## Introduction to Capital and Debt Advisory

EY’s Capital and Debt Advisory Team is focused on providing strategic, objective and robust advice to clients seeking to raise debt and/or equity and/or to optimise their financing structures.

We have access to sources of debt and equity especially in Europe, the Middle East and the Far East. These include institutional funds, family offices, sovereign funds, hedge funds and other private investors.

Our Capital and Debt Advisory Team has extensive knowledge of local market and business environments together with global distribution capability. It provides comprehensive solutions for clients in the whole of Central, Eastern, and Southern Europe, including Turkey.

## We advise on

### Equity and debt fund raising
- Private off-market transactions
- Investment documentation and roadshows
- Equity, mezzanine, and senior debt options

### Bank financing
- Bank loans (financing and refinancing)
- Bankability and debt capacity assessments
- Optimising your internal bank credit rating

### Bond and private placements
- Approaching the public debt markets
- Private placements
- Credit ratings

### Project finance & Infrastructure
- Financing strategy, including funding sources
- Feasibility studies and financial modelling
- Public and Private Partnership (PPP)

## Our areas of expertise

We focus on capital strategy first, always with regard to the wider corporate objectives, financing advisory and then execution. To provide further expertise we are able to liaise with our in-house accounting, tax, and transaction professionals.
Our approach

We provide our clients with market leading advice on all aspects of their capital structure and financing strategies. The hallmarks of EY Capital and Debt Advisory are:

<table>
<thead>
<tr>
<th>Confidentiality and discretion</th>
<th>Our clients often ask us to advise them on a private basis as they negotiate with capital providers and other stakeholders in a transaction. We are happy to operate in this way or alternatively, we can take a very visible role</th>
</tr>
</thead>
<tbody>
<tr>
<td>Objective and independent advice</td>
<td>Our team is staffed with seasoned professionals with extensive experience in various structures and financing products</td>
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<tr>
<td>Senior focused attention</td>
<td>Our advice is led by a senior team with an emphasis on availability to clients</td>
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<tr>
<td>Track record</td>
<td>We have a proven track record in the fields of capital and debt, using a wide variety of distribution channels</td>
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<tr>
<td>Excellent sector coverage</td>
<td>In-house support from our specialized industry focused experts</td>
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</table>

<table>
<thead>
<tr>
<th>Selected debt financing options</th>
<th>Bank loan</th>
<th>Syndicated/Club Bank loan</th>
<th>Public Bond (rated)</th>
<th>Private Placement (local)</th>
<th>Project Finance</th>
<th>Mezzanine</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquidity Capacity</td>
<td>€0-40m</td>
<td>€30m+</td>
<td>€200m+</td>
<td>€20m+</td>
<td>€20m+</td>
<td>€5-25m</td>
</tr>
<tr>
<td>Maturity</td>
<td>4-7 years</td>
<td>4-7 years</td>
<td>5-7 years</td>
<td>4-9 years</td>
<td>7-15 years</td>
<td>5-10 years</td>
</tr>
<tr>
<td>Arrangement Time</td>
<td>30-60 days</td>
<td>90+ days</td>
<td>120+ days</td>
<td>90+ days</td>
<td>90+ days</td>
<td>60-90 days</td>
</tr>
<tr>
<td>Repayment</td>
<td>Amortized</td>
<td>Amortized</td>
<td>Bullet</td>
<td>Bullet</td>
<td>Amortized / Sculpted</td>
<td>Bullet</td>
</tr>
<tr>
<td>Credit Ratings</td>
<td>Not required</td>
<td>Not required</td>
<td>Public ratings for Eurobond market</td>
<td>Private ratings may be required</td>
<td>Not required</td>
<td>Not required</td>
</tr>
</tbody>
</table>

Bank and Capital Markets New Issue

A weekly newsletter for our clients and associates providing a consolidated overview of the themes and trends in the global markets, focusing on a range of bank and debt instruments:

- Syndicated bank loans
- Public bond issuance in US dollars, Euro and Sterling
- US Private Placement bonds
- Development in sovereign yields

If you, or any of your colleagues, would like to receive this publication weekly, or have any questions regarding it, please email cma@uk.ey.com or any of our team.
Selected Credentials

- **OTEC**:
  - EUR 260,000,000 Syndicated revolving loan
  - Debt fund raising for working capital financing

- **Energy**:
  - EUR 1,000,000,000 Syndicated loan
  - Preparation of financial model and structuring memorandum

- **CD**:
  - EUR 300,000,000 Debut bond issue
  - Debt capacity assessment and credit rating support

- **TOMPLA**:
  - CZK 65,000,000 Acquisition Financing
  - Bank financing for the acquisition of KRPA Envelope

- **Slovaknet**:
  - EUR 20,000,000 Acquisition financing for a management buy-out.

- **MID EUROPA**:
  - EUR 40,000,000 Term facility
  - Bank financing on project finance basis for solar parks construction

- **Ministry of Health of the Slovak Republic**: Feasibility study and financial model
  - Study assessing various development and operational models (PSC, PPP) of a new university hospital in Bratislava.

- **Vetka NPP Rus**: Feasibility analysis
  - Analysis of the light aircraft market and feasibility assessment of the investment project in light aircraft production plant with the enterprise value of EUR 135 million.

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About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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