



# KPMG in Saudi Arabia

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# Who we are

KPMG is a globally recognised business brand. It is an international network of member firms providing Audit, Tax, and Advisory services to local, national, and multinational organisation.

Member firms play an important role in the capital markets, working to help a wide range of businesses respond to opportunities and challenges, improve their performance and increase their value. We also work to strengthen trust and understanding between companies, investors, government and the public. And we strive to provide member firm partners and employees with great career opportunities.

KPMG International is made up of more than 173,965 people in member firms in 155 countries. KPMG people come from many different backgrounds, but everyone shares a common set of values and follows the same code of conduct. Our collective history spans three centuries. KPMG was formed in 1987 with the merger of Peat Marwick International and Klynveld Main Goerdeler.

Number of Countries



> 155

Number of all Staff



> 173,965

Global Revenue



> \$24.44 Billion USD



# Value proposition

KPMG's objective is to be the best in everything we do, turning our experience and industry knowledge into value for clients.

KPMG firms provide Audit, Tax, and Advisory services, delivering a globally consistent set of multidisciplinary financial and accounting capabilities based on deep industry knowledge. KPMG member firms work for a wide range of clients, from global organisation to entrepreneurial start-ups. Our focus on Global Industries helps us to develop a rich understanding of your business or clients' businesses. Together with the insight, skills, and resources required to address industry-specific issues and opportunities. Our role is to challenge clients to look at themselves and their markets in new ways.

We believe we are ideally placed to serve you and provide the professional services you need. We believe you should select KPMG in Saudi Arabia for the following reasons to provide the services you seek:

- Our position as a principal provider of audit and advisory services to global and regional clients.
- The quality and experience of our people.
- Our in-depth understanding of your industry.
- Our value added deliverables.
- The provision of excellent value for money.
- KPMG Government and public sector work to deliver meaningful results through a deep understanding of the issues, an intimate appreciation of how the public sector work, and global and local insight into the cultural, social and political environment.



**Our Purpose:** Inspire Confidence and Empower Change

# KPMG in Saudi Arabia



"Our emphasis is on adapting to changing environments, enabling us to meet our clients' expectations. By focusing heavily on developing and empowering our people, we are confident we will continue to be relevant to the issues at hand and provide practical insight to help businesses and organisations to navigate through changing environments."

## Abdullah Al Fozan

*Chairman of KPMG in Saudi Arabia and MESA.*

KPMG in Saudi Arabia is established through its member firm KPMG Al Fozan & Partners. The firm has operated in the Kingdom of Saudi Arabia since 1992. This early commitment to the Saudi Arabian market, together with our unwavering focus on quality, has been the foundation of our accumulated industry experience, and is reflected in our appointment by some of the Kingdom's most prestigious companies. As Saudi Arabian businesses join the global economy and international companies seek to enter the Saudi market, KPMG's blend of international expertise and local knowledge makes us well positioned to serve our clients in this increasingly complex, but exciting market.



KPMG operates through a national leadership with dedicated regional teams, which enable our network of professional talent, our technologies and our products and solutions to quickly come together to meet clients' needs. KPMG has made a significant investment in Saudi Arabia over the last 5 years with a number of professional staff being seconded to the local firm from across the global network.

The firm has grown to be one of the largest professional service providers in the Kingdom. During the last few years the firm has achieved record growth reaching our current workforce of more than 675 people across the Kingdom, based out of three offices in Riyadh, Jeddah and Al Khobar.

The firm is part of the Middle East and South Asia (MESA) network that is led by our chairman Abdullah Al Fozan.



*The Saudi firm has recently won "Accounting firm of the year 2015" and "Best Enterprises 2015" award in the field of professional services and our chairman Abdullah Hamad Al Fozan has been recognized as one of "Manager of the year".*

Key Statistics: Riyadh Jeddah Al Khobar Office Locations | 675+ No. of Employees | 64 Partners & Directors



" We believe that our compelling combination of experience, insight and knowledge of your business will continue to deliver real value for you. "

**Khalil Al-Sedais**  
*Office Managing Partner,  
Riyadh Office & Head of  
Audit, Saudi Arabia*



" We ensure we have the right expertise, knowledge and experience. "

**Ebrahim Beshean**  
*Office Managing Partner,  
Jeddah and Al Khobar office*

# Client insight program

KPMG's Saudi firm has introduced a Client Insight Program as a tool for allowing clients to register their opinions. Client Insight feedback provides valuable awareness for our leadership and client service teams to help us understand what we need to do to improve the client experience. It allows KPMG to gather feedback from clients regarding their satisfaction, quality of service, loyalty and their relationship with the firm. It enables us to find out more about what each client expects from the Saudi firm. The Client Insight Program contains online surveys and face-to-face interviews and is done on an engagement-by-engagement basis.

