



# U.S. Germany Corridor

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



[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 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 Rechtsanwaltsgesellschaft 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



KPMG in the U.S. employs more than **35,000** professionals in the United States

KPMG in the U.S. has **100+** business offices and operates in all **50** states

**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

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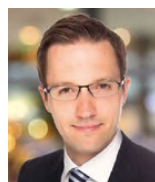
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Transactions,  
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Offerings



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# 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 resources and publications are invaluable tools for anyone interested in international, cross-border investment.

Contact us.

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

**KPMG in the U.S. does not provide legal advice or services**



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