



BUSINESS VALUATION
FINANCE GROUP



Professional, fair and friendly provision of consulting services
for the current and future business success of our partners.

Vision

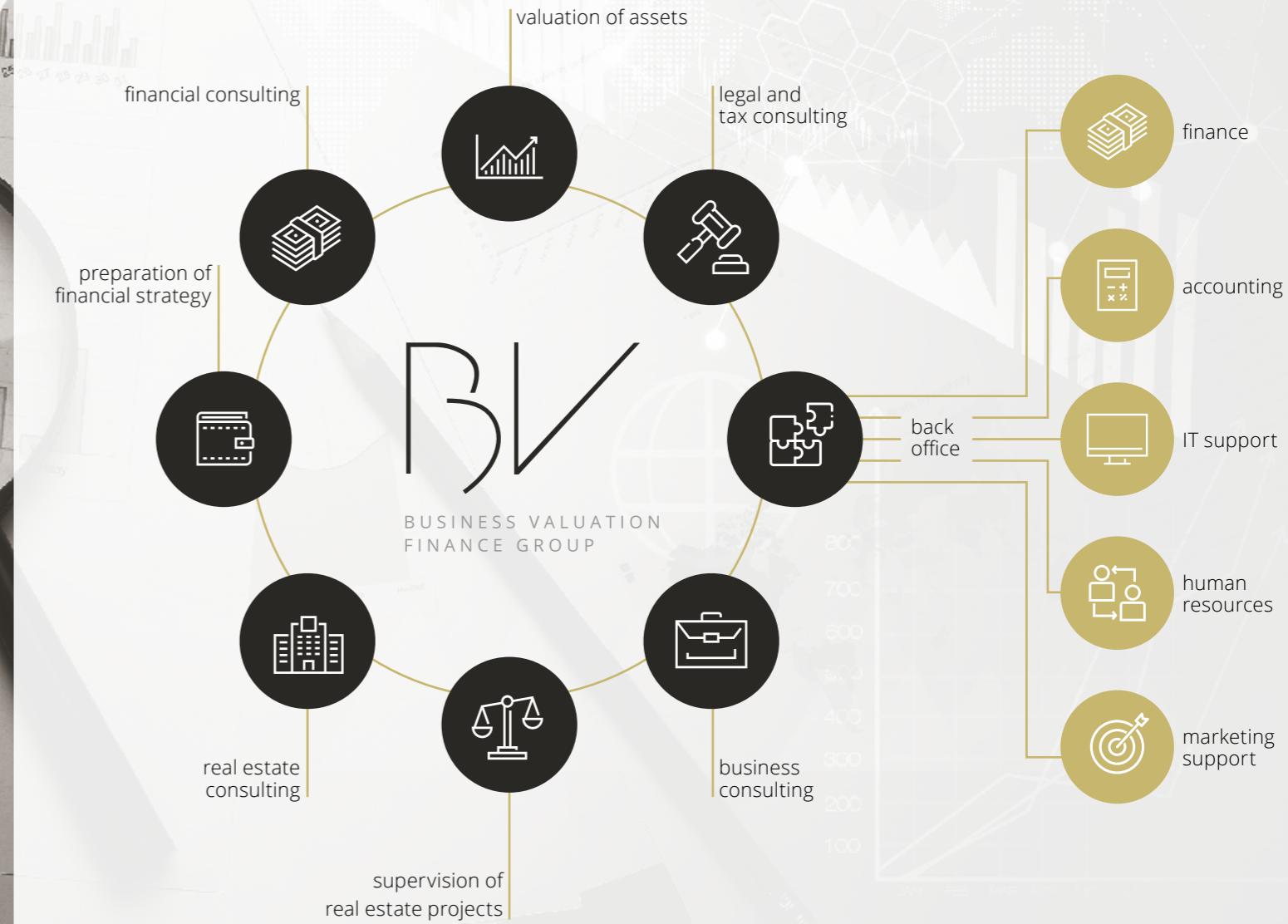
In providing professional and reliable consulting services, we want to become an internationally prominent advisory group that provides professional, high quality and reliable services in support of excellence, successful business, and the growth and development of our partners.

Goals

- To provide our clients with comprehensive solutions from all areas of consulting in one place.
- To provide our clients with consulting with the highest level of expertise.
- To build international partnerships with our clients.
- To enter neighbouring foreign markets in the near future.
- To build a long-term partnership with our clients.
- To offer each client an individual approach and the best possible solution for their problems.



