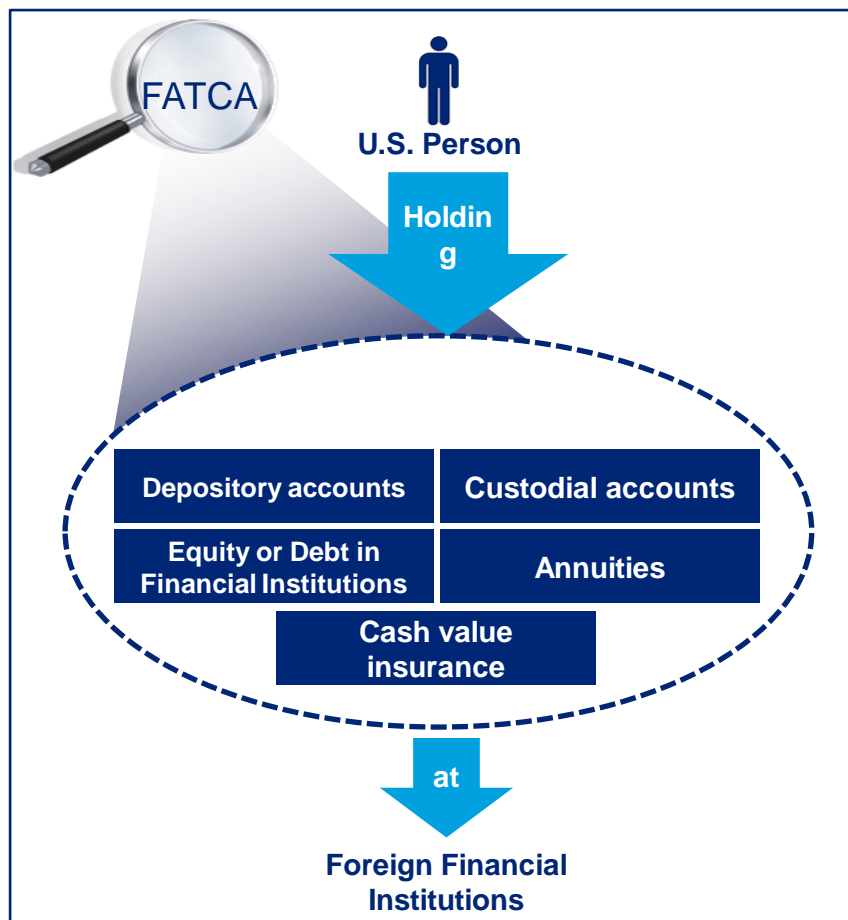


# The Foreign Account Tax Compliance Act (“FATCA”)



# Impact of FATCA

# FATCA aims to identify U.S. persons\* trying to avoid U.S. tax obligations by holding assets in non-U.S. structures and products



## What does FATCA involve?

- Foreign Financial Institutions (FFIs) are required to enter into “participating” agreements with the U.S. to:
  - Identify and annually report on U.S. accounts
  - Withhold 30% of withholdable payments made to “recalcitrant” accounts or non-participating FFIs
  - Have a responsible officer certify FFI’s compliance with the obligations under the agreement
- U.S. withholding agents and participating FFIs are required to withhold 30% of withholdable payments made to recalcitrant account holders or non-participating FFIs

## Who must meet the FATCA requirements?

- Foreign Financial Institutions
- Non-Foreign Financial Entities (“NFFE”) and affiliates
- U.S. withholding agents (“USWA”)

## Who are the targets?

- U.S. individuals
- U.S. entities (including privately held corporations, partnerships and trusts)
- Non-U.S. Financial Entities with substantial U.S. ownership

\*The term “U.S. person” means: (i) a citizen or resident of the United States; (ii) a partnership created or organized in the United States or under the law of the United States or of any state; (iii) a non-publicly traded corporation created or organized in the United States or under the law of the United States or of any state; or (iv) any estate or trust other than a foreign estate or foreign trust.

# FATCA Overview

## In Summary

- On February 8, 2012, the U.S. Treasury and IRS released the proposed regulations for the Foreign Account Tax Compliance Act (FATCA)
- Goal is to ensure U.S. persons with financial assets outside the U.S. are paying U.S. tax
- U.S. Financial Institutions will have to withhold 30% on U.S. sourced payments to foreign institutions/entities that don't comply – includes gross proceeds

## Who Is Impacted?

<b>U.S. Withholding Agents</b>	<ul style="list-style-type: none"> <li>▪ U.S. entity that has control, receipt, custody disposal or payment of any withholdable payment               <ul style="list-style-type: none"> <li>▪ Includes U.S. partnerships, trusts, banks, broker dealers, funds and operating companies</li> </ul> </li> </ul>
<b>Foreign Financial Institutions (FFIs)</b>	<ul style="list-style-type: none"> <li>▪ Non-U.S. entity that accepts deposits in conjunction with a banking or similar business, holds financial assets for the account of others as a substantial part of its business, is an insurance company or engages primarily in the business of investing or trading securities, commodities, partnerships or any interests in such positions. Broadly, all non-US banks, broker dealers, insurance companies, pension plans, mutual Funds, Hedge Funds and Private Equity Funds will be FFIs</li> </ul>
<b>Non Financial Foreign Entities (NFFEs)</b>	<ul style="list-style-type: none"> <li>▪ Includes any foreign entity that is not a FFI or is not one of the following specifically EXCEPTED entities:               <ul style="list-style-type: none"> <li>▪ Any publicly traded corporation and its corporate affiliates (more than 50% of vote and value)</li> <li>▪ Any entity organized under the laws of a possession of the U.S.</li> <li>▪ Any foreign government, or any wholly owned agency of</li> <li>▪ Any international organization or any wholly owned agency or instrumentality of such</li> <li>▪ Any foreign central bank (unless acting as intermediary for clients)</li> <li>▪ Any other class of persons identified by the Secretary as posing a low risk of tax evasion</li> </ul> </li> </ul>
<b>U.S. Persons</b>	<ul style="list-style-type: none"> <li>▪ U.S. Citizens, U.S. residents, nonresident aliens who meet the substantial presence test, partnerships, trusts, estates and non-publicly traded corporations</li> </ul>

