




Firm Presentation

Our Firm

Sefico Nexia is a multidisciplinary platform which provides financial services, consulting, auditing and tax advisory and financial services. For nearly 60 years, we have been making our experience available to our clients both domestically and internationally. Each single engagement is driven with care by one of our firm partner with the support of a dedicated team who is able to act and advise quickly

20+m€ 

165+ 
Our teams are structured,
available, reactive and pertinent

18 
Partners

60 
Years of experience

1000+ 
Clients

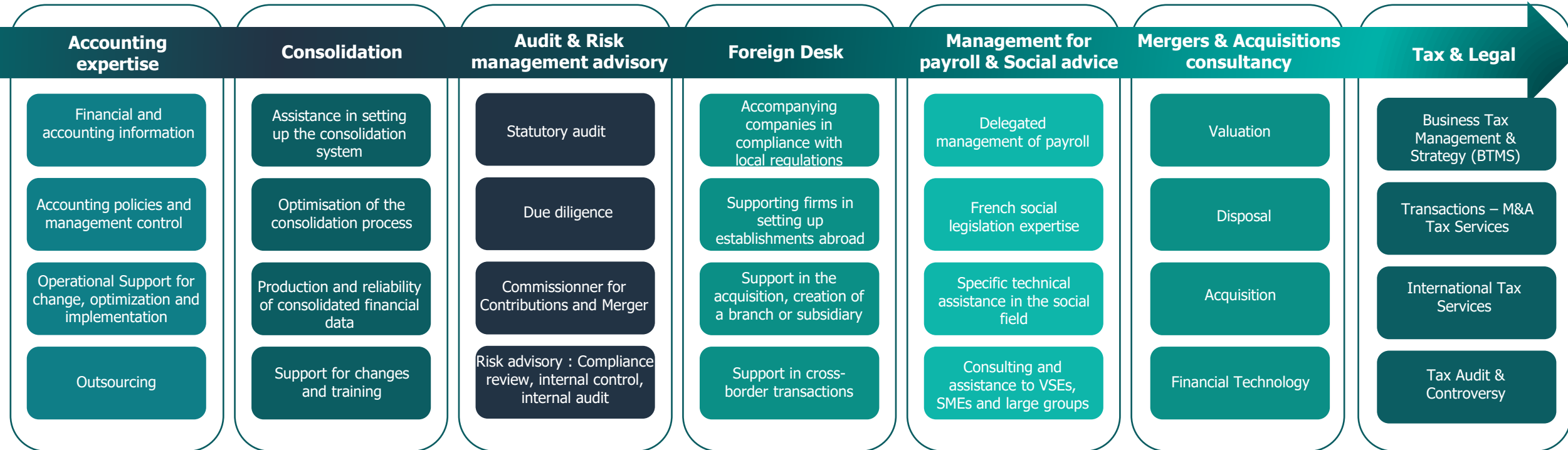
60+ 
Groups listed in France/Overseas

25% 
Certified public Accountants


...mainly coming from
prestigious universities
and management schools

10to20% 
Annual recruiting rate

Our Business Lines



Accounting Expertise



Improve reliability of your financial information and to accompany you in your decision-making

We are on your side to establish your financial information and to optimize your accounting, tax and financial management. Our teams are available to advise you. Their proximity allows them to play a leading role in the accounting and financial organization.



Knowledge and expertise

We put all business tools necessary for the realization of accounting and tax management at the disposal of our clients, assuring a complete reliability of information produced, in compliance with legal and contractual deadlines.

We bring an appropriate answer for each of your needs, whether it is about the management or review of your accounting, your tax declaration or specific technical assistance.



Range of services

- . Establishment of financial statements and accounting informations
- . Bookkeeping
- . Accounting policies and management control
- . Corporate taxes
- . Valuations



Operational Support & Outsourcing

We provide outsourcing solutions to our customers by partially or totally taking charge of your accounting and financial functions, in particular :

- restructuring or transformation operations,
- migration projects, RPA, SSC
- situations of loss of control of information,
- consolidation or improvement of the development process of financial information for its harmonization, but also the reliability of financial production, shorter deadlines, and enrichment of control data.

