

the Practice

Professional Business Services



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COMPANY BUSINESS PROFILE

- Tax and Strategic Advice
- Accounting and Administration
- Business Establishment, Structuring, and Corporate Secretarial
- Corporate Governance
- Joint Venture Development
- Bid and Tender Advisory
- Commercial Problem Solving

OUR BUSINESS
IS HELPING YOURS

THANK YOU
FOR THE
BUSINESS



Business is, of course, never straightforward. There are prerequisites, conditions and requirements, not anticipated, unexpected and frequently unforeseen. Whether establishing, operating, expanding or even restructuring a business, a host of surrounding issues emerge. That's where **The Practice** comes in.



www.thepractice.co.id

OURCOMPANY

Hello,
We are **the Practice**
and our business is
Helping Yours.

**Getting things done
is our Driver.**

OURCONTENT

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The Practice Consulting is a Problem Solver.

We are constantly looking to apply the regulations in a way that meets the needs, styles and goals of our Clients. We are totally driven by our Clients' needs!

Our team, has been educated and trained to embrace this type of approach in all of our assignments. The team is equipped with a wide business and industry knowledge, and is supported by regular and varied trainings to upgrade their knowledge.

Since 2004 we have worked with various industries and businesses throughout the country, advising both foreign investors and local investors.

Wilfred Schultz

Doing business in Indonesia.

Whether establishing, operating, expanding or even restructuring a business in Indonesia, a host of surrounding issues emerge.

- How well do you know the market ?
- And where do you start to look for high-level market intelligence ?
- Having assessed the opportunities, who should you do business with ?
- And inevitably, what is the best approach to 'open the door' ?

In a completely new market, the initial roadmap or strategy can be deceptively easy to develop. Putting plans into practice is another matter. There is legislation to consider, regulatory requirements, labor laws, permits and licenses.

As the process of renewed centralization of Government continues, there are still new local laws to consider: one set of rules at the ministry level and another at the relevant Government level.

Conforming with local accounting and tax practices is yet another hurdle. The right choice in accounting, consulting, tax and legal advice is crucial.

Our business is helping yours.

OURCOMPANY

What is the Practice.

The combination of Public Sector experience as The Trade Commissioner for the State of Queensland, Australia with a prior 10 years Private Sector experience as a Tax, Accounting, and Business Services Advisor provided the perfect foundation for the establishment of The Practice in 2004/2005.

Since then, the public and private sector experiences have been broadened with the addition of Indonesian Ministry experience and a variety of multi-national and locally complex engagements.

The original objective of being a general tax and corporate advisory practice, has now evolved into a firm with an excellent reputation for the most practical problem solving; combined with an energetic, creative team with a **Can Do** attitude.

“We are pleased to introduce a company that is overflowing with professionalism “

OURDREAM
OURMISSION

our purpose as a company and serves as the standard against which we weigh our actions and decisions.

**ThinkSMART**

Intelligent, Creative, Common Sense, Initiative, Proactive, Outside the Box, Innovate.

**AskSMART**

Smart Question, Challenging, Inspiring (to client and colleagues), Advisors (experts officials).

**WorkSMART**

Planning, Time Management, Know Your Customer, Responsive, Attention to Detail, Teamwork.

**LookSMART**

Powerful Images, Confident Appearance, Professionalism, Communications.

OURDREAM
OURVISION

our guides for every aspect of our business and description what we need to accomplish.

The Professional Business Advisory Firm of Choice

OURCOMMONGROUND
OURVALUES

our compass for our actions, describing how we behave in the business community.



Ethics and High Integrity



Respect



Diversity



Professionalism



Hardworking



Take Responsibility

”

“The Practice represents the epitome of professionalism, competence and responsiveness.”

turning
potential
into
performance.



OUR MANAGEMENT

Policy Makers.

The realities of doing business in the fast emerging Indonesian economy require persistence, patience and a problem-solving attitude. The Practice is dedicated to being pro-active in all client relationships. The success of our clients and ourselves depends on establishing clear-cut goals and the relentless pursuit of them.

the Practice. Turning potential into performance.



Wilfred Schultz
MANAGING DIRECTOR

He has been providing practical business advice in Indonesia for over 30 years, with an in-depth knowledge of business practices including tax, accounting and the business realities, problem solving, staff development, cultural, logistic and cross-border sensitivities, and a long-standing record in creative resolution of client needs.

His clients have included well-known multi national organizations, as well as smaller entrepreneurial companies, both international and domestic.

The experience gained, both during his time as the Queensland Government Representative in Indonesia, and working with an international Accounting Firm, further enhanced his network and has provided valuable inputs to his clients. In this context, he sits on various Advisory Boards, and is often called upon to outline and/or reflect on Indonesian business practices and the Tax and Legal systems.

