

CS

Business Partners

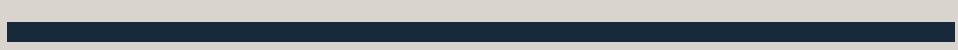
BSH

Debt. Restructing - Financing

FS



Get to know us



“Do not wait until the conditions are perfect to begin. Beginning makes the conditions perfect.”
Alan Cohen

Business Solution Hub Profile /

CS

CRITICAL
SOLUTION

Business Partners

is a provider of business consulting services with high commitment to its customers.

Provides consulting services to a wide range of both financially sound and distressed business entities, accomplishing business and asset evaluations, business plans, feasibility studies, etc.

Assists clients in every industry to improve their performance, reduce costs, leverage technology, analyse procedures and complex data, address regulatory changes, etc.

Was established in 2010 and **specialises** in turnaround and business restructuring projects.



Business Solution Hub Profile /

FS

FINANCE
SOLUTION

Debt. Restructuring & Funding

is a new company with experienced executives, specialized in the financial sector.

Established in 2019, has undertaken the utilization and specialization of **modern financial instruments** on behalf of existing and / or new business projects, follows the holistic approach to streamlining the business model and emphasizes on the Internal Control System's effectiveness and the implementation of modern Corporate Governance.



We differ



As a debtor advisory boutique,
BSH is different from mainstream
accountancy and consultancy firms:

We generally work for companies (the debtors) and/or Financial Institutions (the lenders).

Every single member of our teams is a senior professional with Board Level experience in specific Industries.

Our teams, working closely together for years, reap the benefits of teamwork for the benefit of our customers. Our approach makes the most of the client's business and human resources, always transferring useful and applicable know-how.

We always seek the involvement and commitment of the customer's business Top Management.



OUR PROCEDURE

Terraformation for Business®

Planet Terraformation is the official term for the process of deliberately modifying its atmosphere, temperature, surface topography or ecology to be similar to the environment of Earth to **make it habitable by Earth-like life**.

Imagine now your business as a living creature trying to grow or survive in a dangerous and inappropriate environment like that of Planet Mars. Conditions such as atmosphere, temperature, water... are missing, or, in business terms, the basic factors of production are missing.

Our Services



RESTRUCTURING & TURNAROUND

CAPITAL ADVISORY (FUND RAISING)

DUE DILIGENCE

VALUATION

OPERATIONAL IMPROVEMENT (RE-ENGINEERING)

CORPORATE STRATEGY, AND BUSINESS PLANNING

INFORMATION TECHNOLOGY AND REPORTING

LEGAL SUPPORT

COMMERCIAL STRATEGY

ACCOUNTING SERVICES - TAX CONSULTANCY - TAX OPTIMISATION

PROJECT FINANCING


Restructuring & Turnaround




Capital Advisory (Fund raising)



We bring extensive capital advisory expertise to stakeholders in mergers and acquisitions (buy and sell side), debt and equity financings, balance sheet restructurings, and litigation assistance.




We have experience across a broad range of industries, with particular emphasis on manufacturing, energy, retail, healthcare and tourism.



We can plan the proper way to attract funds from the European and National Supporting Programs in order to subsidize clients' investments in equipment renewal, strengthening their structure and growth.



We provide essential corporate finance consulting services to companies planning to explore opportunities that require additional capital, targeted acquisition or divestiture strategies, smart restructuring or recapitalization solutions.



From strategic analysis to debt and equity financing, we can serve as a 360 provider of business consulting and transaction advisory services.

Due Diligence

Our professionals

have the financial and legal skills to explore every aspect of the business and possible future impact.



Valuation

We deliver independent valuation

and consulting services to assist clients in making up well-thought-out decisions for transaction, tax or litigation purposes. Our full-service capabilities, including equipment and real estate evaluation, provides comprehensive solutions to meet valuation and consulting needs.

