

GLOBAL

Corporate Profile

2017





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Mission

GLOBAL is an international firm specialized in the consultancy for complex projects and operations, and their implementation in America, Europe, Asia, Africa and UAE.

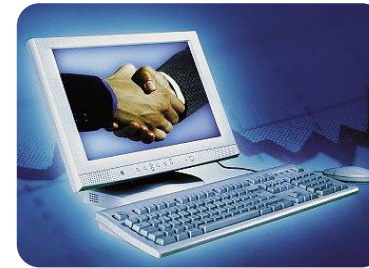
Business Line



Commodities Trading



Project Finance



Merger & Acquisitions



Consulting



Know-How

- **GLOBAL** comprises a senior professional team highly-qualified in the various specialties of the firm, who are people from large multinational companies with a great deal of industry experience in the management, administration and implementation of projects and operations.
- **GLOBAL** has many alliances and joint ventures with prestigious specialized companies, and this allows it to offer the development of “turnkey” projects and operations, whatever the size or complexity.
- The firm has financial backing from a variety of financial institutions from Switzerland, London, Dubai, Turkey and USA, and can therefore offer financing services for operations and projects, for the Public and Private sectors alike.
- **GLOBAL** has shareholdings in a variety of companies to supplement its offer in the areas of most relevance for the company.
- Given the uniqueness and flexibility of the firm, **GLOBAL** can take shareholding positions together with its clients in operations and projects which add value to both companies.

Sectors & Areas

- Construction and Civil Works
- Commerce and Distribution
- Sport and Leisure
- Financial and Insurance
- Industrial and Mining
- Energy
- Telecommunications, Media & Information Technologies
- Healthcare and Health
- Security and Defense
- Government and Public Administration



GLOBAL boasts a prime situation in Commodities Trading. The firm's services range from localization products at source to the final placement of the product with consumers, and services relating to the entire value chain, including (depending on the product) activities such as procurement, tuning, refinery, processing, storage and distribution.

The firm's Commodities experience concentrates on the following products:

- Precious metals (gold, silver, platinum, etc.)
- Petroleum and Derivatives
- Non-ferrous scrap (aluminum, copper, brass and stainless steel)
- Construction materials (cement and clinker)
- Metallurgy materials (iron, manganese, etc.)

Precious Metals

- The specialization of the firm in GLD (Good London Delivery) gold, in addition to NON GLD - including doré bars, gold dust (alluvial), etc.
- The firm has signed cooperation agreements with a series of refineries LBMA and it takes a Joint Venture with GULF GOLD REFINERY (Dubai). Additionally, it takes part through a subsidiary of the company in a latest-generation refinery situated in Spain with a refining capacity of 180 Kg / Day, allowing it to control the entire process from the time of extraction up until placement with end clients, either physically or via the futures market.

Petroleum & Derivatives

- **GLOBAL** has a platform -in partnership with a trader of Petroleum and Derivatives with 27 years' experience in the sector- allowing it to procure products mostly from Africa and Rusia.
- **GLOBAL** also has storage tanks at Mediterranean ports from which it supplies products to end clients on the domestic market. The suppliers pool comprises high-end companies and traders at first level.



Non-ferrous metals

- **Aluminum:** Taint Tambor, Al Tense, Pieces of sheet, anodized and lacquered, aluminum wire, lamination cuts, etc.
 - **Copper:** Copper wire, granulated copper, with PVC, etc.
 - **Brass:** Brass shavings, engraved brass, brass tips and bars, etc.
 - **Stainless steel:** Stainless steel scrap.
- **GLOBAL** is firmly committed to the environment, applying the most demanding measures for control and supervision in recycling processes, optimizing the energy efficiency thereof. In using these methods, **GLOBAL** is able to save around 70% of the energy, and 40% of the water used in the recycling processes.

Construction Materials

- **GLOBAL** has a diversified portfolio ranging from cement plants in Turkey, Pakistan, China, Venezuela and Spain to independent traders with privileged access to Chinese, Taiwanese, Portuguese, Egyptian and Korean cement plants.

Metallurgy Materials

- **GLOBAL** has a strategic alliances with leaders companies on the commodities market of Asia and America (iron, manganese and coal minerals) and finished products for the metallurgy sector.



We are convinced that the success of international trading transactions relies on knowing how to design the best financial solution, for the supplier and customer. Since each of our suppliers or customers have different needs, we concentrate in finding the best solution plus taking into account the local cultures of each region. These solutions increase the performance of the working capital of suppliers and customers:

- Long and Short Term Credit Facilities.
- Documentary Credits.
- CMA (Collateral Management Agreement), where we supplies raw material and finished products to the customer, granting financial payments in installments. As a result the company will count with greater cash flow.