## Who is a Financial Institution

- An entity is considered to be engaged in a banking or similar business if, in the ordinary course of its business with customers, the entity engages in one or more of the following activities—
  - Accepts deposits of funds;
  - Makes personal, mortgage, industrial, or other loans;
  - Purchases, sells, discounts, or negotiates accounts receivable, installment obligations, notes, drafts, checks, bills of exchange, acceptances, or other evidences of indebtedness;
  - Issues letters of credit and negotiates drafts drawn thereunder;
  - Provides trust or fiduciary services;
  - Finances foreign exchange transactions;
  - Enters into, purchases, or disposes of finance leases or leased assets; *or*
  - Provides charge and credit card services

## Who is a Financial Institution

- An entity is engaged primarily in the business of investing, reinvesting, or trading if the entity's gross income from those activities is **at least 50 percent of the entity's total gross income** over the testing period (generally, shorter of 3 years or its period of existence).
- The types of interests that cause a financial institution to be engaged primarily in the business of investing, reinvesting, or trading include:
  - **Securities**
  - **Partnership interests**
  - **Commodities**
  - **Notional principal contracts**
  - **Insurance and annuity contracts** that are traded, held for investment, or securitized, and
  - Any interest (including a **futures or forward contract or option**) in such security, partnership interest, commodity, notional principal contract, insurance contract, or annuity contract.

## Who is a Financial Institution

- If you fall into the definition of a financial institution you must comply with FATCA or you will be subject to negative impacts
  - 30% withholding tax which will apply to all payments of U.S. source income and gross proceeds
    - Applies regardless of treaties or statutory exceptions
    - May not be reclaimable or creditable
  - 30% withholding on certain foreign source payments
    - Foreign pass thru withholding may apply even when there is no direct investment in U.S. assets
  - Market pressure from counterparties and clients
- The rules apply to all foreign financial institutions even if they do not have U.S. clients

# The six actions that an FFI must do as a part of the FFI agreement

1	<ul style="list-style-type: none"><li>Obtain information regarding each account holders to determine which (if any) of such accounts are U.S. accounts</li></ul>	Identify U.S. accounts
2	<ul style="list-style-type: none"><li>Comply with verification and due diligence procedures required by the IRS/Treasury with respect to the identification of U.S. accounts</li></ul>	Comply with due diligence procedures
3	<ul style="list-style-type: none"><li>If the FFI maintains U.S. accounts, it must report on an annual basis certain account information to the IRS</li></ul>	Report annually for U.S. accounts
4	<ul style="list-style-type: none"><li>The FFI must deduct and withhold a tax equal to 30 percent on certain payments to recalcitrant account holders (account holder that doesn't provide valid documentation) and non-participating FFIs</li></ul>	Withhold on passthru payments
5	<ul style="list-style-type: none"><li>A FFI must comply with requests by the IRS/Treasury for additional information with respect to any U.S. account</li></ul>	Provide further information on request
6	<ul style="list-style-type: none"><li>If foreign law prevents the reporting of any information the FFI must attempt to obtain a waiver from relevant investors in a reasonable period of time or exit the account</li></ul>	Obtain a waiver when necessary



# Draft Regulations

# Overview of regulations

## Due diligence on preexisting investors

Review of preexisting accounts has been minimized

- Review of pre-existing accounts will generally be done via an electronic search for U.S. indicia
  - Preexisting individual accounts having balances of \$50,000 or less are exempt from review
  - Preexisting entity accounts having balances or \$250K or less are exempt from review
    - Review of paper files limited to accounts with over \$1M balances
  - Document search on high net worth accounts more defined (e.g., current customer master file documents as opposed to “all available documents”).
  - Require inquiry with relationship managers responsible for high net worth accounts.

## Investor onboarding for FFIs

Accounts onboarded after the FFI agreement subject to current onboarding procedures used under AML/KYC unless to the extent U.S. indicia are identified.

- **Individual accounts:** If U.S. indicia are determined as a part of the AML/KYC review, additional documentation must be collected
- **Entity accounts:** As with individual accounts, can generally rely on AML/KYC and existing onboarding procedures
  - **Passive investment entities must provide information on all substantial U.S. owners or provide certification that no substantial U.S. owners exist**
- **Entity accounts exempt from documenting substantial U.S. owners**
  - **Accounts of another FFI (other than an owner documented FFI for which the participating FFI has agreed to do the reporting)**
  - **Accounts of an entity engaged in a non-financial active trade or business**

## Withholding

- Short-term OID and ordinary course of business payments are excluded
- Grandfathering is extended
- Withholding phased in gradually between 2014 and 2017
  - **January 1, 2014:** Withholding will be required on income payments
  - **January 1, 2015:** Withholding requirements will be expanded to include gross proceeds as well as income payments
  - **January 1, 2017:** Earliest date required to apply withholding on pass thru payments (pending further guidance)

# Overview of regulations (continued)

## Reporting

Similar to withholding, reporting will be phased in gradually between 2014 and 2017

- **2014-2015:** FFIs required to report name, address, TIN, account number and account balance on U.S. accounts
- **2016:** FFIs are required to report on income based on 2015 calendar year
- **2017:** Reporting to include gross proceeds

**Other highlights**

- Reporting of payments made to non-participating FFIs and recalcitrant account holders
- Reporting does not need to be performed in U.S. currency
- First year of FFI reporting in 2014 is required to be filed on September 30, 2014.
- Starting 2015, reporting is generally required to be filed on March 31

