



# Tax advisory for pharmaceutical sector

Dear Sirs,

Pharmaceutical companies face – on the daily basis – many problems and challenges of the legal and tax nature. Determining the tax consequences related to the marketing activities, applying the appropriate VAT rate to the products or the correct settlement of cash bonuses are only part of the number of issues bothering the pharmaceutical industry.

Responding to your expectations, we are happy to provide you with our proposal regarding the tax advisory services for companies from the pharmaceutical sector.

## Why us

As our experience indicates, pharmaceutical companies – on the today market – expect from their business advisors in particular:

- understanding current problems and issues of the pharmaceutical industry,
- understanding mechanisms (both of business and legal nature) governing the pharmaceutical sector,
- long lasting experience in provision of services for pharmaceutical companies,
- high quality of services,
- competitive prices.

For us – tax advisors specializing in the services for pharmaceutical firms – the above points set the standard of actions and allow us to offer the prices significantly lower than these proposed by the Big4 companies, while retaining the highest level and quality of rendered services.

## Who we are

We are the experienced team of experts, who formed and – for many years – had been leading the Ernst & Young Pharmaceutical Team. Our specialists gathered the experience also in the pharmaceutical advisory teams of Andersen and PricewaterhouseCoopers.

Within our practice, we have cooperated with many companies from the pharmaceutical sector – from the largest international corporations to the small Polish firms. Our experience includes the cooperation with companies engaging in:

- production of pharmaceutical products and diet supplements,
- importation of pharmaceutical products and diet supplements,
- distribution and marketing of pharmaceutical products and diet supplements,
- clinical trials services,
- production, importation, marketing and distribution of medical devices.

We have taken part – as speakers – in conferences and workshops for the representatives of the pharmaceutical industry. We are the authors of tax publications in the daily press (i.a. Rzeczpospolita, Gazeta Prawna, Puls Biznesu) and industry periodicals (i.a. Pharma Poland News, Przegląd Podatkowy, Monitor Podatkowy, Prawo i Podatki).

We are also the member of the BT&A Group, offering the complex advisory, audit and accounting services for the business.

## What we offer

Our services cover the complex and comprehensive tax advisory for the pharmaceutical companies. We would like to offer you in particular:

- day-to-day (on-call) tax advisory,
- effective tax solutions meeting specific regulatory requirements, specifically responding to the constant changes of the pharmaceutical law,
- designing and implementation of the business structures (e.g. split of the manufacturing, distributing and marketing functions),
- services related to the advertisement of pharmaceutical products (e.g. drafting of marketing procedures, verification of the existing marketing procedures, trainings for both marketing and accounting departments, verification of the individual marketing activities from the perspective of their tax consequences),
- transaction tax services (i.a. tax assistance during the sale / acquisition of business entities or individual assets, mergers and demergers etc.),
- tax litigation services (e.g. representing of pharmaceutical companies in disputes with the tax authorities and cases before the administrative courts),
- trainings and workshops on the tax issues,
- transfer pricing advisory.

We are certain that you will find our proposal interesting. Upon your request, we would be happy to meet with you and discuss the scope and details of our potential cooperation.

Please feel free to contact us if you have any questions or doubts.

Kind regards,



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