

**BDO**

México

People *Helping* People

Audit | Tax | BSO | Advisory

**BDO**

# Liders for our exceptional client service

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## Introduction

Our Presence

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Why BDO?

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People Helping People

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# Our Presence

## BDO Global



Países y Territorios |  
Countries & Territories

**169**



**870**

Oficinas | Offices

Sede Global | Global  
Headcount



**94,900**

**+3.42%** Incremento anual  
Increase year on year

## BDO Mexico



Unidades de negocio | *Business units*

Auditoría | *Audit*  
Consultoría Fiscal | *Tax*  
Control Financiero | *BSO*  
Consultoría | *Advisor*



**+ 950**

PERSONAL | *STAFF*



Número de oficinas |  
*Number Offices*

**9**

Localización oficinas | *Location Offices*



Ciudad de Mexico (2) Ciudad Juárez  
Guadalajara  
Hermosillo  
Monterrey  
Mazatlán  
Tijuana  
Querétaro



## Why BDO?

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BDO Mexico is part of the fastest growing Global Organization in the industry over the last decade, handling more than 775,000 clients around the world. At BDO, we go beyond offering Audit, Consulting, Tax and BSO services; we are people helping people. We combine excellence and international standards with the warmth and values that distinguish us.

Our ability to quickly adapt to changing market needs, makes us the ideal choice for those who value flexibility and response capacity. We implement solutions efficiently and rapidly, providing our clients with a significant competitive advantage. At BDO, we are ready to accompany you on the path to achieving your goals.



# Audit & Assurance

## Protect in your interests

Every audit and assurance engagement that we perform is subject to a meticulous and intensive technical review process to ensure the highest level of accuracy and integrity.

Our quality control policy guarantees that the professional services we provide meet the international quality standards set by the profession. One component of the quality difference across auditors is industry specialization. Our auditors have the ability to detect the matters affecting our clients' business and are able to assess risk areas.

We have collaborated with companies listed in international markets, financial institutions, public sector, private companies and non-profit organizations. Our methodology and automated technologies provide our clients with a more efficient and consistent audit approach. We identify, quantify and achieve a better understanding of our client's risk factors which could have an impact on the financial statements, considering the cost-benefit and saving time.

Since our process uses an application that relies on advanced technology that guarantees the highest security levels, our work papers can be shared with your executive staff and Audit Committee as well as other corporate governance bodies, enhancing the communication and reporting processes.



**Financial statements audit**



**Examination and revision for special purposes**



**Compliance examinations for tax purposes**



**Government sector audit**

## BSO

Our integral solution will give you time to focus on what really matters: your business.

We provide integral support to national and foreign companies during their establishing process in Mexico. Our team of professionals will gradually provide you with support and experience until your operations' volume justifies having a management of its own.

**Some of the services we offer are:**

- ▶ Consulting in the initial development of business.
- ▶ Registration and incorporation
- ▶ Accounting services
- ▶ Payroll
- ▶ Payment Processing Services
- ▶ Tax compliance
- ▶ Control of specialized service contractors
- ▶ Project Management Services



# Tax Advisory

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## Obtain the best tax options available for your business.

Nowadays, successful companies analyze tax consequences before making business decisions, this makes tax compliance assessment, consulting and structuring decisive elements in your global strategy.

By working with BDO Castillo Miranda's tax experts, you will have the confidence that your investment in tax services will pay off, since we manage to optimize your tax burden without compromising your legal and ethical obligations.

**The objective of our tax practice is to support our clients in the application, interpretation and implementation of the different tax provisions.**

- ▶ Tax
  - ▶ International Trade And Customs
  - ▶ Local Taxes
  - ▶ Transfer Pricing
  - ▶ Social Security
  - ▶ Expatriate Tax Service
  - ▶ Assessment of tax obligations compliance
  - ▶ Business restructuring: mergers, acquisitions and de-mergers
  - ▶ Federal and local tax consulting
  - ▶ Legal Consulting
  - ▶ Negotiations before tax authorities
  - ▶ Opinion of disposal of shares
  - ▶ Tax advice for international operations, including application of international treaties
  - ▶ Total tax planning
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# Foreign Trade & Customs



## Objective:

Our team specializing in Foreign Trade and Customs advises organizations on regulatory compliance, process evaluation and optimization, and identifying opportunities to improve the efficiency of their import and export operations.

