

Global Strategies & Ventures Group FZE

Strategic and Financial Advisory Services

2016

Aejaz A. Danishmand
Chief Executive Officer & Managing Director
Global Strategies & Ventures Group FZE
Strategic Advisory Services
P.O. Box 126205
Dubai – United Arab Emirates
Mobile: +971 50 853 7020
Email: CEO.GSVC@gmail.com
www.gsvme.com



Dubai

Karachi

London

New York

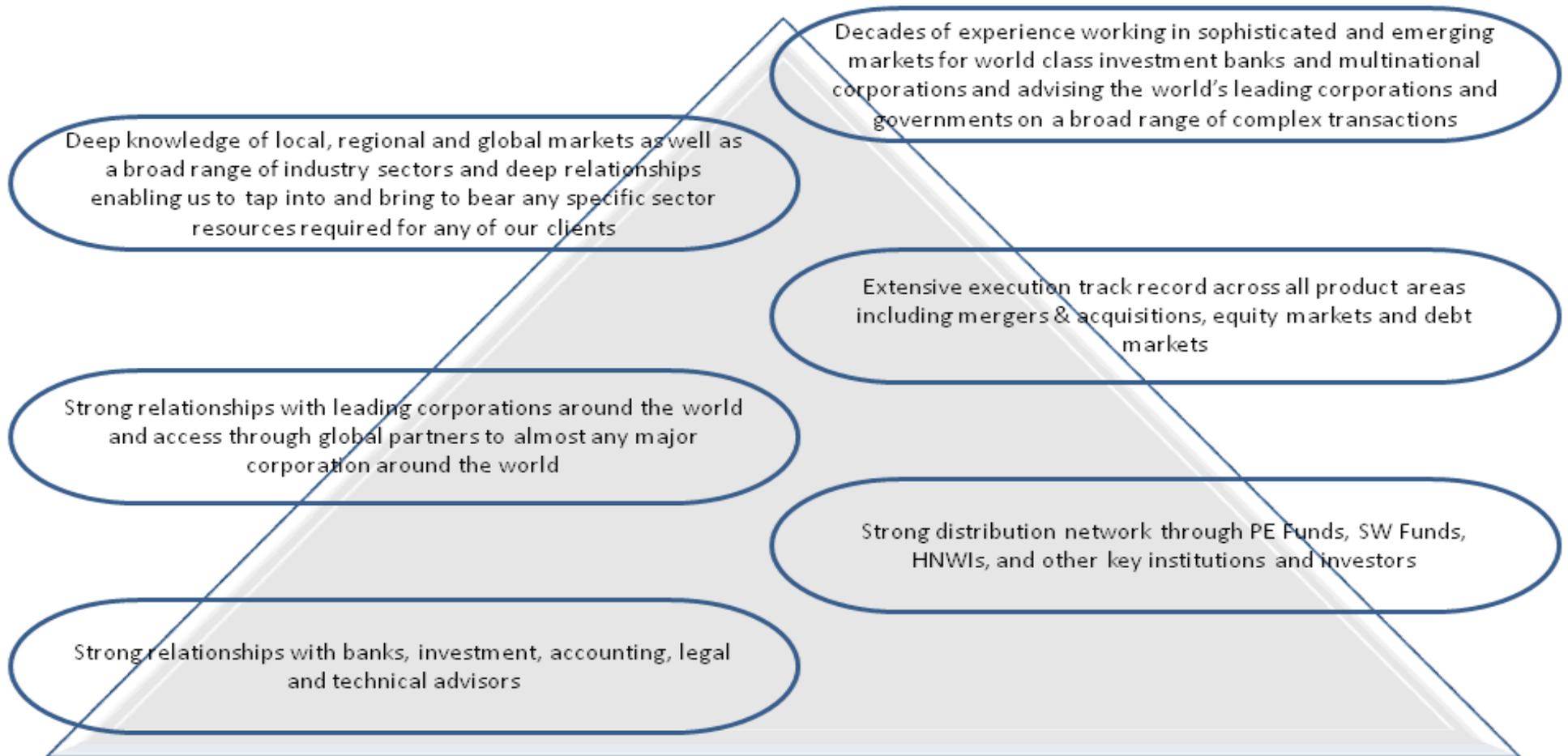
About Us

GSV is a leading Strategic Advisory firm providing value creating advice in relation to M&A, ECM and DCM Products as well as over all Strategic Advisory Solutions to Corporates and Governments



