



2025 Corporate Presentation



Value Creation-Alternative
Corporate Advisory

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Value Creation - Alternative

2025 Corporate presentation

Overview

Value Creation - Alternative Ltd. is a Corporate and Investment Advisory firm.

We help companies to develop their business through acquisitions, alliances, digitalisation and fundraising.

We accompany our clients throughout the entire life cycle of their corporate development programme: strategy definition, target search, due-diligence, negotiation, fundraising, post-merger integration and digital transformation.

We are a worldwide network of more than 1,200 seasoned professionals, with more than 35,000 contacts, of which more than 5,000 are investors, and have collectively advised M&A and alliances projects worth in excess of US\$100B.

We support complex strategic and operational business decisions with deep analysis and robust processes.

Our methodology is a combination of desk research, interviews and application of our internal know-how and solutions.



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Value Creation

Understand our pillars of value creation.



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Solutions

Review our ready-to-go solutions to accelerate your business development.

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Business Development Services

We help
companies
develop their
business.

Grow your business.

Want to grow your business? Think now longer and call us, we will help you define your business development strategy and implement it.

Think out of the box.

We do not apply plain vanilla solutions. We design each growth strategy based on the basis of value creation and the parenting skills of your organisation.

Introductory quote:

*“I founded
Value Creation - Alternative
in 2002, with a sheet of
paper and a pen.”*

Christophe Schwoertzig
Founder and Managing Director



C-level executive regulated by the Malta Financial Services Authorities with more than 20 years of work experience in mergers and acquisitions, fundraising, strategy and information technology consulting, and corporate finance gained at top-tier companies the like of Accenture, Capgemini Ernst and Young and an IBM agency.

Christophe advised prestigious companies including Nh Hotels, Uralita Construction, Crédit Suisse, NYSE Euronext, Fergo Aisa Construction, Investec, Scotland Yard, la Bourse du Luxembourg and Caja España.

He is the founding partner of Value Creation – Alternative, Non-Executive Director of Fiduscorp, a regulated corporate structuring and advisory investment funds securitisation and M&A company, Non Executive Director of the Council for Trade and

Investment Promotion First Investment Inc. in the USA and member of the investment committee of Axion International Funds SICAV PLC in Malta.

He has a particular expertise in Financial Services, Information Technologies, Infrastructures, Renewables and Utilities.

Christophe is trilingual, French, Spanish and English. He has worked in France, Spain, the UK, Switzerland, the US, Chile and Ireland.

Christophe holds an MBA from IESE Business School, did his exchange at the London Business School, and holds an engineering degree from the National Institute of Applied Sciences in France.

Corporate Identity

We are corporate advisors



Vision

Our vision is to add value by closing the gaps between borders, cultures, distances and languages.

We were born digital and a global pure play Internet company. Video conferencing and remote working is part of our DNA.



Mission

We want to help companies develop their business, either through organic grow, digitalisation or through acquisition.

We identify the solutions that will suit our clients best.



Values

We subscribe to the highest ethical business standard and do not tolerate any kind of discrimination being sexual, racial or religious.

We stay away from money laundering, briberies, arms traffic, human traffic, terrorists and mafias associations, corruption of politicians or other influencers and other practices morally reprehensible.

Value Creation - Alternative

About us

Finding that missing piece

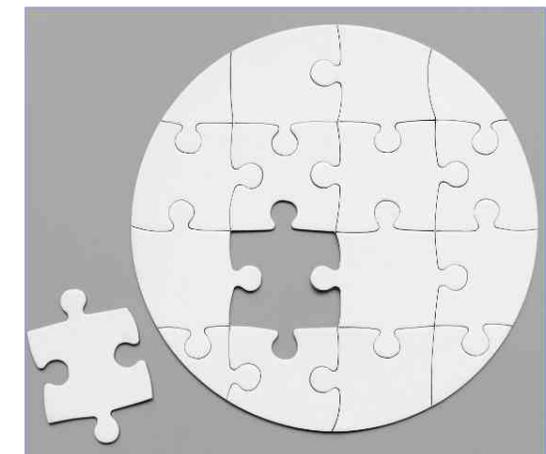
Are you interested in growing your business ?

Growing a business is all about finding that missing piece.

What do you need? A strategic vision? Economic resources? Human resources? New technologies? Partners? All of the above?

