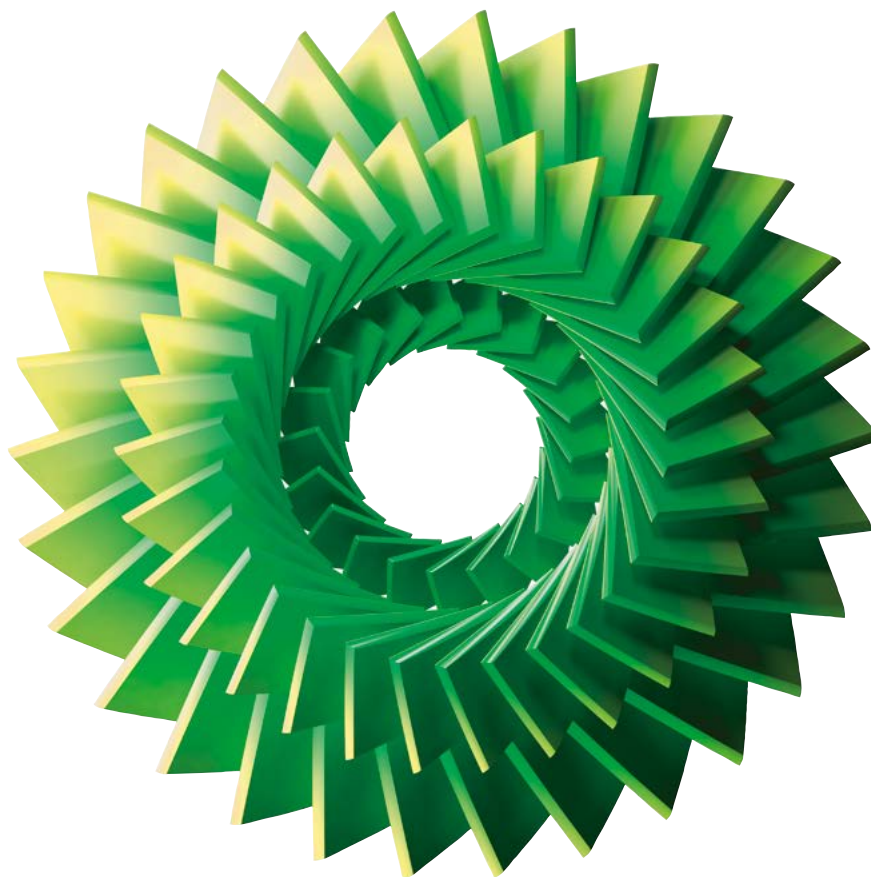


# ДРТ

ДЕЛОВЫЕ РЕШЕНИЯ И ТЕХНОЛОГИИ  
BUSINESS SOLUTIONS AND TECHNOLOGIES



Business Solutions  
and Technologies  
Committed to quality

2023



Business Solutions and Technologies (BST) is one of the leading providers of audit, risk management, financial, tax and legal consulting services in Russia. We have been offering a complete spectrum of services to our clients with a consistently high quality for over 30 years.

Our connected team, professionalism, uncompromising ethics, and result-oriented mindset remain our core values.

These difficult times have made us tougher, helping improve our efficiency and create a more close-knit environment. BST has gained a unique experience in transforming and navigating through the uncertainty and we are happy to share it with our clients. In a world where breaking the rules and unpredictability have become a new normal, it is the agility of the business that becomes instrumental in ensuring its stability and prosperity.

We are grateful to our clients, business partners and, of course, to our employees who have stood by us, moving the business forward. With their support, we are looking into the future with confidence.

**Igor Tokarev**

Senior Managing Partner  
BST Group





**Business Solutions and Technologies (BST) is one of the leading providers of audit, management consulting, financial, tax, and legal services in Russia and the CIS.**

[www.delret.ru/en/](http://www.delret.ru/en/)

# About BST

Our professional competencies and the experience of around 2,000 employees enable us to service major government and private companies in various industries.

The BST Group has offices in eight cities in Russia, Belarus, and Kazakhstan: Moscow, St. Petersburg, Novosibirsk, Ufa, Vladivostok, Yekaterinburg, Minsk, and Astana.

According to RAEX 2023, the firm was included in the list of the largest audit groups and networks for 2022.

