

## WEBINARS 2023 – APRIL SERIES

IMCI + GROUP  
INTERNATIONAL®

The effective webinars may vary along the year.  
Check our websites or contact [webinar@imci-group.com](mailto:webinar@imci-group.com)

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# Introduction

IMCI+ GROUP and its Divisions, Capital, Advisory, and the Alliance, are honored to introduce you to our April 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.

During the March Series 2023, we had over 600 registered colleagues and clients. Over 510 people finally visited our 16 webinars around corporate and project finance.

The **April Series 2023**, will handle key subjects of our business lines as **Project Management, Interim Management, M&A and Restructuring**.

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 above.

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



Modesto N Peña y Gorrin  
Chairman / CEO  
05.04.2023

# Outlines

Adjusted 01.04.2023

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
2	Basis Project Finance			13.03.				14.09.			
3	Bond Internal		23.2.								
4	Bond public			16.03.				18.09.			
5	CB SBLC public			14.03.				19.09.			
6	XL public			15.03.				20.09.			
7	Equity public			20.03.				21.09.			
8	Due Diligence / Valuation			21.03.				25.09.			
9	Feasibility Study / Risk			22.03.				26.09.			
10	Business Plan			23.03.				27.09.			
11	M&A public				24.04.				09.10.	S U M M I T	
12	Restructuring				27.04.				11.10.		
13	Interim Management				25.04.				12.10.		
14	Project Management				26.04.				13.10.		
15	IMCI+ Alliance for new Members								16.10.		

We are offering a morning and a late afternoon session (09.00-10.00 and 16.00-17.00 CEST Swiss Time)

# 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



Wolfgang Kraus, BRAINFORCE (Deutschland) GmbH

- ❑ Vice President, Member of the Executive Board
- ❑ Subject: Interim Management and Expert Solutions
- ❑ Background: 40 years entrepreneurial experience, 7 years interim management, 25 years project and business development



# 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



# Registration

1. Upon interest, you can send your registration interest at [webinar@imci-group.com](mailto: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](http://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

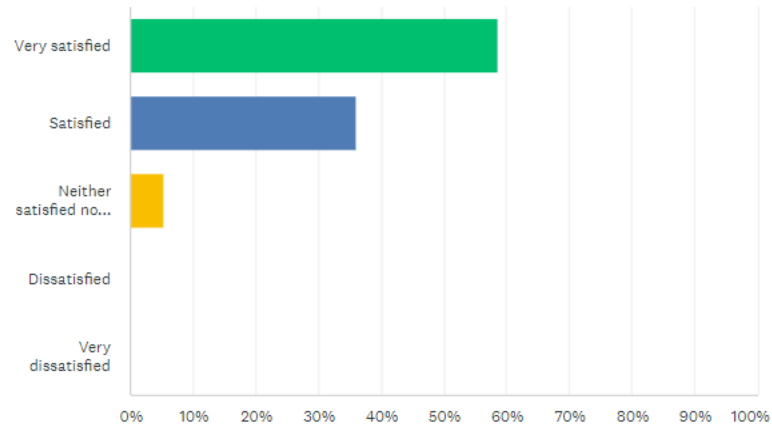
**The IMCI+ Alliance has today ca. 200 members in over 70 countries and all continents** and is led by an international partner board and supported by a strong network of individual experts and cooperation partners.

