

“We have remained a client of Shamsir Jasani Grant Thornton since the late 1980s because they have the **expertise, experience and resources** to help our business grow...

Shamsir Jasani Grant Thornton 



...as we expand across the global market," says Dr Frank S. Lee, President and Group Managing Director of Y.S.P. Southeast Asia Holdings Bhd (Y.S.P. SAH).

"As our auditors and business advisers for over a decade, Shamsir Jasani Grant Thornton has played a fundamental role in our success, helping us grow into a serious player in the pharmaceutical industry. They have also provided us with practical advice and solutions to help us gain our recent public listing, which marked a major milestone in Y.S.P. SAH's history."

From a small company distributing pharmaceutical products in the late 1980s, the Y.S.P. SAH Group has grown from its humble base in Malaysia into a multi-national company with various manufacturing facilities and an extensive marketing network around the ASEAN region. Today, the Group boasts a wide array of pharmaceutical, over-the-counter (OTC), veterinary and aquatic products, and continues to expand its presence across the region with offices as well as strategic alliances in Singapore, Vietnam, Myanmar, Philippines, Thailand, Cambodia and Indonesia.

Dr Frank S. Lee, President & Group Managing Director of YSP Southeast Asia Holdings Bhd (front cover, left) is pictured here with Dato' Shamsir Omar, Chairman (right) and Dato' N K Jasani, Managing Partner (centre) of Shamsir Jasani Grant Thornton.

Client satisfaction remains the benchmark of our quality service, and the pivotal measure of our success

Whatever your business needs and aspirations, we have the local expertise and global reach to bring you one step closer to your business goals and ambitions.

Established in 1974, Shamsir Jasani Grant Thornton recently turned 30. Over the years, our firm has grown in leaps and bounds and today, we are ranked as one of the leading accounting and consulting firms in the country. Our reputation, just like Rome, was not built in a day. To serve you better, we now operate from our main office in Kuala Lumpur and branch offices in Kuantan, Penang and Johor Bahru. From our widened base, we continue to offer highly responsive and personalised attention to ensure you receive innovative, yet practical advice in a range of assurance, tax and specialist services.

As a member of Grant Thornton International, we have access to a wealth of international resources to provide you with cutting edge business solutions across a diverse range of industries. Coupled with our local knowledge and expertise, we are able to offer you the best of both worlds, wherever you choose to do your business.

Grant Thornton International is one of the leading accounting and consulting organisations in the world, focusing on entrepreneurial and owner-managed businesses. With a global network of around 540 offices in 109 countries, all Grant Thornton member firms share a consistent identity and steadfast commitment to ensuring clients receive the same professional services of unsurpassed quality and standards.



Dato' N K Jasani
Managing Partner

Designed with our clients in mind, our **assurance & business advisory services** focus on the critical areas and risks...

...that matter most to your business. The ability to manage risks, resources and information remains the integral key for all business successes. We understand the complexity involved and go beyond crunching the numbers to ensure a true and fair view of your financial position is presented at all times.

The business environment today is placing an increasing level of importance on risk management and compliance. This has led to greater transparency and increased requirements for disclosure. Corporate governance, accounting standards, statutory regulations and stewardship are just some of those issues at hand. We understand these issues and help you identify your strengths and weaknesses which, in turn, enable us to position your business for success.

We take great pride in our partner-led service where experienced professionals are involved in all stages of the assignments. We go the extra mile to ensure that our service is tailored to your needs and produces the results you expect and more.

“Our partners are closely involved in all stages of the audit process to ensure our clients’ needs and expectations are met.”

Hooi Kok Mun
Partner, Assurance & Business Advisory



Our revolutionary audit approach

We are focused on the future, and are committed to providing innovative ideas and solutions to help you make the best of your business and any emerging issues. With this objective in mind, we have adopted Grant Thornton International's Horizon audit approach and Explorer software, a revolutionary paperless audit designed to achieve a consistent standard of audit service. The audit methodology and software are constantly reviewed to ensure they are up-to-date with the latest changes in audit standards and regulations, while at the same time, maintaining its flexibility to meet the needs of individual clients.

Powered by Explorer, a technically advanced audit software, the Horizon audit methodology draws from the collective experience of our assurance specialists around the world to identify and anticipate the inherent and financial risks facing many businesses today. Horizon allows us to capture information about the client's business and its industry to improve our understanding of how it operates. With this vital information, we are able to tailor our audit procedures to help our clients manage their businesses in a more cost-effective and efficient manner.

