



Deal Advisory - M&A Oportunidades México - Estados Unidos

BDO en México



01

Deal Advisory - M&A
Oportunidades



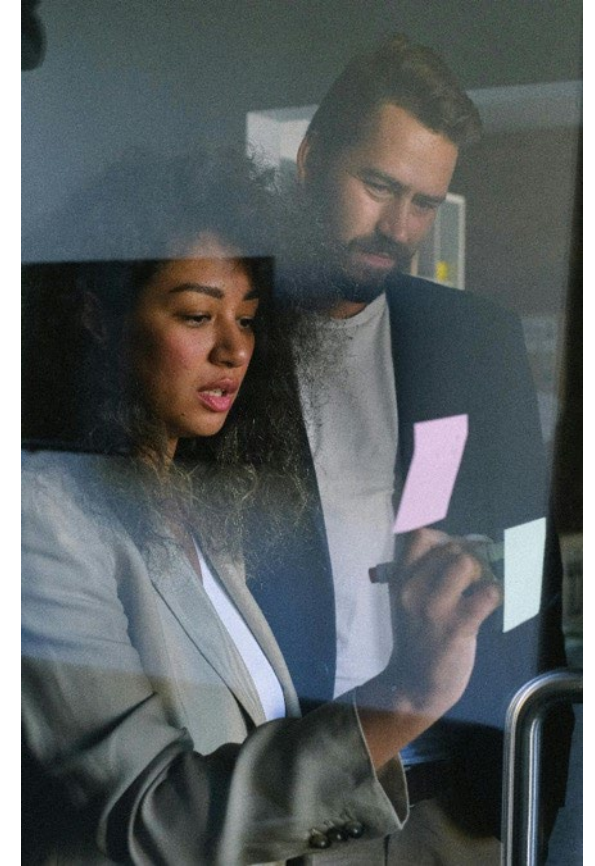
02

Haciendo negocios en México



03

Activos Intangibles en la
Adquisición de Empresas



04

Riesgos en la Adquisición de
Empresas con Tecnologías
Emergentes

A photograph of three business professionals in a modern office setting. A woman in a red sweater is holding a document and smiling. A man in a white shirt and glasses is holding a tablet and looking at the document. Another man in a light blue shirt is looking on. Large windows are in the background.

Haciendo Negocios en México

Rita Mireya Valdivia
Socia de Impuestos

Haciendo Negocios en México



M&A Principales industrias



Tipo de entidades, más comunes (S.A. de C.V., S. de R.L. de C.V.)



Tasa impositiva del 30%



Mano de obra (personal) - gastos de nómina



PTU



Maquiladoras



Beneficios fiscales en la zona fronteriza de México



Adquisición de target, compra de activos o acciones



Estructuras para la adquisición del target



The background image shows two women in professional attire sitting at a white table. The woman on the left has long blonde hair and is wearing a dark blazer over a white top. The woman on the right has long dark hair with bangs and is wearing a white button-down shirt. They are both looking at documents on the table, with the woman on the right holding a pen. The scene is set in a bright office environment with a window in the background.

Activos Intangibles en la Adquisición de Empresas

Abraham Paul Velázquez
Socio de Deal Advisory



Activos Intangibles en la Adquisición de Empresas



Importancia de los Activos Intangibles.



Agregados de valor.



Propiedad Industrial.



Eventos externos e internos (Identificación de riesgos).



Valor de Mercado.




Activos Intangibles Generados Internamente.



Tendencias:

- Uso de vehículos de descentralización Financiera.
- Uso de Inteligencia Artificial (Análisis de datos).

The background of the slide is a photograph of a modern office. In the foreground, a woman with long dark hair and glasses, wearing a grey blazer over a dark top, is seated at a white desk. She is looking at a large computer monitor and has her hands on a white keyboard. In the background, a man in a dark suit and blue tie is standing and looking at a blue folder he is holding. The office has white walls, a bookshelf with binders, and large windows in the background.

Riesgos en la Adquisición de Empresas con Tecnologías Emergentes

Victor Vela Tudela
Socio líder de Data & AI de LATAM

Riesgos en la Adquisición de Empresas con Tecnologías Emergentes

Tecnologías Emergentes Implementadas en el Proceso de Transformación Digital

A medida que la transformación digital se ha acelerado, las empresas han integrado tecnologías emergentes para innovar y fortalecer su posición en el mercado, buscando mantenerse competitivas y mejorar su eficiencia. Entre las tecnologías emergentes que han surgido se encuentran:



INTELIGENCIA ARTIFICIAL
GENERATIVA



MACHINE
LEARNING



BLOCKCHAIN
Y WEB 3.0



BIOTECNOLOGÍA



INTERNET DE LAS
COSAS (IOT)



