



EXCEPTIONAL
CLIENT SERVICE

ALWAYS AND EVERYWHERE

TAX SERVICES

BDO

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 1,200 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.



GLOBAL REVENUE

WORLDWIDE

US\$
11.8
BILLION
 10.8% in 2021

95,414
PEOPLE
 91,054 in 2020

EXCEPTIONAL CLIENT SERVICE
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IN SPAIN

1,200
PEOPLE
 13 OFFICES

1,713
OFFICES
 1,658 in 2020

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

- Expatriation Policy Advisory. Tax Obligation Compliance of Posted Workers
- Flexible Renumeration 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

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 multinational 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 is 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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