- Global Strategies & Ventures Group FZE has been established to offer world class advisory services to Small and Middle Market clients as well as to large corporations and governments that are looking for senior level focus and attention.
- With the ability to draw on resources across continents and industry sectors, and with local, regional and global access to potential institutional investor bases, Global Strategies & Ventures Group FZE offers a unique proposition to its emerging clients – value for money.
- The primary objective of Global Strategies and Ventures FZE is to create value for clients through developing creative, tailor-made solutions and through providing advice on strategy, corporate development, corporate reorganization, and capital structure issues; and through providing advice on strategic transactions such as mergers, acquisitions and divestitures, joint ventures and strategic alliances, and equity, mezzanine and senior debt capital raises.

Our Competitive Advantage



Our People

Individual talents and creative minds, are at the heart of our success...

...our Board consists of leading Investment Bankers and Advisors, Chief Executives and Strategists, Educators and Trainers...

...our support team and network is global and very strong...



Aejaz A. Danishmand – Founder, Chief Executive Officer & Managing Director



- Aejaz Ahmed Danishmand is Founder, Chief Executive Officer and Managing Director of Global Strategies & Ventures Group FZE and is Vice Chairman of the Board of Advisors since establishing the Company in 2012. Aejaz has over 25 years of experience in Advisory work including 23 years in Investment Banking working in Mergers & Acquisitions, Equities and Debt Markets and 2 years in Management Consulting advising companies on making better strategic decisions and operational improvements. Aejaz joined Mashreq in 2007 as Head of Equity Capital Markets (ECM) and Mergers & Acquisitions (M&A) Advisory and was instrumental in helping to develop these businesses from the start-up stage to established and well respected businesses in the market. Prior to joining Mashreq, Aejaz was Senior Vice President and Head of M&A and ECM at Habib Bank Limited where he helped to establish the Investment Bank in 2003. Prior to joining Habib Bank, Aejaz was Founder and Managing Director of American Strategies and Ventures Corp, a middle market and small business advisory firm. Aejaz started his Wall Street investment banking career in New York, spending several years at bulge bracket firms including Merrill Lynch and Lehman Brothers in Direct Investments, Capital Markets and Mergers & Acquisitions advising Fortune 100 companies across a broad range of complex advisory assignments. Prior to this, Aejaz briefly worked at CitiGroup, Crescent Investment Bank, Accenture and Sara Lee Corporation.



LEHMAN BROTHERS

citi

- Over the past two decades, Aejaz has been Head of all major product areas, including M&A, Equity and Debt at one time or another and has developed extensive international experience working on a variety of complex assignments in the developed and emerging markets. Aejaz has advised on over USD 50 billion in M&A and capital raising transactions.

accenture

- Prior to starting his career on Wall Street, Aejaz earned an MBA in Finance and Accounting from The University of Chicago, Graduate School of Business in 1995, where he was on the Dean's Honors List, and received a B.S. degree in Economics & Industrial Management with College Honors from Carnegie Mellon University in 1989.

CHICAGO BOOTH
The University of Chicago Booth School of Business

- Aejaz is an avid traveler and sportsman with interests in track & field and martial arts. He enjoys movies, concerts and Broadway plays.

Carnegie Mellon

Professor Danishmand - Chairman of the Advisory Board



- Professor Danishmand is Chairman of the Advisory Board and is a widely respected educator, business leader, management guru and turnaround specialist. Danishmand was recently Advisor to the Hunar Foundation, having previously been its Chief Executive. Prior to joining the Hunar Foundation, Danishmand was Dean of the Business School at the International Islamic University from 2008 to 2011. From 2002 to 2008 Danishmand was Dean and Director of Pakistan's leading business school, the Institute of Business Administration (I.B.A.), Karachi (which was established by the Wharton School, University of Pennsylvania and USAID). Prior to joining I.B.A., Danishmand was Chairman and Chief Executive Officer of Suzuki Motorcycles Pakistan Ltd. from 1992 to 2002, where he successfully turned around the Company which was on the brink of failure. Between 1982 to 1991, Danishmand was Chief Executive Officer of Atlas Honda Ltd., where he successfully increased the Company's market share from 33% to 62%. In addition, during this period, Danishmand was a Member of the Board of Directors of Atlas Battery Ltd., Atlas-BOT Investment Bank, and Atlas BOT Lease Co. Ltd. and was a Member of the Executive Committee of the Atlas Group of Companies. Other career achievements include being Chief Executive Officer of Allwin Engineering Industries Ltd., a Company which he turned around in 1 year and being Executive Director of Muslim Insurance Co., a Company with negative equity and no profit, which he turned into a profit-making operation, in only 1 year.