## Deemed Compliant Foreign Entities

**Expanded deemed-compliant categories**

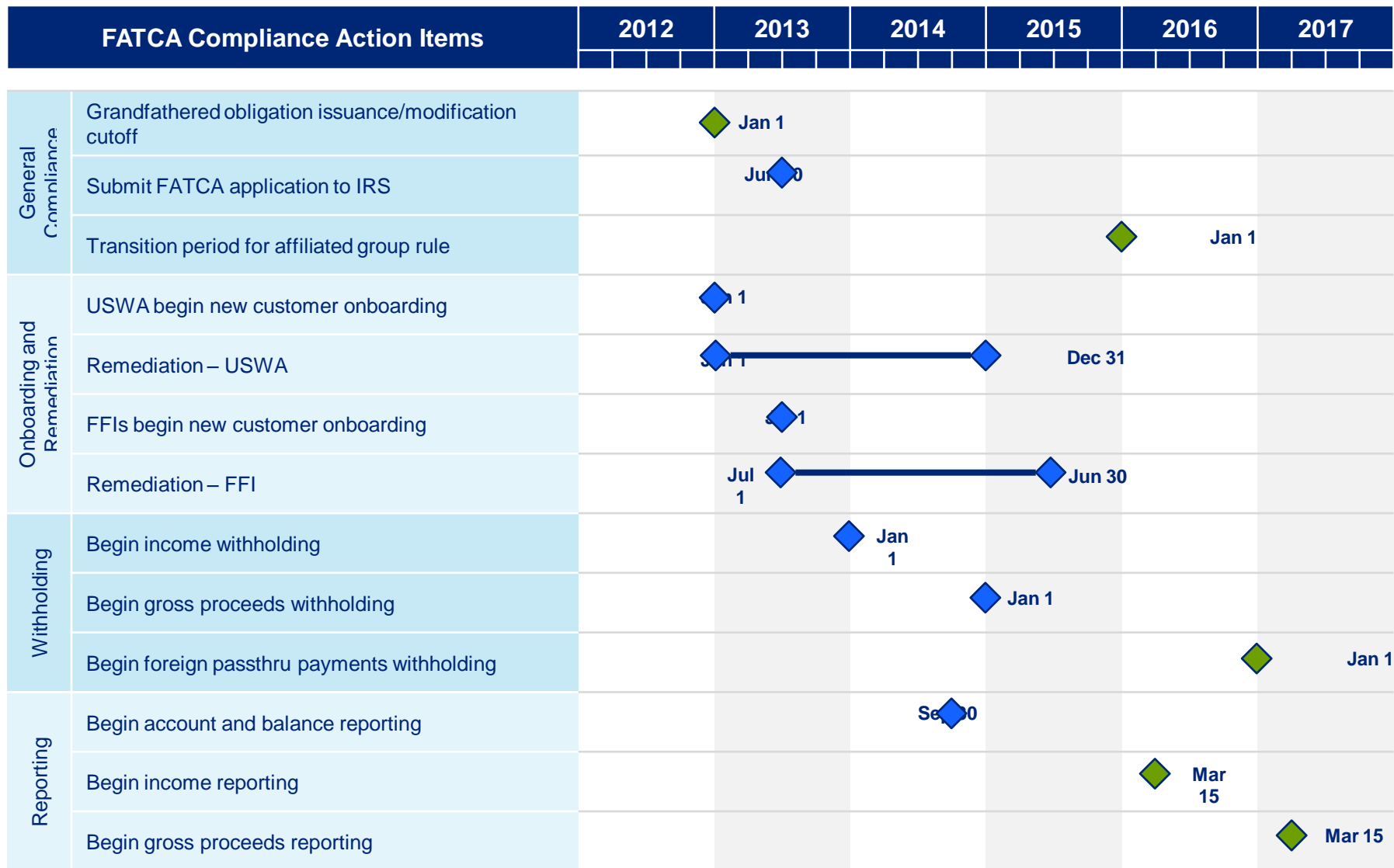
- **Registered: Must certify it meets requirements every 3 years to IRS and inform of any changes**
  - Local FFI (subject to licensing requirements)
  - Non-reporting members of participating FFI group
  - Qualified investment vehicles
  - Restricted fund
- **Certified: Certifies it meets requirements on Form W-8 to withholding agents**
  - Non-registered local banks
  - Retirement plans
  - Non-profit organizations
  - FFIs with only low-value accounts
  - Certain owner-documented FFIs

## Miscellaneous

**Other considerations of the proposed regulations concern:**

- **Definition of financial accounts for FFIs**
  - Includes: traditional bank, brokerage, money market accounts and interest in investment vehicles
  - Excludes: most debt and equity securities issued by banks and brokerage firms subject to an anti-abuse rule
- **Affiliated group two-year transition for FFIs**
  - Each FFI that is a member of an expanded affiliated group must be a participating FFI or deemed-compliant FFI in order for any FFI in the affiliate group to be participating
  - Now have until 1/1/2016 for the full implementation of this requirement
- **Compliance verification for FFIs**
  - FFI officers to certify the FFI has complied with the FFI agreement
  - Verification of third party audits is not mandated

# Proposed regulations extended deadlines while maintaining significant 2013 milestones that require immediate mobilization



◆ Proposed regulation date    ◆ Unchanged

# What's Next

- Draft FFI Agreement is expected by end of September
- Forms that will be used for reporting should be out in September
- Government hopes to finalize regulations by late early November
- New Form W-8 should be in place by the end of 2012
- FFIs are expected to sign up by July 1, 2013
- Treasury has issued two model intergovernmental agreements (“IGA”) and it is hoped that formal agreements will be in place by the end of the year
  - It is expected that there will be three different models
  - The UK/US have signed the first one
  - Approximately 48 countries may be in the first wave of IGAs

