



Crowe Soberman | Canada

# About Crowe Soberman LLP

Chartered Professional Accountants



“Crowe Soberman has handled all of our corporate needs for audit and professional services. They are proactive, efficient, and this firm really cares for their clients! They have a complete team of experts that can address any and all of the accounting needs in a proficient manner. I would, and have, recommended them highly.”

Satisfied Client

## Client Testimonials

“When I switched my accountants for my business, Crowe Soberman was a refreshing change. I feel that it has been a great partnership. One piece of advice that my Accountant gave me early on saved me thousands of dollars over the years! The tax planning advice has also saved me thousands of dollars.”

“We’ve been a client for over 35 years - always exceptional service.”

“Excellent service. Quick response. Creative solutions.”

## Clients

Crowe Soberman has built its reputation in Ontario working with mid-sized businesses and high-net-worth individuals. Our size allows us to focus on building close relationships with our clients to learn about their aspirations and objectives and then work with them to maximize their growth potential and achieve their financial goals.

As a firm of Chartered Professional Accountants, we work with many private and family-owned businesses, professional service

firms, not-for-profit organizations and individuals. We also work with larger, multi-national companies, both public and private.

It would be our sincere pleasure to work with you.

## Our Approach to Working with You

Our goal is to work with clients as part of their strategic advisory team. Partners are the prime business advisors who work closely with individuals, owners or managers to understand the business objectives. Our business model allows partners and senior professionals to have a very hands-on approach.

We also provide value by taking a holistic approach to client service. Many business owners view their businesses as extensions of themselves; that's why we strive to understand and consider what is important to you, your family and your company.

## Audit

Crowe Soberman provides audit, review, and other attest services to mid-sized companies, both private and public.

However, we feel that in today's dynamic business environment, clients and other users of financial statements often require more than simple compliance activities. Crowe Soberman professionals believe audits should offer opportunities to develop a better understanding of your business and the business risks that you face in your particular industry. We strive to go beyond the norm, to recommend improvements to business processes, to improve the quality of the information your system generates, to develop useful management reports, and to organize and interpret financial information to help you make the best decisions for your company.

As a mid-sized entrepreneurial firm, Crowe Soberman has the resources, experience and skills to handle SMEs or family-owned businesses to large, complex organizations. Our size also allows us to have the flexibility necessary to deliver close personal service at the partner level.

Crowe Soberman is registered with the Canadian Public Accountability Board (CPAB), which enables us to service clients regulated in the Canadian jurisdictions. CPAB ensure that auditors adhere to the highest standards. Crowe Soberman is experienced in conducting audits in accordance with CPAB standards and also International Standards on Auditing (ISA) issued by the International Federation of Accountants (IFAC).

## Benefit and Pension Plan Audits

Crowe Soberman has specialized expertise in employee benefit plan audits that can help your organization save time and money. Our specialized audit team has deep knowledge in the pension and financial services industries. They can help your business to stay informed of issues that impact pension governance and compliance.



## Tax

Crowe Soberman's Tax Group handles issues ranging from domestic and international compliance, to complex tax planning. For us, compliance is only the starting point. Our proactive tax service ensures that our clients – whether they are companies, partnerships, trusts or individuals – maximize the tax opportunities available to them.

Our Tax services include:

### Domestic Tax

- Personal wealth enhancement (tax planning related to individuals and their compensation, estate planning, estate administration, wealth preservation, will reviews, succession planning, post-mortem planning);
- Trust and estate tax minimization (effectively using trusts to split income and to protect wealth, domestic and offshore planning and compliance, estate administration including preparation of Passing of Account Statements);

- Corporate tax minimization;
- Acquisitions and sale support;
- Structuring with life insurance (incorporating life insurance to mitigate and fund taxes, use of annuities and RCA's); and
- Scientific Research and Experimental Development Tax Services (SR&ED).

### Indirect Tax

In Canada, indirect taxes comprise harmonized sales tax (HST), goods and services tax (GST) and provincial sales taxes (PST). Crowe Soberman's Indirect Tax specialists work with clients in various Canadian provinces, the United States and Europe and from all types of industry. They have in-depth knowledge of the following areas:

- Provincial sales taxes (Quebec, Ontario, Manitoba, Saskatchewan & British Columbia); and
- Federal excise tax.

### International Tax

- Inbound and outbound acquisitions;
- Tax planning for international tax operations (optimization of world-wide tax for businesses and individuals in the global economy including transfer pricing services, and tax planning for immigrants and emigrants); and
- Commodity taxes (compliance and planning for GST, HST and retail sales taxes, compliance tax services for non-resident corporate and individual taxpayers, compliance tax services for investing in Canada).

International tax compliance, consulting, and structuring are crucial elements in a global strategy. Crowe Soberman serves clients worldwide as an independent member of Crowe Global, one of the largest networks in the world.

## Advisory

### Business Valuations

The valuation of a business may be required in a variety of situations. A dispute may arise over the value of the stock when a shareholder leaves the business or a corporation dissolves. A business interest transferred to a family member or donated charity may have to be valued for gift, estate or income tax purposes.

Our business valuation team has the specialized knowledge and expertise necessary to assist you in the valuation of business assets and goodwill. We provide our clients with an accurate and independent opinion on matrimonial matters, tax and corporate reorganization, shareholder and partnership agreements. Our team is effective in providing mediation and arbitration services as well as expert testimony.