- Prof. Danishmand has been on the Board of Governors of the I.B.A. thrice, and on the Boards of Pakistan Institute of Management and Hamdard University Business School. He was Chairman of the Higher Education Commission's Pakistan Business Accreditation Council and was the first CEO of the Pakistan Institute of Corporate Governance.



- Prof. Danishmand is a Fellow of the Chartered Management Institute, U.K. He has attended Stanford University's Executive Program in management at the Graduate School of Business in Palo Alto, California, completed his Doctoral Course work in General Management, with Marketing and Finance as Minors at the University of Southern California (on full scholarship), and received his M.B.A. from the Institute of Public and Business Administration in Karachi, Pakistan (on full scholarship).



- Prof. Danishmand's work has been recognized through several prestigious awards being given to him including but not limited to the Punjab University's "Patiala-Sime Gold Medal", the I.B.A.'s "Excellence in Management Achievement" award, the Marketing Association of Pakistan's "Life-Time Achievement Award", and Consul General of Holland's "Erasmus Excellence Award". He has published several books and articles on Communication, Industrial Policy, and Management Practices.



Carl F. Adams - Member Advisory Board

- Carl F. Adam has over 25 years of managerial experience in the financial services industry. Carl is currently senior consultant and executive advisor (2002 – present) on a broad range of complex business and policy applications of financial risk management for global, complex financial firms. Mandates have included senior advice to the International Monetary Fund, the National Intelligence Council of the U.S. Government, Oxford Analytica Ltd, The Korean Economic Institute, The Euro 50 Group, The Reinventing Bretton Woods Committee, several private sector financial institutions, and the major global credit rating agencies. Carl was Executive Director & CFO of Financial Standards Foundation from 2005 – 2011, promoting financial services in the private sector for safety, soundness, transparency, and globalization benefits for all.
- Prior to joining the Financial Standards Foundation, Carl was Global Director of Portfolio Risk Management at Merrill Lynch from 1990 – 2002. In this role, Carl was responsible for overseeing business exposure by country and controlling fiduciary due diligence; communication with key internal and external stakeholders on risk management issues, including executive counsel to central monetary authorities, regulatory and supervisory officials, and international financial institutions.
- Prominent assignments in Market risk, Credit risk, Operational risk and Legal risk include being Voting member of the Corporate Credit Committee, Chairman of the Merrill Lynch International Bank's New York Credit Committee, Chairman and Coordinator of the firm-wide financing rates ("haircut") committee, Member of various internal working groups to manage capital allocation and country risk issues.
- Achievements include establishing formal exposure reporting and internal risk ratings for over 130 national jurisdictions, expanded assessment of financial and non-financial factors for description of business risk, and shaped internal business strategy and business practice among the firm's products in all global locations.
- Carl has been Non-executive member of the board of directors of the Institute for Risk Standards & Qualifications (iRSQ), London, UK, President of the RMA (Risk Management Association) New York Chapter, Senior Director of the Capital Markets Credit Analysts Society, Participant in the Business Council of the United Nations in New York and Senior advisor to The Securities Industry and Financial Markets Association (SIFMA, formerly The Bond Market Association).
- Carl holds an MBA from New York University, Stern School of Business.



Vinod Lala - Member Advisory Board



- Vinod Lala is Managing Director of New York based Guggenheim Securities. Vinod joined Guggenheim Securities in January 2011 to help build out the Firm’s Investment Banking platform.
- Previously, Vinod was a Managing Director in Mergers & Acquisitions at Deutsche Bank Securities, where he focused on the telecom and communications technology sectors.
- Before that, he worked primarily in the Mergers & Acquisitions groups at Morgan Stanley and Lehman Brothers.
- In aggregate, Vinod has advised on approximately \$75B in announced M&A across nearly 40 transactions involving a wide range of public company, cross-border and complex-structuring situations, and worked on a substantial number of associated equity and debt financings.
- Prior to his investment banking career, Vinod was a corporate attorney at Weil Gotshal & Manges.
- Vinod received a JD with honors from the Harvard Law School in 1993, and a BS in Mechanical Engineering and Economics *magna cum laude* from Yale University in 1990.



