



**KPMG in  
Croatia  
and  
Bosnia and  
Herzegovina**

January 2009

# Outstanding professionals working together to deliver value

Our values:

- We lead by example
- We work together
- We respect the individual
- We seek the facts and provide insight
- We are open and honest in our communication
- We are committed to our communities
- Above all, we act with integrity



## **KPMG International**

KPMG is one of the world's leading professional services firms. We are proud of our firm's strong and established reputation, a reputation that is built on a long history of independence, integrity and objectivity. It's what drives us to deliver clear and practical advice to help our clients grow and succeed in their chosen field. It's what makes us committed and successful leaders in our profession.

## **Our global network**

KPMG is the global network of professional services firms of KPMG International. Our member firms provide audit, tax and advisory services through industry focused, talented professionals who deliver value for the benefit of their clients and communities. We operate in 144 countries and have more than 137,000 professionals working in member firms around the world.

## **KPMG in Central and Easter Europe**

KPMG in CEE continues to build upon its success in the region with 4,200 staff working in 18 countries. To meet the needs of international, regional as well as local clients, KPMG's offices in CEE work closely together. Shared centres of excellence and infrastructure help to ensure a high level of client service throughout the region.

Wherever our member firms do business, our clients are offered customized advisory services based on familiarity with the people, countries and economic conditions of the region because we believe that consideration of national characteristics is the key to any successful business venture, and we know that local developments must be seen in a larger, global context to enable thinking in strategic dimensions.



Through a worldwide network of member firms, KPMG offers clients the benefits of an extensive multinational pool of skilled and experienced professionals who possess an intimate understanding of each of their national markets.

Countries within KPMG's CEE network include:

- Albania
- Belarus
- Bosnia and Herzegovina
- Bulgaria
- Croatia
- Czech Republic
- Estonia
- Hungary
- Latvia
- Lithuania
- Macedonia
- Moldova
- Montenegro
- Poland
- Romania
- Serbia
- Slovakia
- Slovenia

## **Our practice in Croatia**

In Croatia, we operate nationally with 6 partners and more than 200 employees. Our local experience, enhanced by the technical and industry knowledge of our global network means we bring a deep understanding of our clients' business. It enables our professionals to deliver informed and timely advice.

Staff includes locally and internationally qualified professionals – in addition to locally registered auditors, staff includes UK, Australian and Canadian Chartered Accountants and UK Chartered Certified Accountants (ACCA), as well as lawyers qualified in Croatia, Canada and the UK. Our management group includes native and excellent speakers of Croatian, English and German languages and advantages of local business awareness with international best practice.

## **Our practice in Bosnia and Herzegovina**

KPMG's office in Sarajevo was established in 2000 and now employs 30 people. The office in Sarajevo operates in association with the much larger KPMG office in Zagreb, Croatia, which is the principal source of professional support for Sarajevo on specialised engagements in Bosnia and Herzegovina.

## **Continuity and quality**

KPMG continually invests in our people, services and quality processes. We are focused on the research and development of services to help our clients achieve sustainable and strong business performance. We are also committed to appropriately delivering on our capital markets responsibilities, as well as assisting our clients in effectively communicating true business performance to stakeholders.

## **Supporting our communities**

KPMG has a long history of supporting the communities in which we live and work. This contribution takes the form of our people's time, knowledge, experience and voluntarism, as well as our financial donations and grants.

## **Why select us**

### *Independent, clear and practical advice*

Fast, effective and informed decision making is a business imperative in an increasingly complex business environment. Our clients find our independent, objective and professional advice to be clear, concise and jargon free.

### *Multi-disciplinary, industry focused approach*

Delivering independent, professional advice requires a multi-disciplinary, industry focused approach. We can establish dedicated teams of professionals with deep industry experience from across KPMG's service divisions.

### *Global knowledge sharing*

We understand that keeping our professionals constantly up-to-date on global technical and industry developments allows our clients to receive comprehensive advice, no matter where in the world they do business.

## **Our industry experience**

### *Consumer Markets*

We assist clients in a variety of industries including food processing, distribution, consumer-packaged goods, textiles and footwear, electronics and general retailing.

