

PwC Italy

Latam Desk



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A message from the Italian Head of Deal

To meet the needs of the Italian companies in an increasingly international environment, PwC has established the Latam Desk. The Latam Desk is a trilingual professional staff covering Europe, North America and Latam area.

Our Latam Desk aims to continue to help Italian companies doing business and successfully developing their external growth strategy in Latam. The Latam Desk team includes experienced professionals in Deals and in cross – cultural transactions between Latam and Italy.. Our professional staff cover all the PwC lines of service and, by cooperating closely with our colleagues of the PwC network, can deliver a high quality and tailored services.

Mensaje del Responsable Italiano Deals

En un entorno cada vez más internacional desde PwC Italia hemos creado el Latam Desk. El Latam Desk es un equipo de profesionales multidisciplinar, trilingue enfocado en cubrir las necesidades, en el contexto de una transacción, de los clientes italianos en Latam, y viceversa. Nuestro equipo está enfocado en ayudar a las empresas italianas a hacer negocios y desarrollar con éxito su estrategia de crecimiento externo en el área Latam.

El equipo está constituido por profesionales con experiencia en Deals y en transacciones intercontinentales Italia – Latam. A través de las distintas líneas de negocio de PwC podemos ofrecer una solución integrada que cubre todas las necesidades de una transacción.



Massimo Benedetti
Partner - Head of Deals Italy

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Presence of PwC in Italy and Worldwide Deals Network

Experienced professionals with technical expertise and a sector-based approach working at your side



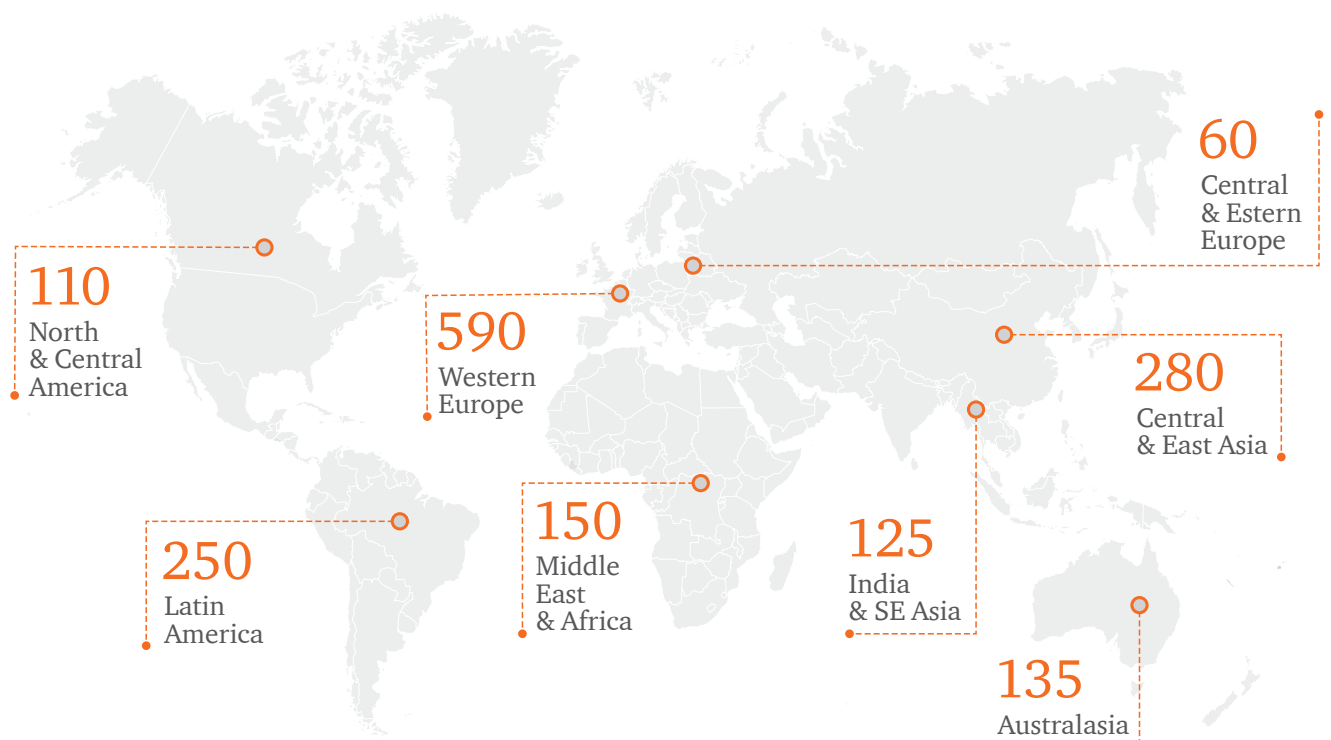
5.000
People



23
Cities



596 ml
Revenue
for FY2017



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Overview of the Latam Desk

The Latam Desk provides industry-focused professional services to private companies that already operate in the Latam market and to companies that are willing to enter in the Latam market, offering tailored services to support their internationalization process

