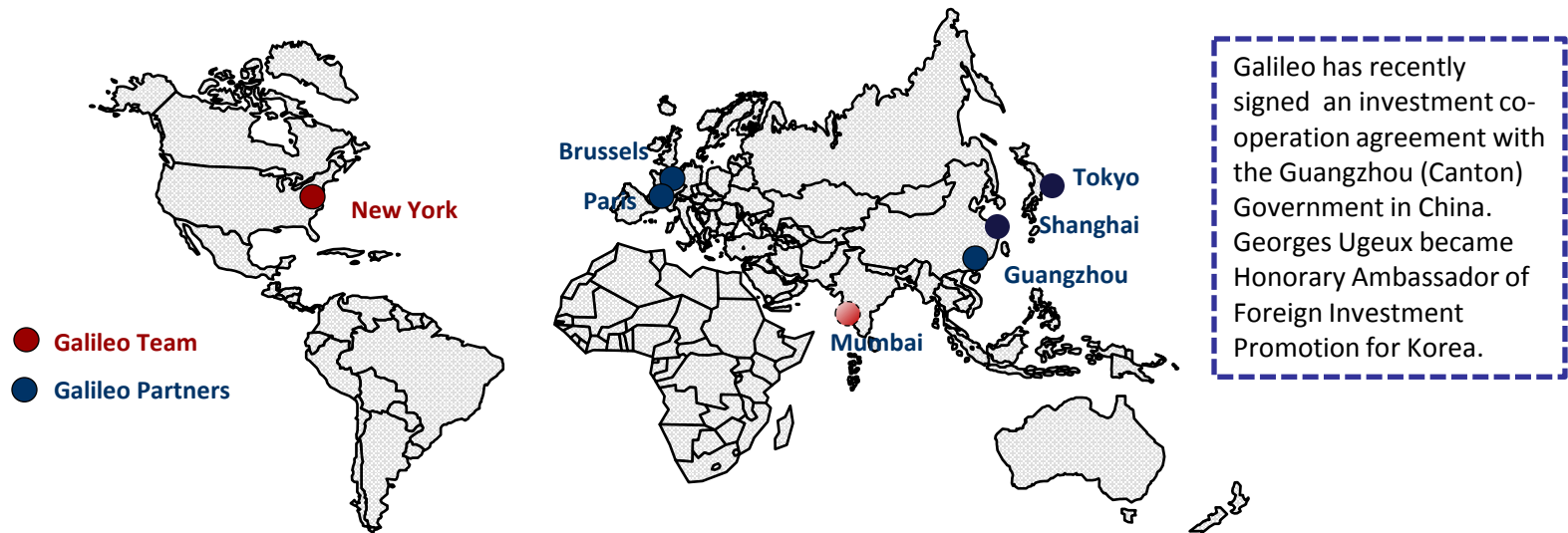


Galileo Global Advisors

Cross-Border Investment Banking for Emerging Markets

Firm Overview

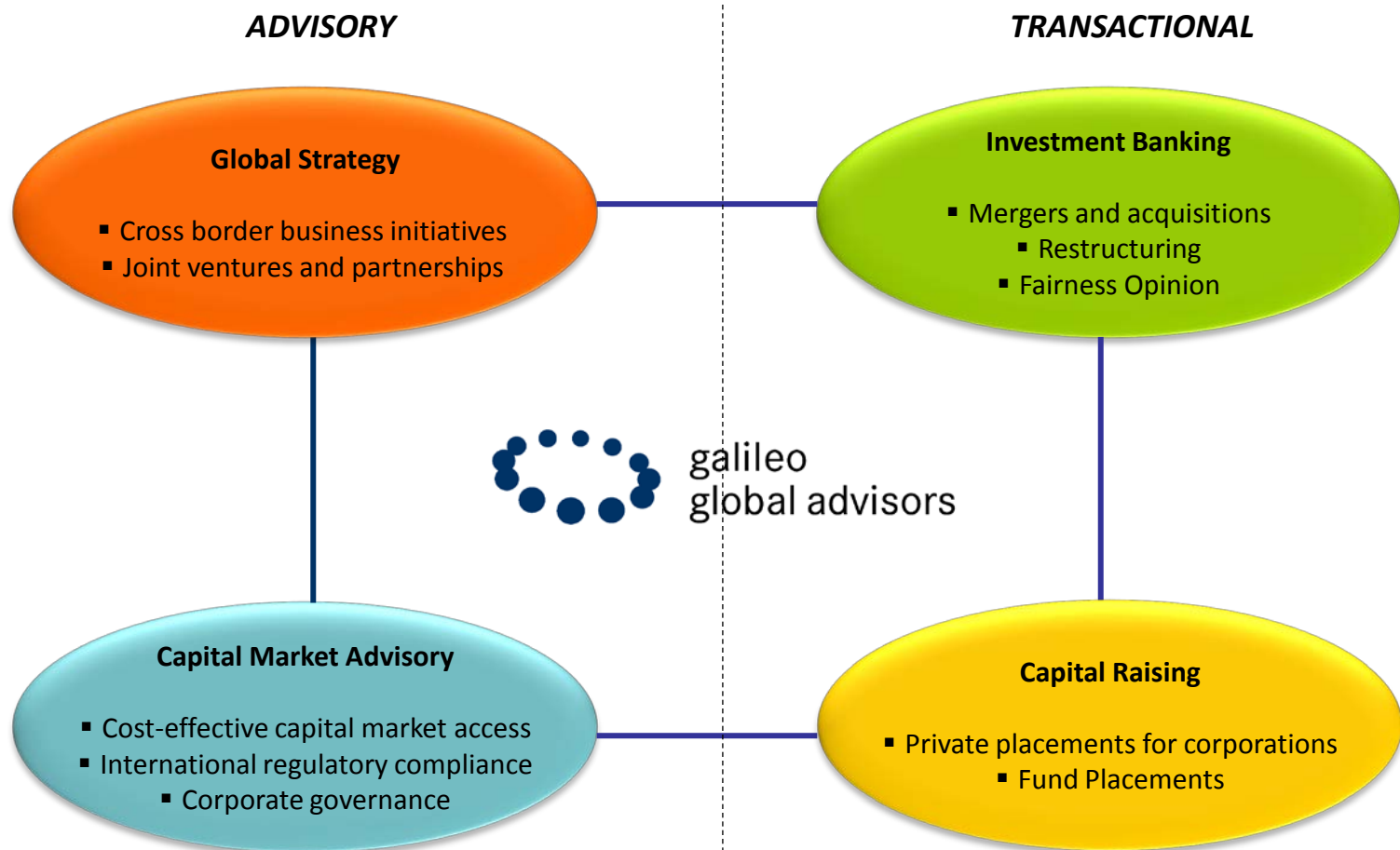
- Galileo Global Advisors (“Galileo”) is an investment banking and advisory group providing rigorous independent advice without conflicts of interest
- Galileo’s strength is the quality of its relationships with decision makers in corporations, government agencies and investment firms around the world. Galileo facilitates and executes cross-border transactions which require tailor-made support and relationships of trust
- Our team is comprised of a diverse group of professionals from Europe, Asia and America, with every member having a deep understanding of cultural differences and issues with experience across a wide spectrum of financial services, enabling us to provide highly effective solutions to customers
- Galileo Global Securities is the US FINRA-registered broker-dealer company of Galileo



Galileo has recently signed an investment co-operation agreement with the Guangzhou (Canton) Government in China. Georges Ugeux became Honorary Ambassador of Foreign Investment Promotion for Korea.

