



**It's more than a transaction.  
For us, it's helping you go beyond.**

**Transactional Advisory Services**

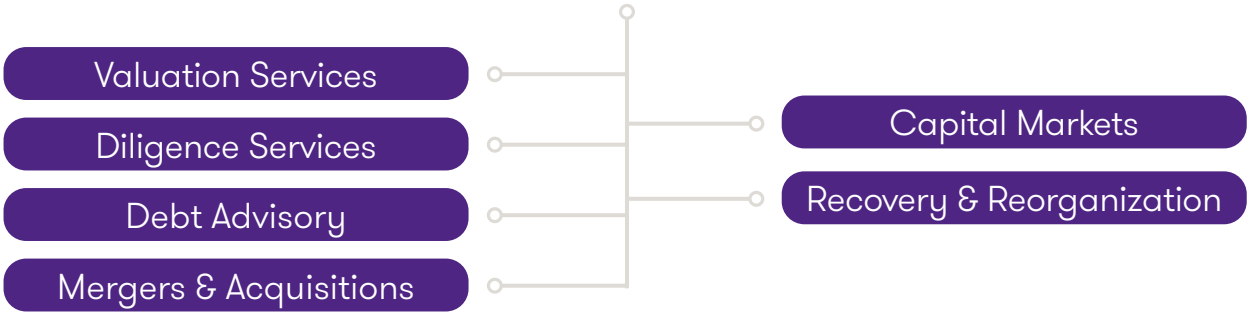
January 2022



# Our Services

The achievement of a successful transaction requires conducting a thorough assessment of every single investment opportunity, as well as the risks associated with it. Our people are characterized by the necessary experience and expertise to facilitate integrated monitoring at every stage of a transaction and determine its detailed terms as well as to provide support after the transaction.