We offer you a multidisciplinary team, dedicated and highly qualified through its experience and training. Its areas of activity cover a wide range of skills :

- accounting,
- corporate tax,
- consolidation,
- cash management,
- human resources and payroll,
- controlling
- internal control

Our teams are familiar with the transverse processes such as Purchase to Pay and Order to Cash, use litigation management workflows and are immediately operational in the company.

We also rely on our IT department and our partners to respond to issues related to information systems and new technologies.

We use and master the main account management tools :

ERP – SAP, Navision, Baan

Accounting production tools – SAGE, CEGID, LOOP and ETAFI,

Consolidation and reporting software – SAP BFC and Opéra Amelkis.

Being involved with French and international companies, we have a good command of the IFRS and US GAAP international accounting frameworks. In particular, we have developed tools for monitoring the financial reporting of these frameworks to French standards.

Consolidation



To support you and ensure your consolidation process

We assist you to confidently achieve your goals by providing you our know-how and expertise in terms of:

- organization of the consolidation process and deadlines,
- quality of the consolidated financial information produced,
- transfer of skills to your teams.



Knowledge and expertise

Our team has solid experience acquired in a variety of sectors with groups of listed or unlisted companies. It consists of partners, managers and senior consultants experienced in consolidation, some of whom are IFRS-certified by CSOEC and CNCC. Our know-how, operational experience and knowledge of groups enable us to provide expertise on complex issues and adapt to your needs.

We can assist you on any part of the process of preparing the consolidated financial information, whether it is established under the French framework (Regulation 99-02) or in accordance with the IFRS framework. We use and know the software of consolidation market leader : SAP B.F.C. (magnitude) and OPERA Amelkis.



A varied range of services to accompany you and to attend to your needs

We bring an appropriate answer for each of your needs, whether it is about the management or review of your consolidation, your reporting or specific technical assistance.



Range of services

We provide a tailored response whether it is the full support of the consolidation process or technical and functional assistance:

- Assistance in setting up the consolidation system
- Optimization of the consolidation process
- Production and reliability of consolidated financial data
- Support for changes and training

Audit & Risk Management



Due diligences are part of our DNA

As a key player in its audit activities, Sefico Nexia developed a specific transaction services practice with a dedicated team. Our skills are based on our historical competencies in accounting, tax, legal and social advisory. Our Transaction services team has solid experience of due diligences both in France and in an international environment. We leverage on our Nexia International network to provide global services. We use to serve Small and Mid Cap companies with a high level of professionalism. We are serving our clients since more than 60 years which confirms that long term relationships remain our first priority.



Hands made Transaction services

Our approach is not standardized. For each contemplated deal, we ensure that we have a deep understanding of the context and expectations of the parties. This is a key behavior as we always propose a personalized service with a maximum of agility and pragmatism. This is why our team owns not only specific skills but also a specific attitude with the objective to respond precisely to our clients expectations that differ from deals to deals.

Our team includes specialists in all key areas in a transaction context: finance, accounting, tax, legal, social, IT and processes. We are therefore in a position to cover all the key areas of a company as part of a due diligence and able to mobilize immediately any kind of specialty in case an issue is identified during the due diligence process.

Moreover our team ensures to get a deep understanding of the target's business model and sector specificities. We consider this is a key step to ensure the financial figures are understood and considered as consistent with the company environment.



Methodology

Although we provide "hands made" services, our team has been trained to apply a common methodology which ensures the quality of our services. The key steps are the following:

- Get a deep understanding of the business in order to identify the key performance drivers
- Perform cash analysis such as cash flow statement analysis and working capital requirements
- Ensure the financial statements quality / compliance
- Present an adjusted EBITDA by removing the non recurring items
- Review the business plan key assumptions
- Perform data analytics using our dedicated tool to identify potential areas of attention that may require additional investigations.

