



## Advisory Presentation

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# About Us

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As a finance and business advisory partner, **INTEGRA** provides solutions that enable businesses to remain stable and sustainable.

We become an integral part of our client's business and deliver tangible results that directly contribute to its growth by employing our expertise in three main areas:

Commodity Trade  
Finance

Corporate  
Structuring

Advisory

# Our Vision & Mission

## OUR VISION:

To be the partner of choice in MENA, Europe and Africa for clients who seek finance and business advisory.

## OUR MISSION:

Working with our clients, peers and networks, we provide insight, advice and solutions that drive impactful results to ensure stability and sustainability.

## OUR ENABLERS:

- Knowledge & insight
- Business acumen
- Professional networks
- Real solutions for real time results

## OUR VALUES:

- Integrity
- Curiosity
- Passion for perfection
- Partnership & commitment



# Our Approach



Our clients are ambitious companies who seek new and innovative ways to sustain and grow their businesses.



We provide a holistic review of our client's business and funding ecosystem to achieve sustainable and stable financing structure while expanding their businesses.

## WE DO THIS THROUGH:

- Extensive know-how & industry experience in Emerging Markets & the Middle East
- Substantial network with stakeholders in the Corporate, Investment & Private Banking community
- Sound strategy development & implementation
- Significant number of international clients serviced to establish a bankable platform availing various funding sources
- Strong client pipeline & proven advisory track record
- Involved in various advisory and structuring mandates in the region

# Our Value Addition

## Interdisciplinary & Multi-Jurisdictional

INTEGRA employs an interdisciplinary & multi-jurisdictional approach to the overall process.

## Business Oriented

We prioritize the business and develop comprehensive solutions with well established networks.

INTEGRA coordinates, monitors and executes all phases alongside industry experts.

## Finance-ability

We ensure that the business arrives at a sustainable solution which is adaptable to the changing financial needs of the business.

## Solution Partner

We are an integrated solution partner to our clients who seek support in new geographies, jurisdictions & regulatory, business and banking environments.

## Holistic Approach

INTEGRA's holistic and committed approach ensures our clients are serviced throughout our engagement journey and beyond.

## Relationship Focused

INTEGRA values relationships with all our stakeholders and ensures smooth cooperation among parties.

We remain focused on partnership even after delivery.



# Our Background & Organization

INTEGRA was founded by Emre YILDIRIM as of March 2016 in Dubai / UAE with a purpose to introduce a holistic approach to business consultancy anchoring in finance.

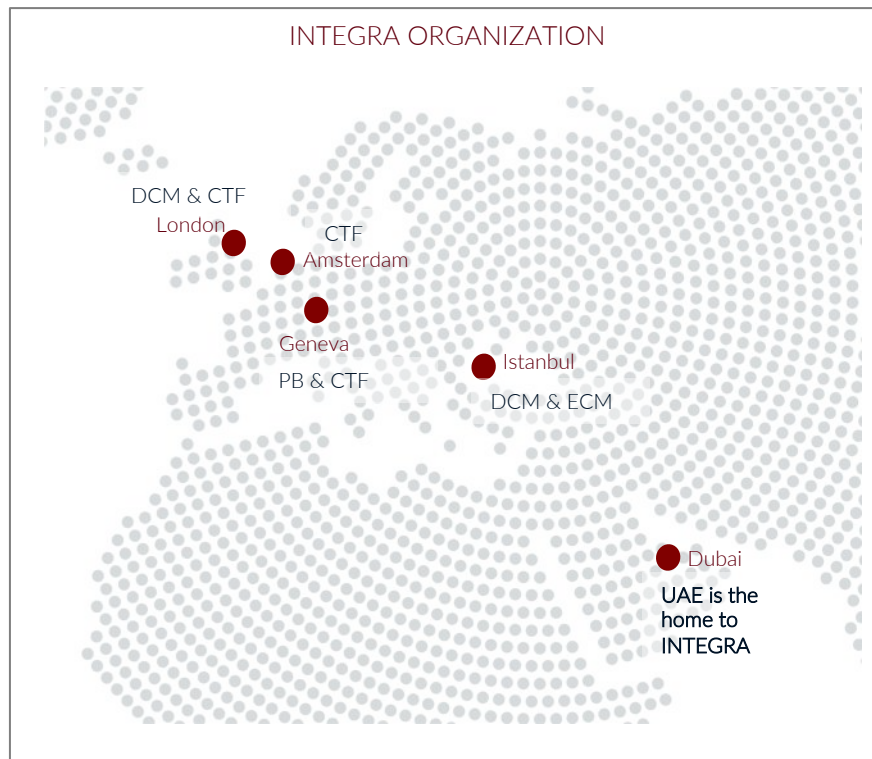
Target clients are ambitious companies who seek the best practices in the industry. INTEGRA offers inter-disciplinary and multi-jurisdictional experience gathered within its organization.

