

INSTITUTIONAL PRESENTATION | BPO

# INNOVATION THAT AIDS IN THE GROWTH OF ORGANIZATIONS

2024



[www.hlb.com.br](http://www.hlb.com.br)

TOGETHER WE MAKE IT HAPPEN

# HLB IS ONE OF THE LARGEST GLOBAL NETWORKS OF PROFESSIONAL SERVICES

With over **50 years of history**, we aim to bring dynamism so that the local expertise of our firms and the exchange of global experiences make a difference in serving our clients.



GLOBAL RANKING  
**8th PLACE ACCORDING TO IAB 2023**

**157**  
**COUNTRIES**      **1069**  
**OFFICES**

**+50**  
**YEARS OF**      **+45,000**  
**HISTORY**      **PROFESSIONALS**





**IN BRAZIL, HLB HAS OVER 30 YEARS OF EXPERIENCE PROVIDING SERVICES TO MULTINATIONAL, NATIONAL, AND STARTUP COMPANIES.**

**+500  
SPECIALIZED  
PROFESSIONALS**

**5 STATES**

**8 OFFICES**

Our clients rely on a complete structure dedicated to optimizing processes, with professionals regularly trained.

## BENEFITS OF HIRING HLB:



Service-specific points of contact



Technical expertise by industry type



Risk mitigation



Proactivity in identifying opportunities



Standardization of processes, bringing efficiency and agility.



Cost and operational process optimization



Focus on the core business



Embedded technology

## ORGANIZATIONAL CHART



Director/Partner



Manager



Supervisor



Analyst



Assistant

# RECOGNITION THROUGH DEDICATION AND COMMITMENT.



**Network of the Year**  
International Accounting Bulletin



CARBON FREE

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CARBON FREE E  
AMIGO DA FLORESTA

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- Excellent - Best Consulting Firms in Outsourcing (BPO) 2025
- Recommended - Best Consulting Firms in Audit 2025
- Highly Recommended - Best Advisory Firms in Transaction Services 2025
- Notable Practices - Best Consulting Firms for Tax Advisory - 2025



**ISO 27001 and ISO 27701 Certification**

Provided by the constant pursuit of innovation and continuous specialization.

# OUR SOLUTIONS

## BPO

- Management and accounting solution;
- Tax analysis and solution;
- Accounts payable and receivable management;
- Payroll management and solution;
- Consultancy for establishing companies in Brazil.

## IT Advisory

- Analytics;
- ERP on Demand;
- Digital Infrastructure.

## Specialized solutions in:

- TOTVS Protheus ERP;
- RPA for Process and Task Automation;
- Manuals via Robotic Process Automation (RPA);
- Software Factory;
- TOTVS Fluig BPM Platform.





## **CORPORATE INSURANCE AND BENEFITS MANAGEMENT**

- Cybersecurity;
- Guarantee Insurance;
- Civil Liability;
- E&O;
- D&O;
- Health and Dental Insurance;
- Life insurance.

## **LEGAL REPRESENTATION TO FOREIGN COMPANIES**

- Local Director;
- • Use of Tax Address;
- • Attorney in Fact to foreign companies;
- • Paralegal.

# TALENTS HLB

Thinking about the convenience of our clients, we have developed a range of services focused on talent acquisition: **Talents HLB**.

**We provide** resume screening, group and/or individual interviews, behavioral assessment, technical evaluation by field and level, and verification of previous references.

