

# *Delivering value with industry-focused services*



**pwc**

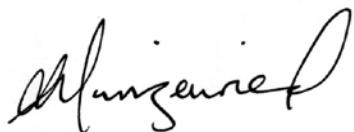
## **Leader's message**

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We are now facing an increasingly complex environment, with changing geopolitics, tightening regulatory requirements, greater competition and higher stakeholder expectations. While needing to invest more, companies are also looking for ways to improve efficiency and lower costs, while managing the many risks of the business.

PwC has been adding value by providing professional services to energy, utilities and mining companies for more than 45 years in Indonesia. We help companies confront the industry's most challenging changes and issues by developing effective solutions and strategies.

We're strong in many areas – including technology, people, process, data, governance and strategy. But our big strength is bringing them all together – making sure every project you undertake is connected to making your business stronger overall.

A handwritten signature in black ink, appearing to read "Sacha Winzenried".

***Sacha Winzenried***

PwC Indonesia Energy, Utilities & Mining

# *In Indonesia*

Our Indonesian Energy, Utilities and Mining (EU&M) practice comprises over 350 professionals across our lines of service - **Assurance, Tax Services, Advisory, Consulting and Legal Services**. This large group of professionals has deep industry knowledge providing us with the largest group of industry specialists in the Indonesian professional market. At PwC, we help our clients solve complex business problems by combining a global mindset and local resources with positive actions. Through our involvement with the Indonesian Petroleum Association (IPA), the Indonesian Mining Association (IMA), the Indonesian Coal Mining Association (ICMA), and other industry bodies we are helping to shape the industry as it progresses towards truly world-class standards. Senior members of our team sit on the Boards of both the IPA and IMA, together with key industry executives.

**>2,100**

## Professionals

>50

## *Partners and Technical Advisors*

>50 %

## *Our audit market share in the EU&M industry\**

>45

## *Years in Indonesia and counting...*



\*based on 2016 market capitalisation.

# Our services

Building trust and enhancing stakeholder value. Our 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 financial audit and taxation to a broad range of services from risk assurance, financial advisory, business consulting and performance improvement, to corporate legal services.



## Assurance Services

PwC audits EU&M companies in all sectors. Our audit market share of EU&M companies in Indonesia is about 54% of all IDX-listed companies, based on market capitalisation. We assure our clients' strategies through execution and reporting. We also provide assurance over any system, process or controls over any set of information to the highest PwC quality.

- Risk Assurance Services
- Financial Audit
- Capital Markets and Accounting Advisory Services



## Tax Services

Our reputation as a global market leader extends to tax services, where we have a commanding lead over the competition in both domestic and cross-border assignments. We optimise tax efficiency and contribute to overall corporate strategy through the formulation of effective tax strategies and innovative tax planning.

- Corporate Tax
- International Tax
- Transfer Pricing (TP)
- Mergers & Acquisitions (M&A)
- VAT
- Tax Disputes
- International Assignments
- Customs
- Investment and Corporate Services



## Deals Services

Our advisors implement an integrated suite of solutions covering deals and transaction support from deal strategy through to successful post-deal outcomes. We utilise our deep financial, analytical, industry and business process skills to provide our clients with advice and assistance to improve stakeholder value, build trust and boost performance. Around the world, organisations engage us to help them capture opportunities, navigate risk and deliver lasting change across business networks. Our team brings together a full range of functional and industry skills to help clients in Indonesia.

- Business Recovery Services
- Capital Projects & Infrastructure
- Corporate Finance
- Corporate Value Advisory
- Deal Strategy
- Delivering Deal Value
- Transaction Services

We take pride in delivering value-added services by helping our clients improve transparency, governance, accountability and financial performance and return.

Our starting point is matching your needs with our sector expertise, knowledge, professional objectivity and insights. We aim to have a continuing dialogue, listening to your priorities, understanding your issues and delivering sustainable solutions together.



