

Deloitte.



Deloitte SEA

Helping you thrive in disruptive times

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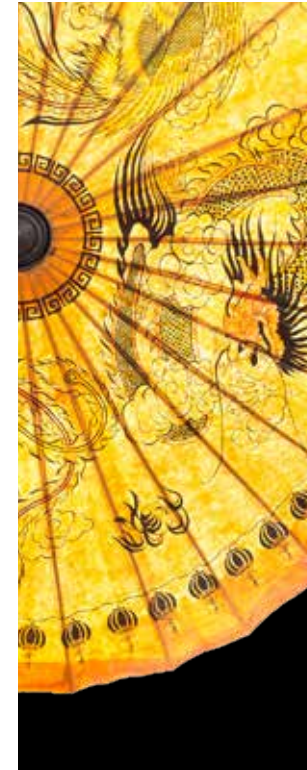
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Succeeding in a rapidly changing region

Organisations today must embrace disruption and volatility as a way of life. Business leaders across all sectors face tremendous challenges as they strive to grow and stay competitive – from complex market conditions to changing customer behaviours and regulatory requirements.

Digital technology is also revolutionising the way that business is conducted. The convergence of computing, data, artificial intelligence and universal connectivity is reshaping operations in every industry. This 'Fourth Industrial Revolution', also known as Industry 4.0, offers businesses huge opportunities to drive efficiency and gain greater customer insights. However, it also threatens established operations, creating new competitors and risks to security and reputation.

Southeast Asia is fast becoming a major economic force in Asia and a driver of global growth. As the ASEAN Economic Community works towards transforming the economies of its member states into a single market and production base, organisations in the region must continuously adapt their products and services if they are to meet consumers' changing needs.

Deloitte's value

Deloitte Southeast Asia (SEA) offers innovative solutions to help you navigate these complexities. Our regional practices operate out of 25 offices in Brunei Darussalam, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.

Deloitte SEA and the Deloitte firms in Australia, China, Japan, New Zealand and Taiwan recently joined together to create Deloitte Asia Pacific. This increase in scale will enable us to serve our clients even more seamlessly across the region and provide them with innovative and differentiated services from a wide range of geographies, businesses and industry sectors.

Our practices share insights, expertise and deep industry knowledge and operating as one firm enables us to have unparalleled knowledge of the challenges facing intra-regional and fast-growing enterprises in Asia Pacific.





Global reach

Working with Deloitte means engaging with our smart, dynamic teams globally. Our people are relentless questioners, skilled in diverse disciplines. In every engagement, we combine deep sector specialisation with a breadth of subject matter knowledge and experience.

We help you transform your capabilities in:

- Growing your business
- Developing talent
- Managing risks
- Maximising performance
- Establishing good governance
- Capitalising on digital and technology innovation

We are fully equipped to help you to take on the challenges of a changing world so that you can seize the opportunities of this new era.



Growing your business

As businesses continue to face complex economic, regulatory, and social environments, it is more important than ever for senior executives to take a holistic view in understanding their organisation and positioning it for future profitability and growth.

However, managing growth is complicated. Business leaders may be unsure of how to make winning choices in their most significant strategic issues or how to prioritise their investments in order to grow sustainably.

Deloitte's value

Expanding your business into foreign countries can be daunting especially with the complex rules and regulations but we are able to assist you to grow your business. Deloitte's strategy and operations team helps organisations to plan, grow and structure their operations to deliver improved business performance, drive shareholder value and create a competitive, sustainable advantage.

We have a strong record of helping organisations navigate effectively through the challenging environment and to transform in order to deliver new value. Our network of business and technology professionals, as well as extensive industry-specific experience, means we can rapidly collaborate with you to develop a transformation vision and strategy to grow your business.



Legal support wherever business takes you

Organisations need skilled and experienced legal advisors who can assist them with their day-to-day activities as well as in complex business transactions. By combining senior cross-border experience with deep-seated local law experience, our Deloitte Legal network across Southeast Asia provides comprehensive legal services to assist clients achieve their business objectives across the region. We provide holistic legal guidance and solutions in numerous practice areas and industry sectors, which include mergers & acquisitions, financial services, infrastructure, natural resources, structured finance, international trade, employment, and general commercial work.

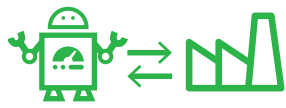
Our legal practices in Southeast Asia are licensed Law Practices and are members of the global Deloitte Legal network that comprises over 2,400 legal professionals in more than 80 countries.

We help you to transform and grow your business through the following services:



Strategy and operations

From evaluating growth opportunities to improving finance and operations functions and managing impactful transformation programmes, our global network of strategy and operations professionals collaborates intimately with you to link strategic vision to flawless execution. We use cutting-edge approaches embedded with deep industry knowledge and experience to develop and execute integrated, tailored strategies to meet the future with confidence.



Investment & Innovation Incentives

Local and regional governments provide incentives to fuel your R&D, innovation, and other business investments, which are available for both domestic investments and growth opportunities abroad. Our specialists are highly experienced in the practicalities of applying for and negotiating of incentives including all aspects of initial reviews to document submission. This allows you to be confident that you can achieve your potential benefits with minimum time and effort.



Supply chain services

Deloitte's Supply Chain practice focuses on delivering practical, strategy-driven value through advisory services that optimise, reinvent, and improve the supply chain from end to end — designing, planning, sourcing, making, and delivering. We tackle organisations' most complex issues by drawing on global capabilities that span all areas of business strategy and operations and industries.



