

ID Investments & Restructurings

Service offer



inspiring 
development

2020

managing
financial
institutions



A division of inspiring development

The company

We are a specialized management consulting company for banks and microfinance institutions (MFIs) operating in developing countries and emerging markets.

Key facts

Founded in 2014 by former senior executives with bank and holding company experience

Team: 50+ permanent staff

Central office located in Frankfurt, with regional teams on three continents

Service divisions:

-  Investments & Restructurings
-  Management Services
-  Banking for MSMEs
-  Finance & Financial Risk Management

Proven track record including more than 200 assignments in 40 countries for financial institutions and their investors

ID Investments & Restructurings

We provide investor solutions for investment preparation, performance enhancement and workout.

Our team

Experienced professionals who combine:

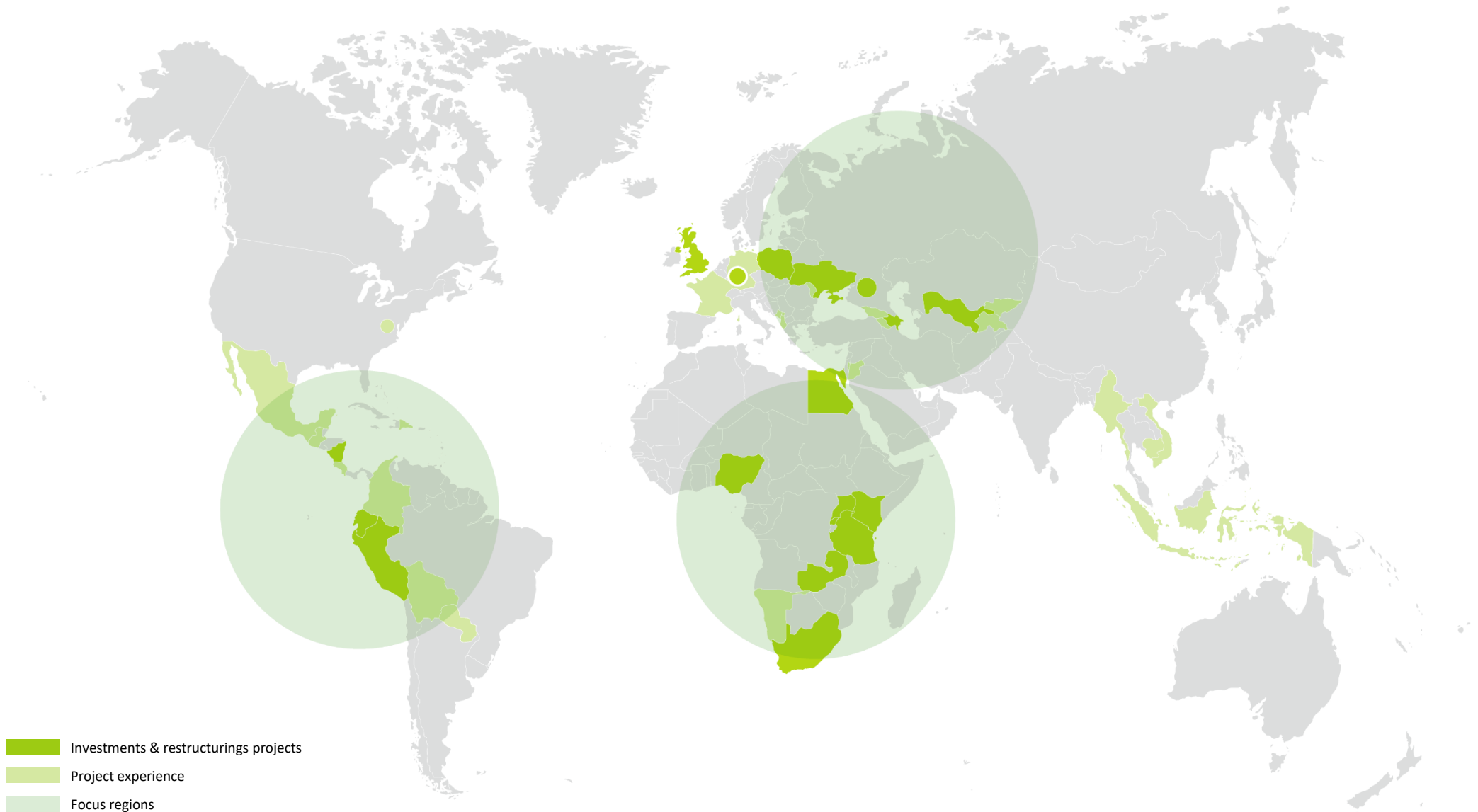
- a highly analytical approach and a deep understanding of the operational reality of banks and MFIs
- conceptual strength and regional experience

