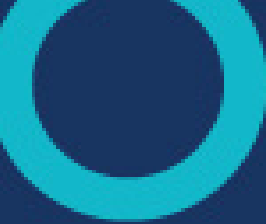


Private Equity in Latin America Today: Update and Analysis

July 28, 2020

**KNOW
GREATER
VALUE**





Speakers

PKF O'Connor Davies

- **Victor Peña**, CPA, GCMA, Partner
Audit and Outsourced Corporate Accounting
- **Joe Malizia**, CPA, Associate Director of Business Development
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PKF International

- **Jorge Peña Tapia**, General Managing Partner
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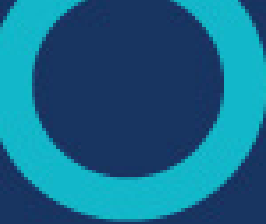
BZS Consultores

- **Sergio Vásquez Botero**, Director
- **Bernardo Zapata Silva**, Managing Partner



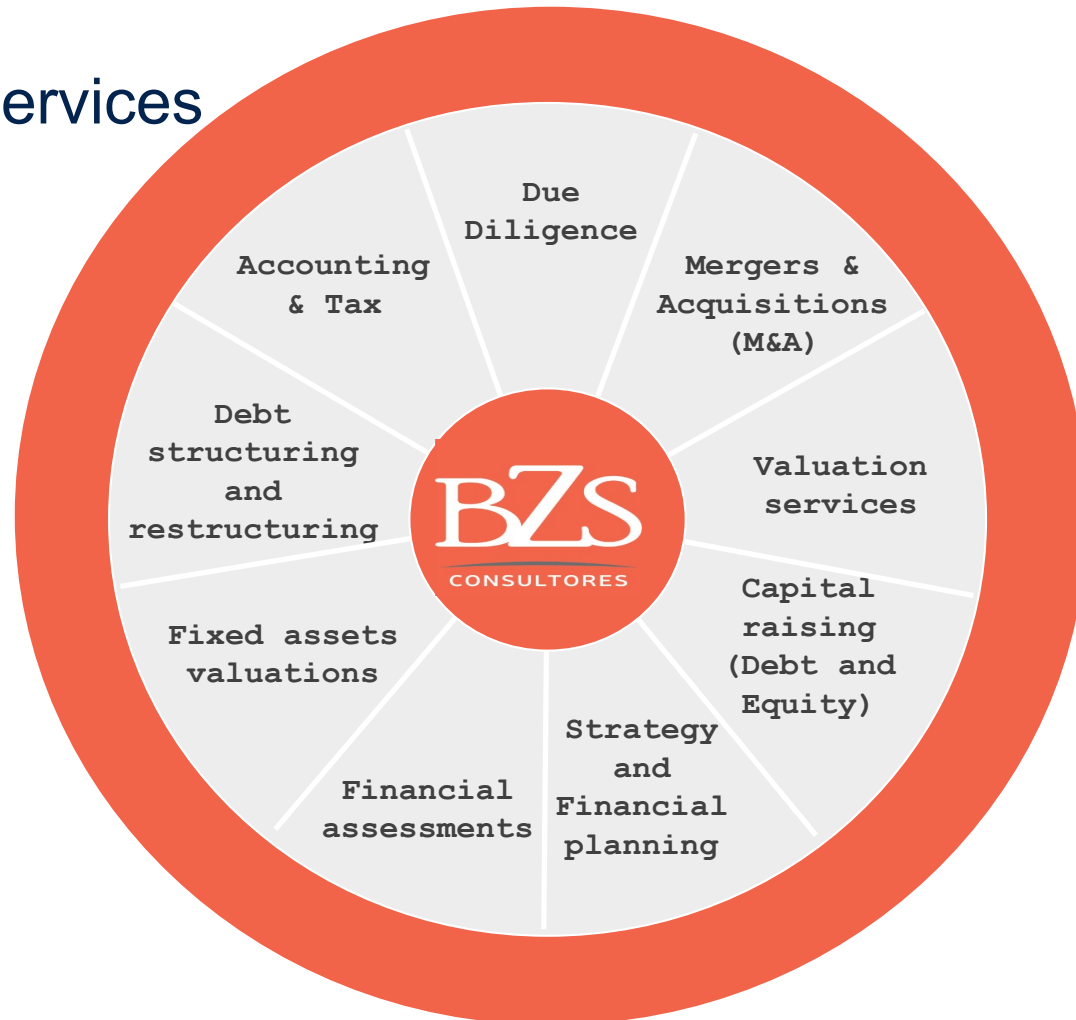
Today's Agenda

- M&A activity status and perspectives going forward
- Key considerations for future due diligence
- Transaction issues and deal drivers in LATAM
- Perspectives on fund and capital raising activity
- PKF International's global footprint in Latin America
- Outsourced fund administration and CFO services for PE firms
- Outsourced corporate accounting for PE portfolio companies