All transactions, whether big or small are taken into consideration by our financial department, in order to facilitate the most appropriate solution for each individual case.

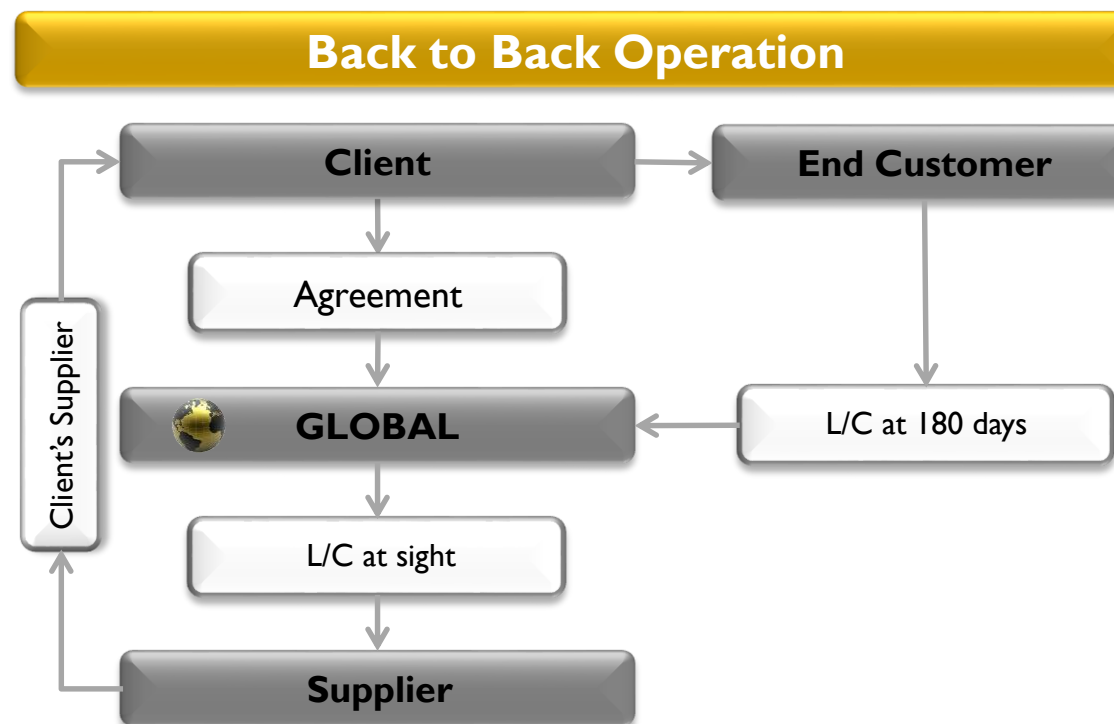
Our financial services successfully manage business transactions, with the best trade finance solutions to satisfy our customers, increasing the performance of their working capital.

Sales in the international market place usually entail a high degree of uncertainty over the timing of payments between the exporters and importers. For this, **GLOBAL** is engaged and specialized in providing complete and personalized consulting and financial services to assist them through the process avoiding all risks while being respectful to customs, cultural or legal particularities that may exist.

Our financial products include the Letter of Credit, which is the most secure and widespread payment instrument available to international traders, with a doble function: Payment, Guarantee and Credit instrument.



GLOBAL assist clients with “back to back” operations. By receiving the documentary credit from the end customers and opening “back to back” to our clients supplier. For example, we receive the L/C at 180 from B/L date days from a client and we open an L/C at sight for the supplier.



The activities of **GLOBAL** in this business line are focused on the design, development, and implementation of “turnkey” projects in the fields of Subsidized Housing, Hospitals and Healthcare Infrastructures, Highways and Roads, Airports and Shopping Centers, among others.

GLOBAL and its professionals have implemented more than 200 construction projects, including 27 airports (2 international airports), 60,000 subsidized houses (Venezuela, Belize, Nigeria, Congo, Dominican Republic, Guatemala and Cameroon, among other countries), Hospitals, Clinics and Healthcare Centers (Venezuela), Production Facilities for Intravenous Solutions (Mexico, Indonesia, Vietnam and Russia), Shopping Centers, Highways, etc.

The firm’s clients include Government Institutions, Real Estate Developers, NGOs, Mining Companies and Private Investors, etc.

Subsidized Housing

- **GLOBAL** has a system to simplify the complexities of large real estate projects, making them feasible, both economically and technically. The firm provides the necessary tools to offer products which are both profitable and affordable, bearing in mind each client’s specific needs and requirements.
- The firm is an integrator, managing all the stages of the process (materials, logistics, technical supervision, project management and quality control) to offer solutions which are comprehensive, simple and ready to put into operation.
- **GLOBAL** significantly reduces investment needs required for the implementation of this type of projects given the simplicity of the construction technology used (unskilled labor and absence of heavy machinery).
- All of the factors described allow the firm to deal with large subsidized housing projects with the optimum quality and a rigorous control of implementation times and costs.