Our services are designed with you in mind

Our approach is not that of a typical accounting firm, and we did not become a leading accounting firm by accident. Through active and close involvement with the client's business, we help them manage the challenges and uncertainties in the increasingly complex market place.

Our services are not limited to helping clients meet various regulatory requirements. Our people are also trained to identify opportunities for clients to improve overall business efficiency and productivity. After all, our services are designed with you in mind. Our expertise includes:

- statutory audit
- financial due diligence
- management and operational audit
- special review and certification
- Reporting Accountants for submission to authorities
- flotations
- special investigations.

(Below, from left): **Sharon Sung**, Senior Manager is pictured here with Principals **Desmond Tan**, **Kho Kim Eng** and **Tan Tian Wooli** from Assurance & Business Advisory.



Our **tax advisory and compliance specialists** are committed to helping you reduce your tax bills and maximise...

...your potential savings by looking at all the tax liabilities and implications concerning your business. It is our aim to minimise your business and personal tax exposure by means of legitimate planning, and keeping you aware of the changing requirements of the taxation system in Malaysia and abroad.

With the ever-changing tax rules and continuous growth of business, it has become increasingly difficult to keep track of all the opportunities and pitfalls in the field of local and overseas taxes. Not knowing your rights and obligations, and making the wrong assumptions about your tax position will actually cost you more in the long run. It is therefore beneficial to have sound tax advice, irrespective of the size and nature of your business.

As your tax consultants, we are committed to providing you with value-added and client-focused services to help resolve your tax concerns. Be it help in complying with filing requirements or strategic planning to reduce your tax liabilities, our service teams have the breadth and depth of experience and expertise to meet your needs. It is our priority to ensure that you benefit from every legitimate means to minimise tax leakage from your earnings. The highly satisfactory services received by our clients ensures that we remain their long-term trusted and preferred tax adviser.

Whether you are an individual or a corporation, a well-established business or a growing operation, we are able to offer you a multitude of domestic and international tax services in the following areas:

- local tax services
- international tax
- transfer pricing
- indirect taxes
- tax audits & investigations

Local Tax Services

We handle all corporate and personal tax matters, from compliance services for local registration and filing requirements to consulting services in tax planning, tax disputes, negotiation for settlement and application for tax incentives. We help ensure you have the right arrangements in place to protect every aspect of your business and personal wealth.

International Tax

Globalisation is here to stay and businesses need to understand the costs of operating in several jurisdictions. With our extensive international network, we have the resources to help you address the full range of business challenges and risks associated with industry- and country-specific issues for tax efficiency and risk limitation purposes.

Transfer Pricing

Transfer pricing remains the leading issue affecting multinational companies today. With various policies and rules being imposed and tightened around the world, it is our aim to provide practical planning ideas as well as defensive measures to help you achieve cost-effective transfer pricing solutions to maximise your tax savings.

Indirect Taxes

Indirect taxes are imposed by governments on producers. We can assist by ensuring high risk categories of transactions are accorded the correct GST treatment to minimise your overall risk and tax exposure.

Tax Audits & Investigations

During tax investigations by the Inland Revenue, we are able to guide you through the advisory process and provide you with professional tax audit representation to safeguard your position.

“Businesses and organisations today need increasingly sophisticated tax advice for corporate planning. As your tax consultants, we help you identify opportunities to minimise the impact of taxation.”

Seah Siew Yun
Director, Tax Advisory & Compliance



Seah Siew Yun, Director (right) and **Murugan Anbanantham**, Senior Manager (left) from Tax Advisory & Compliance.

Backed by our local and international resources, our experienced **corporate advisory specialists** are well positioned to help you...

...realise your objectives and propel your business to greater heights. We are committed to providing responsive and strategic financial planning to help you tackle the complexities at hand, and turn these challenges to opportunities.

Be it in Malaysia or overseas, businesses are susceptible to the ever-changing regulatory, fiscal, financial and political environment in which they operate. These changing circumstances may pose opportunities for growth, just as they may create financial distress and even insolvency for some businesses. Therefore, having the right professional adviser to look into your needs is crucial to sustaining the survival or success of your business.

We make it our utmost priority to help you achieve your corporate goals and financial objectives, and steer your business towards greater success.

