

# Iyer Practice

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## Company Profile

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January 2014



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# VISION, MISSION & CORE VALUES



# Vision

*Iyer is a family and our colleagues, partners and clients are all members of the Iyer family.*

- We create conversations to help understand your needs, work with you for results, encourage your success and support you in every phase of your business.



# Mission

*To be your trusted adviser in Asia.*

- We are committed to excellence and offer dedicated, personalised service.
- We have the breadth and depth of experience to deliver practical and meaningful advice.
- We believe in supporting and developing our people to achieve their best.



# Values

## Iyer Values

*At the core of our practice culture is our set of values that bring out the best in our people.*

- Passionate – we are committed to serving our clients with energy and dedication.
- Accessible – we are always open and ready to meet our client's needs.
- Excellence – we are focused on achieving the highest standards in everything we do.
- Integrity – we place responsibility, trust and mutual respect at the heart of our practice.



# PRACTICE AREAS



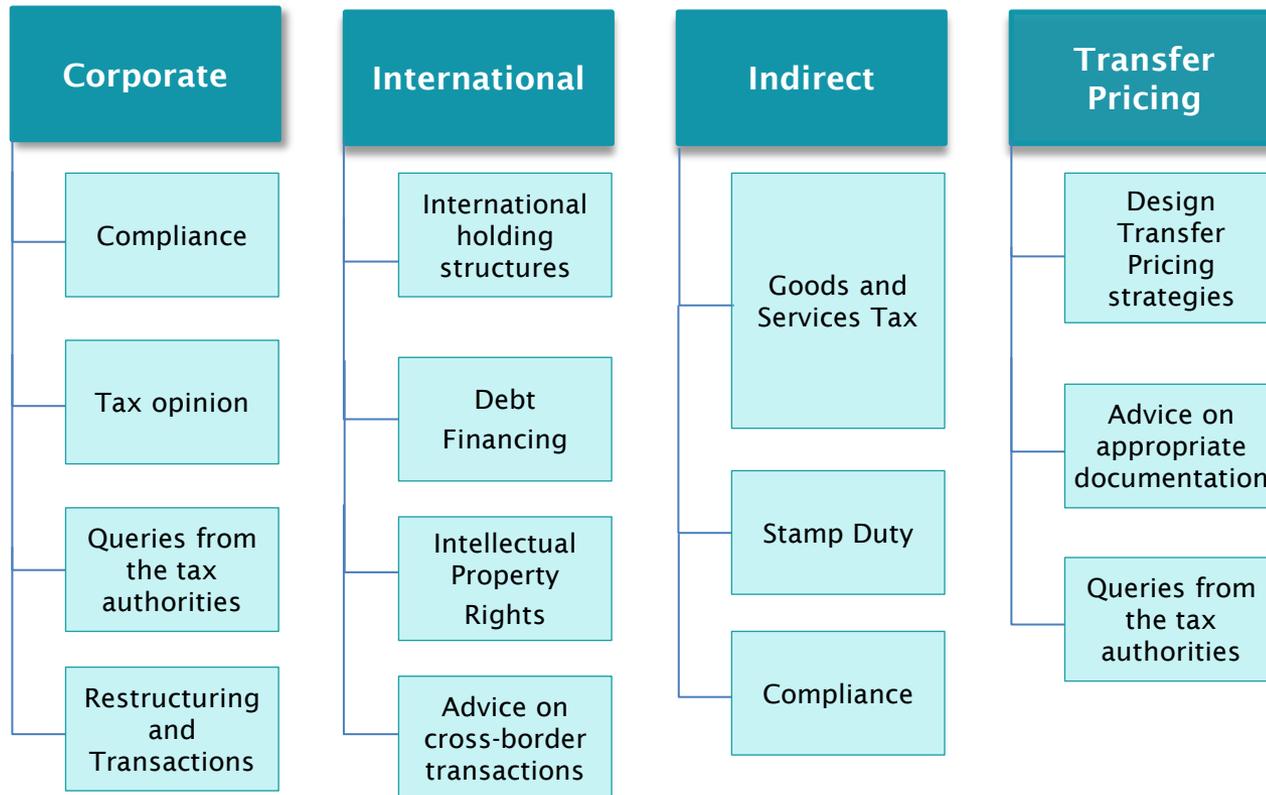
# Practice Areas

- International & Domestic Tax
- Company Formation & Administration
- Trusts & Foundations
- Immigration & HR
- Regulatory & Compliance
- Accounting & Financial Reporting



The insight  
to be your  
trusted  
adviser

# Practice Area - Tax





# COMPETENCIES

# Industry

Energy  
Financial Services  
Technology & Communications  
Media & Entertainment  
Real Estate  
Operational Headquarters  
Funds  
Trading



# Tax

Corporate Tax  
Indirect Tax  
International Tax  
Transfer Pricing  
Personal & Employment Taxes  
Regulatory & Business Advisory





