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Best International Project Financing Firm – USA & Gilles Herard Merchant Banking CEO of the Year - USA

## Capital Corp Merchant Banking (CCMB)

Capital Corp Merchant Banking (CCMB) is part of a group that was formed over three decades ago to meet the growing needs of companies / clients and promoters looking for funding and professional assistance in a diversity of projects. We invited Gilles Herard to talk us through the firm and how it has flourished over this time.

Established in 1993, CCMB is a wholly owned subsidiary of Capital Corp Canada (CCC) which was formed in 1982 and in turn is controlled by the Herard Family Foundation. Since inception the firm has offered pure Merchant Banking Services, acting as Corporate Investor and Advisor for Privately controlled Mid-Size Companies, in project financing ranging in size from \$25.0M to \$250.0M. Gilles outlines the firm's service offering in more detail and explains how it works to ensure excellence for clients.

"At CCMB, our interventions are mainly focused on Equity Funding, but we can also do Conventional Financing. Additionally, we accept projects from countries all over the world all over the world, including emerging economies, but only from countries not under any sanctions from the American Government.

more than a few years, and the reason for that is because our operations are subject to any and all turmoil going on all over the world, and - the - major challenge for CCMB is to be fully aware. At all time, of what is happening abroad and what impact it can have on existing projects and of course new projects."

Looking to the future Gilles is positive as he discusses CCMBs upcoming projects and how the firm will continue to adapt around its fast paced market.

"Merchant Banking has been in existence for about 3,000 years, so based on that history, I would like to think it will still be in existence for years and years to come. Ours is an ever evolving industry, and as such at we will soon announce our financial involvement in major "Renewable Energy Projects in line with current industry trends.

"Ultimately, at CCMB we adapt constantly, and for us we are already geared to adapt to what tomorrow will bring.

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"Client service is paramount in any service company, and it the same at CCMB, and because our clients are coming from all over the world, speak different languages, practice different religions and are from different social - realities - we always put extra efforts into understanding their projects from their perspective taking in consideration their realities, and we never engage in any foreign project without visiting the project on site. This offers our clients a feeling of comfort and ensures that we always provide them with the highest possible quality of service."

What truly sets the firm apart is its international focus and experience in the merchant banking market, as Gilles explains.

"Fundamentally, CCMB is an International Merchant Banking firm, and as such is a highly specialized firm in a highly specialized industry and only a very few firms are able to last in that business. In fact, most of the firms that are formed do not last much