In Latam Desk we:

- Build long-lasting relationships through innovative approaches with companies and both local and international institutions that are willing to move in the Latam market.
- Coordinate teams from different Line of Service (LoS) to develop efficient solutions for our clients.
- Promote the Latam market as attractive destination for the Italian companies and vice versa.

Our Italy-based team in Milan has fully dedicated resources, which offer:

- Trilingual resources (English/Spanish/Italian, English/Portuguese/Italian) dedicated to transactions in Latin America with significant on site deal experience in both Europe and Latin America.
- Strong understanding of local issues, customs and business practices combined with a global perspective.
- Long-standing relations and connectivity facilitating quick access to local specialists and ability to identify the right resources for each transaction.
- Experience in managing multi-discipline diligence teams in Latin America ensuring consistent, high quality service and deliverables throughout the region and across the TS services.
- Access to PwC Italian and Latam industry knowledge.

Our local country teams have extensive experience advising foreign investors and understand how to bridge specific local country business practices to the European deal environment.

Vision general del Latam Desk

El Latam Desk proporciona servicios profesionales enfocados tanto a empresas con presencia en el mercado Latam como a empresas que desean invertir en él, ofreciendo servicios personalizados para ayudarles en su proceso de internacionalización

En Latam Desk:

- Construimos relaciones duraderas a través de enfoques innovadores con compañías e instituciones locales e internacionales que estén dispuestas a moverse en el mercado Latam.
- Coordinamos equipos de diferentes líneas de servicio (LoS) para desarrollar soluciones más eficientes para nuestros clientes.
- Promovemos el mercado latinoamericano como destino atractivo para las empresas italianas y viceversa.

Nuestro equipo, con sede en Milán (Italia) cuenta con sólidos recursos y ofrece:

- Un equipo trilingüe (inglés / español / italiano, inglés / portugués / italiano) dedicado a transacciones en Latam con una experiencia significativa en negocios en Europa y América Latina.
- Gran conocimiento del entorno local, las costumbres y las prácticas comerciales, junto con una perspectiva global del mercado.
- Relaciones y contactos de larga duración que facilitan el acceso rápido a especialistas locales y la capacidad de identificar los recursos correctos para cada transacción.
- Tenemos experiencia en gestionar equipos multidisciplinares en América Latina, garantizando un servicio de alta calidad. Que engloba toda la región y toda la oferta de servicios de TS.
- Acceso al conocimiento de la industria italiana y latinoamericana de PwC.

Nuestros equipos locales tienen mucha experiencia en asesorar a inversores extranjeros y saben cómo trasladar las prácticas comerciales específicas de cada país al entorno empresarial europeos.

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What we can do for you

We are here to help our clients to successfully set up and develop their business activities in Latam

Investments/JV/Business alliance in Latam:

- M&A (due diligence, valuation and financial advisory).
- Financial services including: Assurance, Consulting, Tax and Legal.

Investments/JV/Business alliance in Italy:

- M&A (due diligence, valuation and financial advisory).
- Financial services including: Assurance, Consulting, Tax and Legal.

Existing Italian enterprises in Latam:

- Facilitate communication with every line of services offered by our PwC professionals in order to support the business developments in Italy.

New initiatives of the investments:

- Introduce investment opportunities in Latam for potential Italian clients.

Cómo podemos ayudarle

Nuestro objetivo es ayudar a nuestros clientes a establecerse y desarrollar con éxito sus actividades comerciales en Latam

Inversiones/JV/Alianzas empresariales en Latam:

- M&A (due diligence, valoraciones y consultoría financiera).
- Servicios financieros: Assurance, Consultoría, Tax and Legal.

Inversiones/JV/Alianzas empresariales con Italy:

- M&A (due diligence, valoraciones y consultoría financiera).
- Servicios financieros: Assurance, Consultoría, Tax and Legal.