- **GLOBAL** has integrated solutions in the healthcare area, both in construction of infrastructures and the supply of equipment and materials.
- The firm's professional team has extensive multi-disciplinary experience in the design, development and implementation of "turnkey" projects in various countries where excellent results were attained, following the completion of more than 200 projects over the past years.
- **GLOBAL** has entered into preferential agreements with the main companies in the sector (both for the implementation of infrastructures and the supply of equipment and materials) and this allows the firm to act as a Global Solutions Integrator, optimizing costs and ensuring lead times are met, guaranteeing the quality of results.
- **GLOBAL** specializes in the following types of "turnkey" projects:
 - ✓ Intravenous solutions plants with a capacity of 10 to 60 million units per year.
 - ✓ Dialysis unit plants.
 - ✓ Shock and traumatology centers.
 - ✓ Maternity centers.
 - ✓ Coronary units.
 - ✓ Intensive care units.
 - ✓ Specialized medical centers.
 - ✓ General hospitals with over 800 beds.
- Services offered by the firm include the following:
 - ✓ Feasibility studies.
 - ✓ Architecture design (civil, industrial, biomedical, landscaping, etc.).
 - ✓ Project Finance.
 - ✓ Implementation of hospital management systems.
 - ✓ Project Office.
 - ✓ Training (Technical and Management).
 - ✓ Audits, Certificates, Inspections and Quality Control.



GLOBAL has a prime position in the Mergers and Acquisitions field, given the high level of knowledge of its professionals and also the number of operations led to completion.

The service provided by the firm is based on adopting a business view, in addition to a purely financial view, and is suited to companies and businesspeople which:

- ✓ Wish to increase in size and competitiveness by acquiring or merging with competitors or related businesses.
- ✓ Have growth projects based on the implementation of business lines, distribution networks and strategic acquisitions.
- ✓ Have an opportunity to convert activity lines into independent companies lead by executives or with external management teams.
- ✓ Need to restructure financially to boost efficiency and grow.
- ✓ Seek “natural owners” for their assets allowing them to achieve maximum value from these assets.

GLOBAL philosophy is based on developing long-term relationships with clients, providing an integrated service with added value, based on professional and industry experience applied creatively, a sense of opportunity and anticipation of changes in the business environment.

The firm’s mission is to make a significant contribution to allowing clients to reach their Strategic Objectives and generate value in their companies.

GLOBAL partners with companies and businesspeople in the pre-transaction and post-transaction stages and assists in the implementation of corporate operations as an integrated part of the strategic process.



The services provided by the firm can be grouped under the following scopes of action:

Mergers and Acquisitions

- ✓ Pre & Post transaction Consultancy
- ✓ Fairness Opinion
- ✓ Due Diligence
- ✓ Buy/Sell businesses and/or assets
- ✓ Divestments and acquisitions of companies
- ✓ Purchase / Sale Operations Management
- ✓ Restricted Auctions Management
- ✓ Share Restructuring
- ✓ Strategic Advice in Corporate Development

Private Equity / Venture Capital

- ✓ Leveraged transactions (LBOS, MBOs, MBIs)
- ✓ Spin-offs Advisory
- ✓ Built Ups Advisory
- ✓ Advice and negotiation of independent financing solutions for corporate operations:
 - ✓ Staple finance
 - ✓ Direct Loans
 - ✓ Purchasing Financing
 - ✓ Refinancing



The purpose of the Consulting services of **GLOBAL** is to make a decisive contribution to allowing organizations to reach their strategic objectives, providing feasible recommendations and implementing appropriate measures to increase productivity and competitiveness of companies.

The firm sees this activity as tailor-made, lead by the most experienced executives, and not as a package of standard solutions implemented by teams without business experience.

GLOBAL actively contributes to the generation of opportunities for entrepreneurs and businesspeople, partnering with and advising companies in their projects for optimization, expansion and internationalization.

The services provided by the firm include the following scopes of action:

Corporate Strategy and Development

- ✓ Strategy Development
- ✓ Planning, budgeting and strategic forecasts
- ✓ Risk Management
- ✓ Organizational Design

Change and Organization Management

- ✓ Organizational Change Management
- ✓ Business Process Management
- ✓ Business Continuity Plans
- ✓ Restructuring
- ✓ Rationalizing and Optimizing Costs

Business Development

- ✓ Joint Ventures
- ✓ Alliances
- ✓ Business Development Networks
- ✓ International Expansion
- ✓ Business Opportunities





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