## **Consulting Services**

At PwC Consulting, we help organisations to work smarter and grow faster. We consult with our clients to build effective organisations, 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
- Risk Consulting
- Technology Consulting
- Strategy Consulting



## **Legal Services**

Our legal practice helps clients achieve competitive advantage through strategy-driven, forward-looking, and on-point legal advice that is aligned with our clients' overall business strategies. Melli Darsa & Co. was established in 2002 and since then, it has built a strong reputation as advocates and legal consultants, providing value added advice on the complexities and challenges of the Indonesian legal environment to both inbound investors and Indonesian corporations. From 17 July 2017, Melli Darsa & Co. has joined the PwC global network, complementing the existing services that are provided by PwC Indonesia.

- Mergers & Acquisitions (M&A)
- Corporate Advisory
- Employment
- Capital Market & Securities
- Finance
- Litigation & Dispute Resolution



## **Other Specialist Services**

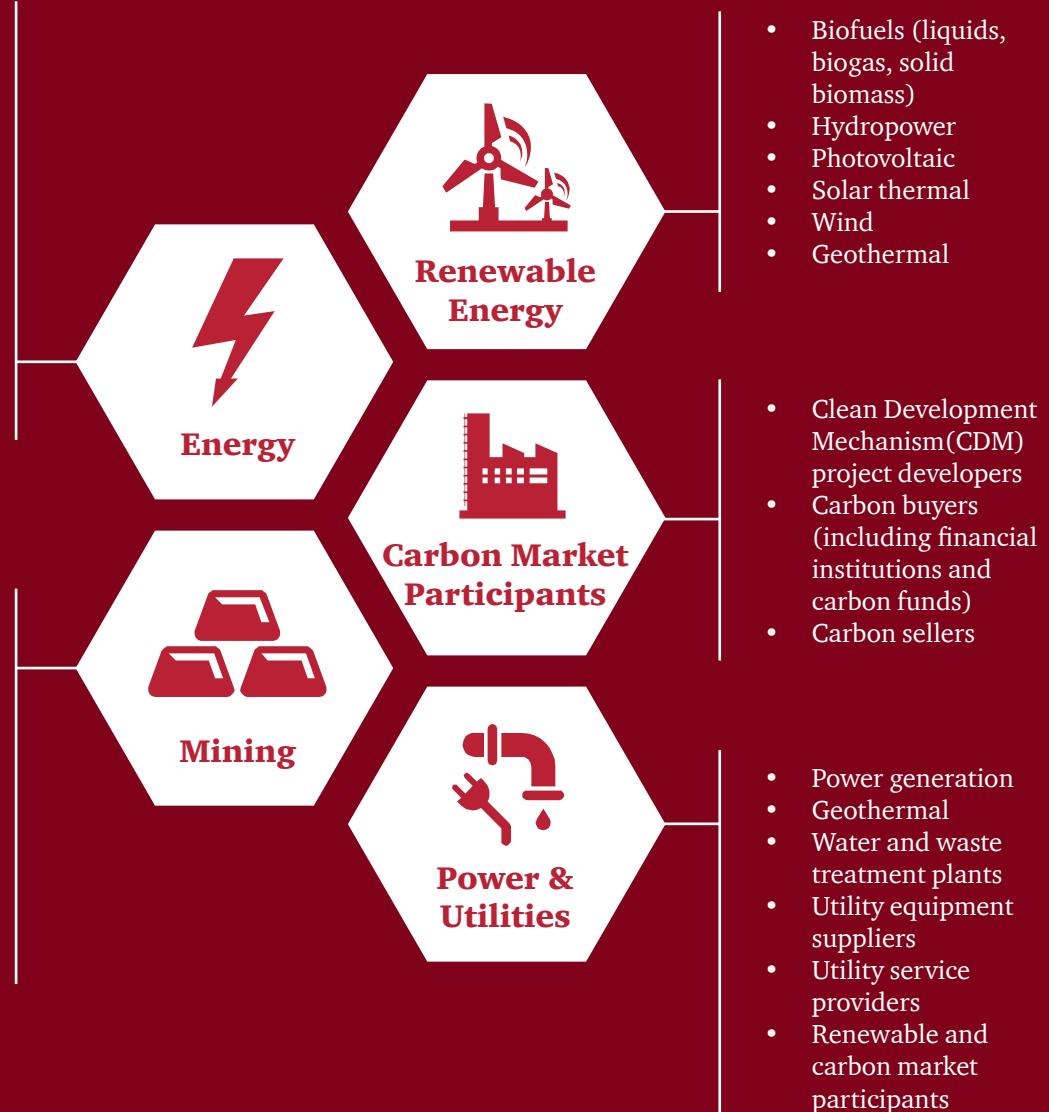
We have established several specialised teams focused on providing cross-disciplinary and cross-industry support to specialised areas of the economy. Providing you with a single point of contact who understands you and your business.

