



Services Brochure

Advisory

BDO in Panama

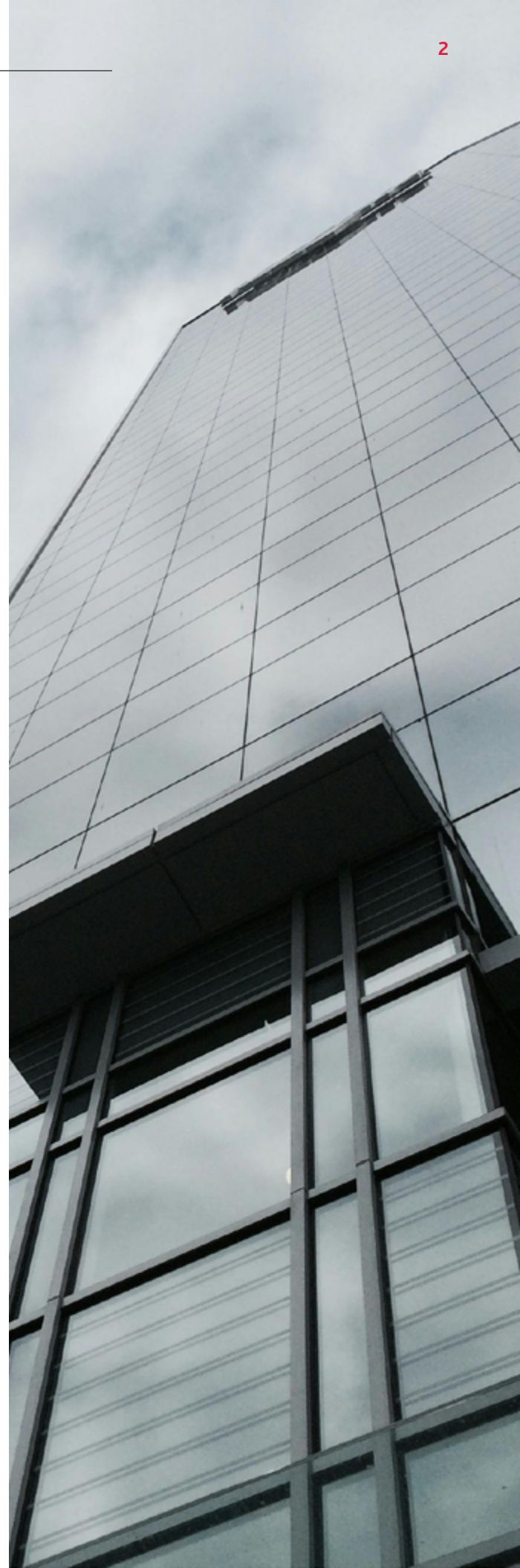


At **BDO Panama** and Central America, we are focused today on the development of strategies for tomorrow.

We are different, our services as advisors and consultants is focused on knowledge, we design tailored strategies to help you in your challenges or reconfigure your business structure from the traditional to the disruptive to continue with the dynamic growth of your company in a stable manner. We analyze, design and transform companies delivering solid results that put your business on the list of the strongest and recognized competitors in your industry.

Our services

- ▶ Advisory in Real Estate
- ▶ Growth & Innovation
- ▶ Digital Strategy
- ▶ Family businesses
- ▶ Corporate Strategy
- ▶ Sell and Separate Strategy (Divestiture)
- ▶ M&A Strategy
- ▶ Restructuring & Turnaround
- ▶ Corporate Finance
- ▶ M & A Post-Integration (PMI)
- ▶ Forensic Audit and Risk
- ▶ Public Sector Consulting
- ▶ Digital Transformation



Advisory in Real Estate

Our regional Real Estate advisory unit for Central America provides you with the most important tools for financial structuring, corporate governance, legal and tax advice, in order to enhance the value of your assets and optimize the performance of your real estate projects.

Our line of services includes the following:

- ▶ Structuring Business Plans for Project Financing
- ▶ Debt Structuring through Bond Issuance
- ▶ Structuring of Companies for Application to Tax and Financial Benefits
- ▶ Investor Search
- ▶ Sale & Lease Back
- ▶ Real Estate Leasing
- ▶ Real Estate Investment Companies (REITS)

Growth & Innovation

In **BDO** we put all our synergy and business experience with our presence in more than 160 countries helping companies to strengthen their business by identifying opportunities for multidimensional growth by modifying their performance through innovation in products, services, processes, regulations and business models. on a dynamic and scalable platform that we call "**ecosystems**" tailored to allow you to grow and expand your operations regionally in a sustainable and controlled manner.