BST is one of ten largest consulting groups and companies in Russia. In 2023, our practice ranked sixth by the RAEX rating agency (RAEX Analytics).

Our legal team ranked high in 11 nominations of the Pravo-300 guide in 2022. Our team ranked in Group I in the categories Compliance, Tax Disputes and Environmental Law, and in Group II in the Intellectual Property category.

Kommersant published its annual rating of the most influential and successful firms and lawyers in Russia. Our team was named in nine corporate and nine individual categories for 2022.

Our legal experts were once again recognized as the best in their field, according to the 2022 Best Lawyers ranking.

According to the CNews ranking, BST was named a leader among EDI providers in 2022.

In 2023, our tax monitoring team ranked first in CNews and laasSaasPaas.ru ratings.

BST is among the Top-30 list of FutureToday's Best Employers 2022 in the Target Audience (15th place) and Most Sought-After (27th place) categories.

In 2023, the firm's team was honored with three awards at Best Law Firm Marketing winning the first place in the New Service Launch nomination for promoting tax monitoring services and the Business Challenge nomination for building sales culture in legal consulting and also ranking third in the Rating Guru nomination among NewLFS.





# Audit & Assurance

## More than just numbers

Audit is about much more than just the numbers. It is about attesting to accomplishments, locating areas for improvement, and helping assure there is a sound foundation to support your future aspirations.



**Audit and Assurance**



**Capital Markets and IPO Services**



**IFRS Transition Services**



**Actuarial Services**



**Accounting Advisory Services**



**Audit of Non-financial Information**



# Innovation powers performance

For our clients, we develop break-through strategies and implement innovative technology solutions to establish leadership in a highly competitive environment.

# Management Consulting

-  **Strategy, Operations Transformation and Digitalization**
-  **Business Continuity, Disaster Recovery and Crisis Management**
-  **Business Intelligence and Analytics**
-  **IT Advisory**
-  **Internal Control System Assessment and Development**
-  **IPO Readiness**
-  **Risk Management**
-  **Internal Audit**
-  **Cyber Security**
-  **Risk and Controls Automation**
-  **SAP**
-  **Finance Efficiency**
-  **Financial Risks**
-  **Sustainability Services**
-  **Rating Advisory**
-  **Corporate Governance**
-  **Human Capital and Change Management**
-  **Marketing and Advertising Solutions**



# We offer comprehensive solutions

In today's market, full of challenges, complex transactions and projects, having access to professional financial advice you can trust is essential.

Our team has unique expertise in valuation and financial modeling and can guide you through the complexities of due diligence and M&A transactions. We also offer specialized forensic, capital projects and construction monitoring solutions.

We have a proven track record of successfully implemented projects for clients from all industries. With a wealth of hands-on experience, we are best positioned to defend proposed solutions at any level and obtain the required approvals.

# Financial Advisory



**Transaction Support**



**Infrastructure and Capital Projects**



**Valuation & Financial Modeling**



**Market Analysis and Business Intelligence Services**



**Forensic investigations, Anti-corruption and Anti-fraud Controls and Policies**

# Whatever your goals, we know how to get you there

We offer our clients a broad range of fully integrated tax services. Our approach combines insight and innovations from multiple areas with industry knowledge. A happy combination of knowledge and expertise, our solutions can truly contribute to the success of your business.

# Tax

-  Corporate Tax
-  Tax Incentives and Other Forms of Government Support
-  Indirect Tax and Customs Regulations
-  Transfer Pricing
-  International Tax
-  Mergers and Acquisitions
-  Employer and Employee Services
-  Tax Services for Private Clients
-  Tax Dispute Resolution
-  Tax Management Consulting
-  Tax and Accounting Technologies
-  Outsourced Accounting Solutions
-  Outsourced Accounting Solutions
-  Tax Services for FSI





# Legal

## Experience the future of law, today

We provide holistic guidance enabling your strategic decision-making, while offering cost-effective support with the routine legal needs.

-  Corporate Law
-  Regulatory and Compliance
-  M&A
-  Real Estate, Construction, Investment, Infrastructure
-  Commercial Law
-  Dispute Resolution
-  Digital Law
-  Private Clients Legal Services
-  IP Law
-  Legal Management Consulting
-  Employment Law and Benefits
-  Legal Outsourcing Services



# Research is your compass in a rapidly changing world

BST's Research Centre has an extensive project experience that a broad range of clients, from the state authorities and financial institutions to healthcare and energy companies, can benefit from.

