



**GLOBAL
VALUE
FINANCE**

COMPANY OVERVIEW

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Corporate Finance

1

M&A

- Analysis and evaluation of transaction
- Deal structuring
- Negotiations
- Integration after transaction completion

2

Financing

- Equity Capital Solutions
- Structured Debt Financing
- Government & State-Backed Funding
- Venture Capital & Growth Financing

Management Consulting

3

Strategy and Transformation

4

Business Processes

5

Accounting and Tax Reporting

6

StartUp and Venture

International Markets Strategy

7

Project Sourcing Aligned with Investor Criteria

8

Negotiations with Local Partners and Documentation Management

9

Risk Assessment and Project Economic Analysis

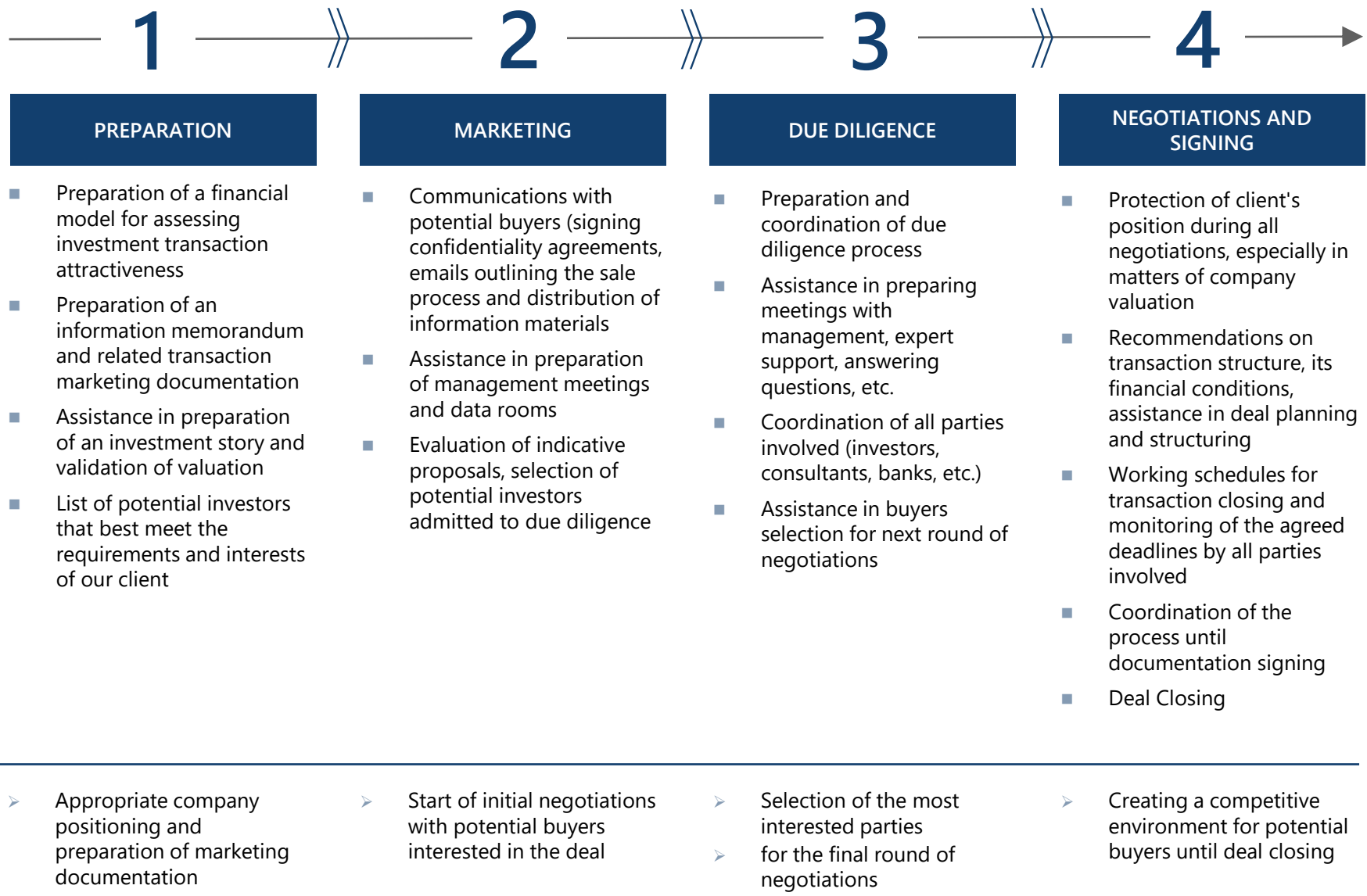
Global Value Finance

- Independent consulting firm integrating expertise in corporate finance, management consulting, and international market strategy
- Team of seasoned professionals with extensive experience across investment banking, the real sector, and strategic advisory
- Clients value our proven track record, tailored solutions, deep industry insight, and ability to deliver results efficiently
- We foster long-term partnerships with clients, built on trust and strong professional relationships developed through close collaboration



