

MERGER & ACQUISITION

Find additional sources of finance

1. BENEFITS FOR CLIENT

- Opportunity for further development;
- Higher rate of return;
- Increasing the value of existing shares;
- Achieving financial stability through:
 - Suitable and more stable financial structure;
 - Increased borrowing capacity;
 - Lower borrowing costs.

2. DESCRIPTION OF THE SERVICE

Phase I: Analysis of company and potential investors

- Detailed analysis of company – preliminary due diligence;
- Defining optimal equity/debt structure and determining the need for capital injection;
- Identification and analysis of potential investors.

Phase II: Company valuation

- Assessing company value.

Phase III: Preparation for negotiations with investors

- Determining minimal and optimal criteria for completion of the deal;
- Teaser preparation;
- Business plan preparation;
- Presenting potential investors to the client;
- Assessing synergistic effects.

Phase IV: Support in negotiations with investors

- Participating in negotiations;

- Signing a confidentiality agreement and letter of intent as a grantee of serious intentions; checking the attitude of relevant government agencies toward the potential deal;
- Providing support to the client in the due diligence process initiated on investor's request;
- Assistance in structuring the deal;
- Shaping and adjusting the final offer with the client / investors.

Phase V: Completion of the deal with a chosen partner

3. LIST OF DOCUMENTS THAT CLIENT NEEDS TO SUBMIT

- Official financial reports, with notes, for the last three years – client and related parties;
- Auditor's reports for the last three years – client and related parties;
- Preliminary financial statements for the last three years and the current year – client and related parties;
- Analytical data for buyers and suppliers, information on received and made advance payments, information on received loans from or given loans to related parties, in the last three years and preliminary year;
- Detailed information on off-balance sheet liabilities to financial institutions;
- Detailed information on each loan provided by financial institution (purpose, amount, terms, security, outstanding loan);
- Real estate appraisal and relevant documentation from cadaster;
- Other documentation (if necessary):
 - Contracts with suppliers,
 - Inventory lists,
 - Authorized appraisal of inventories(e.g. SGS),
 - Other analytical data,
 - Bank statements,
 - Market analysis.

4. LIST OD DOCUMENTS THAT CLIENT RECEIVES

- Valor Teaser – VT
- Valor Business Plan – VBP
- Additional analysis (xls file)

5. CONTACTS

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