

# Global deal support for Russian and Chinese investors

Technologies of Trust offers full-scale support to Russian and Chinese businesses for their investment deals in the Russian and Chinese markets.

Technologies of Trust has a profound understanding of the local specifics and deep expertise in the legislative framework. The firm's access to business community contacts, government authorities and a wide network of partners and subcontractors helps to provide complex solutions for all matters pertaining to cross-border deal support.



## Our services



Business valuation, preparation of detailed business plans and financial models, pre-sale asset restructuring



Raising finance for a project/deal, financial structuring. PPP project support, assistance in agreeing on financial aspects for the purposes of commercial and financial closure



Buy-side financial, tax, legal, commercial and technical due diligence of investment targets



Buy-side and sell-side M&A lead advisory. Turnkey deal support throughout the whole transaction process from the inception through sign-off, including the search for new investment opportunities and potential buyers/investors, conducting negotiations, providing support in the course of due diligence and deal structuring



Post-deal support: project office, integration plan, synergy calculation and implementation, business operating performance enhancement



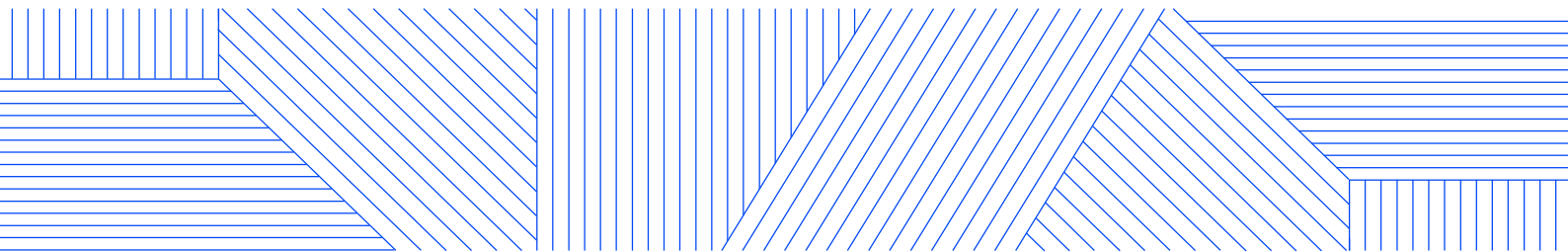
Integrity due diligence of business partners and counterparties. Fraud and corruption risk assessment. Checking compliance with anti-corruption regulations and laws on preventing legalisation (money laundering) of proceeds from crime and terrorist financing



Sale and purchase agreements: selecting a pricing mechanism, financial, tax and legal aspects of the deal (including its structuring), preparing transaction documents and participating in negotiations

## I. Our competitive edge

- Full range of professional services for deal support
- Profound understanding of Chinese business culture, deep expertise in working with Chinese clients
- Successful track record of supporting deals for Russian clients entering foreign markets
- Contacts with Chinese business circles, government agencies and business associations
- In-depth expertise in laws and regulations
- Wide network of trade partners in both countries offering negotiation support
- Profound understanding of financing programmes, cross-border trade flows and logistic routes



## II. Our projects



Financial advisor of a leading Chinese investment fund for a contemplated purchase of participatory interest in a Russian gold producer



Financial advisor of the largest Chinese residential real estate operator for a contemplated purchase of a commercial real property portfolio in Russia



Financial advisor of a leading Chinese e-commerce company for a contemplated purchase of a major Russian e-trading platform



Financial advisor of a Chinese refractory material producer for a contemplated purchase of participatory interest in a Russian production company



Financial advisor of a major Chinese port holding for a contemplated purchase of a Russian port in the Far East



Financial advisor of a major Chinese investment fund for purchasing participatory interest in a Russian copper production company



Financial advisor of a Chinese energy group for incorporating a joint venture with a major Russian oil & gas company



Financial advisor of the largest Chinese tourist company for purchasing a Russian air ticket sales aggregator platform



Financial advisor of a Russian group for a contemplated incorporation of a helicopter maintenance joint venture in China



Financial advisor of a Chinese energy group for a contemplated purchase of several oil & gas projects in Russia



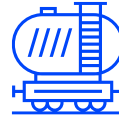
Financial advisor of a Russian branch of a Chinese bank for analysing AML/CFT systems



Financial advisor of the largest Chinese extracting company for conducting a complex financial due diligence of a subsidiary located in CIS



Financial advisor, appraiser and DD provider for a Chinese oil & finance conglomerate planning to purchase assets in Russia



Financial advisor and appraiser of a major Chinese oil, gas and chemical group for a Russian oil concern aiming to enter the Chinese market

## III. Our team



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