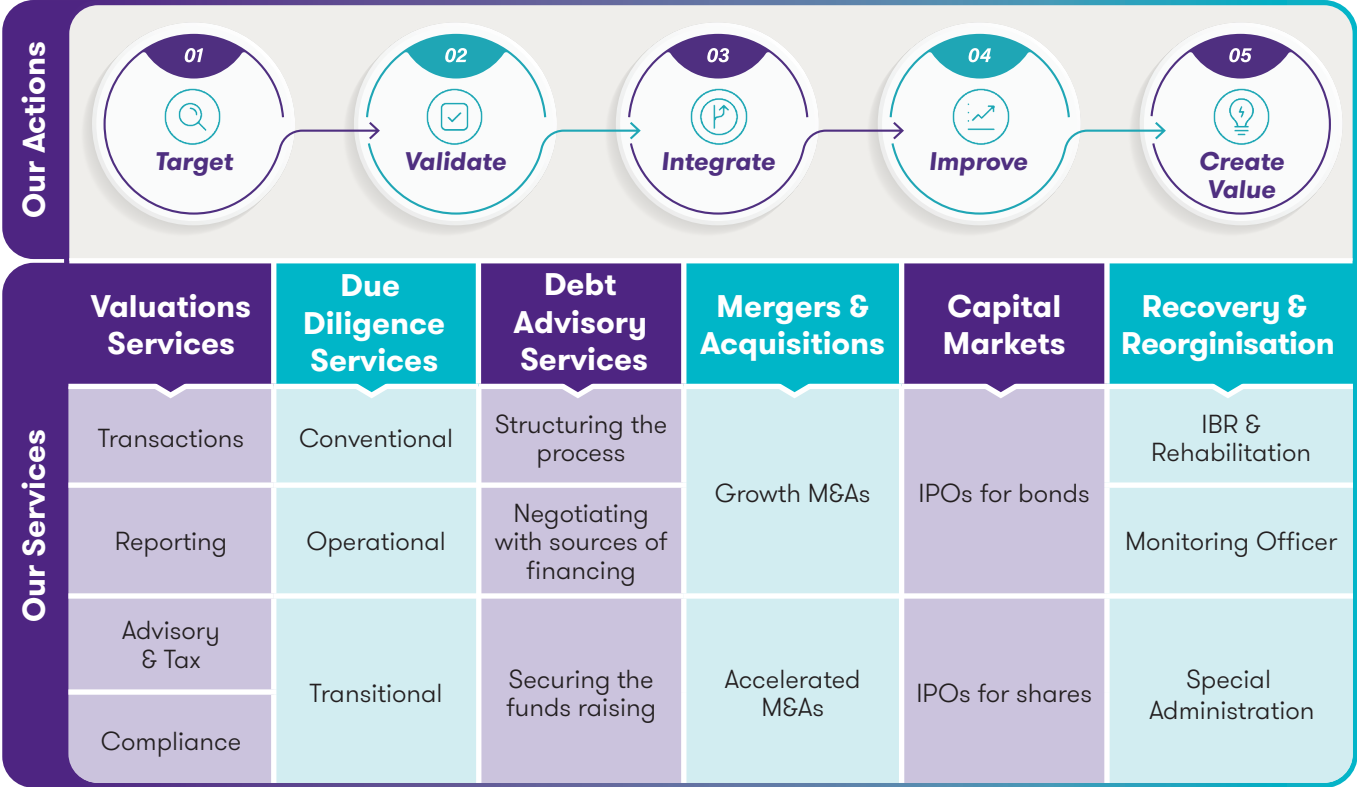
## Transactional Advisory Services



# Creating value in Transactions

Expansion of our core global services capabilities around the transaction life cycle. World-class support across all potential services related to the full deal life cycle.

**Grant Thornton not only helps to identify but also to mitigate critical deal risks**



# Valuation Services

The process of valuing an entity or its assets is a complicated one. Selecting a specialised financial advisor capable of rendering high quality valuation services is the decisive factor in finalising a transaction.

Our offering includes valuations of shares, businesses (entity/segment), assets (tangibles/ intangibles) and liabilities in support of negotiations, deal structuring and taxation opportunities.



- » Grant Thornton Greece is one out of six Grant Thornton firms globally to host our bespoke Centre of Excellence (CoE) which offers a unique framework for delivering an entire suite of valuation services.
- » Our experienced team delivers all valuation services through a single point of contact, regardless of scale or complexity.

## The Need

## Type or Asset

### Transactions

- Buy side & Sell side valuations for:
- M&A transactions
  - Intangible assets (brand names, patents, licenses etc)
  - Single exposures, loan portfolios & other financial assets
  - Collaterals

### Reporting

- Fair value of financial instruments
- Impairment tests
- Purchase Price Allocations
- Share based payments

### Advisory & Tax

- Advisors to the BoD in the context of a transaction
- Share-based payments
- Valuations under tax laws

