



# U.S. Germany Corridor

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



U.S. International Corridors

---

[kpmg.com](http://kpmg.com)

# Your activities in the United States and Germany

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

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

In the United States, Holger Erchinger, a German national with more than 27 years of experience in serving companies on audit, audit-related, and consulting engagements, leads KPMG in the U.S.'s Germany Corridor practice focusing on German-based companies and their subsidiaries in the United States. In Germany, Warren Marine, a U.S. national, leads the U.S. Country practice in KPMG AG focusing on U.S. companies with operations in Germany. Warren and Holger, as well as their respective teams, are focused on your unique and evolving needs and expectations.

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





# The U.S. and German Practices

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

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

The next two pages provide an overview of the depth and breadth of services available to you from the KPMG firms in Germany and the U.S. With the exception of a few select services, such as legal services, which KPMG in the U.S. does not provide, most of these services are offered in both countries. Regardless of which phase of development your business is in—acquisitions/establishment, integration/structuring, growth/expansion, restructuring, or wind-down/insolvency—KPMG professionals are able to support you.

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



**Holger Erchinger**  
**Partner in Charge,**  
U.S. Germany Corridor  
KPMG U.S. International  
Corridors, KPMG in the U.S.



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

# Our experience—your advantage



## Acquisitions/Establishment

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



## Growth/Expansion

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



## Wind-down/Insolvency

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



## Integration/Structuring

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



## Restructuring

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

# Our challenge—our approaches

## TAX

- Transfer Pricing Services
- Global Mobility Services
- Location Analysis and Site Selection
- Tax Transformation Services
- International/Corporate Tax
- Indirect Tax Services
- M&A Tax

## CONSULTING

- Digital Compliance
- Digital Finance
- Cyber Security
- ERP & CRM Consulting
- CIO Advisory
- Supply Chain and Procurement
- Data Analytics & Operations
- Cloud Transformation

## AUDIT

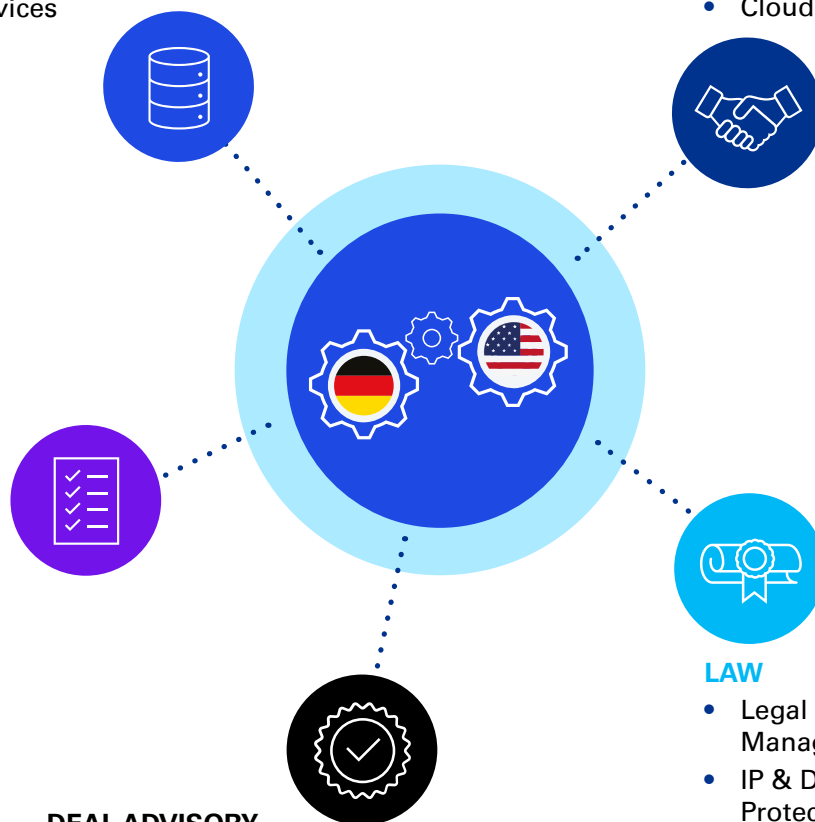
- Assurance
- Attestation
- Forensic
- Finance Advisory

## DEAL ADVISORY

- Mergers & Acquisitions
- Financial/commercial & ESG due diligence
- Integration & Separation
- Target Search
- Restructuring
- Valuation
- Debt Advisory
- Equity Capital Markets Advisory

## LAW

- Legal Compliance Management
- IP & Data Protection Law
- Law Mergers and Acquisitions
- Reorganizations and Group Incorporations
- Global Entity Management (Corporate Secretary)
- Employment and Immigration Law



Note: KPMG in the U.S. does not provide legal services.

Legal services are provided by KPMG in Germany by KPMG Law Rechtsanwalts-gesellschaft mbH. All services referenced above are provided by KPMG member firms. KPMG International does not provide client services

# Your specialists for investments in the United States



35,000

KPMG in the U.S. employs more than

professionals in the United States

KPMG in the U.S. has

100+

business offices and operates in all



**KPMG in the U.S. specialists provide wide-ranging professional services for their clients.**



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



German- and English-speaking teams integrating both American and European thinking into their work.



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



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



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



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

# Your specialists for investments in Germany

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



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

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



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



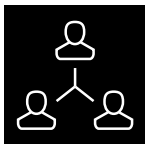
Through cross-border cooperation between KPMG in Germany and KPMG in the U.S., including mutual secondments and in project teams, there is a continual exchange of know-how, which enables the best possible utilization of local experience.



