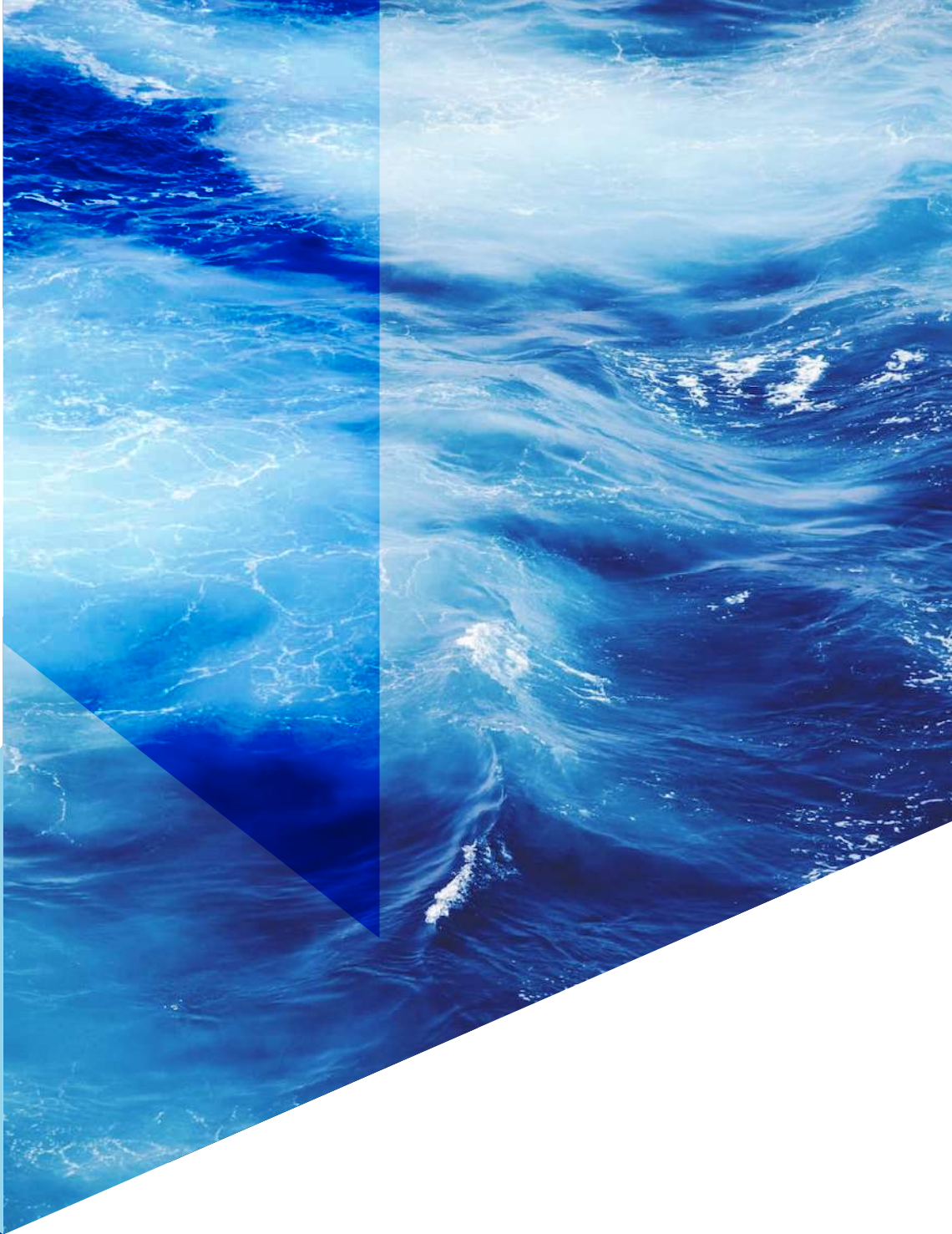




**HnG Consulting**  
Simplified your  
business problem.



**COMPANY PROFILE**  
VER 1.0 2023

**HnG Consulting**

▶ 20  
23

# COMPANY PROFILE

**#ThinkBigWithHnG**

Simplified  
your business  
problem.

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**“Efficiency,  
accuracy, and  
profitability –  
the pillars of  
our integrated  
financial  
consulting  
services”**



## WHO WE ARE?

**HARS & Groep Consulting (HnG Consulting)** is one of the premier tax, accounting, & management consulting firms in Indonesia that has quickly made a mark in the industry.

With a fresh perspective and a team of experienced consultants, we bring a dynamic approach to help organizations achieve their strategic objectives.

While our firm is relatively young, our consultants possess a wealth of industry knowledge and expertise that rivals even the most established consulting firms.

“

**At HnG Consulting, we are committed to deliver exceptional services tailored to meet the unique needs of our clients.**

We combine the agility and adaptability of a new firm with the depth of experience typically associated with industry veterans.

Our ability to quickly understand complex business challenges, identify opportunities, and deliver effective solutions has already garnered the trust and loyalty of a diverse range of clients.

## WHY CHOOSE US?

01//

### ETHICS AND INTEGRITY

We uphold the highest ethical standards and maintain the utmost integrity in all our engagements.

We prioritize transparency, confidentiality, and professionalism, ensuring that our clients' information and interests are protected at all times.

Our commitment to ethical conduct is unwavering, and we strive to foster long-term relationships based on trust and mutual respect.

02//

### CLIENT-CENTRIC APPROACH

We place our clients at the heart of everything we do. We understand that every client has unique requirements, goals, and challenges.

Therefore, we take a personalized approach, dedicating time and effort to understand each client's specific circumstances and objectives.