## How we make it?


Proper guidance on compliance with applicable regulations is essential for a company to operate successfully internationally. This task requires in-depth knowledge of customs regulations, international trade agreements, and customs authority practices.

# Foreign Trade & Customs




**We can help you build solid import and export businesses.**


Our team of expert professionals, with their practical and strategic approach, helps our clients minimize risks, strengthen internal controls, and ensure the continuity and security of their international supply chains. Below are our five pillars of professional services:



Specialized Customs Training & Advisory



Audits, Diagnostics and Monitoring of Customs Operations




Automation of Customs Processes and Analysis of Foreign Trade Data



Risk Analysis in Foreign Trade, Supply Chain Security And Third Parties



Foreign Trade Compliance, Logistics Security and Risk Assessment Program



Management of Records, Certifications, Notices, Permits, and Foreign Trade Authorizations

# Legal Advisory

Currently, successful companies analyze the legal consequences before making business decisions by evaluating compliance with obligations in several legal areas, such as tax, labor, corporate, administrative, and intellectual property, etc.

By working with our experts at **BDO LEGAL Mexico Castillo Miranda**, you can be confident that your investment and the security of your business will pay off, as we consistently deliver results to address everyday challenges and problems in the following areas:

- ▶ Legal Taxes
- ▶ Labor
- ▶ Administrative
- ▶ Corporate
- ▶ Local Taxes
- ▶ Social Security
- ▶ Immigration Services
- ▶ Intellectual Property
- ▶ Data Protection

## Legal Advisory, Litigation and Dispute Resolution

We have developed this specialty to efficiently and effectively provide legal advice, litigation, conflict and dispute resolution services in tax, administrative, social security, labor, patents, and trademarks matters.

## Corporate and M&A

Among the activities in this area, the incorporation and comprehensive operation of national and foreign companies that are operating or in the process of establishing themselves in Mexico stands out, and to which full support is provided.

We guide you step by step through M&A operations, from legal due diligence to the complete closing of the purchase or transaction (SPA).



## We are different

Our goal is to offer **exceptional and personalized service** worldwide.

We maintain a close and dedicated relationship with each of our clients.

# Advisory

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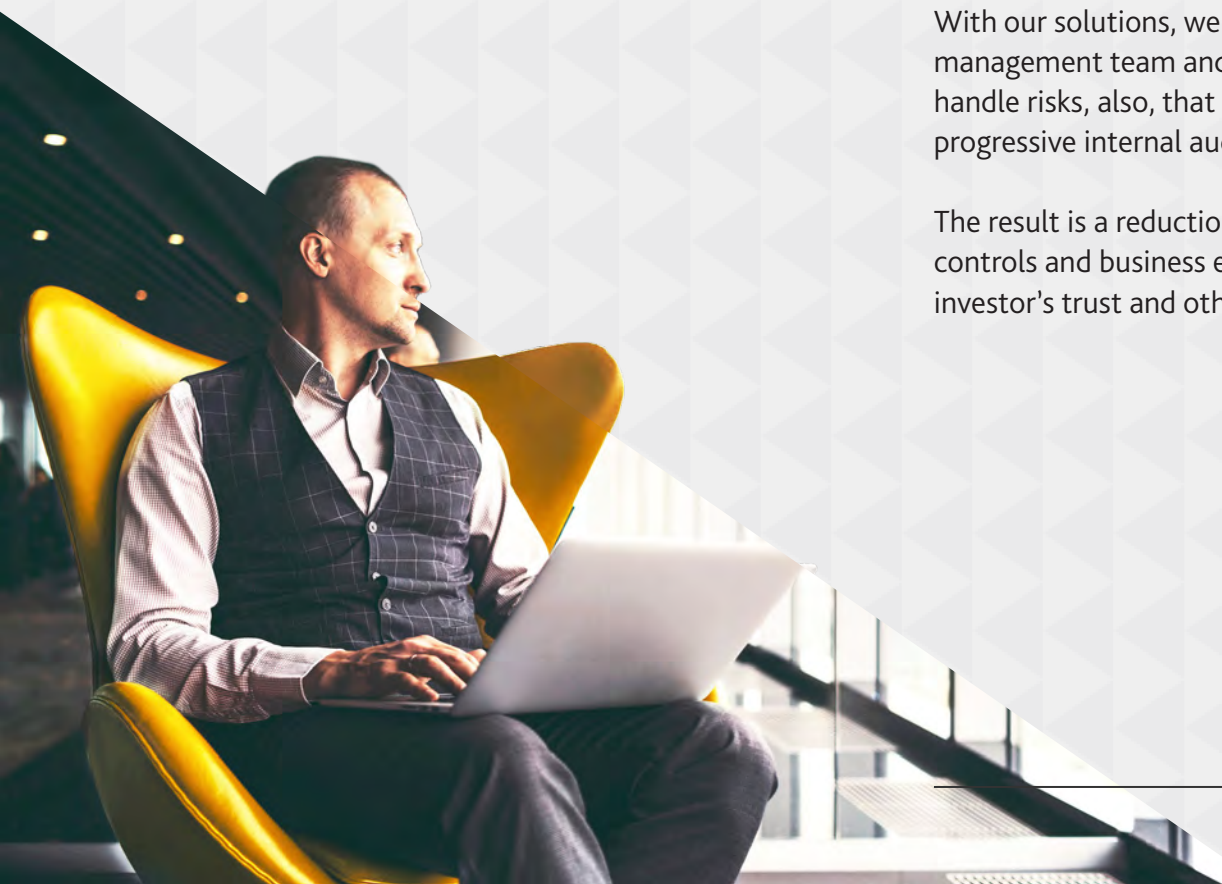
## Risk Advisory

