

LEF⁺

LOW EQUITY FINANCING

PROJECT FINANCING REQUIRING A LOW
LEVEL OF EQUITY

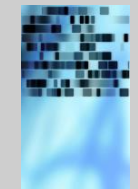
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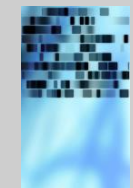
LEF+ AGENDA

- WHAT IS LEF+ ?
- WHICH TYPES OF PROJECTS CAN BE FINANCED USING THE LEF+ SERVICES?
- WHICH PROJECT SCENARIOS CAN BE FINANCED USING THE LEF+ SERVICES?
- WHICH PROJECT'S COSTS CAN BE FINANCED USING THE LEF+ SERVICES?
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- THE LEF+ METHODOLOGY
- THE LEF+ IMPLEMENTATION PHASES
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- THE COSTS OF A LEF+ FINANCING
- LEF+ BUDGET FOR A PROJECT (EXAMPLE)
- FAQ



LEF+ WHAT IS LEF+?

- LEF+ STANDS FOR "LOW EQUITY FINANCING". LEF+ IS A FINANCING PROCESS WHICH SETS UP LOANS WITH FIXED INTEREST RATES AND WHICH REQUIRES A FINANCIAL DEPOSIT.
- LEF+ PROVIDES 100 % OF THE FINANCING (LTV = 100 %). A TRANSFERRABLE DEPOSIT IS NEEDED (BETWEEN 0.50 % AND 6.25 % OF NEEDED FINANCING) WHICH WILL BE RELEASED AT FIRST FINANCIAL DRAW.
- LEF+ LOANS CAN BE SETUP FROM USD 4'000'000.
- LEF+ LOANS TENURES ARE AVAILABLE FROM 2 UP TO 50 YEARS.
- LEF+ IS A PROJECT-CENTRIC FINANCING PROCESS.
- LEF+ IS DEDICATED TO PROJECTS WHICH GENERATE SIGNIFICANT ADDED VALUE AND/OR WHICH IMPROVE THE HUMAN BEING'S QUALITY OF LIFE.
- LEF+ CAN BE APPLIED AT ANY STAGE OF A COMPANY'S DEVELOPMENT LIFECYCLE.
- LEF+ IS NOT ONLY FINANCING: IT'S A BUNDLE OF SERVICES AND PROCEDURES WHICH DRAMATICALLY REDUCE FINANCERS' RISKS AND PROJECT'S UNCERTAINTY.
- LEF+ BUSINESS MODEL INCLUDES FIXED COSTS, VARIABLE COSTS AND FIXED INTEREST RATES.



WHICH TYPES OF PROJECTS CAN BE FINANCED USING THE LEF+ SERVICES?

- RESIDENTIAL, COMMERCIAL AND INDUSTRIAL REAL ESTATE
- INFRASTRUCTURE (PORTS, RAILWAYS, ROADS , BRIDGES, SMART CITIES, TELECOM...)
- ENERGY-ORIENTED PROJECTS (POWER PLANTS, RENEWABLE ENERGY...)
- LARGE MOBILE ASSETS (SHIPS, TANKERS, OFFSHORE RIGS...)
- COMMODITIES-ORIENTED PROJECTS (MINES, REFINERIES...)
- GOVERNMENT-LINKED PROJECTS (PUBLIC ASSETS AND FINANCIAL FLOWS)
- STARTUP, GROWTH AND/OR EXPANSION FOR ASSET-BASED OR SERVICE-BASED COMPANIES
- MBO, LBO, M&A
- ...

WHICH PROJECT SCENARIOS CAN BE FINANCED USING THE LEF⁺ SERVICES?

BS :	BUILD – SELL	OR/AND	BUY – SELL
BK :	BUILD – KEEP	OR/AND	BUY – KEEP
BOS :	BUILD – OPERATE – SELL	OR/AND	BUY – OPERATE – SELL
BOT :	BUILD – OPERATE – TRANSFER	OR/AND	BUY – OPERATE – TRANSFER
BOK :	BUILD – OPERATE – KEEP	OR/AND	BUY – OPERATE – KEEP

REMARK : «BUY» STEP CAN BE COMBINED WITH A «RENOVATION» PHASE!

