAT, customs and excise</li> <li>• Investment incentives</li> <li>• Labour Law and taxation of personal income including <i>inter alia</i> implications for foreigners</li> <li>• Incorporation, reorganisation and liquidation of legal entities</li> <li>• Real estate and construction issues</li> <li>• Tax accounting</li> <li>• Tax compliance</li> </ul>
<b>Advisory</b>	<p><b>Financial Advisory Services</b></p> <p><b>Transaction Services</b></p> <ul style="list-style-type: none"> <li>• Buy-side Assistance (Pre- and Post-Deal)</li> <li>• Sell-side Assistance (Pre- and Post-Deal)</li> <li>• Capital Markets Service IPO, Debt and Equity Assistance</li> </ul> <p><b>Corporate Finance</b></p> <ul style="list-style-type: none"> <li>• M&amp;A Services</li> <li>• Valuations</li> <li>• Infrastructure and Projects</li> <li>• Debt financing and Real Estate Advisory</li> </ul> <p><b>Restructuring</b></p> <ul style="list-style-type: none"> <li>• Operational Restructuring</li> <li>• Financial Restructuring</li> <li>• Cash Management</li> <li>• Crisis Management</li> <li>• Insolvency</li> <li>• Turnaround Executive Management</li> </ul> <p><b>Forensic</b></p> <ul style="list-style-type: none"> <li>• Investigations</li> <li>• Fraud Risk Management</li> <li>• Dispute Advisory Services</li> <li>• Regulatory Compliance</li> <li>• Forensic Technology</li> </ul> <p><b>Risk &amp; Compliance:</b></p> <p><b>Internal Audit Services</b></p> <ul style="list-style-type: none"> <li>• Internal Audit</li> <li>• Enterprise Risk Management</li> <li>• Corporate Governance</li> <li>• Regulatory Compliance</li> <li>• Sustainability Services</li> </ul>	<p><b>Financial Risk Management</b></p> <ul style="list-style-type: none"> <li>• Credit Risk</li> <li>• Market Risk</li> <li>• Operational Risk</li> <li>• Insurance Risk</li> <li>• Actuarial Services</li> <li>• Financial Statement Support</li> <li>• Capital Adequacy &amp; Regulatory Services</li> <li>• Financial Instrument Accounting</li> </ul> <p><b>Accounting Advisory Services</b></p> <ul style="list-style-type: none"> <li>• Global Conversion Services</li> <li>• Quality Close</li> <li>• Accounting Support</li> <li>• IPO Reporting Advisory</li> <li>• Post Deal Accounting Advisory</li> <li>• Government Reporting Implementation Process</li> <li>• Bookkeeping services</li> <li>• Payroll services</li> </ul> <p><b>Business Performance Services</b></p> <p><b>Performance &amp; Technology</b></p> <ul style="list-style-type: none"> <li>• Business Process Sourcing</li> <li>• Business Process Improvement</li> <li>• Change Management</li> <li>• Financial Management</li> </ul> <p><b>IT Advisory</b></p> <ul style="list-style-type: none"> <li>• ERP Controls Integration</li> <li>• Security Services/ Security, Privacy and Continuity</li> <li>• IT Attestation</li> <li>• IT Project Advisory</li> <li>• IRM in External Audit</li> <li>• IRM in Internal Audit / IT Audit</li> <li>• IT Strategy &amp; Governance</li> <li>• IT Sourcing</li> </ul>

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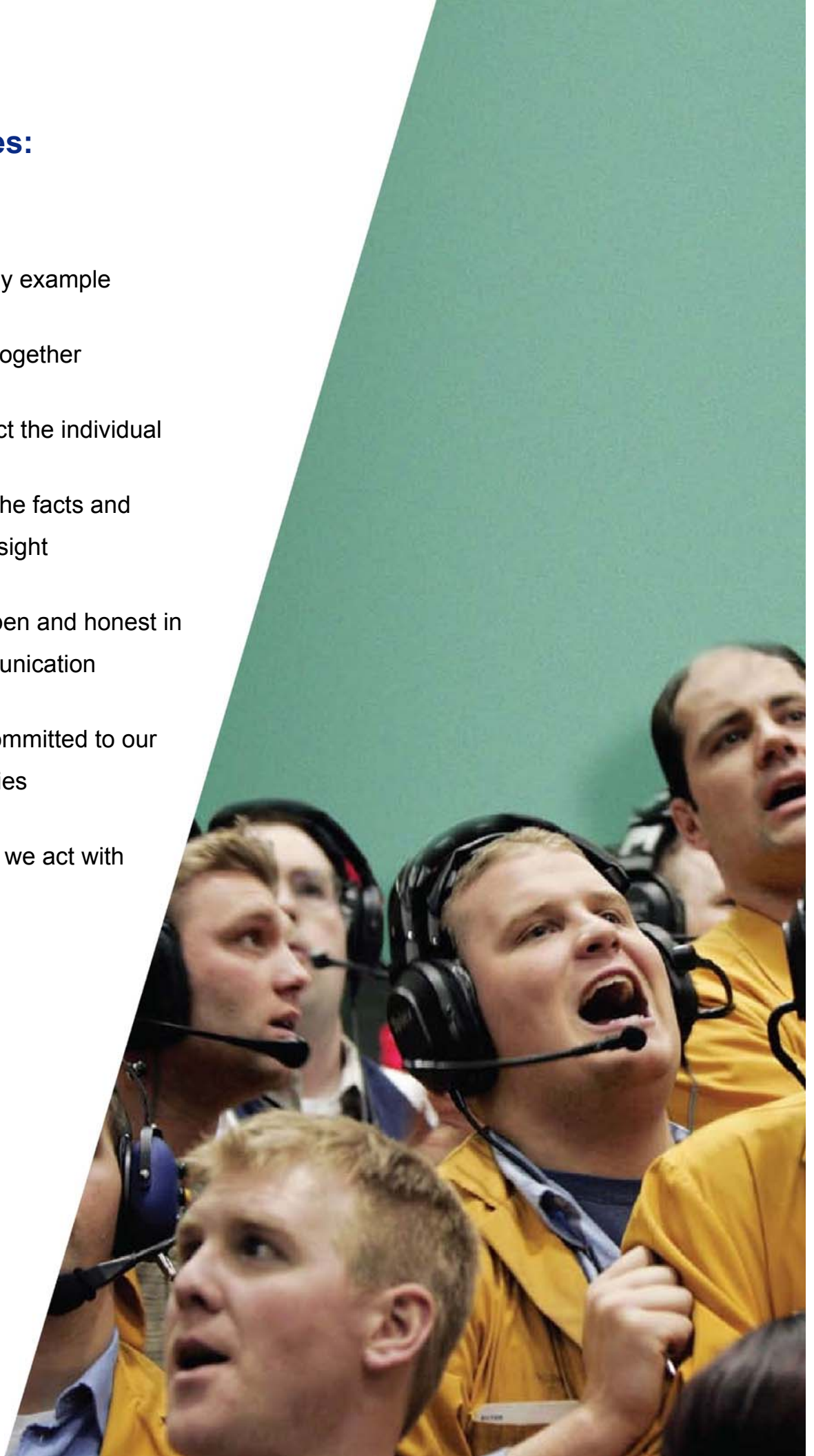
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## Our values:

- We lead by example
- We work together
- We respect the individual
- We seek the facts and provide insight
- We are open and honest in our communication
- We are committed to our communities
- Above all, we act with integrity



## Contact us

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