

INDIRECT TAXES

Underlining the Indirect Taxes PG's success

GGI work referrals are gaining momentum!

By Steve McCrindle

In Insider issues No. 84, July 2016, Pages 25 and 26 and No. 85, September 2016, Pages 29 to 31, I outlined our vision for the Indirect Taxes Practice Group (PG) and the progress we had made so far. This is a further update encompassing the Asia-Pacific and World Conferences in Bangkok.

1. Structure

Using the Asia-Pacific Regional and World Conferences in Bangkok as a springboard, we have been able to put in place a full Asia-Pacific Regional team. We are excited about the potential in the Asia-Pacific Region. Our Indirect Taxes regional representatives in the five GGI Regions are shown in the table on this page. We will be adding further to the Regional presence going forward.

2. Activity

The agenda for our PG session at the World Conference had to be changed due to the late withdrawal of our guest speaker, forced by business needs. Instead we ran a session that included:

- An overview of the Thai VAT regime and its interaction with/facilitation of international trade (Monchai Vachirayonstien),
- An overview of the Malaysian GST regime and as it was only introduced from 1 April 2015, its teething issues (Wen Tak Wong), and

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- An update on where we are in the process of developing our own website (Toon Hasselman).
In addition, Michael Reiss von Filski (GGI Global CEO) asked me to say a few words during the plenary session about our modus operandi and

work on developing our own website. Although unexpected, it was a great opportunity for the Indirect taxes PG to get its message 'out there'.

For 2017, we envisage running Indirect Taxes PG meetings/sessions at:

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- European Regional Conference, Brussels
- Asia-Pacific Regional Conference – details still to be confirmed (including venue)
- World Conference, Vienna

If confirmed the Asia-Pacific Regional Conference is an additional meeting to our usual programme. We may also have a presence at the Italian Business Summit (IBS) in Naples and the German Speaking Chapter in Kassel, albeit not PG meetings.

We are also looking into holding an Indirect Taxes Conference in London next November, which would work similarly to the ITPG Global Tax Summit; but lots of discussions need to take place before this becomes a reality.

3. Communication

From the work on our building blocks of ‘Structure, Activity and Communication’,

and continually adding to each, there has been a tangible increase in work referrals seen. In the last few weeks, I have been directly or indirectly involved in referrals/opportunities involving Canada, Turkey, Italy, Ireland, The Netherlands, Sweden, Nigeria, Kenya and Greece, with the fee value being circa £150,000. Long may it continue. I would be pleased to hear of other such success stories from within the Indirect taxes community.

Toon Hassleman ran a demonstration of the prototype of our website at the World Conference. It looks really great, and the possibilities for communicating and generating work in future were tangible. He continues to be busy with this project and we will keep you updated on progress.

In conclusion, Toon and I are working towards building a truly active Indirect Taxes Practice Group of substance that is global in its reach, and produces quality work opportunities and referrals for participating GGI members. Those interested in being part of something

exciting should contact either myself or Toon.

GGI member firm

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