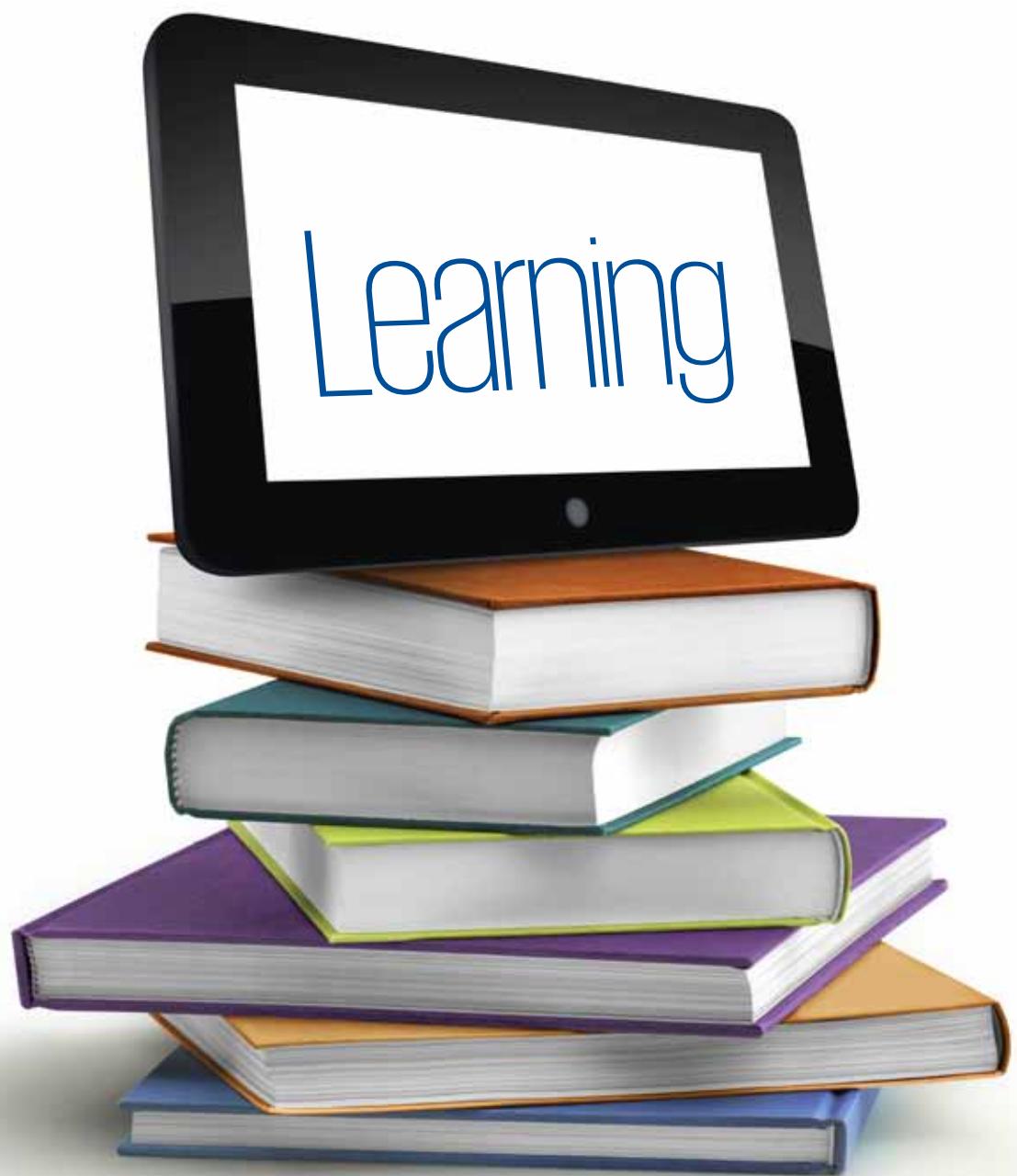




KPMG Training Academy



The KPMG Training Academy has been created to stand for excellence in knowledge sharing. We have selected some of our most talented people who have both the right technical knowledge and the interpersonal skills to bring fresh thinking, facilitate an exchange of ideas and turn knowledge into value for the benefit of our clients, our community and our people.

Why business people choose our Academy program

Having the right people is vital for a healthy business. Training and development are important factors in motivating and retaining valuable people.

Our events and education programs bring together:

An experienced team with proven credentials

Our people have in-depth knowledge complemented by practical experience and interpersonal & communication skills that will make each event a value added experience for all participants. They have a proven track record in delivering best practice, insights and tailored presentations to businesses.

The people we have selected have appropriate professional qualifications together with a commitment to building honest and open relationships and providing a responsible service.