Corporate Finance

Whether you are raising capital, disposing of a business or seeking a wider market for your company's shares on a stock market, we are ready to help make it a successful and stress-free experience for you.

We offer specialist advice to the management and shareholders of companies on a broad range of issues arising from the growth, development and financial needs of the business including:

- raising finance
- mergers and acquisitions
- due diligence
- disposals
- management buy-outs/management buy-ins
- flotations
- share valuation
- advising on private and public sector financing.



Geoffrey Foo
Associate Director, Corporate Advisory

(Below, from left): **Lim Kean Tiong, Lian Jat Meng and Mohd Hazlan,** Consultants from the Corporate Advisory division.



Corporate Recovery & Reorganisation

When businesses get into financial difficulties, it is always vital to have someone outside the business to give an objective view and provide a realistic insight into its actual financial position. Acting for either debtors or creditors, our specialists bring together financial, operational, turnaround and restructuring skills to nurse underperforming businesses back to health.

We strive to help companies and their stakeholders analyse underperforming assets, develop recovery strategies and secure the best outcome for all stakeholders. Our experienced specialist team provide a wide range of services including:

- corporate recovery
- corporate restructuring
- feasibility studies
- appraisal of investments
- strategic performance reviews
- independent reviews & evaluation
- receivership
- insolvency
- special administrations
- special investigations.

Corporate Risk Management

In this age of greater transparency, internal audit and risk management have become two indispensable functions for any listed or small- to medium-sized company.

We have the technical expertise and tools to help you determine the effectiveness of your internal control environment and ensure your policies, procedures and control systems are in place to mitigate various potential risks.

Our Outsourcing Services in Internal Audit and Risk Management ensure that you receive the following key benefits:

- assurance that all regulatory and legislative requirements with the relevant Malaysian authorities are adhered to
- provision of specialist advice for greater transparency and corporate governance in your organisation
- increased efficiency and cost effectiveness of the internal audit and risk management functions
- safeguarding of your organisation's interest and shareholders' value
- freeing up of crucial time for directors/senior management to focus their attention on more pertinent strategic and operational issues.

All Grant Thornton firms share a commitment to providing the **same quality service** to their clients...



...wherever they choose to do business.

If you would like to find out how Grant Thornton can assist you and your business, please contact us in Malaysia or any of our regional offices near you. Alternatively, visit our international website at www.gti.org for more details.

Offices in Malaysia

Kuala Lumpur

Level 11, Faber Imperial Court
Jalan Sultan Ismail, PO Box 12337
50774 Kuala Lumpur
T +603 2692 4022
F +603 2691 5229
E sjgt@gt.com.my

Penang

58-A, Jalan Cantonment
10250 Penang
T +604 226 1852
F +604 227 2298
E info@sjgt-pg.com.my

Kuantan

A-105A, 1st Floor
Sri Dagangan
Jalan Tun Ismail
25000 Kuantan, Pahang
T +609 515 6124
F +609 515 6126
E info@sjgt-ktn.com.my

Johor Bahru

Unit 29-04B, Level 29
Mailbox 227, Menara Landmark
12 Jalan Ngee Heng
80000 Johor Bahru, Johor
T +607 223 1848
F +607 224 9848
E info@sjgt-jb.com.my

Divisional Offices

Asia Pacific

*Gabriel Azedo
13th Floor
Gloucester Tower
The Landmark
11 Pedder Street
Central
Hong Kong
T +852 2803 5962
F +852 2575 8673
E gabriel.azedo@gthk.com.hk

Europe, Middle East and Africa

*Sören Carlsson
Grant Thornton House
Melton Street
Euston Square
London NW1 2EP
United Kingdom
T +44 870 991 2757 (London)
T +46 856 307 161 (Stockholm)
F +46 856 307 005 (Stockholm)
E soren.carlsson@lindebergs.com

The Americas

*Robert Leavy
226 Causeway Street
Boston MA 02114
United States of America
T +1 617 723 7900
F +1 617 723 3640
E Robert.Leavy@gt.com

* contact person

Our mission...

...is to help business owners and entrepreneurs achieve success and realise their ambitions.

Our vision...

...is to be the pre-eminent business advisory service provider to growth-oriented and entrepreneurial businesses, and help them realise their full potentials with our responsive and highly personalised professional services of the highest standards.

Shamsir Jasani Grant Thornton 

www.gt.com.my

© 2005 Shamsir Jasani Grant Thornton. All rights reserved.