



U.S. Germany Corridor

**Experienced and highly focused specialists
for your cross-border expansion to, and
from, the United States and Germany**



kpmg.com

Your activities in the United States and Germany

Regardless of whether you are a seasoned investor with well-established foreign operations or embarking on your first foray into an international environment, you have one expectation in common: your advisors must not only understand the local environment in which you operate but also your home country environment and cultural underpinnings.

For investors from the United States into Germany, as well as from Germany into the United States, the German and US member firms have established a U.S. Germany Corridor practice to help companies navigate the complex challenges and risks of expansion and cross-border investments to, and from, Germany. The real difference is not in the technical knowledge of the local environment, but in the focus on and understanding of your specific needs and expectations. To achieve this, the U.S. Germany Corridor on both sides of the Atlantic consists of teams of professionals with deep knowledge and experience working both in and with companies from your home country. In many cases, the team consists of nationals from one country working in the other country, and professionals are actively rotated between the United States and Germany to further develop the experience of the KPMG team to better serve you.

In the United States, Holger Erchinger, a German national with over 24 years of experience in serving companies on audit, audit-related, and consulting engagements, leads KPMG in the U.S.'s Germany Corridor practice focusing on German-based companies and their subsidiaries in the United States. In Germany, Warren Marine, a U.S. national, leads the U.S. Country practice in Germany, focusing on U.S. companies with operations in Germany. Warren and Holger, as well as their respective teams, are focused on your unique and evolving needs and expectations.

This publication will introduce you to KPMG teams in the United States and Germany and provide you with insights into the capabilities for serving you across the entire range of services offered.

Many professional services organizations claim to be a truly international network, but how many prove it day-in and day-out with a structure and focus with proven results?



The U.S. and German Practice

The U.S. Germany Corridor consists of a team of dedicated professionals from all KPMG service lines, including Audit, Tax, Consulting, and Deal Advisory.

For each of these service lines, a partner with deep affiliation and years of experience working with German and American companies leads the practice. They work together in a smooth manner to help clients achieve their goals and realize their potential, regardless of their individual experience.

The next two pages provide an overview of the depth and breadth of services available to you from KPMG firms in Germany and the U.S. With the exception of a few select services, such as legal services which are only available in Germany, most of these services are offered in both countries. Regardless of which phase of development your business is in – acquisitions/establishment, integration/structuring, growth/expansion, restructuring, or wind-down/insolvency – KPMG professionals are able to support you.

KPMG professionals recognize that the key to delivering exceptional, highly valued service is to understand each clients' unique perspectives, expectations, and cultural underpinnings.



Holger Erchinger

Partner in Charge,
U.S. Germany Corridor
KPMG in the U.S.



Warren Marine

Partner,
Head of
U.S. Country Practice
KPMG in Germany



Our expertise— your advantage



Acquisitions/Establishment

From identifying target markets, technologies, products, and potential targets to running an efficient transaction process, the U.S. Germany Corridor practice professionals are able to assist you every step of the way in executing your strategy for expanding into the U.S., German, or European markets. Employing a holistic approach, KPMG professionals can help you navigate the regulatory and cultural hurdles you will face, be it M&A advisory, financial and tax due diligence, valuation, or funding.



Growth/Expansion

Taking your business to the next level often requires external support. Whether you need to reassess your strategy, improve your IT capabilities, improve your purchasing and manufacturing processes or better understand your markets and competitors, consulting teams who understand both the local market and the needs of U.S. companies operating in Germany and German companies in the United States are available to help you.



Wind-down/Insolvency

You can expect support throughout this process to help ensure a structured and compliant cessation of activities by providing an evaluation of the associated financial, operational, regulatory, and legal risks.



Integration/Structuring

Effective and efficient execution on the integration process is critical and requires many different parts of your company to act together. All too often this process gets neglected due to a variety of reasons such as distance from headquarters, cultural and language barriers, and competing priorities. Your U.S. and German practice team helps your organization remain focused and anticipate barriers that may exist to help ensure you execute on your integration priorities. Aligning your accounting policies (including training of local finance staff), successful implementation of internal controls in accordance with SOX 404, tax structuring, global mobility services for expats, IT, and supply chain integration are but a few of the areas where you can expect support. Project Management are also available. Office services to help ensure all work streams are properly aligned and activities are coordinated.



Restructuring

KPMG interdisciplinary restructuring specialists can support you in a variety of areas such as reviewing business models and financial forecasts, tax-efficient transformation and tax optimization, as well as legal support in areas including share transfers, mergers, and de-mergers. An assurance services team specializes in supporting your business in a variety of regulatory – and compliance – related issues such as internal controls (SOX 404), risk management, internal audit, or the EU Data Protection Regulation.

Your challenges - our approaches



Consulting



Tax



Law



Deal advisory



Audit

Note: Legal services are only provided in KPMG in Germany by KPMG Law Rechtsanwaltsgesellschaft mbH. All services referenced above are provided by KPMG member firms. KPMG International does not provide client services



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Your specialists for investments in the United States



KPMG in the U.S. employs more than 35,000 professionals in the United States

35,000

KPMG in the U.S. has

100+ business offices and operate in all



KPMG in the U.S. has an exceptional and distinctly qualified team providing wide-ranging professional services for their clients.



Extensive experience in supporting German companies engaged in business activities in the United States, taking specific company needs into account.



German- and English-speaking teams with high-quality standards, integrating both American and European thinking into their work.



Advisory services concerning U.S. capital market transactions including both registered and exempt offerings.



Consulting support in cross-border corporate acquisitions, M&A transactions, and business-valuation services.