Our consultants work closely with our clients, offering tailored advice and solutions to help them achieve their strategic goals.

03//

### INNOVATIVE SOLUTIONS

We pride ourselves on our ability to think outside the box and provide innovative solutions to complex problems. Our team combines industry knowledge, cutting-edge methodologies, and a forward-thinking mindset to drive transformation and unlock new opportunities for your organization.



# COMPANY CULTURES

At HnG Consulting, we foster a vibrant and inclusive company culture that serves as the foundation for our success.

Our culture reflects our values, shapes our behavior, and drives our commitment to delivering exceptional client service.

**We are proud to cultivate an environment that embraces the following core elements:**

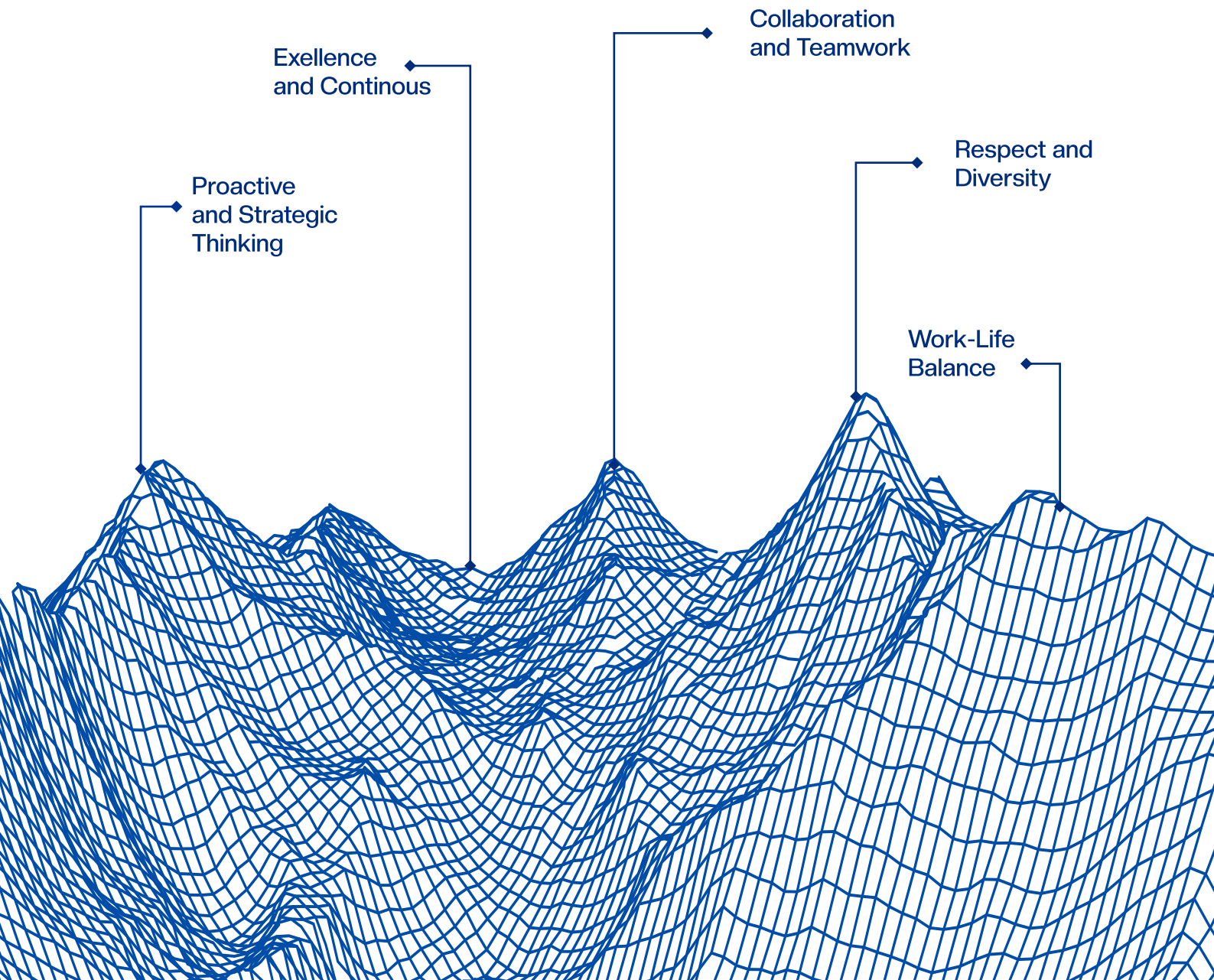
Proactive and Strategic Thinking

Excellence and Continuous

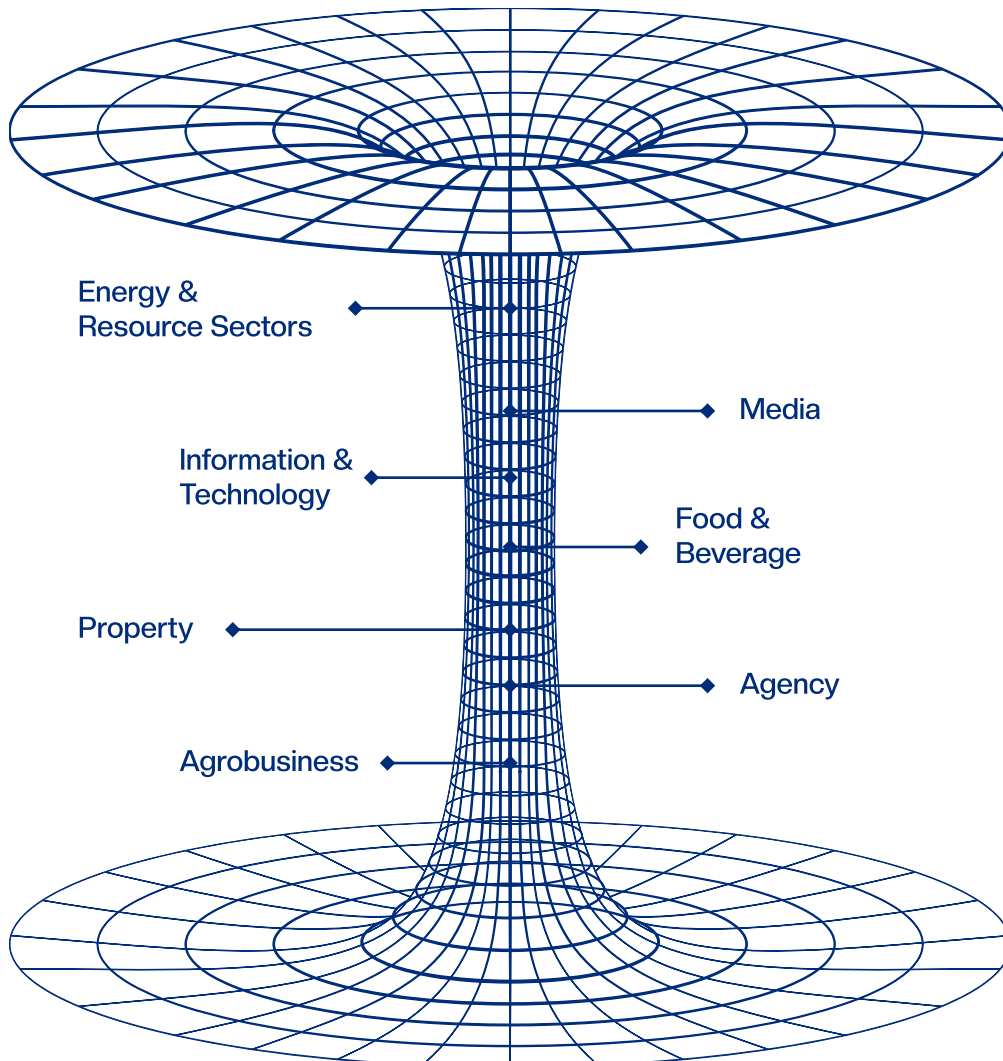
Collaboration and Teamwork

Respect and Diversity

Work-Life Balance



# OUR INDUSTRY FOCUS



## **HnG Consulting understands the complexity of the taxation field.**

With tax laws and regulations constantly evolving, it can be challenging for businesses and individuals to stay up-to-date on the latest changes. That's why our team of experts is here to provide comprehensive tax consulting services.

But our expertise doesn't stop at taxation. We also offer services in legal matters and accounting-audit.

Our dedicated team of legal professionals can assist with any legal issues that may arise, ensuring compliance and minimizing risks for our clients.

Additionally, our accounting and audit services help businesses maintain accurate financial records and ensure compliance with relevant regulations. We provide thorough analysis and reporting, giving our clients the insights they need to make informed financial decisions.

**At HnG Consulting, we prioritize our industry focus and understand that each industry requires a specialized approach to taxation, legal, and accounting-audit services.**

01//

## **Energy & Resource Sectors**

The energy & resource sector is a highly regulated industry that is constantly evolving.

