

BUSINESS DEVELOPMENT



Spain

Financial advisory to a start up low cost airline company. Formulation of the company's 5yr business plan, presentation to potential investors, drafting of the investment and financing strategies.

Sell side advisory to a promoter of 18 wind parks with a planned capacity of 503.7MW and investment value of €317 million. Advisory included road shows to potential investors, valuation of wind parks, organization of data room, drafting share purchase agreements and assistance to negotiations with interested investors.

Sell side advisory to shareholders of three photovoltaic parks with an installed capacity of ca 10MW valued at €90 million. Advisory included contacts to international investors, valuation of shares, organization of data room, drafting letters of intent and assistance to sale negotiations.

OXV VALUE ADVISERS



Croatia

Advisor to the European Bank for Reconstruction and Development in the Dubrovnik Passenger Port Development Project. The project encompasses the assessment of the competitiveness of the sea port of Dubrovnik as cruise/liner ship destination, preparation of the Information Memorandum to attract private investors and assist the Port Authority in i) drafting the Concession Agreement; ii) conducting the tender process; iii) evaluation of investment proposals ,and iv) negotiations with potential investors.

OXV VALUE ADVISERS



Russian Federation

Advisory to the Moscow Interbank Currency Exchange (MICEX) and other capital markets participants under an EU Tacis programme. His main tasks included advising on corporate finance issues focusing on business plans modelling.

Due diligence review and the formulation of a seven years business plan for Nizhegorodskii Bankirskii Dom (NBD Bank). The assignment was a precondition for equity participation by the European Bank for Reconstruction and Development (EBRD).

Advisor to the European Bank for Reconstruction and Development to assess the financial condition, business strategy and credit granting capabilities of NBD Bank in Nizhny Novgorod in connection with Credit Line extended by the EBRD. Supervised a team of five consultants. Tasks under his direct responsibility included the design of management information tools; improvement of the bank's lending process through the upgrading of its credit policies, credit analysis and related administrative procedures. Mr Sánchez de Pedro devised a strategy model specially tailored to provide strategic insight to NBD Bank's chief executive officer.

OXV VALUE ADVISERS



Macedonia

Advisor to the European Bank for Reconstruction and Development in the assessment of a strategic investment into a Macedonian bank involving the EBRD and an international commercial bank.

Advisor to the European Bank for Reconstruction and Development in the assessment of a merger between two Macedonian banks. The assignment included among other duties: i) the formulation of a mid-term business plan; ii) advice on the feasibility of EBRD's equity participation; iii) the assessment of the strategic fit of the potential investor and iv) the analysis of the Macedonian banking system with a view to further considering additional bank mergers

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