



ADVISORY BDO IN PANAMA

ADVISORY

At BDO Panama, we are focused today on developing strategies for tomorrow.

We are different, our services as advisors and consultants are focused on knowledge, we design tailored strategies to help you in your challenges or reconfigure transforming your business structure from traditional to disruptive and continue with the dynamic growth of your company in a stable way.

SERVICES

- ▶ M&A Strategy
- ▶ Corporate Finance
- ▶ Post-Integration M&A (PMI)
- ▶ Corporate Strategy
- ▶ Restructuring and Turnaround
- ▶ Sell and Divest (Divestment) Strategy
- ▶ Growth and Innovation
- ▶ Family Businesses
- ▶ Digital Strategy
- ▶ Public Sector Consulting
- ▶ Risk and Forensic Audit





M&A STRATEGY

Before diving into the deep end, you must have a good diving team.

At BDO we help our clients ensure that their M&A strategy aligns with their business strategy and objectives.

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



CORPORATE FINANCE

We help our clients with everything from portfolio review, evaluation, debt structuring, financial budget design for the fiscal year, to financial planning analysis, regulatory reporting and decision-making analysis. We have the people, the analysis and the tools to support private equity firms, governments, sovereign wealth funds and family-owned businesses.



M&A POST-INTEGRATION

Once the merger or acquisition transaction is completed, our specialized BDO Post-Integration 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, in order to materialize the efficiencies and synergies of the resulting company.



CORPORATE STRATEGY

We help our clients create and implement a balanced portfolio and revive growth.

Companies must accurately calibrate their current mix of assets, capabilities and processes. We combine expertise in resource allocation, performance improvement, mergers and acquisitions, and divestitures to strengthen companies and create sustainable value.



RESTRUCTURING & TURNAROUND

In times of crisis, corporate restructurings are decisive and complex, requiring a pragmatic approach with analysis in detail. Cash is often 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 on all aspects of the process, from strategic direction to liquidity management. strategic direction to internal liquidity management with creditors and the development of a forward-looking business plan.



SALES & SEPARATE STRATEGY

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

For example:

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



GROWTH & INNOVATION

At BDO we put all our synergy and business experience with our presence in more than 160 countries to help companies strengthen their businesses by identifying multidimensional growth opportunities and modifying their performance through innovation in products, services, processes, regulations and business models on a dynamic and scalable platform that we call ECOSYSTEMS that allow them to grow and expand their operations regionally in a sustainable and controlled way.



FAMILY BUSINESSES

With integrity and discretion we assist families in all matters related to family business ownership, 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 at BDO.

HOW CAN WE HELP YOU?

- ▶ Corporate Finance
- ▶ Financial Succession Planning
- ▶ M&A - Divestment
- ▶ Family Negotiation
- ▶ Capital Investment



DIGITAL STRATEGY

At BDO we understand that there is no other immediate future. We help clients transform themselves for the digital age by aligning their company's operations structure and processes with the future in which automation and machine learning will reshape the way industries do business and reshape the workforce.

With our specialized Digital Science team, we help you transform digitally no matter how traditional your business is, our goal is to help companies in their efforts to achieve agility, efficiency and greater insights for better decision making.



PUBLIC SECTOR

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

How can we help you? In the following areas:

- ▶ Public Finance
- ▶ Legal and tax framework for public contracts from a government perspective.
- ▶ Due Diligence for contracting and procurement.
- ▶ Feasibility study and/or "Estimated Price" for public contracting.

- ▶ Modernization and Institutional Strengthening (Digital Transformation)
- ▶ Project management
- ▶ Advisory services to local governments
- ▶ Application of IAS-IFRS for the Public Sector
- ▶ Advice on the configuration of Public-Private Partnerships for works and services.



RISK & FORENSIC AUDIT

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

- ▶ Financial Risk Management
- ▶ Technology Risk Management
- ▶ Special Forensic Audit
- ▶ Risk and compliance management
- ▶ Anti-fraud program
- ▶ Expertise and litigation support
- ▶ Quantification of data and damages

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