INTRODUCTION TO GALILEO GLOBAL ADVISORS

Core Offerings



Core Offerings: Advisory

Evaluating alternative organizational and financing structures for conglomerates, family-owned businesses and corporates

Establishing cross-border strategic alliances or joint ventures

Performing in-depth market assessment and competitive analyses

Driving international business development and initiatives

Advising on cross-border and trans-Atlantic growth & positioning strategies

Providing guidance for ownership transition and management succession

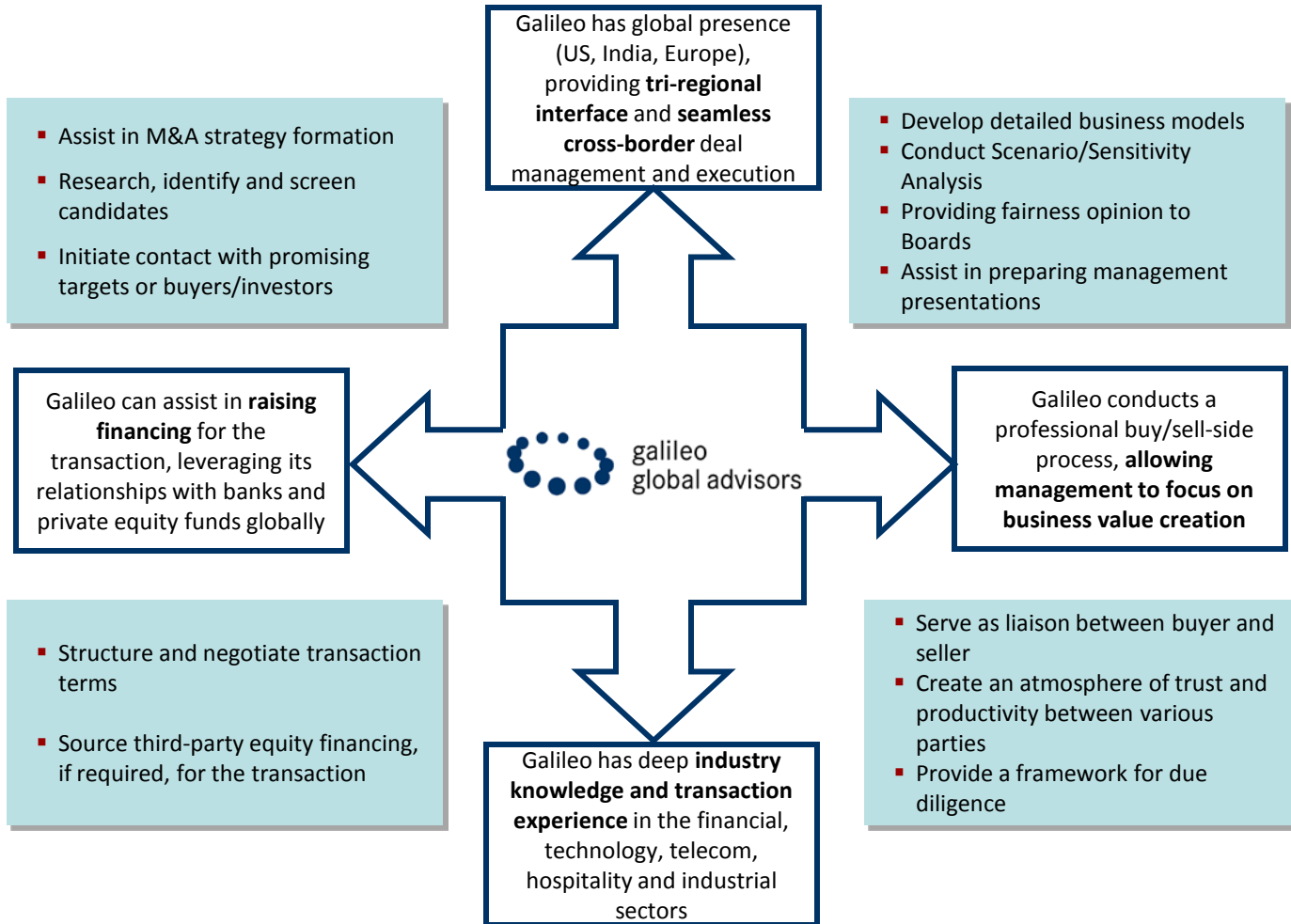
Advising on global capital markets access