He graduated with a Commerce Degree from the University of Newcastle in Australia, and is a member of the Australian Society of Certified Practising Accountants (CPA).

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Donny Tomaso
PARTNER DIRECTOR

He has more than 25 years of experience as business consultant across a wide range of industries and companies, assisting both multinational and domestic clients.

He has assisted clients with company restructuring, business set-up, liquidation, licensing, tender and contract drafting, mediation and dispute resolution, commercial opinions, due diligence, litigation, etc. As a special client service, he also holds various Directors and Commissioners roles, in both private and public companies.

He has a Masters Degree in Law, from the University of Padjajaran; he is a licensed Advocate and member of PERADI (Indonesian Advocate Association).

Additionally, He is a Certified Mediator with Pusat Mediasi Nasional (National Mediation Center), and (when he has the time) conducts training and mentoring programmes covering a variety of commercial aspects including legal practicalities, mediation, leadership, company restructuring and other topics.

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OUR TEAM ARE ALSO



can do
attitude.

A Creative Team helps your business.

At The Practice, we are, first and foremost, qualified professionals. Our Team also proponents of practical, expedient solutions in an ever more complex world.

- Experienced Individuals in each field.
- Broad knowledge of the Indonesian business environment.
- High commitment with problem solving orientation.
- Deliver services with professional, ethical and innovative approach.
- Great network and resources.

- Business & Legal Advisory
- Tax Consultant
- Accounting
- General Affairs

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“TEAMWORK
IS OUR
STRENGTH.
OUR
RESPONSIBILITY
IS TO PROVIDE
CLIENTS
WITH THE BEST
POSSIBLE
ADVICE AND
ATTENTION”

OUR SERVICES

What We Provide.

To enhance the success of your business, here is a simple guide to each of **our service groups**.



STRATEGIC TAX ADVICE & ASSISTANCE

- Tax audits, advocacy and rulings.
- Tax compliance and due diligence.
- Regional tax regulation issues.
- Cross border transactions.



ACCOUNTING, PAYROLL & ADMINISTRATION

- Accounting and/or Bookkeeping services.
- Bank account and invoicing management.
- Payroll processing and administration.



BUSINESS ESTABLISHMENT & SECRETARIAL

- The requirements of Licensing and regulatory, including:
 - a. Capital Investment Coordinating Board (BKPM),
 - b. Ministry of Law, Department of Manpower and other.
- Maintenance of statutory registers, preparation and filing of statutory documentation.



CORPORATE GOVERNANCE ADVISORY

- Practical advisory on systems and reporting procedures,
- Organizational and human resources frameworks, and
- Transparency and compliance audits.



JV DEVELOPMENT & FINANCIAL ADVISORY

Advisory on Joint Venture development and its Financial aspects, including JV Establishment, Negotiation and Conflict Resolution, Market Intelligence and In-bound Investment, Transaction structuring, Equity and Direct Investment, Mergers and Acquisitions, Due Diligence and Feasibility Studies, and Business Planning.



BID & TENDER ADVISORY

- Design and formatting of bids,
- Tender team formation,
- Tender review and award,
- Contract terms and transparency.

OUR COMPETENCIES

Why Choose Us ?

At **the Practice**, the accent in every case is on a practical approach, common sense advice, based on considerable experience gained over many years of operating in corporate Indonesia.

everything begins with an idea.

IDEAS | Expertise



Our **core strengths** in strategic tax planning, accounting and administration services, establishing businesses, licensing and secretarial services, corporate governance, joint venture development and financial, bids and tender offers.

STRATEGY | Strong Network



Our **network**, whether to access specific knowledge and expertise, or gain the benefit of the experience, of lessons already learned. We recognize we do not always have all the answers on day one, but we can find them.

SOLUTIONS | Understanding The Lay of the Land



Local knowledge combined with experience of handling, among others, corporate transactions, tax situations, incorporation and local employment matters – requires a very good knowledge of how business works in Indonesia.

SUCCESS | Practical Approach



Ours is a **practical approach**. Indonesia, like any emerging economy, is a very fluid market, necessitating a quick thinking and adaptable approach to build and sustain an advantage.



Examples of some of our Clients' home bases (above) and Industries below:

Aerospace, Distribution, Education, Energy & Power, Oil & Gas,
Foreign News Bureau, Forestry, Food Processing, Garments,
Construction, Industrial Equipment, Logistics, Management Consulting,
Mining, Medical, Manufacturing, Property, Pharmaceuticals,
Recruitment, Spa & Wellness, Software, Trading, Warehousing.

Apart from **Our Indonesian Clients**,
we are servicing Clients, small and large,
from across the Globe and across a variety of Industries.