### Confidence for your investors regarding business prosperity and continuity. Risk Advisory

At BDO Castillo Miranda, we produce benefits. We have developed a methodology to successfully review, diagnose, evaluate and implement the components that are part of an efficient Corporate Governance.

With our solutions, we ensure that shareholders have the certainty that the management team and members of the board have a clear understanding on how to handle risks, also, that the risks management processes are implemented, including a progressive internal audit monitoring.

The result is a reduction of risks and failures, as well as an improvement in internal controls and business ethics, also minimizing risks in financial reports and restoring the investor's trust and other related third parties.



# Advisory

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## Risk Advisory

### Corporate Governance

- ▶ Diagnostics corporate governance
- ▶ Consulting in family businesses
- ▶ Corporate structure documentation and alignment
- ▶ Strategic planning, indicators and Balanced Score Card
- ▶ Formal documentation of policies and procedures in manuals
- ▶ Sustainability and corporate social responsibility

### Risk Advisory

- ▶ Enterprise Risk Management (ERM)
- ▶ Internal audit based on risk (COSO ERM)
- ▶ Revision and redesign of processes
- ▶ Internal audit of information technologies based on Control Objectives for Information and Related Technology (COBIT)
- ▶ Risk in financial operations (securitization) and financial instruments hedging consultancy
- ▶ BCP / DRP Assessment
- ▶ Cybersecurity

### Compliance

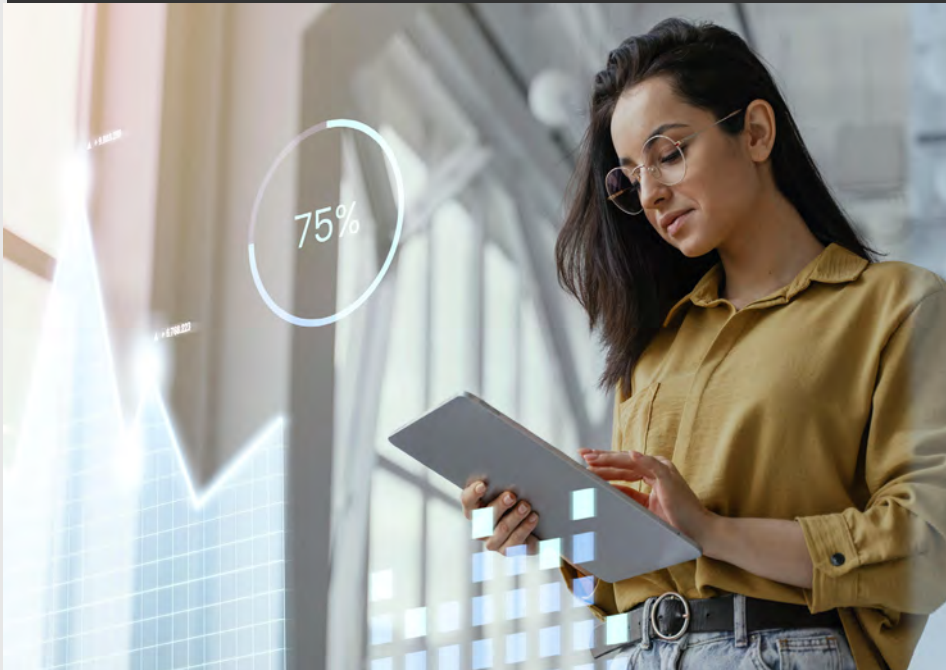
- ▶ Sarbanes-Oxley
- ▶ ISAE 3402-SSAE16 (before SAS 70)
- ▶ Data protection regulations
- ▶ Legal and regulatory compliance of financial institutions (including National Banking and Securities Commission regulations)
- ▶ Forensic – Fraud prevention and detection
- ▶ Anti-Money Laundering (AML)
- ▶ Foreign Corrupt Practices Act (FCPA)
- ▶ Fraud & complaints hotline