# Importance of Governance

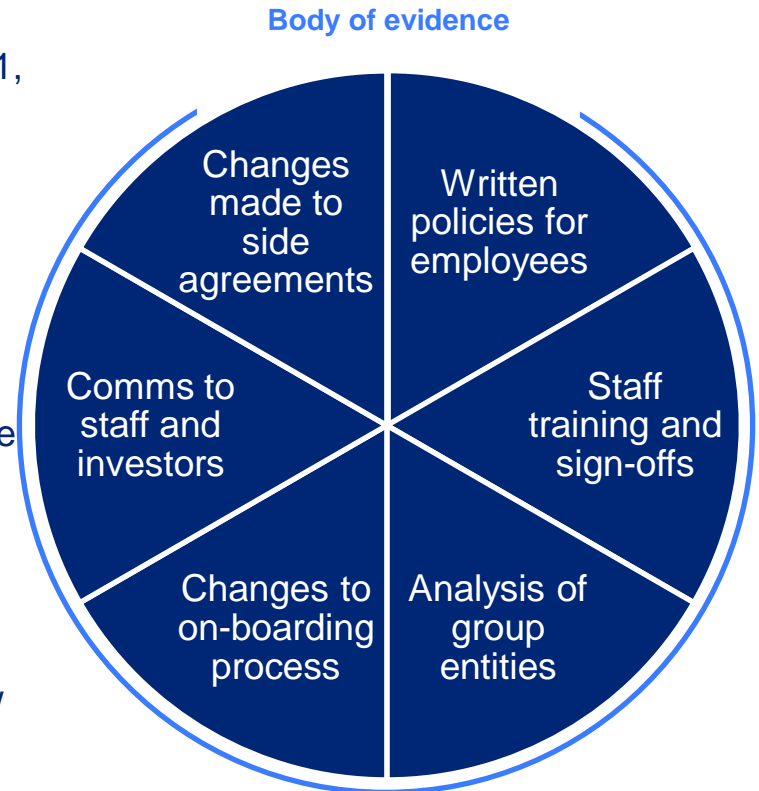
# Regulatory framework

## Considerations

- Each FFI is required to appoint a Responsible Officer
- Required to sign-off that appropriate Due Diligence procedures have been completed and, since August 2011, no policies exist that assist account holder avoid US tax
- The FFI agreement requires specified verification procedures and periodic reviews of compliance and certification to IRS. It does not require periodic external audits
- Relationship managers associated with high value accounts must disclose any knowledge they have that the account holder may be a US person

## Implications/Next steps

- Must determine who the responsible officer will be
- Sign-off is retrospective so need to consider FATCA now
- Responsible officer will need to ensure that appropriate governance is in place to provide a body of evidence



# Responsible Officer sign off requirement

The proposed FATCA regulations state four conditions to which a Responsible Officer must certify.

Between 6 August 2011 and effective date of the FFI Agreement (no later than 30 June 2013) the FFI has not assisted customers to avoid detection.

Written policies and procedures are in place as of the effective date of the FFI Agreement prohibiting employees from advising US customers (as broadly defined by FATCA) on how to avoid detection.

Within one year of the effective date of the FFI agreement, certify:

Between 6 August 2011 and effective date of the FFI Agreement (no later than 30 June 2013) the FFI has not assisted customers to avoid detection.

Completed the required review of high-value accounts.

Conduct periodic internal reviews of its compliance.

Periodically provide the IRS with a certification and certain other information that will allow the IRS to determine whether the participating FFI has met its obligations under the FFI agreement.

Within two years of the effective date of the FFI agreement, certify:

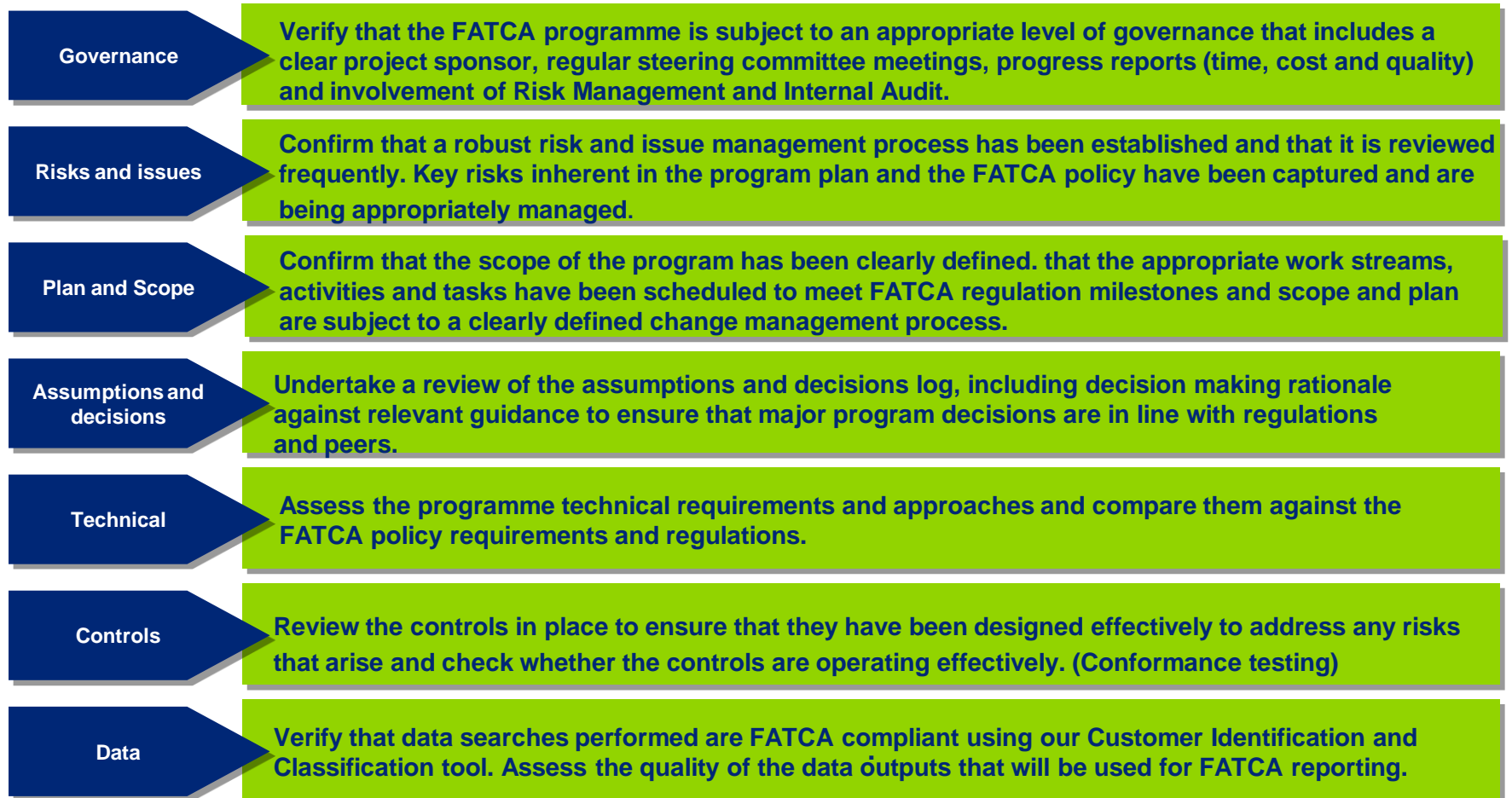
Completed the account identification procedures and documentation requirements or, if it has not obtained the documentation required to be obtained for an account, the FFI treats the account holder as a recalcitrant account holder or a non-participating FFI.





