





Local solutions with a world-class approach



## ABOUT US

**Balta** is a firm focused on professional advisory services that offers, along with its partners and associates, a wide range of business and personal solutions to meet the diverse needs of its clients.

Balta was founded with one purpose in mind; to provide advice in the identification of holistic and innovative solutions to companies in all industries, in order to take advantage of opportunities and mitigate potential threats and risks with a high level multidisciplinary team.

For the best provision of our services, we seek to meet the requirements of our clients in a personalized way with the purpose of building an exceptional and long-term working relationship.

## MISSION

To build strong relationships by delivering differentiated, innovative and high value-added services.

## VISSION

To be the undisputed choice for our customers and community.

## VALUES

- **Integrity:** Our reputation and trustworthy name is the most important intangible asset of our organization.
- **Excellence:** Continuous review of our professional standards and ongoing search for innovation and quality in our services.
- **Passion:** We provide services that seek to exceed our clients' expectations in an efficient and effective way.
- **Commitment:** We comply with ethical and professional standards aligned to our clients' objectives.
- **Teamwork:** The synergy with our clients assures a better result in terms of achieving the goals set.
- **Transparency:** We are coherent between what we say and what we do.

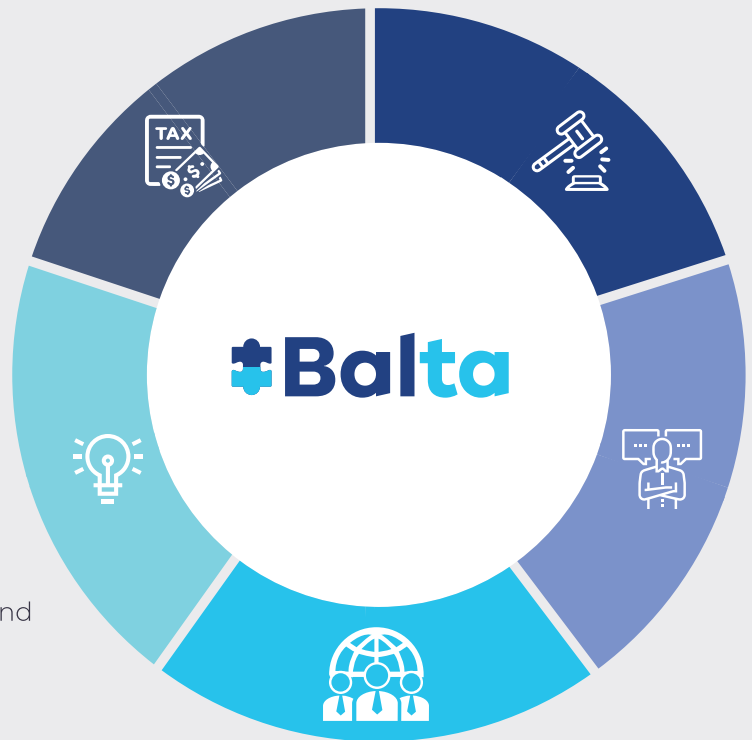


## OUR SERVICES



### LOCAL & INTERNATIONAL TAX

- \* Tax & Customs Consulting
- \* Tax Compliance
- \* Tax Services for Executives and Expatriates
- \* Precautionary Tax Assessments
- \* Tax Planning
- \* Fiscal Year-end Closing Services
- \* Transfer Pricing
- \* Due Diligence
- \* Corporate Equity Restructuring
- \* Tax Refund Services
- \* Tax Benefit Analysis
- \* Tax & Accounting Expert Services
- \* Legal Sponsorship in Administrative and Tax Litigation Proceedings
- \* Trainings



### LEGAL SERVICES

- \* Labor Law
- \* Migration Law
- \* Corporate Law
- \* Tax & Customs Law
- \* International Commerce Law
- \* Contractual, Civil and Commercial Law
- \* Intellectual Property Law
- \* Public Procurement
- \* Legal Representation Services



### DIGITAL TRANSFORMATION

- \* IT Assessments
- \* ERP Implementation Consulting
- \* Data Architecture Consulting
- \* Development of Technology Platforms
- \* Industry 4.0
- \* Big Data
- \* Business Intelligence - Data Visualization
- \* Business Process Automation
- \* Machine Learning
- \* Deep Learning
- \* Modeling and Simulation
- \* Cloud Computing Consulting



### FINANCIAL CONSULTING

- \* Due Diligence
- \* Company and asset valuation
- \* Enterprise risk services (ERS)
- \* Financial benchmarkings
- \* Market analysis
- \* Financial assessments
- \* Mergers & Acquisitions (M&A)
- \* Advisory on financing alternatives
- \* IFRS implementation
- \* EBITDA / Working Capital Optimization
- \* Review of financial models
- \* Financial Modeling, Data Analysis and Reporting



### OUTSOURCING

- \* Accounting
- \* Tax
- \* Payroll – Executives & Expatriates
- \* CFO Outsourcing Services
- \* Inventory counting services

## Local & International Tax

Tax matters are increasingly becoming important for organizations when establishing business policies and strategies for the short, medium and long term.