## OUR EXPERTISE:

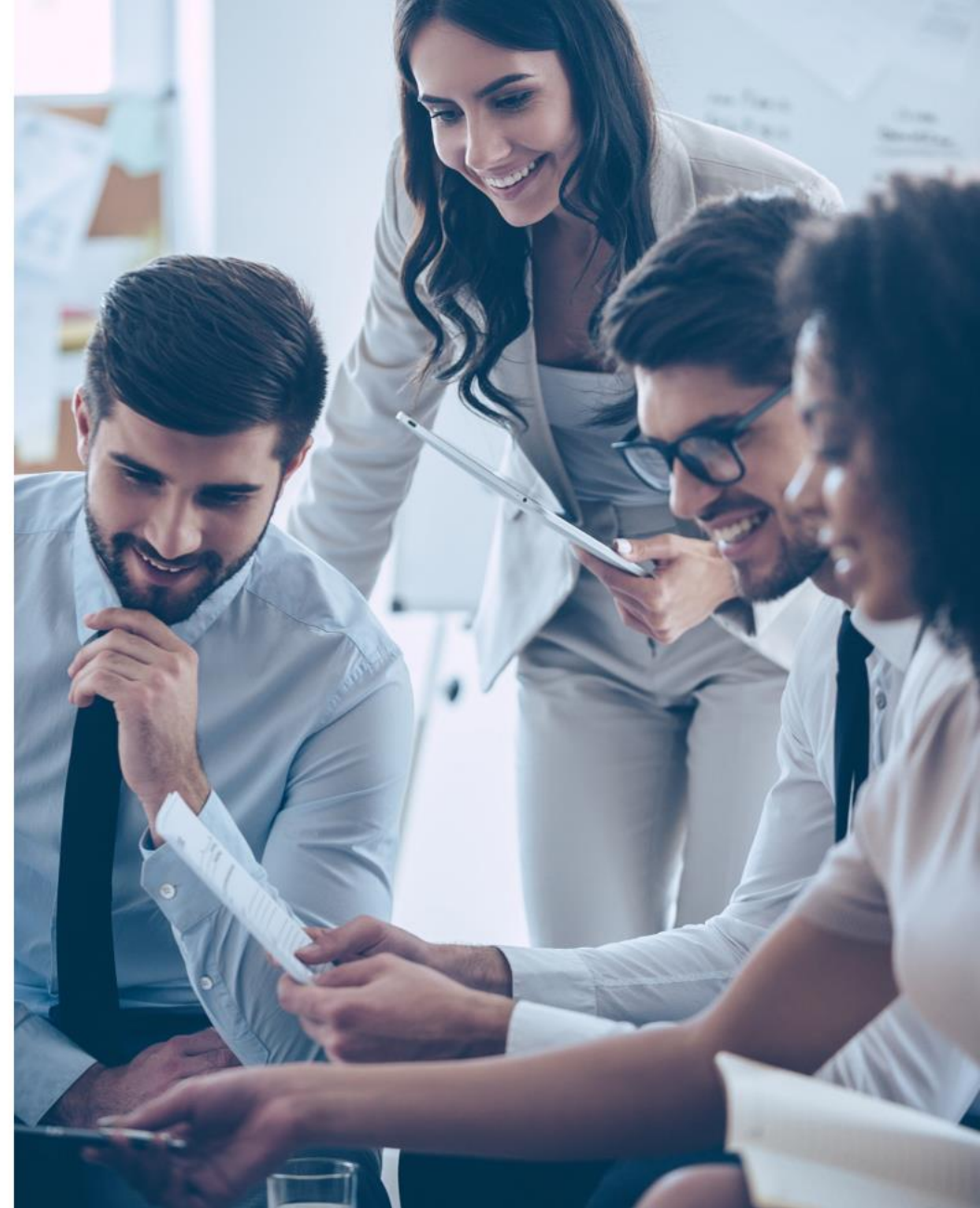
- Operational technician;
- Specialists;
- Executive;
- Staff loan.





# HLB BRAZIL COMPLIES WITH MARKET TECHNICAL REQUIREMENTS, BRINGING SOLUTIONS THAT GENERATE GROWTH.

- 1 Training**  
Specialized professionals who undergo regular training to equip them for service in various sectors.
- 2 Risk Management**  
Through applied technology (Total Tax solution tool) and proven efficient processes, we analyze your company's current scenario and provide solutions to mitigate operational and fiscal risks.
- 3 Reports and Document Management**  
We work with technologies that reduce the time and bureaucracy of demands, through integration with ERP systems, real-time and on-demand report development.
- 4 Security and Quality Control**  
We follow all information security protocols, ensuring a high standard of quality at each stage of the process and interaction with clients, anticipating needs, and seeking growth opportunities.



ACHIEVING SUCCESS THROUGH STRATEGIES BASED ON THE 4 FUNDAMENTAL PILLARS OF OUR ORGANIZATION.

# OUR TECHNOLOGIES

We work with cutting-edge technologies, prioritizing high-level automation and the best in the market.

## Processing and Document Workflow

We optimize our clients' workflows through a tool that provides organization, transparency, and trust for the execution of all signature processes and document submissions.

We offer process signing efficiency, effective communication, and error mitigation by maintaining complete control of demands and deadlines under the supervision of our clients.