### *Energy & Natural Resources*

We provide advice to a diverse range of clients involved in the mining, oil, gas, forestry and power generation sectors.

### *Financial Services*

We are one of the leading providers of audit, tax and advisory services to the financial services industry including the banking and finance, insurance and managed investments and superannuation sectors. We also assist clients in the real estate sector comprising property development and property management.

### *Government*

We provide advice to State and Federal Government Departments, Statutory Authorities and Government Business Enterprises, as well as government municipalities and universities.

### *Industrial Markets*

Our clients in the manufacturing and transportation industries operate in the automotive, paper and packaging, chemical and pharmaceutical, building and metal product, machinery and equipment and transport sectors.

### *Information, Communications & Entertainment*

Our professionals deliver multi-disciplinary business advice to clients in the communications, biotechnology, electronics and software, media and entertainment sectors.

## Structure and services

Our professional staff are organised into functional departments providing various services:			
<b>Audit</b>	<ul style="list-style-type: none"> <li>• Reporting under Croatian Financial Reporting Standards</li> <li>• Reporting under International Financial Reporting Standards (IFRS)</li> <li>• US GAAP and other reporting requirements</li> </ul>		
<b>Tax</b>	<ul style="list-style-type: none"> <li>• Local and international taxation advisory services</li> <li>• Tax management strategies</li> <li>• Transfer pricing</li> <li>• Market entry assistance</li> <li>• Tax and regulatory reviews and due diligence</li> <li>• Tax and regulatory support in mergers and acquisitions</li> <li>• Assistance with negotiations and contract preparation</li> <li>• Foreign currency advisory services</li> <li>• Indirect taxation including VAT, customs and excise</li> <li>• Investment incentives</li> <li>• Labour Law and taxation of personal income including <i>inter alia</i> implications for foreigners</li> <li>• Incorporation, reorganisation and liquidation of legal entities</li> <li>• Real estate and construction issues</li> <li>• Tax accounting</li> <li>• Tax compliance</li> <li>• EU accession issues</li> </ul>		
<b>Advisory</b>	<table border="0" style="width: 100%;"> <tr> <td style="vertical-align: top; width: 50%;"> <p><b>Transaction Services</b></p> <ul style="list-style-type: none"> <li>• Buy-side Assistance (Pre- and Post-Deal)</li> <li>• Sell-side Assistance (Pre- and Post-Deal)</li> <li>• Capital Markets Service IPO, Debt and Equity Assistance</li> </ul> <p><b>Corporate Finance</b></p> <ul style="list-style-type: none"> <li>• M&amp;A Services</li> <li>• Valuations</li> <li>• Infrastructure and Projects</li> <li>• Debt financing and Real Estate Advisory</li> </ul> <p><b>Restructuring</b></p> <ul style="list-style-type: none"> <li>• Operational Restructuring</li> <li>• Financial Restructuring</li> <li>• Cash Management</li> <li>• Crisis Management</li> <li>• Insolvency</li> <li>• Turnaround Executive Management</li> </ul> <p><b>Forensic</b></p> <ul style="list-style-type: none"> <li>• Investigations</li> <li>• Fraud Risk Management</li> <li>• Dispute Advisory Services</li> <li>• Regulatory Compliance</li> <li>• Forensic Technology</li> </ul> <p><b>Internal Audit Services</b></p> <ul style="list-style-type: none"> <li>• Internal Audit</li> <li>• Enterprise Risk Management</li> <li>• Corporate Governance</li> <li>• Regulatory Compliance</li> <li>• Sustainability Services</li> </ul> </td> <td style="vertical-align: top; width: 50%;"> <p><b>Financial Risk Management</b></p> <ul style="list-style-type: none"> <li>• Credit Risk</li> <li>• Market Risk</li> <li>• Operational Risk</li> <li>• Insurance Risk</li> <li>• Actuarial Services</li> <li>• Financial Statement Support</li> <li>• Capital Adequacy &amp; Regulatory Services</li> <li>• Financial Instrument Accounting</li> </ul> <p><b>Accounting Advisory Services</b></p> <ul style="list-style-type: none"> <li>• Global Conversion Services</li> <li>• Quality Close</li> <li>• Accounting Support</li> <li>• IPO Reporting Advisory</li> <li>• Post Deal Accounting Advisory</li> <li>• Government Reporting Implementation Process</li> <li>• Bookkeeping services</li> <li>• Payroll services</li> </ul> <p><b>Business Performance Services</b></p> <ul style="list-style-type: none"> <li>• Business Process Sourcing</li> <li>• Business Process Improvement</li> <li>• Change Management</li> <li>• Financial Management</li> </ul> <p><b>IT Advisory</b></p> <ul style="list-style-type: none"> <li>• ERP Controls Integration</li> <li>• Security Services/ Security, Privacy and Continuity</li> <li>• IT Attestation</li> <li>• IT Project Advisory</li> <li>• IRM in External Audit</li> <li>• IRM in Internal Audit / IT Audit</li> <li>• IT Strategy &amp; Governance</li> <li>• IT