Fresh thinking: efficiency and clarity

In choosing KPMG Training Academy, you can be sure that you are selecting a team and a firm which has innovative ideas, is fully conversant with the topics under discussion and has done the respective work before. We are here to propel forward efficient solutions and bring clarity and vision to the matters you are concerned with. We will leverage our extensive experience and thought leadership to deliver robust and flexible programs that address the needs of strategic, middle and entry level professionals.

The right approach

We provide an unrivalled value proposition. Our views on the importance of education have become an integral part of the KPMG philosophy and have been incorporated into our approach to engagements for our clients.

Skills

Our presenters are recognized professionals from KPMG as well as top business leaders or renowned academics. They are among the most talented and experienced in the industry.

Methodologies

We adapt our training techniques to the level and skills of the audience. Our approach varies based on the learning objectives discussed and agreed with our clients. We run a mixture of open courses with standard content and courses tailored to the specific needs of clients. Our courses are engaging and interactive. Our trainers are skilled in using varying methodologies to make your learning fun and memorable.

Materials

Our presentation materials are frequently updated and provide valuable support: they are complete and user friendly. Tailored programs are developed based on a preliminary gap analysis between the required job performance and the existing skill level of the participants, considering the organization's objectives.

Practical focus

We aim to differentiate ourselves in the training business by capitalizing on a highly valuable resource: the practical experience of our trainers. We want to set ourselves apart by providing tuition that is highly practical, focused and interactive.

Logistical support

Our logistics team will create the optimum environment for your learning to be as effective as possible – registration, administrative support, organizational aspects, etc. are handled by our experienced team.

Facilities

Our conference center is designed as an optimum framework for professional learning sessions. Built specifically for this purpose, it is modern and offers a range of conference and training rooms for all requirements.

Two conference rooms situated on the ground floor can accommodate individually up to 100 people. They can be joined together to form one large conference room covering an area of 225 square meters and accommodating 150 people. On the upper floors several meeting and training rooms can accommodate small groups of up to 30 people. The Conference rooms are fully equipped with state-of-the-art audio visual facilities to support our programs.

Value for money

Clients say our Academy programs exceed expectations and offer a value-for-money service.

Winning partnerships

We aim to provide clear answers to your questions; we engage our entire team of professionals to support our programs in Romania.

More importantly, you will benefit from the international dimension of the KPMG global network of firms and local and international partnerships to obtain a synergy of skills and experience.



Training Programs Portfolio

- Accounting fundamentals: Module 1
- Accounting fundamentals: Module 2
- Business skills for non-accountants: Module 1 – Understanding basic financial statements
- Business skills for non-accountants: Module 2 – Analysing financial performance
- Business skills for non-accountants: Module 3 – Controlling costs and decision makers
- Financial management
- Introduction to segregation of duties and internal controls
- Advanced segregation of duties and internal controls
- Introduction to controlling
- Advanced controlling
- Taxation

- Talent pool
- Technology enabler in SSCs / BPOs
- Data science for SSCs / BPOs
- Benchmarking
- Business English / Writing skills
- IFRS Academy
- IFRS – Keeping your knowledge fresh and focused
- IFRS – Keeping you Up-to-date
- IFRS – Cash flow statements – understand and prepare!
- IFRS – Consolidated financial statements for Basic Groups
- IFRS – Consolidated financial statements for Complex Groups
- IFRS: Financial instruments
- ACCA (Association of Chartered Certified Accountants)
- IFRS - DipIFR: Training to obtain ACCA's Diploma in International Financial Reporting



01

Course level: Introductory



Accounting fundamentals: Module 1

Who should attend?

- Junior employees (with a non-accounting background) involved in accounting roles, shared services, business process outsourcing or similar lines of business.

Why should you participate – what do you and your company stand to gain?

- If you're just starting out in finance or if you work in finance but have no professional qualification to show for your experience yet, this training course will develop your knowledge and understanding of the main types of business transactions and documentation and how these are recorded in an accounting system up to the trial balance and financial statements stage.
- It will help you develop knowledge and understanding of the operational aspects of maintaining accounting records, and will include procedures to learn and show you how to record these transactions in the books of prime entry.
- The training course also includes an introduction to the principles of double entry and to understanding how an accounting system works.

What are the key topics on the agenda?

- What is a business? Defining accounting and the major components of financial reporting.
- Types of business transactions and documentation.
- Duality of transactions and the double entry system.
- Sales and Credit transactions.
- Purchases and Credit transactions.
- The principles behind VAT and accounting for VAT.
- Preparing ledger accounts, trial balance, balance sheet and profit or loss account.
- Interrelations between the financial statements.
- Practical case studies.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2-3 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



02

Course level: Intermediary



Accounting fundamentals: Module 2

Who should attend?

- Staff involved in accounting roles, shared services, business process outsourcing or similar lines of business wishing to develop their accounting knowledge and skills using a very practical approach.

Why should you participate – what do you and your company stand to gain?