Operational Improvement (Re-Engineering)

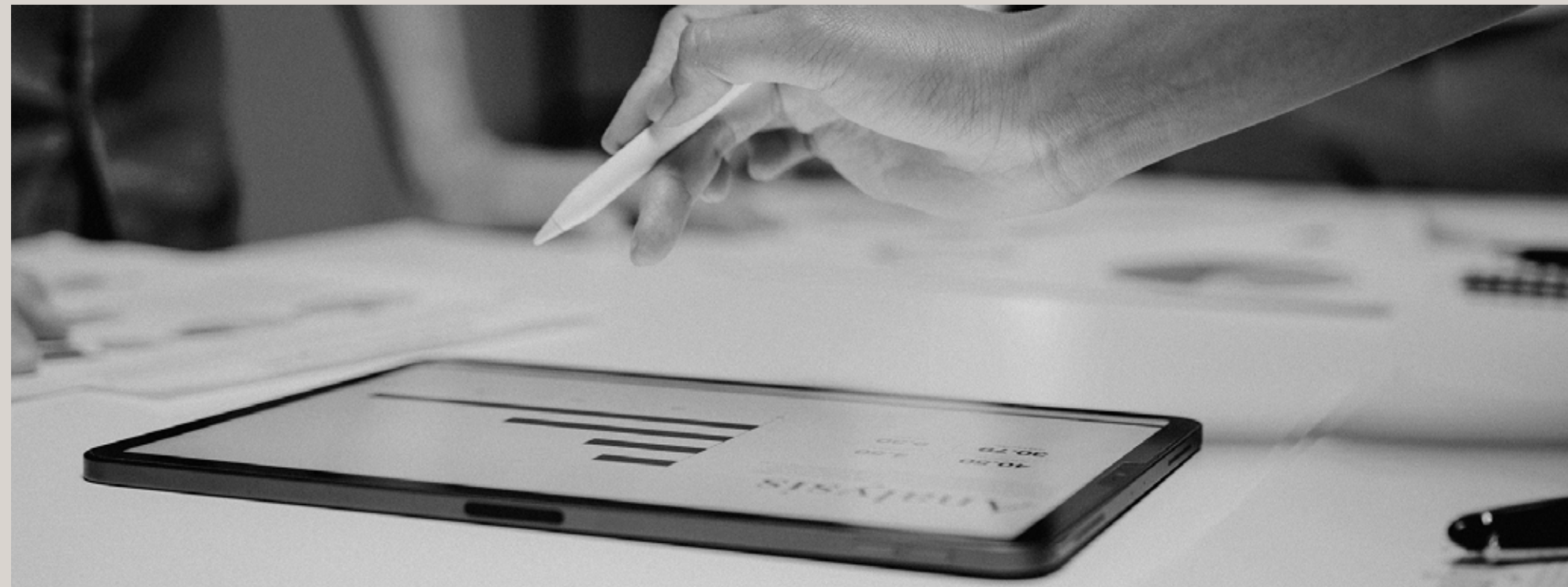
We are prepared to address challenging business problems utilizing an analytical approach to identify the changes necessary to achieve sustainable economic value.

We have the expertise to facilitate revenue enhancement, business and organizational alignment, supply chain management, operational improvement, post-merger integration and post-emergence management.



Corporate Strategy & Business Planning

We assist organisations to evaluate and develop strategy plans.



We perform a diagnostic process, and competitor analysis, and identify potential initiatives to reduce cost, improve effectiveness and efficiency and create growth.

Specific elements of the strategic plans that we focus on include:

a company's mission and vision statements, its values statement or guiding principles, SWOT analysis, competitive advantage, market analysis, strategic goals and objectives, strategies, short-term goals, priorities and initiatives, action items and plans, risks and other considerations, a five years financial planning, corporate balance score (building KPI's) and a Z score if necessary.

Information Technology & Reporting

An Analytics & Reporting solution will help you gain access to valuable information, make better decisions faster, increase employee productivity and gain complete control of your business.

☐ **Ad Hoc Analytics** with full utilization of relevant business data, will lead you to make well-thought-out and more complete business decisions.

☐ **Reporting Tool Customization**, so that, without any IT help and easily, create so-called "What If" analyses, with the data you use the most.



Legal Support

Our Legal Advisors cover a wide range of legal specialties and fields such as:

administrative law, corporate law, contracts, competition law, energy and financial sectors' legal framework, stock exchange law, government contracts, investment projects, mergers and acquisitions, privatization, restructuring of debts, real estate, taxation, planning and land use

and can quickly put together a team of lawyers most appropriate to deal with your particular issue.

We take pride in helping our clients to reach commercially workable solutions on a wide range of innovative transactions and ventures which are often at the cutting-edge of industry and legal developments.





An effective commercial strategy

organizes a firm's branding, marketing, selling, and distribution affairs to build sustainable competitive advantage.

