

## «DELOVOY PROFIL Group again ranked among market leaders: 2022 RAEX rating of the largest consulting groups published»

The analytical agency RAEX has published the year-end ranking of the largest consulting companies in Russia in 2021. Rating is also published at Rossiyskaya Gazeta. Growing demand of consulting services was noticed at almost all business segments. Group analysts note positive dynamics at the market: total annual revenues of the largest consulting groups made 96,236 bln RUB which counts for 12% increase in the last three years. DELOVOY PROFIL Group steadily holds its positions among the market leaders ranked 24th and remains in TOP-25. As expected IT consulting turned out to be one of the most demanded services in terms of implementing digital solutions, even though an insignificant slowdown in growth rates was mentioned. The other priority for the market was financial consulting that is considered to be a long-term effect of the pandemic: companies are searching for ways of optimization their expenses, financial and business operations. During the last year we also noticed higher customer demands for sophisticated HR consulting projects. The Group made its first appearance in HR Management ranking with the 10th position. Our company also kept its leading positions in the following segments:

- the 6th place - IT consulting in the field of management
- the 7th place - consulting in the field of marketing and PR

«High demand for business automation during 2021 is going to last longer and will be significant factor at the market in 2022. Demand in 2021 was driven by requests for business optimization, but the next year projects will be mainly driven by demand for digital security and substitution of foreign-sourced solutions», - Armen Danielyan, Senior partner of the Group, mentions.

- the 5th place - tax consulting
- the 7th place - legal consulting

“Last year major requests from our clients were mainly driven by activities from Tax authorities that have significantly increased number of tax checks and other monitoring procedures even despite the ongoing moratorium for small businesses’ checks” - Alexander Silakov, Partner of Tax and Legal practice says. - Alexander also notices that legal structuring and complex Due Diligence services are going to be top priority at forthcoming months due to ongoing reorganizations at many businesses. Economical and geopolitical consequences of the recent events have stimulated higher demand for business relocations, we have received a lot of requests regarding transferring of assets.

- the 12th place - consulting in the field of strategic planning

According to Alexandra Shnipova, Deputy Head of Management consulting practice, IT consulting was in demand due to the significant market transformations and the need to be present at any markets. “Business recovery after pandemic has driven the demand for business diagnostics, business optimization and marketing research. In 2022 we see the same requests, but customers’ aims have changed: clients are looking into new business niches, seamless cost reduction. And services related to business continuity plan (BCP) have become the new market trend,” - Alexandra Shnipova says. Kseniya Arkhipova, Senior partner, CEO of DELOVOY PROFIL Group has emphasized that despite the tough situation at the market and transformation of all traditional work formats any crisis is always an opportunity. Now Russian companies have got new perspectives to scale-up their

businesses. Our customers are already looking for opportunities at new foreign markets. «Consulting market has overcome serious transformation and we are expecting a significant shift towards new market niches. Many domestic businesses, especially state-owned or partially state-owned companies, prefer Russian consulting companies. And that is a long-lasting trend that is not so new for the market. Even big commercial companies more and more tend to work with local partners», - comments Ksenia Arkhipova.

<https://delprof.ru/en/press-center/company-news/delovoy-profil-group-again-ranked-among-market-leaders-2022-raex-rating-of-the-largest-consulting-gr/>

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