

## Fund Raising & Debt Advisory

### Your challenge – What are typical situations in which you may require our assistance?

- If you are seeking to evaluate your current capital structure or to undergo a capital restructuring, we can provide strategic advice on building an optimum capital structure for your business.
- If you require additional capital as a result of a change in strategic objectives, we can assess the available sources of finance as well as implement plans to raise the required funds.
- If you are seeking to finance a leveraged buyout, we can assist you by identifying and designing the most suitable finance package to fund the deal.

### Assisting you to build an optimum capital / debt structure that will drive your business forward



### What are the benefits of our approach?

- We offer independent financial advice derived from our experience in a broad spectrum of the capital markets including senior and mezzanine debt as well as all forms of equity.
- Whether it's navigating through a difficult lender negotiation, raising capital or, in some cases advising to walk away from the opportunity altogether, your interests are always our priority.
- We share our expanded view of the marketplace and we explore new alternatives to the existing capital strategies. We assist clients with understanding their opportunities from every angle, offering the kind of independent advice that has made Deloitte one of the most respected professional services firms around the world.

It's never been harder – or more important – to position your business correctly when it comes to capital. We are here to put our experience to work for you

### Our solutions - What can we offer?

Our clients' needs and the imperatives of the situation determine the nature and extent of our assistance. We have found that the earlier the issues are addressed, the greater the chances of a well-designed solution are.

During the current economic conditions, refinancing faces several difficulties arising from various factors. We can assist you with restructuring and refinancing your business by:

- Reviewing asset based finance to potentially release value from balance sheet – receivables, inventory or property;
- Evaluate various alternative sources of finance;
- Assessing multiple proposals from debt or equity providers;
- Advising on transaction structures as well as funding and financing options;
- Performing a risk assessment and risk analysis;
- Financial Analysis and comparisons of options;
- Preparation of relevant documents (i.e. Information Memoranda, Teasers, Financial Projections, etc.);
- Advising and offering guidance on interaction with bidders and negotiation support process;
- Reviewing and advising on financial analysis;
- Offering market intelligence;
- Advising on capital markets, including innovative solutions that may be more appropriate than bank facilities;
- Monitoring market conditions;
- Designing and calibrating payment mechanisms.

# Contacts

## For more information you may contact:

### Nicos S. Kyriakides

Financial Advisory Services Leader  
Partner in Charge of Limassol Office  
E-mail: [nkyriakides@deloitte.com](mailto:nkyriakides@deloitte.com)

### George Martides

Partner, Financial Advisory Services  
Email: [gmartides@deloitte.com](mailto:gmartides@deloitte.com)

### Nicholas Ayiomamitis

Director, Financial Advisory Services  
E-mail: [nayiomamitis@deloitte.com](mailto:nayiomamitis@deloitte.com)

## Members of the Board of Directors

Christis M. Christoforou (*Chief Executive Officer*), Eleftherios N. Philippou, Nicos S. Kyriakides, Nicos D. Papakiriakou, Athos Chrysanthou, Costas Georghadjis, Antonis Taliotis, Panos Papadopoulos, Pieris M. Markou, Nicos Charalambous, Nicos Spanoudis, Maria Paschalis, Alexis Agathocleous, Alkis Christodoulides, Christakis Ioannou, Yiannos Ioannou, Panicos Papamichael, Christos Papamarkides, George Martides, Kerry Whyte, Andreas Georgiou, Christos Neocleous, Demetris Papapericleous, Andreas Andreou, Alecos Papalexandrou, George Pantelides, Panayiota Vayianou, Agis Agathocleous, Michael Christoforou (*Chairman Emeritus*).

## Deloitte Offices in Cyprus

### Nicosia

24 Spyrou Kyprianou Avenue  
CY-1075 Nicosia, Cyprus  
P.O. Box 21675  
CY-1512 Nicosia, Cyprus

Tel: + 357 22 360300  
Fax: + 357 22 360400  
E-mail: [infonicosia@deloitte.com](mailto:infonicosia@deloitte.com)

### Limassol

Maximos Plaza, Tower 1, 3rd floor  
213 Arch. Makariou III Avenue  
CY-3030 Limassol, Cyprus  
P.O. Box 58466  
CY-3734 Limassol, Cyprus

Tel: + 357 25 868686  
Fax: + 357 25 868600  
E-mail: [infolimassol@deloitte.com](mailto: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 24 819494  
Fax: + 357 24 661222  
E-mail: [infolarnaca@deloitte.com](mailto:infolarnaca@deloitte.com)

For further information, visit our website at [www.deloitte.com/cy](http://www.deloitte.com/cy)



## About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity. Please see [www.deloitte.com/about](http://www.deloitte.com/about) for a detailed description of the legal structure of Deloitte Touche Tohmatsu Limited and its member firms.

Deloitte Limited is the Cyprus member firm of DTTL. Deloitte Cyprus is among the nation's leading professional services firms, providing audit, tax, consulting and financial advisory services through over 500 people in Nicosia, Limassol and Larnaca. Deloitte has the broadest and deepest range of skills of any business advisory organisation, and we have a straightforward goal: to be recognised as the pre-eminent and most trusted professional services firm, famous for the calibre of our people and respected for the exceptional quality of our work. For more information, please visit the Cyprus firm's website at [www.deloitte.com/cy](http://www.deloitte.com/cy).

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 more than 150 countries, Deloitte brings world-class capabilities and deep local expertise to help clients succeed wherever they operate. Deloitte's approximately 210,000 professionals are committed to becoming the standard of excellence.

This publication has been written in general terms and therefore cannot be relied on to cover specific situations; application of the principles set out will depend upon the particular circumstances involved and we recommend that you obtain professional advice before acting or refraining from acting on any of the contents of this publication. Deloitte Limited would be pleased to advise readers on how to apply the principles set out in this publication to their specific circumstances. Deloitte Limited accepts no duty of care or liability for any loss occasioned to any person acting or refraining from action as a result of any material in this publication.

Deloitte Limited is a private company registered in Cyprus (Reg. No. 162812). Offices: Nicosia, Limassol, Larnaca.