**We offer our clients in this sector specialized tax, legal, and accounting-audit services that help them navigate complex regulations and maximize their financial opportunities.**

02//

## **Information & Technology**

The IT industry is a rapidly growing sector with unique tax, legal, and accounting-audit needs. We work with our IT clients to provide cost-effective solutions that streamline operations, maximize tax benefits, and minimize regulatory risks.

03//

## **Property**

The property industry has its own set of complexities when it comes to tax, legal, and accounting-audit matters.

We understand the intricacies of property investment and development, and our team offers expert advice on tax planning, contract negotiation, and compliance requirements.

04//

## **Agrobusiness**

Agriculture is a significant industry requiring complex business structures and regulatory compliance.

Our tax, legal, and accounting-audit services help agribusinesses stay compliant with their reporting requirements while optimizing their return on investment.

05//

## **Media**

The media industry is constantly changing, and businesses in this sector need to stay ahead of the curve to remain competitive. HnG Consulting offers our media clients customized tax, legal, and accounting-audit solutions that help them navigate the complexities of the industry while maintaining a competitive edge.

06//

## **Food & Beverage**

The food and beverage industry is highly regulated, and companies in this sector require specialized tax, legal, and accounting-audit services to navigate the regulatory environment.

**We work with our clients to provide guidance on compliance matters, tax planning, and risk management, among other specialized service offerings.**

07//

## **Agency**

The agency sector covers a wide range of businesses, including advertising, marketing, and public relations. We understand the unique tax, legal, and accounting-audit needs of agencies, and we provide customized solutions that help our clients navigate this complex industry.



## Chapter 1

# SIMPLIFIED YOUR BUSINESS PROBLEM.

// Our Service  
// Customized Solution  
// Target Market  
// Service Advantages

At HnG Consulting, we offer a comprehensive range of consulting services encompassing taxation, accounting, legal, and management.