SERVICES



VALUATION OF ASSETS



Our main service is valuation. We provide valuation of businesses, real estate and productive and other assets (intangible assets, receivables, etc.). Evaluation reports are prepared by authorized persons in accordance with the latest International Valuation Standards. Companies who use our valuation service gain a realistic assessment of their business potential and risk, formulate a strategy for development and more easily access debt, equity and other sources of financing from banks or various venture capital providers.

Valuation of businesses

Purposes of valuation:

- acquisitions, mergers, sales and purchase of companies in whole or in part (brand, licenses, goodwill, etc.)
- tax purposes
- recapitalization, sharing, spin-offs and member resignations
- statute reorganization
- valuing a business in insolvency procedures
- management buyouts and leveraged buyouts
- financial reporting

Valuation of real estate

Purposes of valuation:

- purchase and sale of real estate
- mortgage loan
- n-kind contribution
- financial reporting
- tax purposes
- insolvency proceedings

Valuation of productive assets

Purposes of valuation:

- financial reporting of small and large enterprises
- tax purposes
- accounts receivable insurance
- determination of fair market rental value
- recapitalization of companies
- sale of assets
- determining compensation
- insolvency or bankruptcy procedures



FINANCIAL CONSULTING



Due diligence

Due diligence is carried out for purposes such as mergers, takeovers, privatization or similar transactions, changes in company financing or changes in ownership structure. The type and scale of due diligence depends on the goal of the client. Companies decide for due diligence before making all major strategic decisions with regard to capital transactions, the sale of a company, investment in a company and the purchase of a company. We perform business, financial, legal and tax due diligence.

The process of selling companies

As experienced professionals, we run the whole procedure, including the definition of a sales strategy, careful review and assessment of the value of the company, analysis of the economic viability of the sale, search for potential buyers or investors, determination of starting points and participation in negotiations, preparation of all necessary documentation, and implementation of the sale.

The process of buying companies

As experienced professionals, we represent you in the purchase procedure, which includes defining purchasing strategies, due diligence and evaluation target value, economic viability analysis of the purchase, setting starting points and participating in negotiations, and execution of the purchase.

Public sector borrowing

We offer the public sector professional financial/legal support and with our advisory services contribute to favourable financing conditions. Our experience has shown that good professional support is crucial when acquiring financing.

Advisory services to bodies governed by public law

We offer advisory services to bodies governed by public law in partnership with the Institute for Public Private Partnership, which specializes in the field of managing the process of awarding public tenders, managing public infrastructure projects in the form of public-private partnerships and concessions, and advisory services in the field of public service organizations.

Business plan

A business plan is of vital importance for the start-up and growth of a company, so it is crucial that it is prepared by an expert. We prepare a thorough business plan that will provide you with a realistic assessment of the potential of your business as well as the risks. This will increase the confidence of future investors (banks or venture capital investors) so that you can obtain additional funds.

PREPARATION OF FINANCIAL STRATEGY



We conduct a comprehensive assessment of financial risks, which is based on liquidity risk management (working capital optimization, obtaining financial and alternative sources of funding, assistance in controlling cash flows and transactions and preparing short-term annual cash flow plans) and at the same time advise on ensuring solvency as well as the optimal/appropriate capital structure of the company.

In a simplified sense, the financial strategy is the path from the present to the desired future state. We have developed a method to produce a successful strategy (model) based on six steps.

Business model – the six-step model of the implementation of the financial strategy

1. Collecting and editing data.
2. Preparation of a business plan with an assessment of business opportunities and a set of activities and measures in key areas of the company.
3. Preparation of the financial strategy as a map of activities to achieve the set goals with the participation of all key stakeholders in the company.
4. Implementation of the financial strategy, including changes to the business model, if any are necessary, and its implementation by all stakeholders in the company, including the education of the relevant stakeholders.
5. Continuous-periodic verification of the financial implementation strategy and its adaptation to external changes and goals of the company.
6. Improving and supplementing the financial strategy and thus its continuous development in cooperation with employees and other stakeholders.

BUSINESS CONSULTING



We offer your company the services of setting up, training and business consulting based on lean methodologies (Lean) and quality (Six Sigma).

Business consulting

- We optimize business processes and the supply chain.
- We ensure the quality and stability of your products as a result of optimized business processes.
- We set up and run a project office.
- We conduct an audit of your business processes.
- We assess the potential for improving quality and lowering costs.
- We prepare a thorough business plan.
- We analyse the industries in which you currently work or expect to work in the future.

Business Coaching

The task of business coaching is to improve leadership, teamwork, sales, communication, goal setting, strategic planning and employee responsibility. Business coaching is done for individuals or groups in the form of individual or group training and seminars or workshops.