# Advisory

## Forensic Investigations

Our services guide businesses through even the most challenging circumstances.



Nowadays, companies face risks, being prone to fraud or an act of corruption by their executives, employees and / or external persons, which requires investment of time and resources to find an immediate solution to detail, investigate and sanction of the suspects involved.

BDO Mexico provides forensic services for all types of organizations, our methodic approach focuses on fraud risk assessment, factual research, background checks and electronic evidence. BDO Mexico has the experience and methodology to support your organization according to your needs and specific requirements, adding value to our services and timely decision making.

### Our specialized services consist in:

- ▶ Fraud investigation
- ▶ Accounting reviews
- ▶ FCPA
- ▶ Fraud Risk Assessment (FRA)
- ▶ Complaint lines
- ▶ Training
- ▶ Background research

Our team has wide experience, knowledge and certification in Forensic Investigation. We support our clients to face contingencies caused by fraud and / or corruption acts, including prevention and timely detection through services such as Fraud Risk Assessment, FCPA, accounting reviews, background checks, forensic information technology, training and research lines.

# Advisory

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## Corporate Finance

### Get the most from your operations.

Derived from growing competition in the business environment, companies need constant professional reviews of their corporate finances, it is increasingly necessary to count on adequate support to make crucial decisions. To always choose the best option, at BDO Castillo Miranda we put at your disposal a team of highly qualified professionals with the necessary experience that your business demands.

We work with our clients in order to help them get the capital they need, whether through financing or leases with banks or specialized companies in the industry; always considering the best options that represent an accessible and adequate cost for each organization.

We also actively participate in transactions such as strategic alliances, mergers, acquisitions and sales or business demergers that could represent an opportunity for our clients. The team of professionals at BDO Castillo Miranda will give you the necessary support to maximize these opportunities by acquiring cheaper resources and higher yields.



# Advisory

## Hotel and Tourism Advisory

BDO Castillo Miranda has wide experience in Hotels and Tourism Consulting. We have worked with private companies as well as with governments and institutions. As members of BDO we have wide international support that allows us to offer quality consulting with global knowledge applied to your local business.

Our team of professionals has wide experience carrying out studies, consulting and giving investment advice for real estate projects and developments related to Hotels and Tourism industry. We have developed projects with the most important hotel chains in the sector gaining reputation and respect in the industry.

Our knowledge in this sector allows us to focus on critical points, improve processes and increase your business' profitability.

### Among our services you will find:

- ▶ Research and market trends
- ▶ Market studies and feasibility
- ▶ Analysis of greater and better use
- ▶ Business plans
- ▶ Economic impact studies
- ▶ Operational audits
- ▶ Business valuations
- ▶ Selection of hotel operator and management company
- ▶ Tourism analysis and strategic planning
- ▶ Asset management
- ▶ Transactional consulting

**We are the most experienced firm in services oriented to the Tourism sector in Mexico.**



# Advisory

## Information Technologies Advisory



At BDO Castillo Miranda, we satisfy our clients' needs. Our Information Technologies (IT) services have been developed to create value in your company through the use of IT tools in the most efficient and safe manner.

IT has become an indispensable instrument to be competitive. Investors look for companies with solid proposals and integrated technology in their strategic plan.

To optimize security, control and operation in the Information Technologies division, it is necessary to apply of strategic actions and measures.

This way, we ensure that our clients reach their objective to maximize the performance of their IT investments, within an environment of availability and safety at the lowest cost.