Tax regulations change rapidly and are increasingly complex involving several international jurisdictions, which requires a team of professionals with extensive knowledge and demonstrated experience not only in Ecuadorian tax affairs but also in global tax topics in order to be capable of successfully assessing the possible impact on organizations in the near future.

Our tax services have the advantage of being provided by tax specialists and experts with years of experience in both the local and the international arena, who can provide you with the assistance that your company requires.



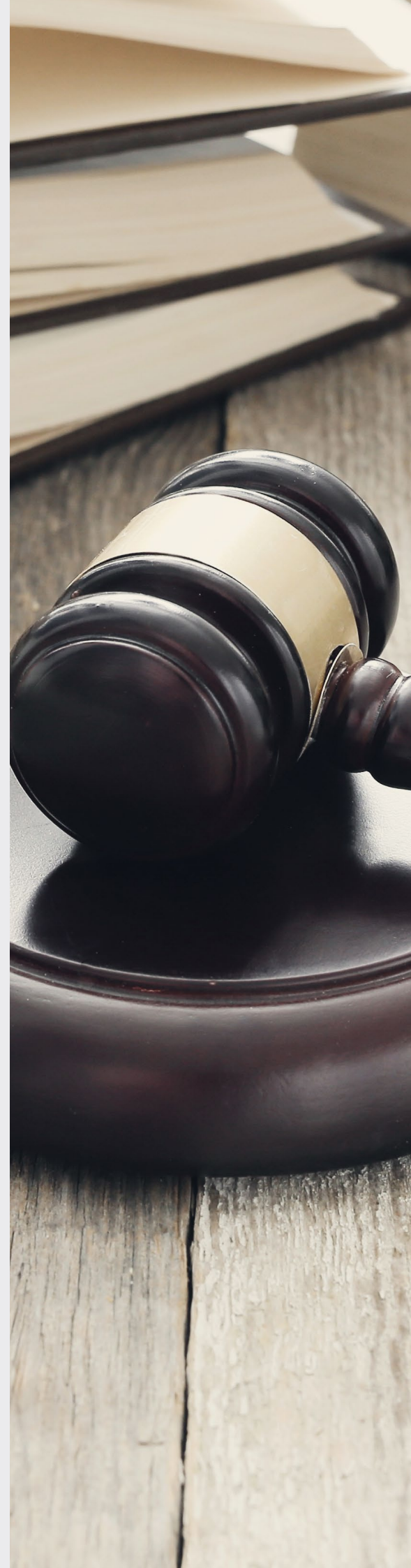


## Legal Services

We seek to provide effective solutions to complex problems under an executive approach where our ongoing legal counseling focuses on the areas of constitutional, corporate, commercial, financial, administrative, tax, labor, public procurement, foreign investment, immigration, among others.

Our focus is to provide timely advice to our clients for their legal security both at the beginning of their operations as well as in their business development.

We seek to build a path of trust and maintain a continuous relationship of cooperation with our clients. It is vital for our clients to know that we are by their side in their business ventures.





## Financial Consulting

Faced with an increasingly uncertain outlook, it is necessary to focus on the sound management of the financial resources held by organizations, i.e., working capital, cash management, financing sources, cost optimization, among others.

Our Financial Consulting services seek to meet those needs with a multidisciplinary team with experience in different sectors of the economy and with the required international certifications that guarantee that the delivery of our services will provide high value-added results for your organization.



## Outsourcing

Our Outsourcing team is comprised of a group of highly trained professionals with a wide experience in different economic industries, ensuring that the financial information prepared complies with the accounting standards in Ecuador, and adjusted to the tax and labor standards and regulations.

Our service also includes the reconciliation of local accounting books with regard to the requirements of the parent company's head office, preparation of financial statements either through the companies' ERP or through our ERPs, preparation of tax returns and annexes, and Outsourcing CFO which refers to high value services where specialized financial advice is rendered in order to provide strategic guidance for business decision in subjects such as cash management, inventories, fixed assets, profitability, among others.





## Digital Transformation

Our service includes the design, development and implementation of the digital transformation strategy for your business, from strategic planning to action.

We accompany you in solving the important issues of your organization, achieving differentiation and continuous improvement.

Our service model includes the following phases:

- Digital vision.
- Diagnosis.
- Maturity profile.
- Digital strategic roadmap.
- Digital projects matrix.
- Project risk assessment.
- Preparation of the digital strategy and its implementation.