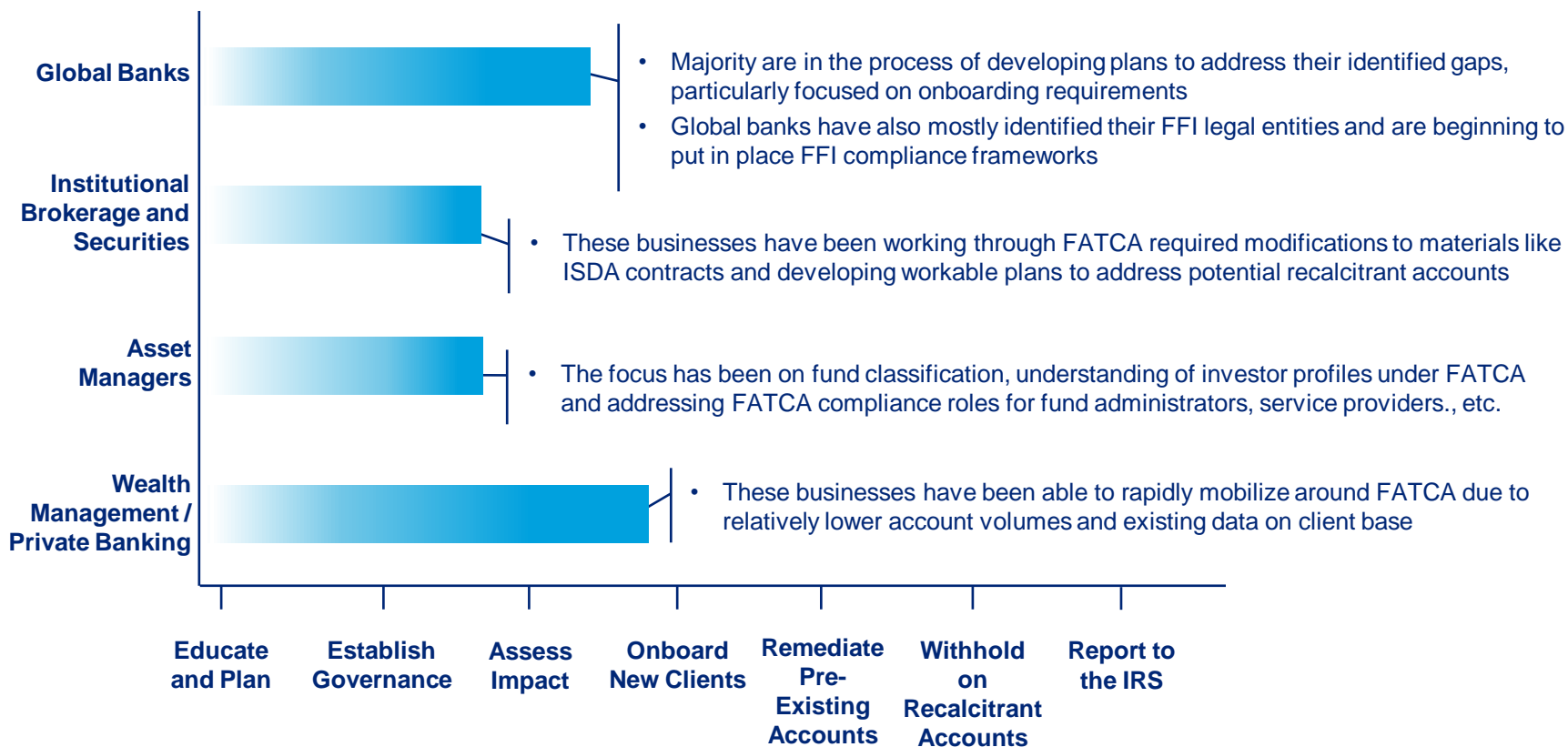
# Assurance

Taking a risk-based approach to validating your FATCA program in order to tailor your assurance needs.



