

# CORPORATE FINANCE SERVICES

**Nexia BT is:**

- a top mid-tier firm in Malta offering corporate and private client advisory, audit, accounting and tax services
- a member of Nexia International

# Helping you make informed financial decisions

Our corporate finance team assists clients in identifying projects which add value and increase wealth. We conduct thorough evaluation of the impact of internal and external factors, including changing trends in both the short and long-term, mapping out new growth strategies and portfolio mix options.

## **Our services**

Our multi disciplinary team will apply research, financial and strategic skills to help you identify, evaluate, and then translate opportunities into realistic financial projections, setting out both the immediate and long-term implications on your organisation and the micro-economy. Our analytics and reports will measure the impact of specific projects on the sustainability of your organisation. Accompanied by strategic maps, we can assist you in the implementation and operation of such projects.

We also provide you with the necessary expertise to comply with reporting requirements for applications for project financing, to source debt and equity, as well as European Union (EU) funds.

## **Market intelligence solutions**

We will complement your market knowledge through a detailed and comprehensive analysis of your existing and potential markets, customer base and competition, providing a 360 degree perspective. We will achieve this by using a mix of primary and secondary research tools to gain insight to help us profile and navigate through a pool of potential ventures.

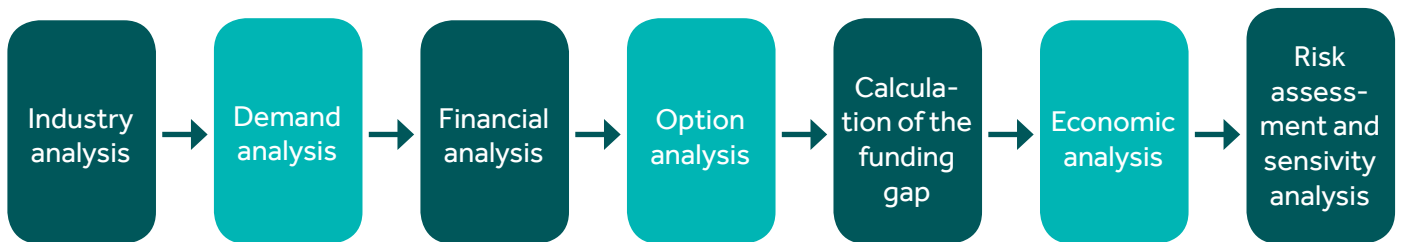


<b>Industry</b>	<ul style="list-style-type: none"> <li>• Overview and outlook; and</li> <li>• Potential for growth and further development.</li> </ul>
<b>Market</b>	<ul style="list-style-type: none"> <li>• Estimation of the future size of target markets.</li> </ul>
<b>Country</b>	<ul style="list-style-type: none"> <li>• Analysis and presentation of data about potential investment opportunities overseas;</li> <li>• Identification of key country-specific requirements to establish investment opportunities; and</li> <li>• Identification of the potential risks during business expansion.</li> </ul>
<b>Competitors</b>	<ul style="list-style-type: none"> <li>• Overview of operations, product portfolio, market share, marketing strategies and differential strategies;</li> <li>• Key financial indicators and analysis of financial ratios; and</li> <li>• Market share by competitor.</li> </ul>
<b>Customers</b>	<ul style="list-style-type: none"> <li>• Profiles including location, age, gender and income level; and</li> <li>• Creation of a database of customers.</li> </ul>
<b>Brand</b>	<ul style="list-style-type: none"> <li>• Selection of marketing/promotional mediums;</li> <li>• Identification of the perception on an organisation by its existing and potential customers;</li> <li>• Optimisation of brand positioning; and</li> <li>• Brand value monitoring.</li> </ul>

## Cost Benefit Analysis

Cost Benefit Analysis (CBA) will assist you in selecting the most feasible option, having the highest financial and economic returns from amongst a number of investment options.

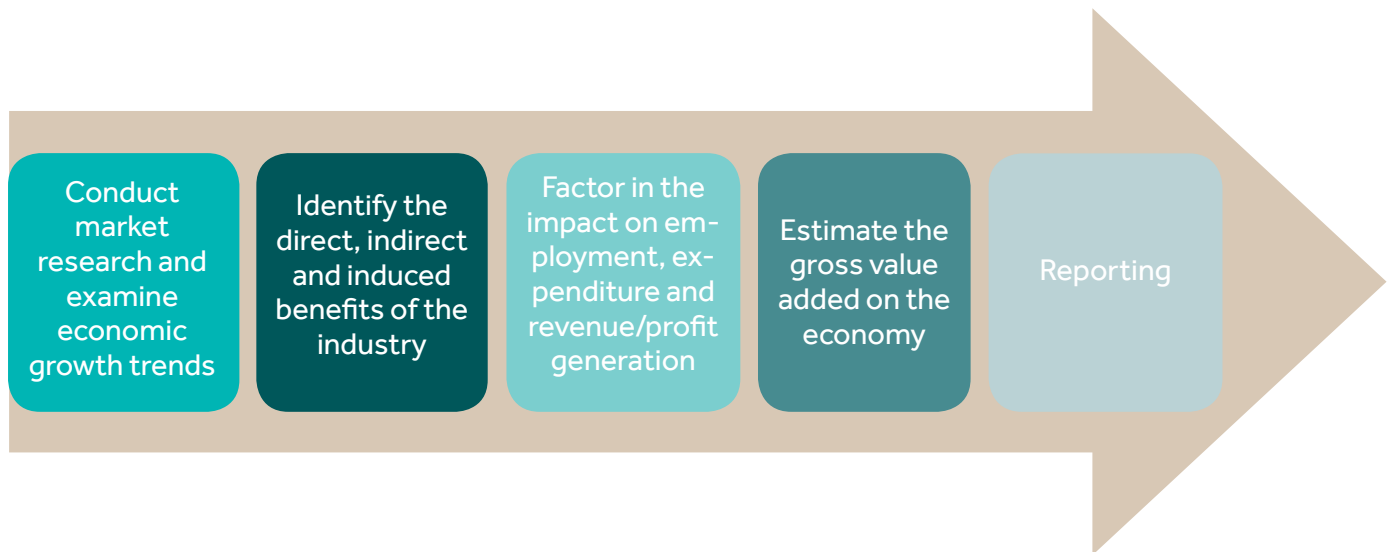
The CBA, compiled in accordance with standard practices and guidelines, is one of the key documents required for the purpose of obtaining national or EU funding for a new project. A CBA is also an insightful tool for assessing the viability of large projects, both in terms of financial profitability and economic and social returns.



