

# Mergers & Acquisitions / Advisory




Investment of Significant Shareholding in BIL Foods (Master Franchisee of Fatburger in Pakistan)

*Sole Financial Advisor*

Ongoing




Divestment of Minority Stake Martin Dow Pharmaceuticals Limited

*Sole Financial Advisor*

Ongoing




Advisory to Pakistan Refinery Limited on USD 400mn Capital Raising for Diesel Hydro Desulphurisation Upgrade

*Joint Lead Financial Advisor*


Ongoing




Advisory to the Lahore Development Authority for 4 Roads Project under PPP

*Sole Financial Advisor*

Ongoing




Strategic Acquisition Advisory National Foods Limited

*Sole Financial Advisor*

2013




Strategic Acquisition Advisory of Chevron Pakistan Limited

*Sole Financial Advisor*

2013




Financial Advisory for the Economic Revitalization of KP & FATA through a grant from Multi Donor Trust Fund operated by the World Bank

*Investment Roadshows Manager*

2013




Strategic Advisory Services Buddoo & Bundal Islands

*Joint Lead Financial Advisor*

2013




Valuation of Real Estate Investments Al Hamra Avenue & Al Hamra Hills

*Sole Financial Advisor*

2013



US\$ 10mn



Divestment of Stake by Financial Institution Sponsors

*Sole Financial Advisor*

2013




REIT Advisory

*Sole Financial Advisor*

2013



US\$ 0.5mn



Divestment of UK's CDC Group (Development Finance Institution) Minority Stake in Nimir Chemicals

*Sole Financial Advisor*

2012




Strategic Advisory Services for a Tourism Project

*Sole Financial Advisor*

2012




Strategic Advisory Services Haleeb Foods Limited

*Sole Financial Advisor*

2012



US\$ 10mn



Divestment of Knightsbridge Chemicals Complete Shareholding in NIMIR Chemicals Pakistan Limited

*Sole Financial Advisor*

2011




Acquisition by Pakistan State Oil of 30% Stake in Pakistan Refinery Limited

*Sole Financial Advisor*

2011




Divestment of Gray Mackenzie Restaurants International (Cupola Group) Majority Stake in KFC Pakistan

*Sole Financial Advisor*

2011



US\$ 3mn



Divestment of Knightsbridge Chemicals Complete Shareholding in NIMIR Industrial Chemicals via Management Buy-Out

*Sole Financial Advisor*

2011



US\$ 25.2mn



Sale of Majority Stake in MyBank to Summit Bank

*Sole Financial Advisor*

2011



US\$ 250mn



Financial Restructuring

*Sole Financial Advisor*

2011



US\$ 2mn



Sale of Maskatiya Group's 100% Stake in Maxcom Broadband Internet to Pakistan Telecommunications Company

*Sole Financial Advisor*

2010




Strategic Divestment Advisory Millat Tractors Limited

*Sole Financial Advisor*

2010



US\$ 18.5mn



Advisory to Martin Dow for Acquisition of Roche Pharmaceutical Pakistan Assets

*Sole Financial Advisor*

2010




Strategic Acquisition Advisory Pakistan Telecommunications Company Limited

*Sole Financial Advisor*

2010



US\$ 72mn



Advisor to Al Baraka Bank (Pakistan) for Acquisition & Merger with Emirates Global Pakistan

*Sole Financial Advisor*

2010




Business Plan Development Pakistan International Airline Corporation

*Financial Advisor*

2010



JAMIL MEMON FARMS

Feasibility Study & Business Plan for Dairy Farming

*Financial Advisor*

2010





Strategic Advisory Services Knightsbridge Chemicals

*Financial Advisor*

2009




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Strategic Advisory Services on Economic Value Add of Energy Subsidiaries to Attock Group

*Financial Advisor*

2009





Strategic Advisory Services

*Sole Financial Advisor*

2009






Advisor to Getz Pharma for the Acquisition of Bristol Myers Squibb Pakistan

*Financial Advisor*

2008



US\$ 163mn



Sale of Majority Stake to Consortium of International Finance Corporation, Nomura & Bank Muscat S.A.O.G.

