



**EXCEPTIONAL  
CLIENT SERVICE**  
**ALWAYS AND EVERYWHERE**

TAX & LEGAL | OUTSOURCING



# ABOUT BDO

BDO is one of the leading professional services firms in Spain and worldwide. Multidisciplinary teams offer specialized advice and are able to respond to the increasingly demanding requirements in different sectors and global markets.

Through a network of **13 offices in Spain with nearly 1,300 professionals and partners in 164 countries**, BDO guarantees proximity, flexibility, quality and earnestness in the planning and execution of work. Our partners are highly committed and are very involved in each project to guarantee high levels of technical advice. **This guarantees we have a better understanding of each industry's business and ultimately, that we give our clients added value.**

We provide multidisciplinary services to companies ranging from major international organizations to local groups in every country, large and medium-sized enterprises, family businesses and businesses with growth projection, in any field of activity.



LET'S  
NAVIGATE THE  
CHALLENGES  
TOGETHER

Due to the crisis brought on by the COVID-19 pandemic, how we interact with our clients, their challenges and concerns and the way in which we conduct business have all changed as part of this imminent and uncertain future. Using our RETHINK framework, we combine three key stages - React, Resilience and Realise - to achieve solutions. By tackling the challenges that our clients face, we are able to overcome and solve these problems together.

## WE DELIVER EXCEPTIONAL CLIENT SERVICE THAT TRULY STANDS OUT

This differentiating feature is supported by the client satisfaction survey\* which reflect that **94% of our clients would recommend the services offered by BDO.**

Being the leading client service firm is an essential aspect for long-term success. We never underestimate the importance of understanding and listening to our clients, in order to meet and exceed their expectations. In this sense, the satisfaction indicator in the service provided places us at 4.36 points out of 5, and 90% of our clients have a high degree of satisfaction, highlighting the quality, proximity and personalization of the service provided.

Another quality that differentiates us is our agile, clear and open communications. Our partners and directors are committed to working closely with clients. This, coupled with their advanced technical training allows for exceptional client service.

\* Source: Customer Satisfaction Survey 2021. Self-formulated.



# EXCEPTIONAL CLIENT SERVICE ALWAYS AND EVERYWHERE

GLOBAL REVENUE

US\$  
**12.8**  
BILLION

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 **12.8%** in 2022

IN SPAIN

**1,300**  
PEOPLE

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**13** OFFICES

WORLDWIDE

**111,305**  
PEOPLE

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**95,414** in 2022

**1,803**  
OFFICES

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**1,713** in 2022

**164**  
COUNTRIES  
AND TERRITORIES

# TAX

## PROXIMITY AND FLEXIBILITY

Our consulting services go beyond those of a typical external tax advisor, making us a **trusted and strategic ally of both natural and juridical persons**, thus ensuring that all legal requirements are complied with, in addition to supplying the best options to optimise fiscal impact.

Our Firm's International Desks are made up of teams specialised in legal, cultural and regulatory systems of different countries and territories as well as legal professionals and business networks located throughout the different regions in which BDO is present.

BDO's Tax Department understands that proper management of a company's tax policy is fundamental to its successful development in different markets. The ever-increasing complexity of tax legislation makes it essential for a company's actions to be duly assessed to comply with tax obligations while also minimising risks and detecting, as early as possible, tax benefits that could be applicable to the company.



## Direct Taxation - M&A

- Planning and Advisory on Corporate Tax
- Special Schemes
- Fiscal Year-End Advisory
- Corporate Restructuring Advisory. Mergers & Acquisitions

## Fiscalidad internacional

- International Group Structure Advisory
- Foreign Investment Advisory
- Double Tax Treaties Assessment. Post-BEPS Scenarios
- Holding Companies Advisory. Management of Entities Holding Foreign Securities (ETVE's)

## Personal Taxation

- AExpatriation Policy Advisory. Tax Obligation Compliance of Posted Workers
- Flexible Remuneration Plan Advisory. Stock Options, Vehicles, etc.
- Tax Compensation Optimization for Senior Managers. Board of Directors Compensation.
- Wealth Tax Optimization Advisory
- Financial Product & Investment Vehicle Advisory

## Taxation Procedures

- Advisory & Assistance in Tax Audits
- Tax Collection Procedures
- Advisory & Assistance in Legal Proceedings.
- Assistance in Proceedings dealing with the European Union
- Tax Recovery: Tax on the Increase in Value of Urban Land (plusvalía municipal), Electrical Energy Production Tax, etc.

## Indirect Taxation & Customs

- Savings Opportunities Planning & Identification of Risk Areas
- Special System Advisory: Retail, Special Schemes for Groups of Entities (REGEs), etc.
- VAT Deductions for member countries of the EU
- Digital Tools for completing Tax Returns. Implementation of Immediate Supply Information (SII). Indirect Taxation in the Digital Age. E-commerce
- Advisory on Customs Matters: origin, classification of goods, assistance in customs inspections, authorisations and licenses, temporary schemes, etc.

