

Cross Border Tax Services for Canadian Private Companies and Family Businesses



Navigating multiple tax jurisdictions and staying compliant with changing regulations can be daunting for any private company. EY's Private Tax Services team has a proven track record of providing invaluable guidance to private companies, family businesses and high-net-worth individuals with Canadian and US cross-border tax needs.

Every private company and family business has unique challenges and opportunities. That's why we take a personalized approach, working closely with each client to understand their goals and develop tailored strategies to maximize tax savings and support growth nationally and cross borders.

With our deep knowledge, global reach, and personalized approach, our advisors can thoughtfully structure and manage your tax affairs to create, preserve and transition long-term value across generations.

How EY can help

EY's Private Tax Services can help you navigate the complexities of tax administration, reporting and compliance for cross-border holdings and operations.



Hands-on personalized service with global reach



An experienced and dedicated team of business advisors



Competitive and transparent fees



Regular phone calls and touchpoints



Open and honest communication



Collaborative and sophisticated approach to services planning

Explore our services

EY has one of Canada's largest Private Client practices with a long history of helping private companies and their owners unlock their ambitions. We differentiate ourselves in the marketplace by being a local advisor with a global network of tax professionals.

Working with an advisor who understands the complex range of tax matters impacting your business operations and your personal agenda is paramount. EY's Private Tax Services team draws on our knowledge and experience of the Canadian and US tax landscape to support your personal and business tax administration, reporting and compliance needs.

Click on each of our three core service offerings below to explore how we can support your business.

Tax compliance

- ▶ Personal
- ▶ Corporate and Trusts
- ▶ State and local taxes
- ▶ Cross border
- ▶ Disposals of property in Canada and the US

Corporate structuring and US expansion

- ▶ Cross border investments
- ▶ Cross-border business expansion
- ▶ Repatriation of profits
- ▶ Tax treaty optimization

Estate and wealth planning

- ▶ Business and wealth transition
- ▶ Planning for the involvement of US persons
- ▶ Retirement income planning
- ▶ Charitable giving and family trusts
- ▶ Quantification of estate tax liability



Tax compliance

Balancing corporate and personal tax obligations can be challenging for private companies and their owners. EY's tax advisors support clients with strategies for tax savings, including planning and preparing corporate and personal taxes, trust tax administration, compliance and reporting. Our multidisciplinary team also provides valuable guidance on cross-border regulations and the disposal of property in Canada and the US.

Personal

Managing personal taxes can be challenging, but we have the knowledge and experience to help you navigate this landscape. We work with business owners like you to develop tax strategies to help you better manage your corporate and personal tax obligations and identify opportunities to create value while minimizing risk.

Corporate and Trusts

EY has the expertise needed to support business owners in managing the complexities of corporate and trust tax administration, compliance and reporting. We collaborate with clients to develop customized solutions that help you navigate shifting tax regulations, optimize your structure and formulate tax-efficient strategies to minimize risk.

State and local taxes

Navigating state and local taxes can be a constant challenge for any business. Our team of advisors can help you identify opportunities in all locations where your company operates and propose strategies to unlock tax savings. Our services include credits and incentives, unclaimed property taxes, sales and consumption taxes, and tax controversy.

Cross border

Investing or expanding across borders comes with additional tax administration and compliance requirements. EY has the global expertise to help you meet your business's cross-border tax obligations. Our tailored solutions help you comply with US and Canadian tax regulations and develop tax savings and optimization strategies.

Disposals of property in Canada and the US

Property disposal in Canada and the US come with specific local and federal tax regulations. EY can help you optimize tax savings, minimize risk and manage tax compliance with the appropriate authorities. We also provide valuation modeling and divestment advisory services.

Corporate structuring and US expansion

EY's Corporate structuring and US expansion services provide a roadmap to help private companies achieve their goals. Our experienced professionals have in-depth knowledge of the legal, regulatory and financial landscape. They can help you navigate complex US laws and regulations, optimize your structure for value creation and develop tax savings strategies to support a smooth transition into the US market.

Cross border investments

EY's team has the global expertise to help clients realize their international growth ambitions. We help private companies and family businesses manage cross-border investment opportunities and risks, resolve tax disputes arising from transactions and assess global controversy issues. From structuring to implementing, EY's multidisciplinary advisors can help across the investment life cycle.

Cross-border business expansion

Expanding your business across borders can be a significant milestone, but it comes with its own set of challenges. Our advisors draw upon their knowledge and experience of international tax and trade regulations to help you manage global expansion and operational changes, transfer pricing planning and build effective relationships with the tax authorities.

Repatriation of profits

Repatriating profits from foreign jurisdictions can be complex. We support clients with the administration and reporting of foreign dividends and surplus calculations to meet tax obligations in the US and Canada. Our team utilizes digital tools and tax technologies to streamline data extraction, analysis and comprehensive reporting to save time and resources.

Tax treaty optimization

EY's tax advisors have in-depth knowledge of international tax treaties and their impact on tax administration and reporting for private companies. We can provide guidance on tax issues for cross-border operations and tax obligations under international taxation laws and manage compliance and reporting.

