

WE Investment Management Limited

Transaction Advisory Services

Team Credentials

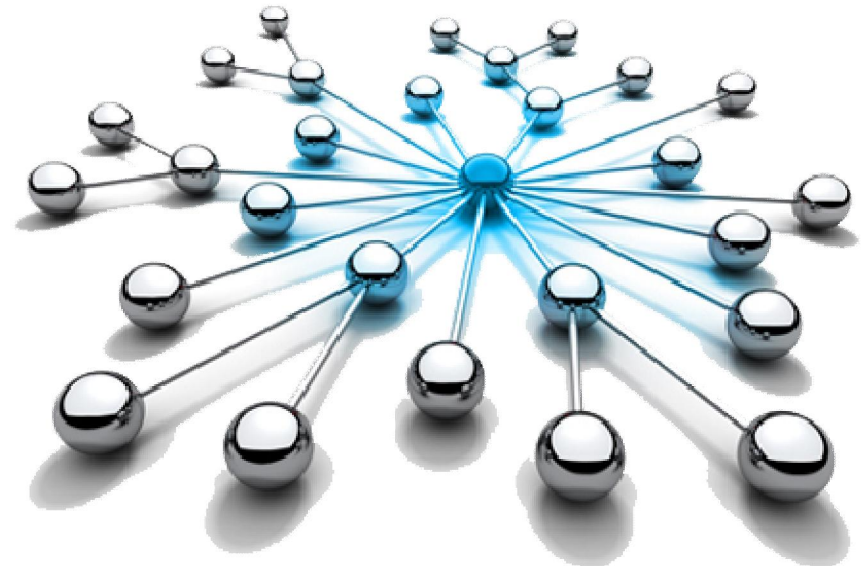


TRANSACTION ADVISORY SERVICES

Transaction Advisory is the largest service line under the Specialist Services Group. Under these service lines we provide services which cater to the various needs of clients ranging from business restructuring to Mergers & Acquisitions (M&A), private placements to disposal of assets. We specialize in providing these services specifically tailored to each client's specific requirements.

We provide Transaction Advisory services to both public as well as private sector organizations. The core areas of corporate finance services include Lead Advisory Services and Transaction support services. Activities covered in these areas are:

- Mergers and Acquisitions
- Buy Side Due Diligence Advisory
- Loan / Asset Quality Reviews for Financial Institutions
- Privatization
- Capital/ Business Restructuring
- Corporate Valuations
- Feasibility Studies
- Financial Restructuring/ Rescheduling on behalf of Fina



TRANSACTION ADVISORY SERVICES

- Our Lead advisory team is also well equipped to help carry out management buyouts, understanding aims and objectives of the management team, preparation of business plans for them and introducing our clients to the appropriate venture capitalists and debt providers.
- As far as our fund raising services are concerned we help entities raise funds and provide advice on current and optimum funding structures. Options for capital financing are analyzed and recommended. We also provide assistance with the development of a business plan and financial model, identifying and approaching potential sources of finance and providing assistance in the negotiation of terms with providers of finance.
- Our experience in the service line includes a number of assignments on which advisory services were provided on mergers and acquisitions and privatization transactions




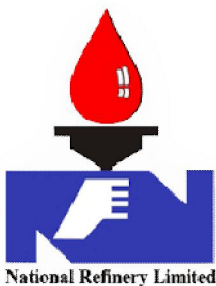



TRANSACTION ADVISORY SERVICES




Transaction Services

- We provide the necessary support, advice and expertise throughout the lifecycle of a transaction. Our teams catering to different service lines under corporate finance i.e. lead advisory, transaction services and valuations etc coordinate their efforts to deliver the optimum solution for a transaction. This enables us to provide sound commercial advice to realize full business potential.
- Our transaction services team specializes in feasibility reviews and due diligence assignments, concerning both buy and sell side advisory.
- Feasibility studies help provide an initial insight and overview of a business by assessing the market and financial viability of the project. Core contents of our comprehensive financial feasibility study include expected return on investment based on market driven demand/ supply and economic trends, projected costs, and financial analysis in order to determine the financial viability of the project. We aim to highlight key issues of relevance to decision-making.
- Our financial due diligence service provides an independent and expert assessment of a business by identifying, quantifying and making
 - recommendations as to how to mitigate key financial risks. We support, validate and challenge financial statements assumptions and assertions by reviewing and assessing key financial and business information in a historical and forecast context.
 - By assessing the commercial viability of an entity our due diligence assignments provide an insight into the current standing as well as the future prospects of the entity and, help highlight the risks of a transaction and therefore whether to proceed with it.
 - Therefore, whether it is buy-side or sell-side vendor due diligence our advice serves as a document which is trusted in the marketplace and acts as a vital tool in business transition process.




