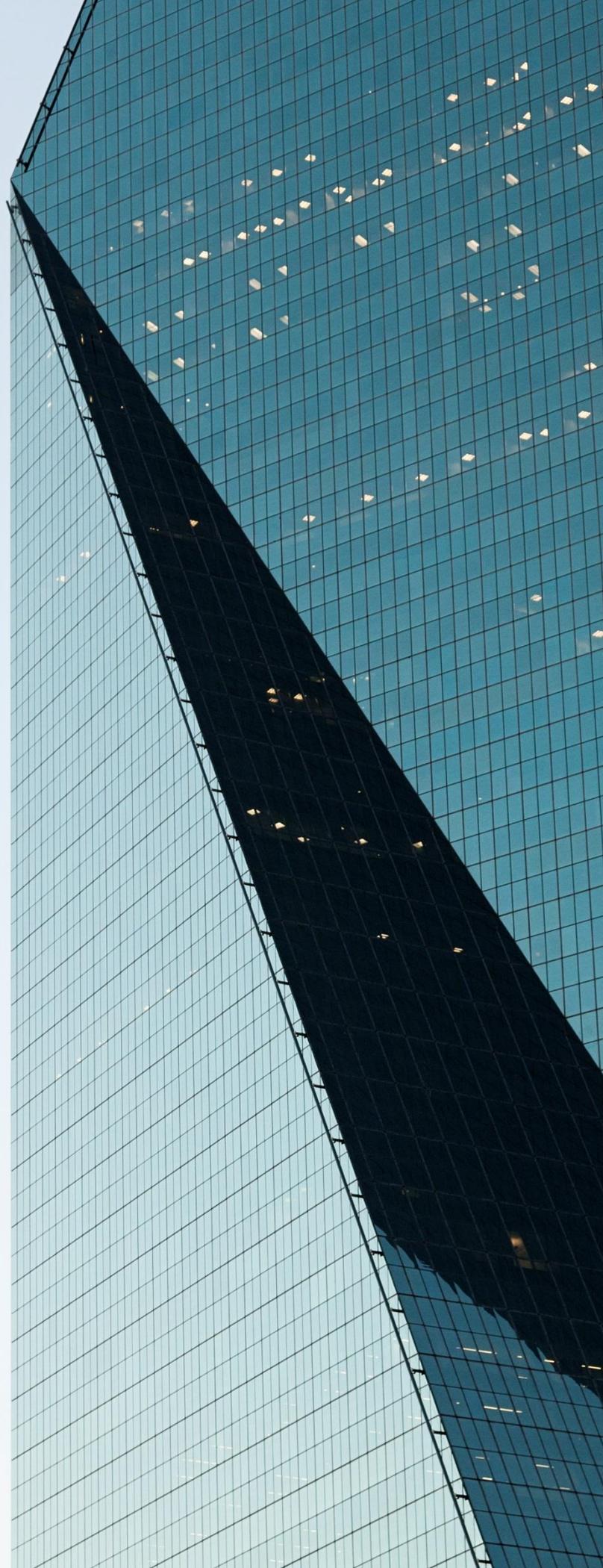




# KPMG - US Korean Practice

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# Overview of KPMG

KPMG International is a global network of professional firms providing Audit, Tax, and Advisory services. We operate in 152 countries and have more than 189,000 professionals working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International, a Swiss cooperative.

KPMG LLP, the U.S. member firm of KPMG International, has maintained a continual commitment to providing leadership, integrity, and quality. With a strong growth record over the past decade, KPMG offers its clients the scale, global reach, industry insight, and multidisciplinary range of services they require. In 1993, KPMG became the first professional services firm to organize and go to market by industry-specific lines of business. This approach allows us to align ourselves more closely with our clients' businesses, strengthen our professionals' industry knowledge, and enhance the quality of service and insights we deliver. Our approach to industry specialization affords our clients several key benefits:

- **Knowledgeable, industry-focused professionals, now and in the future.** From early in their careers, our professionals concentrate on particular industries. As they advance professionally, these individuals continue to work with a multitude of clients in that industry, building a wealth of skills, insights, and industry knowledge.
- **Professionals with a better understanding of our clients' businesses.** Our understanding of the dynamics of the industrial marketplace allows us to provide our clients with talent specifically aligned with their businesses and their needs.
- **A cross-functional approach to serving clients.** Industry specialization also allows us to bring together the Audit, Tax, and Advisory functions, and integrate subject-matter professionals from actuarial, technology, and risk management and regulatory compliance to deliver an audit of exceptional quality.
- **Direct connection to top industry leaders.** Our professionals are deeply committed to the industries they serve and some are considered luminaries in their respective industries. This involvement gives our professionals the opportunity to stay current, influence thought leadership, and impart valuable industry knowledge to our clients.

