



NOVARA CAPITAL

INDEPENDENT STRATEGIC CAPITAL & PROJECT FINANCE
ADVISORY BOUTIQUE

CORPORATE PROFILE

2026

01 | CORPORATE PROFILE

Executive Profile

Independent advice for complex capital and project-finance situations

NOVARA CAPITAL operates as an independent strategic capital and project finance advisory platform based in Vienna. We work alongside project sponsors and business owners to prepare, structure and present credible investment and financing opportunities to suitable financial institutions, investors and strategic partners.

Our work begins before a project reaches the market. We assess commercial logic, sponsor strength, capital structure, documentation quality and decision readiness. Where an opportunity merits further consideration, we define a disciplined workstream designed to strengthen financing readiness and institutional presentation.

OUR MANDATE

Bring clarity to complex capital decisions through disciplined preparation, institutional presentation and trusted coordination.

Since 2025, NOVARA CAPITAL has supported current and recent assignments across Europe, the Caucasus and selected cross-border markets. Experience is presented in anonymised and aggregated form to protect clients, counterparties and ongoing negotiations.

We help sponsors improve financing readiness through disciplined preparation, structured documentation and institutional-quality presentation. Financing decisions remain solely with the relevant financial institutions and investors.

Positioning & Principles

Strategic judgement. Institutional discipline. Trusted coordination.

Independent Judgement

Advice remains independent of any single product, lender or investor. Each assignment starts with the project's commercial and financing logic.

International Perspective

We work across jurisdictions and professional cultures while maintaining consistent analytical and documentation standards.

Precision

Facts, figures, assumptions, status and next steps are stated carefully and supported by controlled documentation.

Financing Readiness

We identify the conditions, information and documentation required for serious professional review.

Discretion

Client information, introductions, negotiations and transaction pathways are treated as protected business assets.

Execution Discipline

The advisory process is organised around deliverables, responsibilities, decision points and practical next actions.

ROLE BOUNDARY

NOVARA CAPITAL operates as an independent strategic capital and project finance advisory platform. Our role is to prepare, structure and coordinate financing processes while remaining independent of any lender or investment product. Financing decisions remain solely with the relevant financial institutions and investors.

Core Advisory Capabilities

A focused platform for preparation, structuring and transaction support

Strategic Capital Advisory

We work alongside sponsors to strengthen institutional readiness through capital strategy, project screening, funding objectives and sponsor positioning.

Financial Structuring

Indicative debt, equity, sponsor contribution and blended-capital concepts aligned with cash flows and risk profile.

Due Diligence Support

Coordination of corporate, financial, legal, technical and commercial information required for professional assessment.

Investor & Partner Readiness

Preparation of concise decision materials and structured project narratives for suitable investors and strategic partners.

Project Finance Preparation

Preparing projects to institutional financing standards through readiness assessment, business-plan refinement, financial-model review and lender-oriented presentation.

Investment & Lender Documentation

Executive summaries, information memoranda, teasers, presentations, information requests and structured response packages.

Transaction Coordination

Management of workstreams, information flow, counterparty communications, outstanding items and decision timetables.

JV & SPV Structuring Concepts

High-level review of ownership, governance, sponsor participation and project-company arrangements, subject to legal advice.

Each engagement is defined by a written scope. Legal, tax, regulatory and investment advice is provided only by appropriately authorised professionals where required.

Advisory Methodology

A disciplined process from initial screening to transaction support

01	Initial Screening	Objectives, sector, geography, project stage and indicative capital requirement.
02	Sponsor & Project Assessment	Sponsor profile, ownership, project logic, delivery capability and key dependencies.
03	Commercial & Financial Review	Business plan, assumptions, capital expenditure, revenues, cash flows and sensitivities.
04	Financing Strategy	Potential funding routes, sequencing, sponsor contribution and readiness gaps.
05	Capital Structure Design	Indicative debt/equity mix, tenor logic, risk allocation, security and covenant considerations.
06	Documentation Preparation	Executive summary, financial narrative, supporting schedules and controlled data room.
07	Counterparty Readiness	Preparation for suitable financial institutions, investors and strategic partners.
08	Negotiation & Coordination	Questions, due diligence, term discussions, action tracking and closing support.

DECISION PRINCIPLE

Each stage should produce a clear output, an accountable owner and an explicit decision on what happens next.

