



BATSELA
ASSET
MANAGEMENT

Creating **Profitable Growth**

Batsela Asset Management is
an elite financial boutique,
member of the international
consortium BH Group.



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OUR CORE BUSINESSES

Private Equity Investments

We mainly invest or advise investors/investment funds regarding financing of projects or companies at any development stage. Our selection matrix focuses on both hard metrics (ROI, EPS, P/E, ROA...) and soft metrics such as growth potential and sustainability, project-holders' personality, vision and commitment, and impact of investment (social impact, jobs creation, environment, ...).

- Real-Estate
- Precious metals
- IT and new technologies
- Green business & Renewable energies
- Health
- Fintech
- Fashion
- Leisure & Hospitality
- Web-based companies
- Commodities
- Infrastructure
- Education

Brokerage Services

Financial Investments & Placements (regulated by ORIAS as C.O.B.S.P)

We review your requirements and assist in defining your optimal investment profile. We then perform brokerage services either directly (via our regulated broker-dealer sister company in France) or through introduction to regulated operators in Paris, London, Luxembourg, Zurich, New-York or Hong-Kong.

We also provide access to working capital for commodity trades and facilitate transactions by connecting performing parties to our business network.

Financial

- FX trading
- Asset & Wealth management
- Placements & Investments
- Stock-exchange markets

Commodities

- Food
- Energy
- Precious metals
- Mass consumption goods

Brokerage Services

Banking Operations & Payment Services (regulated by ORIAS as C.O.B.S.P)

- Opening private/corporate international bank accounts & e-money accounts
- Provision of banking facilities (factoring, revolving overdrafts, corporate loans...)
- Facilitation of bank instruments for trade finance (bank guarantees, documentary letters of credit, SBLC, bank pay orders)
- Representation of international banks & payment institutions
- Investment banking

OUR CORE BUSINESSES

Financial Advisory Services

Through Corporate Finance Advisory, we structure M&A and corporate development deals (LBO, Ventures...). Through project management, we implement winning and sustainable growth strategies. Through Structured Finance & Fund-Raising Advisory, we harness classic and unconventional financing schemes to optimize the way our customers get access to capital. Through Wealth & Asset Management Advisory, we provide family office services to HNWI and international businesses' owners.

Corporate Finance Advisory

- LBO/MBO transactions
- International ventures
- Mergers & Acquisitions
- Financial or Strategic Due Diligence
- Company valuation

Structured Finance & Fund-Raising

- Asset-backed financing
- Issuing/Custody of Corporate bonds
- Corporate assets securitization
- Unconventional financing mechanisms

Project Management

- Sourcing of credit/payment institutions for sale
- Corporate Performance review/optimization
- International Group (re)structuring
- Strategy & International Business Development
- "In-house" Business solutions: Human Kapital, DISFIN, TCM Football Financing...

Wealth & Asset Management

- Real-Estate properties
- Listed / Not-listed stocks
- Art masterpieces
- In-ground assets

BOARD MEMBERS

Joel Nzali

Joel Nzali is the President of Batsela Asset Management. He is a former management consultant of Ernst & Young and PriceWaterhouseCoopers Luxembourg, and a former CFO/CEO of SMEs in Luxembourg and Italy. Joel is a seasoned professional with 15+ years of diverse experience in the financial industry (M&A, Structured Finance, Private Equity), strategic consulting, business performance improvement and corporate development. He fluently speaks 6 languages and has been piloting international projects and teams in many locations within 3 continents. Joel is further a member of the board of several partners and clients' companies in France, Senegal and UAE. Joel is a licensed financial broker and investments advisor, who graduated from KEDGE Business School with a Master in Management.



Fernando Echeverria

Fernando is Partner within Batsela Asset Management. He formerly worked as Private Banker for Barclays Bank in France, Financial consultant for Ernst & Young in Spain and IT Programs Manager for several consulting firms providing expert assistance to SaaS international companies. Fernando is a seasoned professional with 14+ years of diverse experience in the financial industry (Financial Due Diligence for the banking sector, Business planning, profitability analysis of business units...), strategic consulting and IT projects. He fluently speaks 4 languages and feels comfortable in international and competitive environments. Fernando subsequently graduated from Universidad de Navarra (Law & Economics), HEC Paris (Master, International business) and postgraduate MBA at IE Business School.



Franciska Ngang

Franciska Ngang is Partner within Batsela Asset Management and particularly supports Impact Investments transactions in Africa. Francisca is also in charge of business development in Sub-Saharan Africa, jointly with Joël. She is an effective program leader with a strong enthusiasm for supporting public administrations and projects in Africa and in the Caribbean. She enables organizations to implement complex supply chain and purchase initiatives. She further facilitates financial trading of commodities. Franciska has 30+ years of international experience and fluently speaks 3 languages.



Marina Gonzalez

Marina Gonzalez is Partner within Batsela Asset Management, Head of Business Administration. She is committed to improving business administration and streamlining shared services management. With over 15 years of experience, Marina is also sought out for her track record in managing sales teams, customer service support, CRM and event marketing. She fluently speaks 3 languages.



- ORIAS registration number (C.I.F and C.O.B.S.P) : 16003021
- Supervising Authority : ACPR (“Autorité de Contrôle Prudentiel et de Résolution”) located at 4 place de Budapest, CS 92459, 75436 Paris, Cedex 9.
- Supervising Professional Associations:
 - o French National Chamber of Financial Investments Advisors
(Association under the supervision of French “Financial Markets Authority”) with membership n° D016617.
 - o French National Chamber of Expert Financial Advisors (CNCEF) with membership n° D016617.
- Professional Liability Insurance: Policiy n° 127107936 issued by Insurance group “MMA Entreprises”.

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