Estate and wealth planning

The tax environment surrounding families and ultra-high-net-worth individuals is ever-evolving, creating unique challenges for your family and your business. EY's advisors have expertise in estate planning and administration, retirement income planning, philanthropic and charitable giving strategies and wealth transfer. We can identify tax savings strategies, help you optimize investments, support succession planning and preserve wealth for future generations.

Business and wealth transition

Preserving intergenerational legacy is a common goal for family-led businesses and individuals of specific financial means. We help our clients develop tax savings strategies to optimize personal and business investments and facilitate a smooth transition of wealth to future generations. EY can design personalized solutions to support your family's financial goals.

Planning for the involvement of US persons

The complexity of today's global business and tax regulatory environment requires thoughtful planning for family businesses. Our team of advisors draws upon their deep knowledge of cross-border taxation and regulatory landscape to help with tax mobility, administration and compliance for US citizens, residents and non-residents involved in your family business operations.

Retirement income planning

Planning for retirement income requires careful strategy and foresight. Our advisors offer direction on retirement planning, helping you achieve your financial goals and minimize risks. We provide tax planning, investment management and risk mitigation services as part of a comprehensive retirement income plan that meets your needs.

Charitable giving and family trusts

Giving back to the community and managing family trusts requires specialized knowledge. EY's team of professionals can develop strategies to assess philanthropic goals, identify charitable giving opportunities and establish family trusts or foundations to sustain intergenerational legacies, be tax efficient and deliver social and economic impact.

Quantification of estate tax liability

Inadequate tax planning as part of the estate can result in significant consequences for the financial well-being of your family. Our team can help you understand estate tax regulations and administration and propose strategies to maximize tax savings and minimize the tax burden on you and future generations.

Meet our team

Meet the EY Private, a multidisciplinary practice dedicated to helping private companies and family businesses in Canada accelerate growth. Our team of US Tax advisors is augmented by Audit and Strategy & Transactions professionals with domestic and cross-border experience and deep sector expertise. Together, we provide a comprehensive and integrated suite of services, working collaboratively with you and your teams to solve your most pressing business issues.



Ryan Ball, CPA, CA
Tax Partner, EY Private
ryan.ball@ca.ey.com



Eric Morey
Executive Director, EY Private
eric.morey@ca.ey.com



James Avery
Senior Manager, EY Private
james.avery@ca.ey.com

Multidisciplinary services for your private business

The EY Private practice helps private companies and their owners unlock their ambitions and sustain their legacy. We offer the personalized service of a boutique-style firm coupled with a breadth of diverse service offerings in collaboration with other EY practice teams.

People Advisory Services

The workforce is changing, and talent is a source of competitive advantage. EY People Advisory Services offer integrated HR solutions for private companies, including business immigration services for companies operating or expanding across borders, workforce transformation, change management, learning and development, reward and recognition, and more.

Mergers & Acquisitions

EY provides comprehensive transaction advisory services to enable the strategic growth of your business through mergers and acquisitions, joint ventures and alliances. Our team has extensive experience conducting due diligence, supporting business expansion through acquisitions, divesting cross-border investments and managing post-M&A integration.

Transaction real estate

EY's Transaction Real Estate team can support your real estate objectives and needs. We have experience supporting domestic and cross-border real estate investments, including valuation advisory services, restructuring distressed assets, conducting buy-side due diligence, and capital deployment and optimization.

Assurance services

We provide complete accounting and audit services for private companies and family-led businesses. From bookkeeping to annual audits to financial statement reviews, our team of professionals can help your business streamline finance operations, optimize the finance function and comply with national and international reporting obligations.

EY Law

EY Law is a full-service firm affiliated with Ernst & Young LLP in Canada. Our team comprises lawyers and professionals with expertise in corporate secretarial services and commercial law, managing complexities of US and Canadian immigration law, and providing counsel on domestic and international taxation laws.

Valuation advisory services

EY's Valuation advisory services team combines experience with local knowledge to help clients with complex and challenging asset valuation needs. We support clients in advancing their strategic, financial and tax agendas with robust and accurate valuation models for corporate strategies, transactions, real estate portfolios, dispute resolutions and more.

EY Family Office

Family offices are complex organizations requiring deep knowledge – not just of investment variables, but also of other factors. A family office supports the family vision and legacy and the successful transition of wealth. EY teams have the experience and know-how to help the entire family enterprise pursue growth and investment opportunities while preserving values and building the family legacy.



EY | Building a better working world

EY exists to build a better working world, helping to create long-term value for clients, people and society and build trust in the capital markets.

Enabled by data and technology, diverse EY teams in over 150 countries provide trust through assurance and help clients grow, transform and operate.

Working across assurance, consulting, law, strategy, tax and transactions, EY teams ask better questions to find new answers for the complex issues facing our world today.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. Information about how EY collects and uses personal data and a description of the rights individuals have under data protection legislation are available via ey.com/privacy. EY member firms do not practice law where prohibited by local laws. For more information about our organization, please visit ey.com.

© 2023 Ernst & Young LLP. All Rights Reserved.
A member firm of Ernst & Young Global Limited.

This publication contains information in summary form, current as of the date of publication, and is intended for general guidance only. It should not be regarded as comprehensive or a substitute for professional advice. Before taking any particular course of action, contact EY or another professional advisor to discuss these matters in the context of your particular circumstances. We accept no responsibility for any loss or damage occasioned by your reliance on information contained in this publication.

ey.com/en_ca