FUEL & ENERGY SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence & Acquisition	Mandated for Buy side advisory services for VITOL for valuation review and financial due diligence, for a majority stake in the state owned oil marketing company in Pakistan	KARACHI
	Due Diligence & Acquisition	Conducted financial due diligence for acquisition of National Refinery Limited by Al Ghurair Group of UAE.	ISLAMABAD
	Due Diligence	Undertook comprehensive due diligence on the state of affairs of KESC for buy side advisory services	KARACHI


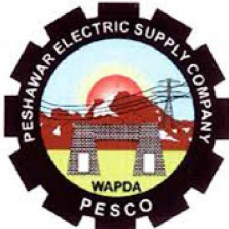
FUEL & ENERGY SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
 Privatization Commission Of Pakistan	Due Diligence	Appointed as Sell side advisors in consortium with Societe Generale for financial and HR due diligence of Peshawar Electric Supply Company	KARACHI
 SAIF ENERGY LIMITED A Saif Group Company	Due Diligence & Valuation	Taken on as Buy side advisors which included due diligence and Valuation of a BVI based oil company	ISLAMABAD
	Acquisition	Provision of Financial advisory for acquisition of OGDCL gas field for LPG extraction in Pakistan	KARACHI

FUEL & ENERGY SECTOR CREDENTIALS


CLIENT	TYPE	COMMENTS	SERVICED BY
	Privatization	Provided advisory services on privatisation of technical services for Pakistan's largest oil & gas exploration company	KARACHI
 Ministry Of Water & Power Pakistan	Privatization	Conducted comprehensive accounting tax and HR due diligence on behalf of the Government of Pakistan and provided complete financial advisory to the government on the privatization Transaction	ISLAMABAD
	Privatization	Appointed for the review of privatization strategy and financial advisory to Faisalabad Area Electricity Board	KARACHI

FUEL & ENERGY SECTOR CREDENTIALS




CLIENT	TYPE	COMMENTS	SERVICED BY
 Asian Development Bank	Business Plan	Mandated to develop privatization strategy for Hydrocarbon sector in Pakistan	KARACHI
	Due Diligence	Conducted comprehensive accounting tax and HR due diligence on behalf of the Government of Pakistan and provided complete financial advisory to the government on the privatization Transaction	ISLAMABAD





TELECOM & TECHNOLOGY SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
CADCOMMS	Due Diligence & Acquisition	Mandated to develop privatization strategy for Hydrocarbon sector in Pakistan	KARACHI
	Due Diligence	Conducted comprehensive accounting tax and HR due diligence on behalf of the Government of Pakistan and provided complete financial advisory to the government on the privatization Transaction	ISLAMABAD
Great Bear International Services (Pvt.) Ltd	Project Financing	Lead Advisory and arrangement for USD 24 MN transaction for launch of WLL services spread over 5 regions in Pakistan	ISLAMABAD


TELECOM & TECHNOLOGY SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence & Acquisition	Accounting Due Diligence for acquisition of majority shareholding of a wireless broadband Acquisition company.	KARACHI
	Valuation	Mandated for Sell side advisory services and conducted detailed valuation of the company	ISLAMABAD
	Due Diligence	Conducted due diligence of Quick Link Pvt.ltd and imparted financial advisory services	ISLAMABAD



TELECOM & TECHNOLOGY SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence & Acquisition	Undertook detailed financial due diligence to assist the client in acquisition of IP Dish in a Dubai Free Zone Limited Liability Company	ISLAMABAD
iLogic (Pvt.) Ltd	Business Plan	Provided financial advisory services and developed a comprehensive business plan for equity placement for a wireless broadband company in Pakistan.	KARACHI
	Business Plan	Provision of financial advisory services and developed a detailed Business Plan for equity sale of an Internet Services Provider in Pakistan	Karachi