**With a wealth of experience and a team of dedicated professionals,**

**we are committed to delivering exceptional solutions tailored to the unique needs of our clients.**

# OUR SERVICE

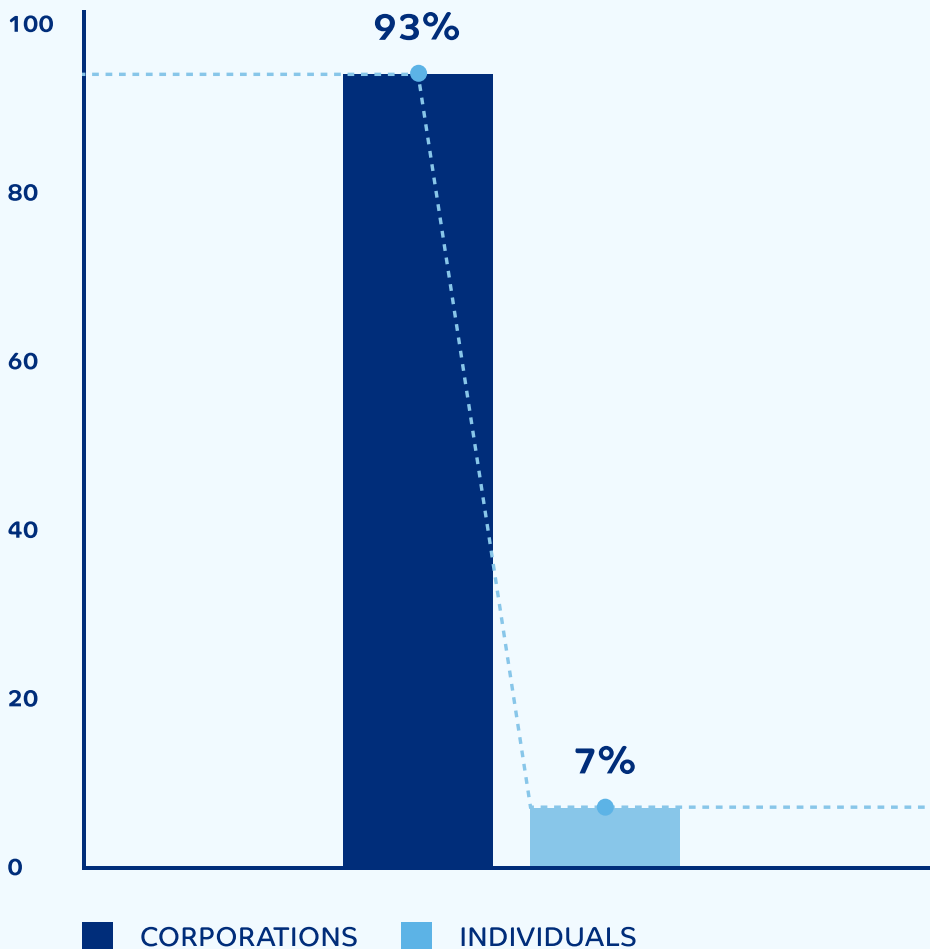
We have established ourselves as a trusted advisor for corporations of all sizes. Our team of experts has extensive experience in working with companies across various industries, including manufacturing, technology, finance, retail, and more.

In addition to our corporate clients, we also provide personalized services to individuals. We understand that individuals face unique financial challenges and have specific goals.

**Our team of professionals offers expert tax planning, wealth management advice, and estate planning strategies designed to help individuals maximize their financial well-being.**

## OUR CLIENTS

Period: 2022-2023



Whether you are an entrepreneur, a high-net-worth individual, or a professional seeking financial guidance, we are here to support you every step of the way.

# CUSTOMIZED SOLUTIONS

Our primary objective is to deliver customized solutions that safeguard your interests and enable you to navigate the complexities associated with these crucial aspects of your business. Our services include:

## 01// Tax Compliance

- TIN Registration
- Corporate Tax Assistance & Advisory
- Personal Tax Assistance & Advisory
- VAT Services
- Tax Due Diligence
- Tax Training and Education

## 02// Transfer Pricing Services

- Transfer Pricing Documentation
- Transfer Pricing Benchmarking
- Transfer Pricing Planning
- Advance Pricing Agreement Assistance
- Mutual Agreement Procedures Assistance

## 03// Tax Dispute & Litigation

- Tax Risk Assessment and Mitigation
- Tax Objection Assistance
- Tax Appeal or Lawsuit Assistance
- Tax Court Assistance
- Customs Appeal Assistance

## 04// Customs

- Quarantine Handling
- PEB Transfer
- Pengusaha Pengurusan Jasa Kepabeanan (PPJK)
- Doc Fee
- Certificate of Origin Assistance



## 05// Accounting Services

- Financial Statement Preparation
- Bookkeeping and General Ledger Management
- Payroll Services
- Audit and Assurance
- Financial Analysis and Reporting
- Budgeting and Forecasting
- Financial Advisory

## 06// Legal Services

- Contract Review and Drafting
- Company Formation
- Legal Documentation
- Legal Consultation
- Trademark Registration
- Patent Application
- Virtual Office Services

## 08// Policy Analysis

- Analysis of Regulations
- Validation and Verification Process
- Future Directions of the Regulations
- Key Actors in the Regulations
- Regulatory Risk Assessment

## 07// Strategic Studies

- Overview of the sector
- Sectoral issue Analysis
- Data Verification
- Comparative Studies

## 10// Political Risk Assessment

- Data Gathering
- Mitigation Action on Identified Political Risks

## 09// Stakeholder Mapping and Engagement

- Mapping of the Key Stakeholders
- Dialogue with stakeholders
- Extensive Studies and Discussion Point Development
- Collaborating with Thought Leaders
- Developing Your Company to be Thought Leader
- Stakeholder Sharing Knowledge
- Provide Recommendations
- Campaign Planning to the Public





