

ADSGI

ADS GLOBAL INVEST

INSTITUTIONAL PRESENTATION

ADSGI Deal Engine

Turning a need into a structured transaction. — ADSGI Doctrine.

An advisory firm operating upstream of banks, investors and institutions. A file does not advance through need, but through the quality of its structuring.

DECISION QUALITY DETERMINES EXECUTION QUALITY.

Information · Documentation · Structuring · Decision · Transaction · Closing

Why files stall

Six recurring causes of blockage — each neutralised by the ADSGI Deal Engine.

01

Poorly qualified need

The need is expressed without scope or usable framing.

02

Scattered information

Items exist but form no readable whole.

03

No structuring

No financial architecture supports the request.

04

Non-decision-grade file

The decision-maker lacks the elements to assess it.

05

Documentary friction

Back-and-forth, versions and inconsistencies slow the review.

06

No steering

No one moves the file from one step to the next.

Need alone creates no transaction

An expressed need decides nothing. ADSGI turns it into a structured, financeable file.

NEED ALONE

✕ **Decides nothing**
An expressed need triggers no decision.

✕ **Does not advance**
Without structuring, the file stays at a standstill.

✕ **Not financeable**
No decision-maker assesses an undocumented request.

STRUCTURED ADSGI FILE

01 Qualified
Need, scope and capacity framed and verified.

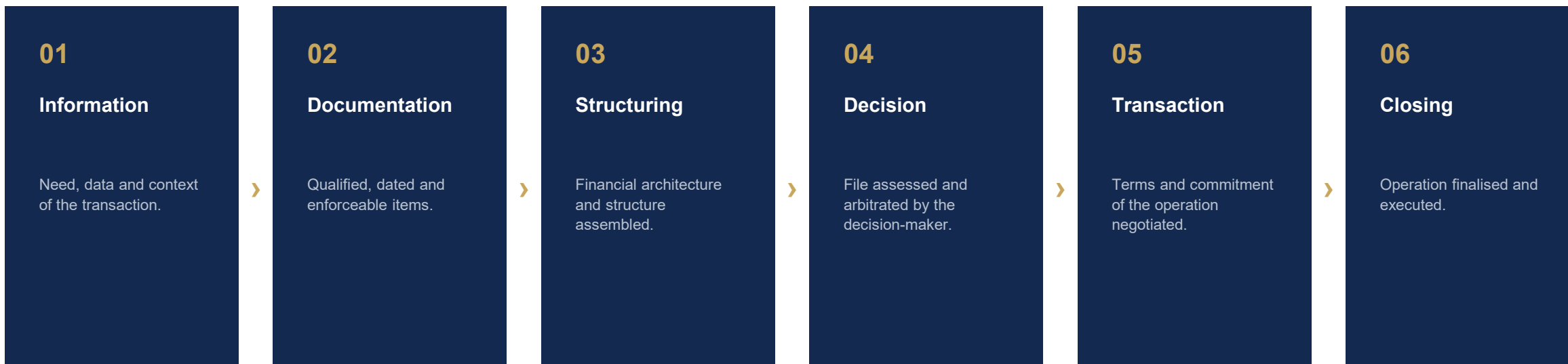
02 Structured
Financial and documentary architecture assembled.

03 Decision-grade
File ready to be assessed by a committee.

04 Transactional
File carried through to closing.

ADSGI Deal Engine

From information to closing: six steps that move the file forward.



DOCTRINE

DECISION QUALITY DETERMINES EXECUTION QUALITY.

Qualification

Framing the need before any structuring.

01

Qualification

*The need framed, measured and verified
before any structure.*

**DECISION QUALITY DETERMINES
EXECUTION QUALITY.**

01

Need

Purpose, amount and aim of the transaction established.

02

Scope

Entities, assets and stakeholders identified.

03

Capacity

Repayment and carrying capacity verified.

04

Feasibility

Economic soundness of the transaction tested.

05

Risks

Control points and areas of caution identified.

06

Eligibility

Conformity with the decision-maker's framework confirmed.

Structuring

Building the structure that makes the operation financeable.

02

Structuring

The structure assembled along six structuring parameters.

**DECISION QUALITY DETERMINES
EXECUTION QUALITY.**

01

Structure

Financial architecture of the operation defined.

02

Debt

Debt level derived from debt-service capacity.

03

Guarantees

Security and support of the file organised.

04

Schedule

Term, rate and amortisation of the debt calibrated.

05

Covenants

Undertakings and steering ratios set.

