



**BUSINESS
PRESENTATION**

2025

**FOR INTERNATIONAL COMPANIES
|| SMALL BIG 4 ||**

**BPC
PARTNERS**

<https://bpc-partners.com/>



BPC PARTNERS

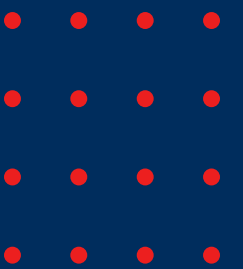
● ● ● Why BPC?

Foreign executives doing business in Brazil quickly find out that the business environment is quite challenging—to say the least.

No surprise then that **Brazil is ranked 124th** on the Ease-of-Doing-Business index and has the most complex tax system in the world.

Bureaucracy, taxes, accounting requirements, labor regulations, and the culture gap are just some of the **obstacles foreign companies face.**

BPC Partners was born from this difficult business world—foreigners living in Brazil that decided to team up with Brazilian professionals who have international experience, to offer **specialized services tailored for companies doing business in Brazil.**



OUR CLIENTS WANT

- To understand what makes Brazil different and how it does and doesn't work to comply with the laws, to limit the tax burden, to avoid penalties for late payments, tax control, and labor lawsuits;
- A contact person who can read and speak English, and a partner with a Western cultural background;
- To apply IFRS standards to their Brazilian operations when relevant;
- To have the same Standard of Quality and reactivity that they receive in their home country;

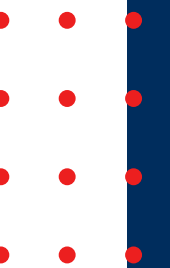
SPECIALIZED IN

- Accounting, payroll, bookkeeping, auditing, legal representation, due diligence, M&A, international finance, and financial consulting adapted to business needs in Brazil;
- Servicing only international companies doing business in Brazil, mainly SMEs (European, North American and Asian);



OUR DIFFERENTIALS

- Partners are from 3 continents: North America, Europe and South America
- We are trilingual, multi-cultural company with rigorous Chartered Accountants qualified in the UK and Brazil
- We offer invaluable and long experience in accounting and taxation, with our deep knowledge and understanding of the complex regulatory framework in Brazil
- We come from the Big 4 and offer the highest quality standards





Arnaud Bleuez

CEO - Asian and Middle East Desk

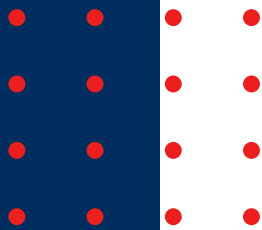
(Partner – São Paulo, Brazil) – Having studied accounting, taxation, finance, and economics at EDHEC/ESPEME in France, ACCA in England, and in Hartford, CT, USA, Arnaud is a fully chartered accountant in both Brazil and the UK. After working for PwC in London for five years, he joined a large European company, where he became the CFO of its Brazilian subsidiary in 2004. He has literally written a book on all aspects of Brazilian taxation, making him an authority on the subject.



Milena Nonato

BPO PARTNER - South American Desk

(Partner – Rio de Janeiro, Brazil) – Milena is Brazilian and has nearly 20 years of experience in BPO with some of the largest international accounting firms. She is a chartered accountant in Brazil and has strong expertise in taxation, especially in transfer pricing. She has also worked in Ireland and is fluent in English and Spanish. Milena is in charge of most BPO operations at BPC Partners.





Bret Kauffmann

North American Desk

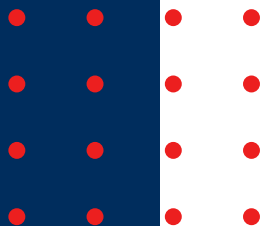
(Partner – São Paulo, Brazil) – Hailing from New York City, where he successfully ran his own company for 16 years, Bret has been living in São Paulo since 2015. With a BA in Economics and experience on Wall Street, he has quickly gained a thorough understanding of Brazilian finance, particularly in relation to cross-border activities. He provides BPC clients with a competitive edge through conceptual and tactical strategies, executed with U.S. standards of efficiency.



Nieldo Albuquerque

EOR & Onboarding

(Partner – São Paulo, Brazil) – Having graduated in Accounting, Human Resources, and Project Management at FMU University and FGV in São Paulo, Nieldo is a fully chartered accountant in Brazil with more than 10 years of experience in Brazilian labor compliance, payroll, projects, and HR topics. Nieldo has strong expertise in payroll and is co-manager of the EOR business. He provides all BPC clients with a smooth onboarding process and immediate support as needed.





Serge Pizot

European Desk

(Partner São Paulo, Brazil) – Serge has 25 years of experience, mainly in Audit within two of the largest Audit and Accounting firms (9 years at Grant Thornton and Deloitte). Subsequently, Serge was Regional Controller and CFO for international companies. Serge has qualifications in Accounting, Corporate Finance obtained at the London Business School, and lived in France, England, Netherland before moving to Brazil in 2011.



Florian Pass

German Desk

(Partner – São Paulo, Brazil) – A German national with more than 30 years of professional experience, Florian has been living in Brazil for over 20 years. Having worked with multinational companies such as Adidas, W.L. Gore, and Disney, his expertise in finance and control is truly global. He oversees our German desk, providing the help and support needed to ensure the success of BPC Partners' German clients.