Our due diligences are systematically documented in a detailed report which highlights the key findings and then provide many details to ensure the buyer can perform any additional analysis that may be considered necessary.



Transaction support: an additional key consulting service

Over the past years, we also developed a strong expertise in providing additional support to the due diligence that should be seen as transaction support services. Our M&A and legal specialists provides services such as:

- SPA / SHA drafting
- Preparing and managing the deal timetable
- Negotiating with the adverse party
- Preparing and managing the closing / signing meeting

Foreign Desk



To support you to ensure compliance of your business with local regulations

We assist you to confidently achieve your goals by providing you our know-how and expertise in terms of :

- organization of the consolidation process and deadlines,
- quality of the consolidated financial information produced,
- transfer of skills to your teams.



Knowledge and expertise

We have been a member of an international network for over 20 years.

We are currently a member of Nexia International network, 9th global network present in more than 120 countries.

We face the problems that are yours for a longtime and we know how to bring you the technical solutions in line with applicable regulations for a cost / competitive efficiency.



Range of services

We provide a tailored response in case of:

- You establish your business in France
- You have projects abroad



Sefico Nexia's Chinese desk

We assist Chinese companies doing their business in France

Preliminary stage:

- Target companies search
- Feasibility studies
- Financing options

Company foundation/acquisition:

- Choice of legal form
- Articles of association drafting
- Company registration
- Tax planning
- Due Diligence
- Equity Valuation
- Coordination with other experts (ex: lawyers and real estate experts)

Company support:

- Bookkeeping and reporting
- Tax compliance
- Payroll administration
- Auditing
- Operational support
- Outsourcing
- Management HR / IT advisory
- Investment opportunities finding
- M&A, transaction Services, Restructuring

Payroll & HR Assistance



To support you in the management of your payroll

Mastering the French social legislation requires great technical skills and a continuous updating of knowledge.

We will work closely to you to help you to optimize your payroll management, in particular through:

- the establishment of appropriate tools and procedures,
- completely or partially taking over your payroll,
- assistance in decision making.

Our services are for small, medium, and large companies.



Knowledge and expertise

We put a team of professionals at your service that are specialized in social matters.

We give you the benefit of their knowledge and expertise on all the economic, regulatory and tax areas related to payroll management.

We provide our customers with all the professional tools necessary for payroll management, ensuring total reliability of the information produced, in accordance with the contractual and legal deadlines.

These tools are market leaders, interactive, evolving and oriented towards the automation and increasing dematerialization of payroll management.



An appropriate service line

We provide a suitable response to your every need, whether it be the complete or partial takeover of your payroll, or specific technical assistance in the social field.

• Outsourcing the processing of payroll

We offer you a complete administrative service including:

- Taking charge of hiring formalities
- The establishment of payslips
- Preparation of periodic and annual social security declarations through the DSN
- Withholding individual tax
- Assistance with social organizations (registration, information and controls)
- Making available our powerful tools to help you manage and/or remotely view your personal situation in HR terms (claims management and acceptance of absences ...) and build your social indicators
- Our offer for dematerialization of payslips and use of digital safes

• HR advice and assistance

We offer you our expertise in:

- The management, strengthening or replacement of the payroll team
- Training in payroll techniques or payroll software
- The audit of payroll and its department
- Assistance in the development of the social audit

Mergers & Acquisitions



To offer customized support

We assist you to carry out your projects to your requirements thanks to:

- Personalized advice adapted to your challenges
- Complete confidentiality
- Respect for your employees

By offering personalized support adapted to your people, we are a trusted partner for shareholders in defending their interests and those of their companies.



Knowledge and expertise

We are a human-sized firm within an international network,
We have considerable experience with more than 150 completed transactions,
We develop close relationships with managers and shareholders,
We have multi-sector knowledge: IT, services, industry, agribusiness and construction
The quality of our deliverables is recognized in France and internationally.



