

# Deal Transaction Support

The challenge with most companies is to achieve corporate potential by employing very limited resources. We understand these challenges, and offer many companies the opportunity to achieve their objectives for higher performance, greater market share and increasing existing value.

The method into realizing this corporate potential is by approaching each corporate situation in a holistic manner. At RSM Strategic Business Advisors, we can provide an in-depth analysis from strategic angles advising on corporate, market, operations, technology, capital, funding and exit plans.

## Deal Transaction Support in Malaysia

All stakeholders and public or private companies regardless of the stage of business life cycle, will at some stage enter into a transaction or require funds for daily operations, expansion, investment, acquisition, debt reduction, etc as well as to strengthen their capital bases and increase liquidity for themselves or their shareholders.

Being able to present and negotiate your case convincingly, structuring and closing a deal that benefits both the company and the financier in a timely manner requires experience, professionalism, commitment, time, discipline and creativity. Our teams of professionals are dedicated, passionate and carry out a systematic approach to M&A transactions to avoid pitfalls and ensure a higher chance of finding the right buyer or seller.

We have the proven track record to evaluate value propositions to achieve maximum value for clients whilst being objective for informed decision making. We will hand-hold you through the entire process and assist you to fulfill your funding needs while minimizing financial risks and protecting the interests and wealth of your shareholders.

- Mergers & acquisitions
- Joint ventures & strategic alliances
- Sales & divestment
- Fund raising & project financing
- Financial modeling & projections
- Equity valuations

## Updates on Bursa Malaysia Listing

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## RSM RKT Group Strength In Numbers

30,000 professionals • 730 office • 73 countries

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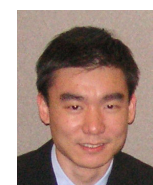


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## Deal Transaction Support

### Deal transaction contracts

Drawing on a range of expertise from across the firm, such as corporate, intellectual property and competition law, we advise on the preparation and use of the full range of commercial contracts from simple documents such as terms of conditions of sale to more complicated bespoke contracts for services. We also negotiate contacts setting up complex framework agreements and co-operation agreements.

Some examples of our recent transactions include:

- Assisted to facilitate, restructure and refinance the operations of a local retailer with outlets throughout East and West Malaysia. The engagement involved a stabilization phase to turnaround the business whilst fresh interim financing was secured for working capital use. The collateral terms of the financing were superior resulting in a more efficient funding structure for the group of companies.
- Retained to facilitate and negotiate market entry deal tie up between a foreign group with regional media player, involving private equity and revenue share arrangements. Our work here entailed creation of a unique valuation template which the client can use to address other market entry revenue, funding and valuation models in other regional locations.
- Mandated to source and facilitate a combination of debt and equity funding and M&A target asset for biotechnology and agriculture industry start up. We assisted the group to review their information memorandum and present the same to potential investors, whilst structuring the corporate structure, capital base and potential investment.
- We address the concept including strategic positioning and new growth industries in line with the guiding principles for development; Providing the strategic options for implementation and management including the expanded related area, industrial parks, commercial components, residential properties, and public amenities; Advising on project investment structure, implementation timeline and financial model to obtain development funds from the government budgetary mechanism.
- With conducting project feasibilities on development components to identify suitable public and private funding and investment modes to propose the necessary fiscal and non-fiscal incentives to attract private sector investments; we also assist to formulate key performance indicators to track project implementation and rollout. Finally we identify the suitable marketing and promotional programmes to be undertaken to potential domestic and international investors.
- Advised on project managing the administration of once Malaysia's largest motor insurance insurer supervised by Central Bank of Malaysia which involved the sale of the business for RM550million with the settlement of 3,400 claims.
- Advisors for Malaysia's national asset management company Danaharta to restructure 2 listed conglomerates in fields of manufacturing with collective assets in excess of RM1,200million, including appointment as Special Administrator to take control and refinance the entire operations with lenders.
- Advisors to Petronas in corporate and management advisory roles in the East Coast Economic Region master plan and implementation, as well as a focus on property development and unlocking value in ECER for the Federal Government. Part of the project involves business planning and financial modelling for RM12billion investment from private and public sectors involving the states of Pahang, Kelantan, Terengganu and district of Mersing up to 2020.
- Appointed to raise funds of RM135mil for a property development listed entity with assets of RM750mil in their overseas plantation venture in Indonesia of 20,000 hectares by structuring the debt in trenches of efficiency and collateral swap in phases.
- Appointed to raise debt of RM35mil for equipment financing of the healthcare group to facilitate their operations and opening of their 250 bed specialist hospital.
- Appointed to prepare a turnaround plan and business plan for a listed company's subsidiary involved in the security guard management and CCTV system business with paid capital and advances of RM17mil.