

BDO SOUTH AFRICA - TMT CREDENTIALS DOCUMENT

A FRESH PERSPECTIVE



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"FOLLOWING THE MERGER WITH THE CAPE TOWN, JOHANNESBURG AND DURBAN OFFICES OF BDO, AND THE INTRODUCTION OF A SPECIALISED FINANCIAL SERVICES BUSINESS UNIT, THE BDO OF TODAY IS UNRECOGNISABLE IN SIZE, OFFERINGS AND SKILLS OF THE SAME FIRM TWELVE MONTHS AGO."

MARK STEWART, CEO, BDO SOUTH AFRICA

WHO WE ARE

Auditing has changed globally and locally over the last few years. Clients and regulators demand greater care, scrutiny, quality and ethics from their audit and professional services partner. At BDO, we want to help you get a fresh angle on your business, so you can make the right decisions to increase the agility, strength and success of your organisation.

BDO is eager to look ahead with you. Together we will gain new insights and new opportunities in your market and together we will create new perspectives.

With 1 733 professionals in 9 offices across South Africa, coupled with our global resources, responsiveness and relationship-driven approach, we shine a unique lens on clients' businesses to see the people beyond the numbers and establish where they are going.

A new perspective is what BDO wants to offer you. Our team is eager to look ahead with you and gain new insights from our market and hopefully create new perspectives of our own.

OUR BRAND PROMISE – exceptional client service, always and everywhere – is founded on three core delivery pillars:



► For high-performance businesses, there is no 'off' switch. Communications are sent day and night, across oceans and time zones. Mobile, apps., emerging technologies, we are agile and responsive.



► We work with clients across all industry sectors, in 167 countries globally. We listen, understand and provide a tailored solution to meet your needs. The experience we have gained in business since 1938, allows us to be a trusted adviser to our clients whenever needed.



► The foundation of our business is strong relationships, with our clients, our colleagues and other stakeholders. We take the time to know our clients personally, getting to the heart of what is important to them and their business – because if our clients are successful, then we will be too.

GLOBAL REVENUE

US\$ 9.6

BILLION



BDO SOUTH AFRICA

2020	2019	2018
R1.3	R764	R664
BILLION	MILLION	MILLION

NO. OF PARTNERS

123	114	47
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% OF TOTAL FEES TOP 5 CLIENTS: 5.7%
 % OF TOTAL FEES TOP 10 CLIENTS: 8.2%

Recurring fee base: R685m



9 office locations:

- ▶ Cape Town
- ▶ Durban
- ▶ Johannesburg
- ▶ Illovo
- ▶ Roodepoort
- ▶ Port Elizabeth
- ▶ Pretoria

1,617 offices




167 countries & territories

CLIENT SERVICE AT THE CORE

We have one of the lowest global professional staff-to-partner ratios amongst our peers. This ensures a fully partner-led service approach and ensures that a high-quality audit is consistently delivered.

BDO	Larger networks
9:1	16:1



BDO SOUTH AFRICA	
STAFF	NATIONAL
▶ Partner + Directors	178
▶ Managers	271
▶ Total Staff	1733



PROFESSIONAL STAFF
GLOBAL HEADCOUNT

88 000+

WHAT IS TMT ?

The way we live, consume and do business is being transformed by technology - there are no aspects of our lives that are untouched by its impact. Blockchain, Artificial Intelligence, Augmented Reality, personalisation and automation will be driving the pace of change over the next years, or perhaps just months, before they are overtaken by new technology.

Nowhere has the impact of technology been deeper or wider than in media. How media and content are produced, distributed, monetised and consumed is unrecognisable from just a few years ago. The pace of change will continue to be driven by the developments in technology.

The businesses behind these developments are as innovative as the products and services they create. They start as small and agile companies driving technology development at a breakneck speed. If they are successful, they grow fast and internationally from day one.

Even if they are disrupting markets or creating new ones, technology companies face the same challenges that businesses have always faced; growing and scaling up, accessing finance, managing and complying with regulation and maintaining the culture that created success in the first place. Innovation is essential to success in the diverse technology industry, encompassing information technology (software and hardware), media & entertainment and telecommunications. BDO is ready to grow with you.

