



BTC Consultoría Fiscal y Legal, S.C.  
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**Tax & Legal**

## MISSION

At BTC Consulting Tax & Legal, our mission is to be the number one partner for businesses in their process of continuous improvement.

We seek to strengthen confidence between investors and organizations in the markets in which we work.

Our mission sets out priorities in every aspect of the business from decision making to operations.

Essential Guidelines:

1. Ensure Transparency
2. Better Customer Service
3. Deliver Quality Excellence
4. Connect Service with End Users
5. Live our Ethical Values

## PHILOSOPHY

Our integral solutions are backed by a team of highly technical professionals. We master the arts of managing, coordination, flexibility and we are committed to deliver.

At BTC, every job is duly carried out by a group of experts led by your assigned Partner.

Our matrix-based operational system sets a challenging framework for everyone. BTC firmly believes that people and their contributions are important for designing business solutions.

## OUR STAFF

We are a group of skilled and highly capable professionals with fresh ideas.

Our partners have an average of over 18 years of experience in providing professional consulting services.

Our business model consists in bringing together the competences of each and every of ours specialists, creating competitive solutions, and arranging innovative information technology applications.

## WHY BTC?

We implement strategic solutions that promote operational efficiency, technology optimization, control of resources and quality of the information.

- Personalized customer service
- Efficient solutions with high added value
- Development of flexible and feasible structures
- Competitive prices
- We successfully meet crisis situations
- We comply with quality standards

## OUR SERVICES

- Corporate Taxes
- International Taxes
- Foreign Trade and Customs
- Tax Litigation
- Transfer Pricing



# **OUR SERVICES**

## TAX & LEGAL

We design, identify and implement comprehensive tax strategies allowing for efficient compliance with local and international tax regulations.

We continuously advise our customers concerning tax burden management and key elements for financial planning in business projects.

We help preparing and revising different tax calculations and supporting documents as required by tax provisions.

We connect your needs with our services based on four cornerstones:

1. Comprehensive business knowledge and understanding
2. Expectations of tax needs in business plans
3. Identification of opportunity areas in businesses
4. Joint implementation of customized counseling programs

## CORPORATE TAXES

- Counseling for a correct interpretation of tax provisions.
  - Income Tax
  - Flat Rate Business Tax (IETU)
  - VAT
  - Federal Tax Code (CFF)
- Tax Diagnosis for Businesses
- Tax Strategies
- Analysis of Businesses Structures
- Compliance with Tax Liabilities
- Fiscal Consolidation
- Disposal of Shares
- Recovery of Positive Tax Balances
- Business Restructuring, Mergers and Spin-off's.
- Functions coordinated with our legal area
- Tax & Legal Due Diligence

Their work is essential because of the risks associated with these operations and the need for protecting investors before potential liabilities they may incur.

# INTERNATIONAL TAXES

- International Tax Consulting
- International Tax Treaties
- Process of Criteria Confirmation and Authorization
- Revising of Tax Liabilities Compliance

## FOREIGN TRADE

- Consulting on correct application of Customs Regimes
- Free Trade Agreements
- Foreign Trade-building Programs and other Incentives
- IMMEX and Temporary Inventories Control
- Procedures before Authorities
- Foreign Trade Audit
- Customs Agents Audit
- Transfer Pricing Adjustments
- Policies and Procedures
- New Certified Companies Scheme (NEEC) (Mexico)
- Single Office for Foreign Trade (VUCEM) (Mexico)



## TAX LITIGATION

We provide Tax Litigation Services comprising case analysis and design of strategies to refute by means of the necessary legal remedies, the acts or laws issued by local or federal authorities in fiscal, customs, foreign trade and local contributions.

- Contestation of tax credits determined by the Tax Authority
- Contestation of refusals from Tax Authority
- Contestation of Tax Laws or Acts of Authority, in execution of those deemed unconstitutional
- Consulting and representation before the Fiscal Authority, in review processes (home visits and desk reviews) practiced in exercise of their faculties
- Contestation of Antidumping Duties established by the Secretariat of Economy, applicable to the import of some goods into national territory
- Participation in Administrative Proceedings in Customs matters, as well as the contestation of rulings arising thereof, whether a Tax Credit and/or Assets Seizing

# TRANSFER PRICING

- Transfer Pricing studies
- Economic Consulting
- Competent Authority and Legal Defense
- Particular Rulings on Transfer Pricing
- Fiscal Analysis and Planning
- Investing in Mexico

## INDUSTRIES

- Manufacturing
- Energy and Natural Resources
- Construction and Real Estate
- Technology, Media and Communications
- Consumer Goods
- Services

## MAIN CLIENTS

- Aldeasa México, S.A. de C.V.
- Alucaps Mexicana, S.A. de C.V.
- Atlas Copco Mexicana, S.A. de C.V.
- Avon Cosmetics, S. de R. L. de C.V.
- BBVA Real Estate, S.A. de C.V.
- BD Real Resorts
- Blackhawk Network México, S. de R.L. de C.V.
- Compañía Nacional de Abrasivos, S.A. de C.V.
- Ferring, S.A. de C.V.
- Grupo Dragados
- Grupo Falcon (Mitsui)
- Grupo Schneider
- HO Trade, S.A. de C.V.
- Imerys – Liquid Química Mexicana, S.A. de C.V.
- Orient Express Hotels
- Quad/Graphics México Holding, S.A. de C.V.
- Ralph Wilson – Corporacion Coral, S. de R.L. de C.V.
- Samsung Electronics México, S.A de C.V.
- SunChemical, S.A. de C.V.
- United Phosphorus de México S.A. de C.V.
- URS Corporation
- Uvair México, S. de R. L. de C.V.
- Valeant Pharmaceuticals Group
- VSL Corporation México, S.A. de C.V.

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