OUR SERVICES

BPO - Accounting & Tax

BPC Partners provides accounting and tax services to ensure full compliance with Brazilian regulations. We manage bookkeeping in accordance with the legislation and submit all mandatory reports and tax obligations. Our tax team handles the calculation and submission of all federal, state, and municipal taxes, including IRPJ, CSLL, PIS, COFINS, ISS, and ICMS.

Due Diligence

BPC Partners provides Due Diligence services for mergers, acquisitions, and investments. Our team conducts financial, operational, and legal assessments to identify risks and opportunities, helping clients make informed decisions and mitigate risks, with tailored solutions that add value and drive success.

Employer of Record

BPC offers Employer of Record (EOR) services for companies looking to expand into Brazil without having a legal entity in the country. We handle everything, including contracts, benefits administration, payments, and full compliance with local labor and tax laws, allowing businesses to manage employees in Brazil easily and securely.





OUR SERVICES

International Transactions

Our financial services are built on long-standing relationships with the best and most trusted commercial banking and finance partners in Brazil, which gives us all the tools and power necessary to offer the most competitive rates for all foreign-exchange transactions (câmbio).

Legal Representation of Shareholders

BPC Partners will provide services of legal representation of the foreign shareholder through the nomination of an Attorney-in-Fact who will represent them for all legal acts, mainly with all government institutions.

Legal Representation of Brazilian Subsidiary

Non-operational responsibility for short-term (time to get a permanent visa for your CEO) or long-term.



OUR SERVICES

Payments & Finance

BPC Partners manages Accounts Payable, ensuring timely and accurate payments through Internet Banking. We handle payment scheduling, validation, and execution, using secure access with predefined permissions. Our Payments Team organizes and verifies all financial documents, reconciles bank transactions, and proactively follows up on missing information. Additionally, we assist clients in maintaining an efficient relationship with their bank managers, optimizing cash flow management and financial operations.

Payroll & Benefits

BPC Partners manages payroll processing, ensuring accurate salary calculations, tax withholdings, and compliance with Brazilian labor laws. We also assist in selecting the most tax-efficient structures for employee compensation and provide guidance on benefits administration.

Tax Domiciliation

BPC Partners can provide an address for your company in the Center of São Paulo, in the famous Edifício Itália (also possible in Rio de Janeiro). This address will be the official address of your local company in Brazil. All administrative and legal mail will be received at this address.



ABOUT THE BOOK

**BUSINESS
PRESENTATION**

BRAZILIAN TAXES FOR LEGAL ENTITIES

What you need to know

Brazilian Taxes: What You Need to Know is a comprehensive guide outlining the main accounting principles and tax regulations applicable to legal entities operating in Brazil.

This book provides essential information on key federal, state, and local taxes, as well as practical techniques, including calculation methods, employer costs, and Social Security contributions. Additionally, it features numerical examples, tax optimization cases, and guidance on selecting the best corporate income tax regime (Real, Presumido, or Simples).



ARNAUD BLEUEZ

CEO | WRITER

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amazon.com >





“We selected BPC Partners when Deezer arrived in Brazil in early 2013 for all accounting, taxes and administrative support. This was a great choice. BPC Partners has been delivering throughout 12 years now. On top of monthly accounts and monthly tax calculations, BPC Partners has helped with international tax issues. They are specialized in international companies, do reply accurately and respect deadlines, and can communicate perfectly with our Head Office in Europe; this makes BPC Partners different from most accounting companies. On top of that, the fees are very much below those of the Big 4, with no or very few extra fees during the year. Certainly one of the best choices for Western companies doing business in Brazil.”

REMI LHÉRITIER
FINANCE COORDINATOR LATIN AMERICA





"We selected BPC PARTNERS for our strategic Due Diligence in Brazil: They delivered 100%"

F. CHABROL - CFO of SWILE GROUP



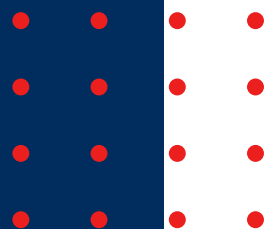
"This is a great relief to have BPC PARTNERS on hand to support"

A. FULLER - CFO of COHORT GROUP



"Above Expectations"

**S. OHARA -
CEO of BERTSCHI BR**



SOME CLIENTS

BUSINESS
PRESENTATION

ARTEFACT



ADDEPAR



BLABLACAR



BRASCOF



BRAINCUBE



D-LINK

Enterprise
Singapore



MOTTU



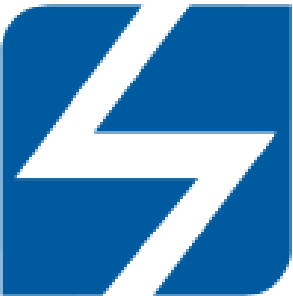
MAUVE GROUP



MAURER



MORFO



INDELEC

INFORS HT



SHOPEE



TRANSDEV



TICKET SWAP



ZOHO



3V SIGMA

INFORS





LOCATIONS

SÃO PAULO



RIO DE JANEIRO



PARIS



<https://bpc-partners.com> | contact@bpc-partners.com