



# **BSG**advisory

M&A Advisory Boutique and Consultancy Firm

A Company Overview



# Company profile

## Deal characteristics

### BSG Advisory

- is an independent firm specialized in corporate finance and capital advisory services;
- focuses on cross border transactions involving small to middle-market clients in South-East Europe – ex Yugoslavia (YU) region;
- scope of services extends beyond M&A advisory and includes strategic and operational level business and financial consulting, valuation, accounting, controlling, as well as project management as we aim at being the first and the final stop for international investors who are in search for business opportunities in Croatia and SEE region, as well as for local business owners and family offices who are in search of international investors;
- clients include domestic and inter-national corporations, middle market and emerging growth companies, private equity sponsors and family-owned and entrepreneur-led businesses;
- dominant industries that clients originate from include: tourism, real estate, telecommunication, automotive, IT, wholesale, food and beverages, manufacturing, agriculture, waste management, energy, pharma, etc.;
- is a member of Cross Border Associates and Corporate Finance in Europe - M&A associations.
- headquarters are in Split, Croatia.

# Why are we different?

The only specialized M&A advisory company in southern Croatia

## BSG Advisory

- combines knowledge and experience from the consulting, banking and the real sector;
- specializes in delivering business and financial solutions to the most delicate part of business – change of ownership;
- is dedicated to offering only sophisticated custom made services for every deal and for every client, which go beyond the mere financial statements and numbers;
- possesses knowledge of the business opportunities in Croatia but as well of the wider ex YU region;
- has a successful track record in M&A and consulting;
- has unique network and business contacts throughout the ex YU region;
- engages only in high quality projects and companies that would invest in itself.

# Services

Bringing the SEE region M&A market to the next level

## Transaction Advisory

- developing and formulating M&A strategies
- identifying, screening and initiating discussions with potential acquisition targets or potential investors
- structuring and negotiating transactions
- arranging acquisition financing
- due diligence

## Consultancy

- advising on strategic decisions
- performing financial and business restructurings
- performing business analysis
- making loan applications
- crafting investment, feasibility studies and business plans

## Private Capital Raising

- private equity firms
- mezzanine funds
- money management firms (hedge and sovereign funds)
- retail and investment banks

## Valuation

- providing fair opinions on company, project or asset values
- appraising options, brands, synergies, related party transactions etc.

# What we do – investor/buyer side?

As a trusted local partner we engage in supplying the best investment opportunities

## BSG Advisory

- evaluates client specific market chances and identifies prospective targets,
- manages projects and provides turnaround management,
- generates deal flow,
- arranges, implements and executes advisory mandates,
- prepares market analysis,
- conducts due diligence,
- prepares financial models,
- prepares valuations,
- conducts negotiations,
- secures financial transactions,
- provides full financial, business, tax and legal support during the investment process and/or coordinate work of external advisors.

# What we do – owner/seller side?

Providing trusted financing sources and helping in maximizing value for seller

## BSG Advisory

- evaluates and identifies prospective buyers,
- raises capital – equity, mezzanine and loan,
- prepares asset/project/company for sale,
- prepares asset/project/company valuation,
- helps structure the deal,
- negotiates transaction and helps execute the sale,
- provides the full financial, business, tax and legal support during the sale and/or capital raise process.

# Who we are?

A team of professionals with determination and experience



## Vlado Sliskovic, Mfin, Managing partner

Before joining BSG Advisory team Vlado has spent eleven years at Paktor d.o.o. Split as a corporate finance consultant of which the last seven years he spent as a head of M&A department helping execute numerous M&A transactions and restructurings for clients coming from a whole set of different industries. Throughout this time he collected a respectable amount of experience as his responsibility involved company valuations as well as other M&A related consulting activities, on both strategic and operational level.

Previously he worked as a head of back office for the brokerage firm in Croatia as well as for medium auditing company as an auditor assistant. He graduated from Webster University Vienna and holds a Master's degree in International Finance from EADA Business School Barcelona. Currently Vlado is a PhD candidate at the University of Split, Faculty of Economics in the field of macroeconomics. He is a regular lecturer in "Certified Appraisers" program organized by University of Split, Faculty of Economics for the Association of Accountants, Auditors and Financial Workers of the Federation of Bosnia and Herzegovina.

He is a certified International M&A expert (IM&A) and representative of Vienna based IMAA - Institute for Mergers, Acquisitions and Alliances for Croatia and Bosnia and Herzegovina.

He is as well certified appraiser and a member of the Croatian Appraiser Association.



## Mislav Tripalo, MA, Partner

Before joining BSG Advisory in 2018 Mislav has devoted 6 years to Stanić Group Split as senior financial analyst.

He was responsible for reporting and accounting as per international and local regulatory and legal requirements including budgeting, controlling, accounting, taxation, cost management, investor relations and annual reporting. He was also personally responsible for financial modelling and analysis for strategic business planning and development also including M&A (due diligence, DCF modelling, negotiation, drafting non-binding and binding offers, etc.)

He graduated from the University of Split, Faculty of Economics. He is holder of EU funds project manager certificate and is also a CFA level 1 candidate.

He is as well certified appraiser and a member of the Croatian Appraiser Association.

# Contact information

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