LEHMAN BROTHERS



Venkee Sharma - Member Advisory Board



- Venkee Sharma is President and CEO, of Aquatech International, the largest private Water Treatment Company in the United States of America.
- Venkee has been at the helm of Aquatech for 20 years. In this time, the company has transformed from a small, regional manufacturer of industrial water treatment equipment to a recognized and respected major player in the global water industry.
- When Venkee took over as President of the company in 1991, Aquatech’s revenues were approximately \$10 mn and had fewer than 50 employees in one location. By 2014 revenues were approximately \$170 mn with over 600 employees in 6 major locations / subsidiaries worldwide.
- Under his leadership, Aquatech has grown to a global technology and services powerhouse, and arguably the largest private company in its space, completely self-financed through retained earnings under consistent ownership. This track record exhibits Venkee’s vision and ambition for the growth of Aquatech.
- Venkee received Engineering Degrees in Chemical and Biomedical Engineering from the highly rated Carnegie Mellon University (CMU) engineering program, and has completed advanced management programs at Carnegie Mellon University’s Tepper Graduate School of Business as well as at Stanford University’s Graduate School of Business.
- He has also had the honor of serving on the Advisory Board of the US Ex-Im Bank.



Our Values

Our clients trust our advice and view us as partners helping them to create long term value and achieve their strategic objectives...

...since we are not lenders, unlike many of our large competitors, we are not conflicted when it comes to giving sound advice to our clients...



Our Services

We have a broad range of services and extensive coverage through our network of experts across Industries, Products and Regions



Industry Coverage

- Retail & Consumer Products
- Industrials & Automotive
- Transportation & Logistics
- Education
- Healthcare & Pharmaceuticals
- Real Estate,
- Hotels & Restaurants
- Media & Telecommunications
- Technology
- Oil & Gas
- Chemicals
- Steel & Cement
- Building Materials/MEP

Product Coverage

- Mergers & Acquisitions ("M&A")
- Equity Markets ("EM")
- Private Placement ("PP")
- Debt Markets ("DM")
- Leveraged Finance ("LF")
- Financial Sponsors Coverage
- High Yield Capital Markets Advisory
- Syndicated Loan Advisory

Target Regions

- Middle East & North Africa
- Non-Japan Asia
 - o Pakistan
 - o India
 - o China
 - o Other

List of our Select Services

- Identifying and arranging for Potential investors/buyers, JV partners, sellers/targets, Banks/Lenders
- Advice and assistance in raising equity, equity-linked or debt capital for growth, acquisitions, buyouts or other purposes
- Joint venture & strategic alliance negotiations
- Advice on restructuring/reorganization of groups or groups of companies
- Development of divestment and growth plans and strategies
- Strategic and operational analysis
- Buyer's and seller's financial modeling
- Valuation analysis & fairness opinions for private or public transactions
- Due Diligence process management on the sell-side or buy-side including coordination of accounting, legal, technical/commercial
- Preparation and/or review of teasers/information briefs, information memorandums/offering circulars, management presentations
- Transaction structuring
- Preparation of term sheets, MOUs and offer letters
- Negotiations on structures, earn-outs, ratchets, term sheets, offer letters and legal agreements
- Assistance and support in coordination with regulators
- Financial Staff outsourcing for transactions
- Headhunting for specific roles related to the transaction or in line with strategic objectives of the client
- Arranging for industry specialists to advise, guide and assist corporates in achieving their strategic goals
- Arranging and structuring training and development programs in Finance, Marketing and Strategic Planning and other areas
- Sovereign fiscal and monetary advice, analysis and management through our specialists network
- Risk management advice through our specialists network

Mergers & Acquisitions (“M&A”)

Mergers and Acquisitions

The M&A team is responsible for structuring and executing a wide range of complex transactions including divestitures, minority sales, mezzanine capital raises, joint ventures, corporate restructurings, recapitalizations, acquisitions, leveraged buyouts, mergers, privatizations, equity carve outs, spin-offs, exchange offers, defenses against unsolicited takeover attempts and offensive takeover strategies.

