



Our Financial Advisory Services

Creating Value

Corporate Finance Advisory

M&A Transaction Services

Valuation Services

Reorganisation Services

Forensic and Dispute Services

Grants & Incentives



About Us

“We, at Deloitte, provide sophisticated strategic financial advice enriched by the wealth of resources and expertise of a global professional services organisation”

Nicos S. Kyriakides
Financial Advisory Services Leader

360° Thinking!



Deloitte is one of the largest and fastest-growing professional services organisations in Cyprus providing a full range of services through more than 420 people from offices in Nicosia, Limassol and Larnaca. Our core services include audit, tax, consulting and financial advisory.

During recent years Deloitte has been at the forefront of M&A activity with involvement in most major transactions on the island.

Deloitte is known for its values of ethos, integrity, specialised knowledge and professionalism. The professionals of the Cyprus firm being members of the global organisation Deloitte Touche Tohmatsu have the necessary qualifications and experience to serve the business requirements of our clients.

Our multidisciplinary, collaborative approach to client service, combined with an ability to look at business and financial issues from every angle, is what sets us apart. Whether you are a large organisation, or a small business enterprise with ambition to grow, we can introduce to you a 360° view of business challenges.

Why Deloitte Financial Advisory Services?

In partnering with Deloitte Financial Advisory Services (FAS) our clients benefit from:

Integrated Solutions

With in-depth knowledge of and exposure to numerous transaction-related disciplines and by leveraging the knowledge and experience of our global network, our service team can provide effective tailor made solutions for our clients' transactions.

"Think globally, act locally"

With a global network of partners and associates we tend to communicate and share knowledge with professionals across the globe. As local market variations demand local adaptation, we guarantee our clients international top tier quality service delivered locally.

Team Approach

Our Financial Advisory Services team actively collaborates with the client as a trusted advisor, maximising efficiency and enhancing shareholder value.

Strong sustainable business relationships

Through our positive contribution to the success of our clients we build long term relationships, based on trust.

Objectivity and Integrity

We ensure independence, integrity and objectivity on all client engagements to secure delivery of reliable and professional business advice.

Our FAS Services

Our Financial Advisory practice provides strategic and financial advisory services to companies of the public and private sector throughout every phase of the economic cycle.

Through a complete set of financial advisory services we provide our clients with the required advice and solution and help them operate successfully in the business environment.

Financial Advisory comprises six distinct but related service lines whose shared principal objective is the creation and enhancement of shareholder and stakeholder value:

- Corporate Finance Advisory
- M&A Transaction Services
- Valuation Services
- Reorganisation Services
- Forensic and Dispute Services
- Grants & Incentives

Corporate Finance Advisory

Our corporate finance advisory services include comprehensive financial advice and execution expertise, encompassing mergers, acquisitions, divestitures, restructurings, private placements, privatisations and equity capital markets to clients ranging from corporations and private equity to financial institutions and governments.

More specifically, we provide expert advice on:

Acquisitions

Our team aims to reduce our client's risks inherent in any acquisition - whether hostile or not - by providing expert advice on those elements essential to a successful acquisition: planning, targeting and execution.

We assist our clients to identify and evaluate the most promising opportunities. Once a suitable target has been identified we can provide the following services:

- Formulate an approach strategy
- Agree a preliminary view on valuation and financial structuring
- Approach the target using our top level contacts where possible
- Lead negotiations throughout the process
- Set the framework for due diligence and provide teams where required
- Liaise with regulators and prepare public documents where relevant
- Help ensure a timely and managed completion

Disposals

Our FAS team, through specialised knowledge and experience, can offer valuable advice for possible sale/disposal of existing businesses. Identifying and addressing the following questions early in the process increase the success of the disposal:

- When is the best time to sell my business?
- What to sell – partial sale or full disposal, company's shares of business?
- How do I establish the right price?
- How do I maximise the value gained from my business disposal?
- How long will the process take?