BDO's technology specialists have deep experience in helping clients around the globe to navigate the various issues affecting the industry. Our approach is agile, practical and reflects the nature of rapid change in the industry.

Our people monitor the regulatory landscape and market movements, ensuring that our solutions are as innovative as the clients we support. We also leverage our global resources from one of the world's largest networks to offer you direct access to local intelligence and experts to help you meet your business goals, wherever you operate. We can guide you in these and other areas:

- ▶ Mergers and acquisitions
- ▶ Initial Public Offerings
- ▶ Research and development
- ▶ Salary packaging
- ▶ Licensing agreements
- ▶ Financial reporting and regulatory matters
- ▶ Risk advisory
- ▶ Forensics services.





TECHNOLOGY

TECHNOLOGY

Technology is changing the way people work, the way companies operate and the way consumers act and buy. Technology is also creating new markets and disrupting existing ones. The most high profile disruptors have been Uber and AirBnB but the new billion-dollar market in apps was an unforeseen impact of the smartphone. We have yet to understand fully how voice-recognition may change the world of retail or how AI and blockchain upsets the world of professional services.

New digital entrants are affecting every sector or industry. The newcomers are putting technology at the heart of their offer to gain a competitive advantage. Whether it is IT service providers, proptech and platforms in real estate, cleantech in the natural resources sector or robots and the IoT in manufacturing, those who put technology are emerging as market leaders.

How BDO can help your technology business. Whatever sector or market you operate in; we want to help your technology business succeed. We want to generate the ideas and advice that will make a difference to your bottom line. We are strong Technology and Media team with a wealth and depth of experience that comes from taking the time to understand the people who run the businesses we work with. We draw on the expertise of our sector and industry teams across BDO and our 18 offices in the UK. There is no sector where we can do not have the expertise and the people who can make a difference.

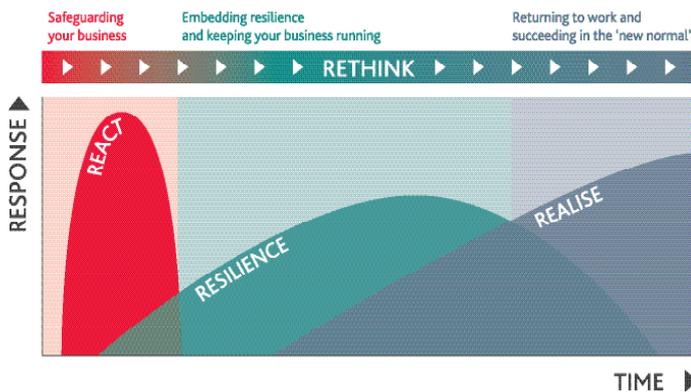
Typically, our technology clients have international ambitions from Day 1. The BDO international network means that we are able to help them achieve those ambitions by providing local knowledge and experience wherever they operate.



TECHNOLOGY

RETHINK - TECHNOLOGY

At BDO we have framed our thinking for recovery around the Rethink model with three phases, React, Resilience and Realise.



Technology companies were driving innovation and change long before Covid-19.

With a rapid rate of transformation as their ever-present companion, technology company executives are juggling more information and options than ever before when formulating and executing on business strategies. In a sector defined by quick change and fast growth, the ability to make

timely, informed decisions is often a foundation for success.

Every technology company's starting point and trajectory are different. However, all of them need information, insight, and diverse perspectives in order to react to the challenges they face today and to increase resilience in their business operations and growth strategies. Furthermore, technology companies must identify ways to realise their full potential in a world in flux where accelerating digital transformation, industry consolidation, and new customer preferences all create both challenges and new opportunities for growth.

At BDO we have a deep understanding of the constantly evolving business environment that technology companies operate in. We understand the challenges and complexities that affect your business thereby allowing us to help your company reach its full potential. Our global BDO team with representatives in more than 160 territories assists technology companies from start-ups to some of the world's biggest multinationals with a broad range of services.



MEDIA AND ENTERTAINMENT

MEDIA

Our clients in the media industry operate across a wide range of media and entertainment sub-sectors. They range from ambitious public companies to owner managed and private equity backed businesses. We provide them with the accounting and business advisory services that make a difference to their bottom line.