Our research projects help our business clients identify areas for development and improvement, while the government agencies use their results to fine-tune the economic policy.

## Services for business:

-  **Developing and updating business development strategy**
-  **Developing market entry strategy for products and services**
-  **Independent review of market factors to support managerial decision-making**
-  **Competitive benchmarking of key business functions, products, and user experience**
-  **Strategic sessions**

## Services for state authorities:

-  **Analytical support to the state authorities developing the economic policy**
-  **Preparing development strategies for industries, regions, and foreign trade**
-  **Development of relevant and effective government support measures for businesses**
-  **International benchmarking using qualitative and quantitative indicators**

# Research Centre

# A wealth of learning and development options

The BST Academy offers open and corporate training programs for executives and line personnel, distance courses and comprehensive development programs in various business subjects tailored to the customer's industry or business needs.

# BST Academy

academy.delret.ru



Accounting and Finance



Tax Legislation



Risk Management and Internal Control



Sustainability and Corporate Governance



Internal Audit



Process, Project, and Product Management



Fraud Management and Prevention



Leadership, Hard and Soft Skills



# Niche expertise and customer focus

Extensive and varied experience of BST's experts allows them to develop solutions that meet the client's needs and take into account business and industry specifics.



**Financial Institutions**



**Pharma, Medical Products  
and Health Care**



**Technology, Media &  
Telecommunications (TMT)**



**Real Estate**



**Energy Resources &  
Industrials**



**Consumer**

# Industry Groups

# International desks

Business environment and practices can differ country to country quite significantly. Legal, language and cultural difficulties may arise. To help our clients bridge that gap, we set up several dedicated desks that provide assistance to businesses from particular countries and do everything to make them feel comfortable in the Russian market.



## Japanese Desk



## Korean Desk



## Chinese Desk

# Contacts

## Russia

### Moscow

5 Lesnaya Street  
Moscow, 125047,  
Tel.: +7 (495) 787 06 00  
Fax: +7 (495) 787 06 01  
delret.ru

### Saint Petersburg

Gustaf Business Center  
38 Sredniy prospect, bldg. 1, Lit. K  
Saint Petersburg, 199004,  
Tel.: +7 (812) 703 71 06  
Fax: +7 (812) 703 71 07  
delret.ru

### Ufa

Nesterov Business Center  
6 Verkhnetorgovaya Square  
Ufa, 450077,  
Russia  
Tel.: +7 (347) 226 72 92  
Fax: +7 (347) 226 72 93  
delret.ru

### Novosibirsk

Double Hill Business Center  
7 Kamenskaya Street, 2nd floor  
Novosibirsk, 630099,  
Tel.: +7 (383) 210 56 31  
Fax: +7 (383) 210 56 32

Yekaterinburg  
President Business Centre  
1A Boris Yeltsin Street  
Yekaterinburg, 620014,  
Tel.: +7 (343) 311 12 48  
Fax: +7 (343) 311 12 49  
delret.ru

### Vladivostok

Fresh Plaza Business Centre  
17 Okeansky Avenue  
Vladivostok, 690091,  
Tel.: +7 (423) 265 21 85  
Fax: +7 (423) 265 21 82  
delret.ru

## Belarus

### Minsk

RAM Business Centre  
51A Clara Zetkin Street, 13<sup>th</sup> floor  
Minsk, 220004,  
Tel.: +375 (17) 309 99 00  
Fax: +375 (17) 309 99 01  
delret.ru/by

## Kazakhstan

### Astana

BST Asia  
Ishim Business Centre  
32 Republic Avenue, office 706  
Astana, 020000  
Tel.: +7 (7172) 79 04 66  
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BUSINESS SOLUTIONS AND TECHNOLOGIES

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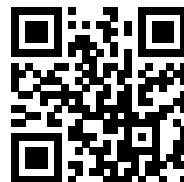
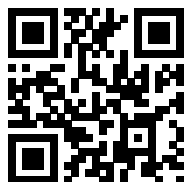
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