PLATFORM  
ACCESS

CLIENT REQUESTS  
THE DEMAND



INSERTS THE DOCUMENT  
AND INFORMATION



EXECUTION OF  
THE DEMAND



## PROTHEUS

Efficient ERP management to automate and administer all segments of our clients.



### FIXED ASSETS



### PURCHASING



### INVENTORY/COSTS



### BILLING



### FINANCIAL



### HUMAN RESOURCES MANAGEMENT



### TAX



### MANAGERIAL ACCOUNTING

#### Financial

- Chart of accounts;
- Accounts payable;
- Accounts receivable;
- Cash flow;
- Investments and loans;
- Managerial analysis.

#### Accounting

- Budgetary management;
- Accounting tracking;
- Ledgers and journals;
- Consolidation of company groups, units, and subsidiaries;
- Managerial views (Income statement, Balance sheet, and Cash flow).

#### Tax

- Tax calculation (ISS, ICMS, ST, IPI, COFINS, CSLL);
- Generation of statements;
- Generation of electronic obligations;
- Complementary obligations;
- Tax books;
- Generation of ECF, ECD, SPED Fiscal, SPED, eSocial, and REINF.

#### Inventory

- Movement;
- Inventory management;
- Traceability;
- Average cost;
- Inventory query;

#### Billing

- Commercial policies;
- Sales order;
- Sales invoice;
- NF-e interface;
- NFS-e interface;
- Managerial analysis.

#### Purchasing

- Purchase request;
- Quotation;
- Purchase order;
- Purchase approval levels;
- Physical verification;
- Entry invoice.



# Power BI

From financial statements, treasury and finance analysis, inventory and cost control, and monitoring of sales margins by product, we generate managerial information that provides a clear view of the business, facilitating strategic decision-making.



# COMPLIANCE

## PROCESS

- Review of Tax process;
- Risk management;
- Tax Compliance;
- Focus on improvements;
- Efficiency of the process.

## TECHNOLOGY

- Quality management;
- Process safety;
- Elimination of manual entries.



# INDUSTRIES

Our commitment and expertise are dedicated to all industries.

Agriculture

Food and Beverages

Healthcare

Media and Telecommunications

Oil and Gas

Real Estate

Technology

Third Sector

**TOGETHER WE MAKE IT HAPPEN**

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**OF THE 10 COMPANIES LISTED ON NASDAQ,  
THAT HAVE GROWN THE MOST IN THE LAST FEW  
YEARS, 4 ARE CUSTOMERS OF HLB BRAZIL.**



**STARTUP**



**SMALL BUSINESS**



**MEDIUM  
BUSINESS**



**LARGE  
BUSINESS**

# PROVEN RESULTS!

"The HLB team is very dedicated and attentive, and the services are excellent."

**Rogério Fernandes - TISI do Brasil Serviços Industriais Ltda**

"The HLB Brazil team is very easy to work with! They help us understand local changes, are flexible, responsive, and supportive. We appreciate their expertise as it makes the process easier for us. Thank you."

**Lyle Cowgill - Babcock & Wilcox Global Sales & Services Brasil Ltda.**



# OTHER SOLUTIONS

## AUDIT

- Audit of Financial Statements
- Internal Audit and Risk Management
- Accounting Diagnosis and Pre-Audit
- Diagnosis of New Standards
- Special Services and Revisions

## TAX ADVISORY

- Tax Studies - Local and International
- Integrated programs in ESG, risk, and compliance
- Review and Tax Consulting in the areas of Direct and Indirect Taxes, Labor, and Social Security FIN48
- Transfer Pricing
- Advisory in M&A and Raising Funds and Transactions
- Fraud Investigation, Assessment Reports
- Company Restructuring, Crisis Management Advisory





# OUR TEAM



**Douglas Locatelli**  
Managing Partner



**Marcio Henrique de Oliveira**  
Leader of BPO Operations in  
Brazil



**Paulo Crepaldi**  
Advisory Partner



**Rogério Rokembach**  
Audit Partner



**Renato Sella**  
Leader of Market, Legal  
Representation and Insurance



**Ines Caressato**  
Leader of BPO Operations in  
São Paulo



**Marcelo Fonseca**  
BPO Leader of the offices in  
Rio de Janeiro and Campinas



**Thiago Alves**  
Governance and Risk  
Management Leader



**Luiz Fleury**  
Corporate Finance Partner



**Eduardo Vaz**  
Leader of Transaction  
Services and Forensic

## Contact us

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