# TARGET MARKET

## OUR CLIENTS

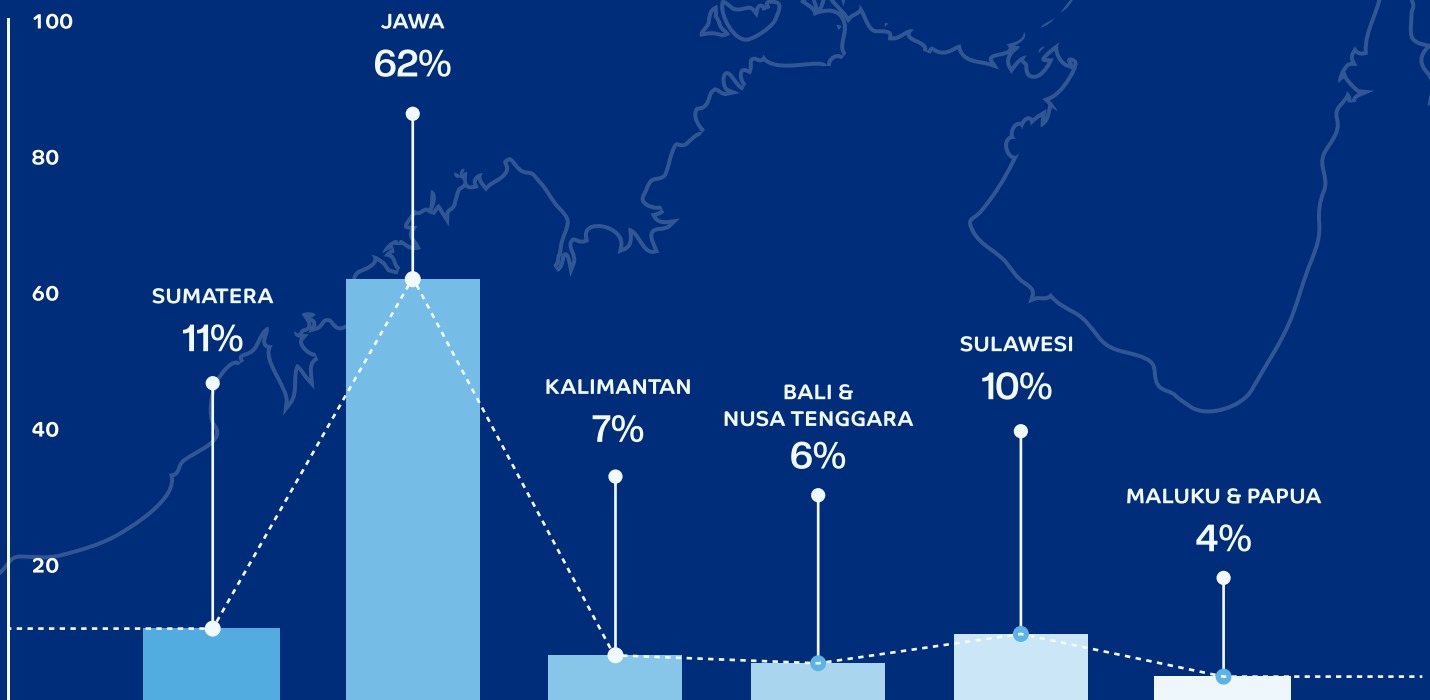
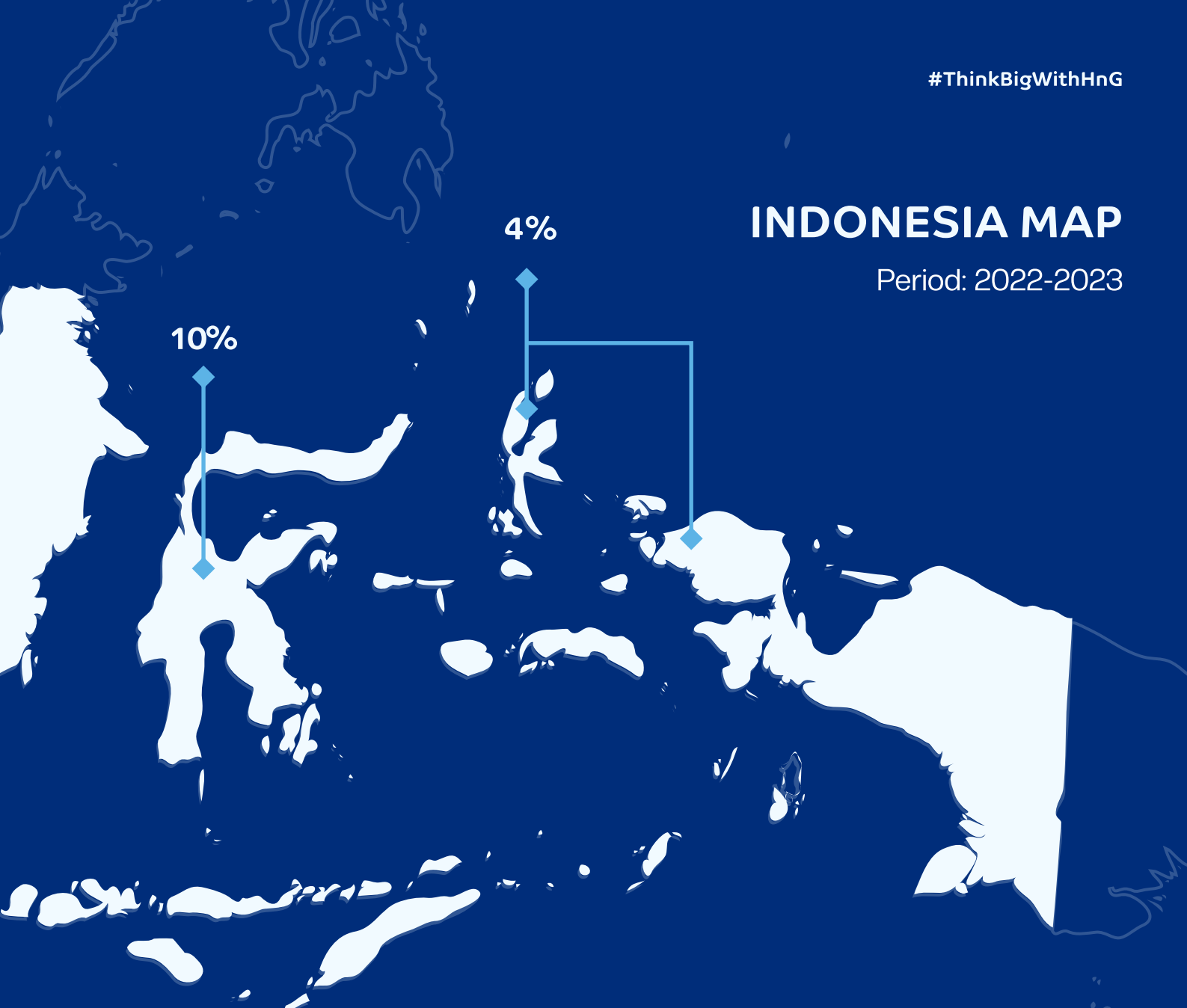
Period: 2022-2023

