

# FINANCIAL ADVISORY SERVICES



# ▶ **WHETHER UNFORESEEN OR PLANNED, MOST BUSINESS OWNERS WILL FACE SIGNIFICANT OPPORTUNITIES AND CHALLENGES DURING THE LIFE CYCLES OF THEIR COMPANIES.**

Launching and growing a business, selling the company, dealing with conflict, financial hardship and even fraud demand timely, perceptive decisions.

As Canada's leading financial advisory firm focused on the mid-market, BDO has a respected team of professionals who offer diverse expertise and comprehensive services to support business owners and their management teams with help in strategic decision making.

## **Valuations**

In an increasingly demanding marketplace, business leaders, lenders and institutional investors rely on valuations to establish credible economic value.

When timing and accuracy are crucial, BDO's skilled Chartered Business Valuators (CBVs) consistently provide objective, dependable valuation reports and fairness opinions for the following areas:

- Purchase price allocation and goodwill impairment reviews
- Corporate tax and succession/estate planning
- Minority interest appraisal and oppression remedies
- Litigation support and dispute resolution
- Shareholder transactions
- Merger and acquisition pricing
- Intangible assets and intellectual property
- Shareholder agreements and joint venture agreements
- Court opinions and expert testimony
- Partnership dissolution and reorganizations

## **Transaction advisory services and due diligence**

Mergers, sales, acquisitions, divestitures and other major transactions are often key to the success of growing enterprises.

BDO's multi-disciplinary teams offer integrated advisory and support services to help buyers and sellers confidently navigate the exacting steps involved in these complex transactions, including:

- Prospect identification and screening
- Transaction evaluation and strategy development
- Lender/vendor due diligence reviews
- Financial/tax due diligence
- Tax structuring
- Merger planning and execution
- Post-transaction integration planning
- Business succession planning and succession transactions

## **Corporate finance services**

The right financing at the right time is critical for business growth and success.

With extensive business experience and broad connections in the capital markets, BDO's corporate finance specialists help management teams devise and implement financing solutions that address immediate needs and build long-term value, including:

- Capital raising
- Mergers and acquisitions
- Management and leveraged buyouts
- Recapitalizations
- Divestitures
- Project financing

### Insurance loss accounting

When a disaster like a fire or flood strikes, the future of a business can depend on the full and prompt recovery of insurance funds.

BDO's experienced professionals regularly provide quality assistance with insurance claims. We prepare loss calculations and offer support at settlement negotiations, including mediation hearings. When it is needed, we also provide expert testimony at arbitration, appraisal or trial. Our areas of expertise include:

- Business interruption loss calculations
- Stock loss calculations
- Product liability losses
- Income replacement benefit calculations
- Tort claims
- Personal injury loss calculations
- Surety claims

### Litigation support

Complex business and financial issues underlie many business transactions and disputes. Accounting expertise can have a significant impact on the outcome of disputes and legal actions.

BDO's knowledgeable financial professionals analyze and interpret detailed information to support lawyers and their clients through the dispute resolution process. We can prepare damage calculations and valuation reports, assist with research, critique expert reports and provide expert testimony at trial, arbitration hearings, or before regulatory boards, including:

- Breach of contract damages
- Tort loss calculations
- Patent infringement
- Shareholder disputes
- Family law issues
- Expert accounting testimony

### Investigative and forensic accounting

Unfortunately, financial disputes, discrepancies and fraud are quite common and, by their very nature, forensic investigations can be costly. For organizations requiring a proactive strategy or an investigation, BDO's professionals can provide prompt, confidential assistance. We take a phased approach to identify what has occurred, as well as the possible courses of action available to ensure that costs are controlled. Our experienced team includes CA•IFA designated specialists who can assist business owners, insurers, adjusters, lawyers or government agencies to efficiently investigate and resolve aspects of white-collar crime and other financial disputes. We also offer advice and provide reports and evidence to find resolutions for possible or pending civil or criminal legal proceedings.

### Strategic and business advisory services

Business owners face constant changes and challenges while working to build corporate value and maximize the profitability of their enterprises.


BDO's expansive team of skilled advisors and specialists can help to improve, strengthen or mitigate, enabling your organization to anticipate change and develop a competitive edge, through the following:

- Strategic planning
- Feasibility studies
- Business plans
- Value driver analysis/consulting
- Financial projections
- Cost-benefit analyses/economic impact assessments
- Succession planning
- Pre-sale planning/positioning



### Financial advisory services

- Valuations
- Transaction advisory and due diligence
- Corporate finance
- Insurance loss accounting
- Litigation support
- Investigative/forensic
- Strategic business advisory



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