- This course will help you develop knowledge and understanding of the underlying principles and concepts relating to maintaining financial records and technical proficiency in the use of double-entry accounting techniques including the preparation of basic financial statements.

What are the key topics on the agenda?

- Duality of transactions and the double entry system – overview using a variety of practical case studies.
- Accounts Payable and related business documentation.
- Accounts Receivable and related business documentation; accounting for bad and doubtful debts.
- Non-current assets: initial recognition, depreciation, revaluation, disposals.
- Period end adjustments: accruals and prepayments.
- Introduction to accounting for provisions.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2-3 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



03

Course level: Introductory



Business skills for non-accountants: Module 1 – Understanding basic financial statements

Who should attend?

- Non-accountants wishing to understand financial statements: (operational, IT, sales and marketing, logistics etc.).
- Managers and decision makers who do not have an accounting background.

Why should you participate – what do you and your company stand to gain?

- You are involved in making business decisions (preparing and analysing budgets and forecasts, deciding between different investment alternatives, collecting receivables and deciding on pricing strategies etc.). You cannot afford to ignore the impact that your decisions have from a financial stand point and you need to break the communication barrier with your accountants and finance professionals to benefit the organisation as a whole.
- Our highly interactive course will assist you in building your financial vocabulary and in understanding how financial statements fit together and should be used in making fully informed, competitive business decisions.

What are the key topics on the agenda?

- What is a business? Defining accounting and the major components of financial reporting.
- The main elements of the balance sheet: definitions, measurement and recognition criteria for assets, liabilities and equity.
- Understanding the major categories of assets: non-current (focus on property, plant and equipment and depreciation) and current assets (inventories, receivables, cash).
- Understanding the major categories of liabilities: non-current and current liabilities.
- The main elements of the Profit or Loss Account: income and expenses and illustrations of the accruals basis of accounting. Cash vs profit.
- Understanding the flow of information through an organisation from the original source documents to the financial statements.
- Introduction to double entry bookkeeping.
- Interrelations between the financial statements.

Can this program be tailored to individual company needs?

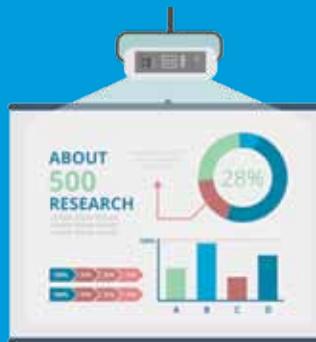
- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2-3 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



04

Course level: Introductory / Intermediary



Business skills for non-accountants: Module 2 – Analysing financial performance

Who should attend?

- Top executives, general managers and other business leaders and decision makers who are non-accountants or accountants wanting to refresh their ability to interpret financial statements in assessing business performance.

Why should you participate – what do you and your company stand to gain?

- You will refresh your knowledge and understanding of elements of a financial statement and review an entity's balance sheet, profit or loss account and cash flow statement. We will assist you in analysing whether an entity is performing well or poorly, and whether it appears to be financially flexible or merely struggling to survive.
- We will assist you in making valid comparisons between different companies.

What are the key topics on the agenda?

- Understanding the main financial statements and their elements (balance sheet, profit or loss account, cash flow statement).
- Impact of accounting principles used.
- How to analyse past financial performance (principles of analytical review) and use assessment to identify trends for the future.
- Uses and limitations of financial analysis.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2-3 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



05

Course level: Introductory



Business skills for non-accountants: Module 3 – Controlling costs and decision makers

Who should attend?

- Accountants, financial controllers, auditors and all those interested in preparing or using management accounts.

Why should you participate – what do you and your company stand to gain?

- Management accounting provides the information that management use for decision making purposes. Its quality and appropriateness for use will be determining factors in the decision making process. This course will give you an interactive approach to learning how to build an efficient organisation i.e. improve cost/income performance.

What are the key topics on the agenda?

- Accounting for inventories.
- Cost classification and behaviour.
- Standard costing and variance analysis.
- Costing systems: absorption, marginal, ABC costing, target costing.
- How to generate cost / income improvement through re-engineering company processes – the consultant's approach.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2-3 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



06

Course level: Introductory / Intermediary



Financial management

Who should attend?

- Managers and employees in controlling, financial accounting as well as in cost accounting, corporate planning, management information, business administration and development.
- Managers from sales, marketing and production.

Why should you participate – what do you and your company stand to gain?

- To develop knowledge and skills in the application of management accounting techniques to quantitative and qualitative information for planning, decision-making, performance evaluation and control.
- To develop knowledge and skills expected of a financial manager, to train you for your actual role in the company as a consultant and a partner of the management.

What are the key topics on the agenda?