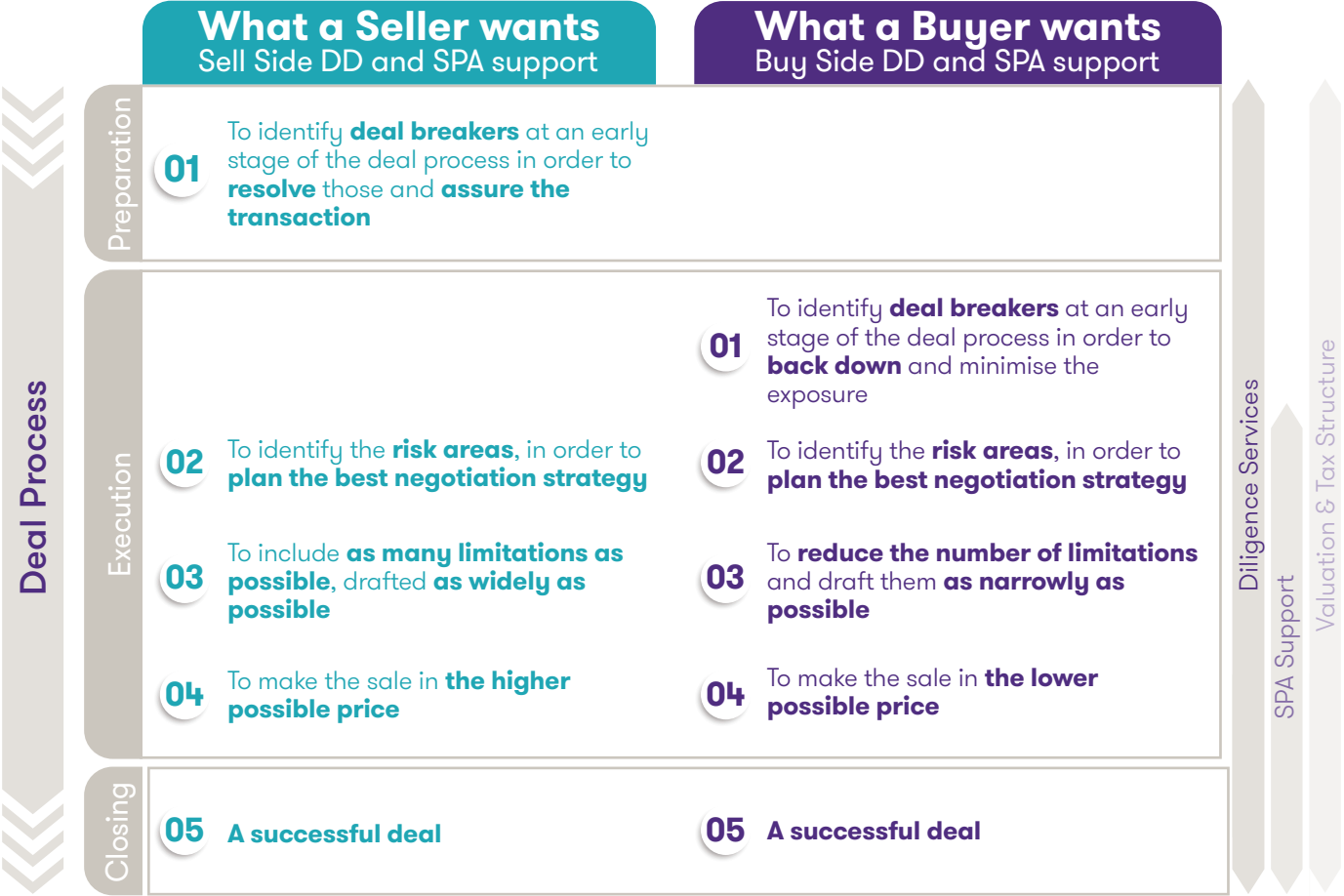
### Compliance

- Fairness opinions for regulatory purposes (ie. stock market tender offers etc.)
- Contributions in kind (art.17 L.4548/18)
- Related party transactions (art. 99-101 L.4548/18)

