

# Management Consulting





APOYO  
CONSULTORIA

# Saber Crecer. Saber Decidir.

At **APOYO Consultoría** we are specialists in creating business strategies that generate tangible results. Our Business Consulting unit works with our clients through a collaborative and agile experience, based on our deep understanding of the business, to increase its profitability in a sustainable way.

## OUR SERVICES

We provide our expertise in strategy through services aimed at increasing revenue, increasing profitability, reducing costs and/or optimizing the operational efficiency of our clients.



**Strategic Planning**



**Commercial Strategy**



**Organizational Design**



**Growth Strategy**



**Corporate Transformation**



***Due Diligence and  
Post-Merger-Integration***

## STRENGTHS

**+20**

**years of experience.**

Experience and knowledge of multiple sectors.

**+85**

**years of joint experience.**

Senior team specialized in top management consulting

**+325**

**growth opportunities.**

**+190**

**strategic plans.**

**+70**

**organizational design** projects and **governance model.**

**+40**

companies where **corporate transformation** and **operational improvement** have been generated.

**6**

**due diligence** projects carried out in the last two years.



## CLIENTS

In the last five years we have served more than **100 companies** from various economic sectors in Peru and Latin America, in industries such as mass consumption, retail, automotive, education, health, energy, mining, manufacturing, construction, agriculture, fishing, capital goods, services and logistics.



## SECTOR EXPERIENCE

**+100**

mass  
consumption

**+30**

construction  
and real  
state

**+30**

mining

**+25**

logistic

**+25**

automotive

**+25**

education

**+25**

finance  
and  
insurance

**+20**

agriculture  
and fishing

**+15**

health

**+15**

retail and shopping  
centers

## TESTIMONIALS

Our customers share their experience with our service.



**Felipe Ventura**  
General manager  
**izipay**



"When we look for the services of a consulting firm, our first choice is APOYO Consultoría. In recent years, together with its Business Consulting team, we have carried out various strategic projects that have contributed, in various ways, to charting the path that Izipay has followed to become the leading company in the payments market in Peru.



**Francisco García Calderón P.**  
Executive director  
**Grupo Euromotors**



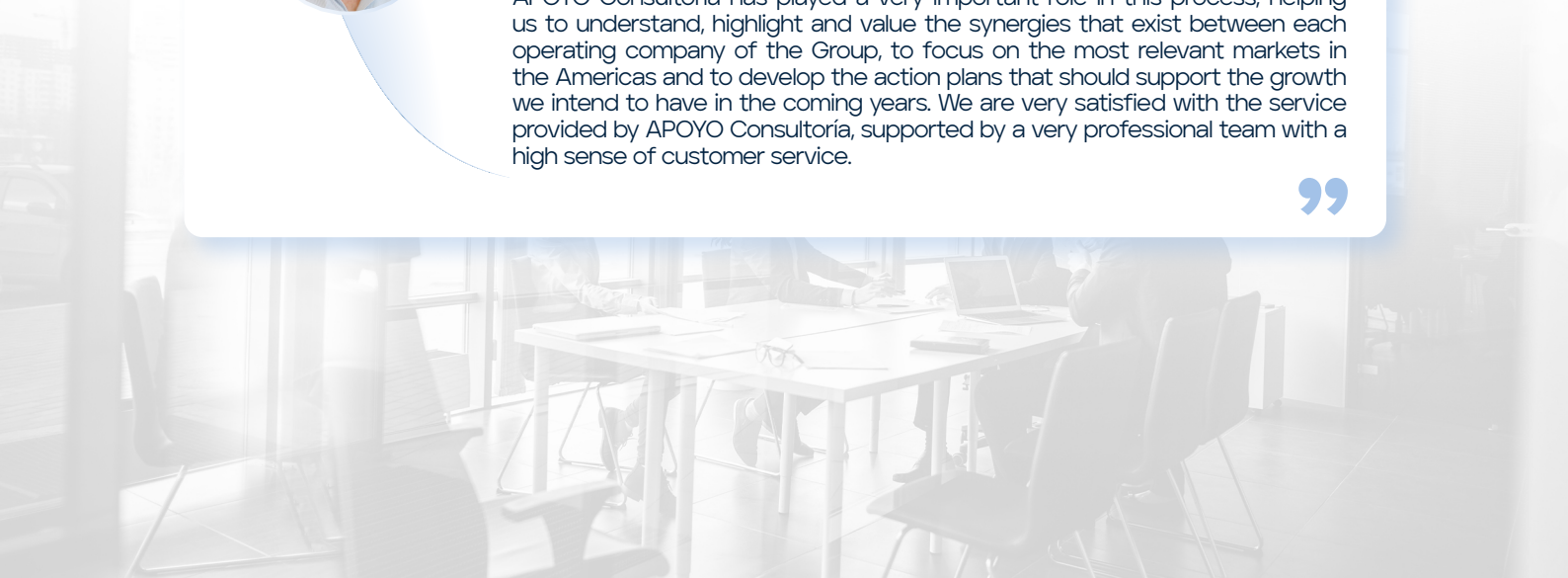
"For many years I pursued the project of reorganizing the group and adapting to a new reality. By coincidence, at a meeting I was recommended to the APOYO Consultoría team. It has been the best thing that has happened to me in recent years. We have managed to put together a new strategic plan that is adapted to our new reality and today it is bearing fruit. Many thanks to the APOYO Consultoría Business Consulting team for all the work done. I highly recommend their services.



