



OUR SERVICES

# TRANSACTION & FINANCING

EconLab Consulting, d. o. o.

[www.econlab.si](http://www.econlab.si)

# TRANSACTION & FINANCING

Times of important financial transaction are often the pivot points of any business's success. At the time when the whole business is on the line, having a dependable help and advice is critically important. At Econlab, we bring expertise to you that helps the transaction and financing process run smoothly.

## OUR EXPERTISE

### SYNERGY ANALYSIS

Synergies are a key driver of M&A activity, but they are also the part that most commonly go awry in deals. In fact, in majority of transactions, planned synergies fail to realize. This often leads the buyer to pay for synergies, that are not existing, or buyer failing to identify synergies that would drive the target value over the finishing line. Therefore, having a realistic look of the synergies prior or during the transaction process is essential, and often strategically more important than a standard due diligence exercise. We help our clients identify the key synergy areas, help them financially evaluate them, and help put in place a feasible plan to capture these synergies. With these critical steps performed in objective manner, we can help deal to succeed, or in often more importantly help you avoid a deal that should not go through.

### TRANSACTION ADVISORY

Most fundamental part of a deal to perform a comprehensive due diligence of business being acquired (buy side) or being sold (sell side eyes of the buyer) to evaluate its future potential and vulnerabilities. In addition to standard due diligence engagement Econlab brings high added value through added analytical focus. This is especially important in fields of banking, insurance, energy markets and other endeavours with opaque value drives. Our extensive experience in financial risk management also ensures we will uncover all the potential risks facing the business or transaction. As part of the transaction process we help clients to uncover any potential deal breakers, navigate the closing and deal structures, as well help in understanding the implications of warranties and indemnities.

### BANK AND PROJECT FINANCING

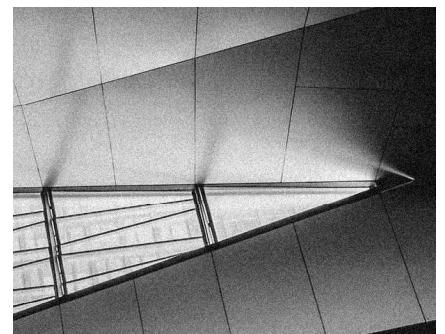
For many ventures, acquiring affordable debt financing is a key driver of shareholder value. To secure such financing, banks need to feel exceedingly comfortable, that the business being funded is going to be sustainable. Econlab can help in getting this message across. We help clients in loan applications, bank negotiations and drafting appropriate financing structures. Having a very close relationship with most of the local banks, we can provide insights into how banks are approaching the financing decision. This helps us craft financial plans that are well supported by fundamentals and that takes into account uncertainty. In this way we reduce the unknowns for the bank, making it easier for them to extend favourable terms.

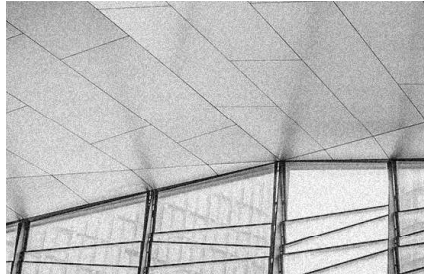
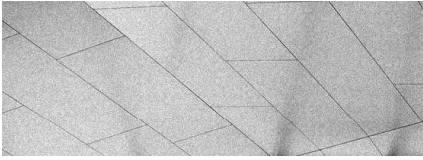
### RESTRUCTURING & BUSINESS REVIEW

At times businesses tend to hit a hard patch. At those times it is critically important that the direction taken is the right one. We can help companies or banks in evaluating the business's current state and help craft a plan to get the company's finances in order. For a company for which the overall direction is not yet clear, we can perform an independent business that reveals in the unbiased manner, what is in the best interest of funders. If the company's operations have sufficient long-term potential it, we can create a restructuring plan, that gives the company appropriate leeway to operate without compromising the lender position.

### POST-MERGER INTEGRATION

Closing an acquisition is only the end of first chapter in the acquisition process. The main work is to capture the value of evaluated synergies. This process is far from easy and should not be left as an afterthought. Econlab can help formulate an effective integration strategy and assist in its execution. As a part of the process we can help the C suite in making the tough choices that are part of the process, analyse the strengths and weaknesses of each entity to determine what should be the joint modus operandi, and create investment and divestment plans that streamline joint operations.





## WHY ECONLAB

### OUR APPROACH TO CLIENTS

Since our understanding of the client's needs is key for efficient delivery, we prepare a detailed technical plan that focuses on both the client and the task. We do not focus only on the specific task, but we also deliver a knowledge transfer from EconLab to your team. Our teams have built an extremely strong collaborative working environment with the teams of our clients. EconLab can provide resources at senior and analyst level on-site or remotely.

### EXPERIENCE AND EXPERTISE

Our team brings extensive experience in macroeconomic and financial modelling techniques and portfolio evolution processes. Due to our specialised backgrounds, our teams have the ability to achieve extremely tight deadlines and flexibility. Our methods follow regulatory frameworks from the start of the assignment in order to deliver the most effective tools and results that suit our client's needs.

### REGULATORY INSIGHT

With extensive academic backgrounds in economics, banking, finance and business, our team possesses extensive knowledge of the regulatory environment. EconLab understands the regulatory expectations and can offer efficient solutions to technical challenges. We have supported a number of clients in tasks that required specific regulatory knowledge and specific approaches in order to deliver optimal allocation of our client's resources.

### INVESTMENT CYCLE SUPPORT

Corporate transactions and investments in general require operational and financial resources in order to provide an adequate level of certainty in the investments. Before investments are committed to, an investor should have an insight into valuation, methodology, and possible synergies that arise from the actual merger or acquisition. In addition to preparing feasibility studies and valuations, EconLab can provide support by evaluating possible operational and strategic synergies.

### PROJECT FINANCING SUPPORT

Our clients range from financial institutions and banks to individual industry-specific companies. Our teams have extensively collaborated with companies which can provide financing. EconLab can help in getting the message across by providing support in drafting loan applications and during negotiations with other financing counterparties. EconLab can prepare material for financing on one side, and adequate insight into provided material on the other side of transactions.

### INTEGRATION SUPPORT

Mergers and acquisitions don't necessarily end at the moment a transaction is closed. In most cases, the actual footwork begins with the moment the parties take up integration and/or implementation steps. EconLab is experienced in providing support during these crucial moments. We have advised on the process of integrating two nationally important banks after a merger with focus on the integration of risk modelling functions.

## WE DELIVER

## CONTACT



**NIKO JÄRNBERG**  
MANAGER

Before joining EconLab, Niko Järnberg worked as a manager at Crowe Horwath Slovenia. He has also held a senior associate position in Grant Thornton Slovenia. His main areas of expertise are enterprise risk management, risk modelling and power markets.

PHONE: **+386 040 211 278**

E-MAIL: **[niko.jarnberg@econlab.si](mailto:niko.jarnberg@econlab.si)**



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