M&A Advisory (Sell-Side Transactions)

End-to-End Support Across the Company Sale Process





Advantages



1

Achieving Top
Market Valuation



2

Due Dilligence



3

Professional Deal
Presentation for
Market Participants



4

Deal Probability
increase



5

Risk Reduction

M&A Advisory (Sell-Side Transactions)

Established Relationships with Private Equity and Strategic Investors,
Ensuring High-Level Transaction Engagement

Scope of work on preparation and transaction support

Stage 1 >>>

- Analysis of the information received from the client
- Preparation of financial model, transaction valuation range
- Preparation of presentation materials based on the results of modeling and evaluation

Stage 2 >>>

- Identification of potential investors and transaction presentation to them, negotiation process support
- Assistance in the preparation of data room and coordinating visits of interested parties
- Updating the initial information provided by the client in investment documents, updating and preparing additional documentation in accordance with the specific requirements of potential investors

Stage 3 >>>

- Evaluation of received offers and selection of preferred buyers
- Supporting negotiations on the value and terms of transaction
- Interaction with lawyers, consultants and employees of the buyer during pre-investment due diligence
- Recommendations on transaction structure, its financial conditions, assistance in planning and control over the transaction timing
- Follow-up negotiations to maintain active communication on the transaction
- Negotiating deal documents and terms of agreements
- Coordination of documents signing and transation closing



M&A Advisory (Buy-Side Transactions)

Comprehensive Support Across Target Acquisition and Post-Merger Integration

1 Targets Selection

- Identification of existing opportunities, data collection and analysis in line with investor's criteria
- Analysis of potential transaction economics
- Selection of investment opportunities
- Negotiations

2 Evaluation

- Evaluation for the acquired company in consideration of all risks after due diligence
- Transaction rationale and economics

3 Due Diligence

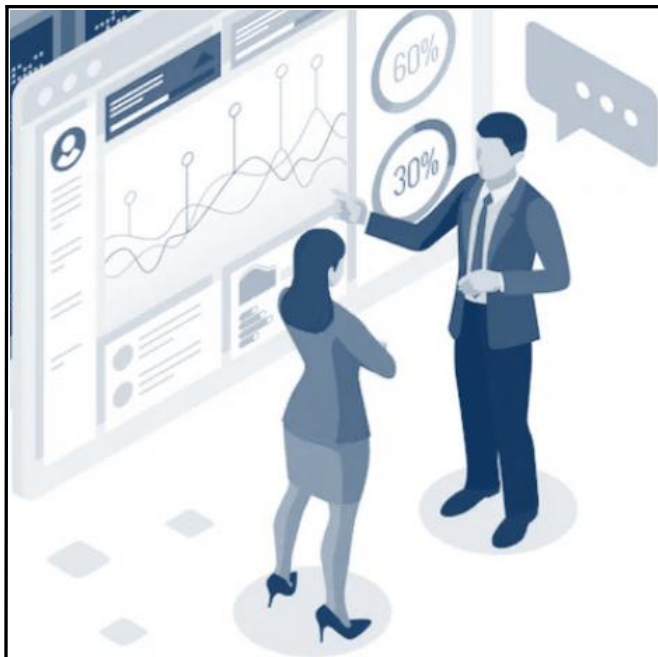
- Operational due diligence
- Financial and accounting due diligence
- Legal due diligence (in cooperation with client's lawyers)
- HR analysis, social issues affecting reorganization timing and integration after M&A

4 Negotiation Support

- Professional rationale:
 - Valuation
 - Business development forecast
 - Financial, legal and operational risks identified during due diligence

5 Deal Structuring

- Development of the structure of the transaction, taking into account:
 - Minimization of legal, financial, tax risks for both the transaction itself and the subsequent operation of the asset as part of the buyer's business structure
 - Asset protection
 - Asset and technology integrations



INSTRUMENTS

Debt Financing

Facilitating Strategic and
Financial Investor
Engagement

State Support Programs
(SME Corporation, VEB, RDIF,
Industrial Development
Fund, etc.)

