# ADSGI

ADS GLOBAL INVEST

PROPRIETARY METHODOLOGY

## The ADSGI method

*From preliminary analysis to coordinated execution. A standardized institutional sequence, from diagnostic to closing.*

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

Diagnostic · Structuring · Documentation · Compliance · Presentation · Execution · DealRoom · Proprietary methodology

# Why a method?

*An unstructured file fails. A sequenced method makes it financeable and executable.*

APPROACH 01

## WITHOUT A METHOD

Improvised file, missing documents, unidentified risks. Premature presentation. Frequent rejection, with no clear diagnosis of the cause.

APPROACH 02

## ADSGI METHOD

Standardized sequence: diagnostic, structuring, documentation, compliance, presentation, execution. Each step produces an enforceable deliverable.

OUTCOME

## ENFORCEABLE FILE

A financeable, executable and presentable file, built to credit- or investment-committee standards.

**The method turns a raw file into a decision-ready asset: the difference is measured in success rate.**

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# The ADSGI method in six steps

*A proprietary, standardized and repeatable sequence: each step produces an enforceable deliverable.*

### 01 Diagnostic

Decision qualification: GO / NO GO / STRUCTURABLE

### 02 Structuring

Financial, legal and documentary architecture

### 03 Documentation

File built to committee standards

### 04 Compliance

KYC, AML, UBO and risk mapping

### 05 Presentation

File presented after full preparation

### 06 Execution

Mandate, term sheet, closing and settlement

**DOCTRINE**

**A METHOD, NOT A PROMISE. EACH STEP PRODUCES AN ENFORCEABLE DELIVERABLE.**
The file is presented only after full preparation. From diagnostic to execution, without breaking traceability.

**An institutional sequence where each step conditions the next, from diagnostic to settlement.** **Arrange a confidential meeting**

# The ADSGI diagnostic

*The first step of the method: a structured, enforceable decision qualification.*

The diagnostic analyzes the transaction before any structuring. It establishes whether the file is admissible, structurable, financeable and executable, and produces an enforceable committee-format decision.

**A structured, non-rephrasable diagnostic note conditions the rest of the method.**

### FOUR QUESTIONS

- Is the file admissible?
- Is the file structurable?
- Is the transaction financeable?
- Is the transaction executable?

### GO

Admissible and structurable file: the method unfolds.

### NO GO

File not admissible as is: reasoned, enforceable decision.

### STRUCTURABLE

Financeable under conditions: structuring required.

**A clear decision qualification: GO / NO GO / STRUCTURABLE, before any commitment.**

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# Structuring the transaction

*Five dimensions analyzed to propose a financeable, executable architecture.*

**Assets › Flows › Collateral › Risk › Objective**

### 01 Assets

Nature, quality and liquidity of the underlying assets.

### 02 Flows

Revenues, costs and operating cash flows modeled.

### 03 Collateral

Available sureties, pledges and guarantees.

### 04 Risk

Reading of the five families of structural risk.

### 05 Objective

Financing target and constraints of the transaction.

**Five dimensions analyzed, one architecture proposed: financeable, documented and executable.**

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# Institutional documentation

*From raw information to an enforceable file, ready for banks and investors.*

**01**
**Information**
Collection and qualification of transaction data

**02**
**Documents**
Verified, dated and traceable documents

**03**
**Bank file**
Built to credit-committee standards

**04**
**Investor file**
Investment-committee and family-office format

**05**
**DealRoom**
Structured, access-controlled documentary space

**06**
**Controlled distribution**
Controlled versions and enforceable traceability

DOCTRINE

**EVERY DOCUMENT IS DATED, VERIFIED AND ENFORCEABLE.**
Document governance guarantees traceability. A file ready for committee, without rephrasing.

**From raw information to the DealRoom: traceable, enforceable and reusable documentation.**

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# Compliance and risk control

*Five institutional controls applied before any presentation of the file.*

**KYC › AML › UBO › Risks › Control**

**01**
### KYC
Identification and verification of the parties to the file.

**02**
### AML
Anti-money-laundering control and source of funds.

**03**
### UBO
Identification of the actual ultimate beneficial owners.

**04**
### Risks
Mapping of the five families of structural risk.

**05**
### Control
Verification of documentary completeness and enforceability.

**No presentation without full compliance: the file is enforceable before distribution.**

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# Presentation to decision-makers

*The file is presented only after full preparation, to the relevant decision-makers alone.*

### Banks

File built to credit-committee standards, ready for review.

