

# GUIDELINES FOR PRIVATE FINANCE PROPOSALS

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We have access to private money via a Swiss Trust. The trust is a fiduciary body that manages a number of wealthy and ultra wealthy clients and has several offices based in Switzerland.

They are interested in good quality, low risk projects across all industry sectors and more specifically:-

- Developments of all types and all sectors
- Infrastructure projects
- Aerospace
- Energy (Oil & Gas)
- Shipping
- Media, Communications and Technology
- Mining and Metals
- Power
- Forestry
- Healthcare

## Points to Note

- We are presently not considering any business in China or Russia but are happy to look at proposals elsewhere where the jurisdiction is not considered to be high risk.
- We are happy to consider any viable project which projects good returns on capital and over loan terms of up to 5 years (renewable).
- Minimum loan – USD \$10 / €10m (or currency equivalent)
- Loans are drawn in USD, Euros or Sterling.
- We are not looking at high LTV transactions – rather the client is expected to have a good level of equity in the proposal although we will assess on a case by case basis.
- Rates will be pitched commensurate with risk but generally range from 8.5% - 11.5%
- Our fee is 1.5% - 2.5% depending on the proposition.
- The trust will have separate fees and the client is expected to establish a Swiss company (or companies) depending on the structure required for the proposal into which the security is to be placed - the trustee will provide the necessary guidance in this regard.
- The timeframe from application acceptance to completion will vary depending on the complexity and nature of the project but as a general guide, one should allow approximately 8-10 weeks.