

## Modeling Services in Chile

### What is a financial model?

A **financial model** is a **tool** designed to better understand a complex business problem and enhance decision-making. A reliable financial model should be:

- Accurate,
- Robust,
- Flexible,
- and Easy-to-Use.

### The need for specialized modeling skills

In most investment projects, several parties work together to achieve a medium or long-term goal. They often use financial models to assess the value added by their projects and how value should be shared among parties. Small errors in spreadsheets can lead to severe consequences. Therefore, the development of financial models requires **specialized skills**.

In many cases, models are designed, developed and maintained by in-house modelers. The tools that they can use, Excel for example, increase the risk of complicating the model, creating a "black box" that no one can understand except its creators.

Beyond a certain level of complexity, or when stakes are high, it becomes essential for all parties involved to be able to use reliable and understandable models. In such cases, it is necessary to **rationalize the models** and resort to modeling experts to develop or review them.

This is why Deloitte has formed a team of **experts in financial modeling** who work in a wide variety of projects: Project Finance, M&A, Financial Planning & Analysis, etc.

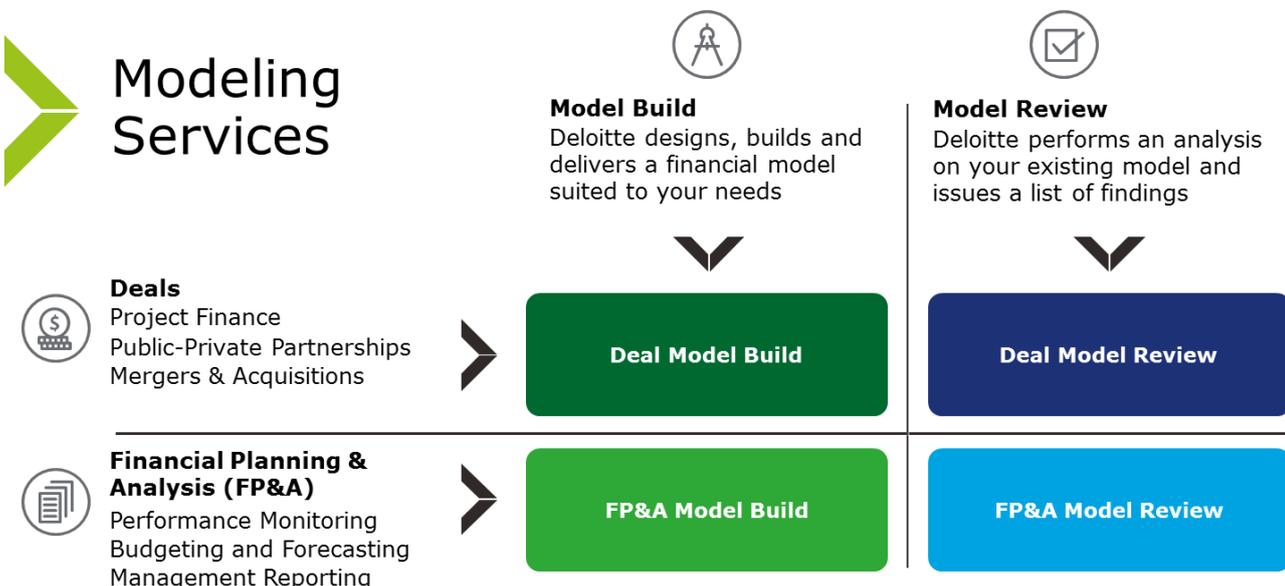
### Our Modeling Services

Our dedicated modelling team based in Santiago provides a wide-range of modelling services.

We **design** and **build** tailor-made financial models that provide valuable insight to our Clients and help them take well-grounded financial decisions. On behalf of our clients, we can also **review** existing financial models by evaluating their overall construction, logical consistency and arithmetical accuracy, and thereby provide comfort on their reliability.



A model is a tool for making decisions



## Our Modeling Team



**Rafael Malla**

### **Partner**

With 17 years financial advisory experience and also experience in trading desk positions, investment and portfolio management Rafael Malla leads the national Valuation practice of Deloitte in Chile.

Mr. Malla performs financial consulting assignments related to risk management, corporate decision analysis, and valuation. His valuation experience includes business and securities valuations for a variety of purposes, Purchase Price Allocations and Impairment Testing, intangible and biological valuations as well as real estate appraisals.

Mr. Malla has also been involved in topics such as banking licenses, IPOs, and M&A. performing services in various industries such as financial; telecommunications; energy and retail industries, among others

**Tel/Direct: +562 729 8787**

**E-mail: [rmalla@deloitte.com](mailto:rmalla@deloitte.com)**



**Thomas Pelofi**

### **Manager**

Thomas is a Manager within the Financial Advisory Services practice at Deloitte. He has more than 8 years of experience in areas such as Financial Modeling, Project Finance, Valuation, Financial and Management Accounting. His areas of focus are the Power, Water and Infrastructure sectors.

Prior to joining Deloitte, he worked in Japan, managing financial modeling engagements and advising clients such as Japanese trading houses, banks and industrial clients.

Thomas holds a Master's degree in Management from HEC Paris, studied in Hitotsubashi University, passed CFA level II, and is currently working towards the CFA designation.

**Tel/Direct: +562 729 7299**

**E-mail: [tpelofi@deloitte.com](mailto:tpelofi@deloitte.com)**



**Ioana Martian**

### **Senior Consultant**

Ioana is a Senior Consultant within Deloitte Financial Advisory Services practice in Santiago, Chile. Over the past 4 years she has specialized in Financial Modeling, Project Finance and Business Valuation.

She transferred from the Deloitte Business Valuation office in Bucharest, Romania where had been working for 1.5 years during which she advised clients, on business valuations, PPAs and fixed assets valuation.

Ioana is a Junior Fulbright Scholar and holds a Master's degree in Finance from A.B.Freeman School of Business – Tulane University, New Orleans. She is a Certified Appraiser in the fields of business and real estate valuation and a member of the National Association of Romanian Appraisers.

**Tel/Direct: +562 729 7237**

**E-mail: [iomartian@deloitte.com](mailto:iomartian@deloitte.com)**