



The team of advisory professionals at HALIOS CAPITAL work alongside our clients to understand and address their needs and to provide precise, comprehensive and targeted financial and strategic advice. Our aim is to create value for our clients by assisting them in making well-informed decisions on how to best manage their capital through their envisaged transactions, and provide strategic advice on raising, investing, optimising and preserving capital.

OUR SERVICES

Capital & Debt Advisory

HALIOS CAPITAL can provide independent, industry-leading advice to clients seeking to raise equity, debt, or to optimise their funding structure by leveraging on our team's deep knowledge of the global market and business environments.

- **Equity funding:** We bring to the table a highly selective and trusted network of private and institutional investors who have access to sizeable funding sources in Europe, Eurasia, the Middle East and Far East. We can also assist in preparing marketing materials such as investment teasers / brochures and facilitate presentations to investors.

- **Debt funding:** Our advisory team can offer guidance in selecting the right capital providers to transact with, assist clients in negotiating the optimal debt repayment terms and conditions, and review the covenants attached to the termsheets and to other related financing documentation.
- **Financing options:** We can critically evaluate our clients' current financing structure and review their debt capacity, financing mix and repayment prospects.

Feasibility Studies and Business Plans

HALIOS CAPITAL offers independent feasibility studies and business plan preparation assistance to clients looking to enter new markets, offer new products or establish a new business interest / venture. Such services provide ease to the decision-making process, timely identifying potential issues and accelerating the execution of the venture.

- **Feasibility studies** are performed to initially assess the potential success/viability of a proposed business venture. Our work can be used to support the client's financing and / or investment evaluation.
- **Business plans** leverage on the aforesaid feasibility study to financially evaluate the envisaged investment confirmed as viable, so as to then develop the plan to deliver it.

We can provide the financial modelling, evaluation and support needed with the inclusion of identifying the assumptions requisite for a realistic financial project evaluation to be outlined. In turn, estimations of the total expected revenues, costs, profitability and funding requirements can be made. The investment associated risk may also be assessed via sensitivity and scenario analyses.

HALIOS CAPITAL draws upon specific market knowledge and industry expertise, while utilising our extensive network of professionals and specialised consultants, so that our advisors can offer diligent advice, confidence in the numbers and focus on significant issues and on key project-related findings and recommendations.

HALIOS CAPITAL can also assist our clients in applying and obtaining grants available locally and in the EU

Valuations and Business Modelling

- **Valuations:** Corporate transactions must be supported by transparent and robust valuation, a task which has grown more complex and critical for businesses. Our seasoned professionals specialise in accounting, taxation, and financial due diligence to provide you with valuation advice for a range of purposes.
- **Business Modelling:** Our team can also assist in developing custom-built business models, tailored to a client's specific business needs. Such models represent dynamic projections of financial performance based on a set of input assumptions about the business to be used in support of investment decisions, finance raising, business planning, development feasibility, valuations or disposals.

Transaction Diligence and Support

A successful Merger and Acquisitions transaction begins with comprehensive diligence so as to truly understand whether an envisaged deal is the right decision at the optimum price. We offer insights into a target company's competitive positioning, product mix, operations, customers and future outlook. Furthermore, we put integral focus on the key deal value drivers of performance such as the target's quality of earnings, quality of assets, working capital analysis, tax structure and related risks.

HALIOS CAPITAL works closely with a network of highly reputable and established corporate finance professionals to deliver integrated due diligence. We consider not only the financial impact of a transaction, but also the commercial and strategic priorities, regulatory risks, operations and synergies to maximise the value of the transaction for our clients.

We advise clients on buy-side and sell-side financial due diligence. **Our services include:**

- **Buy-side due diligence:** advising potential acquirers or investors in assessing a business or set of assets up for sale and by challenging the seller's principal representations and views about the business.
- **Sell-side due diligence:** supporting and executing the client's plan for divestitures by reviewing the assets up for sale, conducting a pre-sale due diligence and preparing the management for successfully handling buyer communications.

We support our clients throughout all stages of the process, from the initial planning to deal closing and successful structuring of the new business.

Acting as Nominated Advisors in listing companies in the Emerging Companies Market ("ECM") of the Cyprus Stock Exchange ("CSE")

The ECM is a non-regulated market operated by the CSE which offers trading platforms for shares, bonds and depository receipts and operates in accordance with the regulatory decisions adopted by the CSE. It is considered a flexible alternative for the smaller to medium-sized enterprises looking to raise capital or to take advantage of special regulatory and tax incentives available to listed companies, all within a reputable EU jurisdiction.

HALIOS CAPITAL can act as a Nominated Advisor and provide the necessary assistance, support and guidance throughout the listing process in the ECM. Our work begins from your expression of interest to apply for listing in the ECM to assisting you throughout the application process, as well as providing support regarding your continuous obligations after the listing.

Contact Details