- Introduction to Management Accounting: cost classification and behaviour.
- Decision making techniques: relevant cost analysis, limiting factors, dealing with risk and uncertainty in decision making.
- Budgeting and control: needs for budgets, types of budgets, Alternative approaches to budgeting, Commonly used budgets, Budgetary Control Process, Limitations of Budgets.
- Financial management function: the nature and purpose of financial management, financial objectives and relationship with corporate strategy, stakeholders and impact on corporate objectives.

Can this program be tailored to individual company needs?

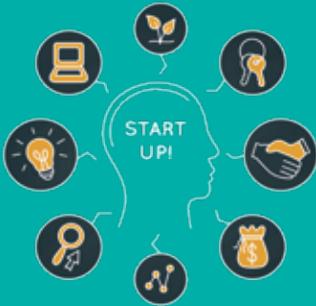
- Yes – to the specifics of your business – to include industry relevant examples and case studies.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



07

Course level: Introductory



Introduction to segregation of duties and internal controls

Who should attend?

- Professionals involved in providing outsourcing services (shared services, business process outsourcing etc.) wishing to obtain an understanding or a better understanding of internal controls and proper segregation of duties.

Why should you participate – what do you and your company stand to gain?

- It will help you develop knowledge and understanding of the concepts of maintaining a healthy control environment, compliance, including the segregation of responsibilities in such a manner as to ensure the avoidance of performing conflicting activities.

What are the key topics on the agenda?

- Definitions of internal controls.
- Roles and responsibilities in internal controls.
- Segregation of duties - purpose, means of efficient implementation.
- Connection between internal controls and the segregation of duties.

Can this program be tailored to individual company needs?

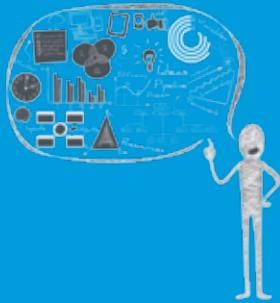
- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company).

Duration

1 working day.

Program language

Available both in English and in Romanian.



08

Course level: Introductory / Intermediary / Advanced



Advanced segregation of duties and internal controls

Who should attend?

- Process responsible, management team and compliance & internal control professionals wishing to obtain an understanding or a better understanding of the internal controls and proper segregation of duties.

Why should you participate – what do you and your company stand to gain?

- It will help you develop knowledge and understanding of the concepts of maintaining a healthy control environment, compliance, including the segregation of responsibilities in such a manner as to ensure the avoidance of performing conflicting activities.

What are the key topics on the agenda?

- Definitions of internal controls.
- Roles and responsibilities in internal controls.
- Limitations of internal controls.
- Internal controls and their role in improvement of processes.
- Mitigating actions for internal controls.
- Segregation of duties - purpose, means of efficient implementation.
- Connection between internal controls and the segregation of duties.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

1 working day.

Program language

Available both in English and in Romanian.



09

Course level: Introductory



Introduction to Controlling

Who should attend?

- Junior controllers or accounting professionals within shared services structures, business process outsourcing or similar lines of business wishing to gain an understanding of the controlling activities.

Why should you participate – what do you and your company stand to gain?

- It will help you to gain an understanding of the basic controlling principles and processes, as well as the main tools in the controller's hands.

What are the key topics on the agenda?

- Basic concepts in controlling.
- Controller's function and his/her role in the organization.
- Controlling processes and means of implementation.
- Controlling tools.
- Budgeting, planning and reporting.
- Introduction to cost controlling.
- Introduction to project controlling.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

2 working days.

Program language

Available both in English and in Romanian.



10

Course level: Intermediary / Advanced



Advanced Controlling

Who should attend?

- Managers and employees in controlling, financial accounting and cost accounting, working within shared services structures, business process outsourcing or similar lines of business wishing to improve their knowledge of controlling.

Why should you participate – what do you and your company stand to gain?

- Controlling activities can be a powerful tool in the hands of management. Furthermore, the benefits of efficient implementation of controlling activities are numerous. Controlling also helps the achievement of organisational goals, facilitates coordination, helps make efficient use of resources, controlling is a gatekeeper for financial discipline in a company. This course will help you strengthen your controlling abilities and knowledge, benefitting both you as a professional and the company you work with.

What are the key topics on the agenda?

- Advanced budgeting, planning and reporting.
- Key performance indicators.
- Short, medium and long term planning.
- Strategic management.
- Advanced cost controlling.
- Advanced project controlling.
- Industry practice.

Can this program be tailored to individual company needs?

- The program must be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

1 or 2 working day(s), depending on the needs.

Program language

Available both in English and in Romanian.



11

Course level: Introductory / Intermediary / Advanced



Taxation

Who should attend?

- Professionals carrying out tax / accounting compliance activities in outsourcing companies.

Why should you participate – what do you and your company stand to gain?