Our clients include

- ▶ Marketing & Communications agencies
- ▶ Advertising and Adtech agencies
- ▶ Music groups
- ▶ PR agencies
- ▶ Digital media
- ▶ Games
- ▶ Publishers
- ▶ Broadcasters

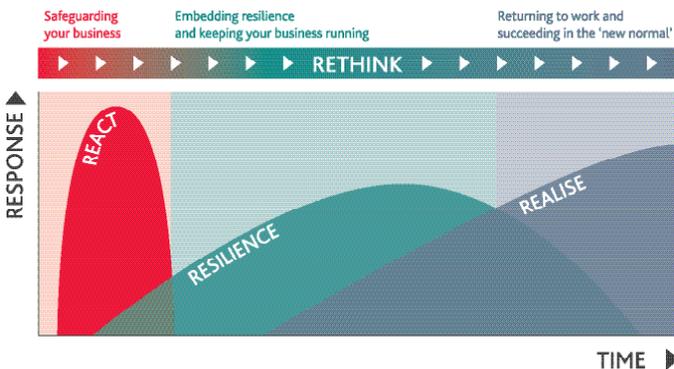
Our Media clients work with us on audit, tax and the full range of accounting services. We also deliver advice on complex issues including valuations, dealing with transfer pricing, as well as mergers & acquisitions and due diligence.



MEDIA AND ENTERTAINMENT

RETHINK - MEDIA & ENTERTAINMENT

At BDO we have framed our thinking for recovery around the Rethink model with three phases, React, Resilience and Realise.



The media and entertainment industry is a dynamic and agile sector. However, the effects of COVID-19 on the industry are complex and highly dependent on which subsector one is operating in, varying from an uptick in demand to a need for a complete rethink of the business model.

The same applies to the issues that media companies will seek to address in the months and years ahead.

For example, streaming services and gaming subsectors have seen increased demand during the pandemic, and these companies must evaluate what this means for their investment in IT infrastructure and new products

and services. The events subsector and a portion of the advertising subsector have, on the other hand, experienced a decline in business and a need to stabilise cash flow, refine financial forecasts, and to pivot some – or even all – of their services.

For many media companies, existing business models have been disrupted, leading to questions such as: which changes are temporary, and which ones will remain over the longer term?

Media companies operating across all subsectors are undergoing a technology-driven evolution to respond to changing customer preference for unique, digitally enabled, customisable experiences. Funding for growth to innovate and to further develop existing service offerings must be balanced with strong ROI, and timely integration of new technologies. Accelerating digital transformation has been a priority across the media sector – even before COVID-19. Now, the need to act quickly is acutely felt as new technologies, such as AI, AR/VR, and 5G, create new opportunities.

Our global BDO team, with representatives in more than 160 territories, assist media companies from start-ups to some of the world's biggest media conglomerates. They have a deep understanding of the rapidly evolving business environment that media companies operate in. They understand the challenges and complexities that affect media businesses and know how to help them streamline operations, create value for stakeholders, thereby helping media companies reach their full potential.



TELECOMMUNICATION

TELECOMMUNICATION

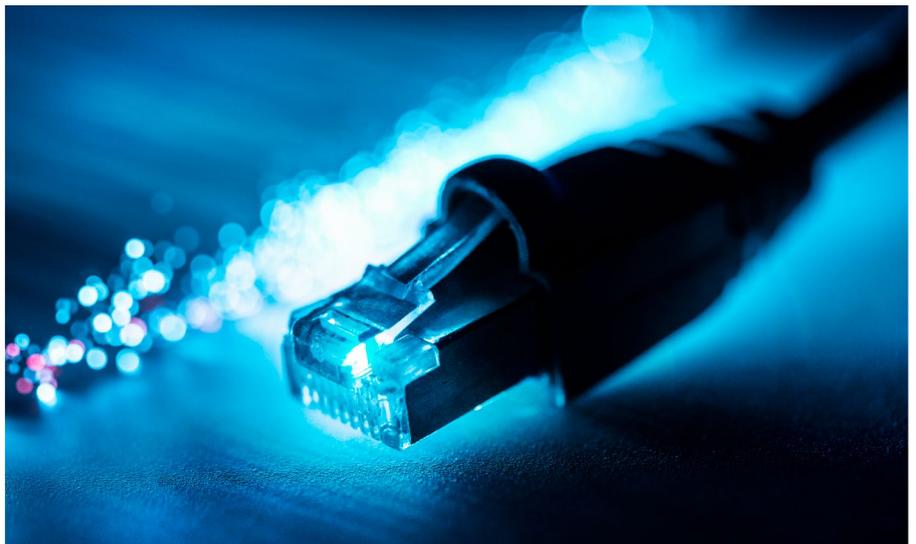
Telecommunications, once considered among the most stable industries, has seen game-changing technological disruptions in recent years. Intensive competition has driven industry consolidation as well as diversification with many providers adding non-traditional services to their portfolios.

