

Going Global After COVID-19: How Companies Can Mitigate Risk and Bounce Back After Hard Times

June 4th, 2020



Speaker Introduction

José Montero, Chief Operating Officer, Velocity Global

José oversees the company's domestic and global operations in over 185 countries. Having worked in more than 50 countries over the past 20 years, José has successfully led large strategic growth initiatives, international expansion plans, and teams around the world, delivering world-class results for leading global brands. José has a Master of Business Administration from Georgetown University and a Bachelor in Industrial Engineering from the Georgia Institute of Technology.





Speaker Introduction

Rob Wellner, Chief Revenue Officer, Velocity Global

Rob Wellner leads Sales, Marketing and Strategic Partnerships at Velocity Global. Rob is an entrepreneurial professional who brings over 20 years of executive sales and business development experience to Velocity Global. He has a proven track record of helping organizations reach their international strategic goals. Before joining Velocity Global, Rob worked in Capital Markets for 12 years. His experience gives him a unique take on the pitfalls that can sidetrack global deals and transactions. He is a frequent speaker on topics including employment, payroll, expatriates, and global M&A.





Agenda

- About Velocity Global
- How Companies Can Withstand a Global Pandemic and Economic Downturn
- Navigating COVID-19's Unpredictable Outbreaks
- Global Expansion Opportunities for 2020
- Post-COVID-19 M&A: Getting Ahead of the Rush for Viable Assets
- Audience Q&A



About Velocity Global

- International PEO (Professional Employer Organization)
- Enables companies to employ workers around the world quickly and compliantly





How Companies Can Withstand a Global Pandemic and Economic Downturn

- Global economy is heading into a recession
- IMF predicts markets could be as bad as The Great Depression
- Revenue diversification is key to surviving a recession and economic volatility





Lessons Learned From the 2009 Recession

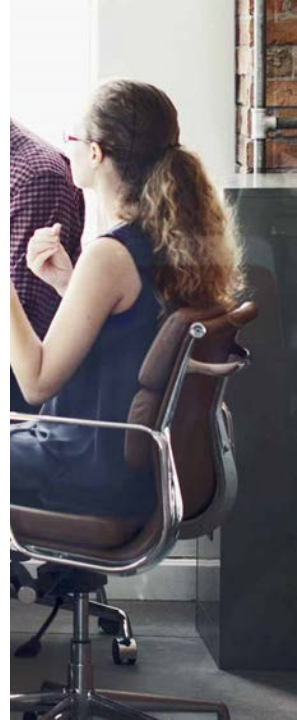
- Get ahead as the economy begins to recover from COVID-19
- How an Asian market presence helped IBM survive the last recession





Navigating COVID-19's Unpredictable Outbreaks

- Different markets suffer outbreaks at different times
- We could face multiple “waves” of the disease forcing economies to open and shut quickly
- A flexible, agile global expansion strategy is key





What Markets Still Offer Opportunities for Global Expansion This Year?

- Global economy projected to shrink this year
- Top markets including China and India will see modest growth
- Other promising markets





Post-COVID-19 M&A Activity

- Continued investment is key—even in economic downturns
- The value of programmatic M&A





Where is M&A Activity Still Happening?

- Rescue deals, restructurings, carve outs, and distressed sellers
- In-demand industries and tech giants still seeing activity
- Deploying dry powder





Getting Ahead of the Rush for Viable Assets

- Agile M&A strategies are key
- Both buyers and sellers need to differentiate to be successful
- International PEO helpful in carve outs and cross-border M&A





Audience Q&A



THANK YOU



About **Velocity Global**

Velocity Global is the leading provider of global employment solutions that helps companies confidently navigate the entire lifecycle of international business. Through its end-to-end services, unmatched expertise, and best-in-class support in over 185 countries, Velocity Global has reinvented the way companies expand overseas. Its International PEO solution allows companies to enter markets quickly and efficiently to achieve their global growth goals.

+1 (303) 309-2894 [Hello@VelocityGlobal.com](mailto>Hello@VelocityGlobal.com) VelocityGlobal.com