Business turnaround

There is almost certainly no miracle solution for the challenges faced by a company. In the face of company problems, action should be taken as soon as possible. The turnaround takes place in three main phases: We have to clog the holes through which money drains, determine whether the money or assets are enough to make the business profitable again in the future, and determine the long-term strategic direction/redirection of the company.

Advisory on cost reduction strategies

Some companies have successful sales, but still do not make a profit or are affected by other issues.

With quick action and new, positive energy in your business, our experts will help you lower your costs to the lowest possible level so you can use your surplus to expand your business.

Increasing sales

The key to success often lies in successful sales. Analysis of sales, inventories, receivables, locations, utilization of all sales channels, opportunities to communicate with customers, campaign planning and training of sales staff are just some of the activities we perform so that you can achieve higher sales.

Advisory on the internationalization of your business

- We design a business strategy.
- We analyse the business environment through the competitiveness potential of the company.
- We study the foreign business environment through normative, social, institutional, political and economic frameworks.
- We offer advice for each individual step upon actually entering the market. We advise you on entering foreign markets.
- We advise and manage the entire process of registering trademarks and designs with the competent Intellectual Property Offices.

Transferring a family business

We provide assistance to family businesses that wish to transfer their operations to descendants. We have prepared 4 modules with which we can comprehensively solve a unique family-business situation and ownership relations.

REAL ESTATE CONSULTING



The sale of real estate takes place classically on the basis of the Real Estate Brokerage Act or as a »tailor made« cooperation, which covers everything from consulting and preparation of a sales strategy to finding a suitable buyer.

We offer consulting services in the field of:

- purchase or sale of real estate
- due diligence of real estate projects
- preparing financial construction of real estate projects
- project monitoring



SUPERVISION FOR REAL ESTATE PROJECTS



On behalf of the client, we take care of the intended use of financial resources throughout the entire investment (confirmation of payments to contractors, regular written reporting on the progress of the investment with timely perception of all project risks). We can help you when you plan to build a new business facility for your own use, renovate or expand your own business facility, and when you consider an investment as an investment.

Why choose us? Because we have more than a decade of direct experience in real estate investment and experience with stranded real estate assets. We offer all services in one place and assistance in finding sources of funding, taking into account your needs, without comparing yourself to others. Our clients are banks, investors and natural persons.

Supervisory services include:

- **Study of the economic viability of the project** to verify the viability of the investment.
- **Engineering** must be considered at the beginning stages of an investment project. We offer assistance in all steps of implementing the project (selecting a designer, contractor, supervisor, managing administrative procedures, etc.).
- **Real estate brokerage**, where we prepare micro-real estate market research for a specific purpose; offer brokerage services for the sale, purchase, rent or lease of real estate; and offer real estate consulting and education for those who intend to make an investment on their own.

LEGAL AND TAX CONSULTING



In the field of legal and tax consulting, we work with the best specialist lawyers and tax advisors. We advise in the field of corporate and labour law, property and obligatory law and banking law.

We offer support in:

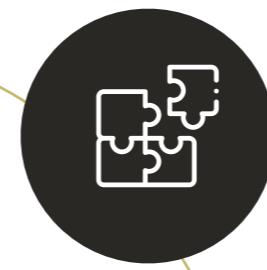
- insolvency procedures
- legal due diligence
- preparation of legal advice
- public procurement
- public-private partnership (PPP)
- absorbing EU funds and preparing all the needed documentation

Tax consulting services

Tax consulting services for legal entities and private individuals in the following areas:

- corporate income tax
- value added tax (VAT)
- personal income tax and social security contributions
- representation in tax procedures and diagnostic tax review of natural persons
- tax advice in the sale or donation (and inheritance) of shares and other disposals
- tax and accounting consulting for the termination of companies or other legal entities
- preparation for tax inspections
- drawing up documentation on transfer pricing
- tax and accounting consulting in the event of the reorganization of a company

BACK OFFICE



As a unique offer on the Slovenian market, we offer you a modular option of choosing the services of the Support Office.

Within the Support Office, we provide all services of the company's support services in one place. We enable the company to dedicate itself to the development of its business, leaving the support services (finance, IT support, HRM, marketing and accounting) to us. We build a long-term partnership, so we offer an individual approach and the best possible solutions.



Finance

A good financial strategy is the key for the success of your business. The key task of an outsourced financial advisor is to manage financial, accounting and tax strategies with the goal of increasing the value of the business.



Accounting

We offer comprehensive and tailor-made solutions for entrepreneurs who have just started their business as well as for those who have been in business for some time and already know which services could further increase their business success. We also prepare accounting data and reports for the needs of management and owners, which are necessary in relation to external stakeholders such as banks, business partners, government agencies and other interested public.