Regulations, financial risks, currency exchange fluctuations, data privacy, short supply chains and limited supplier pools are major risk issues for telecommunications providers.

The regulatory environment is of particular importance. The industry is heavily regulated both in Australia and globally. In particular, applying the International Financial Reporting Standard 15 is a challenge, with the need to invest in more capable IT systems to record the necessary data to become compliant with the standard.

Providing expert advice to help navigate change is what BDO does best.

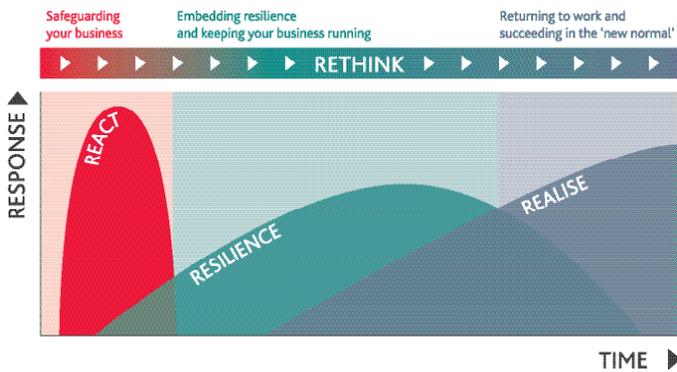
Our telecommunications advisors are well-informed of the challenges and opportunities in the industry, locally and on a global scale. Our experience and resources enable us to effectively partner with you, wherever you do business, providing insightful and innovative advice for your evolving needs.



TELECOMMUNICATION

RETHINK - MEDIA & ENTERTAINMENT

At BDO we have framed our thinking for recovery around the Rethink model with three phases, React, Resilience and Realise.



Prior to Covid-19, Telecom companies around the world were already transcending a period of profound change. Cybersecurity risks, Internet of Things, data protection, access to funding, and diversifying their service offerings were just some of the areas creating new challenges and opportunities.

Now, changes have accelerated and the speed required to respond to these changes has increased. Reacting to immediate challenges, increasing the resilience of business operations and finding ways to realise the opportunities created by industry consolidation, new customer preferences and geopolitical changes, as well as a need to venture into new industry verticals, are some of the tasks at hand.

At BDO, we work with a broad range of telecom companies, including some of the industry's largest players. We understand the challenges and complexities affecting heavily regulated companies in times of significant change.

Our global BDO team, comprised of representatives in more than 160 territories, assists telecom companies with a broad range of services, including business optimisation, mergers and acquisitions, collaboration arrangements, integrating new services and technologies and much more.



OUR EXPERIENCE

We have a clear ambition at BDO – to provide exceptional client service through demonstrable knowledge and focus which sets us apart from other large accountancy firms. We deliver this ambition because we are passionate about understanding your business and its key drivers, but also understanding the sector in which it operates, and its challenges and opportunities.

We firmly believe that exceptional client service is all about the qualities, skills and behaviours of the whole service team; everyone in our core team is a sector specialist and has a genuine desire to work with businesses from within the sector. They bring their technical knowledge and industry expertise to advise clients across the online travel industry.

By investing high quality, senior time, we are able to understand you and your business and provide a tailored and highly responsive service that immediately adds value.

Companies in this sector need advisers that share their enthusiasm, understand the sector and have the breadth and international reach to support their needs.

