



Corporate Finance Consulting for Financial Institutions

Independent Consulting and Advisory Services

Increasingly major financial institutions are seeking out pre-transactional and continuing advisory services from independent corporate financiers in order to obtain fair and fully objective capital management, capital development and strategy ideas.

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BankT&D Consulting provides clients with a range of corporate financial advisory services independent of any transaction execution involvement.

Our focus on independent advisory services guarantees our clients objective advice. Since our remuneration is unrelated to transactional services you can be sure of the objectivity of our work.

We provide clients with:

- Capital Structuring and Capital Raising Advice
- Debt, Equity, Structured Debt and Equity
- Basle II and III Compliance Advice
- Shareholder Relations Advice
- Financial Reporting Advisory
- Corporate Finance and Investment Banking Business Line Development Advisory
- Distressed Asset Management and Transactional Advisory

Our Services

Capital Structure is critical to Financial Institution success. We ensure that strategy and structure are congruent and capable of delivering operational success and shareholder satisfaction.

We focus on capital analysis and capital efficiency in order to help our clients evolve fully compliant, fully competitive, risk effective and cost effective capital structures. We start with a thorough and fully objective analysis of a client's extant capital structure and go on to review and consider strategic, competitive and political-economic issues.

The goal of our analysis is the design and implementation of an effective capital structure and capital markets / funding strategy.

Project Timeline

- Capital Structure Analysis
- Strategic and Business Model Review
- Asset & Liability Structure Review
- Compliance Issues
- Market & Competitor Review

- Capital Structure Parameters
- Capital Structure Model
- Capital Market Review
- Funding Strategy Proposals
- ALCO Process Proposals

- Funding Strategy Implementation
- Equity / Debt Structuring
- Selection of Underwriters
- Funding Process Management
- Execution of Funding Strategy



The Buy Side

In order to best serve our financial services clients we focus much of our research and marketing efforts on building and strengthening our knowledge and understanding of the investment parameters and activity of the capital markets' so-called "Buy Side" – those institutional investors specifically focused on emerging market and frontier market listed and un-listed equity and debt investment opportunities.

Our *Buy Side* focus is critical to our ability to advise our financial services clients on capital markets' conditions, investor parameters and trends and capital structuring and funding alternatives.

Our Credentials

Our principals and associates have long experience in financial institution banking and management in both developed and emerging markets having worked with and for a wide range of major world banks. Our goal is to bring a high degree of professionalism, objectivity and financial market experience to bear for our clients.

Walter Marlowe

Walter has over 30 years experience in corporate banking, corporate finance and investment banking having worked with organisations such as Bankers Trust and Security Pacific Hoare Govett. He is an active private and listed equity investor and financial and management consultant based in London. Walter is also a visiting lecturer at City University Graduate Business School, London and has lectured and trained extensively for the international financial services sector over more than a decade. He is the author of a workbook on venture capital investing and is currently writing another book about Thematic Investing.

Laurence Llewellyn

Laurence Llewellyn has extensive international finance and banking experience in Europe, the Middle East and Asia, working for Ford, Citibank, Grindlays, F&C and independently. He has held senior line positions across multiple geographies in institutional and consumer banking as well as asset management and wealth management. His consultancy credentials also include remedial management and restructuring, corporate strategy, M&A, cross-border partnerships and organisational effectiveness.

For more information about Corporate Finance Consulting for Financial Institutions, please contact sarabjit.chhatwal@banktandd.com