

VERROQ

INDEPENDENT

STRATEGIC ADVISORY

Private Capital · Strategic Partnerships · Cross-Border Commercial Development

WHO WE ARE

Independent advice for complex growth, capital and commercial decisions.

VERROQ is an independent strategic advisory firm working with businesses, investors and principals across strategy, private capital, strategic partnerships and cross-border commercial development.

We help clients assess strategic options, define capital requirements and develop the partnerships and commercial structures needed for implementation.

Discretion · Independent Judgment · Disciplined Execution

OUR POSITION

We operate at the intersection of strategy, capital and commercial execution.

STRATEGY

Growth Priorities

Market Positioning

Opportunity Assessment

CAPITAL

Capital Strategy

Investment Positioning

Investor Engagement

EXECUTION

Strategic Partnerships

Market Entry

Transaction Support

THE STRATEGIC CHALLENGE

Complex opportunities require alignment between strategy, capital and execution.

01

STRATEGIC CLARITY

What is the strategic rationale, and where can value be created?

02

CAPITAL FIT

What capital structure and investor profile support the objective?

03

COMMERCIAL ALIGNMENT

Which partners, counterparties and commercial terms are required?

04

EXECUTION PATH

What decisions and actions are needed to proceed?

VERROQ helps clients connect these decisions within one advisory framework.



ADVISORY CAPABILITIES

OUR ADVISORY PLATFORM

Four complementary capabilities support strategic decisions, capital planning, partnership development and cross-border growth.



STRATEGIC ADVISORY

- Strategy & Positioning
- Growth Initiatives
- Market & Opportunity Assessment
- Strategic Decision Support



PRIVATE CAPITAL ADVISORY

- Capital Strategy
- Investment Positioning
- Capital Landscape
- Investor Engagement



STRATEGIC PARTNERSHIPS

- Partnership Strategy
- Partner Identification & Assessment
- Commercial Alignment
- Joint Initiatives



CROSS-BORDER COMMERCIAL DEVELOPMENT

- Market Entry
- Commercial Opportunity Development
- Counterparty Development
- Transaction Support
- Cross-Border Coordination

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STRATEGIC ADVISORY

We help decision-makers evaluate where to compete, how to grow and which opportunities merit capital and management attention.



GROWTH STRATEGY

Evaluate and prioritise pathways to sustainable commercial growth.



MARKET & OPPORTUNITY ASSESSMENT

Assess markets, competitive dynamics and strategic opportunities.



STRATEGIC POSITIONING

Define positioning around capabilities, assets and market context.



STRATEGIC DECISION SUPPORT

Assess strategic alternatives, their implications and the priorities for implementation.

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PRIVATE CAPITAL ADVISORY

Capital strategy starts with the opportunity — not the source of funding.

CAPITAL STRATEGY

Define funding requirements, capital structure and appropriate financing pathways.

INVESTMENT POSITIONING

Develop a clear and credible investment proposition.

CAPITAL LANDSCAPE

Assess relevant sources of private, strategic and institutional capital.

INVESTOR ENGAGEMENT

Identify relevant investors and support introductions, discussions and follow-up.

VERROQ provides advisory services and does not undertake regulated financial activities unless appropriately authorised.

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STRATEGIC PARTNERSHIPS

The strongest partnerships are built on strategic fit, commercial logic and aligned objectives.

PARTNERSHIP STRATEGY

Define the capabilities, market access or resources a partnership should provide.

PARTNER IDENTIFICATION & ASSESSMENT

Identify potential partners and evaluate their strategic and commercial fit.

COMMERCIAL ALIGNMENT

Align objectives, economics, responsibilities and expectations.

PARTNERSHIP DEVELOPMENT

Support partner discussions, help shape commercial terms and establish a framework for collaboration.

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CROSS-BORDER COMMERCIAL DEVELOPMENT

We support market entry and commercial development across jurisdictions, combining market assessment, counterparty engagement and transaction support.

