

*Build trust in society and
solve important problems*



www.pwc.com/id



Contents



About us



**208,000
people**



**157
countries**

More than 208,000 people in 157 countries across our network share their thinking, experience, and solutions to develop fresh perspectives and practical advice.

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.

Operations in Indonesia

PwC Indonesia ('PwC' or 'we') comprises over 1,800 employees, including over 48 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.

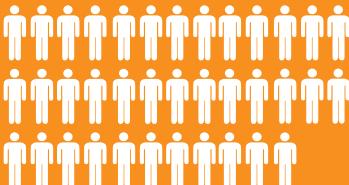
"I am very satisfied with their deliverable. They understand our needs and are very flexible to achieve objective."

From PwC Indonesia's Client Satisfaction Survey

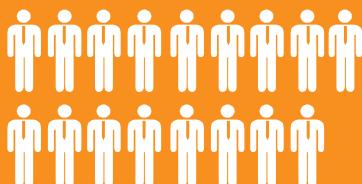
PwC Indonesia is part of a global network of companies and works closely with the PwC Asia Pacific America. The PwC Asia Pacific America comprises 21 territories and almost 37,000 people, over 1,700 of whom are partners, enabling us to better share, collaborate and make strategic investments with our regional colleagues, while improving our competitive ability to service global clients.



21 territories



37,000 people



1,700 partners



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 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.

Build trust and solve important problems.

In PwC, our purpose is to build trust in society and solve important problems. It is founded in our heritage of creating trust in the capital markets (by auditing financial accounts), and providing advice to help public, private and voluntary organisations be successful. Our aim is that while describing our work today, our purpose will also guide our decision-making and investment strategy for tomorrow, ensuring our ongoing relevance and leadership in the marketplace.

Promote Smart Cities

PwC Indonesia with The US government and local provincial administrations in Sumatra are considering the possibility of partnering to develop Smart Cities, an advanced style of urban planning, in regions across the island. Smart Cities the use of technology to boost both government work performances and people's prosperity, while at the same time reducing spending.



Forecast for Indonesia's capital project & infrastructure

PwC Indonesia, with research support from Oxford Economics, launched "Building Indonesia's Future – unblocking pipeline of projects", a forecasts for Indonesia's capital project and infrastructure spending until 2025. The outlook looks at infrastructure spending in Indonesia and compares projected spending to the Government's targets. The main objective of this report is to help Indonesian Government achieve their infrastructure goal.



President Cup 2015

PwC Indonesia was the financial auditor for President Cup 2015, appointed by Mahaka Sports and Entertainment as the organizer. Mahaka wanted this tournament to run smoothly and transparent, which was in line with PwC's. It was PwC's commitment to help create a transparency and financial accountability for football industry. President Cup 2015 was the first ever football tournament in Indonesia that was professionally audited.



CIO & CFO Forums

PwC Indonesia has actively initiated quarterly forum for CIOs and CFOs since 2014. The objective of the forum is to provide a platform for CIOs and CFOs to discuss, network, share knowledge, and together solve common issues or problems in the profession.

Knowledge Partner for BKPM

PwC Indonesia was appointed as independent knowledge partner for BKPM (Indonesia Investment National Coordinating Board) to help revise the Negative Investment List (DNI). The revision intended to provide more certainties for investors on the business sectors where they can invest.

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.

“When they have thoroughly prepared for the relevant discussions and bring their best people with the appropriate level of expertise to the task at hand.”

*From PwC Indonesia’s
Client Satisfaction Survey*



Assurance Services



Assuring clients' strategies through to execution and reporting.

We provide assurance over any system, process or controls and over any set of information to the highest PwC quality.

"We are really satisfied with this year team audit due to their cooperative work, quick response, good knowledge and friendly, honest attitude."

From PwC Indonesia's Client Satisfaction Survey

Risk Assurance

Risk Assurance is a portfolio of interrelated services developed around the theme of risk, controls and assurance, helping clients both protect value and improve business performance. These services organise and bring together our competencies, skills, tools and methodologies to build trust and help our clients solve important problems.