Sector Experience

Experience across capital-intensive and operationally complex sectors

Real Estate Development

Residential, mixed-use and commercial development; completion and refinancing strategies; investor and lender presentation.

Industrial Manufacturing

New production capacity, plant development, expansion programmes, sponsor assessment and capital-structure preparation.

Agriculture & Agri-Processing

Primary production, storage, processing, trading and integrated value-chain investment programmes.

Renewable Energy

Energy components within industrial and agricultural projects, integrated generation concepts and financing review.

Hospitality & Resorts

Hotel, resort, serviced-residence and mixed-use hospitality concepts; phased development and operating-model review.

Metals & Mining

Industrial acquisition, processing assets, refinancing considerations and transaction-readiness support.

Aquaculture & Food Production

Specialised production systems, biological and operating risks, capital expenditure and project-finance preparation.

Infrastructure & Logistics

Logistics, distribution, operational infrastructure and selected public-facing or concession-related project concepts.

SECTOR DISCIPLINE

Sector experience strengthens project-specific analysis. Every opportunity is screened on its own facts, sponsor strength and financing structure.

Geographic Experience

Cross-border advisory across Europe, the Caucasus and neighbouring markets

Austria Real estate development, financing strategy, local-bank and investor engagement.	Bulgaria Hospitality, industrial manufacturing and capital-intensive development assignments.	Georgia Industrial acquisition, hospitality, aquaculture, food production and sponsor assessment.
Romania Multiple project reviews across industrial, real-economy and cross-border financing contexts.	Türkiye Industrial, export-oriented and sponsor-related project discussions.	Moldova Project assessment, documentation review and preliminary financing preparation.
Albania Preliminary project screening and advisory assessment.	Azerbaijan Investment, real estate and cross-border advisory experience.	Ukraine Agricultural processing and renewable-energy project programme review.

Geographic references describe current and recent advisory activity since 2025. They illustrate market exposure and do not represent a permanent local presence.

Selected Portfolio Indicators

Aggregated indicators of advisory scale and institutional review activity

10+

Current and recent advisory assignments considered since 2025

9

Jurisdictions represented across Europe and neighbouring markets

€500m+

Aggregate disclosed project scale and financing requirements reviewed, on an approximate equivalent basis

8+

Sector groups spanning real assets, industry, agriculture and infrastructure

IMPORTANT QUALIFICATION

The aggregate figure combines disclosed project values and financing requirements across different stages and currencies. It is illustrative and approximate; it should not be interpreted as capital raised, financing approved or transactions completed.

Assignments vary materially in stage, mandate scope, documentation quality and outcome. NOVARA CAPITAL improves decision quality, financing readiness and process discipline - without manufacturing certainty.

Representative Advisory Experience

Selected assignments presented in anonymised and aggregated form

Industrial Acquisition | Caucasus

Large strategic acquisition and refinancing context. Transaction review, sponsor and target information requirements, business-plan refinement, capital-structure analysis and coordination with an international financing institution.

Hospitality Development | South-Eastern Europe

Hotel and wellness development requiring project-completion and operating preparation. Funding strategy, use-of-proceeds clarification, financial-model review and lender-oriented presentation.

Aquaculture & Food Production | Caucasus

Capital-intensive production project. Financing-structure review, sponsor and guarantor information requirements, risk clarification, documentation planning and preparation for professional counterparty assessment.

Real Estate Portfolio | Austria

Multiple residential development and completion requirements. Portfolio-level funding strategy, project-by-project financing needs, investor and local-bank presentation, and sequencing of capital requirements.

Industrial Manufacturing | South-Eastern Europe

Large-scale manufacturing development. Sponsor assessment, equity-contribution review, corporate and financial documentation, financing-readiness analysis and preparation of a coherent lender-facing package.

Mixed-Use Hospitality | Caucasus

Hospitality and serviced-residence concept. Review of investment case, debt requirements, sponsor financial information and preparation of a structured financing request.

Agri-Processing & Renewable Energy | Eastern Europe

Multi-project group programme. Initial screening, prioritisation of the most financeable opportunity, financial-model and project-document requests, and definition of the next advisory workstream.

Industrial & Real-Economy Projects | Romania

Multiple assignments and preliminary reviews involving substantial capital requirements. Project screening, sponsor and financial information analysis, financing-route assessment and structured information requests.