Our independent advice and support can help our clients avoid the many pitfalls and increases the chances for a successful transaction.

Our services include:

- Review of the alternatives/options
- Valuation of the business
- Preparation of the information memorandum
- Identification of potential acquirers
- Negotiation, on behalf of the client, with the potential acquirers and their advisers
- Transaction management

Fund Raising and Debt Advisory

We provide independent advice across the full spectrum of the equity and debt markets with focus on:

- Analysing the existing financial structure
- Developing innovative financial strategies
- Developing and recommending optimal capital structure
- Assessing the available sources of finance
- Developing and implementing plans to raise equity or debt

PPP/PFI Projects

Public Private Partnership (PPP) and Project Finance Initiative (PFI) projects represent alternative ways of financing and procuring public sector projects.

Our strength lies in our team's know how and the potential to utilise a unique wealth of information together with specialists from all over the world. Our consultants provide advice and assistance in connection to the structuring, financing and implementation of projects and transactions in various industries bringing together the private and the public sector.

Business Plans / Feasibility Studies / Financial Projections

Our FAS team is specialised in delivering business plans, feasibility studies and financial projections.

Through the provision of the above services, we are focused in helping our clients monitor their growth, manage their priorities, assign responsibilities, evaluate their progress and their business opportunities and finally plan their cash flows.

Our FAS Services



Stock Exchange Listing

Our team can also act as corporate advisor in connection with a flotation or other transaction on a recognized stock exchange in Cyprus and/or abroad. Our team can offer you:

- Technical expertise and transaction experience
- Capabilities in innovative and complex transactions
- A client focus and approach that aim towards the client's best interest
- An integrated, efficient service – with additional support available from our other service lines including tax, due diligence, transaction support, valuations and other finance advisory services.

M&A Transaction Services

Our team can help you form an understanding of a target business and provide support for a transaction or a possible transaction. Typically, this involves the investigation of the target from a variety of perspectives to ensure that significant value items, risks and other matters have been identified and considered by our client, assisting them in making an informed decision regarding the transaction.

Our transaction services include:

- Acquisition due diligence
- Vendor due diligence reports
- Sale and purchase agreement advice
- Profit estimate reports
- Short / Long form reports

Valuation Services

Value creation is a critical aspect for successful business operations. Valuation advice requires the right blend of analysis, experience and professional judgement.

Our professionals possess extensive delivery capabilities, deep financial and valuation – related knowledge and robust industry expertise. We combine an integrated global approach with extensive industry experience and local knowledge to address the complex needs of our clients. We help companies identify, measure and realise the value of their assets by providing independent and well-supported valuations.

We perform **share and business valuations, tangible and intangible assets valuations** in the framework of:

- mergers and acquisitions
- corporate restructuring
- issuance of new shares
- liquidation
- goodwill and intangible assets impairment tests
- fairness opinion reports
- stock exchange listings
- dispute resolution reports

Reorganisation Services

We assist our clients in identifying the causes of business underperformance. Our experience enables us to advise and support clients in the design and implementation of solutions including business and financial turnarounds.

We work closely with clients, legal, tax and other advisors in identifying specialised problems in cases of financial crisis, providing professional advice and implementing successfully the recovery process.

Forensic and Dispute Services

Our FAS professionals are skilled to conduct financial due diligence reviews and valuations on disputed matters, have the ability to conduct detailed examinations on complex accounting issues involving errors, irregularities, corporate frauds, money laundering or instances of corruption and may appear in court as expert witnesses on financial matters.

Grants & Incentives

Our Grants & Incentives Unit experts offer our clients the necessary information and assistance with regards to the following:

European Programs

Our services cover the whole lifespan of a project. The solution and advice we provide begin with the initial evaluation of the project and continues by identifying the most promising ideas and matching them with European Funding Programs. Through the Deloitte Grants and Incentives network, we also assist in identifying the ideal partners for the project to ensure the establishment of a solid partnership.