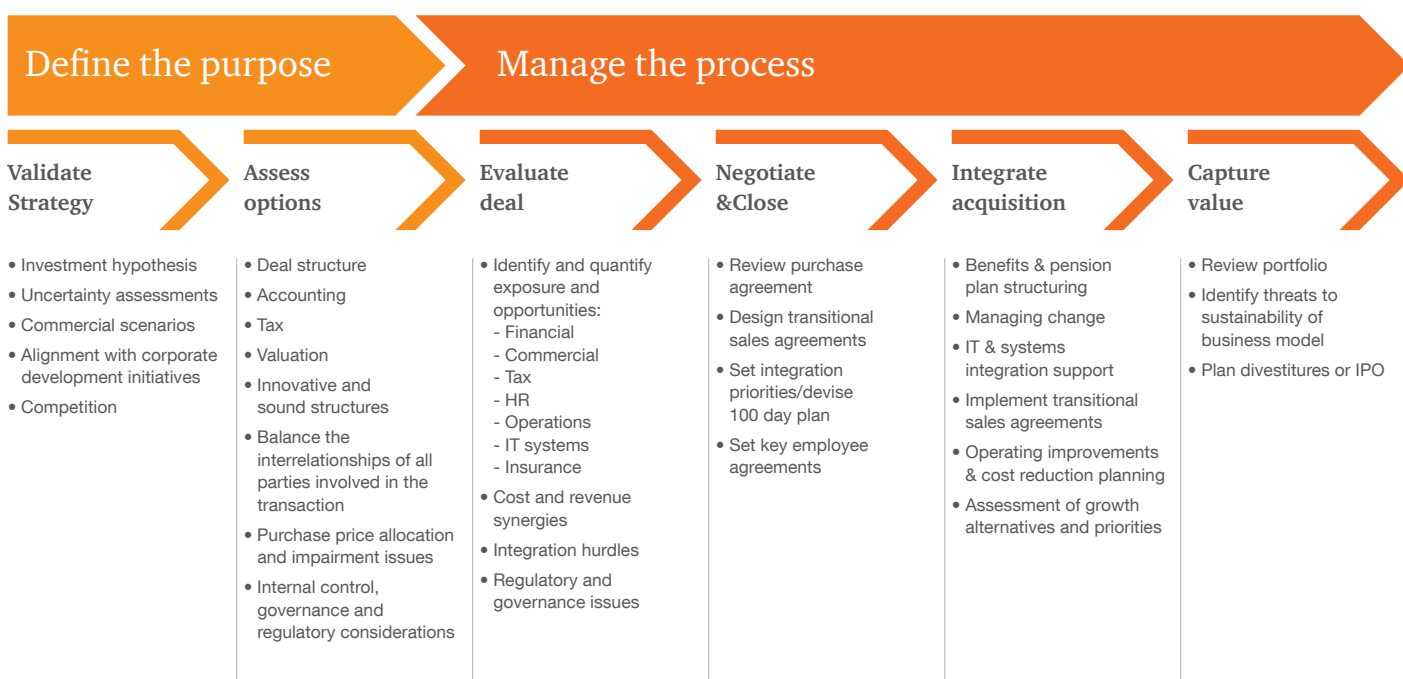
Empresa Italianas con presencia en Latam:

- Facilitamos la comunicación entre las diferentes líneas de servicios de PwC para las empresas con presencia en Latam.

