

WEBINARS 2023 – Overall Presentation

Adjusted 07.03.2023

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IMCI + GROUP
INTERNATIONAL®

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The effective webinars may vary along the year.
Check our websites or contact webinar@imci-group.com

making the difference

IMCI + CAPITAL™

IMCI + ADVISORY™

IMCI + ALLIANCE™

Introduction

IMCI+ GROUP and its Divisions, Capital, Advisory, and the Alliance, are honored to introduce you to our public webinars of 2023. After a great success two years ago with over 240 participants, we have decided to make a new effort and invite potential clients and professionals to join our FREE webinars.

The intention is not to create new MBA's or CPA's, but within one hour, to share with you best-of-practice experience by professionals of the IMCI+ Alliance. Reflecting the IMCI+ business model and our services.

I'm more than happy to welcome any professional colleague and interested entity/company, keen to understand more on the subjects of Project Finance, Different Project Finance Programs, Financial / Corporate Finance Services (Due Diligence, Evaluations, Feasibility Studies, and Risk Management Frameworks, further Business Plans). We also will talk about Restructuring and M&A.

On behalf of the IMCI+ Alliance Members, the AP and the APCP Team, I'm looking forward to welcome you soon.



Modesto N Peña y Gorrin
Chairman / CEO
18.02.2023

Outlines

Adjusted 07.03.2023

Nr	Subject	MONTHS 2023								
		Jan	February	March	April	May	June	September	October	November
1	Kick-off meetings new IMCI internal Members	18.1.		30.03.			08.06.	06.09.		G L O B A L S U M M I T
2	Basis Project Finance			13.03.		17.05.		14.09.		
3	Bond Internal		23.2.							
4	Bond public			16.03.		22.05.		18.09.		
5	CB SBLC public			14.03.		23.05.		19.09.		
6	XL public			15.03.		24.05.		20.09.		
7	Equity public			20.03.		25.05.		21.09.		
8	Due Diligence / Valuation			21.03.		29.05.		25.09.		
9	Feasibility Study / Risk			22.03.		30.05.		26.09.		
10	Business Plan			23.03.		31.05.		27.09.		
11	M&A public				17.04.		19.06.		09.10.	
12	Restructuring				20.04.		20.06.		11.10.	
13	Interim Management				11.04		14.06		12.10.	
14	Project Management				26.04.		22.06.		13.10.	
15	IMCI+ Alliance for new Members				12.04.		26.05.		16.10.	

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15	IMCI+ Alliance for new Members				12.04.		26.05.		16.10.		

Name IMCI+ Expert	Reference	Country
Adriaan Grubler	AJG	Namibia
Dr Farzad Kaj	FK	Germany
Dr Scott Levy	SL	UK
Ernest January	EJ	South Africa
Ismail and Yasin Batir	IB-YB	UAE
Joan Lluís Herreter	JH	Spain
Martin Schneider	MS	Switzerland
Modesto N Peña	MNP	Switzerland
Pablo Jarabo	PJ	Spain
Pedro Gard Brito	PGB	Portugal

We are offering a morning and a late afternoon session.

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Presenters / Moderators



MNP – Modesto N (Nelson) Peña y Gorrin

- ❑ CEO / Chairman / Founder
- ❑ Head IMCI Group Intl. , IMCI+ Capital and IMCI+ Alliance
- ❑ Subjects: Project Finance, Restructuring, Strategic Advisory, Interim Mgt.
- ❑ Background: 36 years Banking / Financial Services, 12 Years Interim Mgt, 25 years Executive Advisor / M&A
- ❑ EMBA, Business School Lausanne, MSc Sales Management, MSc Marketing Management, Swiss Federation, Dipl Controller SIB-GA Gauting – Germany
- ❑ Lecturer Business School Berne.
- ❑ NLP Practitioner, Master, Coach

Presenters / Moderators



PAJ – Pablo Antonio Jarabo Vela

- ❑ Executive Director / Member of the Board of Directors
- ❑ Head IMCI+ Advisory / Head LATAM
- ❑ Subjects: Strategic Advisory, Restructuring, M&A, Project Finance
- ❑ Background: 25 years Managing Industrial Companies, 15 years Executive Advisor / M&A
- ❑ Master Electromechanic Engineering, ICAI-Madrid, MBA-Sales&Marketing, IE-Madrid

