ADSGI

ADS GLOBAL INVEST

INSTITUTIONAL PRESENTATION

ADSGI Decision Architecture

From repayment capacity to admissible debt

An advisory firm operating upstream of banks, investors and institutions. The quality of a decision depends on the quality of its preparation.

DEBT IS NO LONGER AN INPUT. DEBT BECOMES AN OUTPUT.

Preliminary diagnosis · Decision architecture · Bankability Engine · DSCR · Admissible debt · Structuring · Institutional presentation

Why financing requests fail

Six recurring causes of rejection — all addressed upstream by the ADSGI decision architecture.

01

Need stated before analysis

The amount is fixed before any cash-flow study. The request precedes real repayment capacity.

02

Undemonstrated cash flows

Revenues, rents or EBITDA insufficiently documented. Repayment capacity is not established.

03

No DSCR

No debt coverage ratio presented. Debt-service sustainability remains unverifiable.

04

Inconsistent collateral

Security unsuited, insufficient or disconnected from the transaction's real risk level.

05

Insufficient documentation

File not prepared to credit-committee standard: missing or inconsistent items.

06

No banking perspective

The file is not read against a lender's decision grid. Risk is neither mapped nor covered.

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The approach error that triggers rejection

Reversing the logical order: the right sequence starts from cash flows, never from the need.

WRONG APPROACH

Need

The amount is set first

↓

Money hunt

A lender is sought to cover it

↓

Rejection

Capacity not demonstrated

ADSGI APPROACH

Cash flows

Revenues & cash flows documented

↓

Capacity

DSCR and coverage established

↓

Admissible debt

Amount derived from capacity

↓

Financing

Bankable, executable file

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The ADSGI Decision Architecture

Repayment capacity determines admissible debt — never the other way around.

01
Revenues
Contracted and secured cash flows

❯

02
NOI
Normalized net operating income

❯

03
Target DSCR
Prudent debt coverage threshold

❯

04
Admissible debt
Sustainable borrowing capacity

❯

05
Structuring
Tenor · security · legal architecture

❯

06
Financing
Presented and executable file

DOCTRINE

DEBT IS NO LONGER AN INPUT. DEBT BECOMES AN OUTPUT.

How a bank actually reads a file

The decision follows an invariable grid: from cash flow through to the credit decision.

01

Cash flows

The bank first verifies the reality and stability of cash flows.

❯

02

Debt coverage

DSCR measures the margin between cash flows and debt service.

❯

03

Risk

Risk mapping, security and stress scenarios.

❯

04

Decision

GO / NO GO / conditions — based on coverage, never on the need.

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ADSGI Bankability Engine

A transformation engine: from economic inputs to structured, presentable debt.

INPUTS

- **Revenues**
- **Rents**
- **EBITDA**
- **Contracts**
- **Secured flows**

BANKABILITY ENGINE

Normalization · target DSCR · capacity · structuring

OUTPUTS

- **Sustainable debt**
- **Tenor**
- **Security**
- **Structuring**
- **Banking presentation**

COMMITTEE READY FILE

DSCR — the ratio that decides the financing

Debt Service Coverage Ratio: the central measure of debt sustainability.

$$\text{DSCR} = \frac{\text{NET OPERATING INCOME (NOI)}}{\text{DEBT SERVICE (principal + interest)}}$$

DSCR > 1.20

ADSGI PRUDENT THRESHOLD

DSCR < 1.00

Cash flows do not cover debt service. Transaction not financeable as is.

DSCR = 1.00

Strict balance, no safety margin. Risk deemed high by the lender.

DSCR > 1.20

Comfortable coverage margin. The threshold ADSGI uses for sustainable debt.

Admissible debt — capacity before need

The financeable amount is derived from repayment capacity, not from the stated need.

The bank looks at capacity, never at the need alone.

✓ Cash flows

Real, contracted and documented revenues and cash flows.

✓ Risk

Mapping, stress scenarios and quality of security.

✓ Coverage

The DSCR and the debt-service safety margin.

What the bank never finances: a need not backed by demonstrated capacity.

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ADSGI structuring across four pillars

A complete architecture that makes the transaction financeable, compliant and executable.

01
Legal

Entity architecture, security, contracts and documentary enforceability.

02
Financial

Cash-flow modeling, DSCR, admissible debt, tenor and conditions.

03
Documentary

File built to credit- and investment-committee standard.

04
Operational

Coordination of parties, compliance, traceability and execution.

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From project to committee decision

The structured file clears every stage of the institutional decision.

01
Project
Initial need and intent of the transaction.

❯

02
File
Structured, documented and enforceable file.

❯

03
Committee
Banking review against the decision grid.

❯

04
Decision
GO / conditions — financing committed.

❯

05
Execution
Coordination of parties through to settlement.

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Why this method works

Six reasons that turn an uncertain request into a financeable file.

01

Reversed logic

Debt follows real capacity — the order every lender follows.

02

Demonstrated DSCR

Sustainability is proven with figures, not merely asserted.

03

Mapped risk

Security, compliance and stress scenarios anticipate committee questions.

04

Enforceable file

Documentation to credit-committee standard, traceable and auditable.

05

Native banking read

The file is written in the lender's decision language.

06

Coordinated execution

From structuring to settlement, each step yields a deliverable.

The value created by the decision architecture

The same file, transformed: from a fragile request to a decision-ready asset.

BEFORE ADSGI

- ✕ Need set before analysis
- ✕ Undemonstrated cash flows
- ✕ No DSCR
- ✕ Inconsistent collateral
- ✕ Non-enforceable file
- ✕ Rejection or degraded terms

AFTER ADSGI

- ✓ Capacity established before amount
- ✓ Modeled and documented cash flows
- ✓ Target DSCR > 1.20 demonstrated
- ✓ Security aligned with risk
- ✓ File to credit-committee standard
- ✓ Admissible, financeable, executable debt

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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

- › Preliminary diagnosis
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CONCLUSION

Debt becomes an output.

A rigorous decision architecture turns a need into executable financing.

DEBT IS NO LONGER AN INPUT. DEBT BECOMES AN OUTPUT.

Arrange a confidential meeting