

# PRIVATISATIONS

	<b>Montenegro</b>
<p>Lead Financial Advisor to the government of Montenegro on the privatisation of Podgorička Banka. A.D. Podgoriča. Sell-side advisory including: i) preliminary market assessment; ii) operational analysis and valuation of the Bank; iii) formulation of the privatisation strategy; iv) preparation of tender documentation: information memorandum, tender rules, data room content and access rules, escrow account agreement; v) establishing contacts and negotiations with potential strategic investors and vi) drafting the share purchase and sale contract.</p>	

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### Croatia

Advisor to the European Bank for Reconstruction and Development in the Passenger Port Development Project, Dubrovnik.- The project encompasses the assessment of the competitiveness of the sea port of Dubrovnik as cruise/liner ship destination, preparation of the Information Memorandum to attract private investors and assist the Port Authority in i) drafting the Concession Agreement; ii) conducting the tender process; iii) evaluation of investment proposals ,and iv) negotiations with potential investors.



### Costa Rica

Sell side lead financial advisor on the privatization of a commercial bank. Duties included the diagnostic review, due diligence, valuation, drafting bidding documents, sale strategy and marketing.

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## Dominican Republic

Advisor to the privatisation of the State Sugar Concern (CEA), the country's biggest sugar producer. The assignment included site visits to sugar mills and preparation of data room procedures.



## Lithuania

Restructuring of Lietuvos Taupomasis Bankas. The global objective of the assignment is to support the Government of Lithuania in its effort to restructure and strengthen the Lithuanian financial sector. The specific objective of this assignment is to increase the market value of Lietuvos Taupomasis Bankas by improving the operational capabilities of the bank and thereby making the bank more attractive to potential investors.

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