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Dear friends,

2020 brought much uncertainty in many economic sectors in Ukraine. The case for the retail and wholesale sectors was no different. With the COVID-19 pandemic in full swing, companies in these sectors faced new challenges that demanded out-of-box solutions.

Our team specialize in this sector and will be glad to help you find tailored solutions to various strategic and operating business challenges. Our core competencies include:

- Audit, tax, and corporate finance
- Operating system
- Strategy
- Human capital

We develop our solutions relying on our extensive experience and expertise in retail and wholesale business.

[Deloitte Report](#)
2020 Consumer Behavior
in Ukraine



Audit, tax, and corporate finance



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Audit – Compliance with the laws on accounting and financial reporting

Your needs

Do you need to ensure full compliance with laws on financial reporting? Do you need an audit or an expert opinion on specific accounting issues?

Our solutions

- Transition to the IFRS: full or partial support during the process
- Building or enhancing of the IFRS reporting preparation process
- Assistance in the preparation of the IFRS reporting package
- Diagnostics of how well your business is prepared for an audit
- Audit of the IFRS and UAS reporting in accordance with applicable laws



Taxes – Comprehensive assessment of how well your business is prepared for the tax reform

Your needs

Is your business prepared for the latest tax changes?

Our solutions

- We are pleased to propose solutions to adapt your business to key tax changes:
- Preparation of the three-tier TP reporting
 - Advice on taxation of controlled foreign companies
 - Permanent establishment risk assessment
 - Support during tax audits and their challenging under new procedures



Financial Advisory – Raising funds, M&A deals

Your needs

Are you planning to buy or sell business? Do you need help in raising funds or restructuring debts?

Our solutions

- We will help identify risks that may come with the business you intend to buy and will assess its real value.
- We will help prepare your business (or an investment project) for attracting investments or restructuring existing debts by increasing its attraction and trustworthiness in the eye of potential creditors and investors.

Operating consulting and finance function transformation



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Development of e-commerce strategy

Your needs

Are you planning to go online? Or to increase total sales volumes due to the synergy of selling through online and traditional channels?

Our solutions

- Concept of organizing e-commerce, either as part of the general sales strategy or online sales only
- Building/optimization of business and the online sales operating model



Customer service

Your needs

Are you seeking to improve your customer interaction? Do you want to implement a two-click ordering feature?

Our solutions

- Analysis and optimization of the processes that support the buyer customer experience
- Support of the implementation of new products/services with focus on customer experience



Optimization (centralization) of back-office processes

Your needs

Are you seeking to boost back-office processes efficiency (finance, HR, non-commercial purchase, etc.)?

Our solutions

- Assessment of the existing processes and development of their optimization roadmap



Integrated business planning

Your needs

Are planning processes not yet synchronized between multiple business functions? Is more accurate planning required?

Our solutions

- Building of an end-to-end planning process across the company, starting with the innovation implementation plan (marketing department), including sales, production, procurement, logistics, and finance departments

Human Capital



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Personnel management approaches transformation

Your needs

Do you have to struggle to retain, motivate, and develop staff (including leadership development)?

Our solutions

- Development of an HR strategy
- Development of the management systems to ensure appropriate performance, motivation, reward, development, and training
- Development of leadership development programs based on leadership competences and potential



Organizational transformation

Your needs

Has it become crucial to have an effective organizational structure in place? Is there a need to build an effective corporate culture?

Our solutions

- Organizational design review and enhancement
- Exploring the CulturePath and development of the transformation plan



HR function transformation

Your needs

Are you making efforts to build an effective HR function?

Our solutions

- Development of an HR function strategy
- Development of high-performance HR function model



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