



MZ INVESTMENTS

CORPORATE BROKING

AUGUST 2023

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BACKGROUND

- **MZ Investments** was established in January 1999 by Martin Zahra who is an Executive Director and the Chief Executive Officer of the company.
- The firm grew steadily over the years and today is made up of around 30 employees who are dedicated on providing tailored income-generating investment solutions on an advisory and discretionary basis. MZ Investments is also a member of the Malta Stock Exchange and an Enrolled Tied Insurance Intermediary for MAPFRE MSV Life p.l.c.
- Our objective is to assist clients achieve their financial ambitions by offering the appropriate investment solutions in accordance with their individual objectives, requirements, risk profile, and time horizon.
- Our committed approach pays a lot of attention to the level service that we provide, reflecting the company's boutique-style business model which consistently demands a personalised focus on clients' financial needs.
- We take pride in our reputation built over the years and the trust that numerous individuals, institutional investors, and other stakeholders continuously place in us. In return, we are truly committed to delivering on our credo, which also embraces important considerations for our role in society.

CORPORATE BROKING

- As part of its evolution, in late 2019, MZ Investments increased its presence in the local capital market through the setting up of a **Corporate Broking** arm. This is steered by Evan Mohnani and Josef Cutajar.
- Evan has 25 years of experience in corporate broking during which he raised well over €2 billion in capital for a wide spectrum of companies registered in Malta operating in various economic sectors such as energy, financial services, health care, hospitality, infrastructure, real estate, retail, technology, telecoms, and transportation. Evan is also an investment advisor and a certified public accountant.
- Josef is a seasoned financial analyst with a strong background in banking, specialising in the areas of corporate finance and valuation, investment research and analysis, financial modelling, investor relations, and the local capital market at large.
- Throughout their careers, Evan and Josef established a robust network with key market players including the Malta Financial Services Authority; the Malta Stock Exchange (“MSE”); institutional and professional investors; stockbroking, audit, and legal firms; as well as other professional bodies.

SERVICES

➤ The services offered by **MZ Corporate Broking** are:

- **Capital raising**

This involves assisting companies seeking to raise capital through initial public offerings, rights issues, or placements. This service also includes advising on the type, structure, timing, and pricing of the capital raising, as well as the coordination of the overall process that leads to capital being raised and/or listing obtained.

- **Research**

Ahead of any capital raising exercise or major corporate action (such as merger and acquisition activity, or spinoff), extensive work is done with a view of ensuring that the corporate entity has the right credentials, organisation, and strategy in place for securing a feasible and successful outcome that lasts for many years. In this respect, our analysis looks at various aspects of the prospective capital raising exercise or corporate action, including the underlying dynamics of the local capital market; investor appetite and sentiment; macroeconomic forces; as well as the distinct characteristics, competitive landscape, and prospects of the market in which the corporate entity operates in.

- **Treasury management**

Comprises offering investment solutions that optimise liquidity and cash flows in support of the overall financial objectives of the corporate entity.

SERVICES

- **Corporate governance and compliance**

A lot of importance is placed on providing the necessary guidance for companies to adhere to all obligations in line with prevailing legislation, regulatory requirements, listing policies, as well as financial reporting and disclosures. This also includes the compilation of Financial Analysis Summary reports on an annual basis for eligible companies, which would contain financial forecasts and other matters related to strategy and governance.

