

ROAD MAP TO FUNDING YOUR PROJECT

Preparation: Diene THIAO

Our Mission

Our mission is to bring the capital and substantive support - at every stage of development - of effective investment projects of the private sector and self-government business undertakings that improve the quality of life of residents.

We finance new projects as well as help in the takeovers, development and diversification of existing companies. We invest in particular in the energy industry, environmental protection, health care, construction and transport, and all types of Local Government Unit investments.



What distinguishes us from others?

We finance ventures with a high level of risk.

Due to the international team of experts, we are able to assess the reality of the most innovative business models, in terms of their commercialization and profitable management.

We provide:

- expert knowledge flowing from many international markets,
- freedom to manage the company - after the implementation of the investment, we do not conduct operational controlling,
- long-term co-operation model - financing up to 30 years,
- attractive terms regarding the minimum contribution of own entrepreneur at the level of 1.5%,
- low cost of acquired capital - already from 2.5% per annum,
- Our pay is a bonus for shared success.

Our Clients

Our offer is directed to:

- Private entrepreneurs looking for capital for the development of their own company,
- Local Government Units investing in the quality of rendered public services,
- We develop, in the Venture Capital formula, our proprietary projects as part of the Smart Cities concept (intelligent solutions for cities), combining business solutions with the public sphere as well as we offer solutions supporting Local Government Units as part of the Self-government Operator concept optimizing purchases and managing the media: electricity, gas, water, heat and more...

Economic Consulting and Co-financing of companies

Do you belong to the Local Government Unit investing in the quality of public services provided?

Or maybe you are a private entrepreneur seeking capital for the development of your company?

If so, then our offer is just for you!

We are an intensively operating capital company that offers financial products for both private and public investments on the European market. Our company has been present in Poland since 2011 and is part of an international capital group based in the United States. Thanks to this, we have vast knowledge derived from the experience of countries such as the United States of America, Germany, France and Great Britain. We represent venture capital funds by financing private and public investments as a partner of non-European capital funds.

Why us ?

What distinguishes us above all is expert knowledge, derived from many international markets, a long-term cooperation model (up to 30 years) and freedom in managing the company (no operational control after the investment). Our goal is capital and constructive support – at every stage of development – of effective investment projects of the private sector and self-government economic enterprises affecting the quality of life of the citizens. We invest in particular in the energy industry, environmental protection, health care, construction and transport, and all types of local government investments.

Our team consists of international experts, thanks to which we are able to assess the real opportunities of even the most innovative business models in terms of their commercialization and profitable management. Combine your forces with ours. it means to ensure the highest quality of cooperation, full professionalism, reliability and guarantee of success. We encourage you to get acquainted with our offer!

We invest in:

Immovables

Roads and technical infrastructure

Public buildings e.g. hospitals, schools, kindergartens, swimming pools, gyms, funeral parlours etc.

Utility infrastructure e.g.:
street lighting, waterworks, sewage system, sewage treatment plant etc.

Renovations, expansions e.g. thermal insulation, addition or renovation of a hospital ward etc.

Movables

Appliances and fittings of public buildings

Special vehicles for road or waterworks maintenance

The Public Sector



We specialize in investment service of Local Government Units.

SHARED RISK BETWEEN US AND the LOCAL GOVERNMENT UNIT

Appropriate development of the PPP agreement means a better risk allocation for the local government unit. The division of tasks proposed by us - within the framework of the BTL model - includes taking over the risks associated with the financing, construction, commissioning and maintenance of the subject of the project.

On the part of the public partner lies the risk of managing the operational activity of the undertaking (providing services).

The Public Sector

↳ Formulas of cooperation with the Local Government Unit



The private partner builds, finances and rents a venture to a public partner.

As a private partner, we are committed to financing, supplying and leasing the investment partner to the public partner. The public partner undertakes to cooperate by making the property on which the venture will be implemented.