**Christian Baquerizo**

Socio ■■

Legal e Impuestos

- More than 19 years of experience in the areas of Legal, Immigration, Corporate, Civil and Tax Consulting.
- Former Senior Manager of Legal & Tax at Deloitte.
- Former Director of the National Transit Agency (A.N.T.).
- Former Legal Director of the Municipal Transit Authority of Guayaquil (A.T.M.) Attorney.
- Advisor to local multinational corporations, including companies in the industrial, aeronautical, commercial, telecommunications and services, among others.
- University professor in tax and labor law.
- Attorney at Law for the Courts of Ecuador.
- Master and Specialist in Tax and Customs Law.



**Fernando Peralta I**  
**Socio** ■■

Impuestos y Precios de Transferencia

- More than 19 years of experience in the area of Local and International Tax Consulting and Transfer Pricing.
- Former Senior Manager of Tax&Transfer Pricing at Deloitte. Responsible for the Outsourcing area for a period of 4 years.
- Advisor to local multinational corporations including companies in the industrial, aeronautical, commercial, telecommunications and services, among others.
- Trainer and has attended training courses in Colombia, Peru, Argentina, Mexico and the United States.
- Professor in tax and financial matters.
- Economist and International Business Management graduate.
- MBA and Master in Accounting and Finance.
- English and French: Advanced level.





**Byron Figueroa**  
Partner ■■■

Consultancy & BPO

- More than 19 years of experience in the accounting, tax and corporate area.
- Former Partner – now associate of a Correspondent Firm of the sixth Network worldwide of services in Auditing, Consulting and Taxes.
- Former – Tax Manager of KPMG in Ecuador.
- He was Chief Accountant of Termoguayas Generation, a Keppel Corporation company based in Singapore.
- Advisor to local multinational corporations, including companies in the agribusiness, industrial, aeronautical, retail, telecommunications, customs, banking, and services sectors, among others.
- University Professor in Master's programs at the Santiago de Guayaquil Catholic University, as well as professor in international undergraduate and postgraduate programs at UPAN in Nicaragua.
- Magister in Taxation by ESPOL – ESPAE, with a PMD dictated in alliance between ESPAE and the Universidad del Pacifico – Peru. With a Diploma in Foreign Trade dictated by the Casa Grande University.
- He works as a member of the Tax Committee of AMCHAM GYE.





**Diego Constante**  
**Associate**

Consulting

- Professional with extensive experience leading teams in major multinationals in charge of processes such as Costs, Management Control, Budgeting, Treasury, Corporate Finance, Financial Analysis and Cash Flows.
- Expert in the implementation of forecasting and financial analysis models, Dashboards and Balanced Scorecards.
- Financial consultant in restructuring, short term analysis, financing alternatives, company valuation, economic and financial feasibility of projects.
- Coordinator of academic programs specialized in Finance and Business Intelligence at the Association of Public Accountants of Pichincha and Ecuador.
- CPA - Master in Management Control - Certified as "Financial Modeling and Valuation Analyst" by the Corporate Finance Institute.



**David Vargas**  
**Associate**

Digital Transformation

- Experienced consultant in the development of tech platforms for mobile data collection, optimization of collection processes and overdue accounts receivable, sales force design, consulting in the implementation of Interactive Data Visualization systems with PowerBI, Tableau, KNIME and Web Applications, among others.
- Engineer in Statistics and Computer Science, Escuela Superior Politécnica del Litoral - ESPOL.
- Master in Commercial and Marketing Management and in Visual Analytics & Big Data.
- International Certification in Intelligent Transportation Systems in Latin America, BID-INDES.
- International Certification in Digital Transformation, Technologies and Real Applications, MIT - Massachusetts Institute of Technology.
- International Certification in Organizational Strategy, MIT - Massachusetts Institute of Technology.

## INDUSTRIES

We have acquired experience in the following industries:

### ■ **Consumer**

- \* Automotive
- \* Consumer Products
- \* Retail, Wholesale & Distribution
- \* Transportation, Hospitality & Services

### ■ **Government & Public Services**

- \* Central Government
- \* Social Services and Non-Profit Organizations
- \* Public Transportation

### ■ **Energy, Resources & Industrials**

- \* Industrial Products & Construction
- \* Mining & Metals
- \* Oil, Gas & Chemicals
- \* Power, Utilities & Renewables

### ■ **Life Sciences & Healthcare**

- \* Health Care
- \* Pharmaceutical Sector

### ■ **Financial Services**

- \* Banking & Capital Markets
- \* Insurance
- \* Investment Management
- \* Real Estate

### ■ **Technology, Media & Telecommunications**

- \* Technology
- \* Media & Entertainment
- \* Telecommunications



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# #Balta

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