## Transfer Pricing

- Transfer Pricing Policy Advisory & Implementation
- Market Value of Related Party Transactions
- Advisory & Assistance in Advance Pricing Agreements (APA's)
- Local & Master File Compliance. Country by Country Report Compliance
- Value Chain Planning



# LEGAL

## PROXIMITY AND FLEXIBILITY

Our consulting services go beyond those of a typical external tax advisor, making us a **trusted and strategic ally of both natural and juridical persons**, thus ensuring that all legal requirements are complied with, in addition to supplying the best options to successfully achieve our clients' strategic goals.

We work using a comprehensive approach with the resources of a large international company, but with clearly differentiated characteristics, such as proximity to our clients, integrity with a constructive approach aimed at adding value with competitive fees and a strong commitment made by our partners in all their endeavours.

We create and design solutions which best adapt to each client with the most avant-garde and proven technologies and methodologies. We constantly strive to innovate and gain further training as a means to solve any issue or technical requirement that our clients may face.

Our Firm's International Desks are made up of teams specialised in legal, cultural and regulatory systems of different countries and territories as well as legal professionals and business networks located throughout the different regions in which BDO is present.

For assignments which affect various legal areas, we routinely make sure to carefully coordinate with the partner in charge of each case, thus supplying our clients with a unique dialogue that facilitates follow-up and communication.



## Commercial Law

- Company Incorporation. Corporate Operations
- Shareholders' Agreements
- Council Secretary. Board of Directors Secretary
- Commercial Contracts
- Family Protocol
- Maritime Law
- Sports Law
- Competition Law. Unfair Competition

## Compliance

- Corporate Governance
- Money Laundering
- Protection of Personal Data Law (LOPD)
- Occupational Risk Prevention
- Criminal Risk Prevention
- Tax Compliance
- Competition Law
- Protection of Consumers and Users
- Trademarks, Trade Names, Domain and IP Rights
- Markets in Financial Instruments Directive (MiFID)
- Listed Companies
- Regulated Sectors

## Procedural Law

- Legal Proceedings
- Corporate Disputes
- Inheritance Law
- National and International Arbitration
- Insolvency Proceedings
- Insolvency Administration
- Sale & Acquisition of Distressed Companies' Assets

## Labour Law

- Work Contracts
- Non-Judicial Dispute Resolution
- Legal Proceedings
- Labour Auditing
- Employment Regulation Files
- Collective Bargaining
- Labour Consulting
- Occupational Risk Prevention
- Expatriation & Inpatriates

## Banking Law

- Banking Contracts
- Project & Acquisition Financing
- Recapitalisation
- Financial – Legal Opinions
- Derivatives
- Listing Eligibility
- Secondary Markets
- Due Diligence Procedures

## Public Law & Property Rights

- Public Procurement
- Contentious-Administrative Appeals
- Property Rights
- Retail
- Construction Law. Construction Advisory
- Pharmaceutical, Food and Health Law
- Energy / Environmental Law

## New Technology Law

- Data Protection
- Confidentiality Agreements
- Domain Advisory
- IT Contracting
- Webpage Advisory
- Industrial Property & Copyright
- Technology & Telecommunications

## M&A

- Mergers & Acquisitions
- Due Diligence Procedures
- Managed & Leveraged Buyouts (MBO's & LBO's)
- Venture Capital Advisory
- International Agreements & Joint Ventures
- Restructuring
- Vendor Due Diligence (VDD)



# OUTSOURCING

## GLOBAL SPECIALIST EXPERTISE AND GROWTH

Thanks to its extensive experience in corporate services and the most advanced technologies in Spain, the Business Outsourcing Services (BSO) of BDO provide comprehensive solutions to problems faced by companies in managing their day to day business. We offer specific solutions for changing business needs such as the outsourcing of certain accounting, financial or labour functions, that allow a company to focus on its core business.

We provide high quality and competitive services, tailor made to our clients's outsourcing requirements ensuring optimal results, reducing costs and time frames to allow clients to reallocate their internal resources to their core business.

As a global firm, we offer unparalleled services to clients in Spain and overseas.

BDO Outsourcing team international awards: Negociator Awards 2019; ARMA ACE Awards, 2019 y 2018; Winner 2015, 2016 y 2017 International Payroll Awards; among others.





## Business process outsourcing

- Overall or partial development of the functions of the Administrative and Financial Department (accounting, administration, treasury, etc.)
- Outsourcing by project: Temporary assignment of experienced professionals in finance and human resources
- Support in the integration, taking control and global compliance of investee companies by industrial investors, private equity, CSR, investment funds, etc.

## International compliance services

International coordination of accounting processes, reporting, taxes, staff administration, payroll and human resources of Spanish subsidiaries and branches, using our international network, through our "Global Client Portal".

## Labour management and human resources

- Outsourcing of staff and payroll administration processes (including the cloud)
- Management and/or implementation of human resources tools, as well as employee portal management
- Communication to official bodies

## Global outsourcing services

Solución integrada para la gestión de la contabilidad, *reporting*, *tax compliance* y administración de personal y nómina de filiales y sucursales en España de multinacionales.