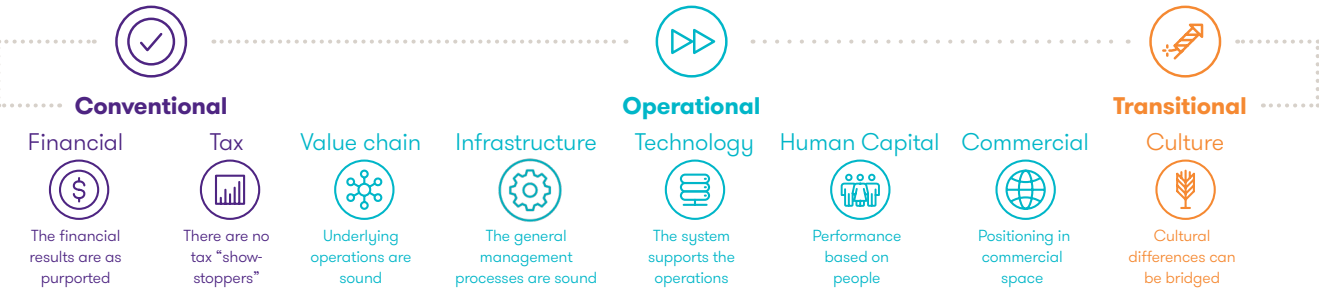


# Due Diligence Services

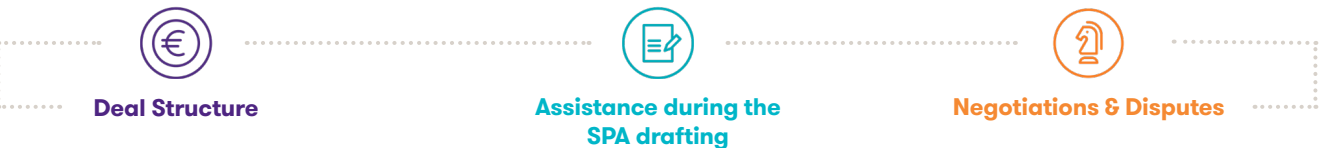
A smarter way to get deals done is to identify the objectives of key stakeholders in a potential deal and provide tailored services in order to meet each key stakeholder needs.



## Due Diligence



## SPA Support



# Debt Advisory

In the current economic climate, raising and refinancing debt can prove a major challenge for your organisation. As a result, businesses are looking for increasingly innovative ways to take advantage of all-time low interest rates across the world. This has transformed the lending market for mid-market companies, increasing liquidity, providing price competition and more innovative finance products and most importantly increasing the numbers of finance providers in the market.



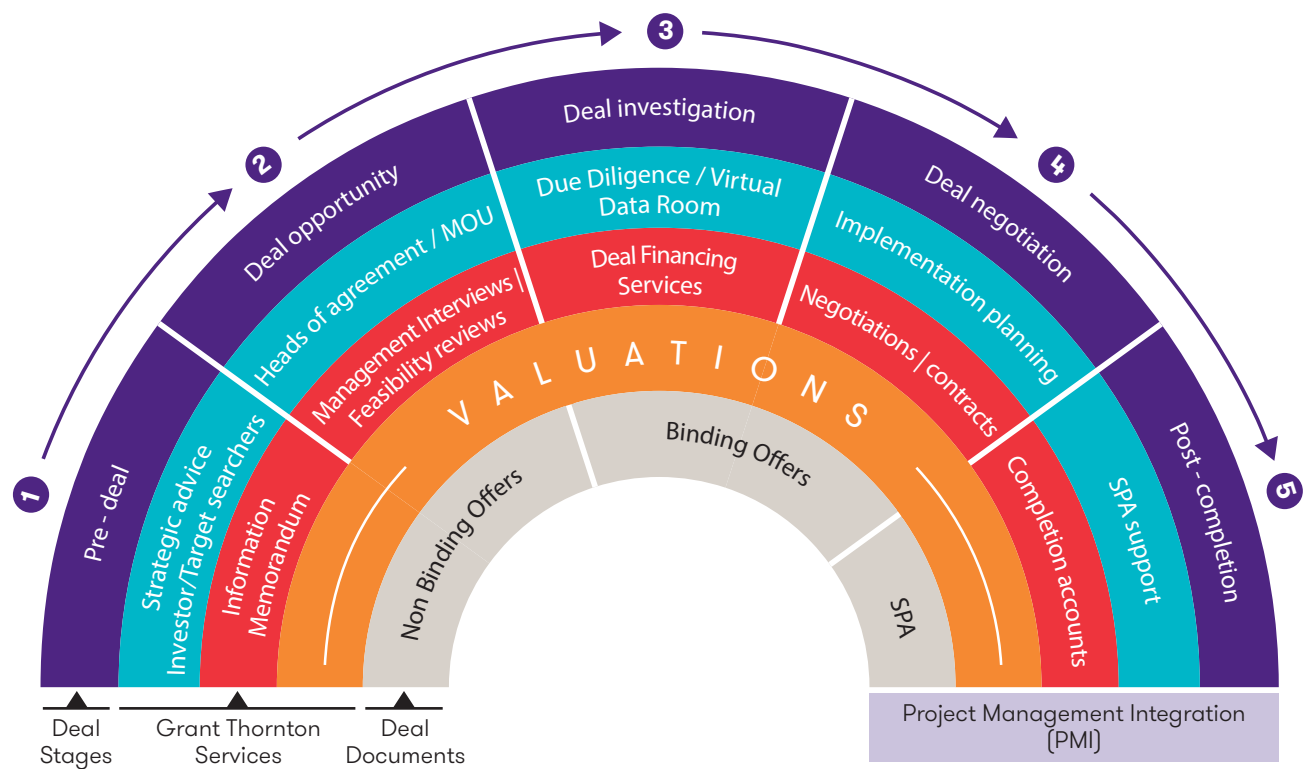
## Potential sources of raising/refinancing debt