### Family Offices

Structured, documented patrimonial file, presentable in institutional format.

### Investors

Investment file prepared for funds and qualified investors.

### Institutions

File compliant with institutional and regulatory requirements.

### Credit committee

Verified, dated and traceable documents at committee level.

### Investment committee

Investment thesis, risks and flows modeled and documented.

**The file is presented only after full preparation, never before.**

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# Coordinated execution

*From letter of intent to settlement: milestone-based, traceable execution.*

**01**
**LOI**
Letter of intent formalizing the parties' interest

**02**
**Mandate**
ADSGI engagement framework on the transaction

**03**
**NDA**
Confidentiality agreement prior to disclosure

**04**
**Term Sheet**
Indicative terms negotiated between parties

**05**
**Closing**
Signing and lifting of conditions precedent

**06**
**Settlement**
Execution and coordinated settlement of flows

**DOCTRINE**

**MILESTONE-BASED EXECUTION, FROM LOI TO SETTLEMENT.**
ADSGI coordinates the parties through to completion. Each milestone is documented and enforceable.

**Operational coordination secures the schedule, conditions precedent and settlement.**

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# ADSGI deliverables

*Enforceable, documented and reusable outputs at every step of the method.*

### 01 One Pager

One-page institutional summary: positioning, transaction and key points.

### 02 Methodology guide

Detailed presentation of the ADSGI sequence and documentary standards.

### 03 Institutional presentation

FR / EN reference document, compatible with website, Europages and LinkedIn.

### 04 Executive Summary

Committee-format summary note, enforceable and non-rephrasable.

### 05 Diagnostic note

Structured decision qualification: GO / NO GO / STRUCTURABLE.

### 06 DealRoom

Structured, access-controlled documentary space for banks and investors.

**Each step of the method produces a documented, traceable deliverable, reusable in the DealRoom.**

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# Why deals fail

*The real reasons a file fails before a bank, an investor or an institution.*

### 01 No qualification

No preliminary analysis: the file is presented without a GO / NO GO / STRUCTURABLE decision.

### 02 Missing or inadequate structuring

Financial, legal or documentary architecture incompatible with the targeted financing.

### 03 Incomplete documentation

File not built to credit- or investment-committee standards.

### 04 Unmapped risks

No structured risk reading and no enforceable documentary control.

### 05 Insufficient compliance

Incomplete KYC, AML or UBO: the file is blocked before any review.

### 06 Premature presentation

File presented before full preparation: the first impression is compromised.

**A rejected file is often a poorly structured file, not a non-financeable project.**

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# Why the ADSGI method works

*Six levers that turn a raw file into a presentable, decision-ready asset.*

### 01
**Qualification**

GO / NO GO / STRUCTURABLE decision from the outset.

### 02
**Structuring**

Financial, legal and documentary architecture.

### 03
**Governance**

Version control and documentary traceability.

### 04
**Compliance**

KYC · AML · UBO · risk mapping.

### 05
**Documentation**

File built to committee standards.

### 06
**Execution**

Mandate · term sheet · closing · settlement.

**A sequenced, enforceable method: each lever secures the next decision.**

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# ADSGI method use cases

*The same institutional sequence, applied to six families of transactions.*
Illustrative use cases only. ADSGI may intervene in other structuring, transaction and sourcing assignments depending on the characteristics of the file.

### 01 Financing

Private, senior and mezzanine debt and structured financing built to committee level.

### 02 Trade Finance

Structuring and securing of banking and international documentary flows.

### 03 SBLC / LC / DLC

Banking documentary instruments structured to standards and SWIFT messaging.

### 04 Investors

Investment files prepared for funds, family offices and qualified investors.

### 05 Real Estate

Acquisition, disposal and financing of professional real estate assets through to closing.

### 06 Commodity & Sourcing

Commodity transactions: provenance, documentation, inspection and settlement.

**A single method, applied to every asset class, from diagnostic to settlement.**

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# Institutional point of access

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

## ADS Global Invest SASU

Financial structuring, transaction and sourcing advisory firm.


### Samer Maarouf

President — ADS Global Invest


- Submit a file
- Request a preliminary analysis
- Arrange a confidential meeting

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