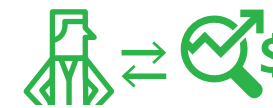
Treasury advisory

Our highly skilled Treasury Advisory team can support you in treasury transformation and in M&A integration. We have intimate knowledge of cash management, interest rate derivatives and foreign exchange markets. Together with our Debt Capital markets team, we can operationalise end-to-end treasury strategies. We are also technologists that will enable businesses to drive efficiency and institutionalise better controls through core treasury system implementation.



Valuation services

Deloitte has extensive experience and deep expertise in valuing different asset classes including businesses, financial instruments and derivatives, intangible assets and intellectual property rights, plant and machinery, and real estate. Our experience extends to a variety of commercial contexts. These include M&A, regulatory and taxation, reorganisation and restructuring, litigation and dispute resolution, and financial reporting.



Initial public offerings

Drawing on our extensive public listing experience, expertise and track record, our Global IFRS and Offerings Services professionals can assist you to become a successful public company. Our specialist knowledge of the regulatory requirements for Southeast Asia's exchanges and key markets around the globe equips us to help you address the complexities of cross-border listings, and fulfil post-offering reporting requirements.



Business model transformation

Our consultants are ready to help you capture new growth opportunities, reduce costs, improve efficiencies, and stay ahead of consumer preferences. We help organisations set and execute their strategic vision and dramatically improve business performance.



Cost efficient tax management

Our deep knowledge of tax and statutory requirements for streamlining group structure, and significant experience globally, will assist your business to adopt a consistent approach across all jurisdictions. We help simplify tax management and oversight while providing global visibility for an informed strategic decision.



International tax

Our International Tax teams offer a wide range of cross-border compliance and advisory services. We help companies understand the drivers of their tax rate, assess risks, and better align tax management with future business models.



Transfer pricing

Our transfer pricing network helps businesses align their transfer pricing models with their commercial objectives. Our technology allows enterprises to meet their international compliance obligations efficiently and effectively.



Customs and global trade

Our Customs & Global Trade teams include lawyers, chartered accountants, customs brokers, former government officials and industry specialists who are well versed in customs rules, market access and WTO disciplines, FTA, export controls and trade sanctions. The team provides tailored advisory and representation on all customs and trade related disputes.



Mergers and acquisitions

Our highly experienced mergers and acquisitions specialists will help you to develop corporate strategies and execute plans that deliver for your organisations and stakeholders. We help you grow profits by accessing new markets, assets, technologies, personnel, intellectual property and sources of finance.

At Deloitte, we make an impact that matters with our clients by addressing their specific needs through a deep understanding of their business. This includes having dedicated teams with experienced and knowledgeable professionals who offer customised solutions to help them grow and achieve their goals.



Meeting the specialised needs of clients from key markets

Recognising the unique business needs of clients from China, India, Korea and Japan, we have specialist teams focused on supporting them as they invest in Southeast Asia.

Our teams serve multinational companies already operating in Southeast Asia, as well as those that wish to expand into the region. Whether a business is contemplating market entry or embarking on a merger or acquisition, our specialised groups help implement cross-border investment strategies and navigate associated risks.

Bilingual professionals in each of our groups are familiar with relevant cultures and business issues and able to communicate fluently in local languages. Combined with our extensive experience and knowledge, we work with the various service lines within Deloitte to deliver seamless services to meet your specialised requirements.



Serving wealthy individuals, family businesses and private enterprises

Deloitte Private caters to the specific needs of high-net-worth individuals, family businesses, and private enterprises.

We recognise that there is a growing demand for services to help such clients accelerate growth in their businesses and preserve their private wealth, whilst protecting and extending their legacy. As a result, we have specialised offerings relating to cost efficient business and wealth structuring; fund structuring, family governance, family office creation and review; succession planning; and next-generation education and leadership.

Our tax specialists will also work closely with the client's professional advisors to address complex issues relating to estate matters, gifts, inheritance, trusts and charitable activities. This coordination allows us to develop and implement a plan tailored to the client's specific needs.



Developing your talent

In today's economy, attracting and retaining talent is a top priority. A multi-generational, global workforce capable of working through distributed computer networking systems is now a vital requirement for companies which seek to focus on global growth and scale, boost innovation, comply with constant regulatory change and meet the demands of a post-digital world. Acquiring and developing such a workforce, however, can present business leaders with a new wave of human resource (HR) and organisational challenges.

Demand is driving the talent market. Megatrends such as globalisation and mobility mean that today's open talent economy works in a more collaborative, transparent, and technology-enabled way than ever before. Employers and employees can now seek each other out on a playing field that is both broader and more level than anything businesses have dealt with in the past.

To find and retain the talent they need in this increasingly complex environment, business leaders must rethink talent strategies at all stages of the employee life cycle. New, innovative HR programmes, including total rewards, and learning and performance management initiatives, are required to attract and keep critically needed talent.

Deloitte's value

As a global leader in human capital consulting, Deloitte brings a unique combination of industry, business and HR talent, and analytics know-how to help you design and execute effective human capital solutions. Our professionals are broad-based business consultants who specialise in integrating HR issues with broader business strategy. By continuously developing new tools and methodologies, we can enhance your organisation's performance, productivity and profitability.

Our human capital capabilities cover areas such as HR strategy, transformation audit, change management and design. We also specialise in incentives and compensation; personal tax, compliance and immigration; employee communication; and learning and development to create value for businesses through people.