## Clients' feedback

" I sincerely appreciate the outstanding commitment, the diligence and dedication demonstrated by your team work in finalizing the bid requirements ~

*Leading Telecom Company "*

" *Very open for suggestions with flexibility for requests that are related to the project. Personality and smooth interaction during the project ~*

*Education Institution "*

" The assigned consultant knew the subject matter well, showed an excellent judgment in respect of Tadawul requirements verses our global policies and he was able to provide clear suggestions where gaps were identified ~

*Global Financial Services Provider "*

" *We are satisfied with the services provided, and we wish you success in providing services and solutions that are distinguished and most innovative ~*

*Leading Financial Services Provider in Middle East "*

" 1. High commitment shown by the Manager in charge and on site lead to ensure timely completion of deliverables with high quality.  
2. Relatively competent and skillful workforce. Able to quickly understanding the job requirements and performance of the jobs. ~

*Leading oil and gas company "*

" *Knowledge of the subject, training techniques, communication, team work, time management and commitment ~*

*Leading petrochemical company "*

# KPMG's services in Saudi Arabia



## Audit

Reporting Accountant Services

Financial Statement Audit

Other Assurance Services



## Tax & Zakat

International

Domestic

Corporate Services



## Advisory

Management Consulting

Deal Advisory

Risk Consulting

Transformational Program Management	Corporate Strategy & Planning	Accounting Advisory Services
Financial Management	Buying or Selling a Business	Financial Risk Management
Strategy & Operations	Partnering in a Business	Forensic
IT Advisory	Funding a Business	Internal Audit, Risk & Compliance Services
People & Change	Fixing a Business	IT Risk Consulting
		Climate Change



# Audit

Integrity, quality and independence are the building blocks of KPMG's approach. Our audit process does more than assess financial information. It enables our professionals to consider the unique elements of the business – its culture, the industry in which it competes, competitive pressures and the inherent risks.



## *Financial Audit Statement*

We – KPMG member firm audit professionals – believe that independent auditors perform the valuable role of being a trusted intermediary between the providers of business information and the users of that information. In the wake of the economic crises and scandals of the past few years, stakeholders are demanding more transparency and we are responding - changing how we operate, being proactive in listening to our stakeholders, and embracing Data & Analytics and new processes that are enabling us to make audit more relevant and continue to raise the bar on quality.

## *Reporting Accountant Services*

Reporting Accountant Services assist and provide guidance to clients at all stages of the listing process. We assist them in liaising with the sponsors and other advisors,

as well as assisting clients in the sponsors' financial due diligence. We also act as reporting accountants and advise on accounting treatment, as well as assisting clients in resolving comments raised by the regulators. Our professionals are experienced in public offerings, listings and private placements, both locally and internationally.

## *Other Assurance Services*

Other forms of Assurance and Attestation Reporting include internal controls review agreed upon procedures report and other types of self-reporting. Organisations have realised that financial statements alone do not adequately communicate either opportunities or business risks. KPMG's Non-Financial Assurance Services helps organisations learn how to define, capture and report on non-financial indicators. This helps them find new ways to

safeguard their reputations, build trust among their stakeholders and ultimately improve their corporate performance.

Organisations also increasingly need and can benefit from assurance that goes beyond the traditional external audit. As auditors we can apply the same skills, rigour and robust challenge to many areas of your business that can be quantified and measured. Independent and objective assurance on financial and non-financial information, transactions and processes adds credibility to an organization's disclosure or reporting of information, particularly when such disclosure or reporting is not required by any law or regulation

# Tax and Zakat

The Zakat & Tax at KPMG in Saudi Arabia comprises of highly qualified international and Saudi nationals with extensive local and international experience.

Our professionals have more than 80 years of combined experience in Saudi Arabian Zakat and Tax law and regulations. We believe that our team of professionals and our understanding of Saudi Zakat and Tax law, regulations and practice helps us deliver quality service to clients.

In providing international advisory services, we closely liaise and work with our colleagues in KPMG firms in other countries. This allows us to provide a solution which is holistic in nature and fully corresponds to the needs of our clients.