- Staff involved in tax and/or accounting roles, shared services, or business process outsourcing wishing to develop their tax knowledge and skills using a very practical approach will benefit from this course.

What are the key topics on the agenda?

- VAT treatment of transactions.
- VAT reporting obligations.
- Invoicing issuance and archiving requirement.
- Withholding tax implications, including the application of DTTs.
- Corporate tax deductibility requirements.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

1 working day.

Program language

Available both in English and in Romanian.



12

Course level: Intermediary / Advanced

Talent pool

Who should attend?

- Top and middle managers.

Why should you participate – what do you and your company stand to gain?

- Talent pool management is challenging nowadays, starting with recruiting the personnel with the appropriate mix of technical skills / competences and language capabilities, on-boarding, development, retainment etc. Considering that people are the most important "assets" of a service provider, talent pool management is an important and hot topic.

What are the key topics on the agenda?

- Creating and sustaining a high performing team.
- Acquiring the right talent.
- On boarding for rapid success.
- Performance objectives alignment.
- How to identify talent for the leadership pipeline and expertise role (technical ladder).
- Development plans for transition and closing capability gaps.
- Technical ladder development path (how to become a successful manager?).
- Employee engagement and retention.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

1 working day.

Program language

Available both in English and in Romanian.



13

Course level: Introductory / Intermediary / Advanced



Technology enabler in SSCs / BPOs

Who should attend?

- Senior professionals responsible for IT/technology selection and implementation in outsourcing companies: CTO, CIO, executive management team, etc.

Why should you participate – what do you and your company stand to gain?

- Understanding and making use of the technologies available today in SSC/CC operations is key to an effective and efficient use/allocation of resources.

What are the key topics on the agenda?

- Current technologies and key trends (e.g. Natural Voice Recognition) for SSC/CC operations/platforms.
- Algorithms and AI (predictive analytics, machine learning vs. deep learning).
- Use of office automation tools.
- System integration techniques.
- Standardisation of IT processes (IT service management).

Can this program be tailored to individual company needs?

- No.

Duration

1/2 Day (half a day).

Program language

Available both in English and in Romanian.



14

Course level: Introductory / Intermediary / Advanced



Data Science for SSCs / BPOs

Who should attend?

- Top and middle managers.

Why should you participate – what do you and your company stand to gain?

- Understanding and making use of the data available in the IT/ operational systems is key to a sound understanding of the business health and effective & efficient allocation of resources. Building clear yet comprehensive dashboards can also ease the analyses and speed up decision making.

What are the key topics on the agenda?

- Data modelling techniques.
- Data visualization techniques.
- Building clean dashboard layouts + drill down capabilities.
- Datamining Algorithms and AI (predictive analytics, machine learning vs. deep learning).

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

2 -3 days.

Program language

Available both in English and in Romanian.



15

Course level: Introductory / Intermediary



Benchmarking

Who should attend?

- Process responsibles and the management team required to obtain an understanding or a better understanding of the benchmarking process.

Why should you participate – what do you and your company stand to gain?

- Benchmarking helps you understand your company's current position as compared to historical data, other players in the market etc. as a first step in identifying areas of improvement. Subsequently, measures can be taken in order to improve performance and to increase the competitive advantage.

What are the key topics on the agenda?

- Definition of benchmarking.
- Importance of benchmarking.
- Types of benchmarking.
- Data collection, big data vs. data analytics.
- Steps of benchmarking.
- Keys to successful benchmarking.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.

Duration

1 working day.

Program language

Available both in English and in Romanian



16

Course level: Introductory / Intermediary / Advanced



Business English / Writing skills

Who should attend?

- This course will benefit all who use or expect to use English in their work and who would like to improve their language and writing style on business topics. It is focused particularly on native Romanian speakers, who already have a good working knowledge of English, and part of the course involves discussion of some specific issues of translation from Romanian to English.

Why should you participate – what do you and your company stand to gain?

- English is an international language of business, which many of us use frequently in our communications, both with clients and with expats in our own offices. Accuracy in English, as well as the ability to write clearly and succinctly on business topics, is critical to getting the message across and making a good impression. While there are many English courses on offer in Romania, this one is different because it is led by a native English speaker who has good knowledge of Romanian. It consequently focuses on some particular issues faced by native Romanian speakers, as well as developing more general language and writing skills.
- The course will help you to speak and write English more like a native speaker as well as to write more clearly on business topics.

What are the key topics on the agenda?

- The focus is on a practical approach to learning, and the course comprises oral exercises, as well as written work, carried out in small groups, which is later discussed within the class as a whole.
- The course will include:
 - A review of some common errors made by native Romanian speakers.
 - Some guidelines on emails and other written communications.
 - E mail writing exercise- contacting a potential new client.
 - How to present complex topics clearly.
 - Discussion of different writing styles for different purposes.
 - Further oral/written exercises depending on time.

