



FOR MORE THAN 40 YEARS,

Apsis stands out in the market as an independent consultancy specialized in evaluations and value generation for its clients.

Apsis' credibility and impartiality mean that its deliveries are chosen as a reference for the decision-making of large companies.



- More than **R\$ 600 billion** valued in the last 3 years in assets.
- More than **23 million** assets inventoried and reconciled in the last 3 years.
- 2,000** customers, with 80% large companies.
- More than **R\$ 65 billion** in properties valued in the last 5 years.
- More than **500 Reports** registered with CVM (Securities and Exchange Commission).
- In the last 2 years, we have identified and evaluated more than **R\$ 40 billion** in the process of allocation of purchase price.
- More than **20,000 Reports** issued.
- Financial, accounting and tax advisories** in acquisition and fundraising processes for **several** publicly traded and closed capital companies.
- Diagnosis** for the adoption of new accounting pronouncements for **several companies** of the most varied segments.



NATIONAL AND INTERNATIONAL STANDARDS





MANAGEMENT OF ASSETS

- Management and evaluation of fixed assets
- Real estate consulting and evaluation
- Inventory inventory
- Expert consulting / Technical assistance



BUSINESS VALUATION

- Business assessments
- Expert consulting / technical assistance
- M&A (mergers and acquisitions)



CONSULTANCY BUSINESS

- Strategic consulting
- Process consulting
- Corporate governance
- *Compliance*



TAX & ACCOUNTING ADVISORY

- Accounting consulting
- Tax /tax consultancy
- Ensuring previously agreed procedures
- *Due dilligence*



SUSTAINABILITY

- Diagnosis and Reporting (ESG)
- Environmental consulting
- Corporate governance
- Carbon credit

Management and evaluation fixed assets

- Inventory with platement (RFID/barcode)
- Physical vsitation vs. Accounting
- Integration between accounting and maintenance
- Preparation of accounting register (componentization)
- Valuation of fixed assets
- Accounting requirements (IFRS/CPC/CFC)
- Asset control of the movement of assets
- Asset outsourcing
- Specialized projects/services for telecommunications, energy and broadcasting

Consulting and real estate valuation

- Economic and financial feasibility study of projects
- Equity valuation
- Highest & best use study for embeddable terrain
- Real estate portfolio management - Cubus
- Economic useful life, residual value and replacement value
- Analysis lease vs buy and stay vs go
- Judicial expertise
- Evaluation for various purposes: insurance, bank guarantee/ dation, purchase value, sale, lease and review of IPTU [Urban property and land tax]
- Renegotiation of rental contracts management of income portfolios
- Budget validation vs. data execution
- Hunter website
- Marking of share of real estate investment funds
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Inventory inventory

- RFID control modeling for data integration with enterprise systems
- Valuation and classification of inventories to support accounting reports or corporate events
- Complete inventory of inventories
- Sample cyclic inventories

Expert consulting / technical assistance

- Engineering evaluation (mechanical, civil, electrical, etc.)
- Calculation of the determining balance
- Valuation of assets (tangible and intangible), liabilities and contingencies
- Valuation for asset maintenance
- Inventories and shares
- Expropriation actions for expropriation purposes
- Renewal and revisional rental actions
- Drafting of quesitos
- Challenge and/or challenge of expert report



MANAGEMENT
OF ASSETS



BUSINESS VALUATION

Business assessments

- Marking of share of investment funds in participation
- Law nr. 12.973/14 and CPC [(Code of Civil Procedure)] 15
- Pré-PPA [Multiannual Pre-plan]
- Impairment test – CPC 01
- Judicial Recovery - Law nr. 11.101/05
- Incorporation, merger and division
- Reports in compliance with Law Nr. 6,404/76 (Corporation Law, Articles 8, 170, 226, 227, 228, 229, 252, 256 and 264, Law Nr. 10,406/02 of the Civil Code, and Circular BACEN 3,689/13)
- Public Offering of Shares (OPA)
- Valuation for buying and selling purposes
- Fairness opinion
- Evaluation of biological assets - CPC 29, Stock Option Plan – CPC 10, intangible assets – CPC 04 and use of deferred income tax - CPC 32
- Economic and financial feasibility analysis
- Reports for corporate restructuring

Expert consulting / technical assistance

- Economic and financial assessment
- Book valuation
- Calculation of the determining balance
- Monetary update calculation by appropriate key figures
- Valuation of assets (tangible and intangible), liabilities and contingencies
- Valuation for asset maintenance
- Inventories and shares
- Drafting of quesitos
- Challenge and/or challenge of expert report
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M&A (mergers and acquisitions)