TELECOM & TECHNOLOGY SECTOR CREDENTIALS


CLIENT	TYPE	COMMENTS	SERVICED BY
Reliance Telecom Ltd.	Project Financing	Provided advisory services and arranged debt & equity for launch of WLL services in Pakistan.	KARACHI
 SAUDI OGER LTI	Acquisition	Appointed as Lead advisor to Saudi Oger Group for acquiring majority stake in the largest fixed line provider of telephony services in Pakistan.	KARACHI
Rupali Polyester	Business Plan & Valuation	Conducted review of Business Plan and financial advisory services for acquiring a cellular license in Pakistan	KARACHI

TELECOM & TECHNOLOGY SECTOR CREDENTIALS



CLIENT	TYPE	COMMENTS	SERVICED BY
	Feasibility Study	Provided financial advisory services for strategic investment in a telecom project in Pakistan.	ISLAMABAD
Telecom Foundation	Feasibility Study	Appointed to provide financial advisory services in addition to developing a Feasibility report	ISLAMABAD
	Investment Advisory	Financial advisory on complete corporate set up including SPV development for setting up of structure to finance network expansion of leading multinational cellular phone company through receivable financing arrangement	KARACHI





HEALTH CARE SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
Beecham Pakistan (Pvt)Limited	Valuation	Provision of Sell side advisory services for valuation of equity of Beecham Pakistan (Pvt.) Limited	KARACHI
Upjohn Pakistan	Feasibility Study	Appointed to develop feasibility study and provide inward investment advisory for the Project	KARACHI
Rupali Polyester	Business Plan & Valuation	Conducted review of Business Plan and financial advisory services for acquiring a cellular license in Pakistan	KARACHI
	Business Plan & Valuation	Conducted review of Business Plan and financial advisory services for acquiring a cellular license in Pakistan	KARACHI



MEDIA & ENTERTAINMENT SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
 <p>Interflow COMMUNICATIONS (PVT) LTD.</p>	Project Financing	Provided financial Advisory Services and assisted the company in negotiation on pricing & terms of sale of equity in their subsidiary companies	KARACHI
<p>SAF GAMES</p>	Project Financing	Mandated to provide financial advisory including fund raising for the SAF Games Secretariat	KARACHI
 <p>SAUDI PAK INDUSTRIAL & AGRICULTURAL INVESTMENT COMPANY LIMITED</p>	Project Financing	Provision of financial advisory services for raising equity & arrangement of loan for Vision Network Television - CNBC Pakistan	KARACHI

MEDIA & ENTERTAINMENT SECTOR CREDENTIALS


CLIENT	TYPE	COMMENTS	SERVICED BY
	Project Management	Undertook comprehensive Project Management & Financial advisory services for setting up the first satellite television news channel	KARACHI
Adept Pvt Ltd	Business Plan	Development of business plan & provision of financial advisory services for setting up a shopping mall & entertainment complex in DHA	KARACHI
	Financial Review	Provided Financial advisory services for debt syndication for a cable company in Pakistan	KARACHI

MEDIA & ENTERTAINMENT SECTOR CREDENTIALS



CLIENT	TYPE	COMMENTS	SERVICED BY
	Buisness Plan	Developed business plan & provided financial advisory services for launch of a cable television channel	KARACHI
ABB Recreations (Pvt.) Limited	Project Managements & Business Plan	Provided Project management services,development of business plan and complete financial advisory services for debt syndication for setting up a recreation centre in DHA	KARACHI
 NATIONAL ACADEMY OF PERFORMING ARTS	Feasibility Study	Development of a market feasibility study and appointed as financial advisors for raising equity,for the set up of an Academy of Performing Arts	KARACHI





MEDIA & ENTERTAINMENT SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
Sign Source	Validation	Provided complete financial advisory services, for selling of partial stake in the firm to strategic investors.	KARACHI
	Investment Advisory	Provided Financial Advisory services for arrangement of financing of PKR 150 MN for establishment of TV & Radio Channels	KARACHI



FOOD & BEVERAGE SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
Oil & Food Industries Limited (OFIL)	Acquisition	Appointed as Lead Advisors for the proposed acquisition of Dalda, a brand of Unilever Karachi Pakistan	KARACHI
	Due Diligence & Valuation	Conducted due diligence and provided financial advisory services to PIA for the sale of major shareholding of in-flight kitchen operations	KARACHI
	Financial review	Appointed as financial advisors for sale of equity stake in the restaurant franchise	KARACHI


