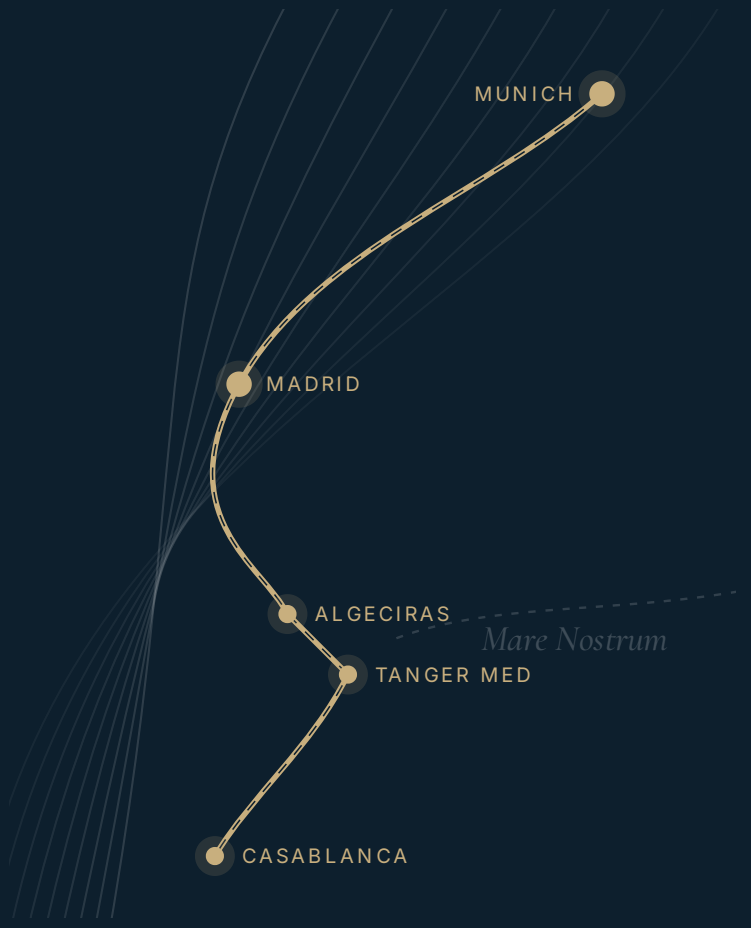
JBS
INTERNATIONAL ADVISORY

BROCHURE
04
OF 04



SERVICE BROCHURE 04

Sector Advisory *for Investors*

Independent rail and transport sector intelligence for investment funds, corporate finance firms and strategic investors.

Technical Due Diligence · Regulatory Exposure · Market Analysis · Asset Positioning · Transaction Support

jbs-international.com · contact@jbs-international.com

INVESTMENT ADVISORY

Sector intelligence for *transport & infrastructure investors*

JBS International Advisory acts as an independent sector advisor to investment funds, corporate finance firms and strategic investors active in transport, rail and infrastructure assets across Europe and the Mediterranean.

SCOPE OF SERVICES

Technical due diligence
Product maturity, technology lifecycle, competitive positioning, homologation barriers (ERA, ADIF, RFI...)

Regulatory & funding exposure
EU funding mechanisms, interoperability frameworks, TSI compliance, national regulatory risk

Market & niche analysis
Competitive landscape, technology evolution, addressable market, entry barriers by country

Cross-border viability
Spain, DACH, North Africa — corridor dynamics, strategic partnerships, market entry conditions

Asset positioning
Strategic value of infrastructure and industrial assets, post-acquisition alignment, growth levers

Transaction support
Independent sector opinion and expert memos for investment committees and boards

WHAT MAKES IT DIFFERENT

> *Deep operational knowledge of rail and transport systems — from signalling and rolling stock to infrastructure regulation — built over 27 years across Europe, North Africa and the Mediterranean. This is not financial analysis: it is the sector intelligence that financial analysis cannot replace, and that most fund teams do not have in-house.*

QUESTIONS WE HELP ANSWER

Is the target's technology competitive — and will it pass homologation in new markets?

How exposed is the business to EU funding cycles and regulatory change?

Which markets and customers can realistically drive growth after acquisition?

Who are the credible partners, competitors and acquirers in this niche?

HOW TO ENGAGE

Sector landscape brief	~1 WEEK	Written briefing on market structure, key players and EU policy direction
Asset / company assessment	1–2 WEEKS	Technical maturity, operating model and market credibility
Due diligence support	2–4 WEEKS	Technical and operational due diligence alongside your deal team
Deal pipeline retainer	FROM 3 MONTHS	Ongoing sector input on screening, theses and portfolio companies

JB

Joudia Boujdaini
Founder & Principal Advisor · JBS International Advisory
CAF Signalling · Thales · ELIOP (CAF Group) · EC External Expert (CEF / ERTMS) · ESADE · IMD · 6 languages

JBS
INTERNATIONAL ADVISORY

LET'S TALK

Senior advice. Tailored scope. *Real results.*

Every engagement starts with a short, no-obligation conversation to understand your objectives. We then propose a clear scope, timeline and fee.

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THE JBS BROCHURE SERIES

00 Corporate Profile & Advisory Disciplines

01 EU Funding & Regulatory Advisory

02 Rail, Transport & Logistics Strategy

03 International Partnerships & Market Expansion

04 Sector Advisory for Investors

Scope and fees are defined for each engagement. Advisory services only — not legal or financial advice.