- M&A (mergers and acquisitions)
- Total or partial sales
- Fundraising with private equities funds
- Due diligences
- Financial-real estate valuation (buy, sell, sale & lease back and build to suit)

Strategic consulting

- Compliance
- Efficiency in processes
- Cost reduction
- Report/activity automation
- Resource resizing
- Review of organizational structure
- Knowledge management
- Communication efficiency
- Training and standardization
- Elaboração e revisão de business plan

Process consulting

- Diagnosis of the structure of internal controls
- Development and implementation of manuals of procedures for the different areas of the company (controllershship, treasury, accounting, purchasing, warehouse, legal, human resources, etc.)
- Evaluation and implementation of automated controls in operating systems and ERPs
- Development of goals and performance indicators (KPIs)
- Development of processes of PMI

Corporate governance

- Consultancy for alignment to the best market practices according to the degree of development and need of each company.
- Analysis of the degree of maturity of governance and structuring of projects through the creation/restructuring of boards, committees and secretariats according to the specific needs of the case, as well as analysis and ruling of the flow of information and interaction of these bodies with the company's executive entities.
- Adequacy of governance structures to market demands such as: compliance with Governance; compliance with the rules of regulatory bodies; adequacy for receipt of investments and succession organization.
- Development and analysis of risk matrix and assistance to business strategy.

Compliance

- Accounting compliance
- Tax compliance
- Regulatory compliance
- Labor compliance
- Fiscal compliance
- Adjustments to regulatory changes
- Regulatory Risk Management
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CONSULTANCY
BUSINESS



**TAX &
ACCOUNTING
ADVISORY**

Accounting consulting

- Assistance in identifying potential accounting impacts in corporate restructuring processes or in new business
- Preparation of financial statements according to accounting practices adopted in Brazil and international financial reporting standards (IFRS)
- Preparation of reference form
- Assistance to companies in public offering processes (IPO, Follow-on, debentures)
- Accounting diagnosis and implementation of new technical pronouncements
- Accounting diagnosis and implementation of complex technical pronouncements (such as IFRS 16, IAS 21, IFRS 3 and IFRS 2)
- Development of management reports
- Assistance in monthly closings, cost calculation, cash flow management and fulfillment of ancillary obligations
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Tax /tax consultancy

- Assistance in identifying potential tax impacts in corporate restructuring processes or in new business
- Tax consultancy to assist our clients in corporate incorporation decisions and other corporate restructurings
- Expertise in basic analysis for surveying potential tax credits
- Tax compliance (review of calculations and statements)
- Evaluation of tax opportunities (IPI, PIS, COFINS and ICMS credits)
- Guidance on the framework and use of tax benefits
- Issuance of tax opinion

Assurance of previously agreed procedures

- Limited assurance services
- Reasonable assurance services
- Carrying out previously agreed procedures

Due Diligence

- Accounting due diligence
- Tax due diligence
- Labor and social security due diligence
- Pre-due diligence services



SUSTAINABILITY

Diagnosis and Reporting (ESG)

- Corporate Sustainability Index (CSI)
- Integrated reporting
- GRI Report

Environmental consulting

- Basic Environmental Plan (PBA)
- Environmental expertise and due diligences
- Environmental assessments to meet ecuador's principles
- Mine closure plans
- Industrial plant decommissioning plans
- Environmental projects and programs for specific purposes

Corporate governance

- Corporate governance consulting to align with best practices
- Implementation of governance bodies through boards of directors and advisory, including recruitment and selection of independent members
- Preparation of the company's governance for long-term debt structuring (BNDES) and/or mergers and acquisitions (M&A)
- Consultancy for structuring the secretariat of the council
- Strategic restructuring of boards in operation
- Risk matrix



Apsis participated in the **merger** process of Localiza and Unidas, preparing the evaluation reports of the exchange relationship of the Companies for the purpose of presentation at the Shareholders' General Meeting of both companies and the **incorporation** of the shares of Unidas in Localiza. In addition, Apsis assisted with the preparation of **Pre-Purchase Price Allocation** for the purpose of preparing the Proforma Financial Statements.



Real Protect, a Brazilian company specialized in cyber security and owner of a consolidated client portfolio throughout the country, entrusted Apsis with exclusivity the opportunity to carry out **financial advice for the sale of 100% of its capital**.

Apsis' work resulted in the **deal** with Accenture, a company that already has a security services area with more than 7,000 professionals working directly in the area, globally.