Tax & Zakat include the following sub services:

## *International*

- Transfer Pricing Services
- Tax Treaty Interpretation
- Inbound and Outbound investment
- US Tax
- Global mobility

## *Domestic*

- Tax and Zakat compliance and advisory
- Indirect taxes
- Mergers & Acquisitions due diligence
- Assistance with DITZ tax and zakat audit
- Corporate Tax Management

## *Corporate Services*

- Company Incorporation
- Branch registration
- Licenses
- Corporate reorganizations
- Corporate liquidations



# Advisory

KPMG in Saudi Arabia continues to significantly invest in its Advisory practice. This investment is reflected in the breadth of services provided to companies, intermediaries and public sector bodies in key areas such as Deal Advisory, Risk Consulting and Management Consulting. We can help our clients address many urgent strategic and operational challenges, in today's environment.



# Deal advisory

Business today is under more pressure than ever to deliver better, lasting results for stakeholders. At KPMG, we think like an investor, looking at how opportunities to buy, sell, partner, fund or fix a company can add and preserve value. Today's deals do not happen in a vacuum. So from your business strategy to your acquisition strategy, your plans for divestments or for raising funds, or even your need to restructure, every decision must be made in light of your entire business, your sector, and the global economy. Our teams of specialists combine a global mindset and local experience with deep sector knowledge and superior analytic tools to help you navigate a complex, fragmented process. From helping to plan and implement strategic change to measurably increasing portfolio value, we focus on delivering tangible results. The kind of results that let you clearly see what you gained from the deal at hand, and what you want to bring to the next deal down the road.

Real results, achieved by integrated specialists.

## *Buying a business*

The path to an acquisition is marked by many crossroads, and involves a host of questions and considerations. From identifying target markets, technologies, products and potential targets to running an efficient process, we can there every step of the way, helping you move forward with confidence and realize maximum value.

### *Integrated services across the transaction lifecycle:*

- Deal strategy
- Option identification
- Evaluation
- Deal execution
- Pre-close
- 100 days
- Value realization

## *Selling a business*

Securing the best value for a divestiture is a complex process that involves gaining a more objective view of your company and a more nuanced understanding of the current market conditions, as well as divining the agendas of the buyers seated across from you. KPMG can support you through every phase of the lifecycle, from identifying potential buyers and creating a competitive bidding environment to helping enhance the value of your retained business.

### *Integrated services across the transaction lifecycle:*

- Portfolio strategy
- Exit options
- Prepare for exit
- Deal execution
- Pre-close
- Post-close

## *Partnering*

Businesses thrive on good partnerships. Business partnerships are rapidly changing the corporate landscape. We can help you create successful partnerships, unlock value from existing businesses, and exit if no feasible alternative exists. We can help you identify, plan and execute a strategy designed to enhance value and support the long-term growth of your company.

### *Support across the partnership lifecycle:*

- Create & setup
- Deliver & optimize
- Exit

## *Funding a business*

We offer hands-on assistance through the process of raising capital, from initial assessment and strategy to successful execution. Using clear and consistent communications, we can help you develop and strengthen shareholder support for the deal.

We help you focus on the key questions to develop and implement capital structuring transactions and raise capital in alignment with your goals.

### *Support across the funding lifecycle:*

- Financing strategy
- Option identification and evaluation
- Deal execution
- Closing
- Ongoing management and stakeholder communication

## *Fixing a business*

In enhancing value through a financial restructuring, we can help you with a range of assessment and planning needs, from determining the extent and urgency of liquidity issues and evaluating the company's performance and business plan, to identifying appropriate restructuring options, and creating an action plan along with contingency plans. We can help you develop and implement processes designed for a sustainable level of strategic, operational and financial change.

### *Support throughout financial restructuring:*

- Appraisal & stabilization
- Options assessment
- Stakeholder negotiation
- Development of solutions
- Implementation
- Ongoing monitoring

# Risk consulting

KPMG's Advisory Risk Consulting professionals help organisation transform risk into enduring competitive advantage while navigating their most complex business issues and integrating risk into strategies. We provide practical ideas and informed risk perspectives, tailored to each client's circumstances. KPMG's Risk Consulting service lines includes the following:

## *Accounting Advisory Services (AAS)*

We help our clients on a range of important matters that have significant accounting ramifications.

Our key service offerings include:

- IFRS and IPSAS Conversion and Accounting Change Services
- Fixed assets management solutions
- Financial Reporting Process Advisory (Accounting Policies & Procedures, Authority Matrix)
- Financial Reporting Support (Regulatory Accounting and Reporting, Accounting Co-Sourcing, Financial Reporting Outsourcing)
- Accounting Knowledge Management and Training Solutions
- Capital Markets Readiness (Privatization Support, IPO Reporting Advisory)

## *IT Risk Consulting (ITRC)*

We help clients identify, manage and mitigate IT-related risks and provide practical recommendations that cut through complex business problems.