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



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



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



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

# KPMG service line leads

## Audit



**Holger Erchinger**  
**Partner in Charge,**  
U.S. Germany Corridor  
T: +1 212 909 5229  
E: herchinger1@kpmg.com



**Warren Marine**  
**Partner,**  
Head of U.S. Country Practice  
in Germany  
T: +49 711 9060 41300  
E: warrenmarine@kpmg.com



**Achim Wolper**  
**Seconded Partner,**  
Head of German Audit  
Practice in the U.S.  
T: +1 212 954 4683  
E: awolper@kpmg.com

## Accounting Advisory Services



**Ingo Zielhoff**  
**Partner,**  
U.S. Germany Corridor  
T: +1 212 872 4423  
E: ingozielhoff@kpmg.com



**Orhan Tezsoy**  
**Partner,**  
Accounting & Process  
Advisory  
T: +49 201 455 8560  
E: otezsoy@kpmg.com

## Tax



**Judd Schreiber**  
**Principal,**  
U.S. Germany Corridor,  
Tax Services  
T: +1 617 988 1306  
E: juddschreiber@kpmg.com



**Ulrich Schmidt**  
**Principal,**  
Global Location and Expansion  
Services  
T: +1 267 256 2786  
E: ulrichschmidt@kpmg.com



**Martin Baltes**  
**Seconded Partner,**  
International Tax  
T: +1 212 909 5840  
E: mbaltes1@kpmg.com



**Marko Gruendig**  
**Principal,**  
Tax – Strategic Corporate  
T: +1 973 315 2696  
E: mgruendig@kpmg.com



**Markus Gsoedl**  
**Partner,**  
M&A Specialist  
T: +49 69 9587 3910  
E: mgsoedl@kpmg.com



**Christian A. Schmid**  
**Partner,**  
Inbound Markets Tax Lead  
T: +49 89 9282 1395  
E: christianschmid@kpmg.com



# KPMG service line leads (continued)

## Law



**Lars Meixner**  
**Partner,**  
KPMG Law  
Rechtsanwaltsgesellschaft mbH  
T: +49 711 781923 444  
E: lmeixner@kpmg-law.com

## Deal Advisory and Strategy



**Marc Schmidt**  
**Principal,**  
Deal Advisory  
T: +1 312 665 8461  
E: mschmidt3@kpmg.com



**Christian Specht**  
**Partner,**  
Deal Advisory and  
Corporate Finance  
T: +49 69 9587 2240  
E: cspecht@kpmg.com



**Frank Kaiser**  
**Principal,**  
M&A Services  
T: +1 415 9 63 7318  
E: frankkaiser@kpmg.com

## Consulting



**Jonas S. Eberle**  
**Managing Director,**  
Consulting  
T: +1 212 954 6351  
E: jeberle@kpmg.com



**Günter Breuer**  
**Director,**  
Consulting  
T: +49 221 2073 5029  
E: gbreuer@kpmg.com



**Thomas Beyer**  
**Global Head,**  
Technology Transformation  
T: +1 858 585 0407  
E: tbeyer1@kpmg.com



**Ronald Paschen**  
**Partner,**  
Consulting  
T: +49 69 9587 6409  
E: rpassen@kpmg.com

# KPMG service line leads (continued)

Capital Markets,  
IPOs, SPAC  
Transactions,  
Securities  
Offerings, and  
SEC filings



**Holger Erchinger**  
**Partner in Charge,**  
U.S. Germany Corridor  
**T:** +1 212 909 5229  
**E:** herchinger1@kpmg.com



**Warren Marine**  
**Partner,**  
Head of U.S. Country Practice  
in Germany  
**T:** +49 711 9060 41300  
**E:** warrenmarine@kpmg.com

Risk  
Advisory  
Solutions



**Jonas S. Eberle**  
**Managing Director,**  
Consulting  
**T:** +1 212 954 6351  
**E:** jeberle@kpmg.com



**Luisa Maria Esterhazy  
von Galantha**  
**Partner,**  
Risk & Compliance Services  
**T:** +49 89 9282 4788  
**E:** lesterhazy@kpmg.com



**Michael Isensee**  
**Partner,**  
Technology Assurance  
**T:** +1 206 913 4229  
**E:** misensee@kpmg.com



**Ric Kimball**  
**Principal,**  
Internal Audit & Enterprise  
Risk  
**T:** +1 404 222 3407  
**E:** ekimball@kpmg.com

Corporate  
Finance



**Christian Specht**  
**Partner,**  
Deal Advisory and  
Corporate Finance  
**T:** +49 69 9587 2240  
**E:** cspecht@kpmg.com



## More on the topic

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

Whether it's country-specific knowledge, clearly structured information on current challenges, facts and figures on investment activities of U.S. and German companies, or background knowledge for planning international transfers, KPMG has the right professionals and resources to help you with your international, cross-border investments.

**Scan the QR code to learn more about KPMG U.S. International Corridors**



# Contact Us



**Michael Gruendel**  
**Senior Manager, International Business**  
Country Practice USA  
**T:** +49 711 9060 44689  
**E:** mgruendel1@kpmg.com



**Danette Shipe**  
**Associate Director, Channel Marketing**  
KPMG U.S. International Corridors  
**T:** +1 415 963 7147  
**E:** dshipe@kpmg.com

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

[kpmg.com/socialmedia](https://kpmg.com/socialmedia)



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 endeavor 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 upon such information without appropriate professional advice after a thorough examination of the particular situation.

© 2022 KPMG LLP, a Delaware limited liability partnership and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved. The KPMG name and logo are trademarks used under license by the independent member firms of the KPMG global organization. NDP378846