New business plan / Refinancing purposes	
⌚ Funding from Financial Institutions (private banking / investment banking / corporate departments)	⌚ PE funds
⌚ Other institutional investors	⌚ Venture Capitalists
⌚ Third party funds representatives	⌚ Accelerators (and incubators)
	⌚ Family offices
M&A purposes	
⌚ Financial Institutions (SMEs / corporate departments)	⌚ Government Initiatives / subsidies, grants etc. (collaboration with specialised advisors)
⌚ Private investors	
⌚ Third party, funds representatives	

# Mergers & Acquisitions

Our M&A professional team provides strategic advice, supports the execution of a deal and advises on fundraising sell-side and buy-side, including situations of management involvement. Our clients comprise corporates, institutional investors and venture capitalists, as well as individuals (e.g. management teams). Indicatively, our services include:

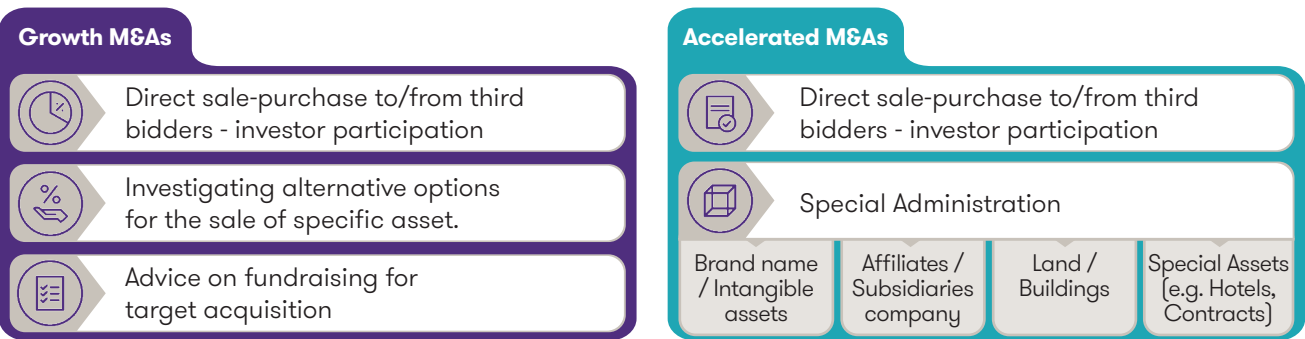
## Deep capabilities at every stage of buy-side & sell-side opportunities



## Lead Advisory

In circumstances of business fragility, growing profitably against a tough economic backdrop is challenging and correctly evaluating and delivering transactions becomes a key part of a company's growth strategy.

## Different Alternatives & Solutions



We provide high quality services at every step of the M&A process, while our collaboration and capabilities offered by our GTI network professionals operating in more than 140 countries offers accumulated experience in cross border deals and acts as an attraction pole for companies looking for M&A opportunities.

# Capital Markets

## Why I.P.O.?

Stock Exchange Listing might just as well be considered a milestone in the entity’s success. Public Offer, which can finance the development plans of dynamically growing entities in search of funds, constitutes a significant instrument. There are a lot of reasons explaining why a Public Offer can be the right step for your business.