What Should You Be Doing

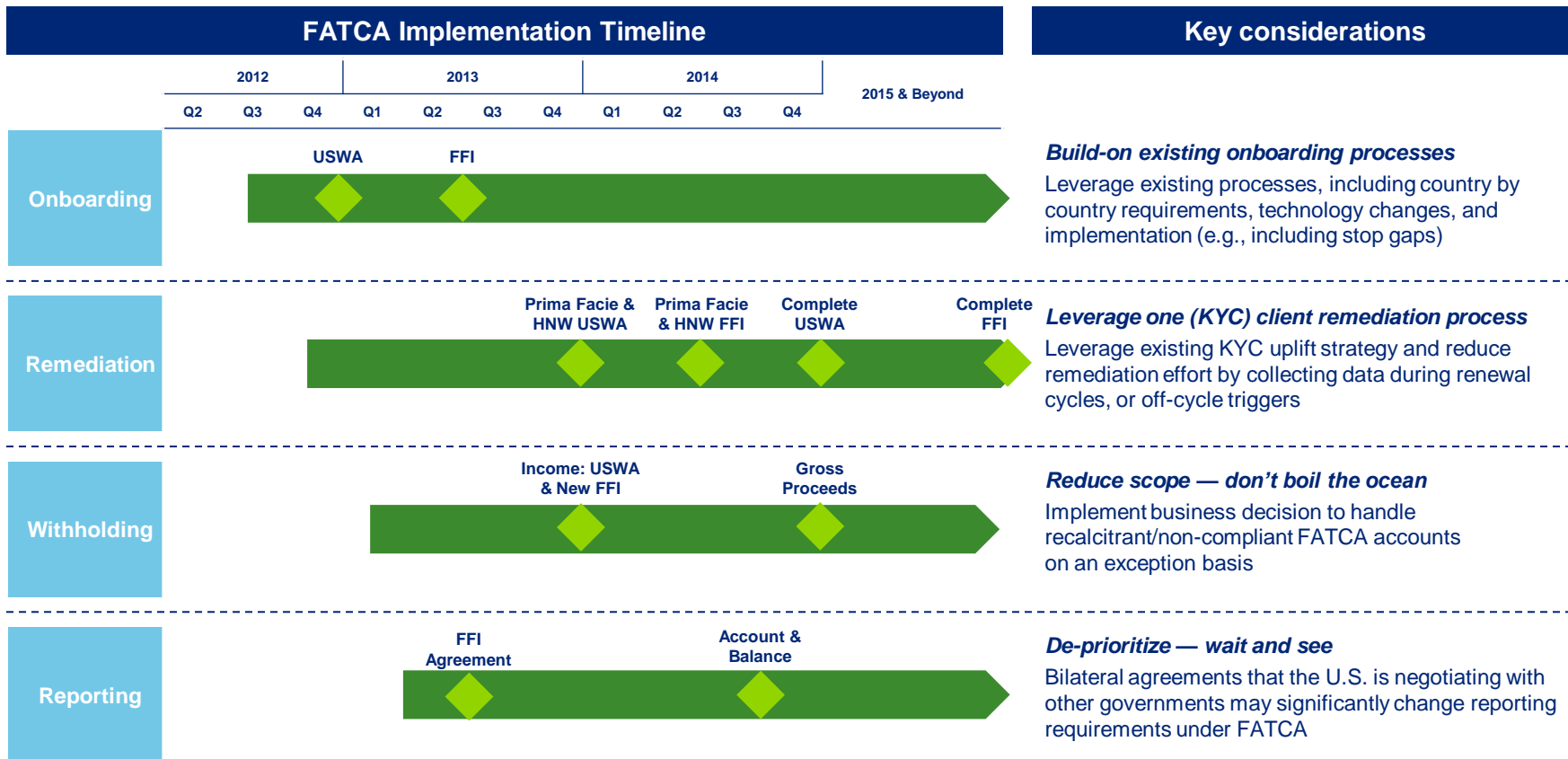
# We've observed that FATCA activities are ramping up as the effective date for customer onboarding and FFI registration draws closer



# FATCA will impact Organizations across a number of dimensions

<b>Customers</b>	<ul style="list-style-type: none"><li>• Communication of changes to existing clients</li><li>• Managing the messaging and closure of recalcitrant accounts</li><li>• Proving that foreign accounts are, in fact, not U.S. accounts</li><li>• Monitoring account change of status, from non-U.S. to U.S., during the year</li><li>• Communication and disclosure related to waiver of secrecy rights</li></ul>
<b>Systems</b>	<ul style="list-style-type: none"><li>• Compiling customer and financial information from multiple systems for analysis</li><li>• Identifying and updating systems to be upgraded</li><li>• Assimilating and storing additional information provided by customers</li><li>• Updating systems to:<ul style="list-style-type: none"><li>– Calculate pass-thru payment percentages and withholding exceptions</li><li>– Report account balance or value during the year</li><li>– Manage annual verifications of direct and indirect account ownership</li></ul></li></ul>
<b>Legal &amp; Compliance</b>	<ul style="list-style-type: none"><li>• Identifying branches and affiliates to be included in FFI agreement</li><li>• Monitor compliance with the FFI agreement</li><li>• Update processes and manuals around account opening</li><li>• Assign a responsible officer to certify on-going compliance</li><li>• Managing potential conflicts with local secrecy laws</li><li>• Internal and external awareness programs</li></ul>
<b>AML/KYC</b>	<ul style="list-style-type: none"><li>• Expansion of current procedures to collect additional documentation:<ul style="list-style-type: none"><li>– Identification of more than 10 percent ownership in any entity</li><li>– Identification of U.S. ownership for investment entities</li></ul></li></ul>
<b>Tax</b>	<ul style="list-style-type: none"><li>• FATCA withholdings in addition to any current Qualifying Intermediary (QI) reporting</li><li>• Collecting the mandated five pieces of information per U.S. account</li><li>• Reporting the full Form 1099 on U.S. accounts instead of the annual filing</li></ul>

# To successfully meet upcoming deadlines Organizations must take a pragmatic approach



# Risks of uneven implementation are significant

## Speed to market matters

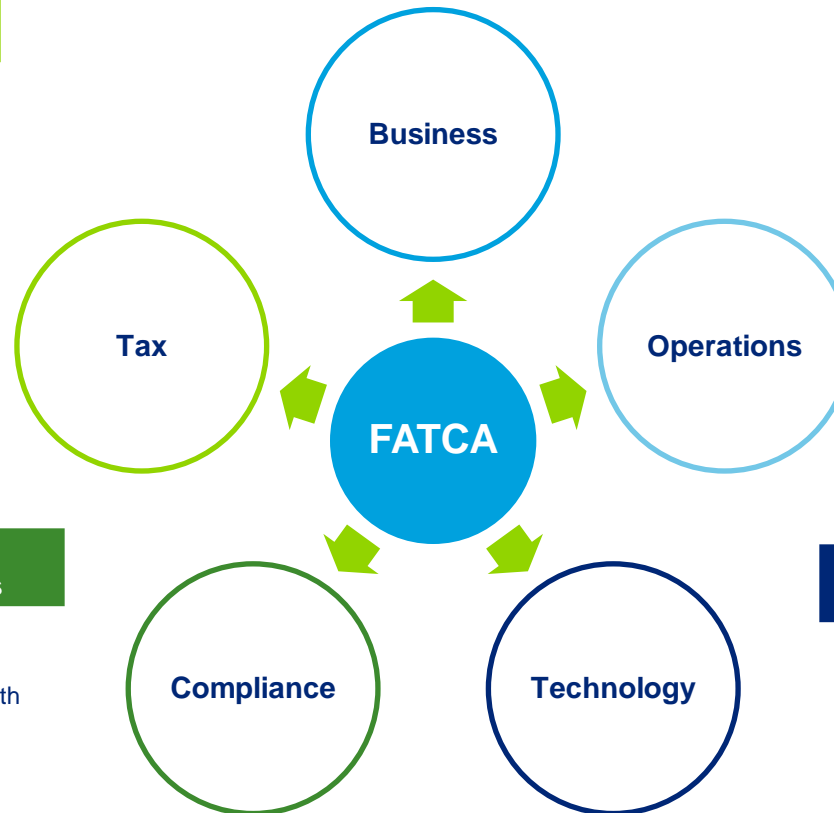
- Opportunity to either gain market share from or lose market share to competitors
- Rigorous communication and communication strategy will be required for existing clients

