

# Corporate Development, Finance and Trade

## Introduction

- We work with small and mid-cap corporate clients
- Our clients are seeking globalisation and expansion
- We focus on corporate development, finance and trade
- Enabling M&As, joint ventures and strategic alliances
- Enabling development of new sales channels
- Specialising in situations requiring rapid global expansion

# Our Network



- Our network covers Europe, Asia and North Africa
- Leverage in government, industry, banking, finance and law
- Sectors including health, wellbeing, internet, digital, manufacturing, clean technologies and infra-structure projects
- Covering corporate development, finance, investments, M&As, JVs and sales channels development

## Our Focus



- Transactions between companies seeking globalisation
- Asian businesses seeking quality global opportunities
- European businesses seeking capital & mass markets
- M&As, JVs and alliances are a fast route to globalisation
- Chinese One Belt, One Road (OBOR) initiative
- Finance and facilitating of OBOR projects

## Typical Transactions

- Finance: deals in the US\$ 10 to 200 million range
- M&A: deals between Chinese and EMEA companies
- Asset Sales: technology, industrial, commercial, real estate

# Client Examples



# Corporate Development #1



- A multinational private small cap
- Headquartered in Far East
- Manufacturing in multiple plants
- Operating in a mature market
- Seeking operational efficiency
- Seeking growth in sales & profits

We engaged in:

- Working with board
- Business Analysis
- Financial modelling
- Developing strategy & plans
- Restructuring business
- Sourcing M&A deals
- Undertaking due diligence
- Negotiating deals
- Fund raising
- Developing new sales channels

# Corporate Development #2



- A listed multinational medium cap
- Headquartered in Far East
- A mass manufacturing business
- Security packaging industry
- Operating in a mature market
- Seeking growth in profit margins

We engaged in:

- Working with board
- Undertaking auditing & analysis
- Developing new strategy & plan
- Focusing on a strategic diversification
- Facilitating multiple fund raising rounds, negotiations and closure
- Enabling formation of a new subsidiary
- Enhancing profit margins and share price of this PLC client



## Corporate Development #3



- A young small cap company
- Headquartered in Far East
- Mass manufacturing B2B business
- Electronics packaging industry
- Operating in a developing market
- Seeking to scale and expand
- Seeking growth in sales
- Seeking to IPO

We engaged in:

- Working with board
- Undertaking auditing, analysis & financial modelling
- Developing strategy & business plan
- Leading multiple fund raising rounds
- Developing human resources
- Successfully raised finance
- Successfully scaled business
- Facilitated successful IPO

# Corporate Development #4



- A Chinese large State Owned Enterprise (SOE)
- Mass manufacturing business in mining of key metals
- Seeking to increase profitability

We engaged in:

- Working with senior board members
- Developing a diversification strategy
- Developing a new business plan
- Facilitating fund raising
- Restructuring a part of the business
- Developing human resources
- Commissioning new plant
- Successfully launching sales of new strategic products
- Successfully helping SOE to win approval from Central Government



# **Bricpoint: Collaborative Networking for a Brighter Future**