We can help you to design and execute effective solutions to overcome your human resource challenges through our following services:



Organisation transformation

A combination of regulatory changes, new technologies and often pending mergers and acquisitions are putting today's businesses under pressure to transform. This pressure creates significant challenges including the need for a new organisational design, culture and behaviours, and the right leadership and talent. Deloitte's Organisation Transformation & Talent team tailors solutions powered by analytics and insight to drive sustainable change.



Shaping workplace culture

Executing a winning business strategy requires engaged and motivated employees with shared beliefs, common behaviours and a collective goal. Deloitte helps business leaders understand and actively shape a workplace culture to support their business strategy. We also pinpoint existing cultural strengths and gaps, and help organisations continuously cultivate the culture that is right for them.



Rewards

Compensation and benefit programmes must operate in a cost-effective, tax efficient and compliant manner – for both the employer and the employees' sake. Deloitte can help align your compensation and benefits programme with your overall talent and corporate strategies, as well as marketplace needs. We help address complex tax matters including mergers, right-sizing and general restructuring. Our integrated team of specialists also helps identify incentives for employees to successfully carry out company business and talent plans.



Global Employer Services

Today's global marketplace challenges organisations to strategically harness the energy and ingenuity of a diverse workforce in which people work from anywhere, anytime. Drawing on Deloitte's own geographical and cultural diversity, we help multinational organisations to assess, improve and transform their global mobility, rewards, talent and performance management programs. Our multi-disciplinary approach includes immigration, social security and tax within the Global Employer Services practice to support organisations in managing the financial and regulatory risks of deploying talents across borders.



Leadership development

For most businesses, leadership remains the top human capital concern. Companies need to develop new leaders faster and equip them with the ability to meet global challenges. Deloitte believes that with proper guidance and investment, people at all levels of an organisation can become effective leaders. We bring the power of science and a business-oriented approach to help organisations create globally aware, innovative leaders who are ready to make decisions quickly and effectively.



CxO Executive Programmes

CxOs of tomorrow are expected to lead, navigate and drive transformation to deliver business value in times of volatility, complexity and ambiguity. The world is also rapidly turning all-digital, signifying the need for a leader's mind-set to shift from a mere sustained business performance to one that leverages and integrates digital and technology into the corporate strategy and DNA.

Deloitte SEA's CxO Executive Programmes feature a series of role-based propositions – covering current and aspiring CEOs, CFOs, CIOs, CROs, CHROs and more – that deliver immersive lab experiences, points of view, forums, insights and solutions to prepare and equip experienced and aspiring CxOs to lead through the different stages of their career. The programmes harness the Deloitte network's broad domain capabilities and a multidisciplinary team of leaders and subject matter specialists to help CxOs make an impact and add value in their organisations.

Managing risks

Managing a business in this current volatile, uncertain, complex and ambiguous (VUCA) environment comes with various types of risk, with some being so critical that they can potentially destroy a business. It is therefore critical that organisations must be able to pre-emptively sense risks and strategically mitigate them in order to be successful.

Any number of events can disrupt the sustainability of a global business and undermine its competitive edge – from natural disasters and terrorism to cyber security challenges such as a computer virus or data leakage - especially in this era of global digitalisation. As new risks emerge and existing ones become more complex, efficient risk management is vital.

In addition, with the onset of the fourth industrial revolution, organisations can no longer afford to ignore 'black swan' and 'black elephant' events. While 'black swans' are unpredictable events with extreme consequences, 'black elephants' - which originate from the 'elephant in the room' concept - are problems which are predictable and likely to happen but which no one wants to deal with.

Deloitte's value

Deloitte believes that risk management is not simply about making people more aware of risks and more proficient at managing them.

Rather, our approach is to intelligently manage risks through SMART - our acronym for Sensing, Mitigating, Acknowledging & Alignment, Remodelling and Transformation. This will enable businesses to not only understand the new era of risks but have mechanisms to sense, analyse, mitigate and transform their organisations accordingly to fulfil their purpose and remain sustainable while continuing to grow profitably.

Using risk analytics, our specialists will work with you to assess the risks you are exposed to and integrate risk management across your business and strategic processes. Our goal is to leave organisations better able to sense both visible and less visible risks and to take appropriate pre-emptive risk measures to create value while responding to and mitigating risks more appropriately.

These services can help you effectively manage the risks to which your business is exposed:



SMART services

Our risk-intelligent SMART (Sensing, Mitigating, Acknowledging & Alignment, Remodelling and Transformation) approach helps you address the entire spectrum of emerging risks. These range from technological disruption to cyber and geopolitical trends. Our innovative solutions also cover pursuing intelligent risk-taking to create value.



Regulatory and financial risk compliance

We help you tackle broad issues of corporate governance and regulatory compliance and financial risk management. We also provide specialised assistance in key areas such as financial advice and reporting, information technology, human capital, anti-fraud measures and dispute resolution.



Cyber risk services

Global companies must combat an endless stream of cyber security threats while demonstrating regulatory compliance in all jurisdictions in which they operate. Deloitte's broad expertise enables us to address a full range of security issues – from identity theft, data security breaches and information leaks to cyber security and system outages. We ensure cyber security practices are aligned to an organisation's digital strategy, governance framework and risk appetite, to reduce exposure to cyber attacks and ensure the organisation remains secure, vigilant and resilient.



Digital and technology risk

Deloitte helps you develop proactive and holistic digital and technology risk strategies to control information and operational risks efficiently and within desired tolerances. We work with you to transform, optimise and adapt your approach to intelligent risk management, while using innovation to sense, identify, create and deliver value faster. More importantly, we draw on our deep expertise and full breadth of functional capabilities to help you innovate. This way, we can help you implement solutions designed to deliver business outcomes with far-reaching impact and sustainable results.