01 Market Entry Strategy

02 Commercial Opportunity Development

03 Counterparty Identification & Assessment

04 Transaction Structuring Support

05 Negotiation Support

06 Cross-Border Coordination



VALUE CREATION

INTEGRATED ADVISORY MODEL

VERROQ brings strategy, capital and commercial development into one advisory process.

01	02	03	04	05
ASSESS	**DEFINE**	**STRUCTURE**	**ENGAGE**	**ADVANCE**
▸ Market	▸ Objectives	▸ Capital	▸ Investors	▸ Market Entry
▸ Opportunity	▸ Priorities	▸ Partnerships	▸ Partners	▸ Partnership Formation
▸ Context	▸ Strategic Direction	▸ Commercial Model	▸ Commercial Counterparties	▸ Transaction Support

Each stage remains anchored in the client’s strategic objective.

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VALUE CREATION FRAMEWORK

Value creation depends on the alignment of strategic logic, commercial viability, capital fit and execution capability.

STRATEGIC LOGIC

A clear rationale for where and how value can be created.

COMMERCIAL VIABILITY

Credible economics and market proposition.

CAPITAL FIT

Capital appropriate to the opportunity and strategic objective.

EXECUTION CAPABILITY

The capabilities, resources and coordination required to execute.

ADVISORY OUTPUTS

Our work provides the analysis, materials and implementation priorities required for decisions, investor discussions and commercial negotiations.

01 **STRATEGIC ASSESSMENT**
Market analysis, strategic alternatives and a clear basis for decision-making.

02 **CAPITAL ROADMAP**
Funding requirements, financing options and investor positioning.

03 **INVESTMENT MATERIALS**
A clear presentation of the business or project for relevant investors.

04 **COUNTERPARTY LANDSCAPE**
Identification and prioritisation of potential investors, partners and commercial counterparties.

05 **ENGAGEMENT SUPPORT**
Introductions, meeting preparation, discussions and stakeholder coordination.

06 **IMPLEMENTATION ROADMAP**
Actions, responsibilities and next steps for project advancement.



CLIENTS & MARKETS

WHO WE ADVISE

We advise principals and institutions on consequential growth, capital and commercial decisions.



CORPORATES & ENTREPRENEURS

Growth, transformation, capital and international expansion.



PROJECT SPONSORS & ASSET OWNERS

Project development, financing, partnerships and commercialisation.



PRIVATE CAPITAL & FAMILY OFFICES

Opportunity access, market insight, partnerships and co-investment.



INSTITUTIONAL INVESTORS

Investment opportunities, market access and strategic relationships.



GOVERNMENT & DEVELOPMENT INSTITUTIONS

Strategic initiatives, investment development and cross-border partnerships.

SECTOR FOCUS

We focus on sectors where capital requirements, strategic partnerships and cross-border dynamics shape investment and growth decisions.

MINING & METALS

Mining projects, mineral resources and metals value chains.

ENERGY & TRANSITION

Conventional energy, energy infrastructure and transition opportunities.

INFRASTRUCTURE & INDUSTRIALS

Infrastructure projects, industrial development and PPP opportunities.

REAL ASSETS & INVESTMENTS

Real estate, strategic assets and asset development.

TECHNOLOGY & DIGITAL

Digital infrastructure, technology platforms and transformation.

LOGISTICS & TRADE

Supply chains, logistics infrastructure and international trade.