BZS Consulting Introduction

■ Offered services



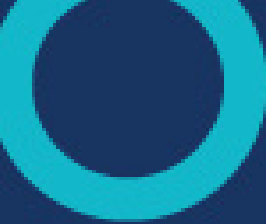
Our differentiators

- Trusted advisor relationships
- Proven track record advising clients across the world
- Entrepreneurial hands-on approach



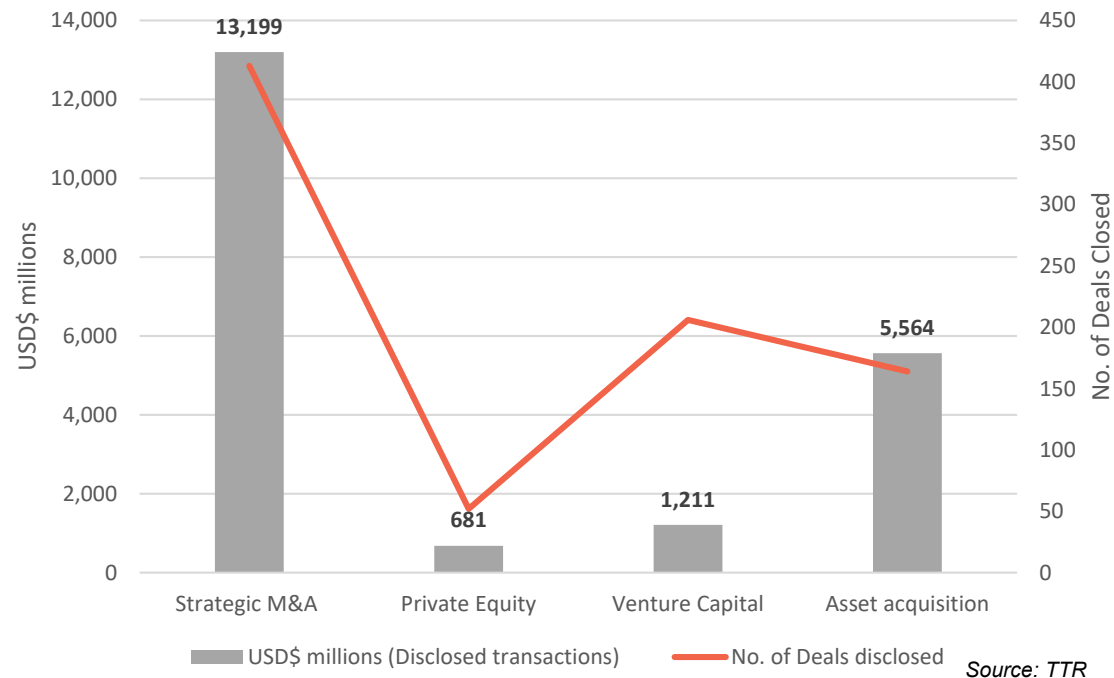
M&A Activity and Perspectives Going Forward

- The effects of COVID-19 on target revenues, cash flows and profitability for target acquisition companies
- Steps acquirers can take to ensure risks are appropriately assessed in transactions
- How acquisition companies can adjust internally to become a more desirable target
- What's next?