Our services

- **Due diligence support** in preparation for debt or equity transactions
- Comprehensive **financial restructuring** package for financial institutions, including turnaround support and management services

Our strengths

- Availability at short notice – Our team is readily available to meet tight timelines
- Focus on core issues – We filter out relevant issues from secondary aspects
- Clear judgement – We not only observe, but actively support decision-making





Support for new investments

Select from different levels

Level

1

Portfolio data analysis (ID Analyzer)

- Comprehensive portfolio report
- Identification of hidden restructuring and other issues in the portfolio
- Expected credit loss calculation
- Vintage analysis

Level

2

Portfolio valuation and review of credit risk management

- Portfolio data analysis (Level 1), plus:
- Sample review of client loan exposures
- Review and assessment of key lending processes and underwriting

Level

3

Institutional review

- Portfolio valuation and review of credit risk management (Level 2), plus:
- Review of other selected operational areas (e.g. deposit attraction), or
- Full institutional review
- Observations and recommendations

We support the preparation of debt or equity investments in **MFIs and commercial banks** in difficult operating environment.

Our support

- adding **capacity and support** during regular due diligences
- providing **additional comfort** in challenging investment cases
- supporting the assessment of **specific operational areas**.

We concentrate on material and relevant factors, thus providing a **focused description** and analysis of **the key issues at hand**.

We can scale our engagement depending on the required depth of analysis.



Financial restructuring

Service

Comprehensive financial restructuring package and accompanying implementation support, based on in-depth institutional review and assessment.

Analysis

- **Review of strategy and business operation**
In-depth review of the institution's strategy, lending and retail operations
- **Financial due diligence**
Review and validation of the institution's financials and analysis and assessment of past & current performance
- **Review of financial projections**
Critical review or development of business plans and financial projections
- **Credit risk**
Assessment of the client analysis and methodology, standard operating procedures, capacity, products, etc.
- **Loan portfolio valuation**
Portfolio analysis, provisioning and ECL, as well sample review of individual loans
- **Equity valuation**
Valuation of the institution's equity

Restructuring support

- **Restructuring proposal**
(Debt) restructuring proposal as a basis for negotiations among the stakeholders

- **Strategy revision / adjustment**
- Revised business strategy accompanied with financial projections
- **Required accompanying measures**
Detailed overview of practical accompanying measures and implementation plan to ensure successful turnaround implementation
- **Support for negotiations**
Active participation in negotiations to reach amicable solutions

Other services

- **Monitoring**
To ensure full implementation of the restructuring agreement and the revised strategy
- **Turnaround support**
For the implementation of key accompanying measures required for turnaround
- **Management services**
Overall management or secondment of key managers as a means of ensuring successful turnaround
- **Wind-down**
Close monitoring or active management of winding-down operations
- **Equity fronting**
Liaising with main shareholders on behalf of investors and acting as their representative on boards

Deliverables

- In-depth assessment of the institution and its financials, strategy and business plan as well as an understanding of key drivers, critical success factors and key risks and limitations.
- Restructuring proposal with a revised business strategy and accompanying financial projections, turnaround support, monitoring, management services, etc.

Approach

- Data analysis, meetings and interviews with management and key personnel at HQ and branch level, file review, client visits and branch visits. Combination of on-site and off-site analysis.



Contacts and further information

Ardian Salihu



Senior Banker

salihu@inspiring-development.com

+44 754 76 067 39

Stephan Boven



Managing Partner

boven@inspiring-development.com

+49 152 327 300 17

**Please contact us for additional information.
We will be glad to discuss your specific
requirements.**

Support for new investments

- Package deals and framework agreements
- Individual quote based on the scope, characteristics of the investee and investor needs
- Range of services:
 - Portfolio data analysis (ID Analyzer)
 - Portfolio valuation and review of credit risk management
 - Institutional review

Financial restructuring

- Individual package of services depending on the scope, the institution's characteristics and the context
- Services offered:
 - In-depth review and analysis
 - Restructuring support
 - Other accompanying measures



This document was compiled by:

I.D. Inspiring Development GmbH

Eschborner Landstrasse 42-50, Haus B
60489 Frankfurt am Main / Germany

Phone +49 69 678 30 79-0

Fax +49 69 678 30 79-99

info@inspiring-development.com

www.inspiring-development.com