Project Finance

Leasing

Bonds Issue

Factoring

OUR SERVICES

- Development of comprehensive fundraising strategies
- Assessment of opportunities for tax incentives and participation in government support programs
- Preparation of necessary documentation and end-to-end process support
- Implementation of measures to enhance investment and credit appeal
- Creation and refinement of business plans and information memorandums
- Preparation of a complete set of investment or loan documentation
- Identification and engagement of potential investors
- Collaboration with financial institutions
- Structuring of investment and financing transactions



**Identifying the optimal
financial solutions tailored to
each project's unique
requirements**



**Achieving the most favorable
transaction terms**



1 Project preparation consulting

Development (examination) of a business plan and investment documentation, including:

- Project development strategies
- Marketing analysis
- Project risk analysis
- Preparation of project financial model
- Project development plan with validation of required resources
- Preparation of management systems and personnel requirements

2 Attracting investments

- Project presentation to selected private and venture investors
- Obtaining support from state and regional development institutions

3 Project management

- Setting up and maintaining project management system
- Participation in operational management at the request of the client or investors
- Project financial control
- Project support at subsequent stages





Strategy and Management System Transformation

In-Depth Analysis at Every Stage of the Transformation Plan

Target

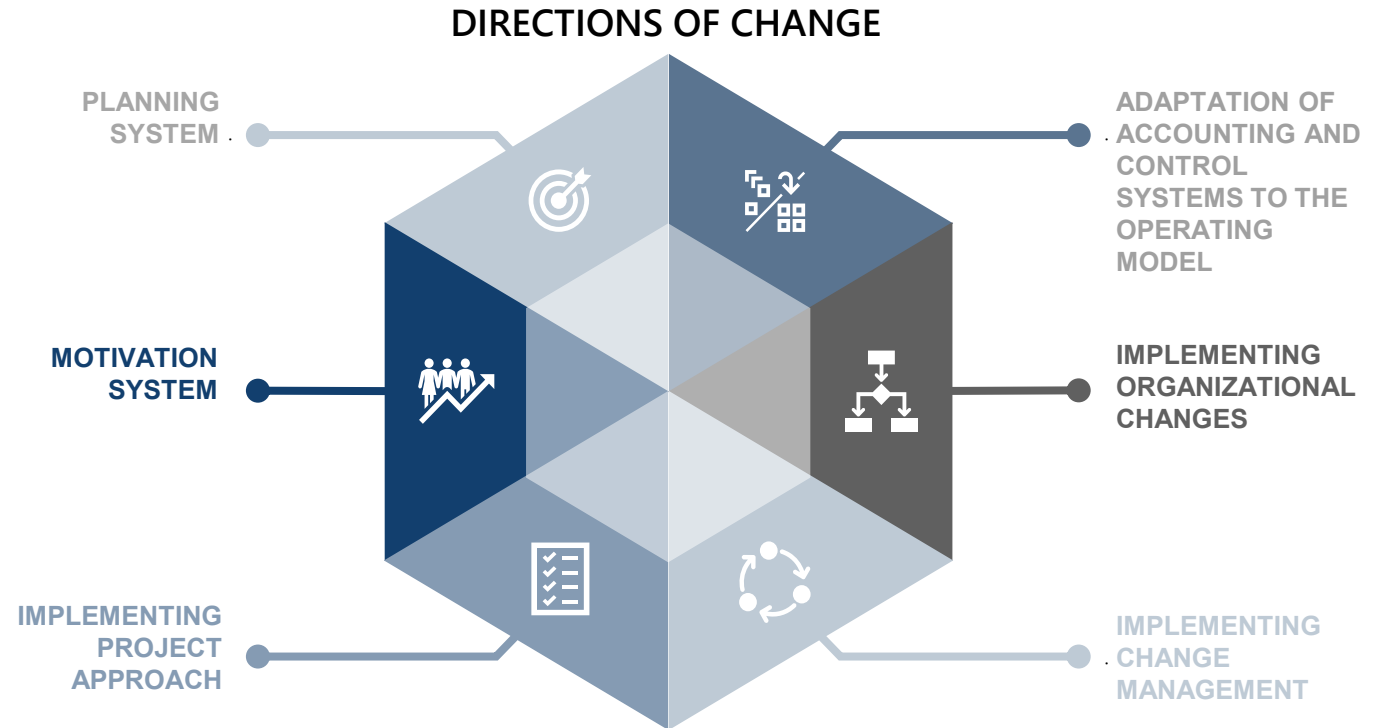
Achieving and maintaining a high degree of business manageability while maintaining high growth rates and developing new areas.

