

# **BUSINESS SOLUTIONS FOR FOREIGN CLIENTS**



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## ABOUT COMPANY

Audit and Consulting Group «DELOVOY PROFIL» is one of the largest Russian companies at the audit and consulting market:

- **25 years of success**
- **Membership in MGI Worldwide international network**
- **Over 200 auditors and consultants**
- **Professional liability insurance totals 2 bn RUB**
- **16 000 successfully completed projects for the leading companies of various industries**

We have been providing the business with efficient solutions within the wide range of consulting services since 1995. Among our competences are tax and legal consulting, financial and management consulting, audit, IFRS and GAAP services, valuation, accounting services and Due Diligence, as well as international corporate services and M&A support.

## RATINGS

The Group annually takes the leading positions in the lists of the largest consulting, valuation and audit companies.



As of 2020, according to RAEX analytical agency DELOVOY PROFIL Group takes 21st place among the largest audit organizations and 23rd among the leading consulting groups at the Russian market. In separate consulting areas the Group is also among the leaders:

- 3<sup>rd</sup> place - marketing and PR consulting**
- 6<sup>th</sup> place - IT-consulting in the field of management solutions**
- 7<sup>th</sup> place - tax consulting**
- 8<sup>th</sup> place - legal consulting**
- 12<sup>th</sup> place - strategic consulting**
- 14<sup>th</sup> place among the largest organizations, which provide valuation services**
- 20<sup>th</sup> place - financial consulting**

As of 2020, according to Pravo.ru-300 rating, the most large-scaled research of the legal services market in Russia, DELOVOY PROFIL Group is recognized as recommended firm in the field of Tax Law.



## MGI WORLDWIDE

DELOVOY PROFIL Group is a full member of international network of auditors and business consultants MGI Worldwide.

### MGI WORLDWIDE IN FACTS AND FIGURES:

- **over 70 years of experience**
- **TOP-20 largest international networks**
- **Forum of Firms membership**
- **100 countries**
- **250 member-firms worldwide**
- **9500 professionals**
- **455 representative offices**

A member of  
**mgiworldwide** 

The membership in MGI Worldwide international network enables us to keep abreast of important new developments in the field of consulting and audit and to provide seamless international service to any of our clients looking for support abroad. Together with member-firms of the network we are ready to assist you in any issues worldwide.



MGI Worldwide pays a specific attention to quality control. The network is a member of Forum of Firms, an association of over 30 international accounting networks whose objective is to promote consistent and high-quality standards of financial reporting and auditing practices worldwide.

## STATUTES AND ACCREDITATIONS



### PROFESSIONAL ORGANIZATIONS MEMBERSHIP

Self-regulating association of auditors “Sodrujestvo”, certificate №7893 of Dec 28, 2016.

Russian Society of Appraisers (RSA), certificate №1137 of January 1, 2020.



### PROFESSIONAL LIABILITY INSURANCE

The professional liability insurance of the auditors is equal to One and half billion (1,500,000,000) rubles with SAO “VSK”. Insurance Contract № 180E037070153-0002 of July 01, 2018 effective until June 30, 2021.

The professional liability insurance of the appraisers is equal to Six Hundred Million (600,000,000) rubles with SAO “VSK”. Insurance Contract № 180E0B4070216-0002 of May 28, 2019 effective until August 23, 2021.



### ACCREDITATIONS. CERTIFICATES

- **VEB.RF**
- **Sberbank**
- **Rosneft**
- **EBRD**
- **Inter RAO**
- **RusHydro**
- **Uralkali**
- **UC Rusal**
- **TRUST Bank**
- **JSFC «Systema»**
- **Magnitogorsk Iron & Steel Works**
- **Moscow City Arbitration Court**
- **Industrial Development Fund**
- **Monocity development fund**
- **International certificate TEGoVA**
- **Certificate ISO 9001-2015**
- **Certificate ISO 14001:2015**
- **Certificate OHSAS 18001:2007**



## **THE GROUP SPECIALIZES IN**

- **RAS AUDIT**
- **SPECIAL PURPOSE AUDIT**
- **IFRS SERVICES**
- **LEGAL ADVICE**
- **VALUATION SERVICES**
- **TAX CONSULTING**
- **BANKING CONSULTING**
- **MANAGEMENT CONSULTING**
- **ACCOUNTING OUTSOURCING**
- **DUE DILIGENCE**

## CONSULTING SERVICES



Assistance to foreign companies in establishing business in Russia



Organizational and legal support for businesses run by foreign companies in Russia



Assessment of the reliability of potential partners in Russia and the CIS



Assistance to foreign companies in investment projects implementation in Russia (including project expertise and partner selection)

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DELOVOY PROFIL Group offers a wide range of consulting services to its clients – companies with foreign capital, branches and affiliates of foreign companies operating in Russia.