# KPMG's well-established Korean Practice

KPMG's Korean Practice is a recognized leader among the major accounting firms in serving Korean multinational and Korean-American owned companies (Korean companies).

Korean Practice was first established in August 1982, based in the New York Office. Since then, for more than 36 years, KPMG has had the largest Korean Practice in the U. S. among the Big 4 accounting firms, with more than 200 experienced bilingual professionals who are serving Korean companies. Currently, our practice presence includes Los Angeles, New York, and Atlanta, and we have developed a staff of highly qualified bilingual professionals that deliver quality professional services including audit, tax, and advisory, which are all supported by local, national and global resources within KPMG's network of member firms. Many years of experience and know-how, along with the abundance of resources through KPMG's network within the U.S. and around the world, allow us to understand the unique needs of Korean companies doing business in the U.S. and facilitate clear communication in a timely manner with parent companies in Korea.

As a result, Korean Practice is serving over 100 Korean companies not only in the U.S., but also in Canada and South America. Moreover, there are over 250 Korean-speaking professionals *outside* of the Practice working in different functions who are capable of serving the needs of our clients.



# Portfolio of services

KPMG provides audit, tax, and advisory services and industry insight to help organizations negotiate risk and perform in the dynamic and challenging environment in which they do business.

## Audit services

With a KPMG audit, it all adds up to value. A quality audit begins with leading professionals, processes and technology. With deep industry-specific knowledge and experience, KPMG has an understanding of your business that provides you with a quality audit and insight. And together, they give you the ability to effectively navigate change, manage risk and move forward with clarity. **Quality + Insight = Value.**

- Quality integrated audit services
  - Combines a financial statement audit with an audit of internal controls over financial reporting (ICOFR)
  - Risk-based, customized approach
  - Deep industry experience
  - Proprietary information-rich technology environment
  - Commitment to communications and transparency
  - Experienced professionals and tested consistent methodologies
- KPMG Private Markets Group focused on serving privately held entities, including private equity- and venture capital-backed companies
- KPMG Learning | Executive Education Program featuring continuing professional education (CPE) accredited accounting training courses and learning opportunities for CPA compliance

## Financial statement audit

At KPMG, our approach is to deliver a quality audit that is risk-based, industry-specific, and tailored to the organization's particular operational structure and size. To each engagement, we bring a consistent global service methodology designed to meet the high quality expectations of ourselves, our clients and the markets we serve. A KPMG audit is supported by the application of proprietary technology and – most importantly – led by experienced professionals who combine technical acumen, proactive working style and a strong dedication to audit quality.

Our Data & Analytics (D&A) capabilities are transforming how we perform an audit. Using D&A enhances audit quality and may also result in a more robust understanding of an organization and its operational concerns, control environment and financial performance. Coupling this with the resources of other KPMG professionals in areas such as Forensics, Tax, and Information Risk Management, KPMG's D&A powered audit is setting a new benchmark on audit quality and effectiveness. With a KPMG audit, it all adds up to value.

## Tax

### Reducing the complexities of an ever-changing tax landscape

The world of tax is more complex than ever. The recent enactment of U.S. tax reform legislation, changing global tax regimes, and increasing regulation and demands for tax transparency have added to the challenges of effective tax management. To simplify increasing complexity and meet new challenges, many

organizations are seeking tax services that can help navigate existing and changing needs—the type of services delivered by the Tax professionals at KPMG LLP.

Among the services we provide are:

- Business tax services
- Economic & valuation services
- Global mobility services
- International tax
- Mergers & acquisitions – Tax
- State and local tax

We also offer a range of resources to alert you to breaking tax news, keep you apprised of trends and key issues, and help you understand how new developments may affect your business. These resources include our Washington National Tax practice, KPMG TaxWatch thought leadership series, Tax Governance Institute, tax-related newsletters and publications, and more.

### *Washington National Tax*

Washington National Tax (WNT) is the technical core of KPMG's Tax practice in the United States. In addition to supporting KPMG tax professionals, WNT supports clients with detailed analysis, issue development, and advice in all matters related to federal, state, and local tax practice and administration.

The WNT team serves as a premier resource for clients and KPMG professionals in resolving complex tax issues in a wide range of areas including transactions, planning, tax returns and refund claims, Internal Revenue Service (IRS) rulings and dispute resolution, information reporting and withholding, and more.

WNT's professionals, many of whom draw on their prior experience with the IRS, the U.S. Department of the Treasury, Congress, and the U.S. Tax Court, offer a distinctive breadth and depth of tax knowledge.

