



Japan desk

**Supporting your success
in the Middle East**



June 2021

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Welcome

The regional economy is developing rapidly and KPMG is positioned to support. Our global network of member firms has strengthened its Middle East business support network, comprising professionals in accounting, tax and advisory. We are well connected with our colleagues around the globe, coordinating with other KPMG offices to provide support to our Japanese clients.

The volume of activity and investment between Japanese companies and the Middle East suggests a need for professionals with a shared culture, who are familiar with local requirements.

The KPMG Lower Gulf Japan desk has existed since 2007, to respond to the needs of Japanese companies and Japanese-speaking decision-makers in the region. Via the Global Japanese Practice, a network managed by KPMG in Japan, our Japan desk is also connected with Japanese-speaking professionals working in KPMG offices around the world.

By connecting with teams of experts specializing in their respective countries, KPMG has established a structure to support the expansion and enhancement of our clients' business and functions. We endeavor to become a trusted business partner and "the clear choice" of our clients.



James Babb
Partner
Head of Clients &
Markets
KPMG Lower Gulf



Who we are

KPMG, a global network of independent firms, providing services to clients globally.

Operating in over 146 countries and with 227,000 employees, KPMG offers audit, tax and advisory services across the globe.

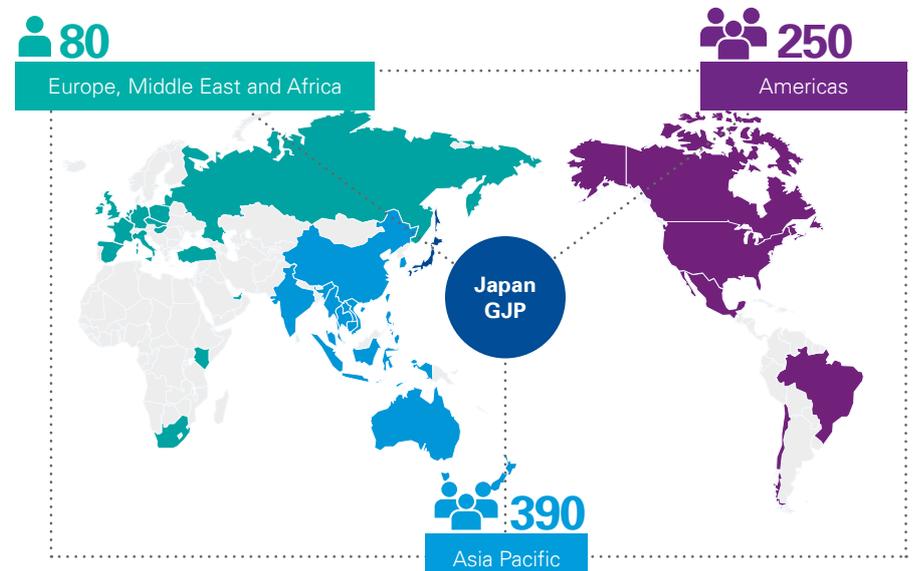
The KPMG member firm in the UAE, along with the Oman member firm, form KPMG Lower Gulf. Established in 1973, KPMG Lower Gulf consists of 1,450 staff members, including approximately 150 partners and directors, across three offices, with our largest branch located in the Emirate of Dubai. KPMG Lower Gulf provides audit, tax and advisory services to a broad range of domestic and international clients across all sectors of business and the economy.

We work closely with our clients, assisting them in mitigating risks and highlighting opportunities.

- Commitment to quality client service
- Audit, tax and advisory
- Commitment to communities and environment
- All major global KPMG services offered locally
- Operates from 3 offices
- Focused on Emiratization
- More than 1,450 outstanding professionals

To support Japanese companies in their international expansion, KPMG draws on the strength of the Global Japanese Practice – a global network which includes more than 700 Japanese nationals and Japanese speakers located or seconded abroad.

KPMG's Global Japanese Practice professionals bring a wealth of professional experience in both international and Japanese-specific concerns, and actively support the needs of Japanese companies around the world.



What we do



Audit



Management Consulting



Deal Advisory



Risk Consulting



Tax



Audits of financial statements

Our practice provides auditing services to numerous companies, ranging from startups to multinational corporations.



Valuations

Our valuation services team offers a wide range of analytical services for fund managers, portfolio companies and investors.



Audit-related services

We review and compile financial statements and provide agreed-upon procedures, attestation services and extended assurance.



Debt Advisory

Our debt advisory capability is a distinctive response to the market's call for independent, dedicated and client-focused debt advice.



Infrastructure advisory

Our infrastructure team supports a wide range of clients who are looking at public-private partnership (PPP) investments as a means to becoming involved in major infrastructure projects in the Middle East. This is especially relevant now as PPPs are increasingly being endorsed by several regional governments, further underscored by the introduction of PPP laws in multiple jurisdictions.



Restructuring

Our restructuring professionals aim to help businesses stabilize and implement a process of strategic, operational and financial change.



Forensics

By taking a strategic approach, we help our clients take immediate and decisive actions that can help prevent, detect and respond to – and recover from – potentially contentious or harmful situations.



Internal Audit & Risk Compliance

Our IARCS solutions are designed to enhance the efficiency and effectiveness of internal audit functions, enterprise risk management programs, third-party relationship reviews and risk and controls management.



Digital and customer

By deploying talented, cross-industry experienced professionals, we help businesses create enhanced methodologies and practical strategies to grow their customer base through an enhanced customer experience while addressing internal challenges.



Accounting advisory

Our dedicated team of accounting specialists help clients comply with international standards, advise them on financial reporting processes and help align accounting operations with business objectives.



Business process management

We provide bookkeeping, accounting and payroll services. We also help clients augment their existing management and technical resources by seconding experienced KPMG professionals for short- or long-term assignments as required.



Company set up

We advise a wide variety of companies on setting up on the mainland or in one of the UAE's free zones, offering guidance on topics from business formation to structuring and audit assurance, as well as providing CFO and management support.



Business transformation

As clients review operations and transform to stay ahead in a competitive environment, we help identify major failure points and devise corresponding approaches.



VAT

We provide technical advice on a wide range of VAT issues, adding value by sharing our experience and industry knowledge and helping you understand the implications of VAT for your business and industry.



People and change

Our teams focus on human capabilities and develop strategies with an aim to attract, develop, motivate, retain and manage the right people with the right skills sets and experiences to deliver.



Transfer Pricing

Our MESA TP team is part of KPMG's network of global TP professionals. We understand the tones of different national tax regulations and look beyond borders.

Our solutions are designed to match your needs

Would you like to:

Audit



- Have an auditor with a thorough understanding of the Japanese business culture?
- Issue opinions considering the policies and deadlines defined by your Japanese parent company?

Advisory



- Identify investment opportunities in the Middle East and Africa?
- Find a financial advisor for your target infrastructure opportunities?
- Have access to financial or commercial due diligence services?
- Define or implement a business integration plan following an acquisition?
- Commit to sustainable development?
- Use data and analytics to guide business decisions?
- Target clients with personalized marketing and enhance the cost-efficiency of your marketing spend?
- Improve your understanding of current practices and procedures in your Japanese subsidiaries?
- Review or implement new reporting systems?
- Train your finance teams in new accounting standards?
- Acquire temporary resources for the short or long term?

Tax



- Determine how to structure your business from a tax perspective?
- Understand what type of business entity is likely to suit your needs, and what licenses are required for your business?
- Anticipate potential changes in tax regulation?
- Understand how VAT might affect your business?
- Get transfer pricing advice?

Contact us



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