FOOD & BEVERAGE SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence	Conducted due diligence and provided financial advisory services for acquiring a local water processing & bottling plant	KARACHI
	Feasibility Study & Business Plan	Developed a market feasibility report of the confectionary sector, and prepared a business plan for setting up a manufacturing unit under a joint venture arrangement with a leading Turkish Group	KARACHI
Hamilton Bradshaw AKD	Feasibility Study	Developed a market feasibility to assess viability of setting up a meat processing plant in Pakistan, and provided financial advisory for project setup & structuring	KARACHI




TRANSPORT SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Valuation & Privatization	Provision of advisory for privatization strategy and financial structuring for PNSC sale of strategic stake	KARACHI
	Due Diligence	Conducted accounting due diligence of Optimus Limited – official licensee of Hertz International in Pakistan	KARACHI
Micado Pvt. Limited, Pakistan	Due Diligence	Provided financial advisory services including Due Diligence for Micado, subsidiary of Dawood Karachi Yamaha Ltd., Pakistan	KARACHI



CEMENT SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
Sate Cement Corporation Of Pakistan	Due Diligence	Provided financial due diligence for the set-up of DG Khan Cement Limited.	KARACHI
	Financial review & Restructuring	Restructured entire cement business of AWT through merger and re-organization of the work force and carried out an IPO of USD 100 MN	KARACHI/ISLAMABAD
Mustehkam Cement	Due Diligence	Financial due diligence and transaction support advisory for undertaking privatization of the company	KARACHI
Pakland/Saadi Cement	Due Diligence & Acquisition Advisory	Financial due diligence and transaction support advisory	KARACHI/ISLAMABAD




FINANCIAL SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
Leasing Companies	Merger	WEi was mandated to provided advisory services and assist in the merger of three leasing companies	KARACHI
	Acquisition	Appointed as Lead Advisor and provided valuation services for buy side advisory of Allied Bank of Pakistan Limited	KARACHI
	Acquisition	Provision of Buy side advisory services to Sheikh Al-Nayan Group of UAE for acquisition of HCE Bank	ISLAMABAD
	Due Diligence & Valuation	Appointed Lead advisors for acquisition of Platinum Commercial Bank Limited and conducted due diligence and valuation for the group	KARACHI





FINANCIAL SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence & Acquisition	Conducted due diligence and provided financial advisory services for the acquisition of Rupali Bank Limited	ISLAMABAD
	Investment Advisory	Provided Financial Advisory services for arrangement of financing of PKR 150 MN for establishment of TV & Radio Channels	LAHORE
		Provided Financial Advisory services for arrangement of financing of PKR 150 MN for establishment of TV & Radio Channels	KARACHI

FINANCIAL SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence & Valuation	Carried out due diligence and were appointed Lead advisors for acquisition of local branch operations of Rupali Bank Limited	KARACHI
	Due Diligence & Acquisition	Provided accounting due diligence for the acquisition of Pakistan operations of Bank of Ceylon	KARACHI
	Acquisition	Financial advisors to Sheikh Nahyan Bin Mubarak Consortium for the acquisition of Habib Credit & Exchange Bank Limited	KARACHI

FINANCIAL SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Acquisition	Appointed as Lead financial advisors to carry out due diligence for acquisition of housing finance company	KARACHI
	Lead Advisor	Advisors in consortium with ABN AMRO Bank in Pakistan, for sale of an associated undertaking on behalf of ABN AMRO Bank N.V. Netherlands	KARACHI
	Due Diligence & Merger	Lead advisors to the merger of SBFC with the Youth Investment Promotion Society transaction and provided due diligence report	KARACHI
	Project Management	Providing services for separation of OPD's Microfinance Program and transforming the same into a separate self sufficient program	LAHORE



FINANCIAL SECTOR CREDENTIALS



CLIENT	TYPE	COMMENTS	SERVICED BY
Small Business Guarantee Trust (SBCGT)	Due Diligence	Provided Buy side financial due diligence for a group of foreign investors intending to acquire SBCGT, which provides credit guarantees for SME businesses in Namibia	ISLAMABAD/KARACHI
Pak China Investment Company Limited	Business Plan	Developed strategic & business plan as part of the overall financial advisory project including Financial Model, Market entry strategy and portfolio mix	ISLAMABAD
Islamic Corporation for the development of the Private sector	Feasibility Study	Development of the Private Sector (ICD), a subsidiary of Islamic Development Bank and conducted a feasibility study to assess the viability of setting up a new Islamic Bank in Pakistan	KARACHI




