
NOVALTA
Management Consulting

2014

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Table of Contents

1. Our Firm: Novalta Management Consulting
 - Introduction
 - Industry Focus
 - Geographic Focus
 - Our Team

2. Government Advisory Services
 - Privatization / Investment Advisory Services
 - Restructuring Advisory Services

3. Corporate Advisory Services
 - Corporate Finance
 - Mergers and Acquisitions (M&A)

4. Transactions

1. OUR FIRM: NOVALTA MANAGEMENT CONSULTING

Introduction



Novalta is a newly-formed investment and project advisory company

- Established in 2014 by former managers of leading advisory and technology firms
- Strong experience in emerging markets



Sector Focus

- Corporate advisory services: mergers and acquisitions, corporate finance
- Government advisory services: financing of investment projects, restructuring/privatization of state-owned companies, public-private partnerships
- Industry experience: heavy and light industry, energy, infrastructure



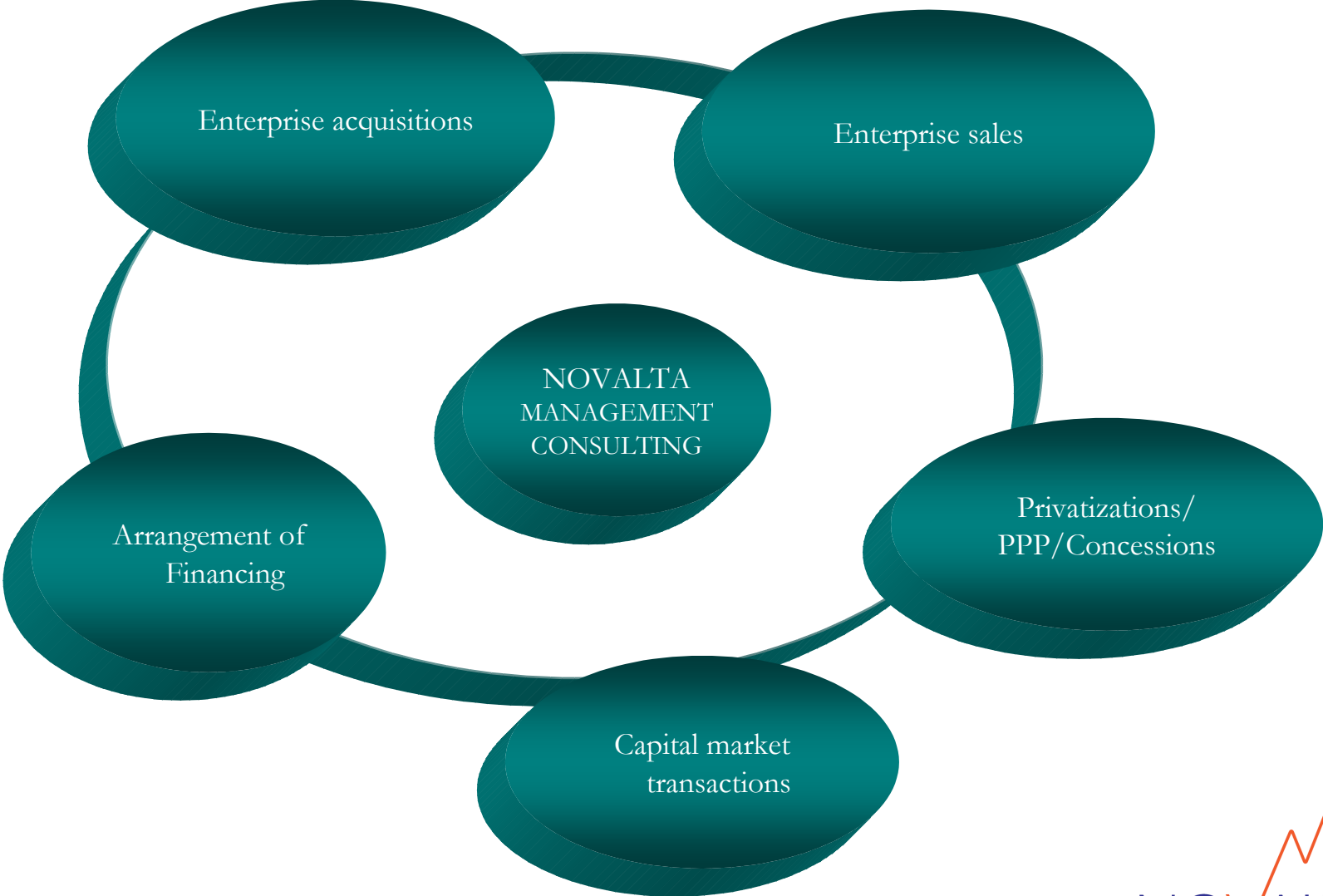
Geographic Focus: Europe and Emerging Markets