Assisting with international regulatory compliance

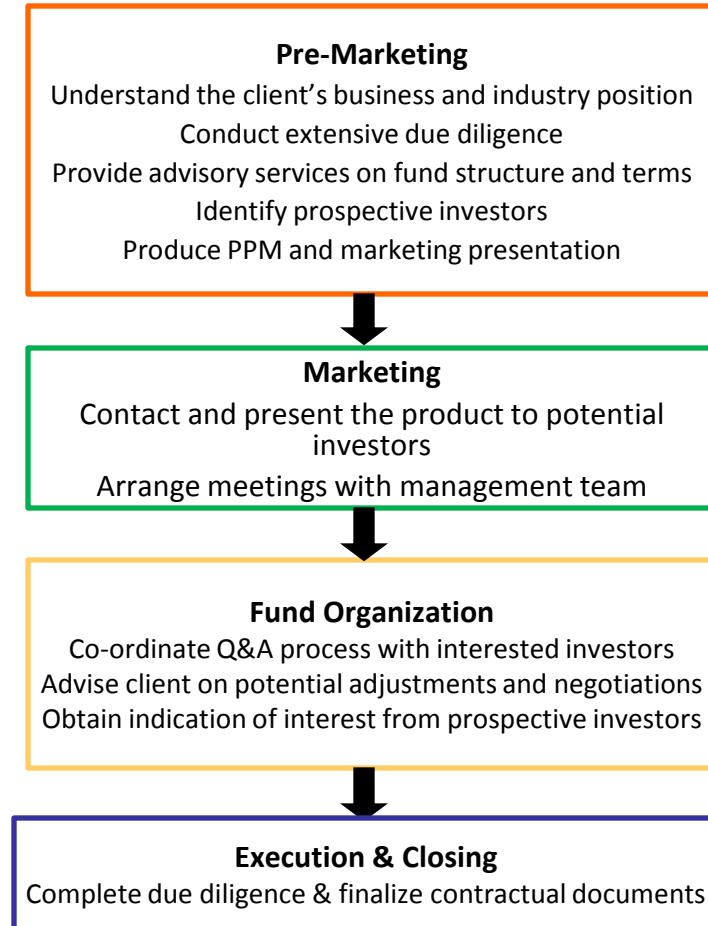
Advising on corporate governance matters

Core Offerings: Mergers and Acquisitions

INTRODUCTION TO GALILEO GLOBAL ADVISORS



Core Offerings: Capital Raising



- We assist in raising capital for both corporations and financial sponsors
- Galileo's principals combine 60 years of experience in debt and equity financing and are in regular contact with potential lenders and equity providers
- Our success is driven by reputation and a unique set of investor relationships

Select Current Assignments

ADVISORY

- Indian conglomerate: Strategic business initiatives
- French conglomerate: Strategic opportunities internationally
- European energy company: Strategic business initiatives
- Global IT services company: International business development
- North American VC Fund: Strategic business initiatives

M&A

- Acquisition by major Asian consumer products company of businesses in China
- Acquisition by major Asian IT services company of US healthcare software business
- Sale of Hong Kong based research and advisory firm
- Sale of State-owned manufacturing business in China

CORPORATE CAPITAL RAISING

- US film production company: equity financing for growth
- US healthcare BPO company: equity financing for growth

FUND RAISING

- Canadian clean-tech VC fund: \$200M capital raise
- Indian technology VC fund: \$60M capital raise
- Chinese Real Estate Fund: \$250M capital rise
- Global Emerging Market Loan Fund: \$ 1,000M capital rise

Our Major Clients

INTRODUCTION TO GALILEO GLOBAL ADVISORS

Asia	Europe	North America
            	         	       

Select Completed Transactions

SOROS
FUND MANAGEMENT

Has acquired a stake in

Bombay Stock Exchange Limited
BSE
 the edge is efficiency

From

DUBAI GR@UP

Galileo Global Advisors acted as exclusive financial advisor to Soros

August 2010

ADG 安德固

obtained equity private placement from:

BAIRD **SGI**

Galileo Global Securities acted as exclusive financial advisor to ADG

May 2010

TATA JAGUAR

Obtained £ 340,000,000 financing from

European Investment Bank

Galileo Global Advisors advised Tata Motors and JLR

2010

Strategic Advisory

TATA

Galileo Global Advisors advised Tata Sons on group initiatives

Strategic Advisory

suez

Galileo Global Advisors advised Suez on international business

CAXA

obtained equity private placement from:

IDG 技术创业投资基金
IDG Technology Venture Investment

Galileo Global Advisors acted as exclusive financial advisor to CAXA

January 2008

Select Completed Transactions


Strategic Advisory



Galileo Global Advisors advised Trinidad & Tobago on the creation of a Depository Receipts program

2008

Strategic Advisory



Galileo Global Advisors initiated and advised on the formation of Tata Capital

2007



Has acquired a 5% stake in:



Galileo Global Advisors acted as strategic advisor to Deutsche Börse

February 2007



Indian Hotels Company Limited has acquired the Ritz-Carlton, Boston hotel



Galileo Global Advisors acted as financial advisor to Indian Hotels

January 2007



Indian Hotels Company Limited has taken over



Galileo Global Advisors initiated the transaction and advised Indian Hotels

July 2005

Team

Georges Ugeux, Chairman and CEO



A lawyer and economist by training, Georges Ugeux has focused his entire 30 year career on the global dimensions of business, government and finance. He has a deep understanding of the cultural dimension of negotiations, networks and partnerships.

Prior to founding Galileo, for seven years, Georges immersed himself in the global equity markets by heading the International Group of the **New York Stock Exchange**, bringing over 300 non-US companies, valued at \$ 2.7 trillion, to the US market.

Georges began his career in commercial banking at Société Générale de Banque (now **BNP Paribas Fortis**), where he became the General Manager of the investment banking and trust division. He later served as Managing Director of **Morgan Stanley**'s Mergers and Acquisitions department, as well as Group Finance Director at **Société Générale de Belgique**, a Belgian conglomerate. In 1992, he became President and Managing Director of **Kidder, Peabody Europe**. He was also a member of the European Corporate Executive Council of General Electric. He was President of the **European investment Fund**, a public private partnership financing infrastructure and SME projects owned by the European Investment Bank, the European Community and 77 European banks.

He is a frequent public speaker and educator on global issues (he lectured at the College of Europe in Bruges and Harvard Law School).

Georges Ugeux holds a Doctorate in Law and is Licentiate in Economics from the Catholic University of Louvain. He chairs, and sits on, Boards of numerous transatlantic organizations. Georges is a U.S. FINRA Registered Representative with Series 24 and Series 62 licenses.

Team

Francois Pages, Partner



François Pagès has over 25 years of International Banking experience with postings in Europe, Asia and the Americas. He has been involved in creating new businesses, implementing acquisitions in the financial industry and managing teams of financial professionals. He has frequently advised corporations and investors in their hedging, financial investments and funding strategies.

Prior to Galileo Global Advisors, François was the CEO for **Credit Agricole Corporate and Investment Bank (CAYLON)** in the Americas, supervising teams based in the USA, Canada, Mexico and Brazil of over 500 Front Office professionals. He was also the CEO of **Credit Lyonnais Securities (USA)** and Head of Capital Markets/Brokerage & Investment Banking for **Credit Lyonnais Group** prior to its merger with Credit Agricole in 2003.

From 1991 to 2003, François served as Head of the Worldwide Equity Derivative Group, and subsequently, CEO of **Credit Lyonnais Securities (Japan)**. As CEO, he supervised all Capital Market & Brokerage activities in Japan with a major focus on coverage of the Japanese customer base, and the development of various Japanese product franchises for the group.

