



Working efficiently

ASEAN

Cambodia, Indonesia, Laos, Malaysia, Myanmar,
Philippines, Singapore, Thailand, Vietnam



Working efficiently

„Every entrepreneur appreciates efficient and well-structured work processes. What looks playfully easy in the end is usually the result of professional preparation by you and us.“

Rödl & Partner

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ASEAN

The region of the Association of Southeast Asian Nations, ASEAN, which associates member states such as Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam, is becoming more and more popular among European companies as an alternative or additional investment location besides China and India.

The declared objective to create a single market with over 600 million residents, i. e. the ASEAN Economic Community (AEC), is continuously being pursued. In addition to the free movement of goods – which has already been largely established with the introduction of preferential customs duties for most product groups – the free movement of capital and services as well as the free movement of workers are supposed to be gradually increased as well.

Located at our offices in ASEAN, multilingual experts specialising in foreign investments in the region team up to offer you comprehensive assistance with regard to all issues relating to law, taxation, business process outsourcing and auditing.

Indonesia



Indonesia is the largest economy in Southeast Asia. The opening of the Indonesian market to international trade as well as the gradual liberalisation of investment restrictions have created interesting opportunities for foreign investors. In addition to the large domestic market and agriculture, the export of mineral resources plays an essential role in further advancing the growth of this archipelago, comprising as many as 17 000 islands. At the same time, the increasing demand for consumer goods promotes the growth of the manufacturing industry.

Our location: Jakarta

More information and details of contact persons are available from:

www.roedl.com/indonesia

Cambodia*



Cambodia, a country of rich natural resources, is located at the Gulf of Thailand and has direct road connections to its neighbouring countries Vietnam, Laos and Thailand, as well as an international sea port. The Kingdom is undergoing a transformation from a local economy previously mainly dominated by agricultural industries, towards an economy focussing on growing industrial and services sectors. Furthermore, manufacturing of semi-finished electronics and automotive products has recently grown in importance.

Rödl & Partner combines interdisciplinary expertise with knowledge of specific local requirements of the Cambodian market. We advise clients doing business in the Kingdom of Cambodia from our office in Bangkok, collaborating with our long-standing partners in Phnom Penh.

* In liaison with our proven cooperation partners

Laos*



Laos is still primarily an agricultural economy. Meanwhile, other branches of industry – like hydro-power production are growing in importance though and continue to report strong growth rates.

Working with our liaison partners in Vientiane, we serve our clients in Laos from our Bangkok office.

More information and details of contact persons are available from:

www.roedl.com/cambodia

www.roedl.com/laos

Malaysia



Geographically separated by the South China Sea, economically united: in recent decades Malaysia has developed into an industrialised nation with considerable potential for foreign investors. Ever since the country gained independence from the British Crown in 1957, it has been ruled as a constitutional elective monarchy, and noticeably strengthened its economic power, especially since the early 1990s. Malaysia's economic growth is not least driven by natural resources.

Our locations: Kuala Lumpur; Penang

Myanmar



Myanmar has been a member of the WTO since 1995. With anticipated growth rates of over 6%, the country shows enormous economic potential. Although the country has only just started its reform process, various foreign companies have identified interesting business potential and established a local presence.

Myanmar's competitive edge lies in comparably low wages, a market with about 51 million prospective clients, and increasingly liberalised access to other parts of Asia thanks to the country's membership in ASEAN. In addition, Myanmar – having the status of a developing country – enjoys preferential tariffs in the EU under the generalised scheme of preferences (GSP). This allows for customs-free imports into the EU of many products manufactured in Myanmar.

Our location: Yangon

More information and details of contact persons are available from:

www.roedl.com/malaysia

www.roedl.com/myanmar



Philippines

The area of the Philippines comprises an archipelago of over 7,640 islands. Erstwhile known as „the pearl of Asia“, the Philippines has recently regained its former lustre. The dynamic economic growth, which is one of the strongest in the Asian region, as well as the robust economic data significantly sustain this process.

The impact of Spanish and US colonial rule can still be seen today. This diversity and a certain affinity with the Western tradition are particularly apparent in the capital city of Manila, which is both, the cultural and financial centre of the country.

Rödl & Partner is the first German-speaking consulting firm to have its own local presence in the Philippines. Our multilingual team of local and international specialists guarantees comprehensive assistance from a single source complying with international quality standards.