# AUDIT, ACCOUNTING AND TAX CONSULTING

## 1. QUALIFIED AUDIT SERVICES

**Provided in accordance with international standards such as IFRS and GAAP (for the local European and U.S. markets)**

A longstanding business reputation gained on the Russian market through successful practices, high positions in national rankings of audit companies secure the confidence of investors, creditors and other users of reports audited by our company. For multi-branch and holding companies we offer audit of consolidated financial statements

that combine several business entities' statements.

Audit can be carried out on a comprehensive basis that involves all aspects of your business in Russia, or selectively covering only certain areas of it.

## 2. COMPREHENSIVE ACCOUNTING SERVICES

**Services concerning comprehensive and individual areas of accounting under RAS, IFRS and GAAP standards, as well as relevant corporate standards**

By entrusting your business's accounting in Russia to qualified experts of DELOVOY PROFIL Group, you can save costs on equipping workplaces of your accountants, remuneration of their labor, reduce risks of accounting, ensure completeness in payment of all taxes and duties under Russian law, and avoid double taxation on cross-border transactions. Our company offers parallel accounting services under both Russian and international standards. Certain types of business transactions can also be out-

sourced, including employee payrolls, secondary accounting activities, etc.

DELOVOY PROFIL Group has an experienced staff of experts that are ready to conduct remote bookkeeping for you. Foreign companies with an extensive business network in Russia are offered comprehensive accounting services for all their Russian divisions with the formation of a consolidated financial report that can be further submitted to relevant headquarters.

## 3. TRANSFORMATION OF FINANCIAL STATEMENTS

**Services regarding reports' transformation for Russian companies and bringing them in line with international standards such as IFRS and GAAP, as well as corporate standards**

Russian accounting standards, although being mandatory in Russia, do not provide a reliable reflection of the value of a company's assets and liabilities.

Therefore, the statements submitted under RAS often fail to meet the requirements of a foreign creditor, investor or business owner. Consequently a branch, representative office or subsidiary you open in Russia must keep parallel records of business transactions

under the standards your company normally uses (which is quite expensive) or transform the statements prepared under RAS into the standards adopted by you and used internationally. You can feel safe in entrusting this task to DELOVOY PROFIL Group experts.

Our company is able to carry out the transformation of consolidated financial statements of all Russian divisions that are part of a multi-branch company.



## 4. FINANCIAL ANALYSIS

**Analysis of the financial state of companies helps in valuating the solvency/credit worthiness of your Russian partners, reduces risks of commercial operations, and assesses the investment potential of companies**

A set of tools used for a company's financial state valuation, along with the techniques worked out by DELOVOY PROFIL Group analysts make it possible to provide an expert opinion on the reliability of a contractor in any business area (retail, industrial, finance and credit, etc.) and get a clear understanding of the risks in its business.

## 5. TAX CONSULTING

**Is assigned to optimize the taxation of Russian branches, affiliates and subsidiaries of your company**

Experts of DELOVOY PROFIL Group specialize in tax consulting offering maximum utilization of the methods provided by Russian and international tax laws to reduce the tax burden on trade or business as a whole in order to improve their efficiency and avoid double taxation.

**In this regard, DELOVOY PROFIL Group experts offer the following services:**

### RESOLUTION OF TAX DISPUTES

in the event of claims filed by tax authorities, including use of all methods of pre-trial settlement, as well as representation in court proceedings.



### TRANSFER PRICING SERVICES

preparation of Notification of Controlled Transactions and Transfer Pricing Documentation in order to develop and implement economically supportable transfer prices of transactions with related parties.



### TAX RISKS MANAGEMENT

forecasting, tax risks valuation, and the construction of a system to minimize risks.



### TAX EXAMINATION OF TRANSACTIONS

making it possible to assess all tax consequences and risks of a particular transaction or investment at the stage of its planning.