WHICH PROJECT'S COSTS CAN BE FINANCED USING THE LEF+ SERVICES?

BUDGET COSTS' BREAKDOWN	TRADITIONAL FINANCING	LEF+ SERVICES
LAND(S) AND RELATED ACQUISITION COSTS	x	✓
LAND(S)' EQUIPMENT	x	✓
CONSTRUCTION / DEVELOPMENT	x	✓
PROPERTIES, EXISTING ASSETS AND RELATED ACQUISITION COSTS	x	✓
RENOVATION WORKS	x	✓
FEASIBILITY STUDIES		✓
PROFESSIONAL FEES (CONSULTANTS, ENGINEERS, ARCHITECTS...)		✓
PROJECT MANAGEMENT AND SUPERVISION COSTS		✓
PROJECT'S COMMERCIALIZATION COSTS, PROMOTION, MARKETING...		✓
TAXES, FEES...		✓
EXISTING FINANCING' BUYBACK/REDEEM OR FINANCING PARTNERS' EXIT		✓



LEF+ THE LEF+ APPROACH

THE LEF+ APPROACH IS PROJECT-CENTRIC.

THE PROJECTS MUST BE VERY CLEARLY, VERY PRECISELY DEFINED.

THEY MUST BE SHORTLY AND APPROPRIATELY DESCRIBED.

DETAILED FINANCIALS HAVE TO FOLLOW INTERNATIONAL STANDARDS.

PROJECTS' ASSETS AND THEIR FINANCIAL FLOWS MUST BE TRANSFERRABLE TO ISOLATED LEF+ STRUCTURES – SPV – (THEY WILL BE OWNED AND UNDER THE CONTROL OF THE LEF+ STRUCTURES UNTIL LEF+ OBLIGATIONS ARE SATISFIED).

THE LEF+ APPROACH IS A MID-/LONG-TERM RELATIONSHIP.

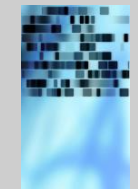
PROJECTS ARE DEVELOPED AND OPERATED IN THE LEF+ ENVIRONMENT.

CONTROLS ARE VERY STRICT. PROJECT MANAGEMENT IS SHARED.

EXIT PROCEDURES ARE FLEXIBLE AND ADAPTIVE BUT DEFINED FROM DAY 1.

OBLIGATIONS ARE DEFINED FROM DAY 1.

DEFAULT CONDITIONS ARE DEFINED FROM THE VERY BEGINNING.

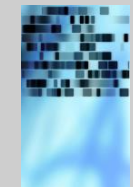


LEF+ THE LEF+ METHODOLOGY

- LEF+ IS FOCUSED ON THE PROJECT (WHAT HAS TO BE ACHIEVED, WHICH OBJECTIVES HAVE TO BE REACHED) AND ALWAYS ISOLATES IT AND TRANSFER IT INTO LEF+ ENVIRONMENT (MADE OF SPVs, CONTROLS, POLICIES AND REPORTING) TO EASE FINANCERS' INVOLVEMENT AND UNDERSTANDING AND TO LET THE PROMOTERS CONCENTRATE ON THEIR ADDED VALUE.
- THE LEF+ METHODOLOGY IS INNOVATIVE: LEF+ PROCESS ALWAYS TENDS TO MANAGE PROJECT'S IMPACTS BY BALANCING VALUE AND SUCCESS GENERATION WHILE IMPROVING PROJECT'S KEY FACTORS.
- LEF+ INVOLVES MORE THAN FINANCING RELATED SERVICES, LEF+ MAINLY INTENDS TO GENERATE HIGHLY-RATED INVESTOR-GRADE OPPORTUNITIES.