- „DACH“ region (Austria, Germany, Switzerland)
- Central and Eastern Europe, Russia and Central Asia
- Emerging Markets (e.g., North Africa)



International network

Areas of Activities



Industry Focus



Heavy and Light Industry

- Heavy industry: machine-building, metallurgy
- Light industry: manufacturing, textiles
- Focus on mid-market and larger transactions



Energy and Infrastructure

- Power sector: electricity generation projects (thermal, hydro, solar); electricity distribution
- Oil and gas: upstream (production/refining), downstream (distribution) projects, also petrochemicals
- Infrastructure (transportation, municipal)



Financial Sector

- Banking
- Insurance

Geographic Focus



Core Markets

- Austria and Central Europe
- Russia and CIS
- Emerging markets (e.g., North Africa)



Partner Network

- Partner firms in local markets across CIS/CEE region



Experience of Team Members

- Our team members have many year's relevant experience in Europe, USA, ex-Soviet Union and Far East

Our Team:

Management has comprehensive consulting, industry and transaction experience...

Peter E. Gumpel

- Chairman of Management Board, Meinel Capital Advisors AG, Vienna, 2001-2008
- Member of Management Board, Raiffeisen Investment AG, Vienna, 1998-2001 (also board member/manager of subsidiaries in Bulgaria, Romania, Ukraine)
- Director / Prokurist, Raiffeisen Investment AG, Vienna, 1992-1997
- Practiced as lawyer (in USA and Austria)
- Professor, Business and Management, Webster University Vienna, 2008-2011
- Juris doctor (law), Columbia University, New York; graduate studies, St. Gallen School of Economics, Switzerland; A.B. (Economics), Colgate University, Hamilton, New York

Natalie Gromova

- Partner, Robert Hoffman Immobilienconsulting, Vienna, 2008-2010
- Representative, Siemens AG, Moscow (also based in Vienna), 2002-2007
- Sales Manager, Kapsch AG, Moscow, 1998-2001
- Marketing Director, Management Data AG, Moscow, 1992-1997
- Assistant to Representative, Wang Österreich GmbH, Moscow, 1991-1992
- Masters degrees, Philology (English, French, German), Moscow State Linguistic University

2. GOVERNMENT ADVISORY SERVICES

Privatization / Other Government Advisory



Privatization Advisory Experience

- Team advised Governments of Bulgaria, Macedonia, Moldova, Montenegro, Romania, Serbia, Slovakia, and Ukraine in connection with sale of state-owned companies in various sectors including electricity distribution, state infrastructure (airports), steel and non-ferrous metals, heavy industry, metallurgy and engineering, light industry.
- Various privatization methods: tenders, negotiated transactions, auctions
- Direct sales / capital market transactions



Concessions and Public Private Partnerships

- Advised on negotiation and structuring of concessions (airports, other state facilities) and PPP transactions



Restructuring of State-Owned Companies

- Corporate, financial and industrial restructuring of state-owned companies
- Example: successful restructuring and privatization of Serbian group of 25 engineering, metalworking and machine-building companies

