



Global Conference, Paris

>Partnering for client success

❖ QUALITY TAX ADVICE, GLOBALLY

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Client Panel Discussion

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Client Panel Discussion Overview

- ❖ Rise in scrutiny from authorities around integrity and accuracy of financial statements
- ❖ Tax authorities willing to settle disputes more rapidly to generate cash
- ❖ Risk at consumer and political level (increased pressure from the public to be transparent)
- ❖ Tax becoming a key element of CSR policy
- ❖ ETR forecasting remains fundamental but no longer top priority
- ❖ Key is optimising tax with ever-changing business models



Client Panel Discussion Overview

- ❖ Worries over growing trend towards subjective interpretations of the tax laws in countries such as the UK, US and Spain
- ❖ More and more tax audits
- ❖ Relationships with tax authorities improving but variation according to size of business and sector
- ❖ Technology needs to be embraced to achieve systems that deliver across as many markets as possible



Client Panel Discussion Overview

- ❖ When centralising business, TP is everything
- ❖ Tax is increasingly on the Board agenda
- ❖ Key to align tax structure with the business
- ❖ Easier to manage a single advisory firm – communications are much stronger
- ❖ We always feel like Taxand's biggest client even though we know we are not
- ❖ Responsiveness and attentiveness from our tax advisors is key