HnG Consulting, with its vast experience, has served hundreds of companies, ranging from small and medium-sized enterprises (MSME's) to large corporations.

Our clients are spread across various regions in Indonesia and represent diverse sectors of the business world.

# INDONESIA MAP

Period: 2022-2023



# SERVICE ADVANTAGES



## Expertise and Experience

With years of experience in the industry, HnG Consulting's team of professionals possesses deep expertise and a thorough understanding of the complex dynamics in various business sectors. We leverage this knowledge to deliver solutions tailored to the unique needs and challenges of our clients.

## Comprehensive Range of Services

At HnG Consulting, we provide a comprehensive suite of services that cover key areas such as taxation, accounting, legal, and management. By offering an integrated approach, we ensure seamless coordination and collaboration across these crucial aspects of your business.



## Customized Solutions

At HnG Consulting, we believe in the power of personalized solutions. Our team takes the time to understand your specific requirements, challenges, and goals. We then develop tailored strategies and solutions that align with your objectives, ensuring maximum effectiveness and efficiency.

## Nationwide Coverage

With our extensive network and presence across Indonesia, HnG Consulting is equipped to serve clients from various regions and industries. Whether you are based in urban or rural areas, our services are delivered with the same level of dedication and professionalism.

## Remote Accessibility

Thanks to our online capabilities, HnG Consulting's services can be accessed and delivered remotely. Whether you are located in a different city or working from the comfort of your own home, our team can seamlessly connect with you virtually to provide the necessary assistance. This enables flexible collaboration regardless of physical location.

## Value-Driven Results

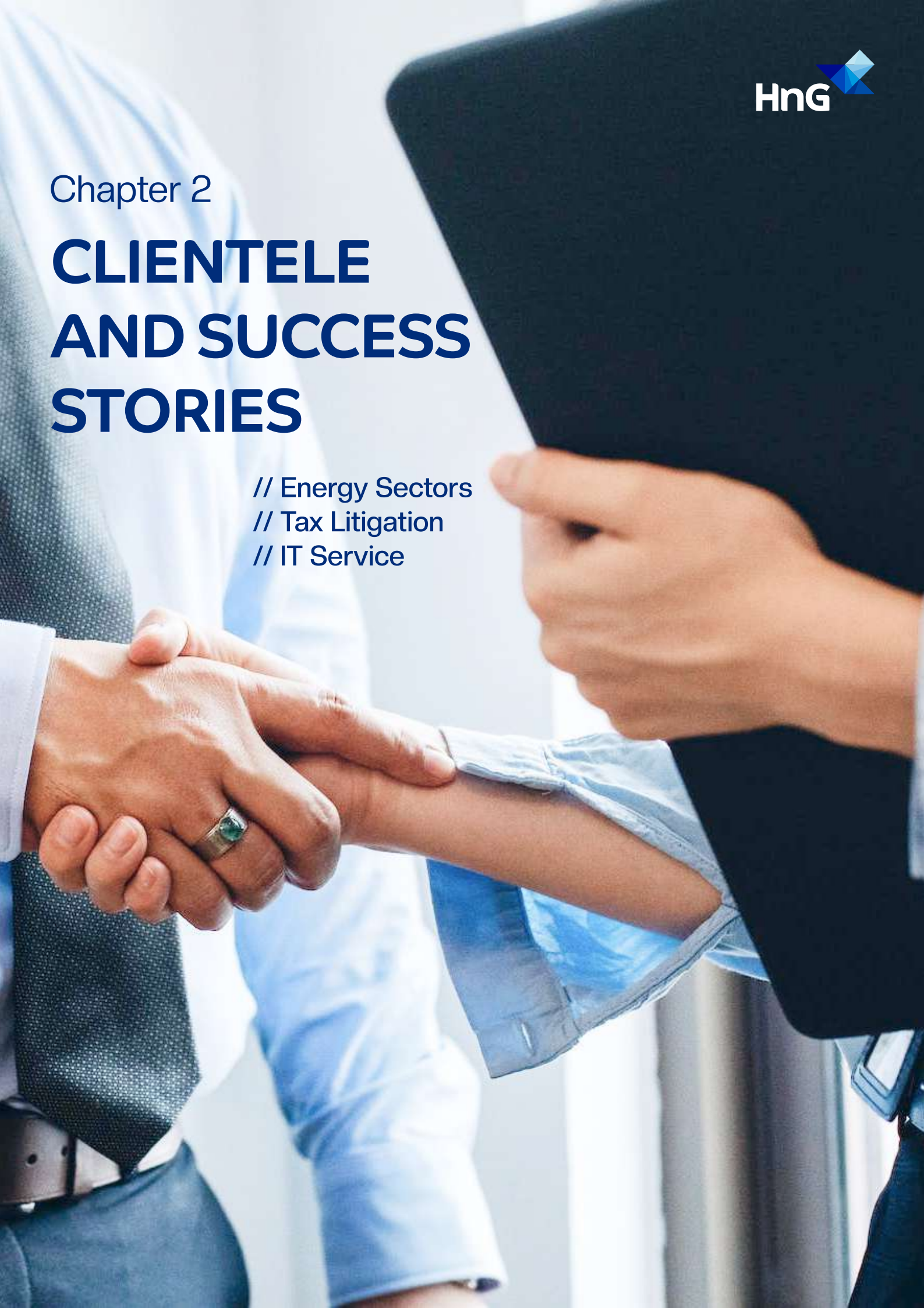
At HnG Consulting, our focus is on delivering tangible results that drive value for your business. We combine our expertise, industry knowledge, and innovative approaches to help you achieve your goals, optimize your operations, and enhance your overall success.



