



# French desk

Supporting your success  
in the United Arab Emirates

November 2024

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# Welcome

The number of French companies and French-speaking professionals in the UAE has increased significantly over the past ten years.

The volume of activity and investment between Francophone countries and the UAE suggests a need for professionals with a shared culture, and who are familiar with local requirements.

KPMG Lower Gulf launched a French desk in order to respond to the needs of French companies and French-speaking decisionmakers in the region.

Through French Konnection, a network managed by KPMG in France, our local French desk is also connected with French-speaking professionals working in KPMG offices around the world.

Over the past years, our French desk has been supporting the French business community in the lower gulf, and we are delighted to continue to do so.

We look forward to working with you and providing the services you may need in the pursuit of your organization's growth in the UAE.



**Walid Daoud**  
Partner, Audit  
French Desk Leader  
KPMG in the Lower Gulf

## Who we are

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



Audit, Tax and Advisory services



KPMG Lower Gulf operates from three offices: Dubai, Abu Dhabi and Muscat



Commitment to communities and the environment



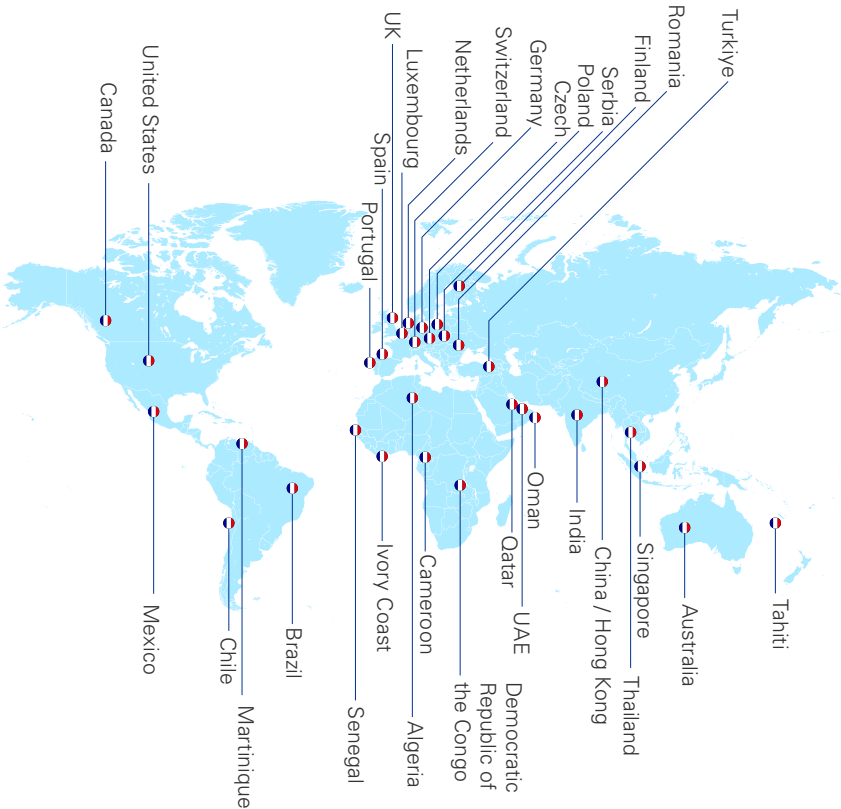
Focused on Emiratization and Omanization



More than 150 partners and directors



1700 outstanding professionals



## KPMG French Konnection

To support French companies in their international expansion, KPMG draws on the strength of French Konnection - a global network of French nationals and French speakers located and/or seconded abroad.

KPMG's French Konnection professionals bring a wealth of professional experience in both international and France-specific concerns, and actively support the needs of French and Francophone companies around the world.

# Our services are designed to match your needs



## Audit

- Have your financial statements audited by a French-speaking team?
- Outsource your bookkeeping and accounting services to Francophones?
- Prepare reports according to the policies and deadlines defined by your French-speaking parent company?
- Improve your understanding of current practices and procedures in your French-speaking subsidiaries?
- Train your finance teams in new accounting standards?