- Japan Business Desk
- Korea Business Desk
- China Business Desk
- Entrepreneurial & Private Clients (EPC)
- Capital Market Services
- Capital Projects & Infrastructure (CP&I)
- Actuarial Services

# Our clients

- Upstream oil and gas
- Midstream/pipeline operations
- Downstream
- LNG projects
- Coal bed methane
- Oilfield service providers
- EPC contractors for the EU&M sector
- O&M service providers
- Shale gas

- Minerals mining
- Coal mining
- Coal briquette manufacturers
- Mineral sand miners
- Mining industry service providers
- Smelters and downstream processing



# What makes us different?

**In 2017, 84% of Fortune Global 500 companies worked with PwC**



## Our Approach

We take the time to listen, question and understand our clients' goals as well as their competitive and regulatory environment. Then we tap into our global network, deep industry expertise, strong judgement and experience to help each client create the kind of value they are looking for.

The cornerstone of our approach is the belief that developing strong relationships with clients unlocks value and meaningful results – and further strengthens the capabilities of our network. This is how we do business.

And we believe that's why more than 80% of the Fortune Global 500 companies work with PwC.



## Our Reach

We can be wherever clients need us to be. With a network of over 13,500 staff dedicated to energy, utilities and mining companies with 13 centres of excellence covering major regions worldwide, we are able to be where our clients need us most.

We work with all types of companies and industry stakeholders across all markets. Our centres of excellence enable us to focus on particular aspects of the energy market in each location, and cross-fertilise that insight across our activities and services worldwide.



## Our People

We draw our people from quality talent pools and develop them to set the standard in our sector. Our ability to attract the best people is reflected in our success in various employment awards. For example, we are ranked #56 in Fortune's "100 Best Companies to work for" list in 2018 and PwC has been recognised for 14 years in a row.

Our people develop their knowledge by being immersed in the local markets they serve but also gain a global perspective from their experience in a worldwide organisation.

Our worldwide network of industry specialists is linked by a sophisticated internal knowledge management system, giving us the tools to input insights from our specialists around the globe and draw upon the most up-to-date information for the benefit of our clients.

Our program of 'thought leadership' is widely respected. From roundtable discussions to industry surveys, we share knowledge with our clients on industry issues. Each year, we prepare industry reports and gather opinions on the issues that are of key strategic importance to our clients and the challenges that lie ahead.

# *Global energy, utilities & mining centres of excellence*

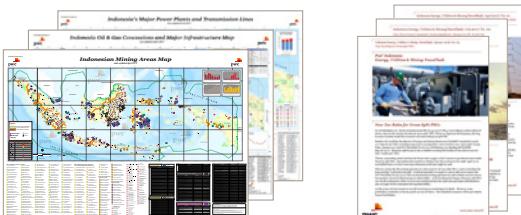
The PwC network has 13 Centres of Excellence for EU&M around the world, including Jakarta, Indonesia. These centres are interconnected and dedicated to knowledge development within the EU&M industry. They enable our clients to have continuous access to our vast knowledge and direct access to our global experts.



# Thought Leadership

We lead the market in sharing our knowledge and viewpoints on the Energy, Utilities & Mining sectors, both globally and in Indonesia.

## Indonesia



## Global



Visit <https://www.pwc.com/id/en/pwc-publications/industries-publications/energy--utilities--mining-publications.html> to download or order hardcopies of reports

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