

Growing family businesses

Family Office & Private Clients
KPMG Private Enterprise in Malaysia

We bring fresh perspective and practical insights, from succession planning to business strategies, to help you grow a thriving multigenerational family business that is built to last.

Empowering family businesses

You and your family have worked hard to build your business and wealth, which will become your legacy. At KPMG Private Enterprise, we understand the pressures you're facing to mitigate the increasing risks and complexities to preserve your legacy for tomorrow.

KPMG-STEP Global Family Business Survey 2022: The Regenerative Power of Family Businesses

- Highlights out of Malaysia

1

Entrepreneurial orientation: Family businesses in Malaysia have a high level of proactiveness and risk-taking, but limited innovativeness.

2

Socioemotional wealth: Family control is a priority for long-term sustainability of core businesses. Socioemotional wealth is valued beyond financial wealth.

3

Motivational leadership: Majority engaged in an authoritarian leadership, but there's a growing trend towards transformational leadership

Assisting family businesses in different lifecycles



Starting a new business

Now is the time to turn your entrepreneurial ideas into a business reality. KPMG Private Enterprise can help you in the process, from establishing your operations and raising capital, to international expansion and outbound investments.



Growing your business

Whether you're looking to grow organically, through mergers and acquisitions (M&A), locally, or by global expansion, discover how to break through to the next level to achieve sustainable, profitable growth.



Strengthening your business

In today's fast paced economy, it's all about driving peak performance. KPMG Private Enterprise advisers are dedicated to helping you lower your risks, strengthen your operations, and create an effective plan of action.



Transitioning your business

Whether you plan to sell your business, launch an Initial Public Offering (IPO), or shift leadership to the next generation, the right team can help you explore your options to foster a smooth transition.



Succession and integrate the next generation

Ownership succession and management succession are among the toughest and most critical challenges to family businesses. Even the most well-intentioned, talented business owners can fail at succession if the family, ownership, and business systems have not been sufficiently prepared for the transition.

KPMG Private Enterprise can assist you in fast-changing environment and provide quality and practical advice.

KPMG Private Enterprise services and support for family businesses



Addressing business needs

- Audit and assurance
- Tax advisory
- Merger and acquisitions (M&A)
- Initial Public Offering (IPO)
- Corporate finance
- IT advisory
- Data and analytics
- People and change
- ESG



Addressing family needs

- Family office set-up
- Asset restructuring and holding structure planning
- Tax efficiency review
- Succession planning
- Technology enablement
- Philanthropy
- Training



Legal and Shariah advisory

Legal and Shariah advisory services are provided by Zaid Ibrahim & Co. (in association with KPMG Law), thereby offering clients with end-to-end operations and legal support for your family business.

In Malaysia, Zaid Ibrahim & Co. operates in association with KPMG Law, a member of KPMG's Global Legal Services network, and is an independent legal firm and a separate entity from KPMG in Malaysia in line with local requirements.



Case study

An entrepreneur requested for professional guidance to develop an overarching strategy for the assets he invested globally, with the intent to enhance tax efficiency to suit the needs of his family business that was built from the ground up.

How KPMG Private Enterprise helped

KPMG Private Enterprise professionals guided the entrepreneur to create a new holding structure with tax efficiency in mind. For new acquisitions and investments, support was provided in the form of due diligence and corporate finance services, with advice on tax management and structuring of deals to maximize value.

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www.kpmg.com.my/privateenterprise



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