Apsis participated in the **corporate reorganization** of the Cosan Group, involving Cosan s.a., Cosan Limited and Cosan Logistica. In this work, the net worth of the market of all these companies was elaborated for the purpose of calculating the exchange of shares in compliance with Article 264 of the **Corporations Law**.



Neoenergia S.A. ("Neoenergia" or "Company") is a publicly traded company, present in 18 Brazilian states, and acts as a holding company, with a majority stake in the capital of other companies dedicated to the activities of Distribution, Transmission, Generation and Commercialization of Electric Energy. APSIS was the **consultancy** chosen to prepare the corporate reports to support the operations and presentation at the Shareholders' General Meeting to be held (**Corporations Law Report Article 256**).



Apsis acted as exclusive **advisor** in the coordination and preparation of economic and financial evaluation, structuring and intermediation in the sale of MAP Linhas Aéreas to Passaredo. In this consulting process, Apsis evaluated MAP Linhas Aéreas' assets and the design of the governance model.



Brazilian multinational with a global presence in 11 countries, Votorantim Cimentos has been **managing its assets** with Apsis since 2015. Recently, Apsis carried out the inventory of six of its manufacturing units, providing the sanitation of the current base of Votorantim Cimentos' fixed assets.



The CBO Group is an expanding shipping company with major focuses on the construction and operation of medium-sized offshore support vessels, in addition to the construction and operation of inspection and subsea construction vessels. Since 2017, Apsis has been conducting consultancies for studies to reduce the **recoverable value of assets**, in accordance with CVM Resolution 639 of October 7, 2010, which approves Technical Pronouncement CPC 01 (impairment test).



Libra Terminais belongs to the Libra Group and carried out with Apsis the physical inventory of its assets, the physical x accounting reconciliation, the review of depreciation rates of its assets and also an evaluation for the purposes of meeting CPC 01 - Reduction to the Recoverable Value of Assets and antaq standards.



APSIS carried out the **Environmental Assessment with preparation of the Disassembly Provisioning Plan** of the Alto do Sertão II Wind Complex, covering the methodology of electromechanical disassembly and civil demolition of the parks, the description of the restoration plan of the affected land such as reforestation and the recovery of the soil and other necessary remediations provided for in the dismantling.



Apsis carried out the Environmental Assessment with the study of the Industrial Decommissioning Plan of the plants of the wind farms of the state of Paraíba, contemplating: the stages of dismantling the equipment; the demolition of existing structures; proper disposal of waste; the evaluation of materials with potential for reuse, recycling and sale; and the recovery of the areas of the enterprise, according to the future use chosen.



Klabin

Klabin S.A. is the largest producer and exporter of paper in Brazil. He has been an Apsis client since 2013 in various consulting and evaluation services. Recently, he appointed Apsis to prepare accounting reports for corporate restructurings, as well as for the valuation of fixed assets in compliance with CPC 15 - Business Combination.



Lindt, a Swiss company specialized in the manufacture and sale of chocolates, has been evaluating the value of the gloves of its properties for the Impairment Test, in compliance with CPC 01, using the methodology according to Technical Standard No. 14,653 - Asset Assessment (of the Brazilian Association of Technical Standards) and its constituent parts.

PATRIA

Patria Investimentos, which has a portfolio of approximately 25 invested companies (such as BioRitmo and Alliar), annually marks the share of its FIPs, through the fair value valuation of its invested companies, with the help of Apsis consulting.



Engie Brasil Energia S.A. appointed Apsis to prepare a corporate report, in compliance with Law No. 6,404/76, in the merger of The Associated Gas Company S.A., a subsidiary of Petrobras.



Apsis has evaluated several acquisitions of new brands since 2011. Additionally, we have prepared a corporate report for capital increase in compliance with Law Nr. 6,404/76.



Cielo S.A. is the leading company in Latin America in electronic payment media solutions and one of the largest in the world in this industry. Since 2007, Apsis has been outsourcing assets to Cielo S.A., through a work of supervision, verification and review of processes for the purpose of monitoring inventory of supplies belonging to the company, to be carried out by its suppliers.

BY SEGMENT

Energy

Apsis is frequently hired by energy companies to develop financial, tax and accounting studies to complete the best debt raising structure with third parties. This type of project includes the review of the tax calculations of SPEs that act as concessionaires of transmission services.

Telecommunications

Apsis assists companies in the telecommunications segment in the diagnostic and measurement process for the implementation of CPCs 47, 48 and 06 (R2).

Energy

Apsis is contracted to implement global risk matrix in companies. We develop, together with the company, a structure of controls that meets international best practices, with risk prioritization and optimization of efforts to mitigate them.

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