If your leadership team could benefit from accomplished and vision driven professionals, look no further than Value Creation - Alternative.

We are the best choice.

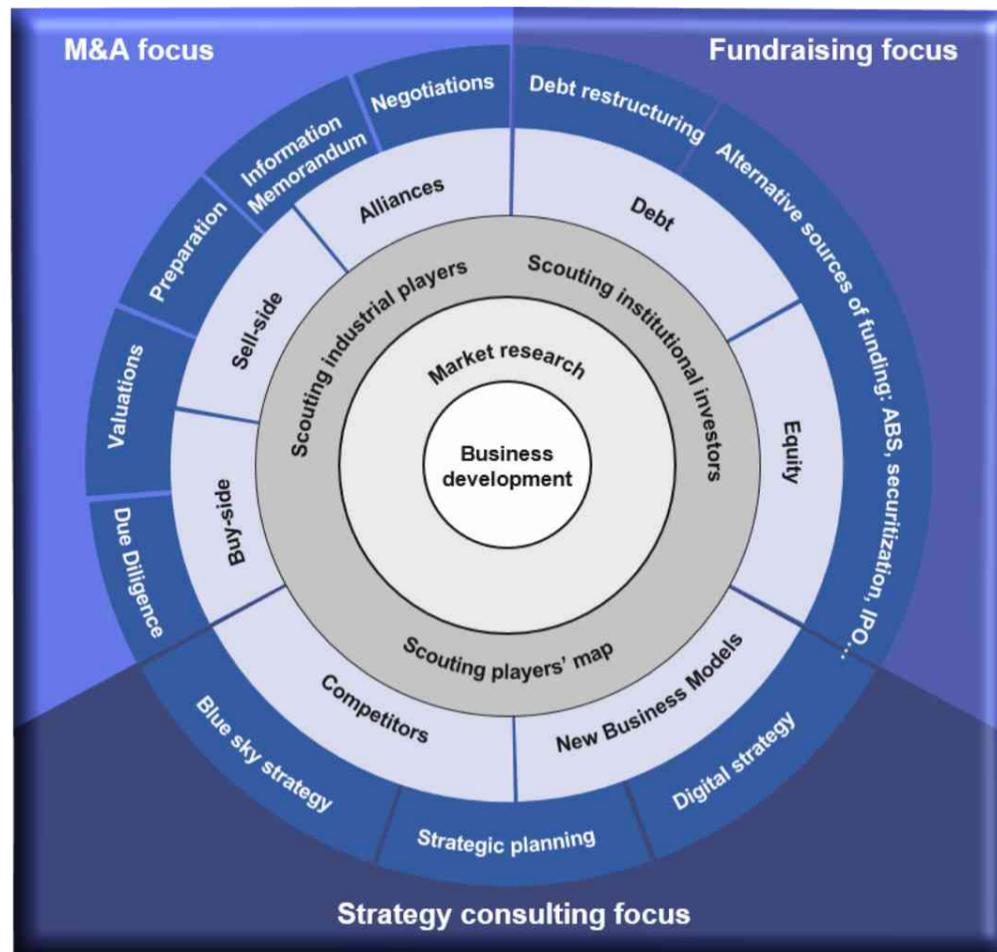


We focus on cross-border transactions in excess of \$10 million

VC-A Services
M&A, Fundraising and Strategy.

Our wheel of Services:

We accompany our clients throughout the entire life cycle of a successful M&A project



M&A

Buy or sell.

We are sector agnostic and work for the buy-sides as well as the side-sides. We accompany our clients throughout the entire life cycle of a successful M&A project: Strategy Definition, Search, Targets Approach, Negotiations and New Structure Proposition, Due Diligence, Closing and Post-Merger Integration.

We work on cross-border transactions typically in excess of \$10 million.

Fundraising

Equity or debt.

We help our clients raise money, either debt, equity or a combination of both.

We can monetise sophisticated financial instruments such as SBLC, BG, Insurance Wraps and Securities.

Our network of more than 1,000 members and more than 35,000 contacts is instrumental to finding that missing investor that will make it happen.

Strategy

Blue sky or digital.

Historically, there were only two ways to grow a business, either organically or in-organically.

With the Internet, businesses can now grow digitally.

We are expert in identifying new business models, new market entry strategies and new product development strategies to help you grow through digitalisation.