Sourcing</li> </ul> </td> </tr> </table>	<p><b>Transaction Services</b></p> <ul style="list-style-type: none"> <li>• Buy-side Assistance (Pre- and Post-Deal)</li> <li>• Sell-side Assistance (Pre- and Post-Deal)</li> <li>• Capital Markets Service IPO, Debt and Equity Assistance</li> </ul> <p><b>Corporate Finance</b></p> <ul style="list-style-type: none"> <li>• M&amp;A Services</li> <li>• Valuations</li> <li>• Infrastructure and Projects</li> <li>• Debt financing and Real Estate Advisory</li> </ul> <p><b>Restructuring</b></p> <ul style="list-style-type: none"> <li>• Operational Restructuring</li> <li>• Financial Restructuring</li> <li>• Cash Management</li> <li>• Crisis Management</li> <li>• Insolvency</li> <li>• Turnaround Executive Management</li> </ul> <p><b>Forensic</b></p> <ul style="list-style-type: none"> <li>• Investigations</li> <li>• Fraud Risk Management</li> <li>• Dispute Advisory Services</li> <li>• Regulatory Compliance</li> <li>• Forensic Technology</li> </ul> <p><b>Internal Audit Services</b></p> <ul style="list-style-type: none"> <li>• Internal Audit</li> <li>• Enterprise Risk Management</li> <li>• Corporate Governance</li> <li>• Regulatory Compliance</li> <li>• Sustainability Services</li> </ul>	<p><b>Financial Risk Management</b></p> <ul style="list-style-type: none"> <li>• Credit Risk</li> <li>• Market Risk</li> <li>• Operational Risk</li> <li>• Insurance Risk</li> <li>• Actuarial Services</li> <li>• Financial Statement Support</li> <li>• Capital Adequacy &amp; Regulatory Services</li> <li>• Financial Instrument Accounting</li> </ul> <p><b>Accounting Advisory Services</b></p> <ul style="list-style-type: none"> <li>• Global Conversion Services</li> <li>• Quality Close</li> <li>• Accounting Support</li> <li>• IPO Reporting Advisory</li> <li>• Post Deal Accounting Advisory</li> <li>• Government Reporting Implementation Process</li> <li>• Bookkeeping services</li> <li>• Payroll services</li> </ul> <p><b>Business Performance Services</b></p> <ul style="list-style-type: none"> <li>• Business Process Sourcing</li> <li>• Business Process Improvement</li> <li>• Change Management</li> <li>• Financial Management</li> </ul> <p><b>IT Advisory</b></p> <ul style="list-style-type: none"> <li>• ERP Controls Integration</li> <li>• Security Services/ Security, Privacy and Continuity</li> <li>• IT Attestation</li> <li>• IT Project Advisory</li> <li>• IRM in External Audit</li> <li>• IRM in Internal Audit / IT Audit</li> <li>• IT Strategy &amp; Governance</li> <li>• IT Sourcing</li> </ul>
<p><b>Transaction Services</b></p> <ul style="list-style-type: none"> <li>• Buy-side Assistance (Pre- and Post-Deal)</li> <li>• Sell-side Assistance (Pre- and Post-Deal)</li> <li>• Capital Markets Service IPO, Debt and Equity Assistance</li> </ul> <p><b>Corporate Finance</b></p> <ul style="list-style-type: none"> <li>• M&amp;A Services</li> <li>• Valuations</li> <li>• Infrastructure and Projects</li> <li>• Debt financing and Real Estate Advisory</li> </ul> <p><b>Restructuring</b></p> <ul style="list-style-type: none"> <li>• Operational Restructuring</li> <li>• Financial Restructuring</li> <li>• Cash Management</li> <li>• Crisis Management</li> <li>• Insolvency</li> <li>• Turnaround Executive Management</li> </ul> <p><b>Forensic</b></p> <ul style="list-style-type: none"> <li>• Investigations</li> <li>• Fraud Risk Management</li> <li>• Dispute Advisory Services</li> <li>• Regulatory Compliance</li> <li>• Forensic Technology</li> </ul> <p><b>Internal Audit Services</b></p> <ul style="list-style-type: none"> <li>• Internal Audit</li> <li>• Enterprise Risk Management</li> <li>• Corporate Governance</li> <li>• Regulatory Compliance</li> <li>• Sustainability Services</li> </ul>	<p><b>Financial Risk Management</b></p> <ul style="list-style-type: none"> <li>• Credit Risk</li> <li>• Market Risk</li> <li>• Operational Risk</li> <li>• Insurance Risk</li> <li>• Actuarial Services</li> <li>• Financial Statement Support</li> <li>• Capital Adequacy &amp; Regulatory Services</li> <li>• Financial Instrument Accounting</li> </ul> <p><b>Accounting Advisory Services</b></p> <ul style="list-style-type: none"> <li>• Global Conversion Services</li> <li>• Quality Close</li> <li>• Accounting Support</li> <li>• IPO Reporting Advisory</li> <li>• Post Deal Accounting Advisory</li> <li>• Government Reporting Implementation Process</li> <li>• Bookkeeping services</li> <li>• Payroll services</li> </ul> <p><b>Business Performance Services</b></p> <ul style="list-style-type: none"> <li>• Business Process Sourcing</li> <li>• Business Process Improvement</li> <li>• Change Management</li> <li>• Financial Management</li> </ul> <p><b>IT Advisory</b></p> <ul style="list-style-type: none"> <li>• ERP Controls Integration</li> <li>• Security Services/ Security, Privacy and Continuity</li> <li>• IT Attestation</li> <li>• IT Project Advisory</li> <li>• IRM in External Audit</li> <li>• IRM in Internal Audit / IT Audit</li> <li>• IT Strategy &amp; Governance</li> <li>• IT Sourcing</li> </ul>		