CAPITAL MARKET SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
 KSE The Karachi Stock Exchange (Guarantee) Limited	Business Plan	Demutualization of the largest stock exchange of Pakistan and developed a comprehensive business plan for onward submission to SECP for approval	KARACHI



CAPITAL MARKET SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence & Acquisition	Conducted financial due diligence and valuation for acquisition of the largest integrated steel manufacturing plant in Pakistan	KARACHI
Pakistan Engineering Company Limited	Valuation	Appointed Financial advisor for sale of equity of the company and carried out valuation of the transaction	KARACHI
	Due Diligence	Accounting & Financial Due Diligence, followed by transaction advisory for investment	KARACHI


ENGINEERING & MANUFACTURING SECTOR

CLIENT	TYPE	COMMENTS	SERVICED BY
Heavy Electrical Complex	Due Diligence	Provided Buy side advisory services for a Korean client ILJIN for the proposed privatisation of Heavy Engineering Complex, advisory services included detailed financial & HR Due Diligence	LAHORE
 BIAFO INDUSTRIES LIMITED <small>Manufacturers of Torex & Blasting Accessories</small>	Due Diligence	Conducted Financial restructuring and due diligence of Biafo Industries Limited	KARACHI
Plasticrafter (Pvt.) Limited	Due Diligence	Conducted due diligence for sale of one of the largest company engaged in the manufacture and distribution of plastic and allied products	KARACHI



ENGINEERING & MANUFACTURING SECTOR

CLIENT	TYPE	COMMENTS	SERVICED BY
	Due Diligence	Conducted financial due diligence for acquisition of a local engineering company	KARACHI
Baluchistan Foundry Limited	Due Diligence	Financial Restructuring and due diligence for equity sale of Baluchistan Foundry Limited	KARACHI
	Acquisition	Assisted in acquisition process with due consideration of corporate and regulatory requirement of transaction, determination of the appropriate acquisition structure and conducted due diligence	ISLAMABAD
Al-Atoun Steel Mills	Feasibility Study	Conducted a feasibility study for setting up operations in Pakistan and financial review for Al-Atoun Steel Mills	KARACHI



ENGINEERING & MANUFACTURING SECTOR

CLIENT	TYPE	COMMENTS	SERVICED BY
Hazara Phosphate Fertilizer (Pvt.) Limited	Due Diligence & Valuation	Carried out Buy side financial due diligence and financial valuation of the company for sale of equity to strategic investor	LAHORE
	Business Plan	Developed a comprehensive feasibility study to determine the viability of launching Audi Motors Brand in Pakistan along with a detailed business plan	KARACHI


ENGINEERING & MANUFACTURING SECTOR

CLIENT	TYPE	COMMENTS	SERVICED BY
Pak American Fertilizers (Pvt.) Ltd	Due Diligence & Valuation	Conducted Sell side financial due diligence on the privatization of Pak American Fertilizer, while providing financial advisory for sale of stake in the company	ISLAMABAD
Pak Arab Fertilizers Limited	Due Diligence	Provided Buy side advisory services for one of the leading industrial group in consortium with KASB & ABN Amro Bank	KARACHI
	Feasibility Study	Undertook a comprehensive feasibility study and demand for potable water production in Pakistan	KARACHI
	Feasibility Study	Conducted viability study of establishing processing unit in Pakistan for <ul style="list-style-type: none"> •Frozen Vegetables •Kinno fruits 	LAHORE

INFRASTRUCTURE & REAL ESTATE CREDENTIALS


CLIENT	TYPE	COMMENTS	SERVICED BY
	Investment Advisory	Appointed as Lead Financial Advisors and provided Management Services including debt syndication as part of the overall financial advisory mandate for DHA Creek City Housing Project	LAHORE
	Investment Advisory, Project Financing & Business Plan	Provided complete financial advisory and fund raising, including development of project business plan	ISLAMABAD
LAFCO Pvt Ltd.	Projecting Financing	Mandate to perform Lead Financial Advisory services and Fund Arrangers for Lahore- Sheikhupura-Faisalabad Dual Carriageway on BOT basis	ISLAMABAD