IT support

Comprehensive consulting on how to maximize and optimize IT solutions to support and expand your business, implementing a business idea and increasing the company's agility. We also suggest upgrades and new IT solutions.



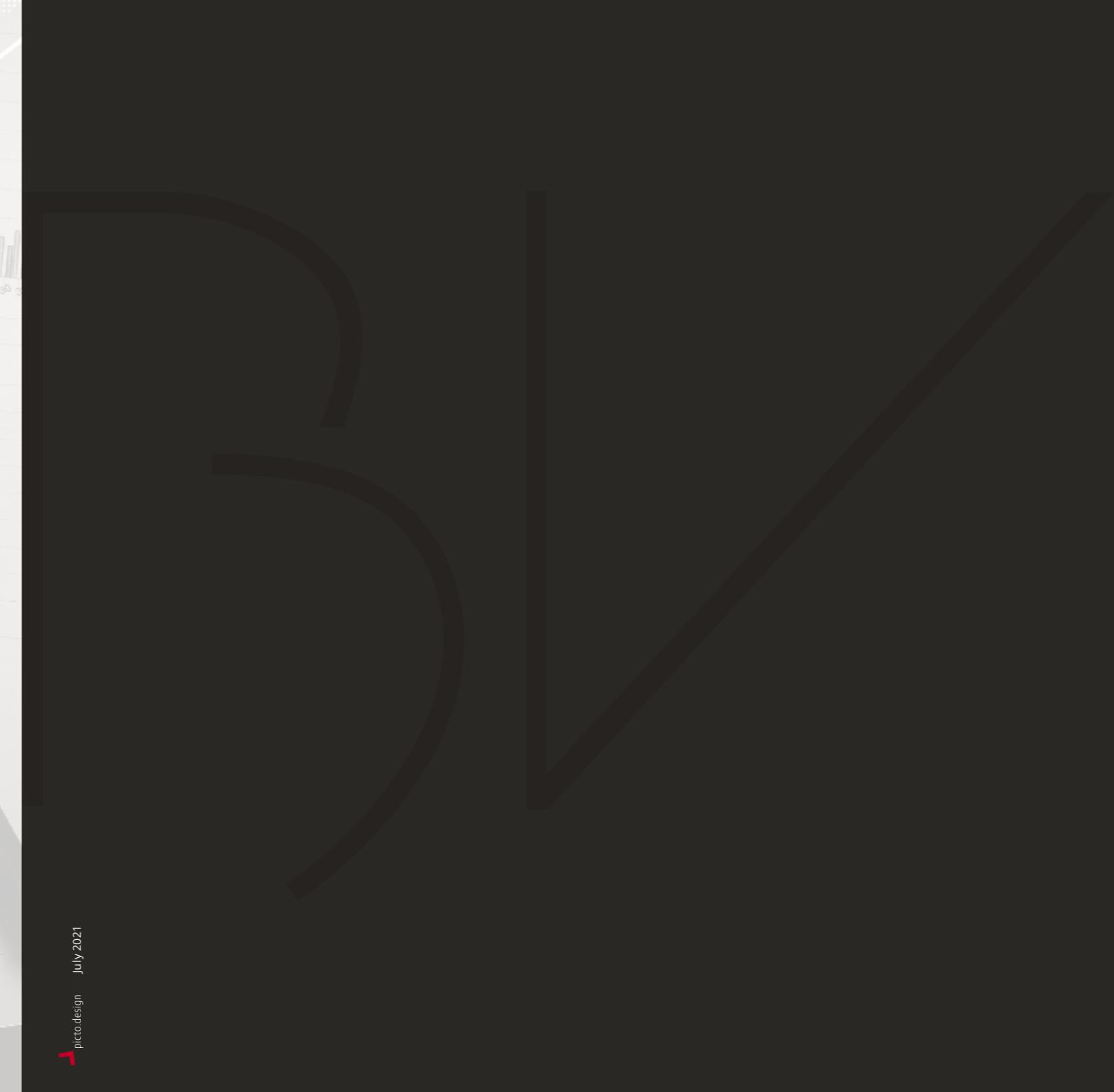
Human resources

We assist companies in obtaining appropriate and qualified support staff, in the systemic and operational management of the personnel function, and in finding personnel solutions in problematic situations.



Marketing support

We advise and prepare optimal marketing support according to the company's wishes, and we measure the effects and success with the most modern software tools. Based on our rich marketing experience, we can quickly adapt our marketing campaigns and lead you to top results.





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