This holds true

for technologies and markets both mature and emerging competitive advantage.

We can help to characterize the influence and role

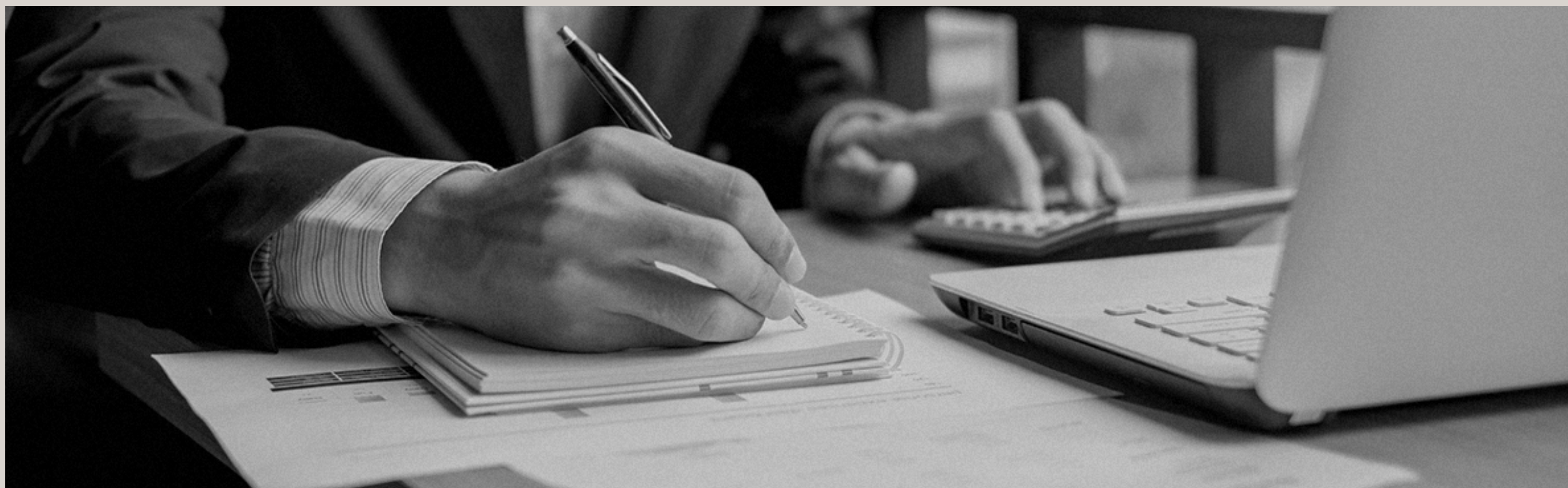
of each stakeholder as their roles change, develop a tailored commercialization strategy and assemble the internal competencies and external partnerships to maximize the return from existing product lines.

