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Financial Advisory Services
Internationally Networked
Local Knowledge



Gibraltar

Financial Advisory Services (FAS)

Deloitte Limited Gibraltar

Deloitte Gibraltar's FAS team is multidisciplinary and dedicated to working in partnership with their clients to design, build and deploy financial solutions that bring real benefits.

We deliver tailor made solutions to meet the unique needs of our clients. Our aim is to solve critical business issues by providing a distinct corporate finance approach, based on professional skills, industry experience and world-class business consulting methods.

We actively work with private equity, venture capital and other investors and lenders to arrange financing and complete transactions for clients.



Our Financial Advisory Services include:

M&A advisory services

Every transaction - merger, acquisition, joint venture, disposition or strategic alliance - has a unique set of due diligence, planning and structuring needs. We can support your transaction with a broad range of advisory and specialised buy-side/sell-side transaction services, including: defining acquisition goals, evaluating targets, conducting transaction modelling, performing buyer or vendor commercial and financial due diligence, negotiating deals and coordinating deal closing.

Business Planning & Strategy

Both established and start-up companies face crucial business issues. In today's dynamic environment, we offer business and strategic planning that provide a solid roadmap for exploiting opportunities in the marketplace. We specialise in the preparation of business plans for a variety of uses: from supporting capital raising efforts, to assisting corporate management in its decision-making process as well as for supporting regulatory license applications.

We pride ourselves on our proven methodologies, multi-industry know-how and in-depth financial and strategic forecasting capabilities. Market and competitive analyses, including benchmarking locally and internationally; business modelling, based on a sophisticated understanding of key business interrelationships; and market entry studies, are all part of the range of activities that we undertake as part of the business planning process.



Your Deloitte Team



Stephen Reyes
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Stephen has been working in public practice as a Chartered Accountant for over twenty years, initially in the City of London and later in Gibraltar. A registered auditor with extensive experience in auditing, tax and corporate finance work, Stephen leads Deloitte's Gibraltar practice, advising both international companies and private clients. He is a former President of the Gibraltar Society of Accountants, and current chairman of the Society's tax faculty.

Initial Public Offering (IPO) Advisory

Going public is a major event in the life of a company. Deloitte is able to advise on the most appropriate source and structure of the IPO as well as manage the floatation process and assist the company in preparing the required documentation. We provide Reporting Accountant services for clients wishing to obtain a London Stock Exchange or AIM Listing, and work closely with our worldwide network of professionals for listing on other international markets.

Valuations

Deloitte's valuation specialists provide complete and objective valuation services for both public and private companies. We specialise in the preparation of fairness opinions and formal valuations as well as the identification and valuation of intangible assets. Our qualified, experienced professionals are part of a worldwide network with deep experience in a wide range of valuation issues.

Capital Raising and Financial Structuring Advisory

To maximise the advantages of conducting business through a financial centre such as Gibraltar, our FAS specialists provide advice on establishing optimal capital structures and financing options for companies at all stages of their capital life cycle. We are experienced in advising on a wide range of capital raising transactions addressing a variety of corporate or shareholder needs. Regardless of use of proceeds—ranging from traditional debt and equity growth financing to more complex restructuring or recapitalisation transactions—our professionals access an international network of financing sources to structure and arrange highly customised financial solutions for clients.



Joe Montovio
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Joe heads Deloitte's Tax and Business Outsourcing & Advisory Services department and has been a Partner for over twenty years. Joe is a specialist in trouble shooting accounting system problems for clients and has advised many clients how to make the most of technology within the accounting function. Joe has extensive experience in the areas of regulatory compliance, taxation, due-diligence and payroll matters and has been widely involved in the Financial Services sector in Gibraltar.



Jennifer Przygodzinski
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Jennifer is a multi-discipline manager in Deloitte's Enterprise Risk Services practice in Gibraltar. Jennifer has 6 years of internal audit/risk and assurance, ICT audit, consulting and programme management risk services experience. Jennifer has recently joined us in Gibraltar after working in the US and New Zealand.

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