Controls, assurance and continuous monitoring

We assist organisations to mitigate the risks associated with internal systems, business processes, projects, applications, data and third-party reliance through continuous monitoring. Our integrated information and controls assurance services include internal audit; contract risk and compliance; and sustainability and climate change risk services.



Cognitive Analytics Solution Center of Excellence

Deloitte is committed to helping organisations navigate the challenges of risk and to lead with confidence. Developed in collaboration with the Singapore Economic Development Board, Deloitte's Cognitive Analytics Solution Center of Excellence offers global clients new risk sensing and prediction solutions using cognitive techniques and advanced analytics. We focus on four key areas – cyber risk; product quality and safety risk; conduct risk and extended enterprise risk – that can affect brand and reputation management. Our experienced specialist teams help clients transform their risk management processes and build resilience against emerging threats.

Maximising performance

In an increasingly competitive marketplace, organisations must seek new ways to reinvent their operations and modernise how their employees work. To establish high-performance processes, it is often necessary to implement new technologies, streamline management and embrace innovation to increase effectiveness.

Deloitte's value

Drawing on deep business and industry experience, knowledge and skills, we help clients to improve profitability and productivity by devising innovative business performance optimisation solutions to improve your business processes and reduce costs. These could include introducing new technologies, improving the operational efficiency across the supply chain and streamlining your day-to-day management activities. Our team of data-scientists as well as business and domain specialists will help you to gain a deeper understanding of your business issues through a range of approaches and solutions based on an analysis of your entire value chain.

We can also help you to use analytics to generate insights from the big data in your organisation so that you can make smarter decisions that drive strategy and improve performance. In addition to being able to look into the past to provide hindsight into what has happened, analytics will provide insights into what is happening today and foresight into what might happen in the future which will be useful in scenario planning and predictive modelling.



We can help you to maximise the performance of your business through these services:



Analytics

Combining industry knowledge, broad functional capabilities and technical know-how, we can help you to use the big data in your organisation to generate insights into your organisation so that you can make smarter decisions that drive strategy and improve performance. We also offer accelerators and frameworks to help your company develop its own analytics capabilities.



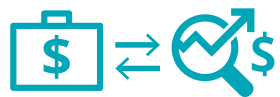
Supply chain optimisation

Deloitte offers clients a balanced approach to optimise their supply chain by taking business objectives and direction into consideration before diving into detailed analysis. We then work with our clients throughout the entire journey – from strategy formulation through to detailed network design and simulation. We also consider any tax implications, which can be considerable.



Programme management

Drawing on our robust industry knowledge and deep experience, we help you achieve your objectives when carrying out complex and large-scale change projects. We have expertise in multi-workstream, multi-geography and multimillion-dollar programmes and offer relevant skills and methodologies to ensure success.



Business performance improvement

We help you improve profitability and business productivity with insights based on rigorous analysis. By challenging conventional wisdom, we observe factors that companies might have missed and assist in making tough decisions. We then implement our advice so that you realise the benefits long after our work is done.



Business process solutions

Our specialists can help you evaluate how your work is resourced, and better manage your accounting, tax, and human resources processes as well as statutory compliance. We also provide outsourcing services and staff secondment to help organisations meet internal and statutory deadlines.

The Deloitte Greenhouse Experience

The Deloitte Greenhouse Experience is Deloitte's problem solving and innovation accelerator, created to help clients achieve breakthroughs in business problem-solving, executive alignment and action planning.

When we design Greenhouse experiences, we harness the breadth and scale of Deloitte's business capabilities, which allows us to bring the precise insights our clients need to accelerate their businesses. Each experience is tailored to address our client's toughest business challenges through thoughtfully designed Lab experiences.

Part of a global network of over 40 Greenhouses, Deloitte SEA's Greenhouse is located in Singapore and offers an innovative environment and methodology that changes the way clients solve business challenges. By taking participants outside of their everyday environments, Greenhouse sessions disrupt conventional thinking, spur creativity, bring about new perspectives, and lead to tangible solutions.



Establishing good governance

Today's businesses face greater stakeholder expectations and public scrutiny than ever before. Growing concerns about public health, societal issues and environmental sustainability are encouraging governments to tighten the regulation of goods and services. This development can be especially challenging for large, multinational organisations that are exposed to a complex array of different regulatory issues across a wide spectrum of geographies and product categories.

As new markets open, the financial accounting of Southeast Asian organisations must also meet global standards. Financial accounting has now become much more complicated with the move to International Financial Reporting Standards (IFRS) for many of the world's public companies.

As some major industry players in the region have already realised, success requires a step change in their regulatory awareness and engagement. Businesses that are thoroughly prepared with a strategic response to these challenges will be best positioned to mitigate risks and capitalise on opportunities.

An effective governance framework can prevent corporate scandals and fraud as well as enhance an organisation's image as a self-policing, responsible entity in the eyes of its stakeholders.

Deloitte's value

Our Deloitte professionals can help you to understand your responsibilities and assess the effectiveness of your organisation's governance processes by reviewing your policies, procedures and terms of reference. We benchmark your governance processes against best practices and work with you to develop solutions to close the gaps, enabling you to implement corporate governance processes that meet the needs of your business. We also help you to comply with the rapidly changing country specific regulations.

