


# Overcoming borders. In thoughts and actions.

A close-up photograph of a person's hands. The person is wearing a light blue button-down shirt. Their right hand is holding a silver pen and writing on a white document. Their left hand is resting on the document, with the index finger pointing towards the text. The background is blurred, showing more of the person's shirt and a dark blue area.

## For us, providing advice means finding perfect solutions. As well as understanding our clients' personal concerns.

Our clients understand the rules of competition and set high standards for optimising their company. Not only for themselves, but also for their advisors.

We are happy to be measured against these standards. Thanks to our experience and our ability to take a clear, analytical look at each particular situation, we can identify **solutions** and **suggest options** that our clients may not have considered before. **This is what distinguishes the advisors working for TPA.**

### **No gobbledegook or taxspeak.**

No matter whether we assist medium-sized companies, industry or trade, foundations or groups of companies – this is the secret of our success in a nutshell: we stand for **top-quality advice** as well as **clearly worded** tax-based and economic solutions.

Like most of our clients, we are independent entrepreneurs and have to take responsibility every day for our company's growth and success. In addition, we have an **in-depth understanding of how business works**, plus the ability to read between the lines – and also between the figures.



## Local roots. International success.

The TPA Group is one of the leading tax advisory and auditing services companies in Central and South Eastern Europe. With 30 branch offices, we are represented in Albania, Austria, Bulgaria, Croatia, Czech Republic, Hungary, Montenegro, Poland, Romania, Serbia, Slovakia and Slovenia.

Our clients can rely on a staff of some 1,500 employees specialising in the fields of tax advisory, accounting, auditing and advisory. We cover almost every sector – from trade & retail to real estate and the energy industry.

### **The benefits for our clients are obvious:**

They benefit from our personal, transnational support, from our offices in the key cities of Central and South Eastern Europe, and our detailed know-how.

Thanks to our strong local roots in the countries of Central and South Eastern Europe, we have been able to develop an **in-depth understanding of the respective tax-based and also cultural peculiarities.**

Specialisms acquired over many years as well as **high quality standards** within the TPA Group have created a sense of security and trust, a solid foundation of particularly long-term customer relationships.

### **Our philosophy: Face to Face Business.**

Our most important tools are not calculators, tables and the latest technology but rather a close look, a finely tuned ear, a good nose and an honest talk. This is what we understand by Face to Face Business. And we live by this credo. Regionally and internationally.





## We always focus on what's essential: your success!

We will not give you countless alternative courses of action but specific, tailored suggestions to help you find your way to success. This applies just as much to "small" clients as to "big" ones, **from everyday accounting to specialised questions about taxation.**

Our advisors' professionalism will also help you identify weaknesses and take appropriate measures when it comes to performance management. We can help you there, among other things, by analysing your established processes and procedures, focussing on efficiency and potential improvement.

### **Our experts love a complex challenge!**

Because the legislation and the markets are constantly changing, it is important to know today what measures you might be able to take tomorrow.

Thanks to our specific expertise, we are also able to provide you with the security you need and the solutions you are looking for when it comes to corporate **legal structures and reorganisations, company succession issues** or start-up advice.



## We take care of your accounts. We take matters off your hands.

Entrepreneurs are finding it increasingly important to focus on their company's core competencies. You need to be flexible in taking entrepreneurial decisions and to respond quickly to market demands.

We provide professional and reliable support to you. What you get is a **service package individually tailored** to your needs that will cover your back.

The outsourcing of accounting services has become a success factor for many companies throughout various industry sections. Whether in **accounting, payroll accounting, annual accounts or performance management**: in collaboration with you, we analyse what tasks TPA can take off your hands. We create customised company and industry-specific solutions that are optimised from a tax perspective as well as cost-efficient.

Our accounting experts help you to be in **full control of your finances at all times**. Wherever you are, thanks to our around-the-clock online access, your accounting records and reports are just one click away.





## Put our auditors to the test. They are prepared for whatever comes their way.

So what makes a good auditor? They have to be extremely well-trained, objective and experienced, with a wealth of specialist knowledge. However, for us, it's not only their technical expertise but also their social and emotional skills that are really important. This is because, to give good advice, your advisor needs to understand not just your figures but you and your needs as well.