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

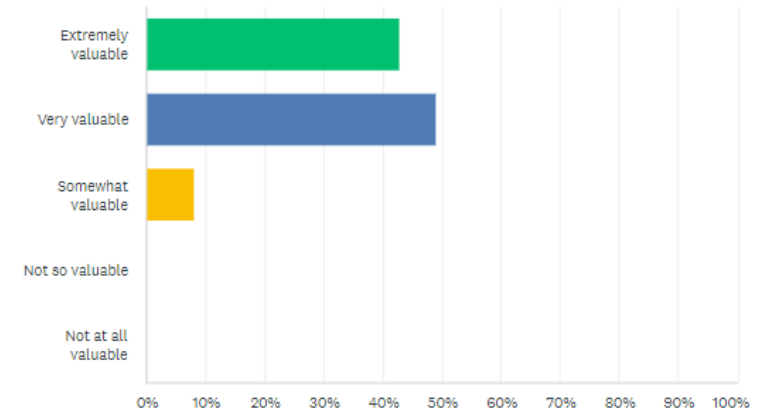
Answered: 111 Skipped: 1



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
<b>TOTAL</b>	<b>111</b>

## 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
<b>TOTAL</b>	<b>112</b>

# Key Information on IMCI+



making the difference

making the difference

IMCI+CAPITAL™

IMCI+ADVISORY™

IMCI+ALLIANCE™

making the difference

IMCI+CAPITAL™

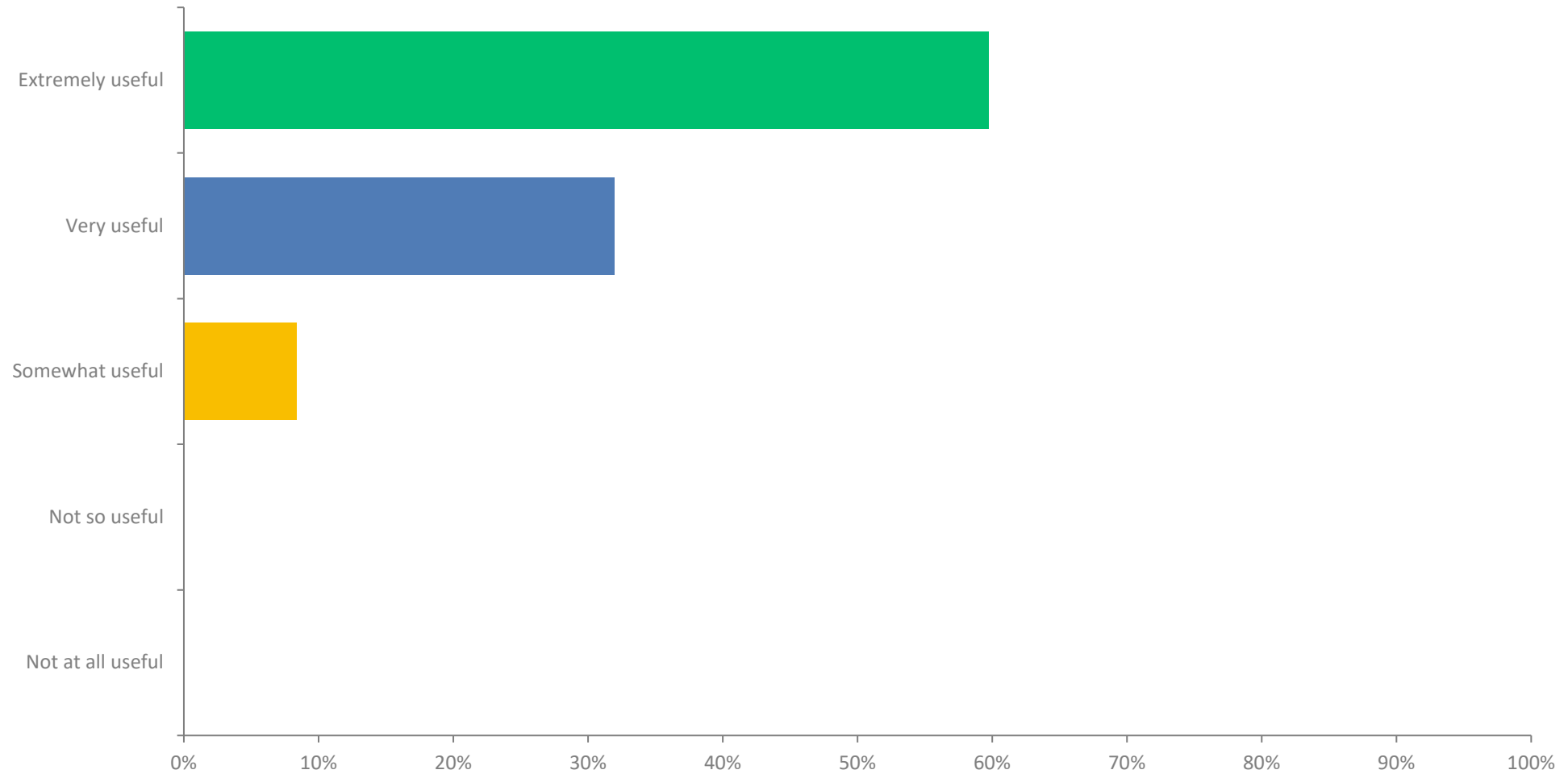
IMCI+ADVISORY™

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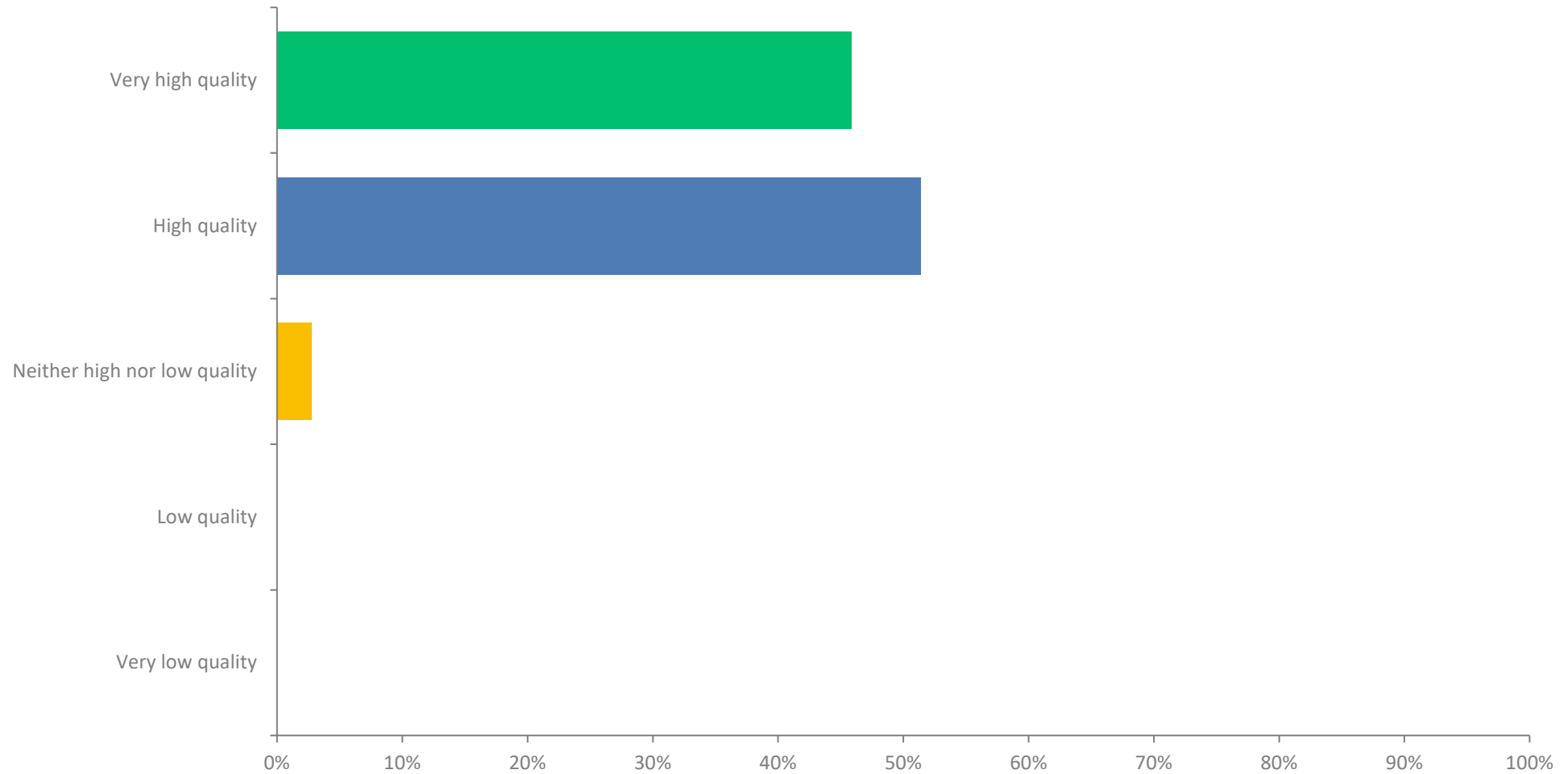
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## Key results