Our key service offerings are as follows:

- IT Internal Audit
- Information Protection and Business Resilience
- Business Systems Controls
- Information Risk Management in External Audit
- Cyber Security

## *Internal Audit Risk & Compliance Services (IARCS)*

We help clients to improve their internal control environment, governance and risk management

Our key service offerings are as follows:

- Internal Audit Co/Outsourcing
- Establishing Internal Audit Functions
- Risk Assessment & Audit Planning
- Evaluating Internal Audit Departments
- Corporate Governance Advisory
- Enterprise Risk Management
- Governance, risk and Compliance
- Major Project Advisory
- Regulatory Compliance and Inspection

## *Financial Risk Management (FRM)*

We provide insights into the complex worlds of financial instruments, BASEL III and actuarial science.

Our key service offerings are as follows:

- Regulatory Capital Management (Basel II & Basel III implementation support)
- Credit Risk Services
- Market Risk / Treasury Risk management Services
- Liquidity Risk Services
- Operational Risk Management
- Economic Capital Management
- Financial Instruments valuation
- Actuarial Science.

## *Forensic (FOR)*

We help clients establish the facts and gather evidence on fraud and misconduct as well as assisting in assessing and mitigating vulnerabilities to fraud and misconduct.

Our key service offerings are as follows:

- Fraud and Financial Investigation
- Fraud Risk Management
- Dispute Advisory Services
- Regulatory Compliance
- Forensic Technology Services
- Corporate Intelligence
- Intellectual Property and Contract Governance
- Anti-bribery and Corruption Services
- Data Analytics
- Cyber Investigations

## *Climate Change*

- Sustainability Strategy
- Climate Change
- Sustainability Reporting
- Environment, Health, Safety and Social Management Systems

# Management consulting

Today, we know better than ever how interconnected we are in the global economy. Recent years have seen rapid change in established and emerging markets, high levels of geopolitical risk affecting major economies, and the continued impact of a financial crisis that rippled around the world. No matter what country they call home, today's businesses must operate in the wake of persistent and shifting global forces. From our work across the Kingdom with organisations large and small, private and public, we know Saudi enterprises and organisations are seeking greater value and new ways to transform in a rapidly changing environment and to realise new opportunities. We see this every day. We believe that by helping Saudi enterprises succeed, the public sector to improve and our communities to grow, our country will also succeed and prosper.

*KPMG's Management Consulting service lines include the following:*

## *Strategy & Operations*

Our Strategy & Operations help organisations develop more efficient and effective operations in support of their strategic business objectives and financial goals. It empowers them to make the right business decisions that help improve the performance of their businesses and create business capabilities that meet and exceed the emerging requirements within the market

## *Transformational Program Management*

Transformational Program Management is concerned with the different levels of management required to deliver a group of activities/ projects/ programs in order to meet specific objectives. All levels benefit from the application of methodologies or frameworks however it is imperative that the use of tools and methodologies is appropriate to the size and nature of the project, program or portfolio. It is essential that these tools and methodologies are not utilized without prior experience and/or training.

## *Financial Management*

The finance function needs to be aligned to the business strategy and provide financial analysis and insight to support corporate decision making, while also meeting legal and regulatory requirements as a given. Aimed at helping to maximize the finance function's performance and increase its value to the business, we at KPMG in Saudi Arabia provide a range of financial management services, from efficient finance operations to effective decision support, helping organisation to become leaders in finance.

## *People & Change Management*

Our People and Change teams transform the performance of organisations across the world by changing the way people are led, managed and developed. We do this by focusing on two areas of the change agenda – delivering the people agenda on large scale, complex, transformational change programs and transforming the HR function.

## *IT Advisory*

An effective, well-managed IT system is one of the most valuable business advantages an organisation can secure. The right technology, implemented properly, appropriately managed and monitored, can lead to significant gains in growth and efficiency. It is essential to get sound business advice to ensure technology risks are managed. IT is challenging to get right and expensive to get wrong — not only in terms of the financial impact spent, but also in lost efficiency and potential regulatory infringements.

# KPMG's industry groups

KPMG is aligned along seven industry groups



## Financial Services

- Banking
- Insurance
- Investment Management
- A Capital Markets



## Consumer Markets

- Food & Drink
- Consumer Goods
- Retail



## Industrial Markets

- Energy & Natural Resources (Chemicals & Performance Technologies, Mining, Oil and Gas, Power & Utilities)
- Automotive
- Industrial Manufacturing
- Pharmaceuticals



## Technology, Media, & Telecommunications

- Telecommunications
- Technology
- Media



## Infrastructure, Government & Healthcare

- Government & public sector both "Level & Focus Area"
- Building & construction
- Transport & Leisure
- Healthcare
- Professional & Business Services

# Contact us

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