AGRIBUSINESS & FOOD SECURITY

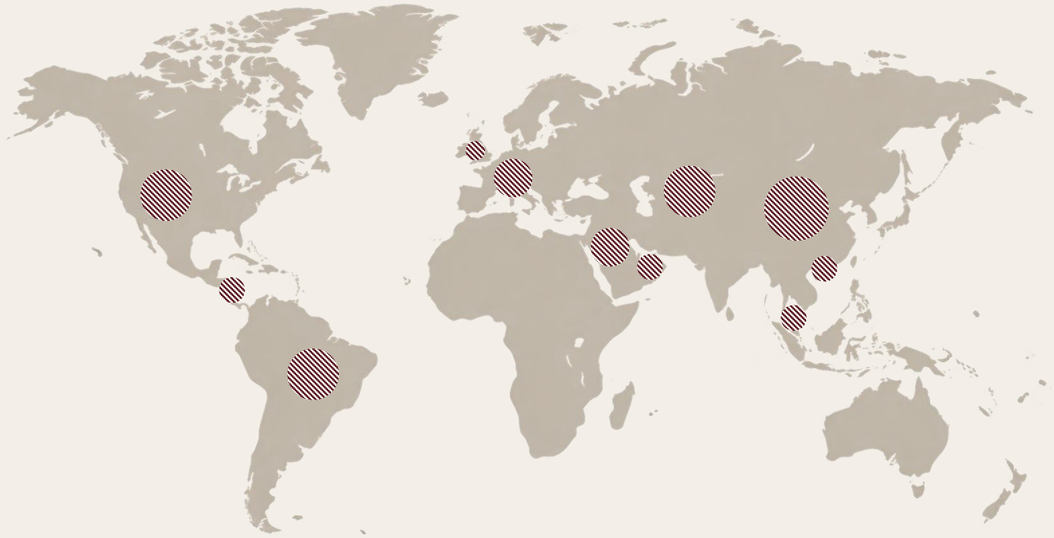
Production, processing, distribution and agricultural value chains.

INTERNATIONAL PERSPECTIVE

Cross-border opportunities require market understanding, relevant counterparties and disciplined execution.

Markets of Focus

- Middle East
- Central Asia & Caspian
- Asia Pacific
- Europe
- North America & Selected Latin American Markets





WHAT MAKES US DIFFERENT

WHY VERROQ

Independent thinking. Senior judgment. A clear path to execution.

INDEPENDENT

Our advice reflects the client’s objective, without a predetermined financial product, fund or solution.

SENIOR-LED

Senior advisers remain directly involved throughout the engagement and at key decision points.

INTEGRATED

Strategy, capital, partnerships and commercial development within one advisory relationship.

CROSS-BORDER

International experience informed by local market conditions and commercial realities.

EXECUTION-ORIENTED

Recommendations linked to implementation priorities and practical next steps.

HOW WE WORK

Each engagement begins with a clear objective, an agreed scope and a shared understanding of roles and responsibilities.

DIAGNOSE	FRAME	ANALYSE	ALIGN	SUPPORT
Understand the client’s objective, context and underlying question.	Agree the scope, priorities and decision criteria.	Assess evidence, alternatives and strategic implications.	Establish a common direction and clarify stakeholder responsibilities.	Support agreed actions, coordination and execution.

Discretion · Analytical Discipline · Independent Judgment · Senior Involvement

ENGAGEMENT MODEL

The scope, team and commercial terms reflect the client’s objective and the requirements of the mandate.

01

PROJECT MANDATE

A defined engagement addressing a specific strategic, capital or commercial objective.

02

ONGOING ADVISORY

Continuing senior advisory support across strategic priorities and emerging opportunities.

03

TRANSACTION ADVISORY

Advisory support for a defined transaction or financing process, with fees structured to reflect the scope and, where appropriate, the outcome.

04

INTEGRATED MANDATE

Multiple VERROQ capabilities combined within one coordinated engagement.



EXPERIENCE

EXPERIENCE OF OUR PRINCIPALS

Our principals bring experience across international trade, capital advisory, strategic partnerships and complex commercial execution.

CROSS-BORDER TRADE & COMMODITIES

Physical commodity transactions involving producers, buyers and international supply chains.

CAPITAL & INVESTMENT

Capital strategy, investor engagement and financing initiatives for businesses and projects.

STRATEGIC DEVELOPMENT

International business development, market entry and partnership initiatives.

COMPLEX EXECUTION

Coordination across counterparties, workstreams and jurisdictions.

Selected experience includes engagements undertaken by VERROQ principals across current and prior professional activities.

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