LEF+ THE LEF+ IMPLEMENTATION PHASES

1. QUICK ASSESSMENT: FREE OF CHARGE ANALYSIS (DURATION: ABOUT 2 BUSINESS DAYS)
2. « GO/NO GO » – IN CASE OF « GO », A LEF+ PRO FORMA OFFER IS ISSUED.
3. DOCUMENTATION'S ADD-ON(S), QUESTIONS/ANSWERS ITERATIONS – A LEF+ FIRM OFFER IS ISSUED.
4. PROJECT'S PROMOTERS ISSUE A FIRM LOI AND SEND POF FOR DEPOSIT, SETUP FEES AND RELATED EXPENSES
5. WRITING AND SIGNATURE OF THE LEF+ SERVICE CONTRACT – SPV STRUCTURE SETUP AND FINANCING CONTRACTS' WRITING (UPON PAYMENT OF 50 % OF SETUP FEES)
6. ON-SITE MANDATORY DUE DILIGENCE, SPV STRUCTURE'S SETUP AND FINAL FINANCING CONTRACTS
7. PAYMENT OF 50 % OF SETUP FEES IN ORDER TO ISSUE THE DOCUMENTATION RELATED TO *LEGAL & FINANCIAL COMPLIANCES*
8. SPV CAPITALIZATION DONE BY THE PROMOTERS WITH THE NEEDED LIQUID DEPOSIT
9. FINANCING CONTRACTS' AND RELATED DOCUMENTS' SIGNATURE
10. FINANCERS DELIVER THE PROCEEDS (EST. 60 DAYS AFTER END OF STEP 9)
11. TRANSFER OF THE SPV STRUCTURE'S SHARES TO THE FINANCERS
12. IMMEDIATE RELEASE OF THE DEPOSIT
13. PROJECT EXECUTION / SUPERVISION
14. LEF+ OBLIGATIONS TO FULFILL: PROJECT COMPLETION, PRINCIPAL PAID BACK, ALL DUE INTERESTS PAID
15. TRANSFER OF THE SPV STRUCTURE'S SHARES BACK TO THE PROJECT'S PROMOTERS



DOCUMENTS TO BE PROVIDED (QUICK ASSESSMENT PHASE)

ALL DOCUMENTATION HAS TO BE PROVIDED IN ENGLISH (NO OTHER LANGUAGE WILL BE ACCEPTED):

- COMPLETE PROJECT AND SCENARIO'S DESCRIPTION INCLUDING DETAILED TIMELINE (PHASES, ESTIMATED DURATIONS...)
- PRECISE AND COMPLETE DESCRIPTION OF BUILT ASSETS OR TO BE ACQUIRED OBJECTS OR INTANGIBLE ASSETS (COMPANIES...)
- COMPLETE DESCRIPTION OF LAND(S) PLOTS (TITLES OR LAND LEASE, NATIONAL OFFICIAL REGISTERS, INCLUDING MAPS AND PHOTOS)
- SALES BROCHURE / ACQUISITION DOCUMENTATION
- PERMITS (COPIES) OR DRAFTS OF PERMITS (PRE-AGREED BY OFFICIALS)
- PRESALES' STATUS (IF RELEVANT)
- COPIES OF SIGNED TENURES / LEASEHOLDS FOR ACQUIRED RENTED OBJECTS
- DETAILED BUDGET (BROKEN DOWN BY NATURE OF COSTS – CCC) OF THE NEW CONSTRUCTIONS AND/OR RENOVATION WORKS
- DETAILED REAL ESTATE FINANCIALS (CONSTRUCTION PHASE) – MONTHLY DISBURSEMENT STATEMENTS (INCL. STARTUP PHASES AND STUDY PHASES AS WELL AS WHOLE CONSTRUCTION PHASES)
- DETAILED REAL ESTATE FINANCIALS FOR PRESALES, AND SALES– MONTHLY ENCASHMENT STATEMENTS (INCL. STARTUP PHASES AND EARLY PRESALES, AS WELL AS WHOLE PROJECT LIFCYCLE)
- DETAILED REAL ESTATE FINANCIALS RELATED TO BUILT / ACQUIRED ASSETS (PROJECTED OR EFFECTIVE MONTHLY RENTAL STATEMENTS)
- DETAILED OPERATING FINANCIALS RELATED TO BUILT / ACQUIRED ASSETS (PROJECTED OR EFFECTIVE MONTHLY P&L STATEMENTS)
- DETAILED AND PRECISE DESCRIPTION OF ALL PROJECT'S PARTNERS (BORROWING PARTY, PROMOTERS, SELLERS, CONSTRUCTION COMPANY, OTHER PARTNERS...) AND OF THE INTERACTIONS SET BETWEEN THEM AND THE PROJECT (ROLE, CONTRACT)
- FOR ACQUIRED OBJECTS, ACTIVE INSURANCE POLICIES AND LATEST ASSETS' VALUATION
- OFFICIAL CONFIRMATION OR LEGAL BASIS TO ASSESS THE PROJECT'S TAX MODEL
- ASSESSMENT OF ASSETS' TRANSFERABILITY: DESCRIPTIONS OF PROJECT'S ASSETS AND OF THEIR ACTUAL DOMICILIATION
- PROOF OF FUNDS (POF) FOR THE DEPOSIT (FROM 0.50 % TO 9.00 % OF GLOBAL FINANCING NEEDS)
- PROOF OF FUNDS (POF) FOR THE FLAT SETUP FEES (USD 50'000 EXCL. VAT)
- PROOF OF FUNDS (POF) FOR VARIABLE FEES (5.00 TO 7.00 %) IF THEY ARE NOT FINANCED USING LEF+ PROCESS
- ANY ADDITIONAL SPECIFIC ELEMENT WHICH COULD LEAD TO A FAVORABLE PROJECT'S ASSESSMENT LEADING TO ITS LEF+ ELIGIBILITY



