

# M&A Advisory Pitch



**The ABC Capital Team**  
Senior hands-on team with key relationships and experience

**John Smith - Founder & CEO - 26 years of experience**

**Picture**

- John Smith is the founder & CEO of Company ABC. He is involved in all client engagements with an emphasis on connecting the best investment opportunities with the most suitable sources of capital.
- From 20XX to 20XX, John Smith was a Managing Director with Company A in Location A where he occupied a number of senior positions including Head of Capital markets and Financing and Head of Investment Banking for Industrials, Energy and Power.
- From 19XX to 20XX, John Smith was with Company B in Location B.
- John Smith holds a masters from College A in Location B.

**Logos**

**John Smith - Partner & Board Director - 21 years of experience**

**Picture**

- John Smith was formerly the CFO of Company A Investment Banking business and Head of Investment Banking for Location C.
- John Smith has over XY years of experience as an investment banker. He held several positions with Company A, Company B, Company C and Company D in Location C and Location D.
- John Smith has significant M&A and financing experience.
- On top of his current occupation with Company ABC, Mr. Smith serves on a number of bank boards globally.

**Logos**

**John Smith - Partner & Managing Director - 17 years of experience**

**Picture**

- John is a Partner & Managing Director at Company ABC, where he focuses on key client relationships & transaction executives as well as the advancement of the Capital Markets, M&A and Corporate Finance businesses.
- Mr. Smith joined Company ABC from Company A, where he began his career in 20XY in the firm's Location A office, working in the Corporate Finance groups.
- Smith has been involved in over \$XXM of value in equity & debt capital market transactions whose v variety of sectors.
- Mr. Smith holds an diploma in course 2 from the College C.

**Logos**

**John Smith - Partner & Managing Director - 15 years of experience**

**Picture**

- John Smith is a Partner and Managing Director at Company ABC, where his main focus is to develop long term relationships with institutional clients.
- He was most recently Head of Corporate Development at Company D, an Alternative Asset Management firm and prior to that, a Partner with Company E, a consulting and advisory boutique. Before that, John was Head of Clients & Markets, Financial Advisory Services for Company F in

**Logos**

**Industry Overview**  
Construction Industry - Region 1

A large project pipeline of US\$XX bn despite low oil price environment

Net Value of Projects in Pre Execution in the Region 1, By Country

Led by construction and transport sectors

Net Value of Projects in Pre Execution in the Region 1, By Sector

**Key Insights:**

- The fall in oil prices since mid-20xx has had a profound impact on the construction market in the Region 1. With government revenues halved, ministries and other client bodies have had strict limitations imposed on capital spending. Just over US\$XX bn of construction and transport awards were inked in 20xx, a XX% fall from the US\$XX bn signed during 20xx<sup>1</sup>
- While the economic headwinds prevail in the short term, there are signs that these will dissipate over the coming months and that 20xx will represent an improvement over 20xx. **Private sector investment, which is vital to easing pressure on government finances, will be a key driver of new construction opportunities in 20xx**
- According to Report 1, the total value of projects either in the planning stage or in the delivery stage across the Region 1 is US\$XX bn, with Country 1 leading the way with US\$XX bn of projects, followed by Country 2 with US\$XX bn and the remaining total spread across Country 3, Country 4, Country 5 and Country 6.
- With more focus on capex efficiency, return on investment and targeted investment strategies, construction companies will need to manage risk and balance this against the potential rewards, thereby creating a more focused yet positive contracting environment<sup>2</sup>**

\*As of May 2016  
Source: 1 Report 2.1, Report 3, 20xx

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## Request and Guidelines Provided

- Prepare a pitch to conduct M&A advisory for a prospective client on the sale of a construction company
- The client is a MENA-based middle market investment banking firm

## Methodology and Final Deliverable

- Prepared a detailed deck to market the team's capabilities and experience in the M&A advisory space
- Covered the target company's industry overview, business overview along with its valuations and benchmarking
- Additionally added a section to outline the sale process and timeline considerations while suggesting the best sale strategy
- Also included a list of potential buyers for the business

Showcased the client's experience and skills in M&A advisory along with a proposed valuation and sale process for the target company