- **Investor relations**

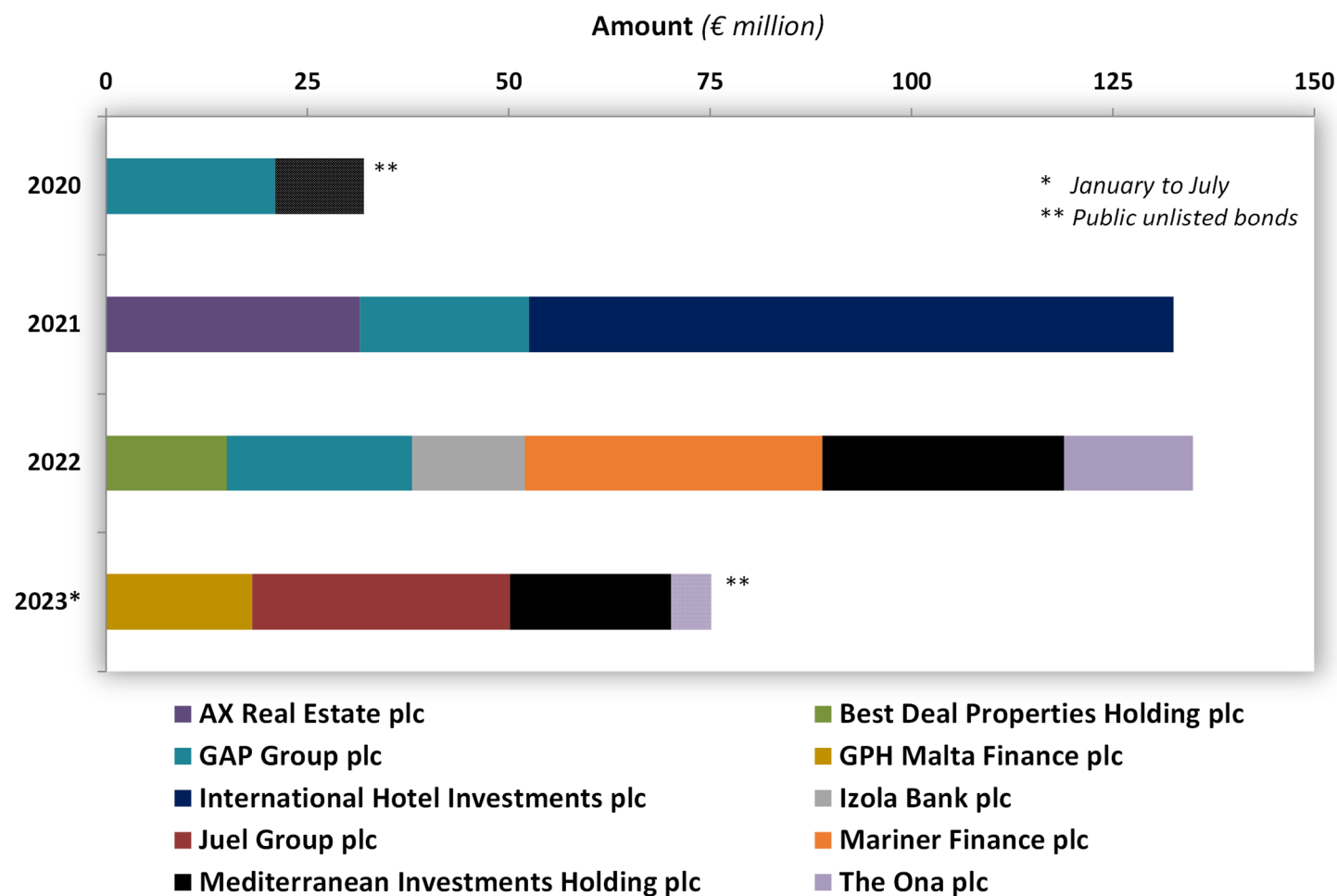
Insight is provided on how best a corporate entity can maintain a healthy, ongoing, and long-lasting relationship with market participants including regulatory authorities, existing and potential investors, stockbroking firms, as well as other interested players. This often entails providing support in the presentation of financial information during analyst meetings, other direct communication with market participants, as well as advice in the formulation and upkeep of the companies' online investor relations platform.

- **Dealmaking**

This involves providing access to and/or facilitating the process of negotiation and execution of deals and investments that would typically take different forms depending on the nature of the business transaction. Assistance is also provided in the specific structuring of the deal, including terms and conditions, due diligence, valuation, as well as financing, legal and regulatory considerations.

CAPITAL RAISING

- Since 2020, **MZ Corporate Broking** raised nearly €375 million in capital, comprising of debt and equity listed on the MSE, as well as public unlisted bonds.



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WHY CHOOSE Us?

➤ **MZ Corporate Broking** is one of the leading players in the local capital market. Our success to date is based on our core strengths, including:

- Long-standing experience.
- Excellent reputation and track record.
- Deep-rooted expertise in financial matters.
- Extensive knowledge about Malta's key economic sectors.
- Strong industry relationships and network.
- Comprehensive and customisable suite of services.
- Access to various forms of capital.
- Focus on the Maltese capital market with a sizeable share of the market.
- Robust corporate governance and risk management framework.
- Ethos that prioritises long-term, sustainable business relationships built on trust.

CONTACT DETAILS

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