



## State and Local Tax (SALT)

Global Excellence, Local Expertise

# OVERVIEW

## PRESENTATION OUTLINE

Meet the Team

Who We are

Global Expertise

Our Purpose

Why it Matters

SALT Services

Tailored Approach

Testimonials

Q & A

# Meet the Team

## Service Team Leads



**CEO**  
**NICO MEYER**

- CPA, CA (SA)
- Extensive International Experience
- C-suite Expert
- Restructure and Growth Expert
- Financial Due Diligence



**CFO**  
**EON VAN WYK**

- CA (SA)
- Statutory Compliance EMEA focus
- Head of audit US clients
- US GAAP to local GAAP conversion (GAAP and IFRS experience)
- Tax accounting



**Chief Tax Officer**  
**FRANK D'URBAN JACKSON**

- CPA, CA (SA)
- Tax Planning & Compliance
- Tax Accounting
- Payroll Services
- Wealth Management



**Indirect Tax Principal**  
**JOHN GOSS Esq.**

- CPA, Esq.
- Indirect Tax
- Sales and Use Tax
- Business Licenses
- Property Tax



**General Counsel & HR**  
**NICK CATRAKILIS Esq.**

- Extensive Legal Expertise
- Assessment Specialist
- Central Bank Exposure
- Legal Due Diligence



**2000<sup>+</sup>**  
clients



**160<sup>+</sup>**  
employees



**8**  
locations



**250<sup>+</sup>**  
firm network

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## WHO WE ARE

We are a CPA-led financial advisory firm, offering powerful financial solutions to individuals and corporations, both public and private. We have deep roots in Atlanta, Georgia, supplemented by almost 20 years of local expertise and international experience across the globe.

## OUR OFFICES



### PRESENCE

Teams in 8 global locations, employing 160+ professionals



### GLOBAL FOOTPRINT

Strategic geographical positioning of offices to ensure consistent availability to any and all client needs



### EXPERTISE

Utilizing local talent to ensure dynamic expertise and the most accurate results



# GLOBAL EXPERTISE

THE SUN NEVER SETS ON CKH



ATLANTA, UNITED STATES

CAPE TOWN, SOUTH AFRICA

BAKU, AZERBAIJAN

KYIV, UKRAINE

FRANKFURT, GERMANY

BARCELONA, SPAIN

POZNAN, POLAND

ATHENS, GREECE

## MSI GLOBAL NETWORK



### PRESENCE

250 legal and accounting member firms located in over 100 countries



### GLOBAL FOOTPRINT

Access to network firms to enhance local technical expertise



### EXPERTISE

Focus on local, legal and statutory compliance



# OUR PURPOSE

**We provide the greatest value through the best experience.**

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Our unique composition of tradition and innovation enables us to better understand and address the financial challenges impacting businesses and individuals today. Driven by our pursuit of excellence, we create meaningful solutions and build lasting relationships with our clients, our people, and our communities.

# State and Local Tax (SALT)

We like to think of sales tax as the loose thread hanging off your sweater. Seemingly harmless, the thread -- if left ignored -- will gradually unravel itself and lead to far bigger problems. Similarly, businesses who fail to acknowledge the importance of sales tax typically end up with a massive burden on their shoulders that could have easily been avoided.

## Why it Matters

### South Dakota V. Wayfair

- 2018: South Dakota v. Wayfair drastically impacted the sales tax world
- even if a business has no physical presence within a state, they must collect & remit sales tax if they meet certain economic thresholds
- e-commerce businesses and remote sellers (especially B2C) are likely to have increased sales tax exposure

### COVID-19

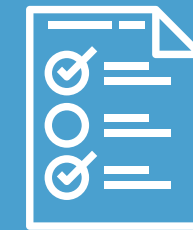
- states and localities are facing large budget deficits
- states typically either increase their tax rates or expand their tax base
- businesses should be on the look-out for changes in tax rates, exemptions, and economic thresholds that could alter their sales tax footprint

## SERVICES

With 50 US states and thousands of local tax jurisdictions, the requirement to comply becomes complicated and burdensome. CKH Group can help.



Full-Service Sales  
Tax Support



Exemption Certificate  
Management



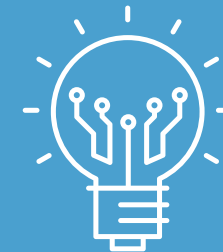
Scalable Out-  
Sourced Compliance



Economic Nexus  
Analysis



Audit Support &  
Dispute Resolution



Tax Technology  
Implementation



Notice  
Resolution



Refund  
Analysis

# TAILORED APPROACH

## Acting As An Extension of Your Team

Our portfolio of clients ranges from globally recognized brands, small-to-medium sized firms, to start-ups. Additionally, CKH has a profound **knowledge** and understanding of various methodology implementation strategies and **financial** accounting expertise. In order to cater to the various client sizes and needs, CKH has created dedicated **client-focused** groups customized to cater specifically to each client.

# WHAT ARE OUR CLIENTS SAYING ABOUT US?



I thoroughly appreciate the quality of service I receive from CKH. The firm exemplifies what I look for in a partner/service provider; they consistently under-sell and over-deliver. I couldn't recommend CKH more highly.

**Indirect Senior Tax Manager**

Major Global Fortune 500 Company



We engaged the CKH team to assist us with an extremely complex accounting project. They overcame innumerable obstacles and hardships to make it happen. You are accounting warriors.

**Group Global Controller**

Major Global FMCG Corporation



The CKH audit team had an in-depth knowledge and the capability in delivering the audits in extremely tight schedules, without compromising quality. They provided in-depth knowledge and a focused approach to provide the right solutions to complicated accounting issues.

**Controller Major Markets**

International IT Solutions Corporation

CLIENT  **CKH**  
GROUP  
TESTIMONIALS

# Questions & Answers



“We aim to provide  
the greatest value  
through the best  
experience.”

## CONTACT INFORMATION

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