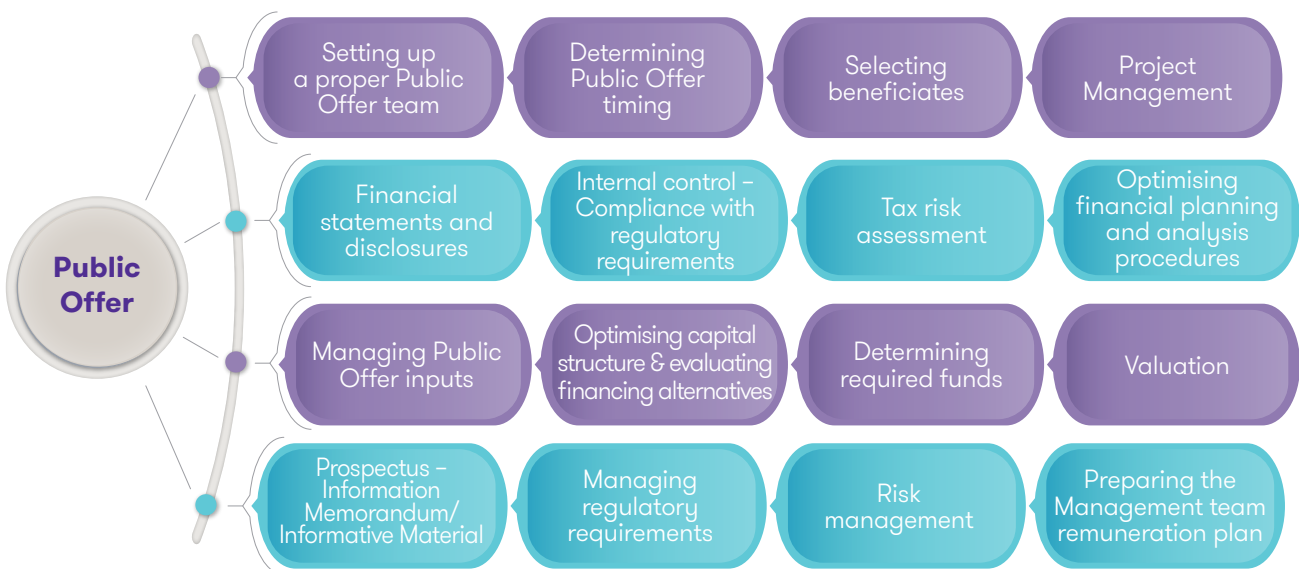


## Public Offer Alternatives

Athens Stock Exchange makes available to entities alternatives in terms of the markets to be listed on - as well as the securities issued through a Public Offer. Each alternative does not only offer benefits, but also entails certain obligations.



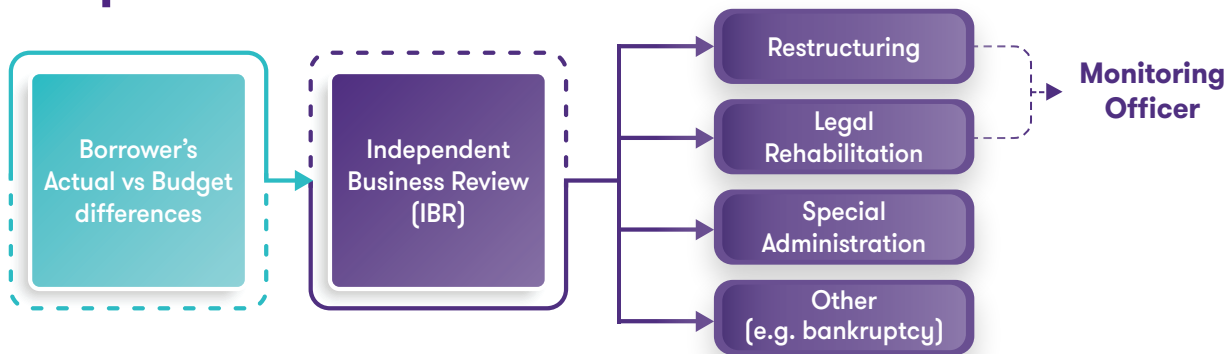
## Grant Thornton Public Offer Services



# Recovery & Reorganisation Services

A growing number of entities are currently going through a financial distress period, in which a restructuring plan –both in terms of operations and financing– is a prerequisite in order to secure the going concern of the organisation. Grant Thornton has vast experience in restructuring projects, in a variety of sectors, providing a value added service both for the Entity and its Stakeholders.