Digital Strategy

At **BDO** we understand that there is no other immediate future. We help clients to transform themselves for the digital era by aligning the operations structure and processes of their company with the future in which automation and machine learning will rebuild business forms in industries and reconfigure the workforce.

With our specialized team in Digital Science, we help you to become digital no matter how traditional your business, our goal is to help companies in their efforts to achieve agility, efficiency and greater knowledge to improve decision making.

Family Businesses

With integrity and discretion, we assist families in all matters related to the ownership of family businesses, including planning, succession process, governance, structuring and fiduciary services, risk management and a wide range of corporate finance advice with the integrity and discretion that characterizes us in **BDO**.

How can we help you?

- ▶ Corporate Finance
- ▶ Financial Succession Plan
- ▶ M & A - Divestment
- ▶ Family Negotiation
- ▶ Capital investment

Sell and Separate Strategy (Divestiture)

In some cases selling one of the business units of the organization is the most effective mechanism to grow or strengthen the structure of your company; At **BDO** we offer you specialized support to help you achieve your divestment objectives.

For example:

- ▶ What you must sell to reposition your business in the market?
- ▶ How can you sell assets at optimal prices?
- ▶ How you can optimize your divestiture strategy to raise fresh capital?

M&A Strategy

Before diving into the depths you must have a good diving equipment.

At **BDO**, we help our clients ensure that their mergers and acquisitions strategy aligns with their business strategy and objectives.

We help them determine the correct M&A structure to follow and identify and evaluate scenarios based on the strategic objectives and then make the decision to go out and look for prospective companies to buy or merge.



Restructuring & Turnaround

In times of crisis, corporate restructurings are decisive and complex, which requires a pragmatic approach with detailed analysis. Generally, cash is usually limited and time is essential. At **BDO** we help you by working with your team to develop and execute restructuring plans that stabilize the crisis. We advise you in all aspects of the process, from the strategic direction to the management of internal liquidity with creditors and the development of the business plan in the future.

Corporate Finance

We help our clients from portfolio review, valuation, debt structuring, financial budget design for the fiscal year, to the analysis of financial planning, regulatory reports and analysis for decision making. We have the people, the analysis and the tools to support private equity companies, governments, sovereign savings funds and family businesses.

Corporate Strategy

We help our clients create and implement a balanced portfolio and reactivate growth. Companies must accurately calibrate their current mix of assets, capabilities and processes. We combine experience in resource allocation, performance improvement, mergers and acquisitions and divestments to strengthen companies and create sustainable value.

M&A Post-Integration (PMI)

Once the merger or acquisition transaction is completed, our **BDO** Post-integration specialized team (BDO-PMI Specialists) helps our clients through the complex process of combining and reorganizing the companies according to the strategic objectives stipulated in the transaction, to materialize the efficiencies and synergies of the resulting company.



Forensic Audit and Risk

We help our clients in complex situations that require opinion and expert review of risk and specialized forensic auditing such as:

- ▶ Financial Risk Management
- ▶ Technological Risk Management
- ▶ Special forensic audit
- ▶ Risk management and compliance
- ▶ Anti-fraud program
- ▶ Experts and litigation support
- ▶ Quantification of data and damages

Public Sector Consulting

At BDO Panama, we help government leaders, donor and financial organizations to set up development programs and strategies that yield tangible results quickly and improve the lives of millions of citizens.

How can we help you In the following areas:

- ▶ Public finances
- ▶ Tax Legal Framework for public contracts from the state perspective.
- ▶ Due Diligence for procurement and acquisitions
- ▶ Study of "Viability" and / or "Estimated Price" for public contracting
- ▶ Modernization and institutional strengthening (Digital Transformation)
- ▶ Project management
- ▶ Advice on Local Governments
- ▶ Application of NIC-IFRS for the Public Sector
- ▶ Advice on the configuration of Public-Private Partnerships for works and services.

Digital Transformation

Many companies worldwide accelerated their move towards digital transformation thanks to the pandemic, in order to respond to the needs and requirements of their customers and maintain their relevance and competitiveness in the market.

A great advantage of digital transformation is the ability to know our customers, products and processes much more closely, to be able to analyze and identify their behaviors, and our strengths and weaknesses.

Having knowledge of this data opens doors that will allow us to anticipate scenarios, respond efficiently, innovate, find opportunities for improvement and ultimately see a growth in profitability.



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