Can this program be tailored to individual company needs?

- Yes, the program can be tailored to focus on the specifics of the company's activity by prior discussion when the course is arranged. The schedule can also be adapted, e.g. 2 half days, or a shorter/longer program as required.

Duration

One day, normally 09.00-17.00.

Program language

English, with some Romanian to explain translation issues.



16

Course level: Introductory / Intermediary



IFRS Academy

Who should attend?

- All those interested in understanding IFRS from both a theoretical and a practical/applied perspective. More than half of the time is allocated to discussing examples, approaching questions, and handling case studies.

Why should you participate – what do you and your company stand to gain?

- To gain / consolidate your understanding of IFRS. The programme's key objective is to familiarise you with the requirements of the main IFRSs and give you a practical approach to understanding the standards.

What are the key topics on the agenda?

- Introduction to IFRS (the Conceptual Framework for Financial Reporting, IAS 1 Presentation of Financial Statements).
- IAS 2 Inventories.
- Accounting for non-current assets (IAS 16 Property, Plant and Equipment, IAS 38 Intangible Assets, IAS 40 Investment Property, IAS 20 Accounting for Government Grants, IAS 23 Borrowing Costs, IAS 36 Impairment of Assets, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations).
- IAS 37 Provisions, contingent liabilities and contingent assets.
- IAS 10 Events after the balance sheet date.
- Revenue recognition: IAS 18 Revenue and IAS 11 Construction contracts (both to be superseded by IFRS 15 as of 1 January 2018); Brief introduction to IFRS 15 Revenue from Contracts with Customers (applicable from 1 January 2018).
- IAS 17 Leases; Brief introduction to IFRS 16 Leases (applicable from 1 January 2019).
- IAS 8 Accounting policies, changes in accounting estimates and errors.
- IAS 7 Statement of Cash Flows.

Can this program be tailored to individual company needs?

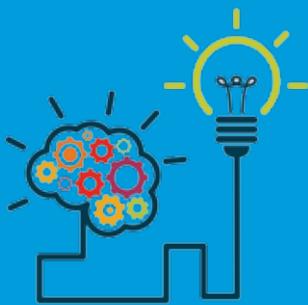
- Yes – in terms of standards covered.
- Yes – to the specifics of your business – to include industry relevant examples and present your group's policies as detailed in your last available annual report.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



17

Course level: Intermediary / Advanced



IFRS

Keeping your knowledge fresh and focused

Who should attend?

- Professionals, managers and executives in a finance & accountancy role that have already been exposed to IFRS and need to bring themselves up-to-speed with the main requirements of the more advanced IFRSs and understand how these are being applied.
- Q&A sessions and the use of clear and concise examples will assist you in consolidating your knowledge.

Why should you participate – what do you and your company stand to gain?

- You will be receiving an update of the requirements of the more advanced IFRSs with a focus on how these are applied in practice.

What are the key topics on the agenda?

- Revenue recognition: IFRS 15 Revenue from Contracts with Customers (applicable from 1 January 2019); Impact of the changes for companies working in different industries.
- IFRS 16 Leases (applicable from 1 January 2018).
- Income taxes – current and deferred
- Understanding and accounting for financial instruments.
- Cash Flow Statements – more complex financial statements.

Can this program be tailored to individual company needs?

- Yes – in terms of standards covered.
- Yes – to the specifics of your business – to include industry relevant examples and present your group's policies as detailed in your last available annual report.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



18

Course level: Advanced



IFRS

Keeping you Up-to-date

Who should attend?

- Professionals, managers and executives in a finance & accountancy role that have already been exposed to IFRS and want an update of the latest developments and proposals of the IASB.

Why should you participate – what do you and your company stand to gain?

- Our program allows you to stay ahead: understand the latest issued IFRSs, IFRICS and Exposure Drafts.

What are the key topics on the agenda?

- Introduction, general developments and IASB work program.
- IAS/IFRS and IFRIC developments.
- Latest Exposure Drafts.
- Annual improvements to IFRSs effective in the current financial year.

Can this program be tailored to individual company needs?

- Yes – in terms of standards covered.
- Yes – in terms of schedule: 1 full day or 2 ½ days (either consecutive or separate).

Duration

1 day, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



19

Course level: Intermediary / Advanced



IFRS

Cash flow statements – understand and prepare!

Who should attend?

- Accountants, advisors and all those interested in understanding how to prepare and interpret individual company cash flow statements under IFRS.

Why should you participate – what do you and your company stand to gain?

- You will learn the theory behind IAS 7 Cash Flow Statements and will consolidate your understanding by numerous practical examples. By the end of the session, you will receive the knowledge and skills you need in order to be able to prepare, present and interpret cash flow statements.

What are the key topics on the agenda?