Outstanding People

Who we are.

We are a worldwide network of more than 1,000 seasoned professionals with more than 35,000 contacts and have collectively advised M&A and fundraising projects worth more than US\$100B.

Value Creation - Alternative members are seasoned professionals with best-in-class training and ample international experience. Most of us hold a double diploma in technology and a Master in Business Administration.

State of the Art Technology

How we leverage technology.

We were born digital. All our deals and contacts are managed through our VC-A M&A Suite, an online application specifically design to manager investors' relationships and digitalise M&A and fundraising transactions.

Cutting Edge Information

What is our intelligence.

We are partnering with M&A platforms and research firms to acquire market intelligence. We have access to more than 8,000 historical M&A deals analysed in detail, spanning across 23+ sectors and 42+ countries.

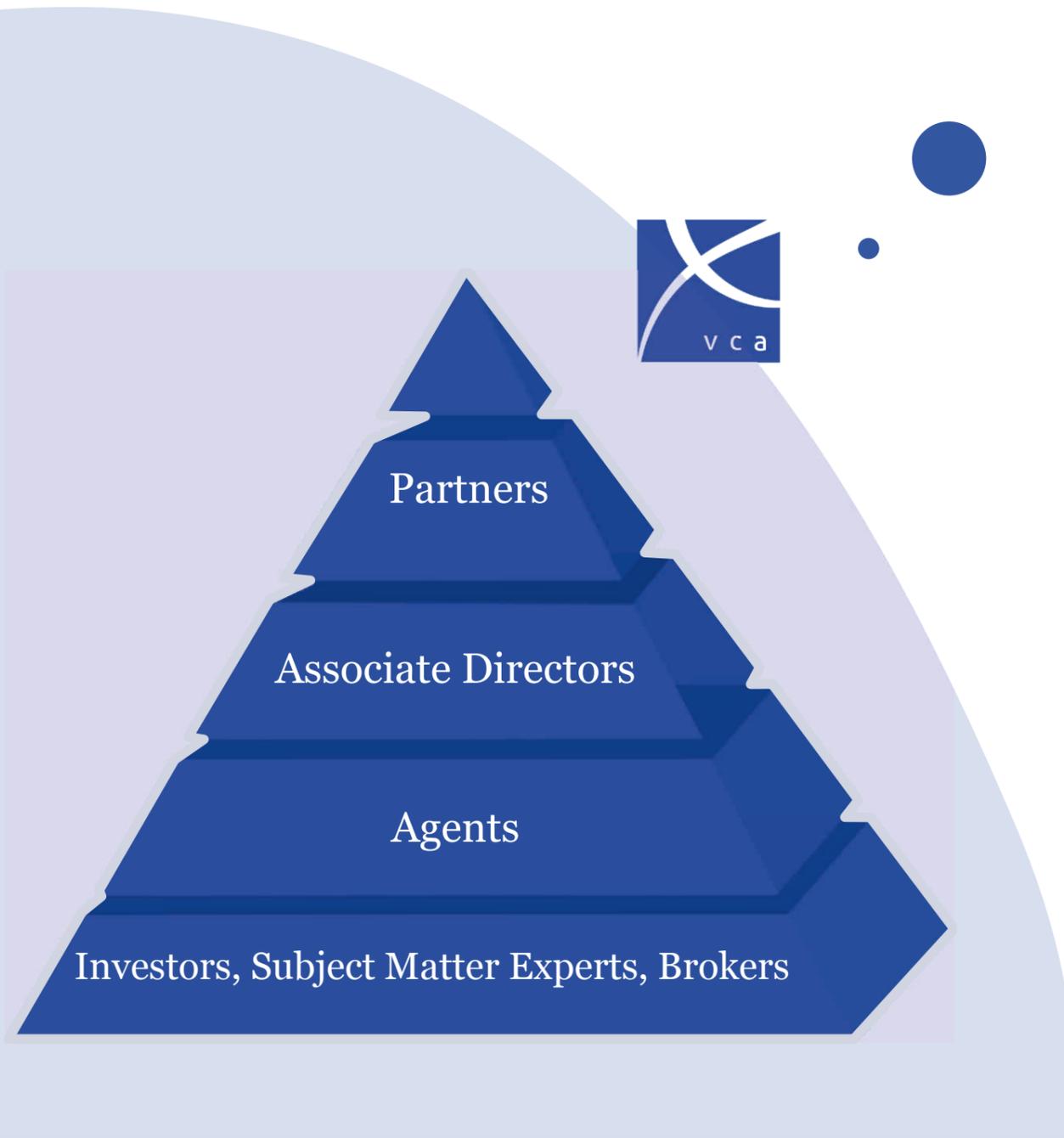
Value Creation 3 Pillars of Value Creation