Range of services to meet your needs

For each of your needs we come up with the right answer, whether it is a valuation or a project for disposal, acquisition, backing or financial technology:

• Valuation

A team of certified business appraisers offering shareholders a market valuation taking into account industry benchmarks and the company's specifics

• Disposal

We bring you the choice of buyers to best meet your expectations.
We find you the buyer that suits you and guarantees the sustainability of your company: a natural person, a direct competitor, an industrialist or an investment fund, in France or internationally.
We maximize the valuation and protect our client's interests.

• Acquisition

We are specialists in screening, direct approach, qualification and target evaluation.
We benefit from a database containing the capital projects of thousands of managers.

• Backing

We identify business synergies, customers and integration potential for you.
We select targeted industrial partners and negotiate the terms of matching capital with you

• Financial technology

We accompany you in implementing a suitable financial strategy.
We support you with the financial package (LBO, OBO, MBO) and in the selection of the most appropriate investors (sector, entry ticket, majority / minority).
We benefit from an extensive diversified network of investment funds, private investors and business angels.

Tax Advisory



Corporate tax management and strategy (CTMS)

The cornerstone of our firm's activity, the Corporate Tax team provides its expertise to companies that seek active, optimized management of their taxation, in the day-to-day management of their activities, and for exceptional operations.



M&A - Tax

We work with a very broad range of clients, from SMEs to listed multinational companies, as well as small, mid and large cap funds. We work closely with our clients to help them to anticipate and define the tax implications and opportunities of their acquisition or reorganization projects, during all phases of the analysis and implementation process.

Drawing on its international network, Nexia's M&A practice has proven expertise in the financial & tax implications of international or cross-border projects.



VAT & Indirect Tax

Our assistance focuses on reducing additional operational costs relative to these taxes, such as negative impacts on the cash flow, penalties related to regulatory irregularities, formalities induced by the non implementation of simplification measures... affecting the entire profitability of the corporation.



Tax audit and litigation

At a time when tax audits are being digitized and tax searches are increasing sharply, our firm has developed a unique expertise based on our international network to assist you in the context of audits or litigation with cross-border dimensions or raising issues related to European Union law.

Our intervention consists more specifically of the preparation / anticipation of the tax audit, the follow-up of the tax audit, the preparation of comments to be submitted in response to the proposed rectifications, assistance with the various procedures.

In the context of litigation aimed at challenging the additional taxes levied by the administration following tax audits, we analyze all the elements of the tax audit in order to identify any procedural defects, we prepare the contentious claims, bring the cases before the relevant courts and monitor the proceedings before them up to the high courts (French Supreme Court, Constitutional Council, European Court of Justice...).



International services

Our firm advise you in the management of taxation relating to your cross-border flows, whether physical, intangible or financial. We support you, in France and abroad, with multidisciplinary and combined teams in tax matters (litigation, international taxation, VAT, M&A) and performance optimization consulting (supply-chain, strategy, valuation, etc.), in the design and implementation of your projects to reorganize or modify your value chain and structuring in France and worldwide.

€
113,6 m€



5*



995



Nexia
France



TOP 20



* **Nexia Firms in
France**

Sefico Nexia

- And his business partners
- Aca Nexia (Paris)
 - Eca Nexia (Center)
 - Groupe Y Nexia (West)
 - Novances Nexia (South East)