We provide the following services to help you to identify and close any gaps, thus enabling you to implement best corporate governance practices:



Audit of financial statements

Audit is much more than just the numbers that tell a story of past accomplishments. At Deloitte, we understand the most important decisions are the ones you are yet to make. This is why we use audit to show where things stand now, and to understand the trends that are shaping tomorrow, to help inform the next step in a rapidly transforming world. With this assurance, organisations can look ahead with strength and confidence.



Regulatory compliance

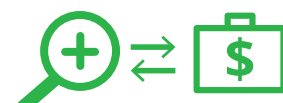
Our team of regulatory consultants deliver comprehensive consulting and advisory services to help organisations manage evolving regulatory risks and adapt to more complicated regulatory and control environments.

We offer clients a deep knowledge of industry-specific regulations, along with tools and methodologies to transform the processes needed to mitigate risks and stay compliant. Our capabilities include assessing policies and procedures and designing an effective operating model built from analytics and sound reporting structures that allow for ongoing measurement and analysis. We also test and monitor compliance activities and, in some instances, manage them.



Due diligence

Companies undertaking acquisitions should be familiar with their business counterparties' qualifications, reputation, work scope and way of doing business. Any suspicion of regulatory non-compliance should trigger an investigation for signs of wrongdoing. Working with other Deloitte member firms, we provide an Integrity Due Diligence service that uncovers comprehensive information about the background, integrity and reputation of selected individuals and entities.



Forensic

In the face of increasing regulation, risks and vulnerabilities that come from global money laundering, bribery and corruption, fraud, litigation and financial mismanagement, threats to the reputation and value of your business have never been more widespread.

Deloitte Forensic connects deep technical and industry insight with cutting-edge technology to provide tailored solutions to the most complex investigations and disputes. Regardless of location or industry, decades of global experience allow us to deliver focused resolutions to issues threatening your business today.

With the largest and the most experienced global Forensic practice, we offer full integration of services in Financial Crime Advisory, Discovery, Disputes and Litigation, Investigations and Remediation, leveraging market-leading technologies.



Corporate Governance

We assist boards and their members to become more effective in overseeing their organisation's key risks, strategy, and overall governance structure. These include performing assessments to evaluate current governance structures, policies and procedures; informing organisations of leading practices related to the oversight of key risks and challenges through interactive role-play scenario; and benchmarking board practices against leading practices and those of peer companies. We can also help to onboard new chairs and board members through our Board Effectiveness Lab, as part of our unique 'Greenhouse' set of solutions.



Sustainability

Deloitte helps you navigate complex environmental policies around the world. We advise you and your investors on how to improve performance, implement long-term sustainable tax strategies and understand the total tax contribution you make to society.

Our team also provides guidance on how to align recruitment, retention and reward to sustainability strategies, as well as how to change employee behaviours to improve engagement by making the organisation greener and reducing overheads.

Deloitte has established the following platforms to promote dialogue and share best practices to help clients to stay ahead in this fast changing environment:

Deloitte SEA Center for Corporate Governance

Deloitte SEA's Center for Corporate Governance brings together the knowledge and experience of Deloitte member firms around the world.

We promote dialogue between business leaders, investors, the accounting profession, academia and government on issues such as board oversight of management, director effectiveness, audit committee effectiveness and executive compensation. Our insights and solutions help directors and board members serve. This allows them to maintain high levels of quality and integrity, which in turn sustains the trust of clients, capital markets and the public.

Deloitte Asia Pacific Centre for Regulatory Strategy

Financial institutions are under increasing pressure to meet international regulatory timelines while managing varied local regulatory requirements. Deloitte Asia Pacific's Centre for Regulatory Strategy is designed to help our clients navigate these challenges by taking a forward-looking view of regulation and its implications for business strategy.

Through regular dialogue with financial institutions, trade associations and other regulatory stakeholders, our expert teams help you stay ahead of evolving regulatory trends and effectively integrate the regulatory outlook into your long-term business strategy.

Deloitte Asia Pacific Financial Crime Strategy Network

Financial crime has become a major issue as business leaders grapple with complex and fast-evolving local, regional and global regulations and enforcement.

Comprising eight practices in Asia Pacific: (Australia, China, India, Japan, Korea, New Zealand, Southeast Asia and Taiwan), Deloitte Asia Pacific's Financial Crime Network offers clients 'best-in-class' technologies and advanced analytics to provide insights into the risks that matter. We have a readily deployable suite of solutions that can accelerate outcomes across a wide range of industries. We keep innovating to create solutions that are faster, better and more cost-effective.

Deloitte IFRS Center of Excellence

Drawing on deep, cross-industry knowledge of IFRS, tax compliance and data analytics, Deloitte's IFRS Center of Excellence is a source of critical insight and advice for clients needing to stay up to date.

We will help you proactively manage the impact of IFRS on the reporting of your complex transactions. This allows you to respond quickly and appropriately. Our integrated solutions are supported by comprehensive analysis of the relevant IFRS guidance, applied to particular facts and circumstances in the region and globally.





Capitalising on digital and technology innovation

Digital technology has changed the face of business, making innovation a key organisational capability. More than mere product development, innovation means thinking outside the box to find new ways to engage with customers while streamlining back-office operations. This includes building new structures, identifying new business models, launching new offerings and ultimately establishing a new position within the digital marketplace.

Current market volatility, heightened regulatory activity and increasing customer demands have also led to an increasing demand for the innovative use of technology systems to enable agility, transparency and efficiency. Enhanced data capabilities can help companies to better understand customer profitability, improve their risk management, manage their businesses more effectively and respond to the growing number of regulatory requests. Businesses require a digital transformation strategy if they are to stay relevant, competitive and grow.