Collaborative U.S. and German tax teams with deep experience and credentials in structuring and implementing complicated cross-border transactions and arrangements between the United States and Germany, taking into account U.S., German, and global tax rules and efficiency planning opportunities.



Dedicated specialist consulting and practice-oriented support for business activities in the United States, taking into account local and international regulatory and related requirements.

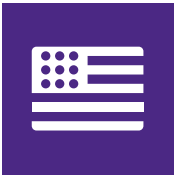
Your specialists for investments in Germany

KPMG in Germany is one of the country's leading audit, tax, and advisory firms with more than 10,000 partners and staff. Additionally, KPMG Law Rechtsanwaltsgesellschaft mbH employs 240 attorneys throughout the country.



locations throughout Germany provide a strong regional presence that allows KPMG professionals to always be close to their clients.

The U.S. Country practice in Germany is composed of a multi-disciplinary team focused on the issues facing German subsidiaries of U.S.-owned companies.



Highly aligned with KPMG in the United States both at the client- and service-line level.



Through cross-border cooperation between KPMG in Germany and KPMG in the United States, including mutual secondments and in project teams, there is a continual exchange of know-how, which allows the best possible utilization of local experience.



KPMG Law specialists offer you a distinct perspective on a wide range of corporate, commercial and labor law issues.



The partners and managers in the U.S. Country practice have years of experience serving U.S. owned companies in Germany and many have worked in the United States.



Collaborative German and U.S. tax teams with deep experience and credentials in structuring and implementing complicated cross-border transactions and arrangements between Germany and the United States taking into account German, U.S., and global tax rules and efficiency planning opportunities.



Dedicated specialist consulting and practice-oriented support for business activities in the United States., taking into account local and international regulatory and related requirements.

KPMG service line leads



United States



Germany

Audit



Holger Erchinger

Partner in Charge,
U.S. Germany Corridor

T: +1 212 909 5229

E: herchinger1@kpmg.com



Warren Marine

Partner,
Head of U.S. Country Practice

T: +49 – 711 – 9060 – 41300

E: warrenmarine@kpmg.com



Achim Wolper

Audit Managing Director,
Aud-German Practice

T: +1 212 954 4683

E: awolper@kpmg.com

Accounting Advisory Services



Ingo Zielhoff

Partner,
U.S. Germany Corridor,
Accounting Advisory Services

T: +1 212 872 4423

E: ingozielhoff@kpmg.com



Orhan Tezsoy

Director,
Finance Advisory

T: +49 201 455 8560

E: otezsoy@kpmg.com

KPMG service line leads (continued)



United States



Germany

Tax



Judd Schreiber

Principal,
U.S. Germany Corridor,
Tax Services

T: +1 617 988 1306

E: juddschreiber@kpmg.com



Christian A. Schmid

Partner,
International Tax

T: + 49 89 9282-1395

E: christianschmid@kpmg.com



Philipp Reer

Seconded Partner,
International Tax

T: +1 212 954 2444

E: philippreer@kpmg.com



Ulrich Schmidt

Tax Managing Director,
Global Location and
Expansion Services

T: +1 267 256 2786

E: ulrichschmidt@kpmg.com

Law



Lars Meixner

Partner,
Law

T: +49 711 781923 444

E: lmeixner@kpmg-law.com

Deal Advisory and Strategy



Marc Schmidt

Principal,
Deal Advisory Services

T: +1 312 665 8461

E: mschmidt3@kpmg.com



Christian Specht

Partner,
Deal Advisory

T: +49 69 9587 2240

E: cspecht@kpmg.com



Frank Kaiser

Managing Director,
M&A Services

T: +1 415 9 63 7318

E: frankkaiser@kpmg.com



KPMG service line leads (continued)



United States



Germany

Consulting



Ronald Paschen

Partner,
Consulting

T: +49 69 9587 6409

E: rpaschen@kpmg.com



Günter Breuer

Director,
Consulting

T: +49 221 2073 5029

E: gbreuer@kpmg.com

Capital Markets, IPOs and Security Offerings



Holger Erchinger

Partner in Charge
U.S. Germany Corridor

T: +1 212 909 5229

E: herchinger1@kpmg.com



Warren Marine

Partner,
Head of U.S. Country Practice

T: +49 711 9060 41300

E: warrenmarine@kpmg.com

Risk Advisory Solutions



Maria Arosteguy

Principal,
Internal Audit & Enterprise Risk

T: +1 312 665 1642

E: marosteguy@kpmg.com



Luisa Maria Esterhazy von Galantha

Partner,
Corporate Governance Services

T: +49 89 9282 4788

E: lesterhazy@kpmg.com



Maegan Harmon

Director,
SOX Center of Competence
Germany

T: +49 89 9282 4056

E: maeganharmon1@kpmg.com

More on the topic

KPMG supports you with a wealth of information to facilitate your U.S.-German business activities.

Whether it's country-specific knowledge, clearly structured information on current challenges such as Brexit, facts and figures on investment activities of U.S. and German companies, or background knowledge for planning international transfers, KPMG publications are an invaluable tool for anyone interested in international, cross-border investment.

Find out more at:

www.kpmg.com/us/us-germany-corridor

<https://home.kpmg/de/de/home/themen/2018/10/amerika.html>



Some or all of the services described herein may not be permissible for KPMG audit clients and their affiliates or related entities.

Find out more about KPMG U.S. International Corridors at:

www.kpmg.com/us/us-international-corridors



Walter Jaremczuk
Marketing Director,
KPMG U.S. International Corridors

T: +1 212 872 3044

E: wjaremczuk@kpmg.com

kpmg.com/socialmedia



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