We bring to our clients the ability:

- Assess risks at a high level to spot problem areas
- Deep dive into problems for root causes
- Develop practical and sustainable practices
- Save money by leveraging our resources, talent and experience
- Be "assurance" ready, confident they are compliant with regulations and building trust with their stakeholders

Our services in Indonesia are:

- Business controls assurance (my business processes operate reliably as intended)
- Performance assurance (my commercial decisions are measured and managed)
- Business resilience (my business is resilient to outside factors)
- IT risk assurance (my digital risks are identified and managed)
- Internal audit (the money I spend on Internal Audit is worthwhile)

Financial Audit

- Audit in accordance with International Standards of Auditing and /or Indonesian Standard of Auditing on Financial Statements prepared under:
 - Indonesia Accounting Standards
 - International Financial Reporting Standards
- Other reporting in accordance with professional standards issued by the Indonesian Institute of Certified Public Accountants

Accounting Advisory Services

We can help you navigate through complex accounting matters and the changing landscape of financial reporting, in relation to the following areas:

- International Financial Reporting Standards (IFRS) adoption or convergence
- Accounting standard changes
- Accounting advice and support
- Costing
- Training in financial reporting

Tax Services



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

“PwC team has a good relationship and communication by providing us all new information about accounting and finance regulation which is help us to comply.”

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

Indonesian Tax Advisory Firm of the year - 2012

Indonesian Tax Firm of the year - 2016

Deals Services



Implement an integrated suite of solutions covering deals and transaction support and performance improvement.

“PwC shares their thought for the best interest of its client without compromising their professionalism as an independent consultant.”

From PwC Indonesia’s Client Satisfaction Survey



Business Recovery Services

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

Capital Projects &

Infrastructure

- Feasibility Studies
- Finance Raising
- Financial Model Advice

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 Project Management
- Customer Relationship Management

Risk Consulting

- Risk and Governance
- Forensics

Technology Consulting

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

Strategy Consulting

- Strategy



Other Services



"We especially appreciate the insights shared by PwC team outside the normal audit relationship."

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



“PwC is stable to be a competitive consulting firm by consistent in delivering high quality service.”

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 Market Services (CMAAS)

We use our deep knowledge of both the Indonesian and global exchanges and regulatory processes to provide assistance in addressing new challenges in the current environment. We advise clients throughout the lifecycle of the Initial Public Offering (IPO) process, from pre-IPO preparation to the offering process and beyond.

Our capital market services include:

- Equity offerings (IPO, follow-ons, right issues)
- Debt offerings
- IPO readiness review
- Due diligence work for any capital markets transactions
- Which markets analysis

Capital Projects and Infrastructure (CP&I)

We bring together functional and industry expertise to help clients solve the complex issues related to infrastructure investing. We have robust experience and a global network to provide services in the area of toll roads, ports, power and water, railways, and other type of infrastructure. We will support our clients from the structuring process until asset disposal, including:

- Strategy: Defining market/business needs and identifying regulatory drivers.
- Assessing projects: Analysing project costs, revenues and capabilities; developing a financing strategy; conducting an investment appraisal; conducting a cost-benefit analysis; and, developing a business case.
- Developing projects: Assessing project readiness; refining project model; and reviewing contracts and risks.
- Procuring projects: Identifying procurement strategy; selecting and implementing project systems; developing a project contract strategy; selecting and procuring suppliers; and, implementing a financing plan.
- Delivering projects: Establishing project management office; controlling, analysing and improving projects; assuring project costs; analysing disputes; and, conducting a post-completion review.
- Operating projects: Assessing and improving asset performance.
- Disposing of projects: Evaluating divestiture options and managing asset disposal.

*Infrastructure Journal -
ranked 2nd globally by value of deals*



*InfraNews -
ranked 1st globally by value of deals*

Actuarial Services

A Jakarta-based team, serving the actuarial needs of business in Indonesia. Our actuarial practice, integrated with our global expertise, have the breadth of expertise and experience to advise you on leading actuarial best practice, identify risk and addressing complex actuarial related matters.

Where we can add value:

- Life insurance
- General Insurance
- Employee Benefit and Share based payments
- Pension Funds
- Efficiency improvement solutions
- Due Diligence and M&A

Industry focus

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



Energy, Utilities and Mining (EU&M)

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



Consumer and Industrial Products & Services (CIPS)

- Automotive
- Capital projects & infrastructure
- Plantation
- Retail & consumer
- Transportation & logistics
- Pharmaceutical
- Chemicals
- Engineering & construction
- Industrial manufacturing
- Metals

"I think PwC have the most experience in the oil & gas tax sector compared to other firms."