# Tax Competence

| Competence    | Service  |
|---------------|--|
| Corporate Tax | <ul style="list-style-type: none"><li>• Tax planning, advisory and compliance</li><li>• Transaction related services</li><li>• Tax compliance (preparation of tax returns and query from the IRAS/IRD)</li><li>• Assistance with queries from the Singapore/Hong Kong tax authorities</li><li>• Tax opinions on domestic law matters</li><li>• Guidance when tax laws change</li></ul> |

# Tax Competence

| Competence               | Service  |
|--------------------------|--|
| <b>International Tax</b> | <ul style="list-style-type: none"><li>• Tax treaty interpretation</li><li>• Opinions on cross-border situations involving tax treaties</li><li>• Tax treaty related compliance (CORs etc.)</li><li>• Exchange of Information requests</li><li>• Assist in obtaining advance rulings from the Singapore/Hong Kong tax authorities</li></ul> |

# Tax Competence

| Competence   | Service   |
|--------------|---|
| Indirect Tax | <ul style="list-style-type: none"><li>• Advice on Goods and Services Tax (“GST”) registration liability</li><li>• Advice on applicability of Zero-rated/Standard-rated supplies in a particular situation</li><li>• Comprehensive Goods and Services Tax compliance services</li><li>• Assistance in ASK compliance for GST registered business under certain schemes.</li><li>• Assistance in obtaining advance rulings</li><li>• Assistance customs related matters</li><li>• Stamp duty advice and compliance in Hong Kong and Singapore</li><li>• Assistance in obtaining Stamp duty exemptions where relevant</li><li>• Guidance when tax laws change</li><li>• Diagnostic reviews and health checks</li><li>• Procedure compliance reviews – one-time or periodic</li></ul> |



# Tax Competence

| Competence              | Service   |
|-------------------------|---|
| <b>Transfer Pricing</b> | <ul style="list-style-type: none"><li>• Assist in carrying out transfer pricing study including assistance in compliance thereafter with the Singapore tax authorities</li><li>• Assist in obtaining advance rulings from the Singapore/Hong Kong tax authorities</li></ul> |

# Tax Competence

| Competence                             | Service  |
|--|--|
| <b>Personal &amp; Employment taxes</b> | <ul style="list-style-type: none"><li>• Prepare and file individual tax returns and other social security related filings</li><li>• Assist in Employer and employee compliances including the annual return of salaries</li><li>• Provide social security compliance for employers and employees</li><li>• Review of compensation policies and assist in formulation of tax-efficient compensation structures including stock options advisory and compliance</li><li>• Issue opinions and make recommendations on specific issues, relating to tax, based on understanding of the positions adopted</li></ul> |

# Tax Competence

| Competence                              | Service  |
|---|--|
| <b>Regulatory and business advisory</b> | <ul style="list-style-type: none"><li>• Structure of investments in/through Hong Kong / Singapore from a tax and regulatory perspective.</li><li>• Review of advice provided by other jurisdictions that the related entity would be investing into.</li><li>• Review of contractual and related agreements from a tax and regulatory perspective</li><li>• Advice and implementation on post setup registration and compliance requirements</li></ul> |



# OUR TEAM



# Our Team

- Over 60 professionals (excluding management) with extensive experience with dealing with your issues
- 3 directors with diverse and detailed knowledge and experience in dealing with your issues
- Ongoing and significant investment in training and professional development – both in-house and external
- Presence in Singapore and Hong Kong



# Our Directors

- Shanker Iyer, Chairman
- Sanjay Iyer, Director (Hong Kong)
- Sunil Iyer, Director (Singapore)



# Shanker Iyer

- Shanker qualified as a Chartered Accountant in London and was a Partner of a leading accounting firm in the UK for over 10 years. He founded Iyer Practice in 1993.
- He is Immediate Past Chairman of the Singapore International Chamber of Commerce (SICC) and the Chairman of the International Fiscal Association, Singapore Branch. He is also Chairman of the SICC Tax Policy Committee. Prior to these appointments, he served as President of both the European and British Chambers of Commerce in Singapore.



# Sanjay Iyer (Hong Kong)

- Sanjay is a Director in the firm's office in Hong Kong, where he oversees the office. He leads the firm's Tax practice and focuses on advising clients on international tax matters.
- He obtained a first class honours degree in Chemistry from Imperial College, London and then qualified as a Chartered Accountant with Ernst & Young in London. Sanjay has also obtained an LLM in International Tax at Leiden University in Netherlands.



# Sunil Iyer (Singapore)

- Sunil obtained a first class honours degree in Mathematics from Oxford University. He then worked at Deutsche Bank in fixed income trading, before qualifying as a Chartered Accountant with PricewaterhouseCoopers in London, where he specialised in the financial services industry.
- He is also a qualified Trust and Estate Practitioner (TEP). Sunil is primarily responsible for our wealth management, regulatory compliance and immigration practices.



# Contact Us

## Shanker Iyer

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