Presenters / Moderators



PGB – Pedro Gard Brito

- ❑ Executive Director / Member of the Board of Directors
- ❑ Head IMCI+ Project Financing / Head APAC and Portuguese and French Speaking countries
- ❑ Subjects: Strategic Advisory, Financial Analysis, Control and Reporting, Restructuring, Project Finance (PF)
- ❑ Background: 10 years Strategic Consulting, 10 years General Management, 10 years Executive Advisor / PF
- ❑ Bac Sciences - Lycée Français Charles Lepierre – Lisbon, MSc in Economics – Universidade Católica Portuguesa, MBA - Finance Lisbon MBA, PG Healthcare Management
- ❑ Cultural Awareness Programs – Expat Cultural Coaching

Presenters / Moderators



AJG – Adriaan J Grobler

- ❑ Group CEO / Executive Chairman / Founder
- ❑ Lithon Holdings (Pty) Ltd
- ❑ Subjects: Project Management
- ❑ Background: 32 years Engineering / 6 years Development Finance
- ❑ PhD (Candidate) Dev Fin – Stellenbosch Business School & University of Groningen, MPhil Dev Fin – Stellenbosch Business School, B Eng (Civil) – Stellenbosch University

Presenters / Moderators



MS Martin Schneider

- ❑ Chairman & CEO
- ❑ BRAINFORCE Group
- ❑ Subject: Interim Management & E.X.P.E.R.T.³-Solutions®
- ❑ Background: 18 years Interim Management Services; 2 years Turnaround of a US-based Security firm; 10 years power generation; 7 years engineering (energy & environmental)
- ❑ MBA - Stanford Graduate School of Business, Palo Alto/USA; M.Sc. - Univ. of California, Davis/USA (Environmental); M.Sc. - Civil Engineering, ETH/Swiss Federal Institute of Technology, Zurich/Switzerland

Presenters / Moderators



IB Ismail Bitar

- ❑ Founded of several successful companies, representer of top 20 consultancy organizations and the founder of Atlas Investment Development in Dubai, which is active since 2001. With a focus on financial, investment and business advisory. Have successfully completed in the span of 20 years more than 400 transactions with a value exceeding AED 2 Billion, in different fields such as M&A, foreign investment, PE, management of troubled projects, investment and business advisory. Worked in different areas with projects across the GCC, Europe, Africa, and Turkey.

Presenters / Moderators



EJ Ernest January

Partner / CEO of Medu Capital, Johannesburg

Ernest January is a co-founder and director of Medu Capital. He is responsible for the strategic development of Medu Capital and investment execution and management.

After qualifying with Deloitte & Touche, Mr January was an audit manager at Deloitte's before joining Anglo American as a research analyst in their investment and treasury department. He was promoted to Portfolio Manager and later Divisional Investment Manager responsible for Anglo American's pension fund portfolio. Mr January joined RMB Asset Management in the marketing department responsible for strategic marketing to the public sector. He later joined the investment team responsible for managing public sector portfolios. He was appointed as an Executive Director of RMB Asset Management.

Mr January, a Chartered Accountant, is a graduate of the University of the Witwatersrand where he completed degrees in commerce and accounting.

Presenters / Moderators



FK Dr Farzad Kaj

Principal Partner, Project Finance

Chemical Process Engineer and Environmental Engineer with Education and official Certification in the field of Financial , Disaster Risk Finance, Climate Change, Human Rights , Green Economy Global Industrializations, Planning of City and Mobility, Environmental Law and regulation, Concept of Financial Modeling and Financial Projection, Market Research Analysis, Official certificates of Courses from Different International Organization.

Experience of working on projects in the field of Oil and Power Plant sectors, Vast experience in the field of preparing feasibility studies, Financial Services including financial modeling, financial projection, Due Diligence services, Submit bankable projects to our financial partners, approaching Sustainable Development Goals through United Nations, Governmental Relation.

