

BEFL

AUDITORS ■ CONSULTANTS ■ APPRAISERS



**PROFESSIONAL ADVICE.
SUCCESSFUL BUSINESS.**

ABOUT US

BEFL is an audit, corporate finance and consultancy provider established in 1997.

BEFL provides profitable, independent and high-quality audit, corporate finance and consultancy services that support your business's development. We specialize in working with medium-sized private companies in a broad range of industries.

Choosing BEFL offers so many advantages. We have over a decade of independent consultancy experience in Russia and the CIS countries. Our professional team offers proven expertise in finance, audit, restructuring, M&A, property valuation and project management, and uses the most advanced technology tools in each area. We have two offices (in Moscow and Orel), so we're always on hand to react promptly and effectively to your needs.

Our aim is to add value for your business by helping you maximize opportunities, reduce risks and transform plans into reality.

Our enviable reputation is based on four principles that guide everything we do: the highest ethical standards, full compliance with best practice, complete confidentiality and the proven ability to deliver on our commitments.

WHAT WE DO

We provide Clients with high-quality services to support development, increase efficiency and overcome the difficulties faced by every business.

PROFESSIONAL ADVICE. SUCCESSFUL BUSINESS.

CORPORATE FINANCE

We help you assess opportunities, make effective deals and achieve strategic goals:

- comprehensive **M&A** support
- **crisis planning** and business optimization
- **fundraising** support, including identifying funding sources
- analyzing and optimizing the structure of **working capital**
- **due diligence** before acquisitions, divestments or management changes
- **valuations** to support restructuring, compliance with securities law, share transactions and tax calculations (when selling securities)

AUDIT AND TAX

We build confidence in your business and ensure compliance with the latest standards and regulations:

- **audit** of financial statements and **consolidated statements** in accordance with **IFRS** and Russian accounting standards
- preparing **consolidated statements** according to IFRS and advising on the adoption of IFRS within your business
- improving the efficiency and transparency of **accounting systems**; advice on accounting for separate operations; help with choosing and implementing IT solutions for financial management
- **outsourcing** of financial functions such as tax accounting, preparation of internal and external statements, payroll and the accounting/reporting of fixed assets
- **reducing tax risks** by analyzing your activities for compliance with tax legislation, calculating customs duties for import/export, assessing payments to foreign partners and so on

CONSULTANCY

Our professionals offer you the best possible legal protection for your business:

- developing **M&A** structures, legal due diligence, preparing agreements for buying/selling a business and help with following antimonopoly procedures
- support for **business restructuring** or protecting shareholders' and creditors' interests in the event of **bankruptcy**
- establishing holding companies, preparing shareholders' agreements, assisting with issuing securities and fulfilling corporate secretary functions
- support and legal due diligence for the purchase and sale of **buildings and land** (including agricultural land)
- advice on **dispute resolution**, participation in pretrial disputes and assistance with implementing judicial decisions

We can also help you appraise or evaluate your business accurately and efficiently:

- **independent valuation** of land, buildings and equipment for credit purposes; revaluation of fixed assets
- support for **investment decisions** by top management and/or shareholders, or raising investment from state or private sources

INDUSTRY SPECIALIZATIONS

We appreciate that every industry is different in terms of its development, its technology and its workflows. By combining sector-specific expertise with broad-based know-how in finance, law and tax, we offer every Client the best possible advice in even the most complicated situations.

AGRICULTURE

- understanding and managing the legal risks of **acquiring agricultural land and infrastructure**
- project management advice on **acquiring large tracts of agricultural land**
- developing processes and methods for **document flow and circulation**, with supporting documentation, introducing accounting methodologies or automating the process of preparing your holdings' financial, managing or tax statements
- **preparing financial statements** in accordance with IFRS, and deciding how to value biological assets

METALLURGY, ENGINEERING AND PROCESSING

- help with the structure and governance of **corporate groups and holding companies**
- presenting your business effectively to potential **investors; raising funds** for developing production or restructuring liabilities
- analyzing and optimizing your **financial cycle and working capital structure**; making recommendations on **inventory standards** and reducing turnover timeframes
- help with **outsourcing** supporting and auxiliary business functions
- help with **selling excess assets** or **subdividing production space**

TRANSPORT AND LOGISTICS

- developing schemes for **leasing transport infrastructure** such as rolling stock, cargo gear or landing equipment
- optimizing the terms of **agreements on transporting and storing goods**
- legal advice on **indemnification** provided by insurers

FOOD

- **setting up financial and legal relationships** with suppliers, dealers and distributors
- advice on **reducing the risks of inventory loss**
- developing an **accounting methodology** for complex technological processes according to IFRS
- help with registering and protecting **trade marks** and other intellectual property
- establishing a system for calculating **indirect taxes** accurately, including spirit and alcohol duties

REAL ESTATE AND CONSTRUCTION

- help with buying and selling **industrial and office premises, commercial premises** or **shopping complexes**
- help with acquiring the **rights to land plots** and resolutions for construction and deployment
- legal advice on the relationships between investor, customer and contractor
- methodologies for achieving **financial control over investment expenses**
- **tax advice** on development projects

We also offer services for high net worth individuals such as business owners, successful entrepreneurs and owners of securities or property. We can help with tax bookkeeping, income declaration, personal financial planning, the purchase or sale of land and property and successful capital management.

OUR PROJECTS

We have handled hundreds of projects in areas including M&A, audit, tax, valuations and legal advice, working at locations from Moscow and central Russia to Siberia, Ukraine, Georgia and the Far East. Our Clients include some of the most innovative and leading firms in Russia, Austria, Holland, Denmark, Cyprus and Poland.

Agricultural holding controlling more than 350,000 ha of arable land

- support for the acquisition of a 25,000-ha crop producer, including financial and legal due diligence, deal structuring, risk management and overseeing fulfillment and closure
- managing the creation of an integrated database of over 1000 plots of land, comprising over 180,000 records, to establish control over land acquisitions and prepare for an IPO
- fulfilling corporate secretary functions for all companies within the group and improving the efficiency of corporate management

Market-leading agricultural processing group

- audit of group companies' financial statements
- financial, legal and tax consultancy to support the restructuring of the raw materials division

Metals mining and processing group with turnover of more than \$200m

- establishing market value of company shares to achieve settlement of share-sale deal
- tax consultancy on share-sale deal

Agricultural machinery manufacturing group with turnover of more than \$350m

- financial and tax due diligence during acquisition of the business; helping the buyer structure the deal
- tax advice on buying and selling property valued at over \$60m; ensuring the deal was accurately reflected in financial statements

Group of private investors establishing a new business in the field of ferrous metallurgy

- managing the acquisition of a company in Ukraine, including financial due diligence, deal structuring and supporting the deal
- advice on the legal and financial structure of an international holding company uniting companies in Cyprus, Italy, Russia and Ukraine

Transportation group with interests in shipping, rail, road and stevedoring at major Russian ports

- accurate valuation of a group business to support effective investment decisions
- assessing the fair value of an acquired business for the purpose of distributing goodwill

Innovative pharmaceutical company

- assistance with creating an accounting system to establish close control over investments in construction; integration of investment expenses into client's ERP system
- preparation of financial statements according to IFRS

CONTACTS



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