Prior to Credit Lyonnais, he was the Head of Options Sales & Structuring activities (Fx, IR, Equity) at **Société Générale** in Paris. While at SG, Francois helped created SG Securities (Japan), based in Tokyo, supervising the trading room (Fixed Income and Equity trading & Sales). François started his banking career at SG in their Fixed Income department creating the Interest Rate & Currency Swap trading activity.

His first job was with the French diplomatic services, stationed in Beijing and Singapore.

François has a MBA from ESSEC in France and a degree in Asian languages from Paris University. He is tightly involved in several think-tanks and non-for-profit organizations. François is a U.S. FINRA Registered Representative with Series 7, 24 and 63 licenses.

Team

Ravi Bhagavan, Partner



Throughout his 15-year career, Ravi Bhagavan has helped international companies enhance stakeholder value through corporate development, mergers, acquisitions, financing and operational strategies. Prior to joining Galileo, he was a principal at **Angevin Group**, a boutique M&A firm that specialized in cross-border transactions in telecom, technology and media. He also founded a fiber-to-the-user services business, the **Merton Group**, where he was instrumental in raising U.S. federal government funding.

In his M&A leadership role at **Zephyr Communications**, an international VoIP and fiber-optic bandwidth services company, Ravi developed and executed acquisition, partnership and financing strategies in Europe and Asia that enabled the company to expand from one country to six in under two years.

Prior, at **Goldman, Sachs & Co.** in New York, Ravi executed over \$2 billion of capital markets transactions, including bond financing and derivative products for large healthcare and higher education institutions. Early in this career, he was an Information Technology Associate at **Praxair**, one of the world's leading providers of industrial gases and systems.

Ravi holds a Bachelor of Technology degree from Indian Institute of Technology (Chennai), a M.S. in Industrial Engineering (Operations Research) from SUNY at Buffalo, and a M.B.A. in Finance from University of Chicago, Graduate School of Business. He was awarded the Presidential Fellowship at SUNY Buffalo, and is a Dean's List scholar at the University of Chicago GSB. Ravi is a keen disciple of global technology trends and sports, including soccer, cricket and basketball. Ravi is a U.S. FINRA Registered Representative with Series 24, Series 28 and Series 62 licenses.

Team

Abi Subramanian, Managing Director



Abi Subramanian recently joined Galileo Global Advisors as a Managing Director. He will be responsible for coordinating the Firm's Private Equity Placement and Fund Placement activities globally.

Abi has over 16 years of Investment Banking experience focused on high growth issuers in the emerging and developed markets. He has led or been a senior member of the most prolific teams on Wall Street that have been involved in Private Capital Markets. Most recently, he was a Managing Director and head of the Private Equity Placement efforts **at Thomas Weisel Partners** in New York. He held senior positions at **Jefferies & Company**, **Cowen & Company** (originally part of Société Générale) and **ING Barings** prior thereto. Abi began his career at **NationsBanc Capital Markets** in 1994.

Prior to entering Banking, Abi worked briefly as a Management Consultant. He received a Bachelor's in Industrial Engineering and Operations Research from the Georgia Institute of Technology. Outside of work, Abi enjoys world travel, current events, fine dining, sports and photography.

Abi is a U.S. FINRA Registered Representative with Series 7 and Series 63 licenses.

Team

Rajeshwari Chakravarty, Vice President



Rajeshwari became part of Galileo Global Advisors in April 2008. She focused on Galileo’s strategic advisory and transaction business in India. Her responsibilities span from deal execution and client relationship management to origination

Prior to that, she worked as an Associate in the Global Structured Products division at **Bank of America**. One of her most challenging projects at Bank of America was to assist in setting up an offshore team in Hyderabad, India, where she contributed in recruitment drives, capital markets training programs and developed communication strategies to overcome barriers of time zone and culture. For her outstanding performance and leadership during her two year tenure at Bank of America, Rajeshwari was one of the few select employees to attend the Recognition Retreat program at Disney Institute in Orlando, Florida.