**Steve Dixon**  
Group CEO  
**Stracon**



"STRACON's growth in recent years, supported by diversification, both geographically and operationally, and the creation of the Group structure, has meant a major challenge for us and the need to rethink our corporate strategy. APOYO Consultoría has played a very important role in this process, helping us to understand, highlight and value the synergies that exist between each operating company of the Group, to focus on the most relevant markets in the Americas and to develop the action plans that should support the growth we intend to have in the coming years. We are very satisfied with the service provided by APOYO Consultoría, supported by a very professional team with a high sense of customer service.



## ALIANZAS

Our strategic alliances allow us to access global and local **experts, specialized in various sectors and practices**, who complement our knowledge and expertise to provide innovative and tailored solutions.



**virtus  
partners**

Leaders in strategic and senior management consulting in Latin America. With a multidisciplinary and comprehensive approach, they address projects in different business areas such as Operational Excellence and Digital Transformation. They have offices in Chile and Colombia and experience with clients in different Latin American countries.



Experts in the design and implementation of operational and logistics efficiency solutions



Our team is backed by the Guidepoint network with access to a network of over 1,500,000 experts around the world with knowledge across a variety of industries.



Leaders in the analysis of the Peruvian economy and business environment.

# INTERNATIONALIZATION

We have experience carrying out projects in most Latin American countries.



## OUR TEAM

We have a senior team specializing in senior management consulting and strategy experts, with more than **85 years of combined experience**.



**Javier Tabata**  
Partner



[VCard](#)



[Web Profile](#)



**Alvaro Perata**  
Project manager



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**Ignacio Palacios**  
Project manager



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**Natalia Rodrigo**  
Senior associate



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## APOYO CONSULTORIA

We are a leading firm in business advisory services for strategic decision-making in economics, finance and strategy.

We have more than 45 years of experience in consulting in Peru, backed by a multidisciplinary team of professionals with extensive experience and sector knowledge. We provide services with high standards of quality and reliability to the main companies in the country, as well as to government entities and international organizations, within the framework of trust and long-term relationships.

ECONOMIC STUDIES | SUSTAINABILITY AND PUBLIC POLICIES  
ECONOMIC CONSULTING | CORPORATE FINANCE | MANAGEMENT CONSULTING |  
ANALYTICS | INVESTMENT MANAGEMENT

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