Experience in Investment Banking and Asset Management through Private Equity, Venture Capital, project finance, PPP senior debt, and Equities platforms focussed on Energy infrastructure transactions including Renewables and development finance. Sector activity includes Oil and Gas Upstream and downstream, CHP, Wind, Solar, Hydro, Fund of Fund, Financial Services and Long Term Insurance including Risk insurance and Political Risk insurance.

Presenters / Moderators



JLLH – Joan Lluís Hereter Aliaga

- ❑ CEO / Founder
- ❑ Auditor / CPA
- ❑ Subjects: Valuations, Due Diligence, Interim Mgt.
- ❑ Background: 10 years CFO, 5 Years CEO, 15 years Interim Mngt. / Auditor / Executive Advisor
- ❑ Accounting Degree Vic Univ, BA Degree Barcelona Univ, MBA, CPA, MSc Consolidation
- ❑ Lecturer Eada Business and TBS Business School.

Presenters / Moderators



Dr Scott Levy – CEO of Bedford Row Capital PLC

More than 25 years working in Financial Services around the world. For the last 22 years, asset backed securities, securitisation, debt capital markets, structuring, Islamic finance and asset management have been my focus and the impact of regulatory change on product development. Specific focus on legal and operational risk particularly as relates to marketing, the prospectus directive, AML and KYC. Cross border distribution and alignment with product development have been key to successes in opening new markets.

Education:

University of Law

2013 - 2014

Bloomsbury

UK Society of Investment Professionals UK Society of Investment Professionals

2007

University of Cambridge, PhD, History

1987 - 1993

Registration

1. Upon interest, you can send your registration interest at webinar@imci-group.com
2. You will receive a confirmation email of receipt and a form to fill up, asking you some basic questions.
3. You can register for one or more webinars.
4. If you were invited through one member of the IMCI+ Alliance, please insert the name of the IMCI+ Alliance member referred to.
5. Please select as well the morning or afternoon session.
6. We will limit the webinar to maximum of 100 people per session.
7. For 2023, we have decided to not ask for any registration or expense coverage. All experts have agreed to do their interventions pro-bono.

Webinar - Process

1. Only the invited and confirmed person will receive the access link to our meeting room.
2. The webinar will be arranged through ZOOM.
3. The Link to our meeting room, will be sent at least 48 hours, before the webinar. Each webinar will have a different link.
4. The webinar may be recorded by IMCI+.
5. The participants, can have access to the room 15 minutes before the start.
6. You are expected to be there punctually, in respect of all participants and the organizer.
7. You are expected to turn off your microphone and to register with your full name, in agreement with your registration. Non-registered people, will not be allowed to participate.
8. The webinar will last ca. 60 minutes. With a 30-40 presentation and ca. 20-30-minute Q&A.

Who is invited

1. We do welcome all members of the IMCI+ Alliance.
2. Existing and potential Clients, invited by members of the IMCI+ Alliance or registered directly.
3. Professionals from the sector (Project Finance, Corporate Finance, Investment Banking, Professional Services Providers, Interim Managers, Project Managers, and Business Advisors) and anyone interested in our subjects and in IMCI+ Alliance.
4. All participants are invited to request a one-to-one follow-up discussion with one of our Mgt team Members.
5. Colleagues interested in joining the IMCI+ Alliance, are warmly invited to visit the www.imci-waa.com site and to start registration under the chapter “join us”.

Key Information on IMCI+

IMCI+ Group International GmbH as the motherhouse of IMCI+ Capital has Swiss roots going back to **1998**, as the founder and global CEO, Mr. Modesto N Peña, started his career as interim manager and strategic advisor. In **2004** he founded the company in Switzerland as IMC Peña, (Integrated Management Consultancy) as a single proprietorship firm. In **2010** he launched the group as IMC Intl., initially as a network organization of premium-level professionals, with 16 associates in 10 countries and five business lines. In **2016** he deployed its organization to London, developing its vision 2025 around rebranding and shifting the network into a corporate business. In **2021**, we have established IMCI+ as the corporate HQ's of the Group in Switzerland and in **2022**, we have concentrated all our operations in Zurich.