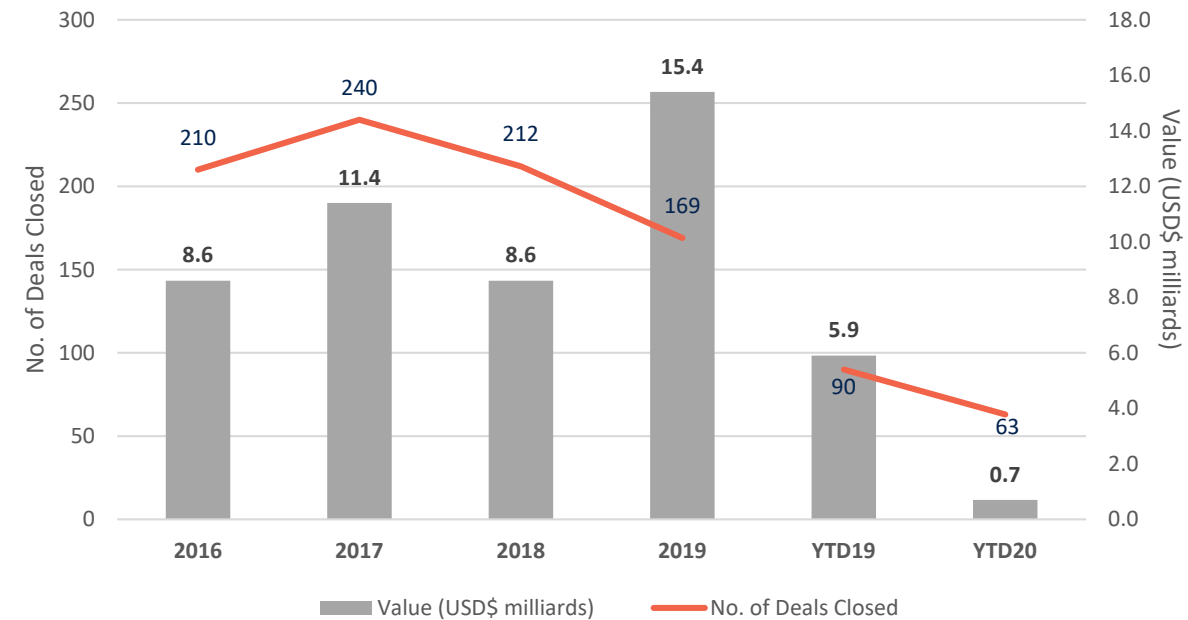


M&A Activity Status in LATAM & México

LATAM M&A status as of June 2020



M&A Transactions in México



Key Considerations for Future Due Diligence

- Evaluating a middle-market target company's performance and adjustments during COVID-19
- Weighting adjusted financial and earnings trading measurements
- Adjustments acquisition companies can take to adjust for due diligence and analysis processes
- Timeline for normalization of forecasted financials and FP&A processes

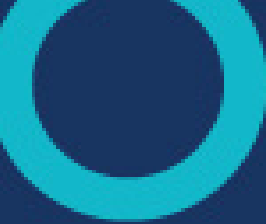


Transaction Issues and Deal Drivers in LATAM

- Cultural factors
- Quality of information/financial reporting
- Information technology
- Preparation and execution of due diligence

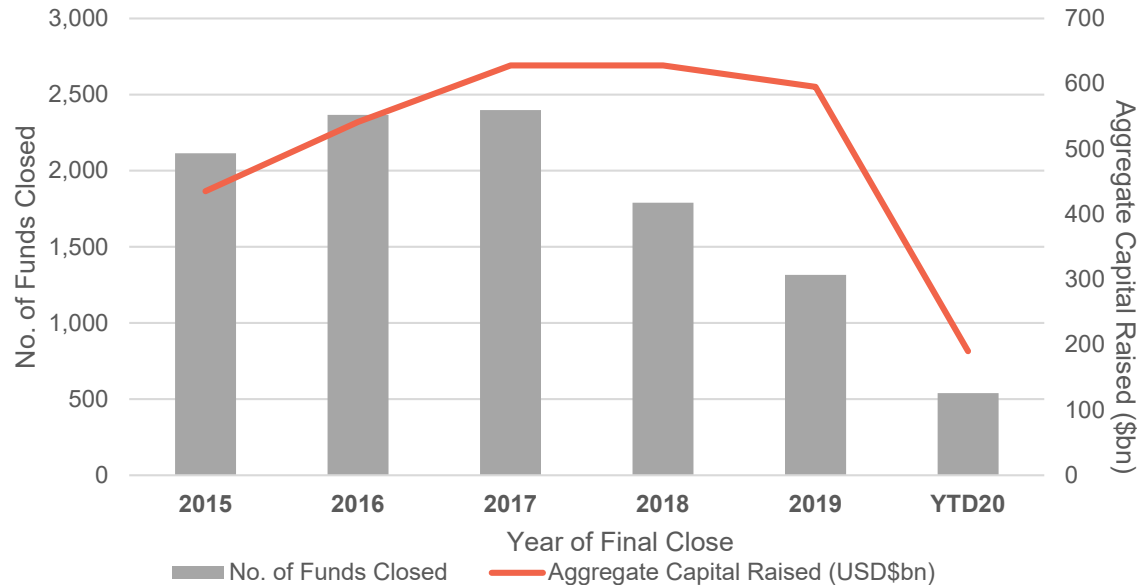
Perspectives on Fund and Capital Raising Activity

