

Deal Advisory Services



Deal Advisory Services

The ever-increasing disruption across industries has led to the creation of unlimited opportunities in the shape of new markets, channels, and technologies. Amidst these opportunities, if we have to choose one highly impactful factor, it has to be the financial growth of an enterprise.

Deals have crucial impact on businesses, their shareholders and wider stakeholder group: they can boost growth, accelerate transformation, and help with value creation.

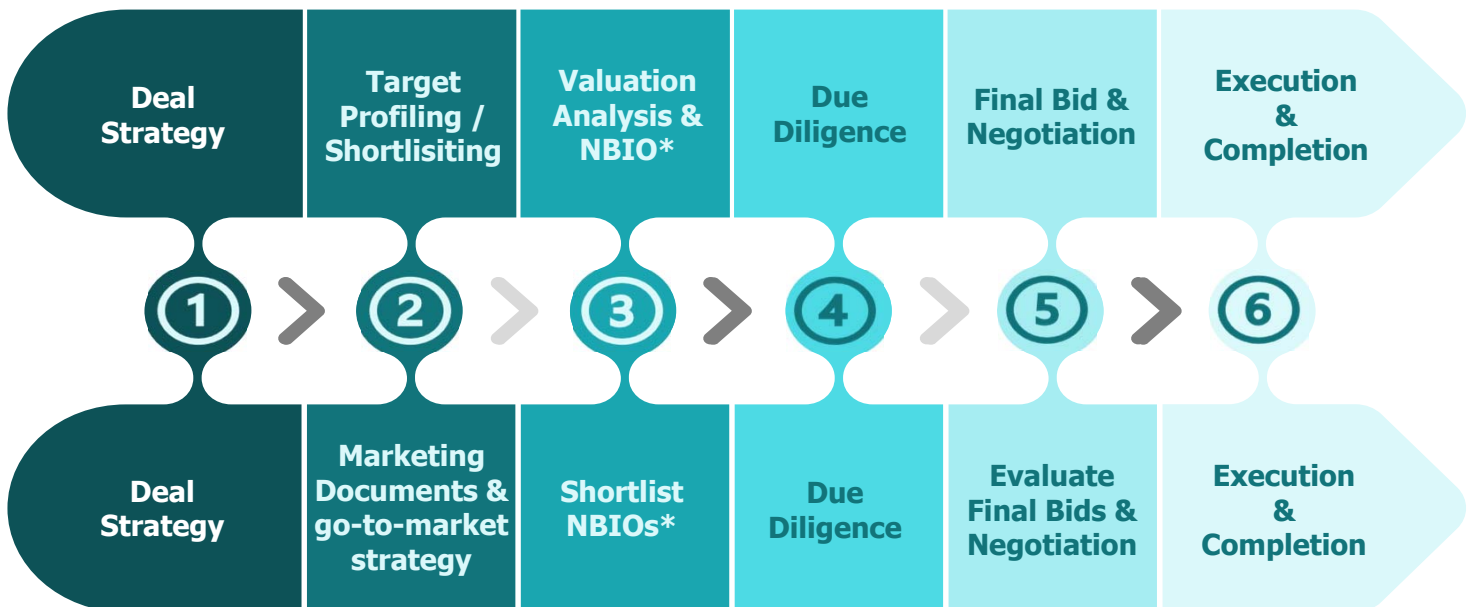
Our international presence along with our entrepreneurial spirit results in a unique combination of local expertise with international reach. We are uniquely positioned to mobilize cross-border teams to ensure that your needs are tailored and managed by those with the relevant skill set and sector experience.

What is a deal cycle

Clients who are looking to expand, merge or even sell their businesses, are supported through the ins and outs of a deal cycle.

A typical advisory cycle depends on whether it is a buy-side or a sell-side.

Buy-side advisory



Sell-side advisory

*NBIO: Non-Binding Indicative Offer

Deal Advisory Services

How we can help you

Our Deal Advisory services are designed to help you find the best solution to ensure long-term sustainability regardless of your company's plans, and offer you support with new transaction strategies that will enhance productivity and potential fund raising for the future of your business.

Mergers and Acquisitions (M&A)

M&A can help organizations become more efficient, profitable and powerful. Companies are now merging more often than ever before, and all these actions have the same goal — to improve business performance. However, many still struggle to implement these changes smoothly.

Our professionals are here to put their expertise to work for you through all the phases of M&A from developing strategies, structuring, execution, due diligence, to post merger/acquisition support.

Management Buy-outs (MBOs) & Buy-ins (MBIs)

MBOs and MBIs both involve the purchase of an existing company by a management team who propose to operate the business post-completion.

Nexia's dedicated team will help you assess the viability of the propositions, structure the deal with tax planning, develop business plan with financial projections, negotiations with vendors and banks, and project management of the full transaction process.

Fundraising and Debt Advisory

It's never been harder – or more important – to position your business correctly when it comes to capital.

