

Unlock Your Deal Value

PwC Turkey's integrated approach for delivering value to Private Equity Funds



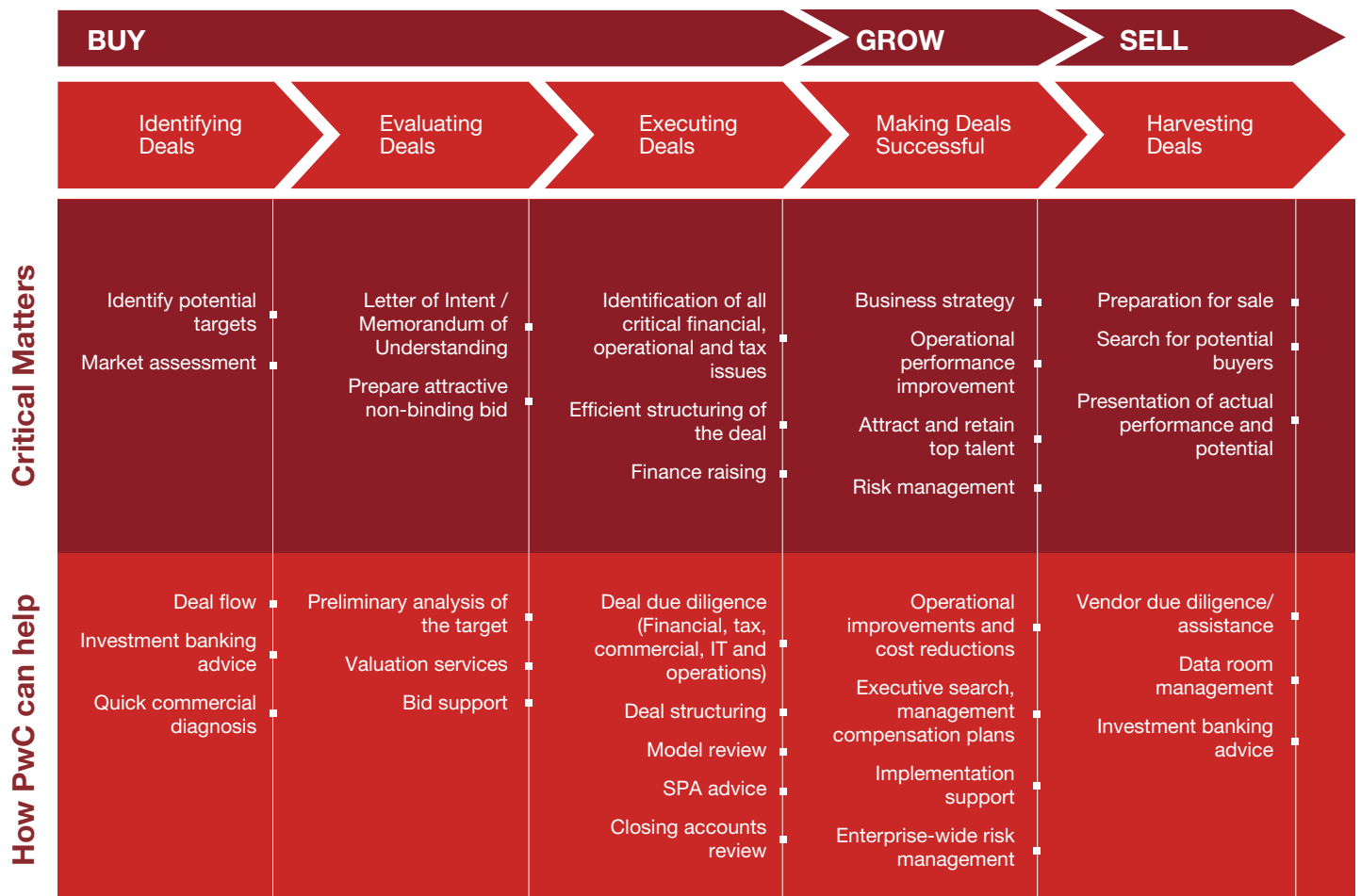
Unlock Your Deal Value: PwC's integrated approach for adding value through the deal continuum of PEs

As the private equity market is becoming more challenging than ever, the PE funds need expert advice to secure promising deals and eventually create value for their investors. Some of the typical challenges encountered by PE funds include identifying the right targets, assessing the risks involved through a robust due diligence process, reasonable pricing of the deal and achieving profitable growth leading to a successful exit.

In order to meet these challenges, PE funds require a dedicated team of experts equipped with necessary skills and a clear understanding of the private equity value chain. Thus we have brought together a multi-disciplinary team of deal experts and consultants with the skills and experience to deliver our unique approach in serving PE clients throughout their deal continuum.