Deloitte's value

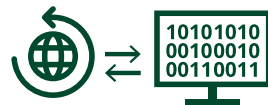
Our professionals help clients resolve their information and technology challenges by identifying potential disruptors, developing strategies to address disruption and executing business transformation activities such as new services, business models, and markets. Our ability to orchestrate ecosystems and build alliances with leading digital innovators enhance our ability to offer comprehensive solutions that address our clients' needs.

We provide the following services to help you capitalise on innovation while solving your technology challenges:



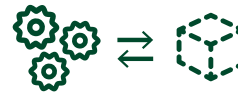
Technology consulting

Our people will help you solve your toughest challenges through applied innovation – backed by worldwide resources, deep strategic alliances and full-spectrum delivery across strategy, implementation, management and operations. From requirements to architecture, testing to deployment and beyond, we bring an integrated ‘whole company’ perspective to every project. As Deloitte has strong alliances with leading technology organisations such as Oracle, SAP, Salesforce and Workday, our professionals possess extensive knowledge of the various applications and technology available to deliver the solutions that our clients need to drive digital transformation in their organisations.



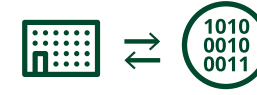
Technology strategy and architecture

We advise clients in developing and executing technology strategies that drive exceptional business value. By providing leading practices, thought leadership, tools and accelerators to drive value quickly, we support our clients through the solution lifecycle from initial technology-enabled innovation leading to strategy and architecture, and working with our implementation practices to operationalize new solutions.



Technology integration

Technology devices are now being linked to everything and this constant connectivity has increased the amount of information available, changed infrastructure requirements, and necessitated a strategy to use it all well. We help clients to solve business challenges through the integration of technology and better manage their portfolio of technology assets.



Deloitte Digital

Deloitte Digital delivers strategy, mobile, social, web, cloud and digital content management solutions that combine cutting-edge creative thinking with trusted business and technology experience. Our ability to orchestrate ecosystems and build alliances with leading digital innovators means we can support organisations right across the digital life cycle. Our solutions range from working to define a bold digital strategy to designing and building an online and mobile presence. We use agile methods that move quickly from digital concept to digital reality.



Information management services

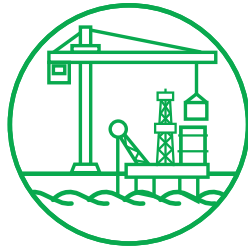
We assist clients in designing, developing, and implementing technology and processes to enable efficient information capture, archival, analysis and distribution. This ensures that the right information is delivered to the right people at the right time.

Gaining competitive edge in your industry

What works in one industry may not work in another. With our deep industry expertise, we are able to focus on the specific needs and challenges of your business, to help you gain competitive advantage in the following industries:



Consumer including Automotive; and Transportation, Hospitality & Services



Energy, Resources & Industrials including Industrial Products & Construction; Mining & Metals; and Oil, Gas & Chemicals



Financial Services including Banking & Capital Markets; Insurance; and Real Estate



Government & Public Services including International Donor Organisations



Life Sciences & Health Care



Technology, Media & Telecoms, including Sports Business

Deloitte's value

Deloitte SEA's Industry Programme consists of numerous practitioners with industry-specific expertise who focus on 6 core industries and 21 sectors.

Having deep industry insights, our specialists provide comprehensive, integrated solutions to address the challenges that clients face in the specific sectors that they operate in. In addition, by collaborating with industry experts in our global network, we share accumulated experience and analyse industry trends, thus enabling us to provide cutting-edge advice to help our clients stay ahead in this dynamic market environment.

GovLab Singapore

Deloitte's GovLab Singapore is a Centre of Excellence that helps governments deliver greater impact, efficiency and quality in public sector services.

Based in Singapore and developed in partnership with the Singapore Economic Development Board, our GovLab team researches key issues shaping the public, private and non-profit sectors. We collaborate closely with senior government executives and thought leaders in Southeast Asia and globally. We aim to provide the knowledge and tools governments need to convert challenges into opportunities.





About Deloitte SEA

Deloitte SEA is a story of entrepreneurship, shared values and excellence. Our roots go deep. Our Thailand practice dates back to 1939, while in Singapore and Malaysia, we have been operating for more than half a century.

Throughout our long history, we have continuously sought to deepen our understanding of local businesses and the environment in which they operate. That rich local knowledge and experience enables us to grow and diversify, broadening our service offerings to add greater value to our clients. More recently, we have pioneered new technological capabilities, investing in digital tools and platforms to help our clients stay relevant in the digital economy.

Over the years, Deloitte SEA, which comprises practices in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam, has evolved into an organisation that thrives on driving change and making a real impact. Our success comes from two distinctive competitive advantages: our one-member firm geographical structure and our multidisciplinary model, built on a strong consulting practice.

As the ASEAN Economic Community becomes an increasingly influential grouping, our clients demand consistent and high quality service across borders. Deloitte's multidisciplinary model allows us to offer a wide-ranging suite of services for clients seeking to conduct business in this dynamic region.

A member of Deloitte Asia Pacific

Deloitte SEA and the Deloitte firms in Australia, China, Japan, New Zealand and Taiwan recently joined together to create Deloitte Asia Pacific.

We are 'One Deloitte' for the Asia Pacific marketplace, and clients reap the benefit of our combined pool of expertise and specialist skills. In addition, our combined size and scale gives us the ability to invest more heavily in local markets and to continue to offer innovative services and solutions where and when they are needed.