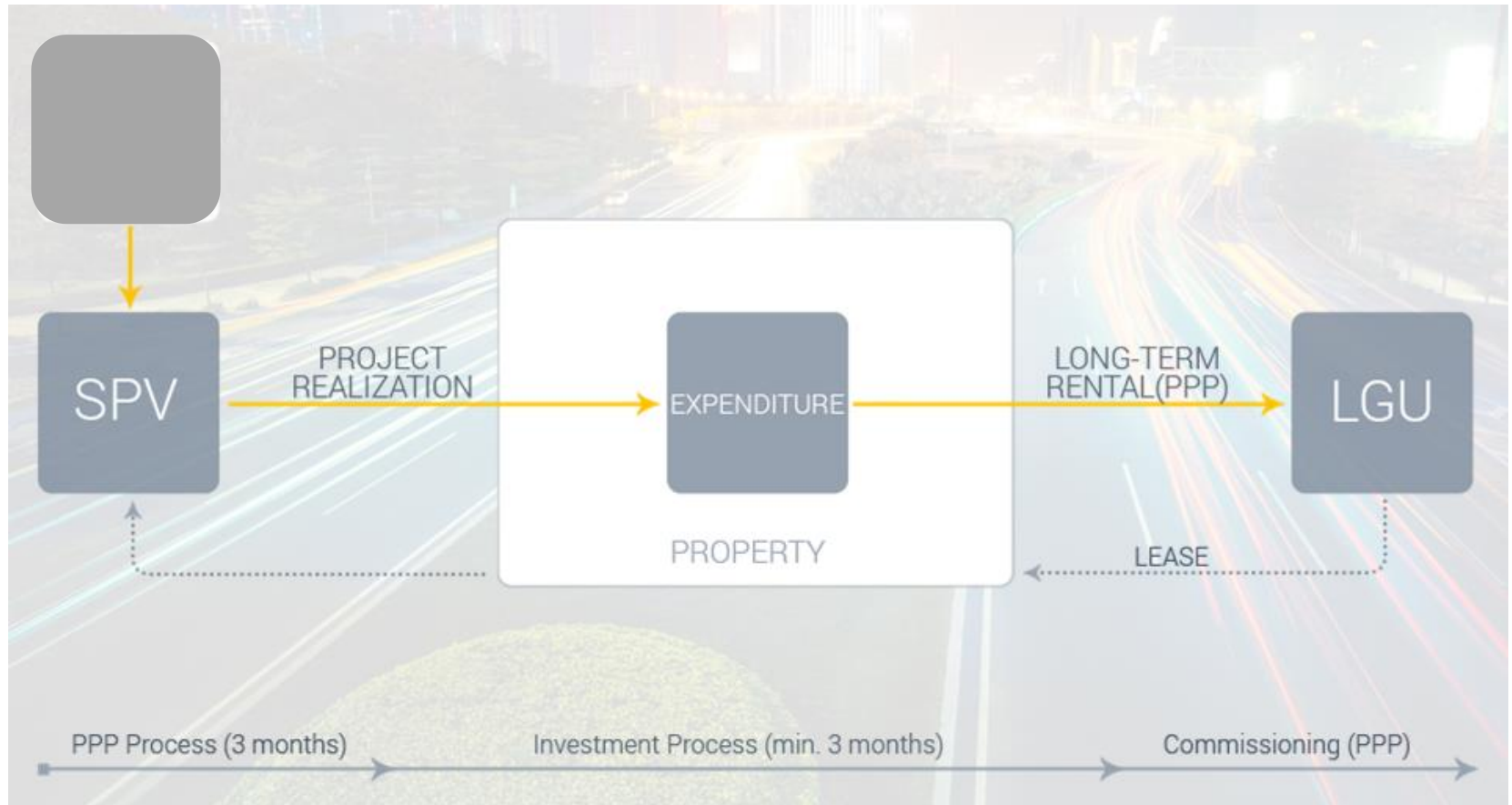
After technical acceptance, the right of use is transferred to the public partner by virtue of the lease, and we deal with technical maintenance of the facility.

The public partner is obliged to pay rental fees. The first payment from the LGU takes place not earlier than after the reception of the project.

The cooperation model proposed by us is defined by the BTL (Build-Transfer-Lease) formula - build, finance, and lease.