- Scope and benefits of cash flow information definitions.
- Presentation of a cash flow statement.
- Reporting cash flows from operating activities: the direct and the indirect method.
- Reporting cash flows from investing and financing activities.
- Interpreting cash-flow statements.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored to end with a module requiring participants to prepare their own company's cash flow statement – using your assistance and information.
- Yes – in terms of schedule: 1 full day or 2 ½ days (either consecutive or separate).

Duration

1 day, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



20

Course level: Intermediary



IFRS

Consolidated financial statements for Basic Groups

Who should attend?

- CFOs, chief accountants, business advisors and all those who need to prepare consolidated financial statements, need to prepare accounts for upper consolidation or need to understand, interpret or analyse group accounts.

Why should you participate – what do you and your company stand to gain?

- This is a highly interactive course with a practical focus delivered by our technical experts who have strong experience in dealing with consolidation of accounts.

What are the key topics on the agenda?

- Introduction to Groups and Consolidated Financial Statements.
- Different types of investments in shares: subsidiaries, associates and trade investments and their related accounting treatment.
- The Consolidated Statement of Financial Position for a Basic Group (Parent, Subsidiary and Associate).
- The Consolidated Statement of Profit or Loss and Other Comprehensive Income for a Basic Group (Parent, Subsidiary and Associate).
- Main Group accounts workings and adjustments: goodwill, non-controlling interest, intercompany balances and transactions, mid-year acquisitions, fair value adjustments.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company. It would be value adding to effectively present the entity's group accounts and discuss its specific accounting policies.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



21

Course level: Advanced



IFRS - Consolidated financial statements for Complex Groups

Who should attend?

- CFOs, chief accountants, business advisors and all those who need to prepare consolidated financial statements, need to prepare accounts for upper consolidation or need to understand, interpret or analyse group accounts in the context of complex group structures.

Why should you participate – what do you and your company stand to gain?

- This is a highly interactive course with a practical focus delivered by our technical experts who have strong experience in dealing with consolidation of accounts.

What are the key topics on the agenda?

- Different types of Complex Groups and their related accounting treatment at consolidation:
 - Sub-subsidiaries and sub-associates.
 - Changes in Group Structure during the financial year: Step by step (piecemeal) acquisitions, Disposals of shares.
 - Foreign Currency Subsidiaries – adjustments for translation.
- The Consolidated Statement of Financial Position for a Complex Group.
- The Consolidated Statement of Profit or Loss and Other Comprehensive Income for a Complex Group.
- Main Group accounts workings and adjustments in the context of complex groups: goodwill, non-controlling interest, intercompany balances and transactions, mid-year acquisitions, fair value adjustments.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company. It would be value adding to effectively present the entity's group accounts and discuss its specific accounting policies.
- Yes – in terms of schedule: full days or ½ days (either consecutive or separate).

Duration

2 days, 9:00 – 16:30.

Program language

Available both in English and in Romanian.



22

Course level: Intermediary / Advanced



IFRS: Financial instruments

Who should attend?

- Accountants, advisors, financing officers, treasury personnel and all professionals dealing with financial instruments and who require an understanding of how to account for them.

Why should you participate – what do you and your company stand to gain?

- Accounting for financial instruments still remains a very complex area that a lot of professionals are struggling with. In addition, the development of the Romanian business environment has led to more and more companies using financial instruments and hence a practical demand for properly understanding how to deal with them. The course has been developed to place these aspects into perspective: it provides an excellent basis for professionals to approach financial instruments in a clear manner and focuses on examples that our professional trainers / advisors have encountered most frequently in practice.

What are the key topics on the agenda?

- Classification and measurement.
- Expected Credit Losses.
- Hedge accounting.
- Disclosures.
- Business impact and next steps.
- Case studies.

Can this program be tailored to individual company needs?

- Yes – the program can be tailored based on the specifics of the company's activity – with the assistance of the company.
- Yes – in terms of schedule: 1 full day or 2 ½ days (either consecutive or separate).

Duration

1 day, 9:00 – 16:30.

Program language

Available both in English and in Romanian.

There are many accountancy bodies that offer accountancy qualifications around the world. Here is a summary of why you should choose ACCA

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ACCA

(Association of Chartered Certified Accountants)

Unrivalled global network

- ACCA is the global body for professional accountants with over 188,000 members and 480,000 students in 178 countries.
- ACCA has 100 offices and centres globally all offering localised support.
- The qualifications are based on international accounting standards making them globally relevant.
- They offer local law and tax options making your qualification locally relevant too.
- ACCA qualifications are recognised by key regulatory and education authorities around the world and we have joint membership of other international accountancy bodies.
- ACCA's qualifications are benchmarked against education levels around the world. So by choosing ACCA, you choose qualifications that have been independently quality checked.