Local presence,
global reach,
superior results



The VC-A Membership

Organisational structure Pyramidal relationships



Based on their contribution to the network and their personal skills, VC-A Members can move up the pyramid and enjoy extended privileges.

Partners

Partners are accountable for the group's governance and as such, have a say on the selection and prioritisation of the VC-A deals. They enjoy the privilege of having access to our VC-A M&A Suite.

Associate Directors

Associate Directors (AD) can operate under the Value Creation - Alternative brand. There is a strict selection process to qualify as a VC-A AD. VC-A Agents can apply for an AD position only upon invitation.

Just to manage your expectations, only 1 pre-selected candidate out of 20 passes our compliance process successfully.

Agents

VC-A Agents are our sales force. They submit opportunities and in some instances, help close deals under confidentiality agreements. If you wish to submit an opportunity, you can register for free online by [clicking here](#).

Investors

VC-A Investors are investors interested in receiving VC-A investment opportunities before others. If you are an investor actively looking for deals, [register here](#).

SMEs

From time to time, we need a very specific expertise, either functional or sectorial. Our VC-A SMEs cover most of the functional areas of a business and most of the sectors. SMEs are solicited on an *ad hoc* basis.

Brokers

Anyone can become a VC-A broker and claim introduction fees, you just have to [register here](#).

It is not about who you are, but who you know.

VC-A Members are rewarded based on their contribution to the development of VC-A Network.

Each project is negotiated individually but as a starting point, Members shall get 10% of the revenue generated for a successful introduction, 25% of the revenue if they actively contribute to the closing, 50% of the profit if they join VC-A team and up to 80% of the revenue if they manage and deliver their project under the VC-A brand.

Active Members take precedence over non-active Members to join VC-A teams and/or be invited to take part in a transaction. Non-active Members shall ultimately be deleted from VC-A database.

Leadership Team Directorship

Our network spans
across 5 continents.



Christophe Schwoertzig Glocal business development.

Mr Schwoertzig is a former strategy consultant trained at Accenture and CGEY. He founded VC-A in 2002.

Mr Schwoertzig is a non-executive director of Fiduscorp Ltd. and a member of the investment committee of Axion International Funds SICAV Plc.

He got an MBA from the IESE Business school, went on exchange to the London Business School and owns and master degree in IT from INSA de Lyon in France.



Mario Buttigieg - Malta Funds structuring.

Mr Buttigieg is a former banker trained at HSBC where he held several executive positions. He was then Managing Director for Amicorp Group looking after Corporate Funds, Trusts and Corporate Accounts.

Mr Buttigieg is the founder of Fiduscorp Ltd. a regulated financial entity in Malta, and our fund structuring expert.

He is a Certified Public Accountant and owns a first degree in Commerce from the University of Malta.



Marina Kwok - Hong Kong Cross-border M&A.

Marina is responsible for our Asian desk and focuses on cross-board M&A transactions. She brings 15 years of experience in business development strategy working for American Express, Accenture and LexisNexis. Based in Honk Kong.

Marina speaks Cantonese, Mandarin and English fluently.

She got an MBA from HKUST Business School, did her exchange at the London Business School and holds a B.S. in Economics from the University of Wisconsin-Madison in the USA.



Richard Katz - Spain Debt structuring.

Richard is a former banker having worked at Bankpyme (now Caixabank) and Kutxabank. He was also an Executive Director for the Spanish-Maltese Chamber of Commerce.

His forte is bad debt restructuring through debt-to-equity swaps and finding financing solutions for projects and working capital in Spain.

He holds a law degree from the UAB, the Barcelona University, a post-graduate degree in tax law, and a master in banking law, balance sheet analysis and cost auditing.

Good delivery is not just
about people and staffing.

It is about the right people.

Some of our subject matter experts:



Sripad Gopala
Oil and Gas

We consult for oil and gas projects, both up and down stream.