Our location: Makati (Manila)



Singapore

This former British Crown colony is one of the most open and dynamic economies in the world. Thanks to its geographical location at the southern tip of the Malay Peninsula, the city state has developed into an important global sea and air transport hub. With a highly modern infrastructure, corruption-free administration and elaborate legal and tax systems, Singapore quickly became one of the most attractive foreign investment destinations. Singapore's proactive industrial policy with abundant state incentive programmes helped the country to establish a vivid start-up scene, and led to considerable R&D and IT investments in recent years.

Singapore is an attractive location for foreign investors looking to establish holding companies in the region, and a gateway to other regional markets. For investors seeking to fully exploit the potential of the location, investment and corporate structures as well as tax and transfer pricing compliance are gaining importance.

More information and details of contact persons are available from:

www.roedl.com/philippines

www.roedl.com/singapore

Thailand



Thailand invariably remains an attractive destination for foreign direct investment in Southeast Asia.

A well-developed infrastructure as well as comparably low prices and salary structures enable the country to serve as a gateway to steer investments and trading activities in the entire ASEAN region for many companies.

Our office in Bangkok serves German and European companies operating in Thailand via subsidiaries or permanent establishments, carrying out single projects or planning on initially exploring the Thai market.

Our clients benefit from our many years' of experience in the Thai market, combined with the highest service standard and the profound expertise of an international organisation.

Our location: Bangkok

Vietnam



The transition from a centrally planned economy into a market economy that started at the end of the 1980s fuelled an impressive growth with rising economic indicators in Vietnam. Since its accession to the WTO in 2007, markets of this Southeast Asian country have been continuously opened to foreign investors.

Ho Chi Minh City, Vietnam's sprawling business hub is one of the world's fastest growing metropolises.

The city is the transport hub and the cultural and economic centre of the country.

Our location: Ho Chi Minh City

More information and details of contact persons are available from:

www.roedl.com/thailand

www.roedl.com/vietnam

Our services

From our offices in ASEAN, our professionals offer the following consulting services:

Legal consulting

- › Establishment of companies and offices; on-going legal consulting
- › Corporate Secretarial Services
- › Joint ventures and strategic cooperation, business acquisitions and disposals
- › Legal due diligence
- › Distribution law, license agreements
- › IP law (trademarks, designs, copyright)
- › Real estate law
- › Commercial agency related issues
- › Industrial property rights and licenses
- › Local and international labour law

Tax consulting

- › Planning of and advice on national and international tax structuring
- › Regional holding structures
- › Tax due diligence
- › Transfer pricing (structuring advice and documentation)
- › Expatriate consultancy
- › Permanent establishment related issues
- › Support during tax audits carried out by tax authorities, representation in disputes before tax courts
- › Tax declaration related consulting
- › VAT and customs
- › Advice on customs related issues

Audit

- › Audits of annual financial statements in accordance with local laws
- › Mandatory and voluntary audits of annual and consolidated financial statements of incorporated companies and partnerships prepared in accordance with national, German or international (IFRS / US-GAAP) accounting standards
- › Support for controlling of shareholdings
- › Consolidated reporting
- › Financial due diligence
- › Internal audit
- › Audits of internal control systems
- › Forensic audits
- › Periodic reporting and reconciliation according to HGB, IAS / IFRS and US-GAAP

Business Process Outsourcing

- › Management of part or all of the financial and accounting system
 - » Keeping of general and subsidiary ledgers
 - » Preparation of financial statements (local GAAP, IFRS, US-GAAP, HGB)
 - » Periodic reporting
 - » HR management; payrolls
 - » Tax statements and tax returns
 - » Controlling functions
 - » Cash Management
- › Development and optimisation of the financial and accounting system and its processes
- › Optimisation of the ERP system implementation

As for issues where we cannot assist you on our own due to regulatory constraints, we cooperate with our long-term reliable local partners.

In addition, we provide business and investment advice on planning and implementing direct investments, as well as preparing business plans; we provide support for the selection of an optimum office location and advise companies on implementing IT-based management systems (ERP software).

About us

As attorneys, tax advisers, management and IT consultants and auditors, we are present in 111 own locations in 51 countries. Worldwide, our clients trust our 4,700 colleagues.

The history of Rödl & Partner goes back to its foundation as a solo practice in 1977 in Nuremberg. Our aspiration to be on hand wherever our internationally-active clients are led to the establishment of our first, own offices, commencing with Central and Eastern Europe in 1989. Alongside market entry in Asia in 1994, the opening of offices in further strategic locations followed, in Western and Northern Europe in 1998, USA in 2000, South America in 2005 and Africa in 2008.

Our success has always been based on the success of our German clients: Rödl & Partner is always there where its clients see the potential for their business engagement. Rather than create an artificial network of franchises or affiliates, we have chosen to set up our own offices and rely on close, multidisciplinary and cross-border collaboration among our colleagues. As

a result, Rödl & Partner stands for international expertise from a single source.