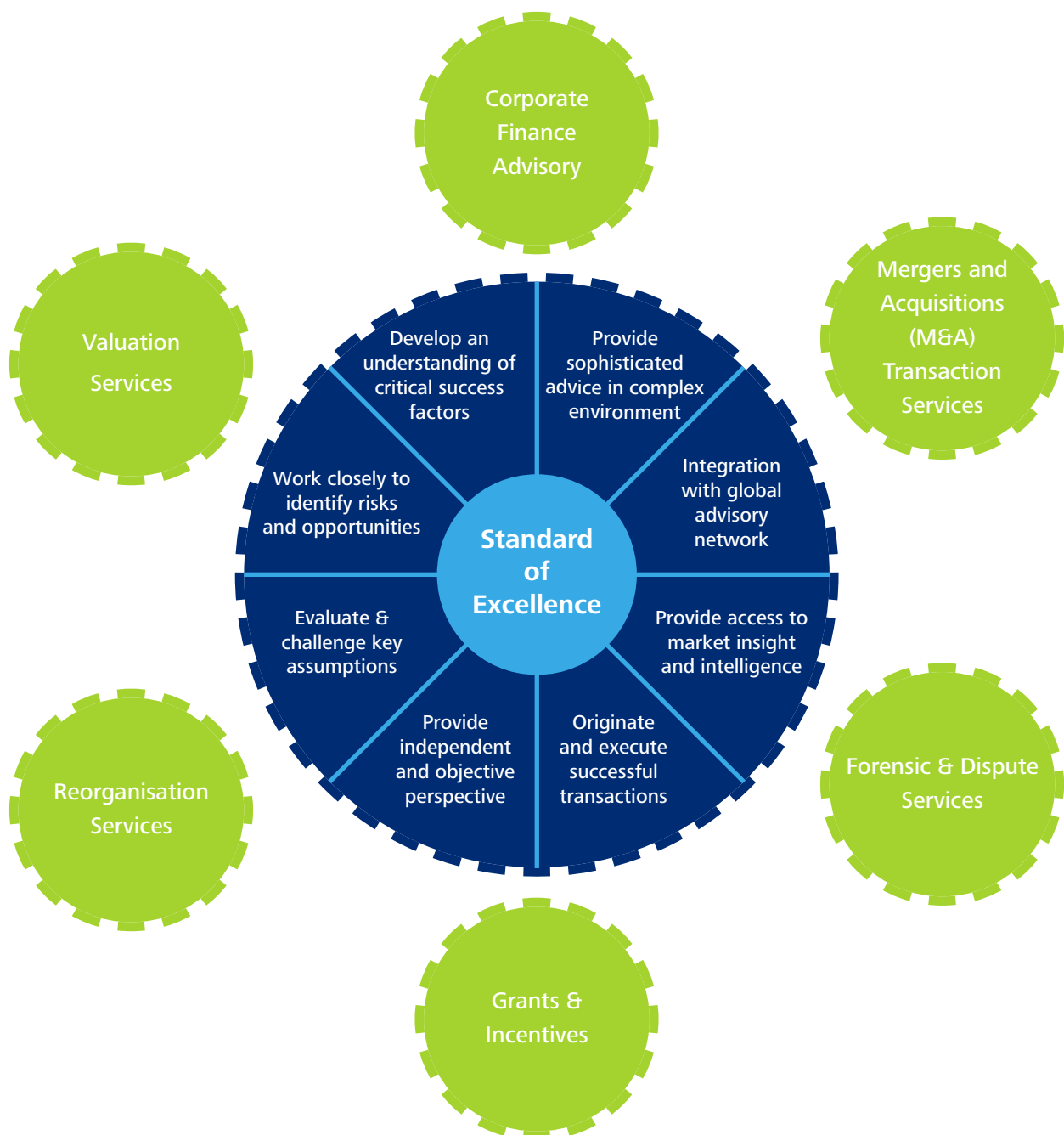
Our services also extend to the preparation of all necessary documentation for proposal submission purposes. For the successful projects we can also provide our clients with project management services.