### Claims Valuations

The Claims Valuation team at Crowe Soberman has the experience necessary to provide a fair and professional recommendation regarding the amount payable or the damages suffered. We support our recommendations with financial analysis and relevant research, and we are prepared to provide expert testimony in court or arbitration should this become necessary.

We become involved in a wide variety of claims, which include personal injury, commercial insurance and many types of litigation claims. We advise both plaintiffs and defendants, and both insurers and insured persons or businesses. We understand the needs of those involved in a claim and we design our claims valuation support to address each situation. Our clients desire a fair and timely resolution of the claim, and, regardless of which side has retained our services, we ensure that our advice is helpful, constructive and professional.

### Corporate Insolvency

Our corporate recovery and turnaround specialists work to help you with today's ever-changing and complex debtor/creditor and asset protection laws and regulations. We understand the needs of businesses in financial trouble and those trying to stay out of it – particularly the needs of privately-owned businesses.

Our corporate recovery and turnaround services include: financial reorganization, receivership assignments, proposals, financial advisory services and more.

We can also consult with specialists in our accounting, forensic accounting, business valuation, taxation and mergers & acquisitions departments when their assistance would be beneficial to you.

## Forensics

Whether you need assistance uncovering fraud affecting your business or want to implement a preventative anti-fraud program, Crowe Soberman's forensic accounting team have the specialized accounting, auditing and investigative skills that you need.

We have professional certifications that encompass accounting and auditing skills, investigations/ forensic accounting, information technology and expert witness accreditation.

We bring knowledge and experience gained from both performing fraud vulnerability assessments and conducting investigations after a fraud has been discovered. As necessary, we are able to communicate in a clear, concise manner to management, to administrative boards or as expert witnesses in court.

## International Transactions and Consulting Group (ITC Group)

Crowe Soberman's ITC Group provides a broad range of professional cross-border services for individuals, businesses,

executives, expatriates and investors. Our in-depth skills and experience enable us to assist overseas clients with compliance issues as well as tax planning and structuring. We help to take the worry out of your international operations and maximize your opportunities in Canada. We assist international businesses looking to expand operations to Canada or invest in Canada.

## Litigation Support

We understand the legal processes and are accustomed to working under challenging conditions and time constraints. Our team is invaluable for gathering, organizing and interpreting financial data for lawyers and explaining complex financial concepts. We assist your legal team through the litigation process by:

- Managing the progression of your case through the court's timetable cost effectively;
- Ensuring you have the necessary factual information for evaluating the potential success of our arguments at any stage of litigation;

- Improving your chances of settling a dispute at an early stage by providing independent, objective and impartial advice;
- Staying alert to potential weaknesses in your case at an early stage; and
- Estimating the likelihood of any given argument to help you pursue a cost-effective strategy.

## Personal Debt Solutions

There are alternatives to handling personal financial difficulties other than bankruptcy. Our experienced insolvency professionals are friendly, conscientious and resourceful. We will help you understand your various options and provide guidance that may help you restructure your debt informally, through settlements with creditors or formally, by submitting a proposal.

And, when the only solution available is to declare bankruptcy, our advisors can assist you in your formal filing. We can also consult with specialists in our accounting and taxation departments to help get you back on the road to financial improvement.

## Sector Strengths

Crowe Soberman has in-depth experience in the following sectors:

- Automotive dealerships
- Construction
- Family businesses
- Health care
- Manufacturing
- Not-for-profit & charities
- Private companies
- Professionals & professional service firms
- Public companies
- Real estate
- Retail and franchise
- Sports | Entertainment | Media
- Technology
- Transportation
- Wholesale & distribution

Crowe Soberman's SuRE Group serves the unique needs of our clients in creating custom business succession, retirement and estate plans.

## Sports | Entertainment | Media

Crowe Soberman's Sports | Entertainment | Media Group focuses on the needs specific to these unique individuals and companies. Our experienced professionals have developed services which cater to the sports and entertainment markets and address today's most complex issues. Combining our strengths in accounting and taxation, we provide a wide range of financial services for our clients, who include top professionals in the fields of sports or entertainment and production companies.

We assist our clients with the long-term preservation and growth of their net worth. We offer sound planning and meaningful advice in all aspects of clients' personal and business matters.

## SuRE Services for Small Business

Crowe Soberman's SuRE Services for Family Businesses Group ("SuRE Group") recognizes that most family business owners have spent a lifetime building their legacy. Your business is integral to who you are, and the thought of a time when you won't be in control can be difficult to imagine. However, even the most ambitious business owner can eventually tire of business life.

We know from years of experience helping business owners like you, that well designed and implemented succession, retirement and estate plans greatly improve the chances of transitioning a business from one generation to the next or planning for a potential sale.



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## Contact Us

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## About Crowe Soberman LLP

Crowe Soberman is a Toronto-based public accounting firm that has served businesses and individuals in the areas of audit, tax, advisory and risk since 1958. Our firm consists of 43 partners and over 180 staff members. We consistently ranked among the top public accounting firms in Canada.

We are proud of our valued reputation in the community earned through providing excellent service and proactive advice to our clients. We do this by hiring talented and knowledgeable people who are capable problem solvers. We then provide them with ongoing professional development so that they are continuously upgrading their skills.

## About Crowe Global

As a top 10 global accounting network, Crowe Global has over 200 independent accounting and advisory firms in 145 countries. For almost 100 years, Crowe has made smart decisions for multinational clients working across borders. Our leaders work with governments, regulatory bodies and industry groups to shape the future of the profession worldwide. Their exceptional knowledge of business, local laws and customs provide lasting value to clients undertaking international projects.