"We have developed a strong working relationship with PwC and act as an integrated deal team to address complex due diligence issues effectively, reducing our completion risks."

Seymour Tari,
MD, Turkven Private Equity



Maximising The Return On Your Investment

Our experience tells us that there are four important elements in any given PE investment. In order to maximise value from the investment, each element needs close monitoring and robust execution:

- Validating the assumptions;
- The way the deal is done;
- Achieving profitable growth; and
- Successful exit.



Validating the assumptions – Deal Due Diligence

It is essential to be on top of the entirety of assumptions underpinning the deal, including the strategic or market drivers, commercial issues, operational issues, financial factors, these ranging from historic performance to future cash flows.

PwC has the expertise in-house to identify and validate all the assumptions that underlie your deal. Our specialist Transaction Services experts join forces with industry and market experts to support you in reaching a solid understanding of the assumptions concerned.

The way the deal is done – Negotiations and Structuring

An essential aspect of maximising the return on your deal is to ensure that you extract every cent of value. This encompasses negotiating the price and contractual terms, as well as robust deal structuring through creative structuring from a financial, tax and legal points of view.

Our local specialists work together with global teams to optimise the opportunities that arise working across different jurisdictions. Our local knowledge coupled with the knowledge of all components of the transaction complement the help you get from your investment bankers and other advisors.

Achieving profitable growth – Operational Improvements

All too often PEs have a detailed business plan for the post-acquisition period. The real question is how this will be executed and how operational improvements will be realised. At the same time questions about maintaining a sound internal control, risk management and corporate performance management system also arise in this period of changing environment.

Our Business Consulting and HR specialists help you with the implementation of business plan and operational improvements to ensure that you maximise the deal value. We also assist you in setting up sound MIS and risk management framework as well as compensation schemes. This is a coordinated effort across different work streams for planning and controlling the transition and realising the strategic intent of the deal.

Successful exit – Disposal Services

For PEs, successful exit is an integral part of the investment thesis and value maximisation. Failing to visualise and plan the exit scenarios carefully leads to loss in value for the managers and eventually the investors.

PwC is highly experienced in providing a variety of disposal services such as Vendor Due Diligence, Vendor Assistance and data room management in a block sale or valuation and accounting services in an IPO. PwC's involvement adds credibility and facilitates the sales process and increases the value achieved for the disposed asset.

BUY

GROW

SELL

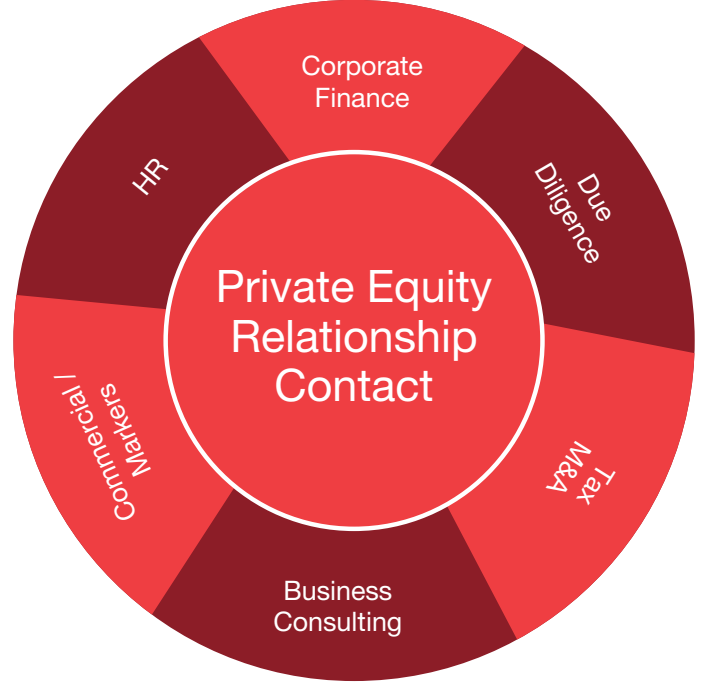
PwC's Relationship Driven Approach for Private Equity Funds

Multi-disciplinary teams are used on nearly all of our assignments, and a key role of our Transaction Services teams on a deal is to bring together all the relevant expertise from across the firm and be your main point of contact in an engagement.

Your Private Equity Relationship Contact at PwC will orchestrate all efforts within PwC to assist you in your investment.

"We have found PwC to be a reliable deal adviser. During our acquisition of Acibadem, they were able to bring resources from across the firm to help us assess, structure and finance the transaction"

Abraaj Capital



Our Core Private Equity Team



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