### ADVISING

on all tax issues regarding your business and personal assets in Russia.



## VALUATION SERVICES

DELOVOY PROFIL Group experts enjoy proven techniques that allow accurate valuation of any asset (tangible, intangible or financial) in order to determine its fair value. Valuation services may be rendered both on the domestic and international markets.

The impeccable business reputation of our company secures individuals' interested in the results of the valuation confidence. In this regard, DELOVOY PROFIL Group offers our foreign partners a wide range of services including:

### VALUATION OF AN ENTERPRISE as a complex property taking into account:

- **All assets and liabilities.**
- **Business reputation.**
- **Well-established relationships with counterparts in Russia and abroad.**
- **All other factors that determine the actual value of the business.**
- **The valuation is necessary when deciding on a merger / takeover, investment, and credit.**

### VALUATION OF SECURITIES

Valuation of securities (equities, shares in chartered capital) of Russian companies for the benefit of foreign owners, shareholders, creditors and investors.

### EVALUATION REPORTS' EXPERTISE

Expertise of reports on valuation conducted by other appraisers.

Our own standards and methodologies developed and successfully tested make it possible to reduce the terms and lead to high-quality results and compliance with applicable laws, standards of professional practice, and current market situation.

### VALUATION OF INTANGIBLE ASSETS, including appraisal of:

- **Brand name (logo, trademark).**
- **Company brand and reputation (goodwill).**
- **Value of patents and licenses.**
- **«Know-how» technologies and software products.**

### VALUATION OF ASSETS

Valuation of machinery, industrial equipment (including mini-factories, production lines) and vehicles in order to substantiate their fair value.

### VALUATION OF REAL ESTATE IN RUSSIA

In order to determine the fair value of buildings and structures.

### VALUATION OF A FAIR LEVEL OF ROYALTIES

Rental rates, rent and other periodic payments.

# INVESTMENT, MARKETING CONSULTING

## ■ VALUATION OF AN INVESTMENT PROJECT

Investment project valuation is carried out from the point of cost-efficiency and feasibility of investing in its implementation.

## ■ DEVELOPMENT OF BUSINESS PLANS

Development of business plans for the implementation of an investment project in accordance with international standards and/or the requirements of a particular investor/creditor.

## ■ BUSINESS PLANS EXPERTISE

Investment projects' business plans expertise.

## ■ MARKET RESEARCH

Market research on production and sale markets, work and services in Russia and CIS.

## ■ BRANDING, RE-BRANDING AND POSITIONING

Branding, re-branding and positioning of your company on Russian and CIS markets.

## ■ MARKETING STRATEGY DEVELOPMENT

Development of a marketing strategy in promoting your products, work and services on Russian and CIS markets.

## MANAGEMENT CONSULTING

Management consulting services offered by DELOVOY PROFIL Group may deal with all aspects of production and business activities of the Russian branch or subsidiary of your company or its parts, including industrial policy, marketing and sales, logistics, organizational structure and personnel, finance and investment.

### ■ **Marketing consulting**

**Assigned to increase sales efficiency.**

### ■ **Organizational development**

**Development of an optimal business structure in Russia securing high recourses' response.**

### ■ **Strategic consulting**

**Set to determine a business model for your business in Russia.**

### ■ **Interim management**

**Interim management (temporary management) is not limited to practical recommendations: business of a foreign customer in Russia is supported by a skilled manager that carries out transformations in place, that ensure the achievement of maximum effect in preparing a reserve for the future.**

**Comprehensive consulting projects developed for our foreign partners enhance the manageability, efficiency and competitiveness of your business in Russia at all stages of its implementation.**

## **LEGAL ADVICE**

### **LEGAL SUPPORT**

Legal support for the state registration of a legal entity in Russia during its creation, reorganization and liquidation, as well as support for the introduction of changes in the constituent documents, including the implementation of a comprehensive independent review of a business (due diligence) in support of mergers, acquisition, and takeovers.

### **PROJECT DEVELOPMENT AND LEGAL REVIEW**

Project development and legal review of foreign customer contracts either being concluded or already concluded, other legal documents to ensure that they meet the requirements of Russian and international law.

### **PROTECTION**

Protection and representation of foreign companies in pre-trial and trial settlement of disputes in Russia.