Chapter 2

# CLIENTELE AND SUCCESS STORIES

// Energy Sectors  
// Tax Litigation  
// IT Service



# Significantly Minimizing Tax Burden for PT XYZ

## 01//

At HnG Consulting, we are thrilled to share the remarkable success story of our client, PT XYZ, a thriving coal trading company operating in multiple locations in Indonesia.



### CHALLENGE:

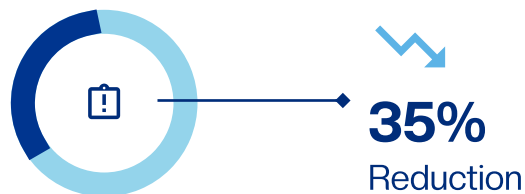
When PT XYZ approached us, they were **grappling with a high tax burden** that was impeding their growth and profitability.

They recognized the need for expert guidance to optimize their tax strategy and minimize tax liabilities without compromising compliance.



### OUR SOLUTION:

Our team of highly skilled tax consultants conducted a comprehensive analysis of PT XYZ financial and tax position.



By implementing our comprehensive tax strategy, PT XYZ experienced an **astounding 90% reduction** in their tax burden for fiscal year 2022.

# Tax Litigation of PT ABC

## 02//

One of our clients is PT ABC, a **large petroleum transportation services company** operating in multiple locations in Indonesia.

### CHALLENGE:

PT ABC received a letter from the Directorate General of Taxes (DGT). **The letter said PT ABC needs to confirm its financial statement.**

The tax officer conducts research to PT ABC and needs some confirmation particularly expenses and COGS account.

### OUR SOLUTION:

Our team performs a tax audit and conducts cross-checking of multiple data provided by PT ABC. The audit resulted in a comprehensive report which was later submitted to the DGT tax officer. Later, the case was done and closed smoothly.



\*The name of the client related to the case has been disguised

## IT SERVICES

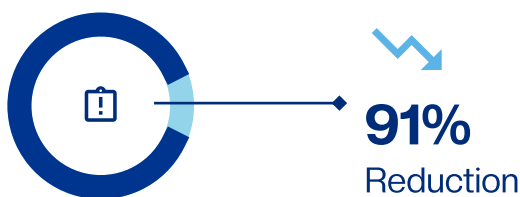
# Significantly Minimizing Tax Burden and Manage Tax Compliance for PT XXX

## 03//

One of our clients is PT XXX, a multinational media and advertisement company based in Indonesia.

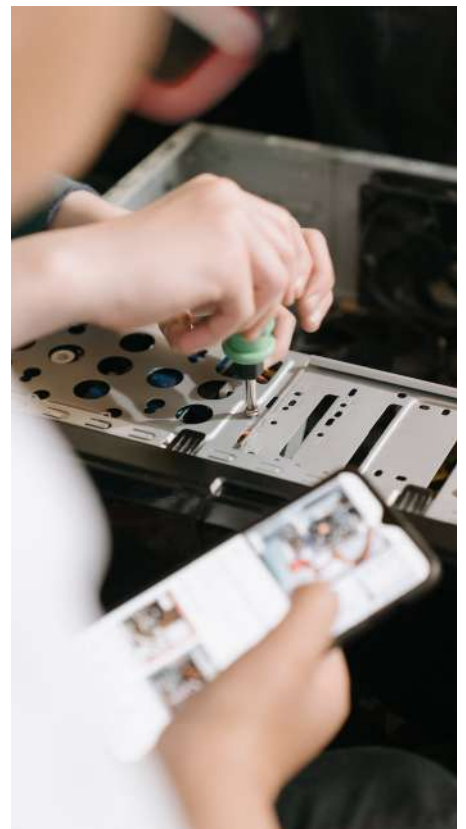
### OUR SOLUTION:

Our experts maximize tax incentives provided by the government. This tax planning option successfully **saved nearly 91% of the company tax burden.**



### CHALLENGE:

When PT XXX approached us, the company was facing a high tax burden and withholding tax inefficiency that obstructed their growth.