*Lead Financial Advisor*

2008




Privatization of SME Bank Ltd

*Sole Financial Advisor*

2008




Business Plan & Transaction Support Services Al Baraka Bank (Pakistan)

*Sole Financial Advisor*

2008




Strategic Divesment Advisory

*Sole Financial Advisor*

2007




REIT Advisory House Building Finance Corporation

*Sole Financial Advisor*

2007




Feasibility Study Karachi Financial Towers Development Project

*Financial Advisor*

2007




Strategic Acquisition Advisory Bestway Group for Pak American Fertilizer Limited

*Sole Financial Advisor*

2006




Strategic Advisory Services Landmark Developers for Beverly Center Commercial Real Estate Project

*Sole Financial Advisor*

2006





Advisor to Crescent Group for the Acquisition of Pakistan PTA Limited

*Sole Financial Advisor*

2005



US\$ 2.6bn



Etisalat's Acquisition of a 26% Strategic Stake in Pakistan Telecommunications Company Limited

*Sole Financial Advisor*


2005




Strategic Acquisition Advisory Abraaj Capital for 51% stake in National Refinery Limited

*Sole Financial Advisor*

2005

Strategic Acquisition Advisory Crescent Group for Lakhra Power Generation Company & Lakhra Coal Development Company

*Sole Financial Advisor*


2005




Strategic Advisory Services Sui Southern Gas Company

*Financial Advisor*


2004

Feasibility Study for Telekom Malaysia on Optical Fiber Backbone in Pakistan

*Financial Advisor*


2004




Strategic Restructuring Advisory Pakistan Telecommunications Company Limited

*Financial Advisor*


2004

Advised Government of Pakistan on Deregulation of Telecom Sector

*Joint Financial Advisor*

2004





Strategic Acquisition Advisory Crescent Group for Acquisition of 76% stake in Faisalabad Electric Supply Company

*Sole Financial Advisor*

2003





PICIC's Acquisition of SEMF Funds

*Financial Advisor*

2003




US\$ 5.2mn

PICIC's Acquisition of Investment Corporation of Pakistan Mutual Funds

*Sole Financial Advisor*

2002




Strategic Acquisition Advisory Major European Consortium for Pak Arab Fertilizer Limited

*Sole Financial Advisor*

2001





Advisor to Dawood Leasing for Acquisition of Stake in Guardian Modaraba Management Limited

*Sole Financial Advisor*

1999





Strategic Acquisition Advisory for Karachi Electric Supply Company

*Financial Advisor*

1998




Divestment of a 26% Strategic Stack in 880 MW Jamshoro Power Company

*Joint Financial Advisors*

1997





Advisor to Norsk Hydro for Acquisition of Pak Arab Fertilizer Limited

*Sole Financial Advisor*

1997





Privatisation Study for The Overseas Economic Cooperation Fund, Japan

*Financial Advisor*

1997




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Restructuring of Wah Cement  
Army Welfare Trust

*Financial Advisor*  
1997



Buy-Side Equity Valuation of  
First Women Bank Limited

*Sole Financial Advisor*  
1996



US\$1.58bn



Sale of a 26% Strategic Stake  
in Kot Addu Power Company

*Joint Lead Financial Advisors*  
1996



US\$ 15.5mn



Sale of a 26% Strategic Stake in  
Bankers Equity Limited

*Joint Lead Financial Advisors*  
1996



Valuation Study of  
Potential Acquisition Target for  
Lever Brothers Limited

*Financial Advisor*  
1994




Strategic Advisory Services  
Kohinoor Edible Oil Limited

*Financial Advisor & Underwriter*  
1994



Strategic Advisory Services  
ICI PowerGen Pakistan

*Financial Advisor*  
1994



Privatisation of  
Pakistan National Shipping  
Corporation

*Joint Financial Advisor*  
1993

