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PwC Indonesia

*Preserving
loyalty and trust
- to deliver value*

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About us

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.

Operations in Indonesia

PwC Indonesia ('PwC' or 'we') comprises over 1,500 employees, including over 45 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.

"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

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
184,000
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 companies 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.

"PwC resources deliver the required expertise to deliver the assessment, keep updated on the latest regulations, and maintain a high calibre in all levels."

*From PwC Indonesia's
Client Satisfaction Survey*

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

- *International Tax Review - Indonesian Tax Firm of the Year 2008 and 2010.*



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:

Transaction services

- Financial and tax due diligence, performance achievements and identification of deal exposure and deal breakers
- Review and inputs on Sale and Purchase Agreements and other deal agreements
- Transaction structuring analysis and advice

Lead advisory

- Mergers & Acquisitions
- Divestments
- Private equity transactions
- Strategic options analysis
- Privatisations/Public Private Partnerships (PPP)
- IPOs and fund raisings

Corporate value advisory

- Valuation of businesses, assets and shares
- Transaction Negotiation
- Shareholder Value Management
- Accounting Valuation
- Tax Valuation

Business recovery services

- Corporate restructuring
- Debt restructuring and refinancing
- Distressed merger and acquisition
- Non-performing loan sale and acquisition
- Business turn around
- Optimised exit

Consulting Services

Consulting Services help you to improve your financial and operational procedures and internal controls in a wide variety of areas within your organisation.

Technology

- Technology roadmap
- Technology strategy and visioning
- Technology training and workshops
- Architecture and application strategy and planning
- IT PMO
- IT transformation
- IT sourcing
- IT shared services
- IT due diligence

Finance Effectiveness

- Finance transformation
- Finance optimisation

Forensics & Security Services

- Forensics technology services
- Fraud management and investigation services
- Comprehensive investigative due diligence services
- Whistleblower management
- Forensic accounting
- Quantification of loss
- Anti-money laundering & sanctions
- Anti-bribery & corruption
- Intellectual property risk management
- Anti-piracy investigations
- Licensing management services

Operations

- Operational excellence
- Supply chain management
- Logistics management
- Process improvement
- Business service transformation

People & Change

- Organisation transformation
- Culture transformation
- HR transformation
- Talent management
- Change management and communications
- Leadership coaching and development

Sustainability & Climate Change

- Strategic sustainability
- Governance, risk and compliance
- Supply chain and operations
- Assurance and reporting
- Tax and regulatory environment
- Fund management and programme delivery
- Policy and economics

Other Services

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

From PwC Indonesia's Client Satisfaction Survey

Japanese 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.

Korean 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).

Chinese 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 Coca Cola Indonesia | PT Rio Tinto Indonesia |
| PT Astra International Tbk | ExxonMobil Oil Indonesia Inc. | PT Telekomunikasi Indonesia Tbk |
| PT Baker Hughes Indonesia | PT HM Sampoerna Tbk | PT Telekomunikasi Selular |
| PT Bank CIMB Niaga Tbk | PT Indosat (Persero) Tbk | PT Unilever Indonesia Tbk |
| PT Bank Commonwealth | PT Jasa Marga (Persero) Tbk | PT Vale Indonesia Tbk |
| PT Bank Mandiri (Persero) Tbk | PT Newmont Nusa Tenggara | PT XL Axiata Tbk |
| PT Berau Coal Energy Tbk | PT Pertamina (Persero) | PT Yamaha Indonesia |
| PT Bukit Asam (Persero) Tbk | PT Perusahaan Gas Negara (Persero) Tbk | |
| PT Chevron Pacific Indonesia | PT Rabobank International 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.

PwC Village

Through this programme, we have adopted an area in the Cileungsi district, Bogor, to help provide loans to women supporting their family's economy. This programme is run in cooperation with Koperasi Mitra Dhuafa using the Grameen approach, which is based on the idea that the poor have under-utilised skills. Group-based credit utilises peer pressure to ensure that borrowers use caution and strict discipline in conducting their financial affairs and making repayments. This means that borrowers can develop a good credit record.

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.



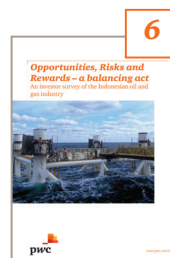
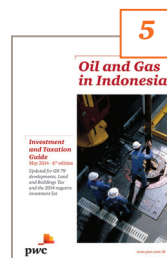
Our drive: sharing points of view

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. mineIndonesia - annual review of trends in Indonesian mining industry
5. Oil & Gas in Indonesia Investment and Taxation Guide
6. An Investor Survey of the Indonesian Oil & Gas Industry
7. Power in Indonesia Investment and Taxation Guide
8. APEC CEO Survey
9. PSAK Pocket Guide
10. NewsFlashes



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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