OUR BDO SOUTH AFRICA CLIENTS*

- ▶ Go2Africa
- ▶ Wigroup
- ▶ Lexis Nexis
- ▶ Timetoreply
- ▶ Jumo
- ▶ PBT Group South Africa
- ▶ Snap Systems
- ▶ Digicape
- ▶ Sizwe It Africa
- ▶ Mustek
- ▶ Networks Unlimited
- ▶ Software AG Group
- ▶ The Pinnacle Holdings Group
- ▶ Spark ATM Systems
- ▶ The Rain Group (IBurst)
- ▶ The Huge Group
- ▶ iConnect
- ▶ Orange Business Services South Africa
- ▶ K3 Business Technology
- ▶ Open Box Software
- ▶ Canonical Group
- ▶ Web Africa Networks
- ▶ Fireworkx Internet
- ▶ Peach Payments
- ▶ Independent News
- ▶ Okuhle Media
- ▶ Octotel
- ▶ RSA Web
- ▶ The Huge Group
- ▶ Nairtime South Africa

** This is not an exhaustive list*

BDO ARE ALSO THE SERVICE PROVIDERS TO 55 LISTED COMPANIES



55 JSE LISTED CLIENTS

JSE ACCREDITATION

The majority of our audit partners at BDO South Africa are JSE-accredited.

OUR EXPERIENCE

BDO is well connected with a wide range of industry professionals. Our clients work with us because we understand their industry and we draw on this deep experience to advise them at every stage of their growth plan.

OUR BDO GLOBAL CLIENTS



TECHNOLOGY

- ▶ Lexmark
- ▶ Symantec
- ▶ Verbatim
- ▶ Crayon Group
- ▶ Envivio
- ▶ Abby Software
- ▶ Openwave Systems
- ▶ EFT Control Systems
- ▶ Riva Technologies
- ▶ Keysight Technologies
- ▶ AT Consulting
- ▶ Riverbed Technologies
- ▶ Software AG
- ▶ Technology One
- ▶ Lionbridge Technologies
- ▶ NT Software
- ▶ Techpoint, Inc.
- ▶ Bazaarvoice
- ▶ Prescience Technology
- ▶ Clear Objective
- ▶ Casebank Technologies
- ▶ TomTom
- ▶ 3D Systems Corporation
- ▶ S3 Silicon and Software Systems
- ▶ Techdata
- ▶ Endurance International Group



MEDIA & ENTERTAINMENT

- ▶ Google
- ▶ Twitter
- ▶ BBC
- ▶ Beyond International
- ▶ Millenium Entertainment
- ▶ Multimedia Games
- ▶ Big Balls Media
- ▶ Greenlight
- ▶ Core Media
- ▶ ASK.COM t/a IAC Search and Media Europe Limited and ASK. FM Limited
- ▶ Getty Images
- ▶ I-Spy
- ▶ Moo.com
- ▶ You and Mrs Jones
- ▶ i-Control
- ▶ EMI
- ▶ Motion Picture Licencing Company
- ▶ Bein Media Group
- ▶ Filmyard Holdings
- ▶ Freemantle Media
- ▶ iHeartmedia
- ▶ Miramax
- ▶ Sony Pictures India
- ▶ Warner Bros Entertainment



TELECOMMUNICATIONS

- ▶ Motorola Mobility Australia
- ▶ AT Consulting
- ▶ Nextel
- ▶ Telenet
- ▶ Skype
- ▶ Redline Communications
- ▶ PointPay
- ▶ Onmobile
- ▶ Virgin Mobile
- ▶ AT&T
- ▶ Teradata
- ▶ Singtel Innov8
- ▶ Viber
- ▶ J2 Global
- ▶ A1 Telekom Austria Group
- ▶ Telia Company AB
- ▶ XLN Telecom
- ▶ Openwave Mobility
- ▶ Claranet
- ▶ Crown Castle
- ▶ IFX Networks
- ▶ Horizon Telecom
- ▶ Future Fibre Technologies
- ▶ Cypress Communications
- ▶ Veon
- ▶ QSAT Communications
- ▶ Orange™

BDO'S TMT TEAM



BERNARD VAN DER WALT
PARTNER
NATIONAL HEAD OF TMT
 Email: bvanderwalt@bdo.co.za
 Mobile: 083 388 5480

EXPERIENCE

Bernard is Head of Audit in Cape Town and leads the TMT sector for BDO South Africa. He is also a member of the managing committee in Cape Town. He has extensive experience in the media and technology sector, from start-ups to listed entities.