Our conviction is driven by our entrepreneurial spirit that we share with many, but especially German family-owned companies. They appreciate personal service and value an advisor they see eye to eye with.

Our „one face to the client“ approach sets us apart from the rest. Our clients have a designated contact person who ensures that the complete range of Rödl & Partner services is optimally employed to the client's benefit. The 'caretaker' is always close at hand; they identify the client's needs and points to be resolved. The 'caretaker' is naturally also the main contact person in critical situations.

We also stand out through our corporate philosophy and client care, which is based on mutual trust and long-term orientation. We rely on renowned specialists who think in an interdisciplinary manner, since the needs and projects of our clients cannot be separated into individual

professional disciplines. Our one-stop-shop concept is based on a balance of expertise across the individual service lines, combining them seamlessly in multidisciplinary teams.

What sets us apart

Rödl & Partner is not a collection of accountants, auditors, attorneys, management and tax consultants working in parallel. We work together, closely interlinked across all service lines. We think from a market perspective, from a client's perspective, where a project team possesses all the capabilities to be successful and to realise the client's goals.

Our interdisciplinary approach is not unique, nor is our global reach or our particularly strong presence among family businesses. It is the combination that cannot be found anywhere else – a firm that is devoted to comprehensively supporting German businesses, wherever in the world they might be.

Your points of contact

For ASEAN

Dr. Peter Bömelburg

Äußere Sulzbacher Straße 100
90491 Nuremberg

Phone: +49 (911) 9193 – 2100

Fax: +49 (911) 9193 – 2504

E-mail: peter.boemelburg@roedl.com

Jürgen Baur

Empire Tower 3, 25th Floor
1 South Sathorn Road, Yannawa,
Sathorn Bangkok 10120

Phone: +66 (2) 026 32 58

Fax: +66 (2) 670 06 – 73

E-mail: juergen.baur@roedl.com

Markus Schlueter

Kranhaus 1, Im Zollhafen 18
50678 Cologne

Phone: +49 (221) 94 99 09 – 342

Fax: +49 (221) 94 99 09 – 900

E-mail: markus.schlueter@roedl.com

In Indonesia

Tomy Harsono

PT Rodl Consulting
Green Office Park 9 Wing A
Zone 6-7 Jl. Grand Boulevard BSD
Tangerang Banten 15345 Indonesia

Phone: +62 (21) 50 56 04 – 05

Fax: +62 (21) 50 56 04 – 12

E-mail: jakarta@roedl.com

In Malaysia

Jonas Bley

18-12 Menara Q Sentral
2A Jalan Stesen Sentral 2
Kuala Lumpur Sentral
50470 Kuala Lumpur

Phone: +60 (3) 22 76 27 55

Fax: +60 (3) 22 76 37 55

E-mail: kualalumpur@roedl.com

Penang

16-1C, Menara Boustead
39 Jalan Sultan Ahmad Shah
Georgetown 10050 Penang

Phone: +60 (4) 22 74 75 5

E-mail: penang@roedl.com

In Myanmar

Lutz Koch

No. 10, 8/F Myanmar Centre Tower 1
192 Kabar Aye Pagoda Road
Bahan Township, Yangon

Phone: +95 (1) 93 45 242

E-mail: yangon@roedl.com

In the Philippines

Dr. Marian Norbert Majer

12/F, Robinsons Summit Centre
6783 Ayala Avenue, Makati City
Metro Manila, 1226

Phone: +63 (2) 479 – 17 85

Fax: +63 (2) 479 – 15 55

E-mail: manila@roedl.com

In Singapore

Dr. Paul Weingarten

1 Scotts Road #21 - 10
Shaw Centre
228208 Singapore

Phone: +65 (62) 38 – 67 70

Fax: +65 (62) 38 – 66 30

E-mail: singapur@roedl.com

In Thailand

Philip Ende

Arnuparp Tishyadatta

Empire Tower 3, 25th Floor
1 South Sathorn Road, Yannawa,
Sathorn
Bangkok 10120

Phone: +66 (2) 026 32 58

Fax: +66 (2) 67 00 6 – 73

E-mail: bangkok@roedl.com

In Vietnam

Stefan Ewers

20th Floor, CJ Tower
2bis-4-6 Le Thanh Ton St., District 1
Ho Chi Minh City

Phone: +84 (28) 73 07 27 – 88

E-mail: hochiminhstadt@roedl.com

Rödl & Partner

www.roedl.com/asean