INFRASTRUCTURE & REAL ESTATE CREDENTIALS


CLIENT	TYPE	COMMENTS	SERVICED BY
	Advisory Services	Provided financial advisory and business assurance Services for Lahore new airport and new Islamabad international airport	KARACHI
Shopping Mall Entertainment Complex	Feasibility Study	Developed a comprehensive feasibility study of a shopping mall entertainment complex with a detailed financial model	KARACHI
Magic Services (Pvt.) Ltd.	Business Plan	Developed a comprehensive financial model and business plan for set up of first International standard family entertainment facility in Pakistan	KARACHI



INFRASTRUCTURE & REAL ESTATE CREDENTIALS


CLIENT	TYPE	COMMENTS	SERVICED BY
Mega Mall in Karachi	Feasibility Study	Developed a comprehensive financial feasibility study for Mega Mall in Karachi with various shopping and entertainment activities under one roof	KARACHI
	Investment Advisory	Developed a detailed feasibility study for UIG (Pvt) Limited to launch operations for a 4-star hotel in Karachi. In addition to that the firm assisted in negotiations of raising debt for completing the project to launch operations	KARACHI
Investor Group	Investment Advisory	Advisory services including business plan, and financial advisory for a five star hotel project	KARACHI
Punjab Infrastructure Development Fund	Investment Advisory	Provision of advisory services on corporate and financial structure of the Fund sponsored by World Bank	KARACHI

INFRASTRUCTURE & REAL ESTATE CREDENTIALS




CLIENT	TYPE	COMMENTS	SERVICED BY
 FWO Frontier Works Organization	Investment Advisory & Project Financing	Financial Advisors for 120 km Lahore-Faisalabad Dual Carriageway, Build Operate & Transfer (BOT) project. Assisted FWO in arranging private sector equity participation, finalization of Concession Agreement with Government of Punjab and financial advisory for arrangement of long term debt for the project	ISLAMABAD
	Investment Advisory	Developed a comprehensive feasibility study to determine the viability of launching Audi Motors Brand in Pakistan along with a detailed business plan	ISLAMABAD



INFRASTRUCTURE & REAL ESTATE CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
Eden Developers (Pvt.) Limited	Investment Advisory	Provided financial advisory services for development of Eden City Project which included raising of approx PKR 2 BN financing facility, which was provided by a consortium of banks	LAHORE
	Lead Advisory & Project Financing	Provided services for the implementation of project “Reuse of Treated Effluent Water by Sindh Industrial Trading Estate (SITE)” at Karachi Water & Sewerage Board Sewerage Treatment Plant under a BOT arrangement. The project encompasses the treatment and processing of sewerage water into industrial water. The scope of work also included raising equity of Rs.200 MN and financing for Rs.1.1 BN	KARACHI

INFRASTRUCTURE & REAL ESTATE CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
	Valuation & Investment Advisory	Carried out valuation of the hotel in Karachi, and provided advisory services for sale of the hotel. Other services included development of an information memorandum and detailed financial model	KARACHI
	Business Plan	Undertook a comprehensive feasibility study and developed a comprehensive business plan for a textile city in Pakistan	KARACHI
	Business Plan	Mandated by a private group to develop a financial model and a detailed business plan for establishing Marriott Hotel in Lahore	KARACHI




EDUCATION SECTOR CREDENTIALS

CLIENT	TYPE	COMMENTS	SERVICED BY
The logo for Links School, featuring the word 'Links' in a colorful, stylized font with a globe-like background, and the tagline 'From playdough to Plots' below it, all enclosed in a blue oval border.	Valuation & Business Plan	Carried out valuation of Links School and developed a comprehensive business plan and facilitated in raising the requisite funds for expansion of school operations	KARACHI



Port and Shipping

CLIENT	TYPE	COMMENTS	SERVICED BY
	Financial Advisory & Arrangement	Acted as Sole Financial Advisor & Arranger - Acquisition Value USD 28 million	KARACHI





TRANSACTION ADVISORY SERVICES

If you would like to find out more about how WE Investment Management Ltd. can help you, please contact one of the individuals

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