The Public Sector

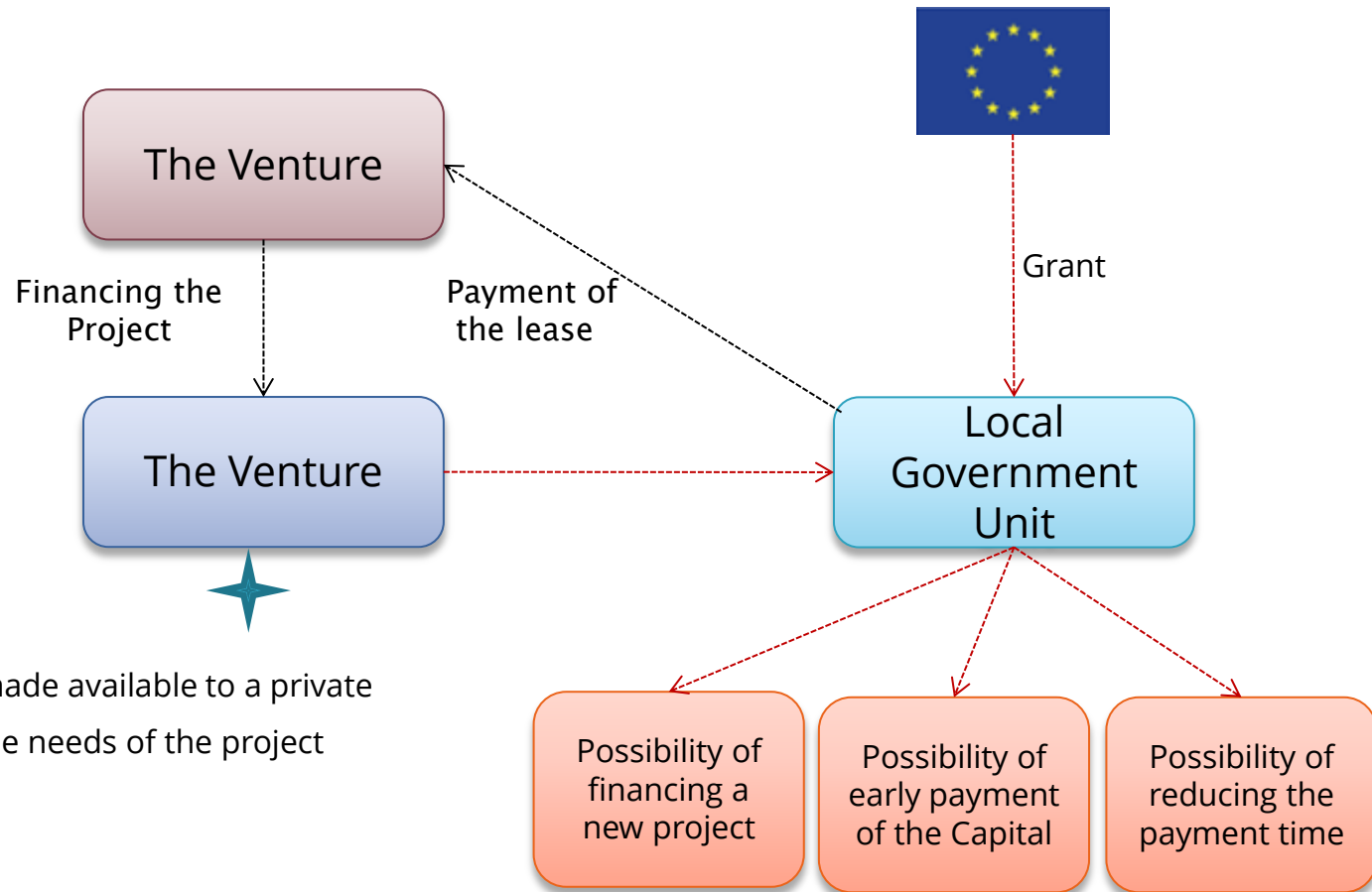
Model of the BTL



*LGU: Local Government Unit

The Public Sector

Our proposed model of public-private cooperation takes in account also the possibility co-financing the project with EU funds. That is what we call hybrid funding.



