

# EQUITY INVESTMENTS AND BUSINESS PLANNING

	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.
	Financial assessment and fairness opinion on planned investments, equity and debt, on behalf of a leading Spanish savings bank, of a portfolio of 13 wind parks, totaling an installed capacity of 768MW and investment of €695 million.
	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.
	Valuation of two mid-size printing companies set for merger
	Financial advisory to a multinational company specializing in the manufacture of flat glass. Services included the drafting of the Information Memorandum and first and second round of million equity funds raising of €57 million.

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### Croatia

Advisor to the European Bank for Reconstruction and Development in the Passenger Port Development Project, Dubrovnik.- 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.



### Russian Federation

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).



### 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



### Dominican Republic

Advisor to the European Union in drafting a protocol supporting a financial grant worth USD\$ 30 million to be spent by the Dominican government in social programmes: education, health and supply of potable water. Tasks included the monitoring on the use of funds for their agreed purpose. The programme developed in two phases during 1992 to 1995.