REALIDAD
AUMENTADA



CIBERSEGURIDAD
AVANZADA



REDES 5G Y 6G

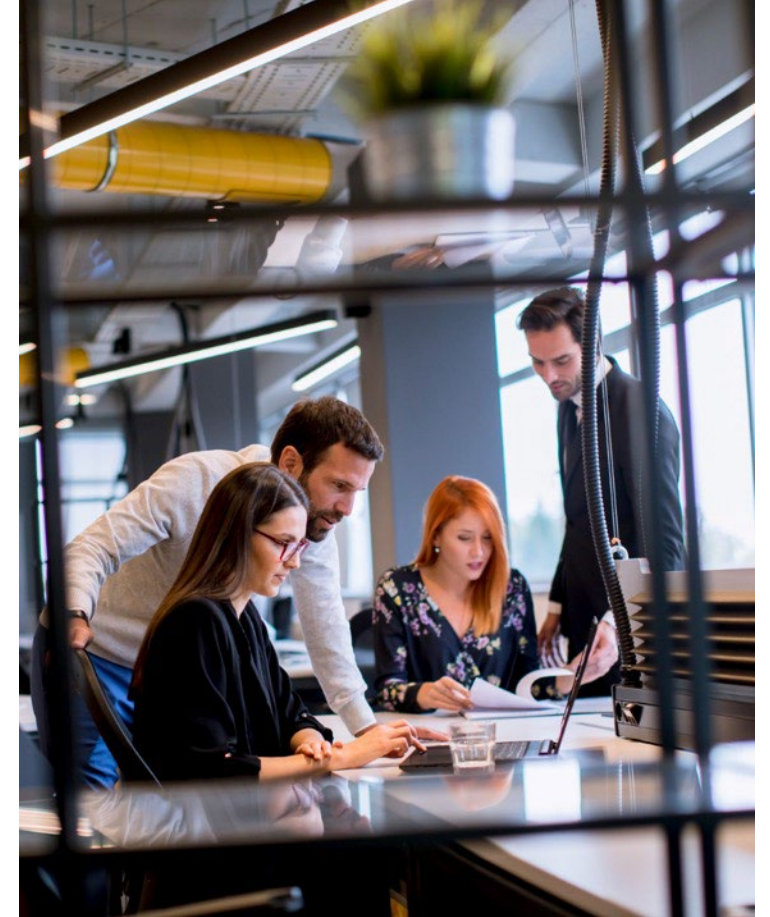
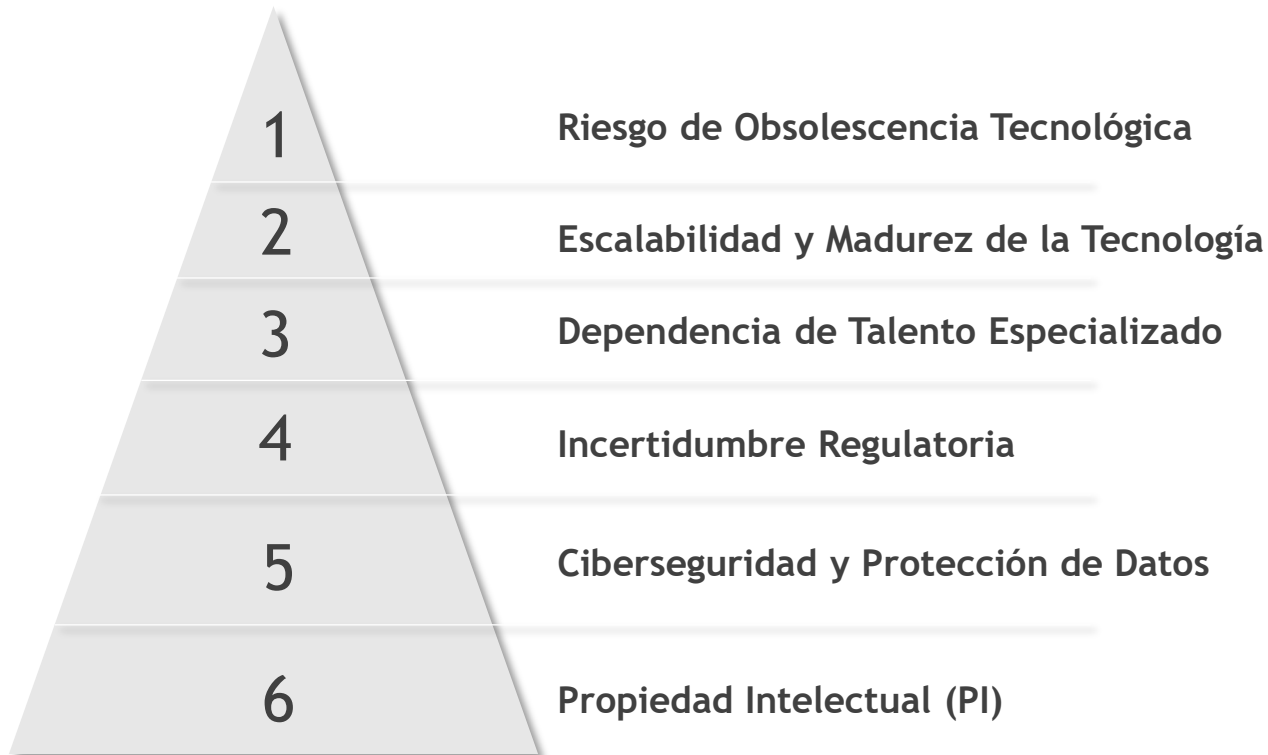


AUTOMATIZACIÓN

Riesgos en la Adquisición de Empresas con Tecnologías Emergentes

Principales Riesgos

Con la creciente adopción de tecnologías emergentes, adquirir empresas que operan con estas innovaciones puede presentar **desafíos significativos** debido a la inmadurez de las soluciones. Estos riesgos requieren una **evaluación cuidadosa** para abordar **posibles vulnerabilidades** y asegurar una integración exitosa.



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