

Why work with a financial advisor?

Higher chances to succeed, better financing conditions



Organise an efficient process and save time

- Prepare a comprehensive information package
- Manage questions & answers and oversee external recruitments (auditors, legal, consultants, etc.)
- Manage confidentiality



Identify the right partner and optimise financing

- Identify as many investors/ lenders as possible to organise a competitive process
- Build a strong pitch that matches lenders' requirements
- Help negotiate the best possible conditions



Ensure aligned interest

- Advisor paid mainly upon success of the transaction (success fee as a percentage of the amount raised)
- Advisor strongly incentivised to close the transaction with the best possible conditions for existing shareholder(s)

A three-step process

From testing the market to closing the transaction

1 Prepare information package and screen potential investors*

- Assist in financial modelling to identify the best financial structure
- Identify potential investors (usually between 50 and 200)
- Prepare information package and data-room
- Prepare business plan
- Prepare teaser (1-3 pages) and information memorandum (50-80 pages)

2 Approach potential investors

- Pitch investors and assess their interest and capacity to execute
- Manage questions & answers (Q&A) with potential investors
- Preselect potential investors and assist with negotiations
- Collect and review letters of intent
- Select the investor(s) with the best proposal

3 Execute the transaction

- Coordinate the due diligence process of the selected investor(s)
- Manage data-room and Q&A
- Assist with negotiations
- Supervise external advisors (auditors, legal, consultants, etc)
- Execute the transaction up to closing

* « Investors » refers to either equity or quasi-equity investors, or lenders (for debt transactions).

Why Enexus Finance?

African expertise, international network



An extensive track-record in Africa

- More than 100 transactions executed in over 30 African countries
- A commitment to international best practices acquired in first-class financial institutions



A broad network

- Access to more than 4,000 businesses and investors active in Africa
- Close links with financial communities, both local and international, investing in Africa



A local presence

- Teams in Paris and Abidjan and partners in main African hubs
- Access to information and opportunities in various African markets