Bernard provides support to his clients on various services, from consulting on financial accounting to performing due diligence work and listing of companies in the media and technology sector. He also has extensive experience in co-ordinating large and complex assignments. His sector experience includes E-Commerce, Digital media, Publishing, Traditional Media, Software, IP and rights.

He is involved in stock exchange work including auditing, listings, restructurings, refinancing, and pro forma financial information. With a wealth of experience in the corporate finance sector, a keen focus for Bernard is transactional support, due diligence and valuations. He is registered as a reporting accountant specialist with the JSE.



IMTIAAZ HASHIM
PARTNER
 Email: imhashim@bdo.co.za
 Mobile: 0824589371

EXPERIENCE

Imtiaaz has been a partner since 2005 and has a varied client portfolio. Imtiaaz is a member of the Management Committee in Cape Town, and he also serves on the National Transformation Committee. Imtiaaz heads up the Corporate Finance team in Cape Town, where he is responsible for signing off valuations. He also advises clients in the IT start up space on their business strategy.

As a JSE Registered auditor, Imtiaaz is also tasked with signing off engagements of companies listed on the JSE's main board and the Alt-x. Imtiaaz heads up the Technology, Media and Telecommunications Sector in Cape Town. He was involved in the listing of an ICT client on the JSE and has numerous clients in the sector, including but not limited to Rewards Program platforms, Instant Money Transfer platforms and applications, Biotech companies as well as advising tech start-ups on their go to market strategies. Imtiaaz attended Harvard Business School in January 2020, where he successfully completed the Leading Professional Service Firms course.



CARL BOSMA
DIRECTOR
 Email: cbosma@bdo.co.za
 Mobile: 082 339 1495

EXPERIENCE

Carl is a director in our Cape Town office and heads up the Risk Advisory Services division of our Coastal Regions, he is also a member of the Technology, Media and Telecoms sector group.

Carl studied at the University of Cape Town before starting his articles at BDO in 2002. He is a qualified Chartered Accountant with a specialisation in IT Assurance having qualified as a Certified Information Systems Auditor. Carl has worked at various BDO offices both locally and internationally, gathering experience in his chosen fields. Accordingly, his expertise has been drawn from a wide spectrum of sectors which include financial services, hospitality, property, manufacturing and public sector.

His core focus areas are Technology risk advisory, Corporate Governance consulting and reviews, Internal Audit and audit support, Data Analysis, Due Diligence, System and Control reviews and evaluations, EFT reviews and JSE related services.

BDO'S TMT TEAM



**DAVID WARNEKE (PROFESSOR)
PARTNER**

Email: dwarneke@bdo.co.za
Mobile: 082 569 3625

EXPERIENCE

David leads BDO's Tax Consulting Division in the Western Cape. He is Adjunct Associate Professor in Tax at the University of Cape Town, is the Chair of SAICA's National Tax Committee and is a member of the Tax Court (a Presidential appointment).

David has more than 20 years' experience in the taxation of corporations, trusts and individuals on a wide variety of domestic and international issues. He has consulted to large listed and unlisted entities. His experience includes advising on unbundling of dual-listed subsidiaries, treatment of derivatives for a listed mobile operator, restructuring of foreign subsidiaries as well as restructurings of listed and unlisted entities amongst others. His sector experience covers TMT, Financial Services, Retail, Real estate and various others.



**GARRON CHAITOWITZ
PARTNER**

Email: gchaitowitz@bdo.co.za
Mobile: 082 925 9067

EXPERIENCE

Garron studied at the University of Witwatersrand and graduated in 1996, qualifying as a chartered accountant later that year. He completed his articles at a medium sized audit firm in 1997 and then joined the firm as an assistant manager in February 1998 where he was employed to attend to the firm's due diligence assignments. He was appointed a director in April 2001.

Garron has served on various management and professional standards committees both nationally and internationally over the duration of his career. He has extensive experience in the audit of public listed companies with an interest in the Technology, Media and Entertainment Industries.



