

next russia

Opening Eastern Opportunities

Paris - London - Geneva - Moscow

next russia's mission

next russia develops investment opportunities from and to Russia, across a broad range of industrial sectors.

By bridging the cultural, management and communication gaps between West and East, next russia assists its clients in deal structuring, the effective negotiations of projects including market positioning and communication strategies, as well as legal and tax issues in closing deals.

□

next russia's overall objectives are:

- Build a bridge for capital, talent, and technology between Western Europe and Russia
- Support Russian corporations in funding the development of their industrial projects
- Facilitate business transactions in the Russian market, by creating awareness in Western Europe of the potential of Russian corporations

□

next russia offers three business lines, to achieve its clients' requirements:



Built on a unique expertise set and solid financial and business networks, next russia offers creative and competitive market solutions:

- In-depth market knowledge and methodologies
- Customised time-to-market execution capabilities
- A flexible and competitive price structure

□

next russia specialises in:

- Originating, structuring, packaging for financing, and organising industrial projects in the Russian Federation
- Planning, structuring, and executing debt and equity private placement transactions, acting on behalf of Russian companies
- Advising on cross-border mergers and acquisitions, through strategic search mandates, and assisting in other forms of corporate re-structuring
- Assisting and co-ordinating regional and international investors in executing transactions between Russia and Western Europe
- Providing trade facilitation services to, amongst others: energy and power, hospitality, financial services, commercial developments, healthcare, transportation, manufacturing, and utility-type industries

Operating from Paris, London, Geneva and Moscow, next russia encompasses a broad base of industrial and financial contacts and expertise, and an efficient partners network in Europe, the United States and the Middle East.

PRIVATE PLACEMENTS AND MERGERS AND ACQUISITIONS ADVISORY

next russia drives cross-border mergers and acquisitions operations, mandated by buyers or sellers. **next russia** covers the whole spectrum of the process, from target criteria definition to long-and-short listing of strategic alliance candidates.

Thanks to its network capabilities and market knowledge, **next russia** executes medium-sized deals transactions within two mandate frameworks: strategic mergers and acquisitions for mid-sized firms; strategic asset realignment and optimisation for larger corporate clients.

Also, **next russia** can be mandated on behalf of Russian companies to arrange for private placements of equity and/or debt in the Western markets.

□

Services:

- Target identification
- Environment analyses including tax, legal and social issues
- Audit and due diligence
- Financial valuation
- Corporate structuring and optimisation
- Financial and industrial package bundling
- Advice on restructuring and implementing European management processes
- Negotiation support and assistance till effective deal closing

Tools and methodologies:

- Analysis capabilities built on in-house industrial and financial databases in Europe and Russia, combined with strong market insight
- Partners network in Europe, Russia, the United States and the Middle East
- Accredited financial valuation applying European and North American standards
- Audit and due diligence methodologies
- Milestones-based project management
- Working capabilities to arrange financing vehicles including documentary credit facilities, guarantee schemes and other customised arrangements implementation methodologies
- Contractual and negotiation frameworks

ORIGINATION AND STRUCTURING OF INDUSTRIAL PROJECTS

next russia structures and packages industrial projects for financing, in the areas of energy and power, hospitality, financial services, commercial developments, healthcare, transportation, manufacturing, and utility-type industries.

next russia specialises in small-to-medium-size projects, in the range of USD 5m to USD 50m, putting in play its capabilities and network to assemble industrial and financial players.

□

Services:

- Project identification
- Business planning, valuation and hypotheses reviews
- Project due diligence
- Corporate structuring and optimisation
- Recommendation of dedicated financial vehicles and industrial packages
- Identification and set-up of dedicated industrial partnerships

TRADE FACILITATION

next russia facilitates the origination, negotiation and execution of cross-border trade contracts for European and Russian companies. This includes researching trade partners using related market intelligence services, devising and implementing import /export financing schemes, offering advice on legal and tax issues, whilst assisting in trade contract negotiation and execution.

□

Services:

- Business partners identification
- Environment analysis including tax and legal issues
- Advisory on EU norms and regulations on trade quotas
- Advice on contracting and negotiation procedures
- Liaison with European Export Credit Agencies
- Negotiation support and assistance till effective deal closing



Paris office:
6 Rue Richepanse
75001 Paris - France
Tel.: + 33 1 42 97 41 94 - Fax: + 33 1 42 97 41 81
www.nextrussia.com