### **Our service portfolio.**

For both statutory and voluntary audits, we check whether your financial statements comply with the legal requirements and present the **truest possible picture of your company's assets, finances and profits.**

A financial due diligence process goes far beyond a formal audit. You can expect us to carry out systematic and detailed collection, examination and analysis of your data. We are experts in **corporate governance and compliance** and can help to safeguard the continuing

existence of a company and its objectives by carrying out extremely detailed risk management. We also offer extensive services in respect of **special investigations and prospectus auditing** – from audits under company law to IT audits.

### **We make you fit for the auditor.**

With our services such as advising you on how to **organise your accounting systems**, producing a tailor-made accounting manual, preparing for an internal control system audit or helping you set up and implement **risk management systems**, we can ensure that the audit process will run smoothly.

# It's not the size of your company that matters to us, but your concerns.

We certainly like to take on big challenges, but that has nothing to do with the size of a client's company. Our experts treat the big jobs and the small ones just the same, and try to work with the clients to find the best possible solution.

## Advice on subsidies

We offer advice on EU matters, subsidies and technology for high-tech and industrial companies, local councils, innovative start-ups, associations and NGOs in Central and South Eastern Europe. Our main areas for consultancy are research & development, new technologies, innovation, start-ups and national and EU subsidies, in all the member states of the European Union.

## Performance management

You can only manage what is being measured. That is why we offer you sound principles for decision-making, based on professional performance management systems, to ensure proper company control. We help you with corporate planning and with setting up and developing your performance management and reporting systems. Our services also include setting up bank reporting systems and advising on valuations for corporate control purposes.

## Advice on restructuring and reorganisation

Depending on the particular crisis and the matter in hand, a restructuring strategy can take many forms. Our objective, however, is always the same: we increase the value of commitment for all stakeholders. We offer a number of services, including analysing the status quo, preparing (strategic) business reviews, producing and/or carrying out an independent audit of restructuring plans, analysing the factors that led to the crisis, producing alternative scenarios and finding investors.





# 12 Countries. 1 Company. The TPA Group.

The TPA Group's strength in providing **efficient trans-national advice** in the markets of Central and South Eastern Europe is outstanding and impressive.



Thanks to our strong local roots in the countries of Central and South Eastern Europe, we have been able to develop an in-depth understanding of the respective tax-based and also cultural peculiarities.

We have been supporting our clients for over 20 years as they expand into the new markets of Central and South Eastern Europe. With our offices and experts in Albania, Austria, Bulgaria, Croatia, Czech Republic, Hungary, Montenegro, Poland, Romania, Serbia, Slovakia and Slovenia.

When it comes to tax advisory, accounting, auditing and advisory, it's not just that "they do things differently" in other countries, but that there are different cultures, markets, laws, languages and much more to consider.

**It goes without saying:  
there are no language barriers in our advice.**

Because we are an international corporate group, you can do **Face to Face Business** with us at any one of our locations in Central and South Eastern Europe. To avoid any technical misunderstandings or sources of error, we offer you not only the local language but also a "German & English Desk"



## The TPA Group: Regional roots. Worldwide network.

The TPA Group is an independent member of the **Baker Tilly Europe Alliance** and is thus able to provide a worldwide network of tax advisors, auditors and consultants for its clients.

Thanks to our alliance with the Baker Tilly International network, the 12 countries of the independent TPA Group are perfectly connected at global level, and we are able to provide high-quality services in all the main business centres and regions of the world.

Our clients benefit from direct communication channels and straightforward decision-making structures and have access to top international consultants boasting excellent knowledge of the market situation in their particular country at any time.

In the most important European market, Germany, the TPA Group cooperates very closely with a leading and highly successful member of Baker Tilly International, namely with the renowned German consultancy Baker Tilly in Germany, which has 10 locations and more than 1,000 employees in Germany.

The Baker Tilly International network currently consists of 126 independent members in 145 countries, employing a total workforce of 34,000 in 746 offices, which puts it among the top 10 global consultancy networks.

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TPA Steuerberatung GmbH, Wiedner Guertel 13, Tower 24, 1100 Vienna, FN 200423s HG Vienna. Tel.: +43 (1) 588 35-0, E-Mail: service@tpa-group.at, Artwork: TPA, Photos: TPA, Getty Images: Ascent/PKS Media Inc., surakka, Guido Mieth, PhotoAlto/Eric Audras, istockphoto: aydinmutlu, luhuanfeng





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