**NATO OOSTHUIZEN
PARTNER**

Email: noosthuizen@bdo.co.za
Mobile: 082 267 4752

EXPERIENCE

Nato completed his articles with the BDO Cape Town office in January 2013 and has been working in the Corporate Finance division ever since.

Nato serves as advisor to mergers and acquisitions of companies in support of the Director. His business advisory skills include the development and preparations of Information Memorandums, Business Plans and Investment Analysis in for various companies in the manufacturing, property development, sport and recreation, professional services, health and hospital and retail sectors.

He has extensive experience in the development and audit robust and comprehensive financial model with various financing and equity scenarios including sensitivity analysis and investment opportunity analysis for projects in the TMT sector. He also has extensive experience in valuation of companies as well as experience in the performance of due diligence work.



**SALLY JUCKES
PARTNER**

Email: sjuckes@bdo.co.za
Mobile: 083 226 6806

EXPERIENCE

Sally studied at the University of Natal, before serving articles with BDO from 2001 to 2004. She then gained international experience at BDO UK from 2004 to 2005. Sally then joined Barclays Capital Investment Bank in London, to gain financial service experience from 2005 to 2006. Sally re-joined BDO SA in 2006 as an audit manager and was promoted to Audit Partner in January 2008.

Sally heads up the Technology, Media and Telecommunications sector in Kwa-Zulu Natal, and is also part of the KZN Business development team for BDO, as well as the Marketing advisory committee. Sally has comprehensive experience in the following industries - technology and telecommunications, education, manufacturing, as well as the non-profit sector. She has technical experience in the application of IFRS, IFRS for SME's, the



“OUR STRATEGY OVER THE LAST 10 YEARS HAS RESULTED IN US BEING THE FASTEST GROWING PROFESSIONAL SERVICES FIRM IN THE WORLD. IN SOUTH AFRICA, WE HAVE CAREFULLY POSITIONED OURSELVES TO TAKE ADVANTAGE OF MARKETS THAT WE HAVE NOT PREVIOUSLY SERVICED IN A MEANINGFUL WAY.”

WAYNE BERSON, BDO GLOBAL CHAIRMAN



BDO SERVICES

Our dedicated team of TMT (Technology, Media and Telecommunication) specialists work across all parts of our business including audit, tax, corporate finance, and advisory. Our clients' success is personal to each and every one of the team, so we support our clients through every stage of their development. Our approach is the opposite of one size fits all; it is bespoke, it is client centric and most of all it is delivered by a team who live the sector with you, day in, day out. On the following pages, we set out some

of the services we provide to companies, individuals and governmental bodies working in this sector. This is not an exhaustive list, but provides an overview of the wide range of skills and expertise that we can provide to your business. We are happy to discuss your specific needs or services so we can tailor our offering and introduce you to the right people.



AUDIT

Your business is about more than the balance sheet and profit and loss statement. That's why our team of audit specialists and technical experts focus on the bigger picture. Using the BDO international audit methodology we go beyond delivering independent financial statement audits and reviews to provide you with constructive ideas for improving internal controls and business systems. Our team provide the following types of services:

- Financial statement audits
- Compliance and regulatory audits
- Special purpose audits and reviews
- Financial reporting advisory
- IFRS advisory services
- Global IFRS resources
- Other assurance services
- Joint venture audits.



TAX

Finding solutions to meet your tax needs is what makes us tick. By staying at the edge of tax we can provide you with robust tax corporate governance and ensure you get the best tax outcomes, while also meeting your commercial objectives. Our tax professionals have the full range of tax specialisations and strong experience in a wide range of industries. Our team provide services in the following areas:

- Corporate and international tax
- Global expatriate services
- Employment taxes
- R&D tax incentive
- Government grants
- GST Advisory
- Payroll and state taxes
- International trade, customs and excise
- Transfer pricing.



CORPORATE FINANCE

We partner with small, medium and large organisations and understand what's required to make these relationships work. Timely responses, high quality work, a hands-on and practical approach and a deep understanding of the corporate finance industry and culture in South Africa and globally. We regularly work with BDO Global firms on delivering services to companies operating in all sectors. Our services include:

- Specialist transaction advice
- Project analysis and advisory
- Transaction services
- Valuation services
- Mergers and acquisitions
- Financial modelling
- Economic advisory
- Due diligence
- Fair & reasonable opinions
- Feasibility analysis.