Key tasks

- Form a vision of operating model
- Build a control system in accordance with this model

Result

Complete, up-to-date and reliable information about the planned and actual state of the group of companies

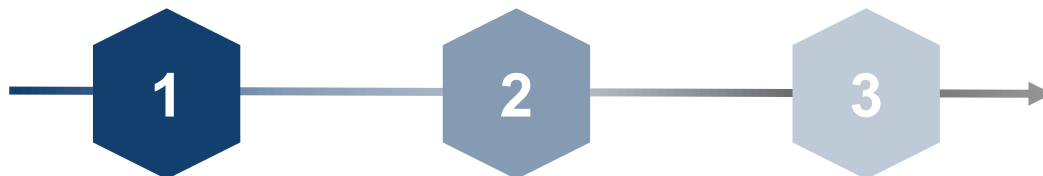


MAIN STAGES OF TRANSFORMATION

DIAGNOSTICS OF THE
CONTROL SYSTEM

APPROVAL OF
OPERATING MODEL

TRANSFORMATION
PLAN



SUCCESS FACTORS

- Involvement of senior management in all transformation tasks
- Informing middle managers about ongoing changes
- Allocation of the necessary resources (time, people, money)



Africa: International Markets Strategy

Proven Track Record and Strong Connections with Political and Business Leaders



Namibia

- Population: 2.5 million people.
- GDP '23 = \$12.4 billion.
- Main industries: mining, fishing, tourism



South Africa

- Population: 59 million people.
- GDP '23 = \$377.8 billion.
- Main industries: mining, tourism



Senegal

- Population: 17.8 million people.
- GDP'23 = \$27 billion.
- Main industries: agriculture (peanuts, rice), fishing, phosphate mining.



Botswana

- Population: 2.3 million people.
- GDP '23 = \$18.9 billion.
- Main industries: mining, tourism



Ethiopia

- Population: 114 million people.
- GDP '23 = \$156.1 billion.
- Main industries: agriculture, hydropower



Cameroon

- Population: 27.9 million people.
- GDP'23 = \$45 billion.
- Main industries: oil production, agriculture (cocoa, coffee), logging.



Zambia

- Population: 18 million people.
- GDP '23 = \$31.2 billion.
- Main industries: agriculture, mining



Angola

- Population: 32 million people.
- GDP '23 = \$84.7 billion.
- Main industries: oil, diamond mining, agriculture



Equatorial Guinea

- Population: 1.7 million people.
- GDP'23 = \$10.1 billion.
- Main industries: oil and gas industry, logging, agriculture (cocoa, coffee).



Zimbabwe

- Population: 1.4 million people.
- GDP '23 = \$20.5 billion.
- Main industries: agriculture



Nigeria

- Population: 230 million people.
- GDP '23 = \$504.2 billion.
- Main industries: oil, agriculture



Mali

- Population: 21.9 million people.
- GDP'23 = \$19 billion.
- Main industries: gold mining, agriculture (cotton, grain), livestock breeding.



Tanzania

- Population: 59 million people.
- GDP '23 = \$79.2 billion.
- Main industries: agriculture



Algeria

- Population: 44.6 million people.
- GDP'23 = \$193 billion.
- Main industries: oil and gas industry, mining, agriculture (dates, grains).



Kenya

- Population: 5.3 million people.
- GDP '23 = \$108.2 billion.
- Main industries: agriculture, services, tourism



Egypt

- Population: 109.3 million people.
- GDP'23 = \$387 billion.
- Main industries: tourism, agriculture (cotton, grain), manufacturing.

AS PART OF COOPERATION WITH THESE COUNTRIES, WE OFFER:

- Export-Import Transaction Support
- Market Entry Strategy & Partner Identification
- Project Selection Aligned with Client Criteria
- Risk and Economic Analysis of Projects
- Negotiation Process Support

Contacts



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