3. CORPORATE ADVISORY SERVICES

Corporate Finance



Advising corporate clients on raising of capital

- Equity: strategic or financial investment
- Mezzanine capital
- Arranging of bank or other senior debt



Types of equity finance

- Strategic investment: Mergers & Acquisitions (see next pages)
- Financial investment: private equity, etc.
- Public offerings / capital market transactions



Types of debt finance

- Bank and other commercial senior debt
- IFI loans



Types of transactions

- Trade sales, leveraged transactions (LBOs), management buyouts (MBOs)

Mergers and Acquisitions (M&A)



Experience

- over 20 years' transaction experience on the part of the founders, both as corporate finance advisors and as government advisors in public sector projects
- sector and management consulting experience in the project team assures a prompt start and quick project execution



Independence

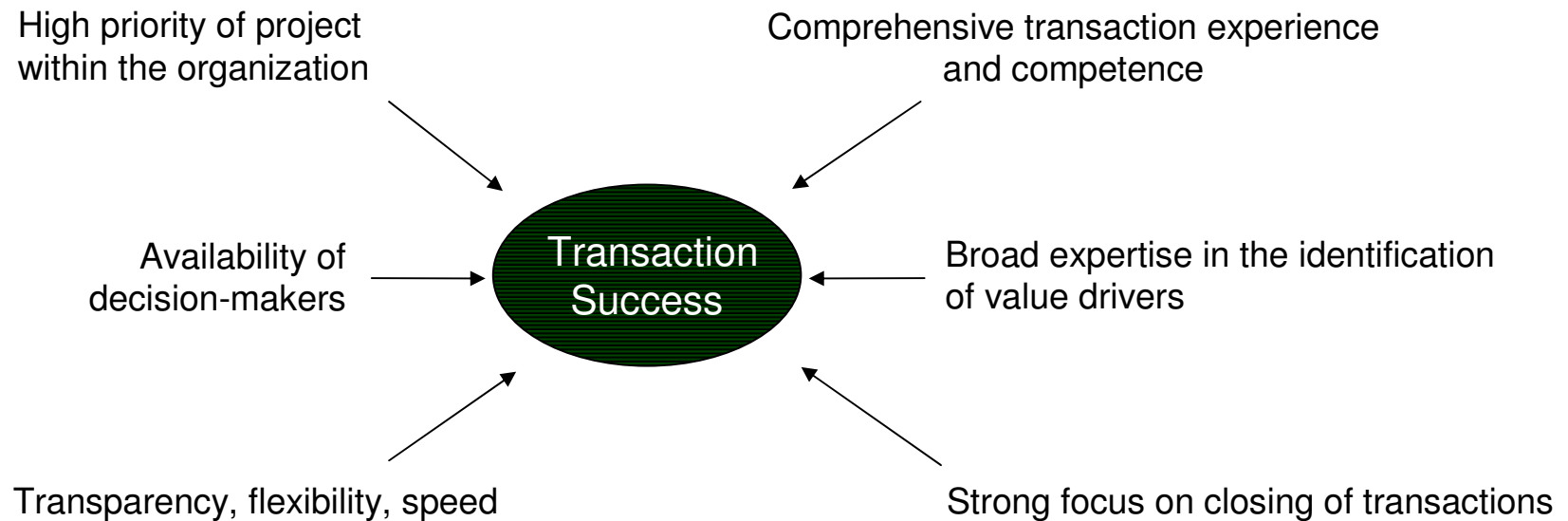
- Novalta Management Consulting is owned by its partners and advises its clients with a full matching of interests
- Novalta Management Consulting is not in danger of conflict of interests, for example in connection with capital market interests or other client relationships