Rajeshwari holds a BE degree in Electronics Engineering from Mumbai University and an MS degree in Financial Engineering from **Columbia University**. While at Columbia University, she researched on quantitative aspects of Collateralized Debt Obligations and investigated the impact of volatility skew on equity option index markets.

Rajeshwari is an instructor and dance company member of Bollywood Funk NYC, a leading fusion dance institute in New York. Rajeshwari is a U.S. FINRA Registered Representative with a Series 62 license.

Team

Vicky Liao, Associate



Vicky Liao joined Galileo Global Advisors in January 2010. Having worked in the banking industry in both China and United States, she focuses on Galileo's cross border M&A and capital raising assignments across Asia.

Prior to joining Galileo, Vicky worked with **Bank of America Merrill Lynch** as an Investment Banking Associate. She assisted in executing several M&A, IPO, and financial restructuring transactions in financial services, healthcare and other general industries. Following that, she worked with **New York Pacific Capital**, a boutique Investment Bank based on Wall Street, where she was involved in a series of private placement and public listing transactions for Chinese SMEs.

Prior to coming to United States, Vicky was a financial analyst in Wealth Management Division in **China Minsheng Bank**, Shanghai branch. Her expertise was in derivative embedded structured products.

Vicky holds a Bachelor's degree from University of International Business and Economics in Beijing, an M.A. in Financial Economics from University of Maine, and an M.B.A. in Finance and Accounting from Indiana University, Kelley School of Business. Vicky passed the CFA Level III exam and is a U.S. FINRA Registered Representative with Series 62 and Series 79 licenses.

Team

Donglin Wu, Associate



Donglin joined Galileo Global Advisors in November 2010. Prior to Galileo, Donglin worked as Director for Business Development at **GEP Capital**, a US based financial advisory firm which provides private capital for China-based companies to operate as US public entities.

Prior to GEP Capital, Donglin spent a year in Beijing China in entrepreneurial activities where he was a placement agent to **Chang'an Capital**, leading Chinese private equity firm and founder to IPG-**Infinite Positive Group** LLC, a US registered consulting venture which focused on cross-border technology transfer opportunities from Europe and USA to China.

In addition, Donglin worked for the **Boeing Company** in their Seattle Headquarters as a Commercial Airplanes Sales Associate and was a Summer Research Associate for the National US-Arab Chamber of Commerce in Washington DC.

Donglin graduated from University of Redlands (CA) with a BS in Global Business and minors in Economics and Mathematics. He was awarded the Department's highest distinctions, the Wall Street Journal Award and Senior Scholar in Business Administration Award. In addition, Donglin completed the General Course program at the London School of Economics and studied at Harvard University as a visiting student.

Donglin holds a French Baccalauréat (honor) in science and mathematics and commands fluent English, French, and native Mandarin skills, and is conversant in German.

Team

Blagoy Kostadinov, Associate



Blagoy joined Galileo Global Advisors in May 2011. He has experience in private equity advisory as well as cross-border transactions and will support Galileo's M&A transactional efforts.

Prior to joining Galileo, Blagoy worked at **Chiron Partners** - an investment banking boutique with offices in New York and Moscow. While at Chiron, he did transaction advisory, valuation and financial modeling work for private equity and corporate clients in the bulk commodities, transportation, forestry, aquaculture and other industries.

Blagoy was also a summer analyst at **Deloitte** CE's Financial Advisory Services department in Sofia, Bulgaria. There, he worked on due diligence and transaction support projects in the hospitality, broadcasting, food and manufacturing sectors in Eastern Europe.

Blagoy graduated summa cum laude from Ithaca College with a B.S. in Finance and Corporate Accounting and a minor in Economics. While at Ithaca, he was inducted in numerous honor societies and received the Peggy R. Williams Award for Academic and Community Leadership. In his free time, Blagoy enjoys trying different ethnic cuisines as well as watching and playing soccer.

Please Contact Us for Further Information

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