Respected by employers

- Over one hundred years of proven reputation for quality and excellence.
- 8,500 approved employers globally
- Qualifications developed with employers giving you the skills and knowledge to be work ready
- A strong focus on ethics means that employers know they are getting ethical accountants.
- Quality assured qualifications mean employers can be confident of your ability and knowledge.

Putting you in charge of your studies and career

- You can study part-time around work.
- Once you qualify with ACCA you can gain exemption from parts of other academic qualifications, making it quicker for you to complete them.
- Having both financial and management accounting skills means that you can move between roles, industries and sectors.
- ACCA provides you with the core knowledge in all areas of accountancy to ensure you have the complete skillset required of a finance professional, and so that you can choose the right finance role for you in any industry.

KPMG Training Academy – ACCA training courses

- We support you through your studies with high quality tuition
- The KPMG Training Academy has been approved as a Silver Learning Partner by ACCA
- Our tutors are recognised professionals from KPMG, who are ACCA members themselves as well as top business leaders or renowned academics. They are amongst the most talented and experienced in the industry
- We aim to differentiate ourselves in the training business by capitalising on a highly valuable resource: the practical experience of our trainers. We want to set ourselves apart by providing tuition that is highly practical, focused and interactive.

Tips and tricks for passing ACCA exams

- We offer **free of charge** presentation sessions (~ 1 hour) to support ACCA students in passing their exams in an effective manner
- During the presentation, a professional ACCA tutor with extensive marking experience will discuss:
 - The key skills required to pass the ACCA exams
 - Time management techniques
 - Different approaches for solving both computational and discursive exam - questions
 - Marks allocation policy – how the students can ensure they get most of the easy marks
 - Professional communication – writing the exam answers using professional language
 - Examiner's report – how to avoid others' mistakes
- The students will be able to ask questions about ACCA exams – the session's aim is to be highly interactive

If you wish to contact ACCA directly, you can use ACCA Connect – a 24 hour a day, 7 days a week, 365 days a year global support system. You can contact Connect by phone, email or webchat and a dedicated member of the Connect team will be on hand to answer your queries at any time of the year. <http://www.accaglobal.com/gb/en/footer toolbar/contact-us/connect.html>



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Course level: Intermediary / Advanced



IFRS – DipIFR: training to obtain ACCA's Diploma in International Financial Reporting

Who should attend?

1. If you are a professional accountant or auditor who works in practice or business, and are qualified according to national accounting standards, then you are eligible to take this ACCA financial reporting qualification.
2. If you are working in practice, but not yet qualified, then you may still be eligible. You will need to prove that you have one of the following:
 - Two years' relevant accounting experience and a relevant degree (attracting at least ACCA qualification exemptions F1-F4).
 - Two years' relevant accounting experience and an ACCA Certificate in International Financial Reporting.
 - Two years' relevant accounting experience.
 - ACCA affiliate status.
3. The seminar is intended as a conversion course for professionals, accountants, managers and executives in a finance & accountancy role with experience in statutory financial reporting standards.
4. If you are an ACCA member, studying for another qualification can count towards your Continuing Professional Development (CPD). ACCA's CPD policy states that one hour of learning is equivalent to one unit. Learning is verifiable if it is relevant to your career, you can demonstrate how you have applied the learning and you can prove

that the learning took place (copies of course materials, notes from learning, contact details of a third party who can substantiate completion of the activity, certificate showing the course/assessment was completed etc). Moreover, if you are achieving your CPD via the unit route, studying for this diploma may fully meet your 40 unit CPD requirement for one year; in this case you can also carry forward up to 21 verifiable units to the following CPD year.

Why should you participate – what do you and your company stand to gain?

If you are a finance professional who is not already knowledgeable about the details of International Financial Reporting Standards (IFRS), this qualification is a fast and efficient solution to meet your needs. You need to develop a working knowledge of the area, and the DipIFR will make this happen. Throughout the course, the attendees will build/consolidate their IFRS knowledge whilst obtaining an internationally recognised diploma after successful completion of an examination set by ACCA (the Association of Chartered Certified Accountants).

What are the key topics on the agenda?

The course is designed to develop your knowledge and understanding of International Financial Reporting Standards. You will also learn how to apply them, as well as the concepts and principles which underpin them.

On completion of the Diploma candidates should be able to:

- Understand and explain the structure of the framework of international accounting.
- Apply relevant financial reporting standards to key elements of financial reports.
- Identify and apply disclosure requirements for companies in financial reports and notes.
- Prepare group financial statements (excluding group cash-flow statements) including subsidiaries, associates and joint ventures.

The course will be structured into 2 modules: the first one will assist you in building your IFRS knowledge through a mixture of theoretical aspects and practical case studies and in the second module you will gain question practice and solve exam type examples and scenarios in order to be better equipped to pass the DipIFR exam.

Duration

6 days, 9:00 – 16:30 (Part I: 3 days, Part II - Revision: 3 days).

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