WNT also helps clients and KPMG professionals stay on top of breaking tax-related developments and trends through e-mail alerts, articles in leading professional tax publications, podcasts, webcasts, and client briefings.

### **Advisory**

KPMG LLP (KPMG) helps organizations create sustainable business value and manage risk by enhancing their financial and operational structures. Our global network of experienced professionals helps you address complex marketplace dynamics, leverage opportunities for growth, capitalize on evolving technologies, and adapt to regulatory shifts through a variety of services designed to help you take advantage of change instead of merely reacting to it. We offer industry-specific financial, transactional, and technical experience in areas including management consulting, risk consulting, and deal advisory help you enhance your organization's financial performance and reporting, regulatory compliance, and business value creation. KPMG's advisory service areas include:



### *Deal advisory*

KPMG's deal advisory professionals help you prepare your organization take advantage of opportunities in the marketplace. We have structured our approach through an investor's lens to help ensure we are focused on the characteristics that help our clients identify, evaluate, and successfully implement growth strategies.

Our team of professionals offers technical and industry focused experience to help with the execution of mergers, acquisitions, integrations, restructurings, disposals, financings, and IPOs. We strive to help you identify the potential risks and opportunities of these specific actions and provide the insight to enhance value and position your organization for the future. Whether you are buying companies, selling businesses, restructuring refinancing or raising capital, our team can assist you in selecting the right path forward.

Our services include:

- Corporate finance
- Corporate strategy
- Restructuring
- Transaction services

### *Management consulting*

Balancing opportunity and challenge requires clarity. That is why people turn to KPMG. We offer broad management consulting skills, combined with more than a century of experience in audit, risk, mergers and acquisitions, and regulatory and tax implications. We can help you quickly understand how to define operating strategies, translate them into an execution plan, and ultimately get things done. Our management consulting service lines include:

- Financial management
- People and change

- Shared services and outsourcing services
- Strategy and operations
- Technology
- Technology enablement

### *Risk consulting*

As a world leader in risk consulting, KPMG's advisory risk consulting professionals help organizations transform risk into enduring competitive advantage while navigating their most complex business issues. Our people offer deep knowledge and insightful opinions to help you enhance risk and create value in a dynamic environment in which outcomes must be managed strategically and with agility.

We apply a risk lens to your business objectives, and help align your risk appetite with desired returns. We bring a forward thinking, global mind set to help you align corporate strategy and culture while protecting financial and reputational assets, and collaborate to improve decision making and operational effectiveness. We provide practical ideas and informed risk perspectives, tailored to your circumstances, to help you develop transformation strategies as well as the capabilities required to deliver sustainable change that drives business performance.

KPMG's risk consulting service networks work hand in hand to bring coordinated, multidisciplinary, and cross functional knowledge and skill sets to get the job done. We can add value as our professionals immerse themselves in our client's operations, culture, business strategy, understanding their needs and exceptional requirements. We provide objective advice, based on global experience that's tailored to support your individual circumstances. The result is that we offer not only transformation strategies, but also the strong capability needed to execute those strategies and deliver sustainable change that drives business performance.

Our services include:

- Risk assurance
- Risk strategy & compliance
- Technology risk

## Contacts

### **KPMG Los Angeles Korean Practice**

Located in the center of the West coast, the LA Korean Practice is the largest and the oldest Korean Practice among the Big 4. The office provides high quality services in audit, tax, and advisory to Korean companies doing business in the US, built on its affluent experiences and long-lasting business relationships. Its ability to provide such professional services over a long history deepens the client's trust, promoting the office's continued growth and technicality.

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- Dong Geun Koo, Managing Director, Tax [donggeunkoo@kpmg.com](mailto:donggeunkoo@kpmg.com)

### **KPMG New York Korean Practice**

New York is the biggest city in the US, and it's the center of the nation's economy and culture. Housing the UN headquarters and the Wall Street, it's also the world's epicenter of commerce, finance, and trading.

KPMG America Region's Headquarters are located in the city of New York, and the New York Office's Korean Practice boasts its history and size alongside with the LA Office. The office oversees the Korean companies in New York, New Jersey, and Washington D.C., which of most are globally known, as well as many other companies established within the Korean Community.

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### **KPMG Atlanta Korean Practice**

KPMG Atlanta oversees the Southern part of the US, and it's particularly responsible for the region of rapid establishment and growth in variety of production bases with a profusion of investment.

With Hyundai and Kia motor companies and their affiliates heading the automotive industry, there are also IT, electronics, chemicals, and other industries where the office provides professional services in audit, tax, and advisory.

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