## Tax provisions will require interpretation

- Foreign entities will need to be classified at a much more granular level, besides just FFIs or NFFEs
- The process for identifying and documenting a foreign entity's status is still unclear, and there is potential exposure if the determination is incorrect

## Operational processes will need to be augmented

- Customer Facing: New Account Processing, Account Transfers, Client Reporting Statements, Privacy and AML / KYC
- Asset Servicing: Corporate Actions Processing, Tax Reporting, Security Master, and Payments inventory & withholding
- Regulatory Reporting: New annual IRS/U.S. Treasury Reporting



## Compliance will have to be addressed across countries

- Compliance with FATCA's due diligence, verification and annual reporting may result in conflicts with local privacy laws
- With presence in many countries, institutions need to launch an orchestrated compliance monitoring effort to meet the deadline

## Technology investments will need to be made

- Potential new systems to continuously track FFI agreements, as well as FFI and NFFE ownership data
- Existing systems and processes are likely to struggle with the additional data elements, withholding calculations and reporting changes

# FATCA challenges– Customer account classification and remediation are only one part of the journey

## Assessment

Proper and efficient scoping & legal entity classification

Streamline system / process / data gap assessment

Project planning / business strategy

## Solution development

Process/procedure change planning

Awareness of local laws conflicting with FATCA

Availability of electronic data, data integrity, and data quality

Responsibility for data searching and remediation between FFI and service providers

## Remediation

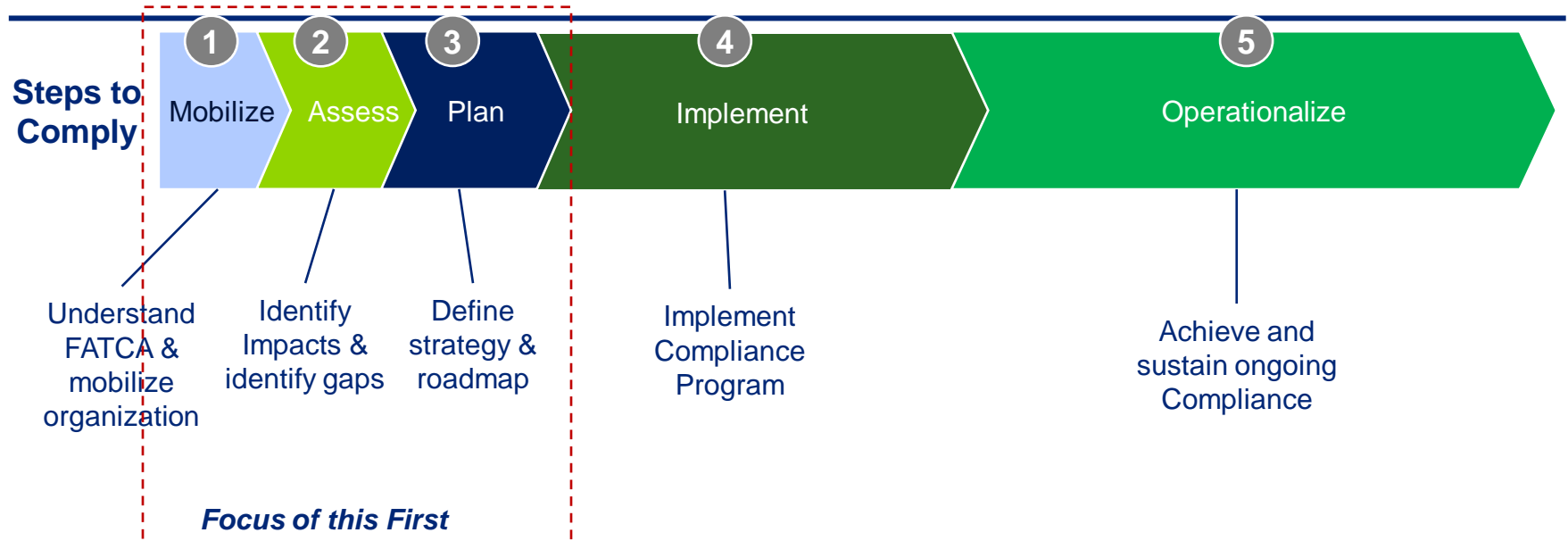
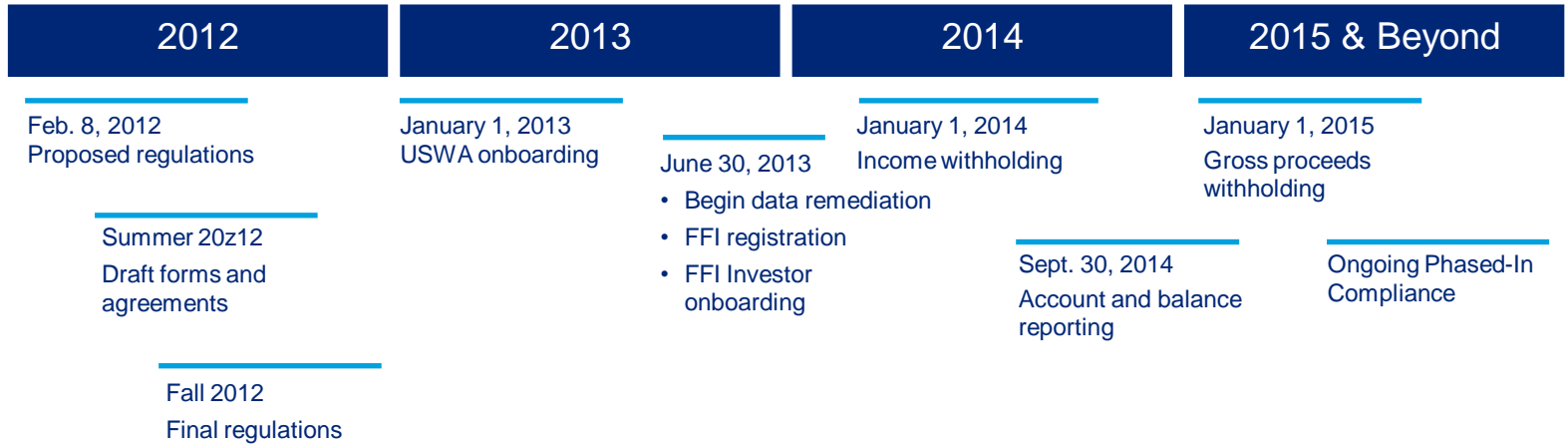
Data aggregation & classification of existing customers