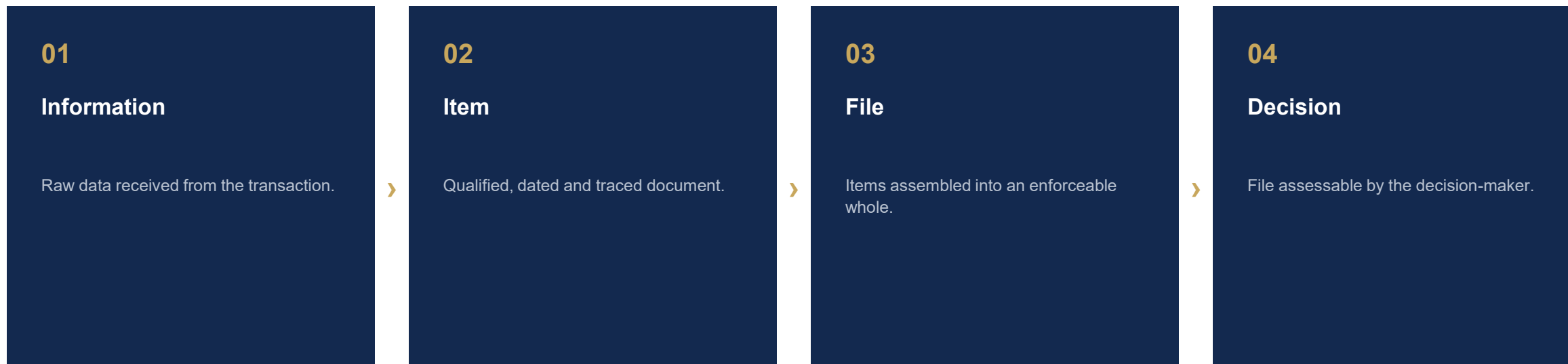
06

Consistency

Overall concordance of the structure verified.

Governed documentation

From raw data to a decision-grade file: the ADSGI documentary chain.



DOCTRINE

DECISION QUALITY DETERMINES EXECUTION QUALITY.

ADSGI Documentary Governance

Six rules that guarantee the file's enforceability.

01

Single version

One source of truth per file.

02

Traceability

Origin, date and author of each item established.

03

Quality control

Form, substance and accuracy of each item verified.

04

Enforceability

Each item defensible before a demanding third party.

05

Documentary authority

A single responsibility over the file.

06

Updates

Controlled, dated and versioned changes.

Institutional Presentation

Five institutional deliverables, calibrated to the decision-maker.

01

One Pager

The transaction in one page,
ready for the decision-maker.



02

Executive Summary

Concise, enforceable
decision-grade synthesis
note.



03

Diagnostic

Strengths, risks and control
points documented.



04

Committee

Complete file at credit-
committee standard.



05

DealRoom

Structured documentary
space with governed access.

DOCTRINE

DECISION QUALITY DETERMINES EXECUTION QUALITY.

Execution of the operation

From the decision-grade file to closing: ADSGI conducts execution.

01

Decision

The decision-maker assesses the file and decides.



02

Transaction

Terms and commitment of the operation negotiated.



03

Closing

Operation finalised, secured and executed.

INTERLOCUTORS

BANKS · INVESTORS · INSTITUTIONS · FAMILY OFFICES

Why the Deal Engine moves a file forward

Six direct effects of the Deal Engine on the operation's progress.

01

A file that advances

Each step brings the operation closer to closing.

02

Reduced friction

Fewer back-and-forths, fewer versions, fewer stops.

03

Faster decision

The decision-maker assesses a structured file faster.

04

Controlled risk

Control points handled ahead of the decision.

05

Institutional credibility

A file at the standard the decision-maker expects.

06

Secured transaction

From need to closing, without breaking the chain.

Before ADSGI / After ADSGI

The same need, transformed: from a blocked file to a conducted transaction.

BEFORE ADSGI

- ✗ Need expressed without framing
- ✗ Scattered information
- ✗ No structuring
- ✗ Non-decision-grade file
- ✗ Permanent documentary friction
- ✗ Blocked or stalled file

AFTER ADSGI

- ✓ Qualified, framed need
- ✓ Governed documentation
- ✓ Structured, financeable design
- ✓ Decision-grade file
- ✓ Reduced friction
- ✓ Transaction conducted to closing

Institutional point of access

Response within 48 business hours · NDA prior to any file sharing.

ADS Global Invest SASU

An advisory firm operating upstream of banks, investors and institutions.

Samer Maarouf

President — ADS Global Invest

› Need qualification

› Financial structuring

› Decision-grade file

› DealRoom

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CONCLUSION

Decision quality determines execution quality.

A structured file turns a need into a transaction conducted to closing.

INFORMATION · DOCUMENTATION · STRUCTURING · DECISION · TRANSACTION · CLOSING

Arrange a confidential meeting