# Q13: HOW USEFUL ARE THESE WEBINARS FOR YOUR PROFESSION AND ROLE AT IMCI+ ALLIANCE?

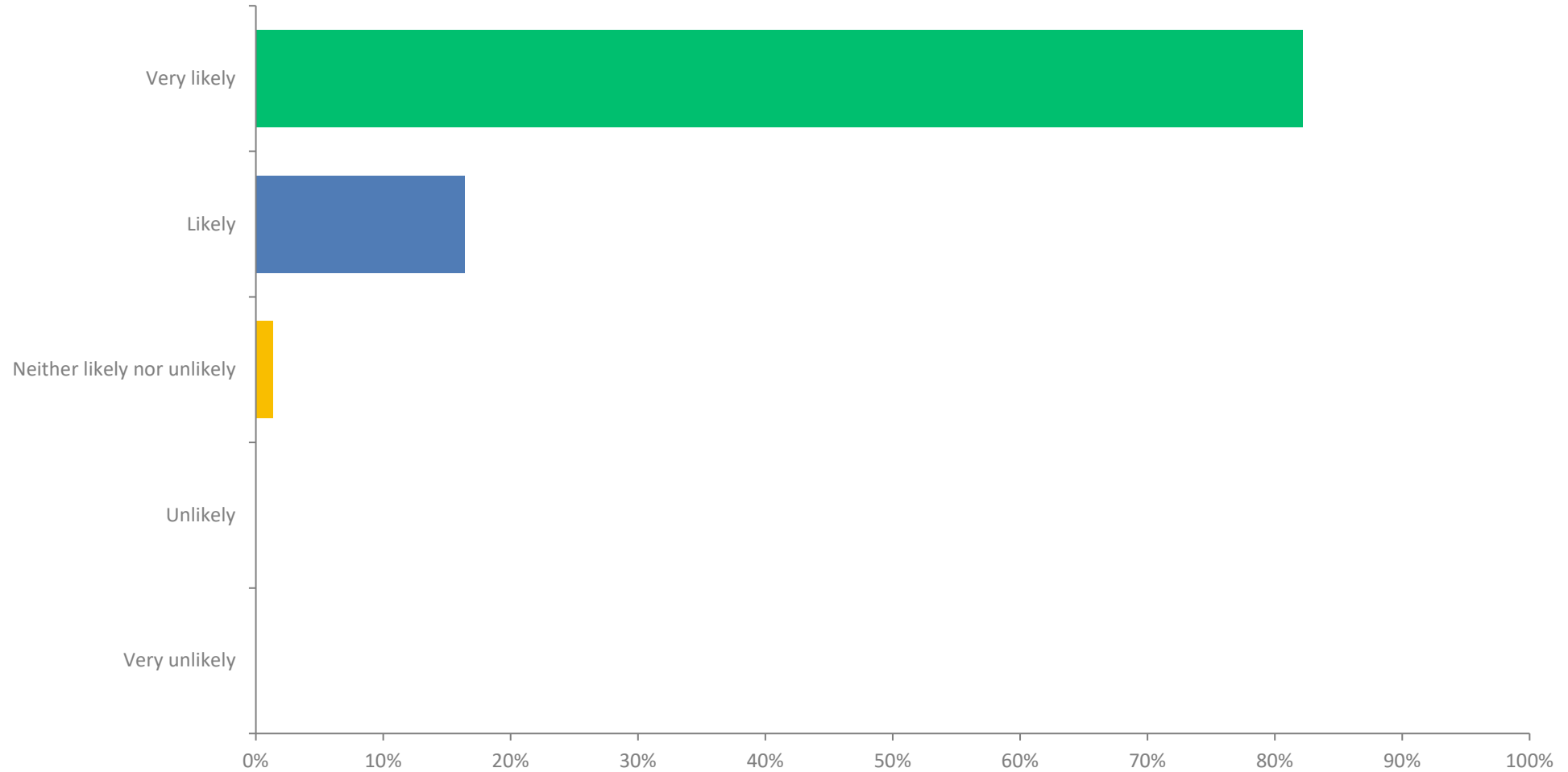


# Q14: HOW DO YOU ASSESS THE QUALITY OF THE WEBINARS?





# Q15: WOULD YOU RECOMMEND TO JOIN OUR FUTURE WEBINARS?





## CONTACT

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