Effective and efficient client communication for documentation collection

Streamlined review of paper documentation

# Five steps to achieve FATCA compliance

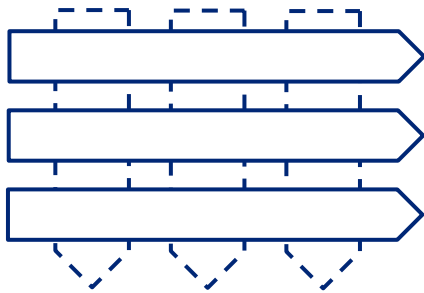
## Key FATCA Dates





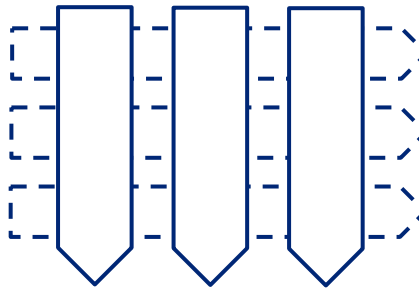
# There are a number of different implementation structure options

Option 1: "Process-Led"



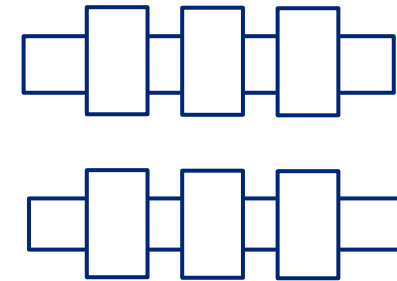
Implemented by major process across businesses

Option 2: "Business-Led"



Implemented via Business Units

Option 3: "Geo-Led"



Implemented within Regions/Country groups

Pros

- + Facilitates consistent implementation of regulations
- + Most direct work owner engagement and faster execution in shared environments
- + Ability to adapt to local practices, less duplication of effort and standardized reporting

Cons

- Defining ownership and role of program management is complex
- Work owners required to coordinate input from businesses across shared environments
- Business decision making impacts pace of execution

- + Ownership easily defined as being driven by the business
- + Business controls pace of execution
- + Client considerations most directly represented

- Complex stakeholder/work owner engagement and redundancy of efforts in shared environments
- Potential for inconsistent execution across businesses
- More challenging to ensure evolving rules are implemented consistently

- + Ability to adapt to local practices and legal/regulatory requirements
- + Improved local coordination across business units
- + Additional autonomy/ability to manage pace for country leaders

- Defining ownership is complex with diffused accountability
- Potential for inconsistent execution across regions
- Duplication of efforts across regions requires more resources and regional coordination

# Setting up the right team



Core Team		
LOB / Function Leads	Execution Support (D)	PMO
<ul style="list-style-type: none"> <li>Act as the single point of contact for the entire LOB/Function you are leading</li> <li>Validate list of potentially impacted LOBs/Functions</li> <li>Mobilize team within LOB/Function to support questionnaire responses and data gathering</li> <li>Work with assigned Execution Support team member to provide status and resolve/escalate risks and issues,</li> <li>Support the development of deliverables through timely response to data requests</li> <li>Review LOB/Function specific and program level deliverables in a timely fashion and provide actionable feedback</li> <li>Validate the impact of FATCA to your LOB/Function</li> <li>Champion implementation activities for your LOB/Function</li> </ul>	<ul style="list-style-type: none"> <li>Customize and develop questionnaires to capture the information required to create the in-scope deliverables</li> <li>Act as the single point of contact for your assigned LOB/Function Lead(s) to contact with questions or concerns</li> <li>Facilitate the distribution and collection of questionnaires utilizing SharePoint</li> <li>Monitor the status of each LOB/Function and report status back to the PMO</li> <li>Escalate any issues/risks to the PMO</li> </ul>	<ul style="list-style-type: none"> <li>Track and report status against major milestones</li> <li>Own and maintain issue/risk log</li> <li>Support Execution team and LOB/Function Leads with the identification and implementation of remediation plans</li> <li>Support the development of deliverable templates and other tools to support the delivery of the program</li> <li>Compile materials for Initiative Leadership and Steering Committee meetings</li> </ul>

# Coordination with current processes and procedures

Responsible officer certifications, expanded affiliated group governance and account aggregation under FATCA all have comparable AML infrastructure and processes – it is possible to meet FATCA requirements efficiently by recycling existing AML infrastructure.

## Efficiency

Time saving benefits by reusing rather than rebuilding – providing greater comfort that regulatory timelines can be met.

**Augment AML Processes and Controls**  
Ability to recycle existing AML related due diligence processes and controls to assist in compliance with many of your organizations FATCA related due diligence obligations.

**Enhance Documentation**  
AML document storage and classification systems may be used to comply with the new FATCA requirements (e.g., recording EINs and storing Forms W-8).

## Incremental Changes to AML Procedures

FATCA requirements are incremental to AML/KYC and can potentially be folded into current initiatives without resetting timelines

**Enhancing something that already exists likely less expensive and requires less effort than creating something new. Purse preservation and resource preservation is a key feature of recycling.**

Questions

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