LEF+ THE COSTS OF A LEF+ FINANCING

THE COSTS RELATED TO A LEF+ PROCESS IMPLEMENTATION ARE ESSENTIALLY OF 4 DIFFERENT NATURES: :

- LEF+ SERVICES SETUP AND SPV INFRASTRUCTURE'S INCORPORATION (SPV) LEADING TO THE PROVIDING OF THE FINANCING (USD 50'000 EXCL. VAT)
- FINANCIAL COSTS COVERING FACILITATION, ORIGINATION AND TRANSACTION'S COSTS (BETWEEN 5.00 % AND 7.00 % OF GLOBAL AMOUNT TO FINANCE)
- FIXED INTEREST RATES OF LEF+ LOANS (BETWEEN 5.00 % AND 8.00 % P.A.)
- MANDATORY SUPERVISION AND PROFESSIONAL CONSULTANCY MANDATES (VARIABLE)

LEF+ BUDGET FOR A PROJECT (EXAMPLE)

(I)

LAND	1'500
ACQUIRED ASSETS (EXISTING PROPERTIES)	4'750
CONSTRUCTION COSTS / RENOVATION	12'000
FEASIBILITY STUDIES, MARKET STUDY, ...	250
PROFESSIONAL FEES (ENGINEERING, ARCHITECTS...)	1'400
PROJECT MANAGEMENT	950
MARKETING	150
TOTAL	21'000

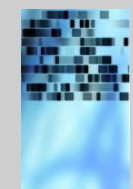
This budget is not contractual. It is shown as an example. Amounts are in k USD.

LEF+ BUDGET FOR A PROJECT (EXAMPLE)

(II)

LAND	1'500	
ACQUIRED ASSETS (EXISTING PROPERTIES)	4'750	
CONSTRUCTION COSTS / RENOVATION	12'000	
FEASIBILITY STUDIES, MARKET STUDY, ...	250	
PROFESSIONAL FEES (ENGINEERING, ARCHITECTS...)	1'400	
PROJECT MANAGEMENT	950	
MARKETING	150	
TOTAL	21'000	
CONTINGENCIES (5 %)		1'050
DEPOSIT (SEE TABLE ON SLIDE 16)		250
LEF+ SETUP FEES (DUE DILIGENCE + SPV + FINANCING CONTRACTS)		50
LEF+ FEES (FACILITATION, ORIGINATION)		3'944 15.00%
LEF+ FEES (PAID DIRECTLY TO FACILITATORS – NOT TO BE REDEEMED)		- 2'629 -10.00%
TOTAL AMOUNT TO FINANCE		23'665 100.00%
NEEDED DEPOSIT (SEE TABLE ON SLIDE 16)		250 1.06%

This budget is not contractual. It is shown as an example. Amounts are in k USD.