## Advisory

- Find investment opportunities in the lower gulf or in French-speaking countries?
- Perform financial or commercial due diligence?
- Define or implement a business integration plan following an acquisition?
- Review or implement new reporting systems?
- Commit to sustainable development?
- Increase revenue by improving your net promoter score (NPS)?
- Target clients with personalized marketing and optimize your marketing spend?
- Use data & analytics to guide business decisions?



## Tax

- Determine how to most effectively structure your business from a tax perspective?
- Register your presence in the UAE or Oman?
- Undertake tax compliance in the UAE or Oman?
- Obtain litigation support in the UAE or Oman?
- Obtain corporate tax advice?
- Understand how VAT might affect your business?
- Obtain transfer pricing advice?
- Anticipate changes in tax regulation?



# What we do



## Audit



### Audit-related services

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



### Audits of financial statements

Our practice provides auditing services to a large number of companies, ranging from startups to multinational corporations.



### Audit Data & Analytics

Our proprietary D&A technology is integral to our audit methodology. The judgment and professional skepticism of KPMG's audit professionals are now further empowered with intelligent automation and innovative analytics capabilities.



## Management Consulting



### Enterprise solutions

We assist clients to evaluate and develop an enhanced, effective internal operating model, and manage the organizational change required for successful transformation projects.



### Business Transformation

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



### Digital & Customer

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



### People & Change

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



## Deal Advisory



### Valuations

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



### Restructuring

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



### Debt Advisory

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



## Tax



### Transfer Pricing

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



### Corporate secretarial services

Our Corporate Services team supports clients throughout the process of setting up their business. This includes renewal of commercial registration, e-registration of branches, and assistance with the merger process, share transfer process and incorporating amendments required for commercial registration.



### Corporate Tax (CT)

The UAE CT regime has been designed to incorporate best practices globally and minimize the compliance burden on businesses. Our tax professionals harness a blend of global acumen and local insights to develop complete tax solutions that are not just reactive but proactive, foreseeing the challenges that lie ahead.



### Tax compliance and advisory

Our tax professionals assist clients with tax compliance and litigation. The team also provides tax and regulatory advisory services regarding various matters, including inbound/outbound investments, restructuring and withholding taxes.



### VAT

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



## Risk Consulting



### Forensics

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



### Cyber Security

Our professionals can help you work through strategy and governance, organizational transformation, cyber defense and cyber response. Our areas of expertise range from penetration testing and privacy strategy to access management and cultural change.



### Internal Audit & Risk Compliance

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



### Accounting Advisory

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



### ESG

What is your impact on the planet and what is its impact on you? How do you consider and work with the communities you operate in? We can support you in developing an ESG strategy that supports your business growth objectives, while balancing your business' needs with those of the environment, external stakeholders and society.



# About KPMG Lower Gulf

For about 50 years, KPMG Lower Gulf Limited has been providing audit, tax and advisory services to a broad range of domestic and international, public and private sector clients across all major aspects of business and the economy in the United Arab Emirates and in the Sultanate of Oman.

KPMG Lower Gulf is part of KPMG International Cooperative's global network of professional member firms. KPMG firms operate in 143 countries and territories. Established in 1973, KPMG in the UAE and Oman is well connected with its global member network and combines its local knowledge with international expertise.

We are committed to quality and service excellence in all that we do, helping to bring our best to clients and earning the public's trust through our actions and behaviors both professionally and personally.

Our Values guide our behavior day-to-day, informing how we act, the decisions we make, and how we work with each other, our clients, and all of our stakeholders.

They are:



**Integrity:**  
We do what is right



**Excellence:**  
We never stop learning and improving



**Courage:**  
We think and act boldly



**Together:**  
We respect each other and draw strength from our differences



**For Better:**  
We do what matters.

To meet the changing needs of our clients, we have adopted an approach aligned with our global purpose: Inspiring Confidence, Empowering Change.

At KPMG Lower Gulf, we believe that ESG is core to sustainable growth. KPMG's Global ESG Plan details its commitments across four ESG categories: planet, people, prosperity, and governance. These four priority areas assist us in defining and managing our environmental, social, economic and governance impacts to create a more sustainable future. We aim to deliver growth with purpose. We unite the best of KPMG to help our clients fulfil their purpose and deliver against the SDGs, so all our communities can thrive and prosper.

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





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