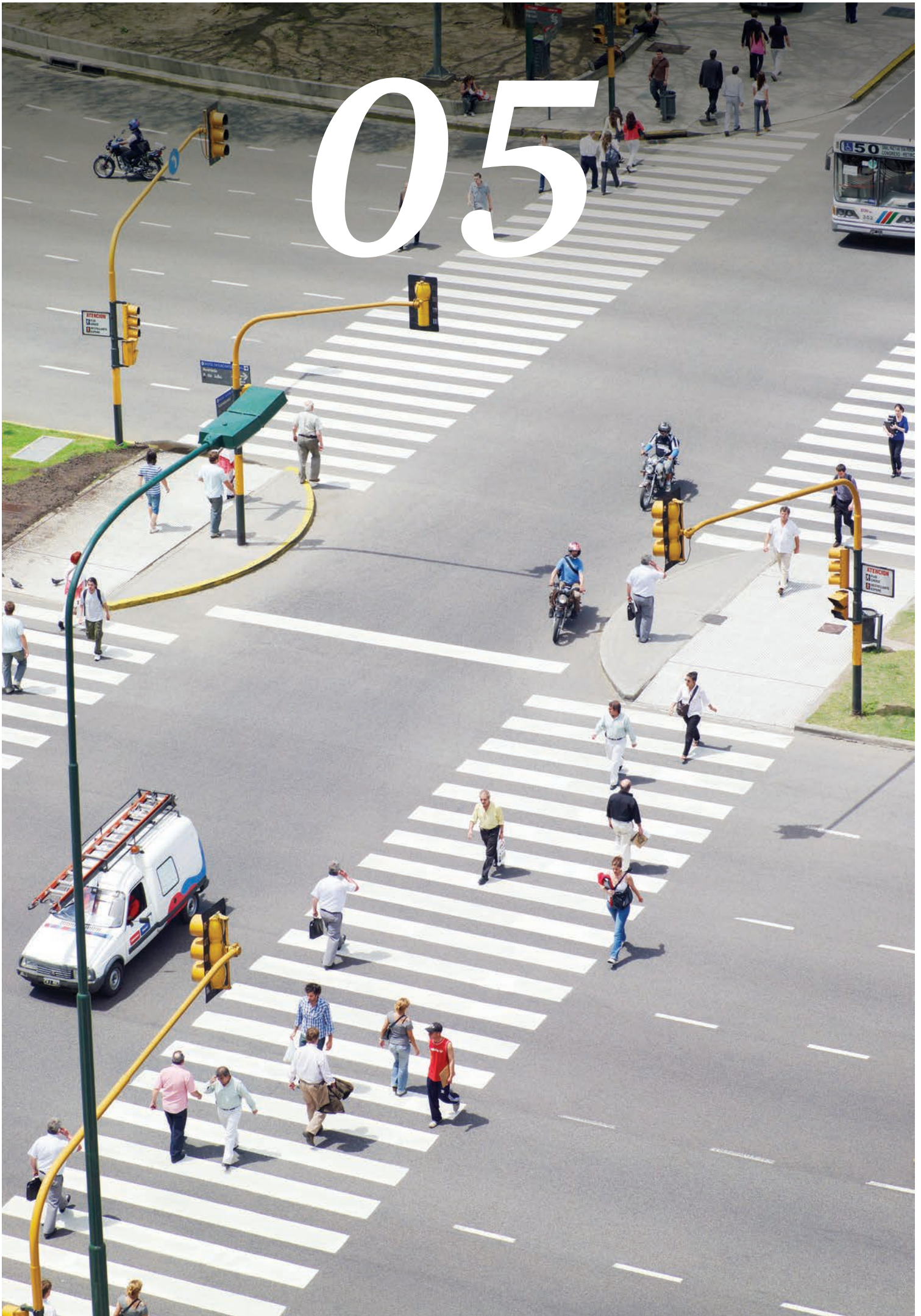
Nuevas oportunidades de inversión:

- Introducimos los posibles inversores italianos a las oportunidades del mercado Latam.

We offer extensive services throughout the deal continuum - Acquisitions



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Our Latam Desk services

Los servicios del Latam Desk

Below is a selection of some of the areas where we commonly assist our Latam-related clients
A continuación, las áreas en las que asistimos a nuestros clientes relacionados con Latam

Deals

- Transaction Services
- M&A
- Business Recovery Services
- Business Valuations & Financial Modelling
- Post Deal Services
- Strategy
- Fund Raising
- Project Finance

Assurance

- Audit of financial statements
- Actuarial services
- Financial regulatory advisory services
- US-Sox & J-Sox compliance advisory
- Risk management advisory services
- Internal audit advisory services
- Sustainability reporting
- Performance assurance

Legal

- Corporate group structuring - domestic and cross-border
- Corporate simplification and business transformation projects
- Pre- and post-transaction reorganization
- M&A advice, negotiation support and document drafting
- Advising on joint venture structures and participation
- Legal due diligence
- Commercial contracts advice
- Company secretarial compliance and corporate governance support

Corporate and Indirect Tax

- Corporate Tax Advisory
- Corporate Tax Compliance
- International Structuring (IS)
- Finance and Treasury (F&T)
- Tax Dispute Resolution (TDR)
- Transfer pricing and value chain transformation
- Tax due diligence

Consulting

- Economics
- Finance
- Operations
- People
- Strategy
- Technology
- Governance risk and compliance

Human Resources Services

- International Assignment Solutions including International tax and social security planning and compliance
- Reward (e.g. executive strategy, executive compensation, and performance linked reward)
- Pension planning and compliance
- Employment solutions (advisory and compliance support on employment policies and practices)
- Employment law compliance, best practice and benchmarking
- Establishment, administration and restructuring of retirement benefit provision for employees
- Immigration consultancy and support

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Contacts

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