



GET TO KNOW BDO'S:

# FINANCIAL SERVICES - BROKERAGE INDUSTRY PRACTICE



## WHERE YOU NEED US, WHEN YOU NEED US

# The BDO network

### BDO USA, LLP Statistics (as at the year ended June 30, 2017)

**1**  
Collaborative team of service line leaders and industry practice specialists aligned to meet your needs

**\$1.41**  
Billion in U.S. revenues

**60+**  
Offices across the country

**5,394**  
Dedicated partners and professional staff

### About BDO Nationally



### About BDO Internationally



### BDO GLOBAL NETWORK Statistics (as at the year ended September 30, 2016)

**5<sup>th</sup>**  
BDO is the world's 5th largest accountancy network

**\$7.6bn**  
Total combined fee income\*

**158**  
Countries within our global reach

**1,401**  
Offices worldwide\*

**67,731**  
Total personnel around the globe

\* Including exclusive alliances of BDO Member Firms

BDO is the brand name for BDO USA, LLP, a U.S. professional services firm providing assurance, tax, financial advisory and consulting services to a wide range of publicly traded and privately held companies. For more than 100 years, BDO has provided quality service through the active involvement of experienced and committed professionals. The firm serves clients through 63 offices and more than 450 independent alliance firm locations nationwide. As an independent Member Firm of BDO International Limited, BDO serves multinational clients through a global network of 1,408 offices in 154 countries.

BDO USA, LLP, a Delaware limited liability partnership, is the U.S. member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. BDO is the brand name for the BDO network and for each of the BDO Member Firms.

www.bdo.com

# YOUR SATISFACTION WITH OUR WORK IS PARAMOUNT

# EXCEPTIONAL CLIENT SERVICE

## Our Strengths

**We listen** – Our client relationships start with conversations. These discussions provide the framework of a tailored service plan that reflects your individual circumstances and how to best meet your needs and expectations, while building a long-term relationship based on candor and trust.

**We respond** – Your knowledgeable, experienced service team consists of multi-disciplined specialists, well versed in compliance and consulting matters. Approachable team members and technical specialists are directly available to you and your team.

**We are proactive** – A distinctive difference in our approach is the substantial involvement of our senior engagement team members. Our partners and directors will be your central points of contact. Their direct, communicative style means you will receive proactive insight to help you make informed business and financial decisions. Our clients appreciate the Financial Services Group's unequalled focus on client service demonstrated through accessibility, straight forward communications, and technical capability.

## Our Range of Services

BDO Financial Services provides audit, tax and business advisory services to more than 350 Asset Management clients. BDO Asset Management also provides:

- ▶ Broker dealer audits
- ▶ Management company audits
- ▶ Annual Investment Company fund audits
- ▶ Surprise custody audits
- ▶ Evaluation of internal accounting control systems
- ▶ Investigative Due diligence
- ▶ GIPS examinations
- ▶ Operations reviews
- ▶ Regulatory and compliance reviews
- ▶ Employee Benefit Plans
- ▶ Tax compliance
- ▶ Tax law incentives analysis
- ▶ Tax planning
- ▶ IPO support
- ▶ Alternative investment services

## Our Capabilities

BDO's Financial Services dedicated professionals possess the skill set to meet the unique assurance, tax, and consulting requirements broker-dealer confront, while staying in tune with the latest PCAOB pronouncements and requirements.

BDO brings an in-depth understanding of the complexities of the financial services industry, and are backed by a global network spanning more than 140 countries, we are able to address both domestic and international needs.

BDO helps clients achieve stronger results through sound business and financial advice, backed by deep industry knowledge, broad-based services, global network and an accessible and responsive team. Our experienced professionals are highly in tune with the intricacies of broker-dealer tax issues as well as assurance and consulting requirements. We are not only adept at proactively guiding clients through complexities of the rapidly shifting regulatory environment, but also shape broader industry guidance through our involvement in organizations like the American Institute of Certified Public Accountants (AICPA).

Regulators have tightened their grip on broker-dealers in recent years, implementing a dizzying array of new pronouncements and requirements. As regulatory authorities like the SEC, CFTC and FINRA push for greater compliance rigor, the complexities for broker dealers are rising, requiring increasingly sophisticated adjustments to adapt to new demands.

## Representative clients

- ▶ Sandler O'Neill + Partners LP
- ▶ Leerink Partners LLC
- ▶ Berenberg Capital Markets LLC
- ▶ BTIG, LLC
- ▶ FBR Capital Markets & Co
- ▶ Mercury Capital Advisors, LLC

## Our Service Delivery

- ▶ In-depth knowledge of key industry issues
- ▶ Ongoing monitoring of trends throughout the industry
- ▶ Identifying emerging client service needs
- ▶ Continuous learning and staying informed of all new, relevant accounting, tax, systems and regulatory matters
- ▶ Professionals with a diverse background of experiences in the financial markets
- ▶ Our professionals are grouped into specialized industry teams which gives us a strong understanding of our client's businesses, the issues they face, their present and future goals & challenges and important competitive factors
- ▶ Every client approach is customized to maximize value and each client engagement goes far beyond a routine audit of financial statements
- ▶ We analyze various approaches and alternatives and make timely, results-oriented recommendations to maximize value to our clients

What truly sets BDO apart is our commitment to exceeding expectations on every engagement, big or small, for every client, local or multinational. It's about more than our depth of experience or technical excellence, more than our open, communicative culture. It's about a firm-wide dedication to delivering service to every single client that is, without exception, exceptional.

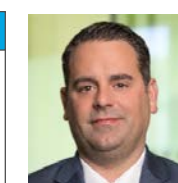


## Our Leadership Team

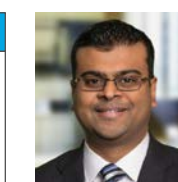
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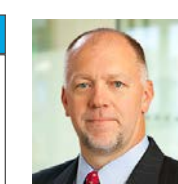
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*In an environment marked by new regulations and heightened scrutiny, BDO helps clients navigate changes and meet challenges.*