

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.

I. 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



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



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

II. Our competitive edge

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

III. 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 a leading Chinese e-commerce company for a contemplated purchase of a major Russian e-trading platform



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



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



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



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



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



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



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



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



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



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



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

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China Desk
en.tedo.ru/china-desk



Corporate channel of the company
"Technologies of Trust" in
WeChat

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IV. Our team



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Technologies of Trust

"Technologies of Trust" (www.tedo.ru) provides industry-focused audit and business consulting services. 3,000 professionals working in "Technologies of Trust" offices in Moscow, St Petersburg, Ekaterinburg, Kazan, Novosibirsk, Rostov-on-Don, Krasnodar, Voronezh and Nizhniy Novgorod help clients to build and strengthen trust in business relying on our experience and quality of our services.