



Turkish desk

Supporting your success in Qatar and Turkiye



Who we are?

KPMG, a global network of independent firms, providing services to clients globally.

KPMG in Qatar is established through its member firm KPMG Professional Service and has operated in the State of Qatar since 1977. This early commitment to the Qatari Market, together with the support of a wide network of international experts, has been the foundation of our accumulated industry experience and is reflected in our appointment by the Qatari's leading organizations.

KPMG in Qatar has grown to become one of the largest and most prestigious professional services firms in the country and currently has a workforce of over 350 professional staff and partners. Our people share a sense of purpose in the work we do, and a strong commitment to community service, inclusion, and diversity.

Commitment to quality client service

Audit, Tax and Advisory services

Commitment to communities and environment



All major global KPMG services offered locally

More than 250 outstanding professionals

We provide services to clients from Turkiye and Qatar market with respect to their planned and existing investments and projects in Turkiye and Qatar.

To support Turkiye and Qatar based companies to expand their presence in both countries the Turkish desk draws on multiple strengths:

- Our Turkish-speaking Manager, Nurlan Sadraddinzade draws on his in-depth knowledge of the Turkish business environment to gain a thorough understanding of our clients' needs. He works closely with tax, audit and business advisors of KPMG who have local and international experiences and are capable to support businesses in various business matters.
- Our Head of Tax, Barbara Henzen, will be a hands-on advisor for all tax-related matters in Qatar.
- Together, they draw on their understanding of both the Turkish and Qatari markets to help companies anticipate, understand and manage all their commercial needs.

The relationship of the State of Qatar with Turkiye continues to develop. Recognizing this, KPMG Qatar established the Turkish desk to provide tailored services to clients from the Turkiye and Qatar.

At KPMG we have been pleased to support many Turkish businesses as they set-up and operate in Qatar. Our team of Turkish, Arabic and English-speaking professionals have extensive industry knowledge in both markets and can provide hands-on and support to Turkish companies looking to set up operations in Qatar, as well as Qatari companies wishing to invest in Turkiye.

We understand the complexity of setting up in a new market. Our knowledge of the tax and regulatory frameworks, and economic context in both Turkiye and Qatar have enabled us to develop a full range of tailored, professional services to suit companies' needs in an integrated and timely way.



Barbara Henzen
Partner, Head of Tax
KPMG in Qatar
T: +974 74070309
E: bhenzen@kpmg.com

Our solutions are designed to match your needs

Would you like to:



Advisory

- Identify investment opportunities in Turkiye and Qatar
- Find a financial advisor for your target opportunities
- Carry out comprehensive financial, tax, commercial due diligence
- Carry out forensic checks on your potential partner and counterparties in Turkiye and Qatar
- Define or implement a business integration plan following an acquisition
- Commit to sustainable development
- Use data and analytics to guide business decisions
- Target clients with personalized marketing and enhance the cost-efficiency of your marketing spend
- Improve your understanding of current practices and procedures in your Turkiye and Qatar subsidiaries (if any)
- Review or implement new reporting systems
- Train your finance teams in new accounting standards
- Acquire temporary resources for the short or long-term



Tax

- Determine how to efficiently structure your investments and financing, taking into account the latest local and international tax developments
- Understand how to enter, operate in, and exit the Turkiye and Qatar markets in a tax efficient way
- Understand and evaluate the tax cost of doing business in Turkiye and Qatar, including any tax incentives available
- Seek assistance with business setup
- Seek assistance with local tax compliance and assessments
- Be regularly updated on local tax changes and their potential impact on your investments



Audit

- Identify investment opportunities in Turkiye and Qatar
- Find a financial advisor for your target opportunities

What we do?

KPMG, a global network of independent firms, providing services to clients globally.



Deal Advisory



Tax



Risk Consulting



Management Consulting



Audit

Deal Advisory



Our Deal Advisory team has substantial local and international experience in helping clients achieve their M&A goals by providing tailored services ranging from initial deal identification to completion. Our offerings include financial, tax and commercial due diligence on both the buy and sell sides.

Tax transformation and BEPS



The tax landscape in Qatar and Turkiye is constantly changing in line with global tax developments, including BEPS inspired changes. We keep clients informed in advance and help them to revisit their structures to remain both efficient and compliant.

Investment structuring and setup



We advise on tax efficient structuring of investments and projects in Turkey and Qatar, covering holding, financing, treasury and operational aspects.

Additionally, we assist clients to establish a presence and start operations.

Tax compliance and tax audit assistance



The tax compliance is usually due to aggressive positions of tax authorities and potentially significant tax penalties. We help our clients with ongoing tax compliance and, if required further, with dispute resolution and negotiation with the tax authorities and courts.

Valuations



Our valuation services team offers a wide range of analytical services for fund managers, portfolio companies and investors.

Transfer Pricing



We advise clients on transfer pricing, taking into account the specifics across Turkiye and Qatar, while ensuring that subsidiary policies are aligned with clients' global value chain and global policies. We further help clients to comply with transfer pricing legislation in the Turkiye and Qatar.

Forensics



By taking a strategic approach, we help our clients take immediate and decisive actions that can help prevent, detect and respond to – and recover from – potentially contentious or harmful situations.

Accounting advisory



Our dedicated team of accounting specialists help clients comply with international standards, advise them on financial reporting processes and help align accounting operations with business objectives.



People advisory services



Our teams focus on human capabilities and develop strategies with an aim to attract, develop, motivate, retain and manage the right people with the right skills sets and experiences to deliver.

Restructuring



Our restructuring professionals aim to help businesses stabilize and implement a process of strategic, operational and financial change.

Internal Audit & Risk Compliance



Our IARCS solutions are designed to enhance the efficiency and effectiveness of internal audit functions, enterprise risk management programs, third party relationship reviews and risk and controls management.

Digital and customer



By deploying talented, cross-industry experienced professionals, we help businesses create enhanced methodologies and practical strategies to grow your customer base through an enhanced customer experience while addressing internal challenges.

Audits of financial statements



Our practice provides auditing services to a large number of companies, ranging from startups to multinational corporations.

Business process management



We provide bookkeeping, accounting and payroll services. We also help clients augment their existing management and technical resources by seconding experienced KPMG professionals for short or long-term assignments as required.

Audit-related services



We review and compile financial statements and provide agreed upon procedures, attestation services and extended assurance.

Business transformation



As clients review operations and transform to stay ahead in a competitive environment, we help identify major failure points and devise corresponding approaches.



Contact us



Ahmed Abu-Sharkh

Country Senior Partner

T: +974 4457 6444

E: aabusharkh@kpmg.com



Barbara Henzen

Partner, Head of Tax

M: +974 4457 6571

E: bhenzen@kpmg.com



Nurlan Sadraddinzade

Manager, Tax

T: +974 66305824

E: nsadraddinzade@kpmg.com



© 2022 KPMG LLC, a limited liability company registered with Qatar Financial Centre Authority (QFCA), State of Qatar and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

© 2022 KPMG Qatar Branch is registered with the Ministry of Commerce and Industry, State of Qatar and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

The KPMG name and logo are registered trademarks of KPMG International.