- M&A establishes and maintains strategic dialogues with existing and potential clients, provides financial advice and solutions to strategic problems and assists clients in achieving short- and long-term strategic objectives.



Advice in relation to buying and selling stakes in companies be they through primary or secondary share offers or through joint ventures and strategic alliances



M&A Sub-Products

MERGERS AND ACQUISITIONS

End to end advisory services in relation to succession planning, raising growth capital, divesting non-core businesses and assets, mergers, leveraged buyouts, hostile takeovers, and JV partnerships

- Divestitures/Majority Strategic Sales
- Minority Sales (divestments or growth capital)
- Mezzanine Capital Raises
- Valuations/ Fairness Opinions
- Restructurings/Recapitalizations
- Joint Ventures/Strategic Alliances
- Acquisitions (including tender offers)
- Leveraged Buyouts/ Financial Sponsors Advisory
- Mergers
- Privatizations
- Equity Carve-Outs/Spin-Offs
- Exchange Offers
- Defensive Strategies (Poison Pills, White Nights)
- Offensive Strategies (Hostile Takeovers, Bear Hugs)



Equity Capital Markets (“ECM”)

EQUITY MARKETS

Advice in relation to raising capital through issuance of equity and equity linked instruments through private placements to single or multiple parties or through Initial or Secondary offerings in the equity capital markets

- The ECM team oversees the Firm's activities in advisory in relation to primary equity and equity-linked markets.
- It provides capabilities in the origination of primary market transactions and managing their structuring, syndication, marketing and distribution.
- ECM capabilities are designed to help a broad range of sophisticated and growing clients succeed in raising private equity or quasi equity through well organized and structured equity, mezzanine, and hybrid/convertible placement transactions as well as advise on privatizations, initial public offerings and secondary offerings.
- ECM provides clients with assistance in managing their communication with the market, both immediately after a transaction and subsequently (arranging publicity, analyst meetings etc.)



ECM Sub-Products

EQUITY MARKETS

- Equity Private Placements
- Mezzanine/Quasi Equity Structured Products involving Warrants/Options
- Share Buy-backs/Block Trades
- Convertible/Exchangeable Bonds
- Preferred Stock/Convertible Preferred Stock
- Initial Public Offerings and Secondary Offerings
- GDRs, Rights Issues etc.
- Privatizations



End to end advisory services in relation to capital raising through sophisticated market instruments including private equity, mezzanine finance, preferred stock, convertibles, IPOs and other products locally, regionally and globally



Debt Capital Markets (“DCM”)



- Debt Capital Markets (DCM) is responsible for providing advice in relation to the origination, structuring and execution of investment grade debt and related product businesses, including new issues of both public and private debt, asset-backed finance, project finance, lease finance, sovereign issues, convertible debt products and preferred stock.
- DCM generates new product ideas and helps clients achieve short-term and long-term capital objectives in their current business configurations as well as through strategic transactions that transform a company's capital structure.



Advice in relation to raising fresh or restructuring existing bank loans, balance sheet realignment, raising capital through issuance of debt instruments through private placements to single or multiple parties or through bond offerings in the capital markets

Key presence in Dubai, Karachi, New York and London...

...and through direct relationships with key clients and investors around the world as well as through indirect relationships through our various partners, we have unparalleled access to clients and investors in most major cities around the world...



Abu-Dhabi Amsterdam Barcelona Beijing Buenos-Ares Cairo Doha Dubai Geneva Hong-Kong Istanbul Jeddah Karachi Kuala-Lumpur Kuwait-City London Madrid Manama Morocco Mumbai Muscat New-Delhi New-York Paris Riyadh Sao-Paulo Seoul Singapore Tokyo Zurich

Thank You

Aejaz A. Danishmand
Chief Executive Officer & Managing Director
Global Strategies & Ventures Group FZE
Strategic Advisory Services
P.O. Box 126205
Dubai – United Arab Emirates
Mobile: +971 50 853 7020
Email: CEO.GSVC@gmail.com
www.gsvme.com