

## BDO FINANCIAL SERVICES

# HIGH GROWTH ADVISORY

## How to create an agile business and a stable organisation at the same time



### WHO YOU ARE

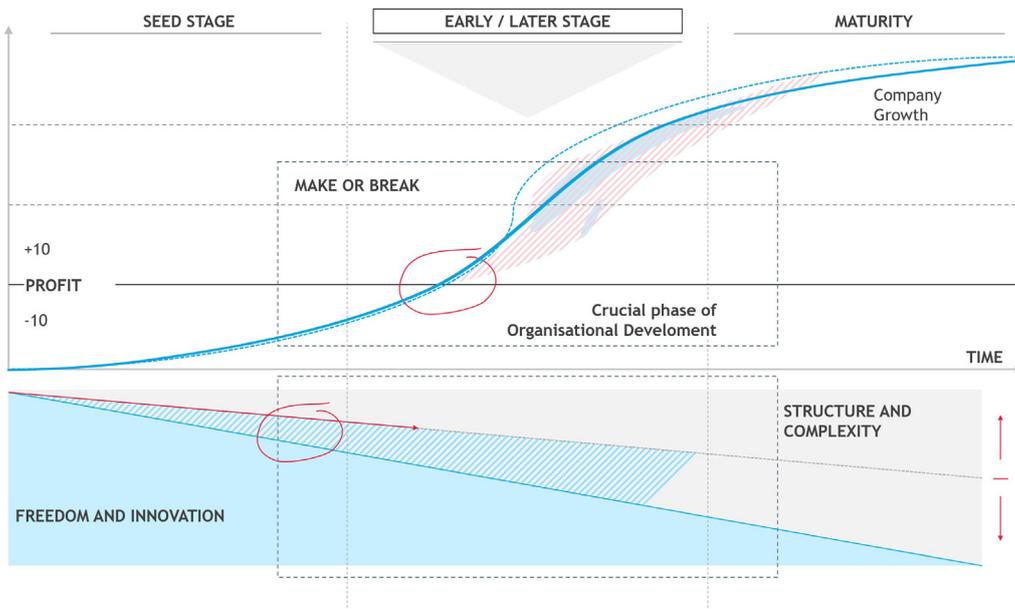
As our client, you are part of the **EUROPEAN FINTECH COSMOS**. You may be a bank, a scientist, an entrepreneur, an investor or a business angel.

Either way, you are working 24/7 to grow an idea into an asset and build a company that moves smoothly along a high growth trajectory. In the process you will – of course - outpace the competition, outsmart the incumbents and create an organisation with joyful people serving happy clients.

**BUT:** This does not always work. **AND WORSE:** In FINTECH, the rate of failure is considerably higher than in other industries, such as Biotech or pure IT.

**WHY:** As research shows, regulation generally slows company growth and is an obstacle to innovation. Failure to comply with regulatory standards and oversight poses an existential threat to both, entrants and challengers.

### BDO POINT OF VIEW – RISK TO INNOVATION AND OPTIMUM BALANCE BETWEEN FREEDOM AND STRUCTURE



In our experience, the key to **FINTECH SUCCESS** is to strike the right balance between your freedom to innovate - as an **AGILE** business - and the indispensable structure and compliance - of a **STABLE** organisation.

We help our clients to identify - and to sustain - that optimal balance over time, with independent advice and pragmatic outsourcing services.

### ABOUT BDO

With over 1,900 employees across 27 different locations, BDO is one of the leading companies for auditing and audit-related services, tax and business law consulting, and advisory services in Germany.

BDO AG Wirtschaftsprüfungsgesellschaft is the founding member of BDO International (established in 1963). With over 88,000 employees across 167 countries, it is currently the only globally active auditing and consulting organisation with European roots.

[www.bdo.de](http://www.bdo.de)

### CONTACT

BDO AG  
Wirtschaftsprüfungsgesellschaft



**Susanne Streicher**  
Partner, Financial Services  
Audit and Assurance  
Phone: +49 30 885722-758  
[susanne.streicher@bdo.de](mailto:susanne.streicher@bdo.de)



**Martin Geisler**  
Partner, Financial Services  
Corporate Finance  
Phone: +49 40 30293-422  
[martin.geisler@bdo.de](mailto:martin.geisler@bdo.de)

## WHO WE ARE

### THE FASTEST GROWING GLOBAL PROFESSIONAL SERVICES NETWORK

We have a global footprint, but we love working and collaborating with local, ambitious and fast-growing companies. Our mid-market positioning enables us to work with clients from the very early stages right through to a mature trading phase.

### HOLISTIC SERVICE OFFERING WITH PROVEN TRACK RECORD

We provide a collective expertise in accounting, tax and regulatory advice. In banking, insurance and asset management verticals, as well as in general IT, we possess long-standing proven track-record with out-sourced accounting, internal audit, tax and assurance services.

Our due diligence offering leverages this ingrained experience and enables us to provide hands-on practical advice. Our dedicated M&A team has a strong transaction track record with both, entrepreneurs and investors. So, we know where you are coming from where you are going to.

BDO FINTECH clients include 'seed-stage crypto custodians', major neobanks, banking hubs and RegTechs, low cost (and no cost) online brokers, payment service providers, InsurTechs as well as OPC players, card issuers and identity specialists. We equally advise high street incumbents on design and execution of Fintech strategies.

## WHAT WE DO

We provide three tailored offerings to meet the specific needs of the FINTECH sector. All services are per-formed by interdisciplinary teams, which draw on the combined expertise of our industry specialists.

### ORGANISATIONAL AND REGULATORY ADVICE

- ▶ Advice on Regulatory requirements (organizational, reporting, passporting etc.) according to German (KWG, MaRisk/ MaComp, ZAG, BAIT) as well as European standards and market practice
- ▶ Advice on Organisational design and Partnering strategies

### SERVICES AND ASSURANCE

- ▶ Audit of financial statements, IT audits and other assurance services (e.g. ISAE 3402, SSAE 18; web-, cloud and risk management certifications)
- ▶ Outsourced Controlling and Accounting services (management reporting and statutory accounts)
- ▶ Outsourcing of Compliance functions (e.g. internal audit) and add-on assurance services
- ▶ Outsourced Tax services (corporate and personal taxes) and tax compliance management (TCM)

### TRANSACTIONS

- ▶ Buy-side and sell-side Due Diligence (Financial, Tax, Regulatory Compliance and IT)
- ▶ Transaction Services (Information management, Data-room and PMO)
- ▶ Post-Merger Integration (Accounting, Compliance, Regulatory and Operations)

## BDO INTERNATIONAL

 **US\$9.6 billion**  
2018/2019 revenue  
A YEAR ON YEAR  
INCREASE OF **6.9%**

 **167** Countries

 **1,617** Offices

 **88,120** Staff

## BDO FINANCIAL SERVICES

BDO's strategy is ambitious: To further expand its strong market position in the financial services industry. Today, BDO's industry specialists provide consulting and auditing services to leading banks, Fintechs, investment managers and insurance companies.

More than 1,000 employees focus on financial services, including auditors, tax consultants, lawyers and other specialists, for example in the fields of compliance, IT, M&A and business valuation.

## BDO FINTECH

We are trusted partners to our clients during all phases of corporate development. From the preparation of initial statutory accounts to vendor assistance related to an exit or IPO, we offer flexible outsourcing models and ad-hoc independent expert advice.

High quality, speed, and strong motivation serve as benchmarks for everything we do.

Additional information can be found at: [www.bdo.de/fintech](http://www.bdo.de/fintech)