Our experienced team will assist you with identifying an optimal capital structure for your needs, accessing sources of capital, advise on bank negotiations with advantageous terms, and preparation of funding proposals.

Valuations

Performing a valuation is a key component of any deal transaction. This is why companies require robust valuations to underpin transactions for deals, tax, accounting and financial reporting reasons, while all investors and regulators rely on credible valuations.

Our valuation experts will deliver objective valuations and advise you on all aspects of valuing companies, income generating assets, securities, intellectual properties and intangible assets.

Financial Modelling

In an increasingly complex and uncertain world, it is not enough to simply rely on intuition when making decisions or challenging assumptions. Financial modelling can provide businesses with flexible tools for decision-making situations.

Nexia's modelling team can help you build bespoke financial models that are flexible to meet your needs, create clear reports that deliver tangible business benefits, and provide an independent review on the accuracy of third-party outputs.

Firm services

Audit & Assurance

- Audit
- IT Audit and Advisory Services
- IFRS
- Special Audits and Other Assurance Services

Taxation

- Corporate and Business Tax
- Tax Advisory Services (M&A, Restructuring, Tax Due Diligence, Insolvency)
- Succession Planning
- International Tax Law
- Indirect Taxes (VAT)
- Transfer Pricing
- Tax Dispute Advisory
- Global Mobility (Expatriate and In-pat Tax, Employment Tax, Compensation Benefits Taxes)
- Private Clients (Personal Tax, Wealth Management, Pensions, Estate and Trust Tax)

Advisory

- Valuations
- Transactions (Sell and Buy Side Financial Due Diligence)
- Mergers and Acquisitions
- Governance, Risk Management, and Compliance
- Risk Advisory
- Internal Audit

Financial Outsourcing & Accounting Services

- Accounting and Bookkeeping
- Payroll Solutions
- Financial Reporting
- Company Secretarial
- Company Establishment



Contact us

Our Experts

Our professionals are dedicated, skilled practitioners, with extensive experience in all aspects Deal Advisory Services.



Callia Michaelides

**Head of Deal
Advisory Services &
ESG**

T: + 357 22 39 59 07

E: callia.michaelides
@nexia.com.cy

Callia has over 20 years professional experience with focus on Deal Advisory Services.

Throughout her career, Callia has managed a number of Corporate Finance and Transaction Services projects including but not limited to valuations, financing advisory, M&A, contract assistance, due diligence and transaction structuring.

Callia has advised clients from different sectors including real estate and hospitality, financial services, healthcare, energy, communications and education. Her clients include small family businesses, larger groups, PLCs and Governmental organizations.

She has been extensively involved in a number of advisory projects relating to valuations, and market and financial feasibility assessments. She has developed skills around forecasting market trends, analyzing development concepts, assessing operational and marketing strategies and calculating financial feasibility.



Antoine El Khoury

Analyst

T: + 357 22 39 59 25

E: antoine.elkhoury
@nexia.com.cy

Antoine was born and raised in Lebanon, where he studied Business with an emphasis on Finance from the Lebanese American University in 2017. After obtaining his Bachelor's degree, he joined Bank Audi, Lebanon's largest bank, as an equity research analyst in their private banking division. He developed and worked on more than 100 financial models and valuations, issued investment recommendations, assisted on multiple IPO subscriptions, and prepared micro/macroeconomic reports.

In 2019, he moved to Monaco to pursue a Master's degree in Finance focusing on hedge funds and private equity. As part of his studies, he worked at a multi-strategy London based hedge fund with around €800m AUM, as a portfolio analyst intern gaining experience in business analysis and valuations, with exposure to Investor Relations. Since joining the team, Antoine has worked on numerous large international fund valuations and performed financial modeling for business strategy work.

We look forward to working with you

It's easy to get started with Nexia.
Talk to us about how you can enjoy the many
benefits of working with our member firms
around the globe.

We look forward to working
'Closer to you'.

Please contact info@nexia.com.cy or visit
www.nexia.com.cy

Contact Us

For general enquiries
regarding Nexia Poyiadjis Limited, contact us at T +357 22 456 111
2, Sophouli Str., 8th floor, Chanteclair House
1096 Nicosia, Cyprus

Nexia International is a leading worldwide network of independent accounting and consulting firms, providing a comprehensive portfolio of audit, accountancy, tax and advisory services.

Nexia Poyiadjis Limited is a member firm of the "Nexia International" network. Nexia International Limited does not deliver services in its own name or otherwise. Nexia International Limited and the member firms of the Nexia International network (including those members which trade under a name which includes the word NEXIA) are not part of a worldwide partnership. Member firms of the Nexia International network are independently owned and operated. Nexia International Limited does not accept any responsibility for the commission of any act, or omission to act by, or the liabilities of, any of its members. Nexia International Limited does not accept liability for any loss arising from any action taken, or omission, on the basis of the content in this publication or any documentation and external links provided.

(References to Nexia or Nexia International are to Nexia International Limited or to the "Nexia International" network of firms, as the context may dictate).

For more information, visit www.nexia.com.