### **ASSISTANCE IN THE DEVELOPMENT**

Assistance in the development of optimal schemes for a business in Russia (including both the very business model and the organizational and legal form of the company's business, as well as its separate parts – taxation, investment methods, etc.).

### **ADVISING**

Oral and written advising of foreign clients on Russian civil, corporate, land, tax, labor, currency, customs, administrative and other areas of law.

### **COLLECTING DEBTS**

Collecting debts and losses related to the non-performance of contractual obligations by Russian counterparts.

## DUE DILIGENCE

DELOVOY PROFIL Group professionally performs Due Diligence procedures with its team of auditors, appraisers and lawyers that are capable of rendering a wide range of services, including:

- **Operational due diligence**  
committed to approving the goals set up by a business plan.
- **Financial due diligence**  
carried out in order to provide an assessment of the financial health of investees, partners, and contractors.
- **Tax due diligence**  
representing tax assessment of a transaction in order to prevent tax risks.
- **Legal due diligence**  
aimed to check all legal and regulatory issues of an expected transaction.
- **Marketing due diligence**  
used to assess the market position of an investee, contractor or competitor.
- **Organizational due diligence**  
applied to assess the human resource capacity of the company.
- **It due diligence**  
allowing the objective assessment of information and technical support of a business.



## PACKAGED SOLUTIONS

**DELOVOY PROFIL Group experts are ready to provide foreign corporate clients a wide range of business support services in Russia, including:**



Informational, analytical, and consulting support for your business in Russia and CIS. Possession of relevant information about the state of Russian and neighboring markets enables us to perform maintenance on your projects during the entire period of their implementation, including marketing, logistics, finance, accounting, tax, IT-consulting, audit and legal support.



Search for business partners and counterparts in Russia and CIS and assessment of their solvency and creditworthiness.



Development of strategies for establishment and improvement of business in Russia and CIS taking into account situation and prospects, risks and barriers that might affect the implementation of the project.



Investment projects' expertise, their legal, marketing, consulting and administrative support.



Development of schemes for international transactions, legal and consulting support, advice on investment and credits.

**DELOVOY PROFIL Group enjoys highly-qualified auditors, accountants, financiers, lawyers, appraisers, marketing professionals, HR and IT consulting experts, and project managers ready to help you make the right decision, minimize risks, and optimize costs associated with the development of your business in Russia.**

# MAP OF SERVICES

## DELOVOY PROFIL **Audit & Accounting**

- Audit in accordance with RAS and IFRS
- Mandatory audit
- Preparation and consolidation of IFRS financial statements
- Component auditor
- Forming of accounting system
- Reconstruction of accounting
- Accounting outsourcing



**Daria Perkovskaya**

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## DELOVOY PROFIL **Financial consulting**

- Comprehensive business review
- Financial due diligence
- Cost review
- Inventory services
- Development and analysis of internal control system
- Development of accounting policies
- Development and analysis of management accounting
- HR audit
- Audit of development agenda
- Forensic – diagnostic of fraud risks
- Anti-corruption services
- Budgeting



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## DELOVOY PROFIL **Valuation**

- Business valuation
- Financial modeling
- Investment project valuation
- Valuation for IFRS purpose
- Property assets revaluation
- Valuation of intangible assets
- Debt interests valuation
- Real assets valuation
- Machinery and equipment valuation
- Lease rate evaluation
- Valuation report expertise



**Julia Belogortseva**

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## DELOVOY PROFIL **Tax&Legal consulting**

### **Tax consulting**

- Support during tax inspections
- Tax support of transactions
- Tax audit
- Tax due diligence
- Transfer pricing services
- Controlled foreign companies
- Tax risk management
- International tax planning

### **Legal consulting**

- Corporate law services
- M&A transactions support
- Legal due diligence
- Business structuring
- Court disputes support
- Antimonopoly practice
- Customs practice
- Labour law
- Controlled bankruptcy
- Subsidiary liability protection



**Alexander Silakov**

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## DELOVOY PROFIL **Management consulting**

- Strategy and business diagnostics
- Organization design
- Business process optimization
- HR consulting and personnel efficiency
- Market researches
- Marketing strategy development
- Operational due diligence
- Interim management
- Trainings and seminars
- IT-consulting



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## CLIENTS

Full list of the clients with filters according to the industry and services are available on official website in the Section [CLIENTS](#).





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