## Economic Impact Assessments

Our economics professionals provide customised assistance to small, medium and large entities, both private and public, to estimate the contribution which an organisation, industry, or investment project makes to the country's Gross Value Added. In doing so, industry research is integrated in the Economic Impact Assessment (EIA) process of estimating the direct, indirect and induced impact of a project.

For optimal results from our CBAs and EIAs, these can be combined with our business planning services to effectively translate investment options into long-term projections, which assess the future economic impact of the project on your organisation.

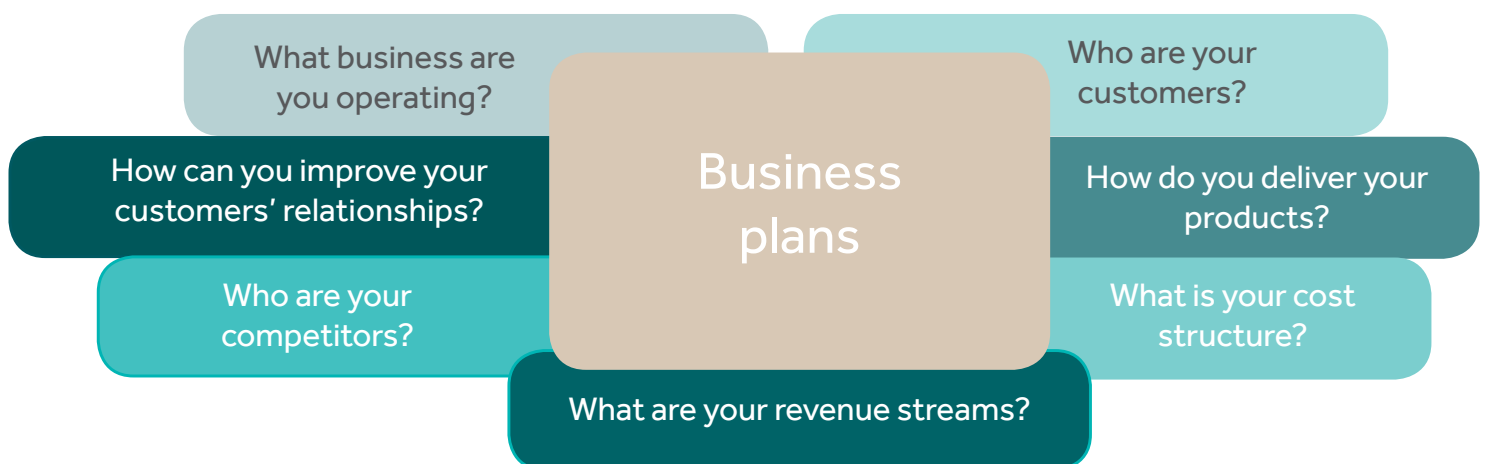




## Business plans

Our corporate finance team has extensive experience in providing various forms of assistance in the compilation of business plans for both startup operations and medium to larger sized businesses that are seeking new growth strategies.

Our team takes an innovative approach in providing the best solutions to convert a business plan into a plan of action. Whilst offering our industry experience throughout this process, we anticipate questions from investors and shareholders and get our clients ready for new investment opportunities.





# Why choose Nexia BT?

For the past 25 years, Nexia BT has been managing the corporate finance needs of a number of local and international companies operating across a varied range of sectors. Backed by a proven track record in financial planning and economic analysis, as supported by robust market intelligence solutions, its advisory specialists help clients enhance their shareholder value.


Forming part of a worldwide network of independent business advisors, consultants, auditors and accounting firms present in over 120 countries, we are optimally positioned to offer global expertise. Nexia BT prides itself in having serviced a number of established clients of high calibre, ranging from business planning provided to start ups, small and medium-sized enterprises, to CBAs and EIAs provided to public entities in the application for EU funds for the financing of public or research projects. Having a proven track record in securing finance from financial institutions and/or from the EU, Nexia BT's market intelligence solutions support its corporate finance service offering. These may also be provided as a standalone engagement. Being led by results-driven partners, Nexia BT has the credentials and expertise to make it happen.



## CONTACTS

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