★ Rental of the land made available to a private partner by JST for the needs of the project

The Private Sector



Do you have your project?

Do you have the best knowledge about him?

Are you fully convinced of its implementation?

We invite you to participate in our programs.

The Private Sector

The private sector includes all profit-making enterprises that are not owned or managed by the government. The private sector is a segment of the national economy, owned, controlled and managed by private persons or enterprises. His main goal is to earn money. The private sector employs many more employees than the public sector. It arises through the creation of a new enterprise or the privatization of public sector organizations. Enterprises from the private sector reduce prices of goods and services while at the same time competing for as many consumers as possible.

Investment offer for private entrepreneurs from us consists of:

- Program P1 dedicated to investments at a minimum level of 25 million Euro
- Program P3 appointed to service investments worth already from 2 million Euro.

Product parameter	P1 – Fund	P3 – Fund
Minimum investment level	From 25 million Euro	From 2 million Euro
Contribution of the entrepreneur	1.5% of the investment value	2% of the investment value
Commission of ASA Polska SA	2% of the investment value	6% of the investment value
Preparation fee	None	(valid from 5th Feb 2019)
Investment decision	Immediately after the due diligence analysis	Up to 45 business days
Project evaluation procedure	Dedicated investment committee	International project selection platform
Project insurance	None	0.89% of the project value
Financing period	Up to 30 years	Up to 20 years

The Private Sector

↪ New projects



- If your business plan documentation is ready
- If you own a real estate
- If you have necessary permits (they are welcome)
- Your business is safe and profitable
- You have adequate industry expertise to run your business

Investors are waiting for you and your Project. Contact us

The Private Sector

↳ Buyout



- If you have a ready and complete documentation for the buyout – business plan
- You can evaluate future income and costs
- If you own a reliable development plan for the bought out product
- Your business is safe and profitable
- You have the necessary know-how for the sector and a thorough knowledge of the market
- Even if you have public and private obligations to repay

Investors are waiting for you and your Project. Contact us.

The Private Sector

↪ Reorganization & Development



- If your business plan documentation is ready
- If you have a reliable development plan
- If you have necessary permits (they are welcome)
- Your business is safe and profitable
- You have the necessary know-how for the sector and a thorough knowledge of the market

Investors are waiting for you and your Project. Contact us.

The Private Sector

↳ Venture Capital



- If you have an interesting and innovative project
- If you have a ready and complete business plan documentation
- You have no funds for operational costs and want to cooperate closely with an investor
- Your Project is adequately highly profitable
- You have adequate industry expertise to run your business

Investors are waiting for you and your Project. Contact us.

Venture Capital



Do you have an interesting project you want to implement?

You think first and foremost to the people and then to profitability?

Take part in our program

We and Our Goals

We are a capital group which has been present on the Polish market since 2011. Our mission is a capital support of economic projects which demand an involvement of external capital at every stage of your company's development. We can help you finance your company's development by means of construction, reconstruction or acquisition. Your success is our success. We are convinced that we have been present on the market of amazing human and investment potential. We count on your creativity and a responsible attitude to business transactions.

- We support investments:
- with our own means
- by creating a complete financial engineering of companies
- by supplying legal and financial advice
- by evaluating products of financial analysis
- by financial controlling
- by financial intermediation
- by economic advice
- by strategic advice

Procedure: First steps

- 1 Contact us,
- 2 Sign a contract with us.
- 3 Supply the project's documentation
- 4 We examine, evaluate, correct
- 5 We identify the program
- 6 Yes or No decision
- 7 Yes – we invest in SPE

Procedure: First steps for the Public Sector

1. Is the offer addressed to public entities only?

Yes. Public-Private Partnership (PPP) is only concerned with the cooperation model between private and public entities. For private entities we have other financial tools, which are described in the section “Private Sector.”

2. Are PPP projects directed only at local government units or can community partnerships and limited liability companies also participate?

The PPP formula is also aimed at entities belonging to local government units and local government units implementing their own projects, such as community companies and limited liability companies, e.g. sewage treatment plants, road infrastructure construction and maintenance, sewage system construction and maintenance, lighting system construction and maintenance, etc.