ADVISORY

BDO's Advisory practice provides transaction, risk and executive services to clients navigating an exceptional range of challenges, changes and opportunities. BDO's international network has advisory teams in more than 100 countries across the world. Our team provide the following types of services:

- Business restructuring and turnaround
- Debt advisory
- Environmental sustainability
- Financial management consulting
- International business
- Forensic services
- Fair work advisory.



RISK ADVISORY

At BDO, we understand that risk advisory services need to add value to the organisation. Our risk advisory team, with extensive commercial experience, will deliver an independent assessment of the key controls across your business with practical recommendations for improvement. Our team provide the following types of services:

- Internal audit
- Risk management
- Contract performance risk and assurance
- Corporate governance
- Information Technology (IT) assurance
- Cyber security.



BUSINESS SERVICES OUTSOURCING

What sets our business services team apart is their ability to provide personalised services that result in strong relationships however large or small the organisation happens to be. Our services are tailored to wealthy individuals, small businesses, large private businesses, and family businesses. Our team provide the following types of services:

- Accounting and management reporting
- Payroll services
- Treasury services
- Financial statement drafting
- Cloud accounting
- Tax and other compliance matters
- Financial management consulting.

USE OF TECHNOLOGY

All major audit firms have the capability to use data analytic tools as part of their audit work. From the feedback received, our tools are seen as industry leading – what sets us apart however is how our sector specialist audit teams interact with our IT experts to deliver tailored and relevant analysis. The benefits to you are real tailored insights into your business and its operations, as well as efficiencies in the audit to reduce the level of substantive work required. This ultimately frees up the finance teams time to focus on key business matters. We have described below the four key attributes to achieving this.

APT

APT is our global proprietary audit software platform. As it is a global tool, we will be able to set up one instance of APT for the audits of all of your entities across the globe, so that the work can be leveraged across all divisions and locations

BDO RAINBOW

We will use our BDO Rainbow tool to audit your complex spreadsheets. Rainbow enables us to identify easily:

- Hard coded cells
- Inconsistent formulae in ranges
- Hidden sheets
- Version change control
- Sheet integrity risks.

BDO ADVANTAGE

BDO Advantage is a proprietary tool built on leading-edge data analytics software which has been successfully implemented across 1,500 entities. We will use Advantage to assist with the audit process, specifically:

- Analysis of general ledger journals
- Recalculation of revenue, Recalculation of WIP, accrued income and deferred income based on the data held in Dynamics
- Risk based sampling through data analytics – identify anomalies in the data set for teams to verify as part of their local testing
- We will share our results and findings as part of our reporting to management and the Board.

BDO CLIENT PORTAL

We propose to use our BDO client portal to share information. The portal will enable us to:

- Securely share information
- Monitor status of deliverables, minimising duplicate requests
- Add comments and annotations to shared files
- Find shared files in Box with keyword-based queries.

AUDIT STRATEGY

- Our audit and IT teams work together as one team to develop the strategy
- We will understand your business processes and identify key risk areas
- We will test the user access, change management, interfaces, third parties and other controls around your systems.

INVOLVEMENT OF IT

- We will use our proprietary business process methodologies in order to increase the reliance on technology and automated controls.
- We will provide insights around best practices, IT governance, cyber and emerging technology risks.



TOOLS

- We have market leading tools to provide you with maximum assurance
- Where relevant we will provide you with insights and benchmarks based on the data we have processed
- We use common software and methodologies across our network of firms.

DEVELOPMENT OF APPROACH

- We will work with you to identify system and control improvements to support the business and increase efficiency of the audit
- We will combine sector knowledge, data specialists and an understanding of your business
- We will communicate regularly with you understand your system changes

FOR FURTHER INFORMATION, PLEASE CONTACT US:

BERNARD VAN DER WALT
HEAD OF TMT
Email: bvanderwalt@bdo.co.za
Mobile: 083 388 5480



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[/bdoafrica](#)



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