- ▶ Infrastructure management
- ▶ IT strategy and top management services
- ▶ IT Processes, policies and procedures
- ▶ Information technologies assurance
- ▶ Quality assurance
- ▶ Assessment and selection of ERP and software applications
- ▶ BCP / DRP assessment and implementation
- ▶ MAAGTICSI assessment and development

# Advisory

## Human Capital Management Services

### Background

At BDO Mexico, we have observed in our clients the need to meet the demands for services related to Human Capital and the main areas that it seeks for the benefit of employees.

In this order of ideas, we have established the Human Capital Services Area for a couple of years, which is made up of specialists in legal, labor, social security and organizational psychology, which allow us to provide a quality and multidisciplinary service.

On this matter, the main services that we offer to our clients are the following:

1. Recruitment and Selection of personnel.
2. Human Capital projects management.
3. Application of NOM-035, Psychosocial risk factors at work, identification, analysis and prevention.
4. Advisory services in labor and social security matters in times of COVID-19.
5. Control of specialized service contractors.



# Cybersecurity

## Cybersecurity and digital transformation services



While it is impossible to dismiss all cyber-attack risk, a well-designed program will minimize the negative impact your business could have on short, medium and long-term goals.

BDO Castillo Miranda's Cybersecurity team offers a diagnose service of the level of maturity in digital security, which will allow the organization to understand the information status.

### Some of our main services are:

- ▶ Cybersecurity diagnosis
- ▶ Penetration tests
- ▶ Internal vulnerability analysis
- ▶ Email security
- ▶ Employee training program and simulated tests
- ▶ Website security
- ▶ Cybersecurity policies
- ▶ Computer security consulting
- ▶ Business continuity and disaster recovery
- ▶ Technology and security consulting applicable to credit institutions
- ▶ Digital transformation
- ▶ RPA
- ▶ Big data
- ▶ GDPR compliance and audit

# Technology

## Odoo ERP

A digital business is a connected business. No matter how or where we work with you, we see each digital initiative as a modular component of a larger business goal or platform. We help you to intentionally connect each module so your entire project portfolio works together seamlessly.



Enterprise Resource Planning (ERP)



Robotic Process Automation (RPA)



Data, Analytics & AI



Security and Compliance



IT outsourcing



IT solutions



Change management



Digital Strategy

Technology solutions are designed to meet the unique needs and opportunities of your industry.

Our multidisciplinary teams combine diverse digital skills ingrained in the industry and functional experience. We see each digital initiative through an industry lens and have customized offers for industry-specific business needs.

We will help you anticipate market threats and discover opportunities in your sector. Considering the competitive stress and change speed within your industry, we help you advance in your digital capabilities at the right pace to stay one step ahead of the competition.

# People Helping People

Our objective is to provide an exceptional Service throughout the World. We maintain a close and dedicated relationship with each of our clients.



## **People Helping People**

Everything we stand for: our motivation, our identity, our driver.



## **Leaders in our Markets**

Everywhere we operate, no matter in which country, service line or industry, we are leaders in our markets, because of our choices, our commitment and our actions.



## **Leader Through Innovation**

Everything we do, we do with creativity, courage and confidence: an innovation culture that fuels our success and that of our clients.



## **Advisers of the Future**

Everything we are: driven by our mindset and behaviours, delivering solutions for our clients and opportunities for our people.





**Soluciones Globales.** Decididos a ser los mejores





BDO México (Castillo Miranda y Compañía) es una firma de contadores públicos y consultores a nivel mundial. Ponemos a su alcance soluciones de negocio en las áreas de Auditoría, Control Financiero (BSO), Consultoría Fiscal, Gobierno Corporativo y Riesgos, Investigaciones Forenses, Ciberseguridad, Sostenibilidad, Tecnología, Legal, Deal Advisory, Human Capital Management Services, Asesoría de NIIF (IFRS) & NIF, Consultoría en el Sector Público, Capacitación, Consultoría en Hotelería y Turismo, Comercio Exterior y Aduanas.

Contáctenos hoy mismo o visite nuestro sitio web para obtener asesoría personalizada.

**Global Solutions.** Driven to be the best.

BDO Mexico (Castillo Miranda y Compañía) is a global firm of public accountants and advisors. We provide business solutions in the areas of Audit, Business Services & Operations (BSO), Tax, Advisory, Corporate Governance and Risks, Forensic Investigations, Cybersecurity, Technology, Legal, Deal Advisory, Sustainability, Human Capital Management Services, IFRS & NIF Advisory, Public Sector Advisory, Training, H&T, and International Trade and Customs.

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