## Partners



**Ismet Kamal**  
Senior Partner  
ikamal@kpmg.com



**Joško Džida**  
Partner  
Audit Services  
jdzida@kpmg.com



**Goran Horvat**  
Partner  
Audit & Advisory Services  
ghorvat@kpmg.com



**Tony Ilijanić**  
Partner  
Audit Services  
tilijanic@kpmg.com



**Daniel Radić**  
Partner  
Advisory Services  
dradic@kpmg.com



**Paul Suchar**  
Partner  
Tax & Regulatory Services  
psuchar@kpmg.com

Contact:

**KPMG Croatia d.o.o.**

Eurotower  
Ivana Lučića 2a/17  
10000 Zagreb  
Croatia

Tel.: +385 (0)1 5390 000

Fax.: +385 (0)1 5390 111

**kpmg.hr**

info@kpmg.hr

**KPMG B-H d.o.o.**

Fra Anđela Zvizdovića 1  
71000 Sarajevo

Tel.: +387 (0)33 29 65 73

Fax.: +387 (0)33 22 10 49

Kralja Petra i Karađorđevića 85A  
78000 Banja Luka

Tel: +387 (0)51 227 030

Fax: +387 (0)51 227 031

Bosnia and herzegovina

**kpmg.ba**

info@kpmg.ba

kpmg.hr  
kpmg.ba

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavour to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

© 2009 KPMG Croatia d.o.o., a Croatian limited liability company and a member firm of the KPMG network of independent member firms affiliated with KPMG International, a Swiss cooperative. All rights reserved. KPMG and the KPMG logo are registered trademarks of KPMG International, a Swiss cooperative. Printed in Croatia