Structural Funds and National Funding Schemes

The services we provide comprise the preparation of feasibility studies to accompany applications as well as guidance and support throughout the preparation of the application package and its submission to the relevant authorities.

FAS Quality Framework

All of the services outlined below in the green circles are delivered in the 'Standard of Excellence' framework to ensure that each client receives the highest level of professional services.



Contacts

For more information about Deloitte's Financial Advisory Services, please contact:

Nicos S. Kyriakides

Financial Advisory Services Leader
Partner - In charge of Limassol Office
Telephone: +357 25868686
E-mail: nkyriakides@deloitte.com

George Martides

Partner - Financial Advisory Services
Telephone: +357 25868686
E-mail: gmartides@deloitte.com

Members of the Board of Directors

Christis M. Christoforou (*Chief Executive Officer*), Eleftherios N. Philippou, Nicos S. Kyriakides, Nicos D. Papakyriacou, Athos Chrysanthou, Costas Georghadjis, Antonis Taliotis, Panos Papadopoulos, Pieris M. Markou, Nicos Charalambous, Nicos Spanoudis, Maria Paschalis, Alexis Agathocleous, Paul Mallis, Panicos Papamichael, Christos Papamarkides, George Martides, Kerry Whyte, Andreas Georgiou, Christos Neocleous, Demetris Papapericleous, Andreas Andreou, Theophanis Theophanous, Michael Christoforou (*Chairman Emeritus*).

Our Offices in Cyprus

Nicosia

STADYL Building
Corner Th. Dervis – Florinis Street
CY-1065 Nicosia, Cyprus
P.O.Box 21675
CY-1512 Nicosia, Cyprus

Tel.: + 357 22360300
Fax: + 357 22360400
E-mail: infonicosia@deloitte.com

Limassol

Maximos Plaza, Block 1, 3rd floor
213, Arch. Makariou III Avenue
CY-3105 Limassol, Cyprus
P.O. Box 58466
CY-3734 Limassol, Cyprus

Tel.: + 357 25868686
Fax: + 357 25868600
E-mail: infolimassol@deloitte.com

Larnaca

Patroclus Tower, 4th floor
41-43, Spyrou Kyprianou Avenue
CY-6051 Larnaca, Cyprus
P.O.Box 40772
CY-6307 Larnaca, Cyprus

Tel.: +357 24819494
Fax: +357 24661222
E-mail: infolarnaca@deloitte.com

For further information, visit our website at www.deloitte.com/cy

About Deloitte

Deloitte provides audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in 140 countries, Deloitte brings world-class capabilities and deep local expertise to help clients succeed wherever they operate. Deloitte's 165,000 professionals are committed to becoming the standard of excellence.

Deloitte's professionals are unified by a collaborative culture that fosters integrity, outstanding value to markets and clients, commitment to each other, and strength from cultural diversity. They enjoy an environment of continuous learning, challenging experiences, and enriching career opportunities. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities. Deloitte refers to one or more of Deloitte Touche Tohmatsu, a Swiss Verein, and its network of member firms, each of which is a legally separate and independent entity. Please see www.deloitte.com/about for a detailed description of the legal structure of Deloitte Touche Tohmatsu and its member firms.

In Cyprus, Deloitte Limited is the member firm of Deloitte Touche Tohmatsu, and services are provided by Deloitte Limited and its subsidiaries. Deloitte Limited is among the nation's leading professional services firms, providing audit, tax, consulting, and financial advisory services through over 420 people in Nicosia, Limassol and Larnaca. Known as an employer of choice for innovative human resources programs, it is dedicated to helping its clients and its people excel. For more information, please visit the Cyprus member firm's website at www.deloitte.com/cy