\*The name of the client related to the case has been disguised

Chapter 3

# OUR SELECTION OF CLIENTS

- // Energy & Resources
- // Information &  
Technology
- // Advertisement &  
Agency
- // Commerce
- // Real Estate &  
Agrobusiness

## OUR SELECTION OF CLIENTS

## ENERGY & RESOURCES



- One of the leading coal mining enterprise who focuses on commodity export business
- Subcontractor of state-owned oil and gas company on transportation services

## INFORMATION & TECHNOLOGY

- One of the largest and most renowned companies in the field of online creative campaigns.
- Data center management company that collaborates with internet service providers.



## ADVERTISMENT & AGENCY

- Leading agency on advertisement & tourism business who contracted with some of the biggest FMCG clients
- Brand new bar & club in South Jakarta

## OUR SELECTION OF CLIENTS

### COMMERCE



- Semi-manufacturing company in Surabaya who focuses on assembly of imported goods
- Settled merchant business that sells marine product to local distributor and export company

### REAL ESTATE & AGROBUSINESS



- Jakarta-based company operating in the field of house development, real estate sales, purchases, and rentals.
- Family-owned palm oil plantation company in Sumatra

## OUR SELECTION OF CLIENTS






- // Energy & Resources
- // Information & Technology
- // Advertisement & Agency
- // Commerce
- // Real Estate & Agrobusiness

We have successfully served clients in finance, technology, energy, manufacturing, real estate, and more. **Our commitment to delivering exceptional business solutions tailored to each client's unique requirements has earned us their trust and loyalty.**



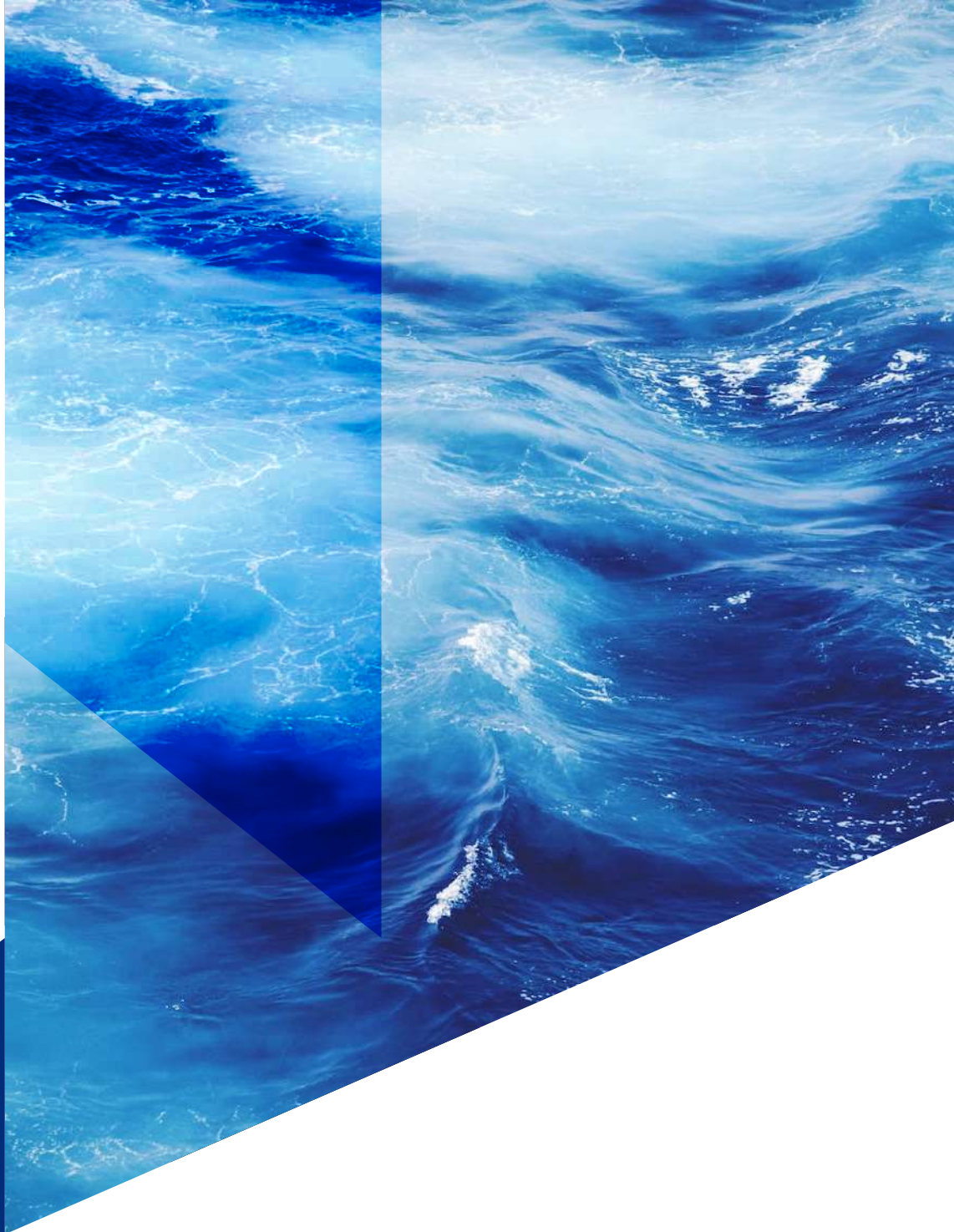
Let's talk! John D. Rockefeller once said:

**“A friendship founded on  
business is better than a  
business founded on  
friendship”**

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**THANK YOU!**

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