Headquartered in the UAE, INTEGRA has already extended into international business centers with its associates present in Istanbul, Geneva, Amsterdam and London.

Integra is comprised of senior executives amalgamating diverse backgrounds with international experience.

Inter-disciplinary team members contribute to a versatile yet integrated skill set based on proven track record.

Sharing common set of values, Integra Team is committed to deliver results with utmost international professionalism and ethical standards.



# Advisory

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## INTEGRATED STRUCTURING AND FINANCING SOLUTIONS

Financial world has evolved so that integration of various banking products is essential to create an impact.

We design and develop financial solutions that are up to date with global market trends and meets our clients' requirements.



# Our Perspective On Advisory



Integrated Business Advisory aims to have holistic impact on business.

An efficient and effective corporate banking infrastructure distinguishes a successful business.

We understand your business needs and identify ideal solutions provided by local and international players.

## CORPORATE BANKING

Comprehending the dynamics of investment banking world is the first step to identify the ideal solution for any business requirement.

With our well established network in the region, we identify your business needs and engage with right counterparts for an effective execution which we oversee.

## INVESTMENT BANKING

Businessman has developed various concerns on succession, preservation and effective employment of business and personal assets.

Our background provides us comprehensive understanding of the needs of businesses and individuals whilst our trusted network provides the ability to identify and deliver tailor made solutions.

## ASSET MANAGEMENT

A vigorous risk assessment is essential to identify and manage ever changing exposures.

We help our clients define and measure their various risks and identify an appropriate mitigant to hedge their exposure and focus on their core businesses.

## RISK MANAGEMENT

# Integrated Business Advisory

01

Inter-disciplinary and multi-jurisdictional experience enables comprehensive understanding of different solutions.

02

Our focus remains on your Business

03

Appropriate solution is developed in coordination with various disciplines

04

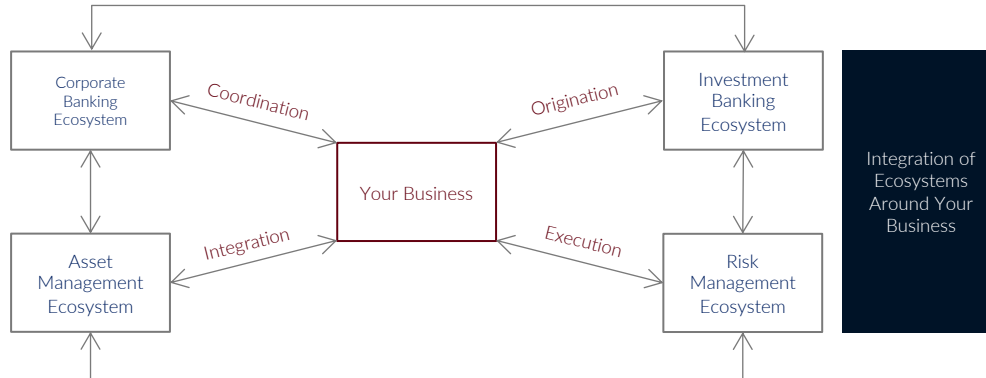
We integrate various solutions around our Client's business

05

We engage with trusted counterparts who are experts in their industry

06

We ensure delivering the solutions in full harmony



# The INTEGRA Offering



## 1. BUSINESS

We understand your business today and your ambition for tomorrow.

We work with you to realize your current position, conceptualize and capture future opportunities overcome today's shortfalls and mitigate future challenges.

## 2. NEED

We identify actual business need.

Our vast understanding of business provides comprehensive perspective give 360 review to your requirement.

## 3. SOLUTION

Our versatile toolkit provides a wholistic approach to solution delivery.

We can bring in more than one product to deliver optimum solution which may well stem from multi disciplinary or product source.

## 4. ENGAGE

We identify industry experts in their respective fields and engage with them along with well defined scope of work.

## 5. EXECUTE

We ensure smooth execution by coordinating with respective stakeholders in the process.