José Vicente
Renewable Energy

We work on solar projects in the kingdom of Spain.



Jean-Marc Dufat
Cryptos and Blockchain

We manage security token offerings on blockchain.



Jason Eppleston
Fixed Income

We are experts in debt structuring and financial instruments.

State of the Art Technology We are a pure digital player.



Business Intelligence

Sector agnostic

Research.

- Multiple Analysis Tool.
- 8 000+ M&A Deals Analysed in Detail.
- 23 + Sectors
- 42 + Countries

Network.

- 1 200+ VC-A Members
- 5 000+ Investors
- 35 000+ Contacts
- 5 VC-A Programs, Hundreds of Deals



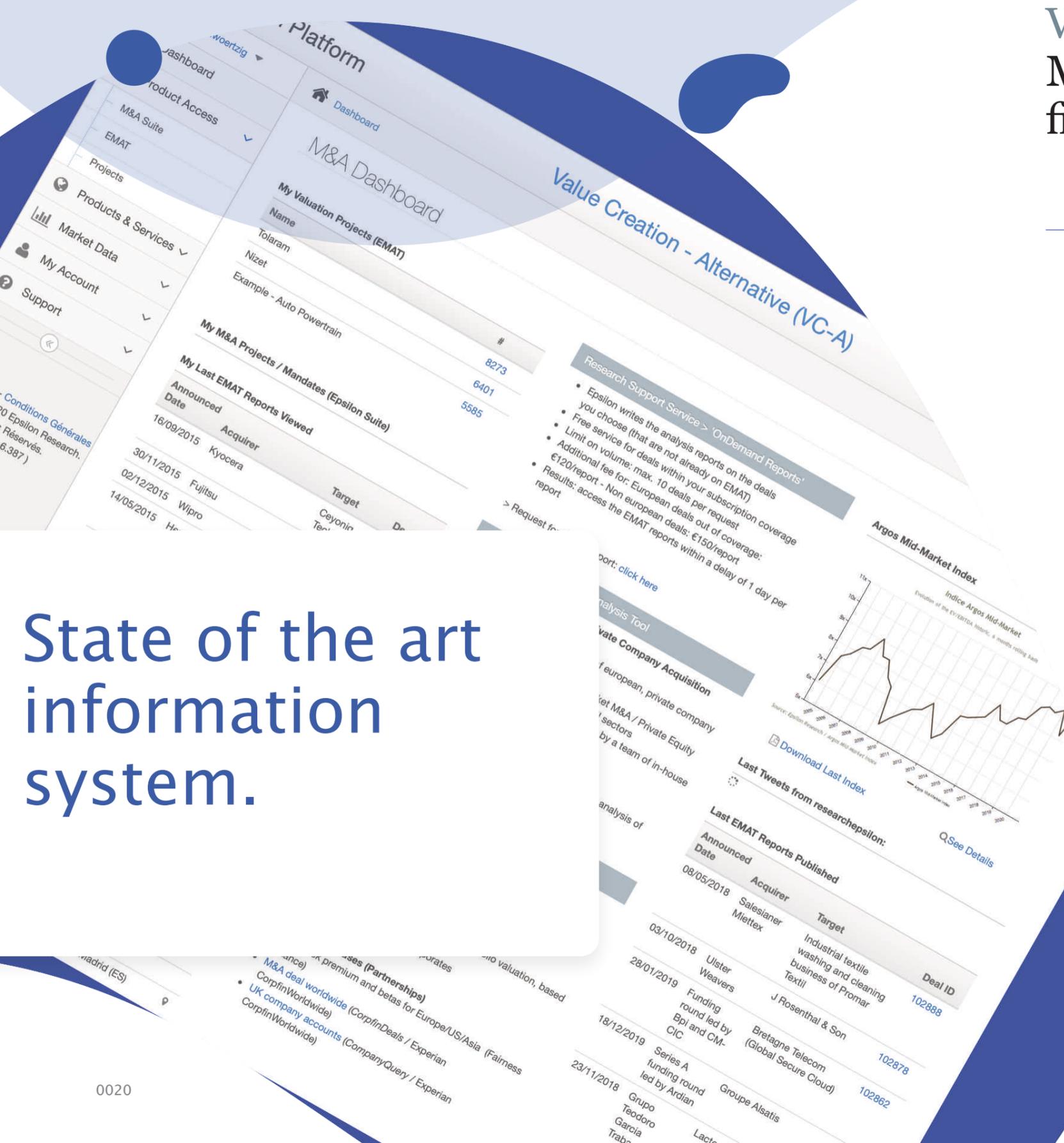
Digital footprint

We were born digital and operate exclusively online. We leverage every technology to reduce our fixed operating cost and pass those savings onto our clients. Internet has got no frontiers, neither have we. We master all aspects of video conferencing and social media.