- Amount of capital being reserved and held by PE and VC firms
- Private debt and financing alternative solutions and opportunities
- Deal sourcing picture during today's uncertainty
- Fundraising perspectives
- Current capital raising activity landscape



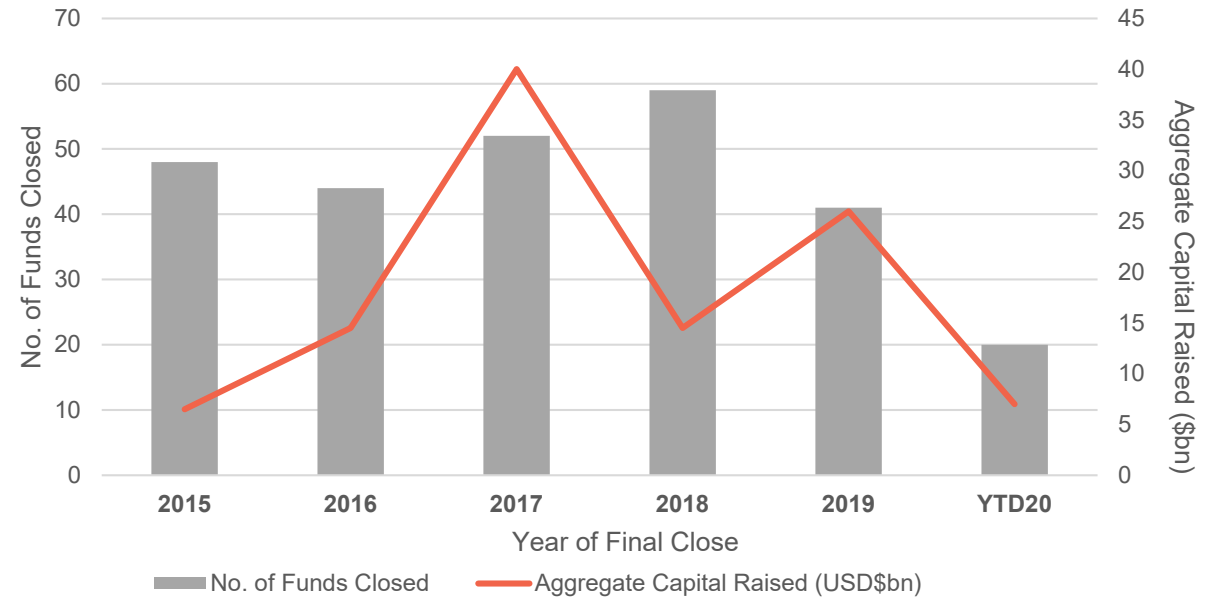
Fundraising Activity Status

Global PE & VC Fundraising 2015 - YTD20



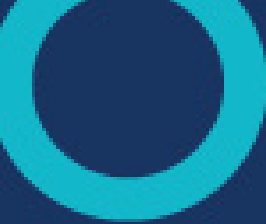
Source: Preqin Pro

LATAM PE & VC Fundraising 2015 - YTD20



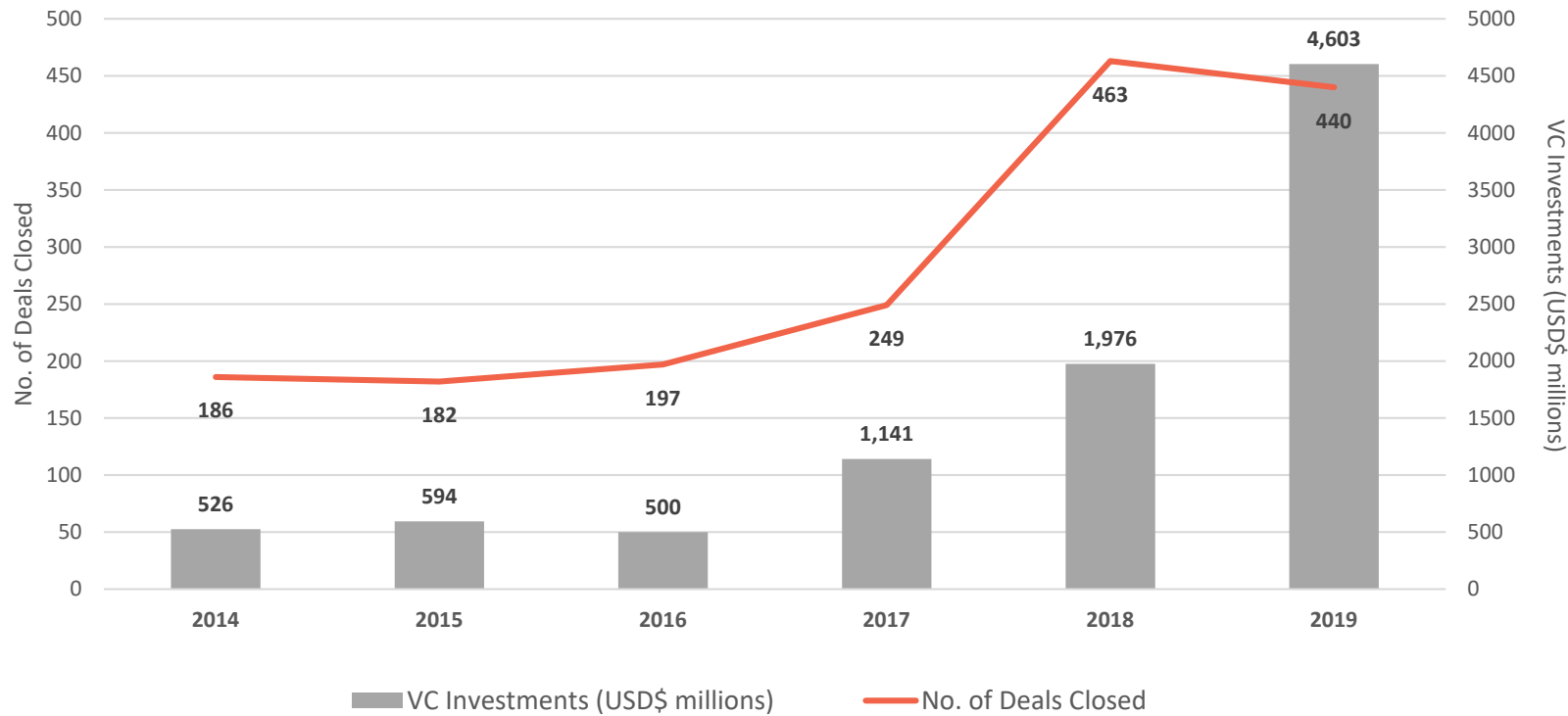
Source: Preqin Pro





Capital Raising Activity Status in LATAM

VC investments in LATAM 2014 - 2019



Source: LAVCA & Jaguar Ventures



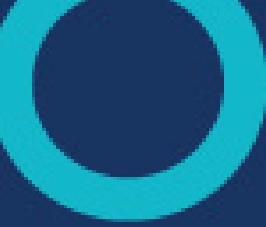
PKF International's Global Footprint in Latin America

- Global service capability – global Accounting and Administration
- Efficient and global solutions through the PKF International Network
- Providing services to private equity firms based in Latin America
- Providing services to international private equity firms investing in portfolio companies in Latin America



Outsourced Fund Administration and CFO Services for PE Firms

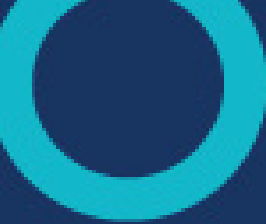
- Increased transparency and accountability
- Investor demand
- Value to General Partners
- Technology Scalability



Outsourced Corporate Accounting for PE Portfolio Companies

- Replacing all or part of a portfolio company's accounting function
- Fractional and permanent CFO
- Major advantages to PE firms who use this service





Contact Us

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