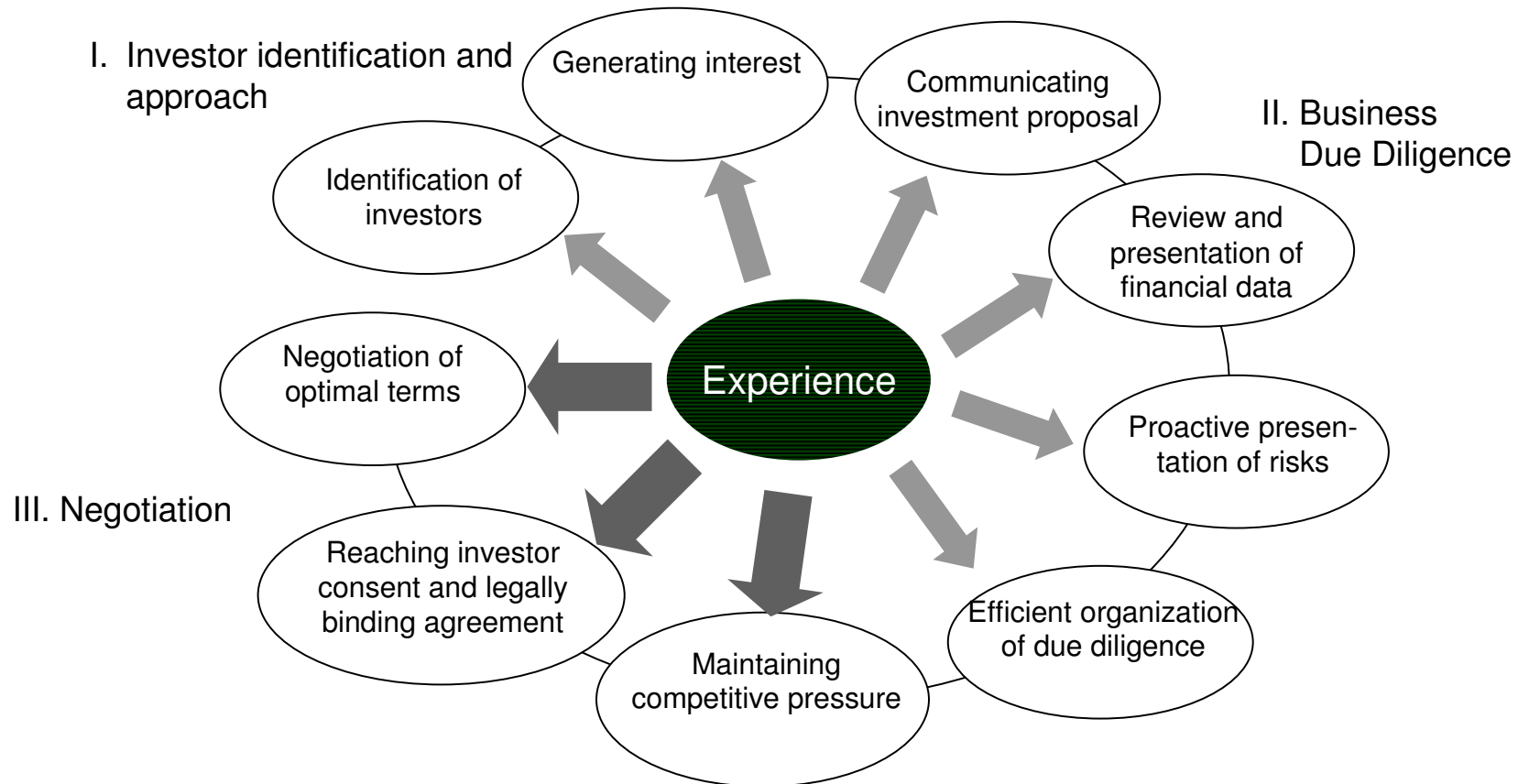
Analytical approach

- Advising on the preparation of detailed financial plans and carrying out plausibility analysis and feasibility studies (business due diligence).
- Carrying out complex valuations on the basis of discounted cash flow (DCF), as well as market and transaction comparables.
- Comprehensive research with respect to potential transaction partners worldwide.