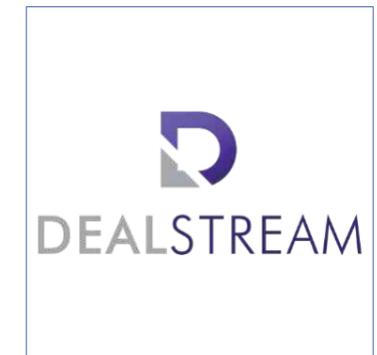


VC-A M&A Suite

VC-A Ecosystem
M&A platforms and research firms.



Some of our
partnering
platforms.



State of the art
information
system.

Solutions.



Accelerate your Growth
Ready-to-go solutions.

We combine
creative
consulting
services with
ready-to-go
solutions.



VC-A Ecosystem.

At Value Creation - Alternative, we are continuously building new partnerships to help our clients hit the ground running leveraging our turn-key solutions and pre-established infrastructure to reduce both cost and time-to-market.



Funding Platform.

The challenge with investors is that they only have a finite amount of funds to invest. Therefore, our Fundraising Platform managers are permanently looking for new alliances with direct lenders, family offices, hedge funds and other fixed income providers.



Regulated Funds Management.

Fundraising is all about credibility. Credible products or services, credible organisation, credible projections, credible people. If you are fundraising, increase your level of credibility by setting up regulated funds. We can tell you how to do it.

VC-A Ecosystem Partnerships.



How to.

Leverage VC-A ecosystem

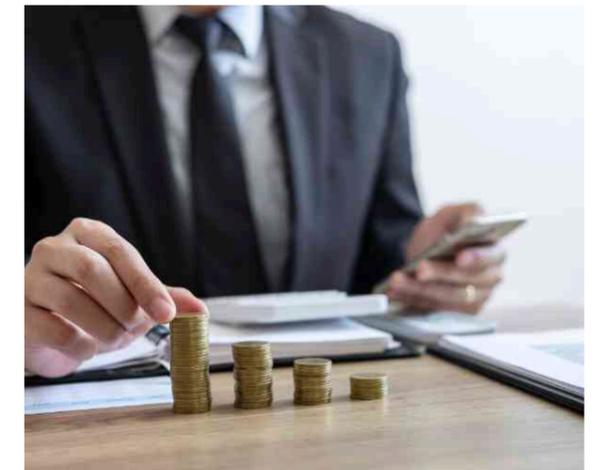
VC-A ecosystem is an evolving alliance of multiple solution providers to offer turn-key solutions adapted to each situation.

We can accompany our clients throughout their fundraising and business development journey, from a startup stage all the way to an Initial Public Offering (IPO).

We can address private-public partnerships (PPP), manage regulated Funds, issue security tokens (STO), approach direct lenders and trade listed securities or commodities.

Our ecosystem allows us to design out-of-the box solutions for each scenario.

Funding Platform Lending Solutions.



How to.

Leverage your company

If you own a company or have assets that can be pledged, we can help you with the structuring of the debt.

We have relationships with more than 50 direct lenders, whose investment criteria may fit your needs. We can do asset-backed

finance, supplier finance, trade finance, e-commerce finance, stock finance, and monetisation of financial instruments such as bonds or bank guarantees.

We can also issue tokens on blockchain for crowdfunding.

Superior Results References¹.



Accolades



These prestigious awards from Wealth & Finance International and Innovation in Business reflect our unwavering dedication and excellence in providing top-tier corporate advisory services, delivering high-quality and tailored advice to our clients, who seek assistance in developing their projects internationally.

We leverage financial licenses, cutting-edge technology, data analytics, and market insights to help our clients achieve their financial goals and create value.

(1) Selection of companies that have collaborated or are collaborating with VC-A Members.

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