Nexia International in Europe

\$
1.302,0 m\$

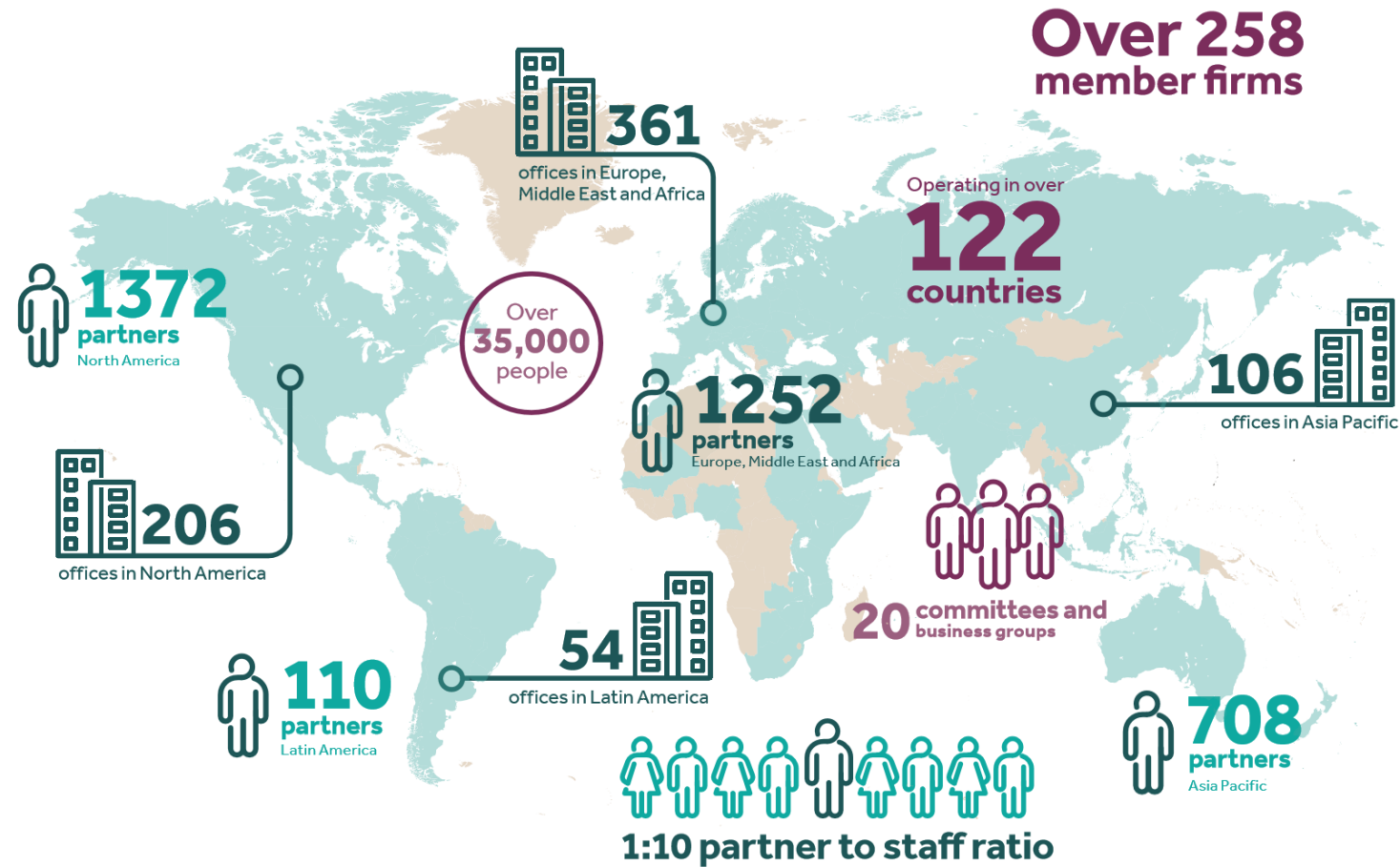


10.600



7

Our Nexia World in Numbers



Awards and credentials



International Accounting Bulletin Survey 2020



Rising Star Network Award at the IAB Awards 2013



Fee income for 2019



A global network that is where you want us to be

About us

Nexia International is the 9th worldwide network of independent accounting and consulting firms

Wherever you do business

Through the networks global connections, shared values and long-lasting professional relationships, you can expect the highest standard of professional advice – anywhere in the world.

- Shared values and professionalism
- Individual attention
- Customized solutions
- Quality control
- Technical expertise

Service lines

ADVISORY
AUDIT
TAX



65, avenue Kléber
75116 PARIS

Tél : +33 (0)1 44 34 08 00

www.sefico-nexia.com