## Support for financial management

- General Accounting (PGC, IAS, IFRS, US GAAP and UK GAAP), and analytical accounting
- Budgets, reporting, management control

## Regulatory report

CNMV, Bank of Spain, European Central Bank, General Insurance Office

## Financial & Tax Efficiency BPO

Reduction of the Share of Corporate Tax and Social Security costs for R & D & i Projects

- Corporate Tax Deductions
- Social Security Bonuses for Research Staff
- Researching of Grants, Aid and Financing, for R & D & i Projects

## Process improvement

- Development and implementation of improvements
- Benchmarking of administrative and financial processes
- Support during changes: systems, accounting and tax standards, corporate changes
- Documentary support in audit processes, tax inspections and internal control

## Digital and Tech Services

- Dynamics 365 Implementation
  - Sales
  - Marketing
  - Customer Services
  - Field Services
- ERP Dynamics 365 Business Central Implementation
- Sharepoint Implementation
- Dashboard Development using Power BI/ QlikSense/QlikView
- Robotic Process Automation (RPA) using UiPath
- Sage XRT Treasury Implementation
- Primavera Implementation

# SECTORAL SPECIALIZATION



## FINANCIAL

Our team brings to the table considerable experience working with practically all Spanish banking groups, numerous rural banks apart from collaborating with the main National and European agents and regulators, such as the ECB (European Central Bank), FROB, Deposit Guarantee Fund of Credit Institutions and SAREB (company for the management of assets proceeding from restructuring of the banking).



## INSURANCE

The insurance sector in Spain is in a state of flux. Not just digital transformation and modernization but also in terms of key aspects like management efficiency and regulatory control. BDO offers services in corporate, management, actuarial, and business consulting apart from playing an active role in the Solvency II project, through a close relationship with regulatory agencies, entities and different sectors of the insurance industry.



## MANUFACTURING, LOGISTICS AND AUTOMOTIVE

Contrasted experience advising in the manufacturing, logistics and automotive companies in Spain and globally. Ranging from industrial, automobile components, distribution, dealers and logistics companies – from SME's to multilateral groups, across a gamut of services and business functions.



# SECTORAL SPECIALIZATION



## CONSUMER BUSINESS & RETAIL

We are currently living with a new standard of how retail, distribution and sales channels work. The supply chain in Spain is no exception to this reality as this paradigm has affected numerous businesses and industries. To this effect, many companies are rethinking their pre-pandemic supply, demand and logistics models. We have strong relationships not only with different actors in the restaurant services sector, but also with mass consumption, franchises, food service and retail businesses, as well as financial investors. These connections allow us to offer our clients the utmost level of advisory and consulting services by creating different options for companies through the incorporation of procedural and supply atomisation and planning. BDO is committed to providing in-depth and specialised advisory services.



## PUBLIC SECTOR

The public administration is in the process of transformation and undergoing growing adaptation to international standards. At BDO we have the necessary experience in auditing and know how to offer expert advice to different areas of the General Administration as well as to public companies at both the regional and local levels.



# SECTORAL SPECIALIZATION



## REAL ESTATE

We advise international funds, promoters, financial institutions, family offices, SOCIMIs (listed investment companies in the property market), and property management companies throughout the business cycle and transactions. We belong to professional associations. This, in conjunction with the professional background and reputation of our team, and our contacts and specific understanding of the sector, allows us to advise our clients in different kinds of transactions.



## SPORTS

The challenges faced by the eSports sector in Spain are due to regulation, professionalisation and the impact of technologies, as well as the constantly changing habits of sports consumers and audiences in our society. BDO Sports includes industry-recognised experts in football law, sports consultants, sports company managers, auditors and new technology specialists to assist all different players working in the industry: clubs and public limited sports companies (SAD's), federations, professional leagues, athletes and other intermediate stakeholders.



## THIRD SECTOR

Experts in advising trusts, foundations and nonprofit organizations our services are based on proximity, diversity, and expertise in everything related to: financial audit, grants, consulting, etc.



## NATURAL RESOURCES AND RENEWABLE ENERGY

BDO has specialized teams for advising companies in the energy sector, including renewables. Our aim is to assist in overcoming challenges currently facing the energy business, and transforming them into opportunities. Whether it is electricity, gas or renewables, the industry as a whole faces a new scenario and a changing regulatory environment. With the client at the heart of the strategy, BDO works to help overcome these challenges and drive success.



## AGRICULTURE AND FOOD

A multidisciplinary team including auditors, strategy consultants, innovation drivers and lawyers, BDO works in areas like transformation, productivity, exports, internationalization, etc. withdriven by the market place.



## TECHNOLOGY MEDIA AND TELECOMMUNICATIONS

The TMT sectors are evolving at a very fast pace over recent years. The treatment and analysis of Big Data, through techniques such as Data Mining, has led to the emergence of new business models for companies and even entire new industries, where security risk, amongst others, appear in an increasingly challenging and dynamic sector. We advise a whole range of operators in this sector, from large multinationals to startups with our transversal team to give support to businesses through out the cycle.






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