LEF+ BUDGET FOR A PROJECT (EXAMPLE) (III)

PROJECT'S COSTS	21'000	
CONTINGENCIES (5 %)	1'050	
DEPOSIT (SEE TABLE ON SLIDE 16)	250	
LEF+ SETUP FEES (DUE DILIGENCE + SPV + FINANCING CONTRACTS)	50	
LEF+ FEES (FACILITATION, ORIGINATION)	3'944	15.00%
LEF+ FEES (PAID DIRECTLY TO FACILITATORS – NOT TO BE REDEEMED)	- 2'629	-10.00%
TOTAL AMOUNT TO FINANCE	23'665	100.00%
NEEDED DEPOSIT (SEE TABLE ON SLIDE 16)	250	1.06%

1. THE EQUITY TO BE PROVIDED AS LIQUID ASSETS, IN THIS CASE, EQUALS TO 1.19 % OF PROJECT'S COSTS.
2. DEPOSIT AND SETUP FEES ARE PAID BACK AT FIRST FINANCIAL DRAW.
3. INTERESTS ARE COMPUTED AND BILLED USING THE EFFECTIVELY DRAWN AMOUNT OF PROCEEDS AS THE DISBURSEMENTS HAPPEN (IN ACCORDANCE WITH THE PROJECT'S FINANCIAL PLAN).

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1. WHAT IS THE NATURE OF THE NEEDED DEPOSIT?

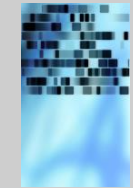
DEPOSIT MUST BE AVAILABLE AS LIQUID ASSETS. WHEN THE SPV IS INCORPORATED, THE DEPOSIT IS TRANSFERRED ON TO THE SPV CAPITAL BANK ACCOUNT.

2. HOW DO THE EXISTING ASSETS, LIKE LANDS... ARE TAKEN INTO THE SPV? HOW ARE THESE ASSETS' COSTS REIMBURSED TO PROMOTERS?

THE SPV BUYS THE EXISTING ASSETS OR 100 % OF THE SHARES OF EXISTING LOCAL DEDICATED COMPANIES ALREADY HOLDING THE COLLATERALIZED ASSETS.

3. CAN LAND COST INCURRED OR COST OF PROJECT FEASIBILITY OR MARKET STUDY BE COUNTED AS THE DEPOSIT TO BE BROUGHT IN BY PROMOTERS?

NO. LEF+ REQUIRES DEPOSIT TO BE AVAILABLE AS TRANSFERRABLE LIQUID ASSETS.



4. HOW TO COMPUTE THE NEEDED DEPOSIT?

NEEDED DEPOSIT IS DETERMINED USING THE FOLLOWING TABLE :

GLOBAL FINANCING NEEDS (USD)	NEEDED DEPOSIT (USD)
FROM 4'000'000 TO 24'000'000	250'000
FROM 24'500'000 TO 49'000'000	300'000
FROM 49'500'000 TO 65'000'000	350'000
FROM 65'500'000 TO 99'000'000	400'000
FROM 99'500'000 TO 131'000'000	450'000
FROM 131'500'000 TO 164'000'000	500'000
ABOVE 165'000'000	CONTACT US

5. HOW TO COMPUTE THE SETUP FEES?

SETUP FEES ARE SET TO USD 50'000 EXCL. VAT AND ARE TO BE PAID IN TWO INSTALLMENTS (50 % AT LEF+ SERVICE AGREEMENT'S SIGNATURE AND 50 % AFTER SUCCESSFULLY COMPLETED MANDATORY ON-SITE DUE DILIGENCE). DEPENDING ON SITE(S)' LOCATION(S), TRAVEL EXPENSES ARE BILLED (THEY CAN BE SET UP TO USD 20'000 EXCL. VAT TO BE PAID IN ACCORDANCE WITH THE ABOVE DESCRIBED INSTALLMENTS).

LEF+ CONTACT US

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