CONFIDENTIALITY BY DESIGN

Names, transaction counterparties, exact amounts and identifying details are withheld because the underlying engagements are confidential and, in several cases, ongoing. The examples illustrate advisory workstreams, not closed-transaction credentials.

Our Advisory Team

A focused network of independent professionals aligned to each engagement

Strategic Advisor

Strategic direction, sponsor positioning, project logic and senior-level coordination.

Financial Analyst

Financial models, assumptions, cash-flow analysis, sensitivities and data consistency.

Legal Advisor

Legal-workstream coordination and review support, subject to applicable professional authorisation.

Commercial Advisor

Commercial strategy, counterparty engagement, negotiations and partnership structures.

Project Finance Advisor

Financing readiness, debt and equity pathways, lender requirements and transaction preparation.

Investment Analyst

Investment-case assessment, market review, project screening and decision materials.

Technical Advisor

Technical feasibility, capital expenditure, implementation risks and specialist project review.

Risk & Compliance Advisor

Due diligence, KYC/AML coordination, risk mapping and documentation controls.

PLATFORM PRINCIPLE

Advisory teams are formed according to the nature and complexity of each engagement. Team references describe independent or associated professional roles and do not, by themselves, imply employment by or the existence of a separately incorporated legal entity.

Why NOVARA CAPITAL

Boutique attention with institutional discipline

Direct Senior Involvement

Assignments are led at senior level, with direct attention to project logic, documentation quality and decision-critical issues.

Institutional Communication

Materials are structured for scrutiny by financing institutions, investors, investment committees and professional advisers.

Cross-Border Perspective

Experience across multiple jurisdictions supports practical communication between sponsors and international counterparties.

Pragmatic Execution

The work focuses on actions that improve readiness: missing information, structure, documentation and decision sequence.

Independent Perspective

Recommendations are not constrained by a proprietary lending product, investment fund or single counterparty.

Tailored Strategy

Each project receives a defined workstream reflecting its sector, sponsor strength, maturity, objectives and constraints.

Confidentiality as a Process

Information is shared selectively, identifying details are controlled and live transaction pathways are protected.

Credible Representation

Access, probability, mandate status and transaction outcome are described accurately and never presented as guaranteed.

OUR VALUE

Our value lies in improving quality, credibility and execution readiness before financing decisions are made.

Engagement Model

Clear scope, documented responsibilities and transparent milestones

1. Initial Discussion Objectives, background, project status and immediate decision needs.	2. Preliminary Assessment High-level review of available information to determine whether a structured advisory process is appropriate.
3. Engagement Agreement Written scope, deliverables, exclusions, responsibilities, fee structure, term and confidentiality.	4. Information Request Controlled request for corporate, financial, legal, technical and project documentation.
5. Advisory Execution Analysis, structuring, documentation preparation, financing-readiness work and issue management.	6. Counterparty Preparation Preparation for suitable financial institutions, investors or strategic partners, subject to mandate scope.
7. Transaction Support Responses, due diligence coordination, negotiations, action tracking and support through the relevant decision stage.	
COMMERCIAL PRINCIPLE <i>Consulting fees compensate the substantive work required to assess, structure and prepare a project. Any success-related fee is governed separately by the applicable engagement agreement.</i>	

Confidentiality & Professional Standards

Responsible representation of advisory work and regulatory boundaries

All representative assignments in this profile are described in anonymised and aggregated form. Client names, project names, financing counterparties, relationship details and transaction-specific data are withheld in accordance with contractual and professional confidentiality obligations.

Sector, geography and project-scale references are included solely to illustrate the nature and breadth of advisory experience. They do not constitute confirmation that financing has been approved, committed, drawn or completed.

NOVARA CAPITAL operates as an independent strategic capital and project finance advisory platform. Our role is to strengthen project readiness and support institutional financing processes through independent advisory services. Information in this document is provided for general informational purposes only and does not constitute banking, investment, legal or tax advice. Regulated services are provided only where legally permitted and, where required, subject to the relevant authorisation.

NOVARA CAPITAL is an independent advisory brand and business designation. Until a separate legal entity is incorporated, the contracting person or legal entity is identified expressly in the applicable engagement agreement.

PROFESSIONAL STANDARD

Credibility is protected by stating precisely what has been done - and never implying more.

Any potential financing or investment remains subject to independent assessment, due diligence, internal approvals, documentation, legal and regulatory requirements and commercially acceptable terms.



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