

# Corporate finance advisory

## Project Casa \*

Sale of Asteco to the subsidiary of a listed real estate company

## Project Coral\*

Acquisition of a FMCG distribution business in Germany by a larger FMCG company

## Project Jedi\*

Acquisition of a FMCG distribution business in Morocco by a larger FMCG company

## Project Empire\*

Acquisition of a FMCG distribution company operating in the UK by a GCC based FMCG company

## Project Lux \*

Divestment of a stake in a luxury retail franchise to the existing minority shareholder.

## Project Timber \*

Acquisition of a SAP Implementation business based in the GCC by the consultancy business of one of the Big 4

## Project Maison \*

Acquisition of an Owners' Association and Property Management company by a listed Malaysian company

## Project Healthy \*

Acquisition of a nutraceutical distribution business by a large FMCG company

## Project Buratta \*

Acquisition of a cheese producing factory by a large FMCG company

## Project Piel \*

Acquisition of an e-commerce cosmetic and beauty care distributor by a larger FMCG company

# Financial due diligence (a sample)

## **Project Apollo\***

FDD of a dental chain of clinics in relation to a structured private credit provided by a large alternate investment fund providers..

## **Project Pulse \***

FDD for one of the largest FMCG distributors in the region of a company involved in production and distribution of organic foodstuffs.

## **Project Berlin\***

FDD of an organic food distribution business based in Kuwait for a larger FMCG company

## **Project Zorba \***

FDD for one of the largest FMCG distributors in the region of a company dealing in distribution of 'fine dining Greek products' in the UAE

## **Project Healthy\***

Review of VDD report of a regional nutraceutical distribution business in the context of an acquisition by a larger FMCG company

## **Project Adol\***

FDD of a digital healthcare provider in relation to an investment by a venture capital fund.

## **Project Fast\***

FDD for one of the largest FMCG distributors in the region of a company involved in distribution of household articles including 'lock boxes'

## **Project Fit \***

FDD for one of the largest FMCG distributors in the region of a nutraceuticals and pharmaceuticals based in the UAE.

## **Project Buratta \***

FDD for one of the largest FMCG distributors in the region of a cheese manufacturing and distribution company based in the UAE

## **Project Care \***

Limited scope FDD carried out for a local REIT company of a pharmaceutical manufacturing company in the context of the proposed sale and lease back of the plant.

# Valuation (a sample)

## Project Opal \*

Valuation of an apparel distribution and retail business in the context of an internal shareholding restructuring exercise.

## Project Y\*

Valuation of luxury retail franchise being operated in Bahrain in the context of an exit by a minority shareholder.

## Project X\*

Valuation of an exchange and custody house in the context of a potential transaction

## Project Almas\*

Valuation of a jewellery chain based in the KSA in the context of making certain strategic decisions

## Project Hummus \*

Valuation of a restaurant chain based in KSA in the context of inheritance matters.

## Project Kitab\*

Valuation of 2 early-stage SaaS based “edutech” companies in the context of an acquisition by a family business based in UAE

## Project Arnold\*

Valuation of early stage ‘gym wear’ retail business in the context of an acquisition by a family business based in Qatar.

## Project Dollar\*

Valuation of a ‘value chain retail segment’ in the context of making strategic decisions in relation to divestment.

## Project Connect \*

Valuation of an early stage “FMCG distribution aggregator” in the context of first round funding.

## Project Caddy \*

Valuation of an early stage ‘golf aggregation technology’ provider in relation to a divestment to a KSA based strategic investor.

# Strategic review advisory

## Project MDZ

Carrying out a strategic financial review of a proposed investment in a large distributorship in the GCC by a FMCG. The outcome of the review was considered for purpose of decision making.

## Project SVL

Carrying out a strategic financial review of a proposed investment in a large distributorship in Jordan by a FMCG. The outcome of the review was considered for purpose of decision making.

## Project WC 1\*

Carrying out a strategic review of the working capital investment in a food distribution business with a view to reducing that investment.

## Project Cap\*

Carrying out a capital structure review of a food distribution business to rebalance the capital structure and make it appropriate for the business

## Project WC 2\*

Carrying out a financial review of a meat processing business to enable the shareholders to consider strategic options in relation to its continuance.

## Project Dahab \*

Strategic advisory to a JV partner in running of retail jewellery shops in Qatar to exit from the JV arrangement and operate independently

## Project Link \*

Negotiation support and advise to an early stage company in fund raise from a strategic investor. Advise included strategic inputs on cap structure and minority protection rights

## Project Satwa\*

Negotiation support and advise in relation to sale of a real estate tower for purpose of managing the corresponding debt on the tower

## Project SoS\*

Strategic advisory services provided to acquire and consolidate business involved in the provision of onsite healthcare, medical emergency and occupational health problems

## Project Watch\*

Assistance in negotiation and formation of a JV with a listed Indian jewellery retailer for a Qatar based family business.

# Debt restructuring experience

## Project Spin

IBR of a GRE in relation to a bilateral debt owed to a Far Eastern Bank (US\$ 200m)

## Project Light

IBR and successful debt restructuring of Damas International with 25 local and international banks

## Project Bloom

Debt restructuring of bilateral debt of an outdoor media company with 2 banks (US\$ 10m)

## Project Bolster

Debt restructuring of a US\$ 225m debt held by a cement manufacturing company with 6 banks

## Project Rose

IBR of a family owned luxury retail business in preparation of a debt restructuring.

## Project Flow

Monitoring Agent role to implement asset disposal and cascade agreement in relation to the Damas International restructuring.

## Project Matrix 1\*

Debt restructuring and full settlement of debt of US\$ 30m owed by a UAE based conglomerate to an International bank.

## Project Matrix 2\*

Debt restructuring and full settlement of debt of US\$ 70m owed by a UAE based conglomerate to an European financial institution

## Project Ferrum \*

Debt restructuring and monitoring agent role of a steel trading company ~ US\$ 100m.

## Project Bay\*

Debt restructuring of a real estate development company ~ US\$ 60m.

\* Advised by Nucleus