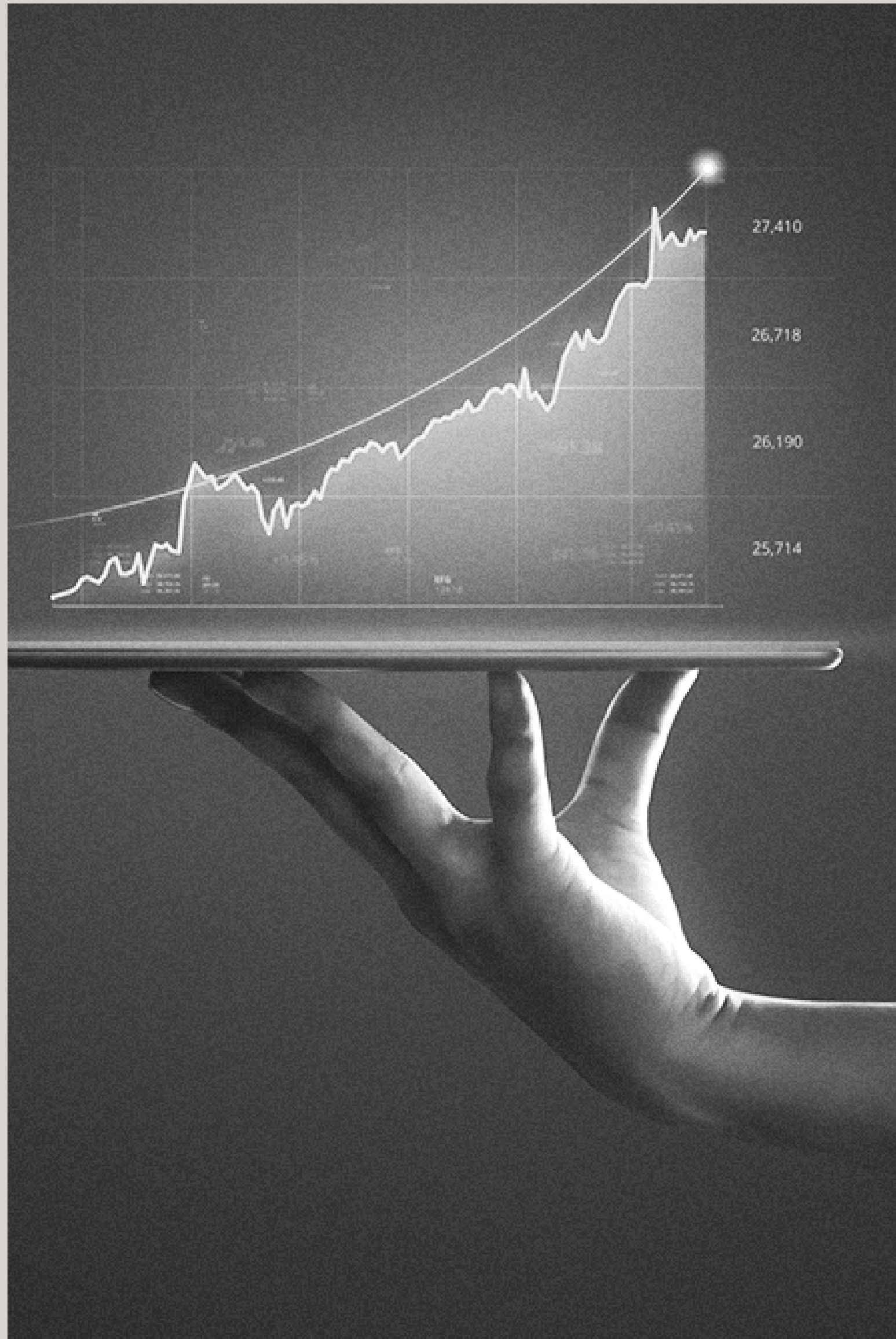
Commercial Strategy

Accounting Services - Tax Consultancy - Tax Optimisation

We offer the full range of accounting and tax consultancy services needed by small, medium and large business entities:

- Tax consultancy
- Tax optimisation
- Bookkeeping
- Payroll
- Transfer pricing
- IFRS adoption
- New entity setup
- Entity transformations
- Legal documentation





Project Financing

Our qualified personnel have more than ten years experience in Project Management and Project Financials.

We are experts in organizing and presenting the complete application files for financing enterprises' projects through National and European Supporting Programs,.

Strategic Partnerships

BM&T has a long history which traces back to the founding of the European arm of US turnaround firm Glass & Associates in 1997.

 BM&T

Throughout this time,
BM&T has been an
innovative market leader:

Proposing turnarounds when insolvency was the norm.

Doing cross-border work when competitors were all

nationally focused. Being at the forefront of our profession

with Alan Tilley and David Bryan active as directors

of the Turnaround Management Association, frequent speakers

and writers and co-authors of the Institute of Chartered Accountants

in England and Wales best practice guideline on turnarounds,

winning awards for its work in 2010, 2011, 2013 and 2015.

Strategic Partnerships



The company IG Audit is framed by executives with many years of experience in large multinational auditing companies.

The Certified Auditors who are employed by the Company as well as their associates are members of the Body of Certified Auditors of Greece and are renowned professionals in the auditing profession with the aim of providing high quality services in auditing, tax, accounting and financial matters.

The company IG Audit has as comparative advantages the experienced human resources as well as the important participation of executives in the execution of the projects, who know the business of the client.

Management Team

Our team consists of *experienced professionals*, who *share our vision* and are committed in *providing quality service* to our customers.

Ioannis Xifaras

Economist – MBA
Founder of CS &
Co-Founder of FS

More than 20 years of career experience at the Board level in multinational companies and consulting services.

Maria Mizithra

Economist –
BA Business Administration
& Statistics – Dipl. in Banking
– MSc. in Marketing

More than 30 years Board Level experience in the Financial Sector and consulting services.

Indicative List of Clients



Contact Details



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