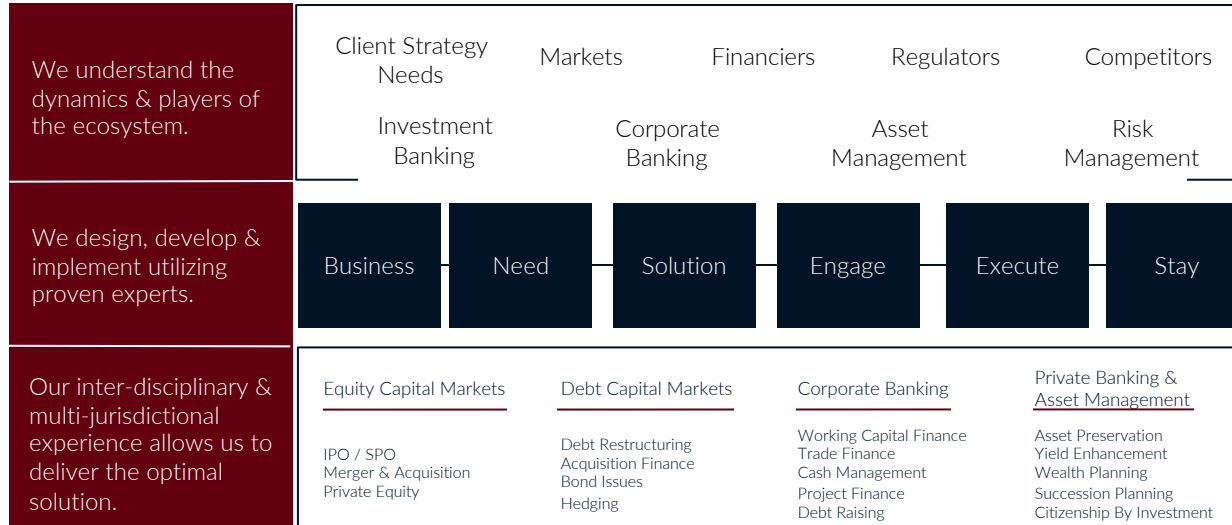
## 6. STAY

We stay with our clients.

During and after execution.

# Our Advisory Approach

## The Advisory Ecosystem



We develop and implement a holistic banking relationship strategy and ensure the developed solutions meet the identified needs for sustainability and stability and integrates with the dynamics of the ecosystem.



# Advisory – Case Studies on Equity Capital Markets



## The Client Profile & Challenges

Our clients were seeking strategic partnerships to grow their businesses.

We mainly worked on cross regional opportunities within MENAT.

## Our Involvements

We were exposed to various industries and funding possibilities some of which are named here.

## Transaction Highlights

- 1 ) Our client wanted to expand into other regions.  
We advised them to short-list candidates in specific markets mainly being Turkey and KSA.
- 2 ) Our client wanted to divest their investment in bedding company in Turkey.  
We identified interested parties from UAE & Turkey to take-over the company.
- 3 ) Our client aimed for JV partners for a land development project in Turkey.  
We identified interested parties from UAE & Turkey for partnership.
- 4 ) Our client aimed to identify a strategic partner and investor for their growing business in Environmental Products.  
We introduced them to various investors and industry players in the GC region.

Mergers & Acquisitions

Private Equity

Joint Venture

Joint Venture

# Advisory – Case Studies on Debt Capital Markets



## The Client Profile & Challenges

Our clients were seeking instruments to fund their liquidity requirement and manage their financial risks.

## Our Involvements

We identified the risk profile of our client and introduced proactive risk management approach whilst enabling cost effective hedging solutions.

- 1) Our client wanted to pro-actively manage their currency and interest rate exposure. We identified and measured their risks and suggested hedging strategies.
- 2) Our client wanted cost effective solutions for its commodity hedge requirement. We identified appropriate counterparts to hedge and also finance the structure.
- 3) Our client aimed to diversify its funding base from local banking system. We developed a strategy to take them to club and syndications markets.

Currency  
Hedging

Commodity  
Hedging

DCM

# Advisory – Case Studies on Corporate Banking



## The Client Profile & Challenges

Our clients were seeking new banks to support their growing businesses in new markets and geographies.

## Our Involvements

We integrated various solutions among CTF, Corporate Structuring, Corporate Finance & Corporate Banking ecosystems from regional and international players.

## Transaction Highlights

- 1 ) Our client required efficient and consistent trade finance solutions for their international trade volumes.  
We introduced regional players by establishing new Group companies.
- 2 ) Increasing business volume requiring more funding, we reviewed the client's working capital cycle.  
We introduced various measures to optimize the working capital requirement.
- 3 ) Growing renewable energy company required financing urgent project finance for their project deadline.  
We introduced bridge financing for an IPO structure to meet this hurdle.
- 4 ) Our client requested funding to invest in new GCC markets for organic growth.  
We introduced pan-GCC banks to accelerate their supply chain finance.

Trade Finance

Cash & Trade  
Management

Project Finance

Joint Venture

# Advisory – Case Studies on Private Banking & Asset Management



## The Client Profile & Challenges

Our clients were seeking solutions in line with the changing dynamics in Private Banking & Asset Management.

## Our Involvements

We identified the risk profile of our client and introduced appropriate players (like Private Banks, Funds and International Banks) with suggested strategies to serve their requirements.

- 1) Our client wanted to utilize his own funds in his trading business whilst ensuring an attractive return on his financial assets.  
We introduced him to a Swiss Bank who was efficient in combining both products.
- 2) Our client wanted to restructure its Group in a tax friendly environment whilst keeping his family in a western domicile  
We designed a multi-purpose structure along with Citizenship by Investment Programs.
- 3) Our client aimed to expand his personal investments into new regions and industries.  
We support his family office as non-executive director for this purpose.

Private  
Banking

Commodity  
Hedging

DCM





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