From PwC Indonesia's Client Satisfaction Survey



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

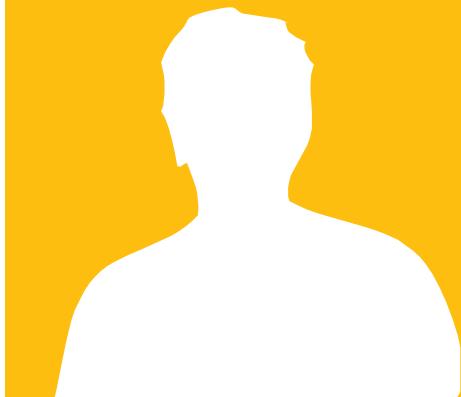
- Government Bodies
- Regulators





“I am very satisfied with their deliverable. They understand our needs and are very flexible to achieve objective.”

From PwC Indonesia’s Client Satisfaction Survey



Our Clients

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 Indonesia	PT Jasa Marga (Persero)
PT Adhi Karya Persero, Tbk	PT Kereta Api (Persero)
PT Aneka Tambang Tbk.	PT Kompas Gramedia Group
PT Astra International Tbk.	PT Perusahaan Gas Negara (Persero) Tbk
PT Bank CIMB Niaga Tbk	PT Perusahaan Listrik Negara (Persero)
PT Bank Commonwealth	PT Pupuk Indonesia (Persero)
PT Bank Negara Indonesia (Persero) Tbk	PT Bosowa Corporation
PT Bank Rakyat Indonesia	PT Meratus Line
PT Bank Tabungan Negara	PT Mugi Rekso Abadi
PT Berau Coal Energy	PT Orang Tua Group
PT Bukit Asam (Persero) Tbk.	PT Rajawali Corpora
PT Elang Mahkota Teknologi	PT Saratoga Investama Sedaya
PT Indosat (Persero) Tbk	PT Medco Energi Internasional Tbk



Our People

People are the backbone of our high quality services. Our talent strategy is drawn to help our people continuously develop their skills, grow their careers and deliver consistently extraordinary results for clients.

In response to changes in the talent market, we are transforming the way we attract, develop, retain and inspire our people. We're working hard to engage and empower our millennials, and re-defining our workplace culture while continuing to meet the needs of other generations.

Using PwC Professional as our leadership development framework, we develop our people into authentic and inclusive leaders who inspire others and can lead clients, institutions and each other through times of change. With these in mind, we are committed to providing our people with learning experience that helps them develop the skills across the 5 dimensions of PwC Professional, i.e. Leadership, Business Acumen, Global Acumen, Relationship and Technical Capabilities.

Some of our key initiatives include the BeLIEVe program (Becoming Leaders who Inspire, Empower, and create Value), Journey for Excellence and Genesis Park (Global).





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.

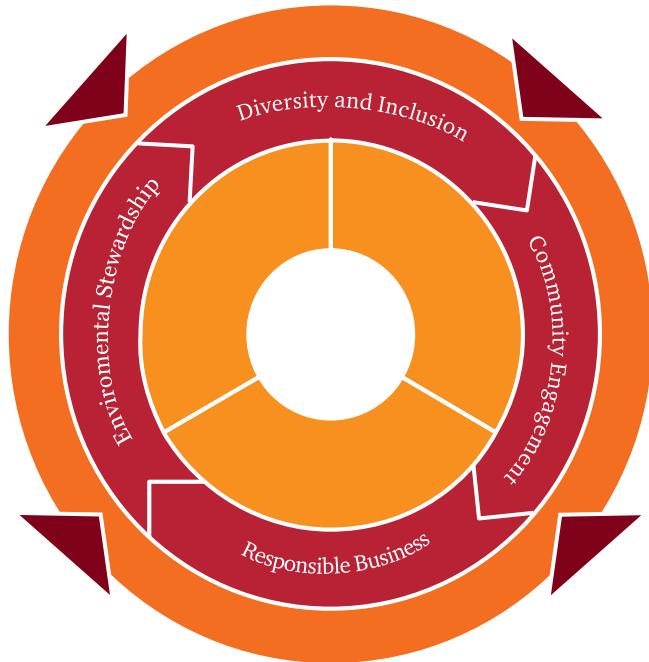


People Engagement

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.



Our 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
5. An Investor Survey of the Indonesian Oil & Gas Industry
6. Power in Indonesia Investment and Taxation Guide
7. APEC CEO Survey 2015
8. PSAK Pocket Guide
9. 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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