## NPL path



IBR & Legal Rehabilitation		
<b>A. Secure financial viability</b> <ul style="list-style-type: none"><li>Define a viable long-term business plan according to the Organisation's capabilities</li><li>Identify opportunities and threats for the business</li><li>Suggest a reorganisation plan</li><li>Calculate cash available for debt service</li></ul>	<b>B. Preparation &amp; presentation of report</b> <ul style="list-style-type: none"><li>Presentation of key assumption of business plan</li><li>Present sensitivity scenarios and provide insights on impact of key assumptions</li><li>Identification of key risk areas but strengths of the entity</li></ul>	<b>C. Stakeholders negotiations</b> <ul style="list-style-type: none"><li>Assist in negotiations with key Creditors and Stakeholders</li><li>Assist in securing required financing and funds</li></ul>
Monitoring Officer		
<b>A. Support Management</b> <ul style="list-style-type: none"><li>Define a viable long-term business plan according to the Organisation's capabilities</li><li>Assist in negotiations with key Creditors and Stakeholders</li><li>Provide support in the process of disposal of assets</li><li>Suggest updates required in the defined restructuring plan</li></ul>	<b>B. Optimisation</b> <ul style="list-style-type: none"><li>Benchmarking of Entity's performance compared to the sector and competition</li><li>Assessment of loss making activities and segments within the organisation</li><li>Identification of underperforming or idle assets</li><li>Propose potential financial opportunities and synergies in business co-operations</li></ul>	<b>C. Secure Viability</b> <ul style="list-style-type: none"><li>Monitoring of activities compared to the restructuring plan</li><li>Provide support in cases of deviations from the restructuring plan</li><li>Planning and control of cash flows in order to secure adequate liquidity</li><li>Assist in securing required financing and funds</li></ul>
Special Administration		
<b>A. Transparency and Integrity</b> <ul style="list-style-type: none"><li>Perform all duties of the Special Administrator as prescribed in art. 68 of L.4307/2014</li><li>Safeguard that the Company will remain viable during the bidding process and take all the necessary measures to protect Company's asset value</li><li>Provide other services that may reasonably be required by the Lenders as per the Law provisions and the existing finance documents</li></ul>	<b>B. Operational Efficiency</b> <ul style="list-style-type: none"><li>Preparation and compilation of the petition - preparation of all the financial components of the petition</li><li>Assist with facilitating any interim capital restructuring of the Company (participation in potential meetings and negotiations with the Lender)</li><li>Provide monthly written assessment financial reports to the Assignor regarding the Company's performance</li><li>Offer in-depth business and financial investigation</li></ul>	<b>C. Maximum Recovery</b> <ul style="list-style-type: none"><li>Provides all the data required for advanced VDR functionality through cooperation with global leaders in Virtual Data Room (VDR) solutions for strategic transactions</li><li>Provides the necessary Company information to external advisors for special reviews and special projects</li><li>Identification of strategic buyers – Market sounding</li></ul>



# About Grant Thornton Greece



**No.1**

fastest growing  
professional  
services firm



**79%**

NPS – Net  
Promoter Score



**44**

Partners



**27**

years track  
record



**43.7m**

revenue in FY 2020\*



More than **60**  
listed companies



Over **50**  
multinationals



**127%**

growth in Advisory  
(FY 2016-2020)\*



**No. 1**

in listed entities\*\*



**9/10**

of our clients would  
recommend us to another  
organization



Among the **Top NPS**  
across 143 countries



**87%**

growth in Tax  
(FY 2016 - 2020)\*



**9/10**

clients highlight our  
team was the right  
fit for their needs



**92%**

clients state our people  
developed effective  
relationships  
with their team.



\*Fiscal Year 1/7 – 30/6

\*\*Total Number of Audit Reports - ICAP, September 2020 (using data from 2018)

## Our expert leadership team



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