3. What is the maximum time of financing projects?

The maximum time is 25-30 years.

4. Is the PPP method subject to the Law of Public Orders?

Yes, all PPP projects must apply Law of Public Orders, and we participate only in this method.

5. Are there any limitations to the kinds of projects and tasks planned for implementation by local government units?

There are no restrictions concerning the type of project which is to be implemented by a local government unit – this may be for example the construction, expansion or modernisation of the infrastructure, the construction of a building or real estate, buying movables such as buses, garbage trucks or any other vehicles, equipment, machines or devices.

Procedure: First steps for the Public Sector

6. What should be done in order to cooperate with your private investor?

Please contact us.

7. How long does the procedure take?

The selection of a private partner in accordance with the law of public orders and negotiations of the PPP contract last 3 to 6 months. The investment period itself depends on the type, the state of available documentation, the accessibility of required technology, the technology and weather conditions.

8. What are the benefits of using this method?

All initial and most difficult elements of the investment are the responsibility of the private investor ("Design, Build, Fund"). The method neither generates nor increases the public debt of a local government unit. The PPP procedure takes the shortest time. It is also a method of ensuring the lowest actual price of investment and its long-term maintenance.

9. What steps are to be taken in order to implement our investment?

Choose a good team of internal or external advisors who will perform the PPP bidding, announce an adequate bid in accordance with the law of public orders, sign a PPP contract, control the investment implementation process, accept the investment result and enjoy using it.

10. Can the PPP model be used along with the EU funding?

In the contract for the investment implementation by means of PPP method it is possible to agree that if the local government unit should acquire EU funding or other earmarked subsidies, the lease instalment be decreased or the repayment period be shortened

Procedure: First steps for the Private Sector

1. What do I need to gain funds for my project ?

You need a well prepared business plan, operational means for the initial stage of the project and adequate qualifications.

2. How much of own resources do I need?

Own resources are not necessary; however, operational means are necessary for the process of gaining capital expenditure (capex).

3. What kind of projects are most likely to be implemented and gain financial support?

Projects which have a well prepared set of adequate documents, which have an appropriate rate of return, which are secure and in which the applying customer is involved.

4. How long does the verifying process last?

Usually up to 45 days, and the direct investment up to 60 days.

5. What do I have to be equipped with?

If you have a potentially profitable project, you need a professional business plan or at least an executive summary. Possessing your own real estate and adequate permits are welcome.

6. Who can I contact to complete the formalities?

You can contact our representatives at Operation Flashpoint (OFP)

Procedure: First steps for the Private Sector

6. Who can I contact to complete the formalities?

You can contact our representatives at Operation Flashpoint (OFP).

7. What is the necessary documentation?

You need a business plan or an executive summary, documents supporting the information from your business plan, all in electronic form.

8. Where in Poland is your company based?

The company is based in Poland and New York. A customer service office is going to be open in Warsaw in the first half of

9. When can I expect information about the rejection of my investment application?

When you fail to do your due diligence or when your project is not profitable.

10. Who do I sign the contract with?

The contract for financial intermediation with us; the investment contract with an appropriate Fund.

11. What happens when the application is rejected?

The entire documentation (in its electronic and paper forms) of the project is deleted and destroyed.

12. Do you have any preferences regarding sectors or lines of business?

We participate in all market sectors; however, public projects, energy projects and all lines of business are welcome, as long as they guarantee certain and high return on investment

Procedure: First steps for the Private Sector

13. Do I need a building permit?

It is best if you have it but it is not necessary.

14. Do I have to own the real estate?

It is best if you do but it is not necessary.

15. Who can I ask about more details?

A selected OFP and directly to us.

16. I do not have the funds to lead the project operationally...

We will soon be able to directly invest in such projects in order to make it easier to find an investor. The information when the program will be initiated will appear in Venture Capital section.

17. Do you invest in start-ups?

Yes, the implementation of the 'start-up' program is planned since 2015.

18. Do I have to go to your headquarters in order to sign the contract or is it signed in Poland?

It depends on the arrangements with the intermediary – i.e. on which level he is to represent you.

Partner to Contact



Kontakt

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