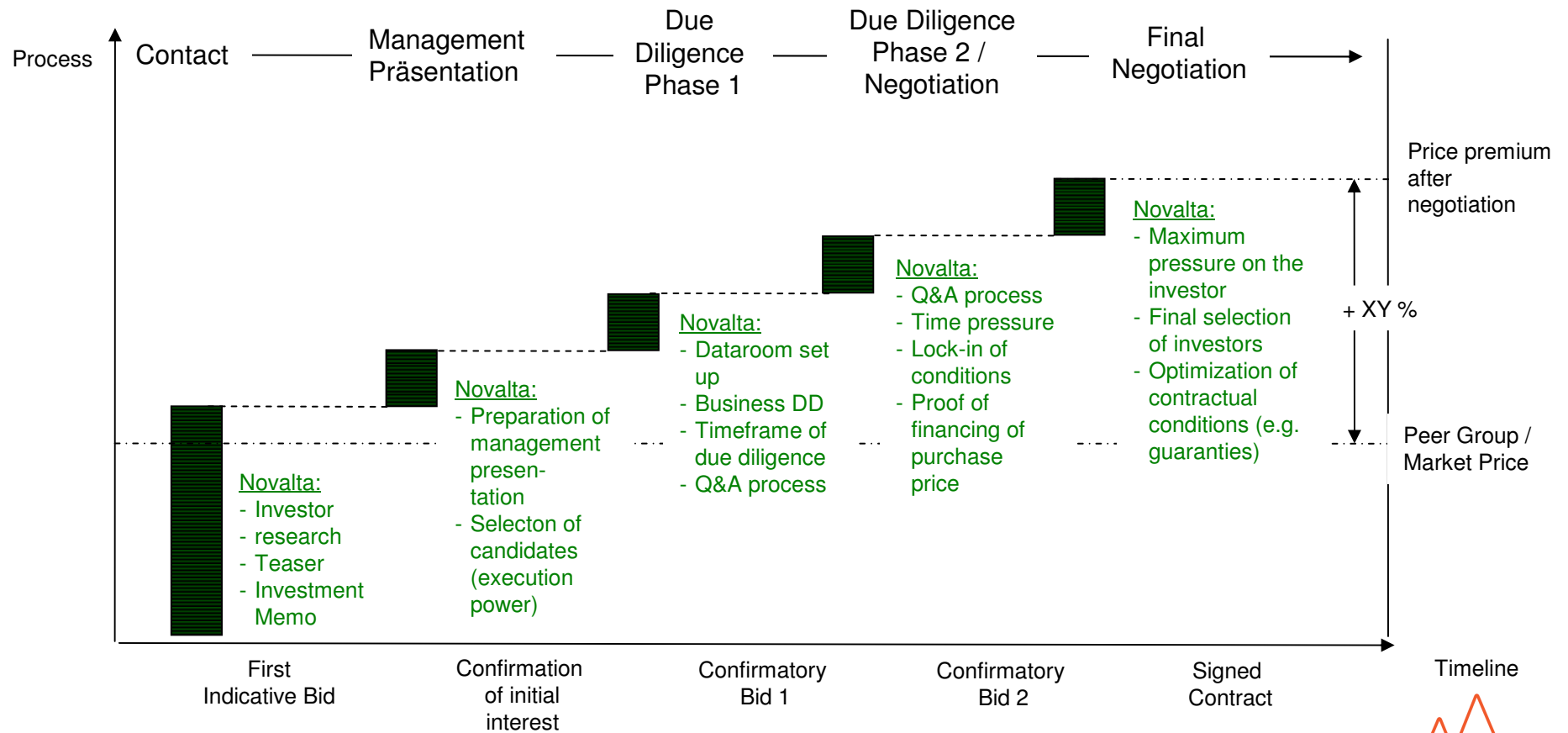
Our profile offers a high probability of transaction success



Experience in each work module assures project success



Successful Optimization of Conditions in Acquisition Process



4. TRANSACTIONS

Transactions

Deal lists available upon request.

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