



# Actus Investment UK

Corporate Profile  
October 2015

# Overview

## Actus

- ▶ Founded in 2007 as an independent investment banking boutique
- ▶ Specialized firm providing financing solutions to public and private small/midcap companies in selected geographies
- ▶ Highly experienced corporate financing specialists with investment banking, corporate and private equity backgrounds and proven track records in equity-financing, debt-financing and M&A advisory
- ▶ Dedicated team of experienced and senior specialists for domestic and cross-border transactions with leading institutional and high net-worth investors

## Strategic Corporate Finance Approach

- ▶ Unique, unbiased approach to corporate financing, with emphasis on comprehensive financing solutions, taking advantage of the entire breadth and depth of public and private capital markets
- ▶ Focus on long-term strategic financing advisory relationships rather than the emphasis on one-time opportunities, product selling and / or M&A advisory
- ▶ Combining distinctive structuring capabilities with excellent process management skills and direct/ personal access to institutional debt and equity investors

## Strong Network

- ▶ Network of highly recognized corporate finance partners throughout Europe , Middle East and Africa
- ▶ Close and trusted relationships to senior executives of virtually all relevant equity and debt investors

## *Actus secures financing*

- ❖ *at the lowest cost*
- ❖ *with utmost flexibility*
- ❖ *in the shortest time*
- ❖ *with the highest closing probability*
- ❖ *with long-term financing partners that integrate well into a company's strategy*

## UNIQUE APPROACH

- ❖ Bank independent, multi-source financing
- ❖ Access to all key equity and debt investors
- ❖ “Blue Chip Only” philosophy / culture



# Corporate financing qualifications

## Corporate Financing

- ▶ Advisory, structuring and placement of strategic / holistic financing solutions rather than opportunistic single product financing approach
- ▶ Providing unbiased, specific advice putting clients' strategic and operational needs and requirements over institutional constraints

## Qualified Investor Access

- ▶ Direct and straightforward access to all major European and Middle Eastern target investors (private equity and debt investors, financial institutions, insurance / pension and public funds, high net worth individuals on executive level )
- ▶ Continuous active dialogue with the investors; recognized top "idea generator"
- ▶ High credibility and ability to sell / push transactions with blue chip investors / lenders

## Highly Professional Team

- ▶ Dedicated team of experienced investment bankers with proven track record and exceptional project / process management skills
- ▶ Extensive sector, product and market know-how providing for effective and efficient execution
- ▶ High business ethics and absolute confidentiality

## In-depth and Broad Market Know-how

- ▶ Expertise regarding all dimensions of the capital markets and financing instruments:
  - ▶ equity, debt and hybrid capital
  - ▶ public and private
  - ▶ domestic, regional and international
- ▶ Maximum market intelligence and anticipation of market trends

## Lifetime Relationship

- ▶ Emphasis on long-term, strategic financial advisory relationships beyond sole transaction execution
- ▶ Continuous senior level management attention / trusted advisor to the firm
- ▶ Preferred partner for "intimate" strategic discussions