Between **2019 and 2022**, IMCI+ has signed cooperations with investors offering today a wide range of project financing models (interest, equity, bond and CB-SBLC) programs. IMCI+ is backed today by over 70 banks and financial institutes.

Since **2021** we also offered different **investment models and investment services through our partners**. Finally, for HNV / Family Offices and Asset Management firms, the opportunity to invest in our structure.

As per **01.09.2021** IMCI+ Group is organized and structured as follows

- + IMCI+ Group International GmbH – Corporate HQ's
- + IMCI+ Alliance (IMCI World Advisors Alliance).TM
- + IMCI+ Capital (Investment Services and Project Finance Services).TM
- + IMCI+ Advisory (Consultancy & M&A Services).TM

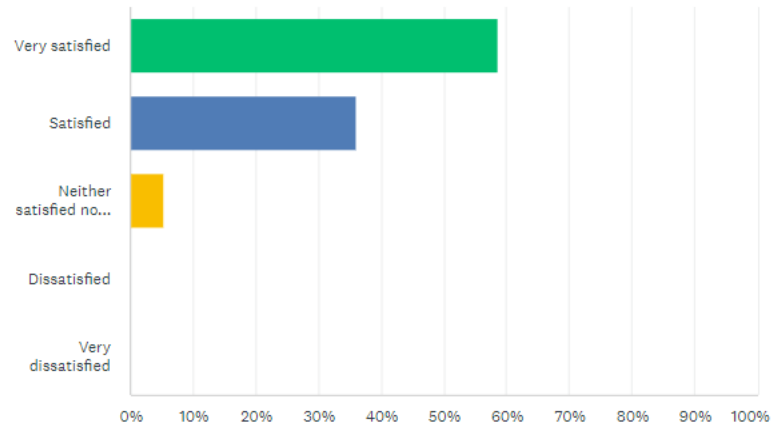
The IMCI+ Alliance has today ca. 200 members in over 70 countries and all continents and is led by an international partner board and supported by a strong network of individual experts and cooperation partners.

IMCI+ Group International GmbH is a member and recognized by SECA - **Swiss Private Equity & Corporate Finance Association (SECA)** which is the representative body for Switzerland's private equity, venture capital, and corporate finance industries. <https://www.seca.ch/>.

Key Information IMCI+ Alliance

HOW SATISFIED ARE YOU OF BEING MEMBER OF THE IMCI+ ALLIANCE

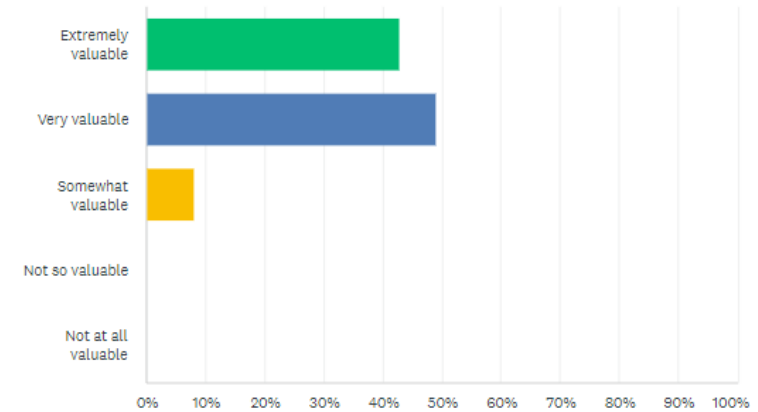
Answered: 111 Skipped: 1



ANSWER CHOICES	RESPONSES
Very satisfied	58.56% 65
Satisfied	36.04% 40
Neither satisfied nor dissatisfied	5.41% 6
Dissatisfied	0.00% 0
Very dissatisfied	0.00% 0
TOTAL	111

WHAT IS THE VALUE FOR BEING A MEMBER OF THE IMCI+ ALLIANCE

Answered: 112 Skipped: 0



ANSWER CHOICES	RESPONSES
Extremely valuable	42.86% 48
Very valuable	49.11% 55
Somewhat valuable	8.04% 9
Not so valuable	0.00% 0
Not at all valuable	0.00% 0
TOTAL	112

Key Information on IMCI+



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