Nurturing our talent

Since our earliest days, Deloitte SEA has committed to creating inclusive and harmonious workplaces, built on diversity, that can help all our talented professionals reach their full potential. That way, our people are inspired to create smarter client solutions, build better customer relationships and drive innovation to serve our clients with excellence.

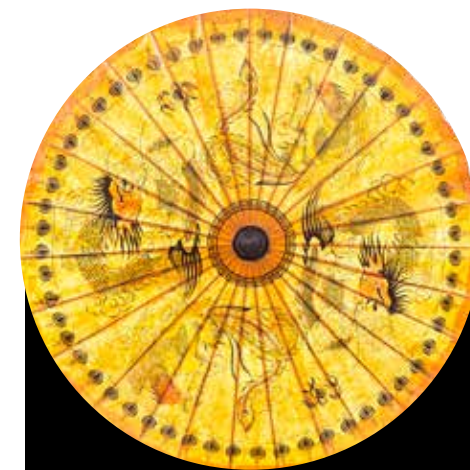
As part of our commitment to cultivate leadership skills at every level, we launched Deloitte University Asia Pacific (DU AP) in 2016. DU AP offers courses led by current Deloitte leaders who share their knowledge and on-the-job experiences in a tailored classroom setting. All are designed to ensure that learning remains an integral part of the workplace and can be practically applied in the most effective way.

Corporate responsibility

Deloitte's service extends beyond our clients to the communities in which we are based. Through their professional and personal examples, our people seek to 'give back' by dedicating their time and expertise to community causes. This takes various forms, from strategic partnerships with charities to skills-based volunteering and financial donations.

During our annual Impact Day corporate social responsibility initiative, our partners and staff from all practices across Southeast Asia take part in a diverse range of activities to make an impact that matters in our society. These include supporting young people, caring for the elderly, promoting disability awareness and inclusion, and protecting the environment.

Deloitte also recognises the need to help expand access to career-building opportunities for communities and individuals left behind in the transformation to Industry 4.0. 'WorldClass' is our new global effort designed to use our skills, experience, scale and commitment to prepare and empower people to take advantage of the digital economy through access to education and training. We have set ourselves an ambitious goal to support 50 million individuals and better prepare them for a world of opportunity by 2030.



Deloitte's Purpose

Deloitte's Purpose is to make an impact that matters for our people, our clients and society. This includes:

- Serving clients distinctively, bringing innovative insights, solving complex challenges and unlocking sustainable growth.
- Inspiring our talented professionals to deliver outstanding value by, providing an exceptional career experience and an inclusive and collaborative culture.
- Contributing to society, building confidence and trust in the markets, upholding the integrity of organisations and supporting our communities.

Deeper still, we are guided to make an enduring impact through our shared values, which are:

- Lead the way
- Serve with integrity
- Take care of each other
- Foster inclusion
- Collaborate for measurable impact

Key contacts

Deloitte SEA Leaders



Philip Yuen
Chief Executive Officer,
Deloitte SEA
pyuen@deloitte.com



Shariq Barmaky
Audit & Assurance Leader,
Deloitte SEA
shbarmaky@deloitte.com



Eugene Ho
Consulting Leader,
Deloitte SEA
eugeneho@deloitte.com



Keoy Soo Earn
Financial Advisory Leader,
Deloitte SEA
skeoy@deloitte.com



David Chew
Risk Advisory Leader,
Deloitte SEA
dchew@deloitte.com



Low Hwee Chua
Tax & Legal Leader,
Deloitte SEA
hwlow@deloitte.com

Deloitte SEA Industry Leaders



Pua Wee Meng
SEA Consumer Leader
wpua@deloitte.com



Brent Vasconcellos
SEA Energy, Resources
& Industrials Leader
bvasconcellos@deloitte.com



Ho Kok Yong
SEA Financial Services
Leader
kho@deloitte.com



Kavita Rekhraj
SEA Life Sciences & Health
Care Leader
krekhraj@deloitte.com



Lee Chew Chiat
SEA Government &
Public Services Leader
chewlee@deloitte.com



Yang Chi Chih
SEA Technology, Media
& Telecommunications
Leader
chiyang@deloitte.com

Our offices

Brunei

5th Flr, Wisma Hajjah Fatimah
22 & 23 Jln Sultan
Bandar Seri Begawan BS8811
Brunei Darussalam
Tel: +673 222 5880
Fax: +673 222 3360

Cambodia

Vattanac Capital Tower
P.O. Box 1150, Floor 8, Unit 8
#66 Preah Monivong Blvd
Sangkat Wat Phnom
Khan Duan Penh Phnom Penh
Cambodia
Tel: +855 23 963 777
Fax: +855 23 963 778

Guam

361 South Marine Corps Drive
Tamuning, 96913-3973
Guam
Tel: +1 671 646 3884
Fax: +1 671 649 4932

Majuro

P.O. Box 1288, Majuro
Republic of the Marshall Islands 96960
Tel: +1 692 625 7387
Fax: +1 692 625 7388

Palau

P.O. Box 1016, Koror
Republic of Palau 96940
Tel: +1 680 488 2705
Fax: +1 680 488 3391

Pohnpei

P.O. Box 753, Kolonia
Pohnpei, FSM 96941
Tel: +1 691 320 2781/5206
Fax: +1 691 320 5402

Saipan

P.O. Box 500308
Saipan, MP 96950-0308
Tel: +1 670 322 7337/8, 0860/1
Fax: +1 670 322 7340

Indonesia (Imelda & Rekan)