# Tombstones

Acquisition of Yimpaş Supermarkets



**Kiler Retail & Food Inc**  
USD 150m

Acquisition of Güngör Automobile Inc



**MENA Capital Partners**  
[CONFIDENTIAL]

Project Finance



**Yeşil Construction Inc**  
USD 100m

Project Finance



**Dünyagöz Hospitals**  
[CONFIDENTIAL]

Acquisition of Zincir Real Estate



**Metal Yapı Construction Inc**  
[CONFIDENTIAL]

Refinancing

**JK Jeans**

**JK Jeans Inc**  
USD 45m

Solar Farm Project Finance



**Espe Energy Inc**  
EUR 20m

Acquisition Finance



**Simit Sarayı Inc**  
EUR 100m

Long term financing



**Aytaç Water Inc**  
[CONFIDENTIAL]

Acquisition Finance



**Zincir Real Estate**  
USD 30m

Acquisition of Migros AZ



**Azersun Holding**  
USD 30m

Limak-Gemma Merger

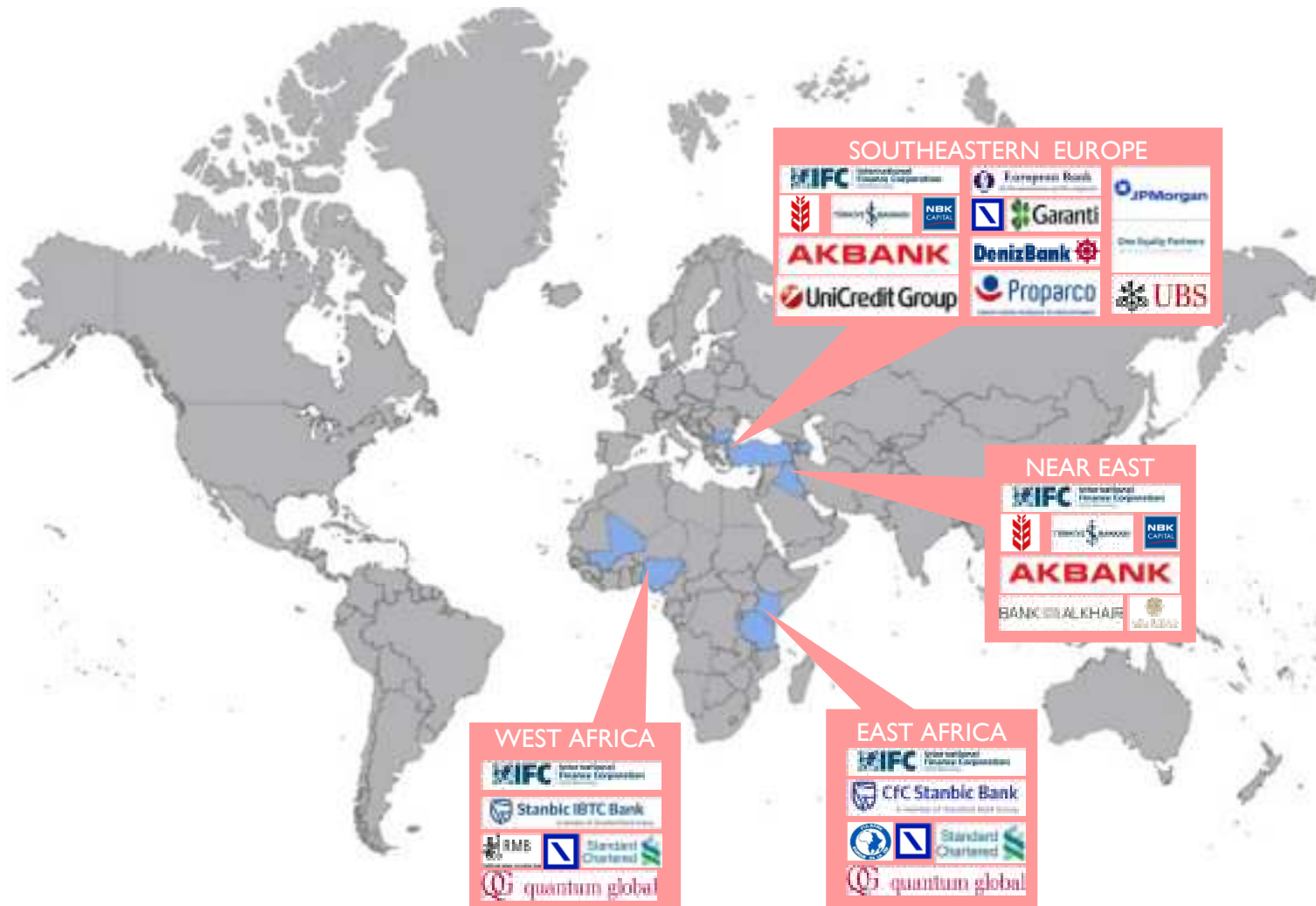


**Limak Holding**  
USD 450m

Private & Confidential



# Financing partners



# Team

---



**Bahri Uğraş**

**Managing Partner**

*bahri.ugras@actusgroup.co.uk*

- ▶ Bahri Uğraş is the founder of Actus Investment UK
- ▶ Prior to Actus Uğraş held senior banker roles at Halkbank, Osmanlı Bank, Ak Pension Fund and İktisat Bank
- ▶ He specializes in corporate finance transactions with Turkish & Middle Eastern financiers for Southeast European corporates, and is responsible for development and execution of private placement, M&A and project financing
- ▶ Uğraş received his BA in Economics from Ege University



**İnanç Erol**

**Partner**

*inanc.erol@actusgroup.co.uk*

- ▶ A C-level executive with 20 years of senior management experience in the Telco, Media and Technology sectors, Erol has held titles ranging from Regional Corporate Sales Director to CEO throughout his career in multinationals like JCDecaux, Vodafone and Deutsche Telekom and leading Turkish firms such as Borusan and Comnet, a Sabanci Holding company
- ▶ Erol holds a BS degree in Business Administration from Eastern Mediterranean University and has completed Executive Management Programs at Stanford University and London School of Business



**Hakan Uzunhekim**

**Partner**

*hakan.uzunhekim@actusgroup.co.uk*

- ▶ Prior to Actus Uzunhekim was with JPMorgan where he worked across industry teams in Istanbul and London, and later joined Rhea Private Equity
- ▶ Uzunhekim specializes in cross-border corporate finance transactions with a focus on energy, renewables and infrastructure, responsible primarily for Turkey, East and West Africa
- ▶ He received his Meng degreee in Engineering, Economics and Management from University of Oxford and his MBA from INSEAD



# Contact

---



Istanbul-London-Dubai

---

## **London**

Dalton House  
60 Windsor Avenue  
SW19 2RR  
London

## **Istanbul**

Astoria, Büyükdere Cad. 127  
Tower A, 9th Floor  
Esentepe  
Istanbul

[www.actusgroup.co.uk](http://www.actusgroup.co.uk)

---

Private & Confidential