Jakarta
The Plaza Office Tower 32nd Floor
Jl. M.H. Thamrin Kav 28-30
Jakarta 10350
Indonesia
Tel : +62 21 2992 3100
Fax : +62 21 2992 8200, 2992 8300

Surabaya

Gedung Bumi Mandiri 10th Fl.
Jl. Jend. Basuki Rachmat No. 129-137
Surabaya 60271
Indonesia
Tel: +62 31 532 4342
Fax: +62 31 547 7800

Lao PDR

Lao Securities Exchange Building
Phonthan Village, T4 Road
Saysettha District
P.O. Box 2017, Vientiane Capital
Lao PDR
Tel: +856 21 419 300
Fax: +856 21 419 305

Malaysia

Kuala Lumpur
Level 16, Menara LGB
1 Jalan Wan Kadir
Taman Tun Dr. Ismail
60000 Kuala Lumpur
Tel: +60 3 7610 8888
Fax: +60 3 7726 8986

Penang

Level 12A-01 Hunza Tower
163E Jalan Kelawei
10250 Penang
Malaysia
Tel: +60 4 218 9888
Fax: +60 4 218 9278

Ipoh

Level 2, Weil Hotel
292 Jalan Sultan Idris Shah
30000 Ipoh, Perak
Malaysia
Tel: +60 5 254 0288
Fax: +60 5 254 7288

Melaka

Level 5, No. 61, Jalan Melaka Raya 8
Taman Melaka Raya, 75000 Melaka
Malaysia
Tel: +60 6 281 1077
Fax: +60 6 283 1157

Johor Bahru

21, Jalan Tun Abdul Razak, Susur 1/1
80000 Johor Bahru, Johor
Malaysia
Tel: +60 7 222 5988
Fax: +60 7 224 7508

Kuching

3rd Floor, Sublot 6, Block E, Queen's Court
Jalan Wan Alwi
93350 Kuching, Sarawak
Malaysia
Tel: +60 82 463 311
Fax: +60 82 463 312

Kota Kinabalu

Lot B3.4, 3rd Floor, Block B
No. 71, Bangunan KWSP
88000 Kota Kinabalu, Sabah
Malaysia
Tel: +60 88 239 601
Fax: +60 88 239 605

Labuan

Unit 3(I2), 3rd Floor
Main Office Tower
Financial Park Labuan Complex
Jalan Merdeka
87000 Labuan F. T. Sabah
Malaysia
Tel: +60 87 439 686
Fax: +60 87 439 685

Singapore

6 Shenton Way
OUE Downtown 2
#33-00, Singapore 068809
Tel: +65 6224 8288
Fax: +65 6538 6166

Thailand

Bangkok

AIA Sathorn Tower, 23rd – 27th Floor
11/1 South Sathorn Road
Yannawa, Sathorn
Bangkok 10120
Thailand
Tel: +66 (0) 2 034 0000
Fax: +66 (0) 2 034 0100

Myanmar (Deloitte Touche Myanmar Vigour Advisory Limited)

Unit 411/412.415, Level 4
Strand Square, 53 Strand Road
Pabedan Township, Yangon
Myanmar
Audit and Tax: +95 (0)1 230 73 64
Consulting: +95 (0) 1 230 73 67
Advisory and secretarial:
+95 (0) 1 230 73 65

Philippines (Navarro Amper & Co.)

Taguig City

19th Floor Net Lima Plaza
5th Avenue corner 26th Street
Bonifacio Global City, Taguig
1634 Philippines
Tel: +63 2 581 9000
Fax: +63 2 869 3676

Cebu City

7/F Ayala Life-FGU Center
Cebu Business Park, Cebu City
6000 Philippines
Tel: +63 32 231 8453/55/57
Fax: +63 32 231 8459

Vietnam

Hanoi

12A Floor, Vinaconex Tower
34 Lang Ha Street
Dong Da District
Hanoi, Vietnam
Tel: +84 4 6288 3568
Fax: +84 4 6288 5678

Ho Chi Minh City

18th Floor, Times Square Building
57-69F Dong Khoi Street,
Ben Nghe Ward, District 1,
Ho Chi Minh City, Vietnam
Tel: +84 8 9100 751 / 752
Fax: +84 8 9100 750

Deloitte Consulting/ICS Pte Ltd

Room 1305, Level 13
Me Linh Point Tower
2 Ngo Duc Ke Street
District 1
Ho Chi Minh City, Vietnam
Tel: +84 8 3521 0440

Country contacts



Zufariq Zara Zainuddin
Country Leader
Deloitte Brunei
zzainuddin@deloitte.com



Khoy Kimleng
Country Leader
Deloitte Cambodia
kkhoy@deloitte.com



Tung Wei-Li
Country Managing Partner
Deloitte Guam
wtung@deloitte.com



Claudia Lauw
Country Managing Partner
Deloitte Indonesia
clauw@deloitte.com



Choopong Surachutikarn
Country Leader
Deloitte Lao PDR
csurachutikarn@deloitte.com



Yee Wing Peng
Country Managing Partner
Deloitte Malaysia
wpyee@deloitte.com



Aye Cho
Country Managing Partner
Deloitte Myanmar
aycho@deloitte.com



Fredieric Landicho
Country Managing Partner
Deloitte Philippines
flandicho@deloitte.com



Cheung Pui Yuen
Country Managing Partner
Deloitte Singapore
pucheung@deloitte.com



Subhasakdi Krishnamra
Country Managing Partner
Deloitte Thailand
skrishnamra@deloitte.com



Thinkh Pham
Country Managing Partner
Deloitte Vietnam
thpham@deloitte.com



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