

SBE

Passion for Excellence

THE - FAST - TRACK - TO - FUNDING -



Swiss Business Enterprise



SBE

Passion for Excellence

FINANCING

www.swissbe.co

About SBE

SBE is a joint-stock consulting company (Société anonyme) with corporate structure based and registered in Switzerland. It has a multinational presence in more than 10 countries throughout Europe and the Middle East. SBE provides top-notch consulting services through a group of bright expert minds enjoying practical hands-on expertise in different specialty areas. SBE has a global presence with teams based in several countries. Our experience serving clients in several countries provides us with a unique knowledge base, a different perspective and a fresh approach that we draw on to provide comprehensive, actionable solutions.

Why chose Project Financing?

Project finance supports in the financing of new or existing projects by structuring the financing in alignment with the project's own operational cash flow and assets, without the need for additional sponsor guarantees. As a result, the technique reduces uncertainty and raise funds at a cheap cost, benefiting both the sponsor and the investor. Accordingly, financing scheme is used to fund large-scale projects that can be repaid with project cash flow after the project is completed.

Additionally, project financing enables project owners to distribute project risks to other interested parties. The fundamental design of project finance mandates that the sponsors distribute the risks to other financially sound parties who are ready to take the risks through a framework of security arrangements, contractual commitments, and other additional debt support. This aids in lowering the risk exposure to project owners.

Why choosing SBE as your partner for project financing?

SBE has a substantial network of private lenders, investors, and financing institutions. Additionally, SBE has established the appropriate tools and knowledge that improve your chances of getting the financing you require for your project at the best and most efficient financing terms. As a result, SBE 'clients gain access to a broad network of financing providers, spanning to financing and legal expertise and creative, executable financing solutions and strategies.

SBE shall act as client advocate and do its best to help the project owners obtain the best financing/ investment terms and conditions. Moreover, SBE shall work as your "partner" and work closely with project owners from the first initial steps till the project financing is completed whilst ensuring the most efficient financing strategy.



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WHERE CAN I GET BUSINESS FINANCING



How SBE helps you to obtain the Financing you need for your project

Every new project requires capital whether a totally new project or expansion of existing business. Actually right from the early stages of every project cash is required. As the business grows there are inescapably greater calls for more money to finance expansion. The day to day running of the business also needs money. Whether you have a start-up project, a current business and need to grow your operations, or might be looking to expand your business, or develop new line of business, or maybe venture into new line of industry ?

**SBE may help you to raise the needed capital
Just sit back and relax and leave the rest to us !!**

Potential Sources of Financing

SBE provides you with different options to finance your project ranging from investment funds to structured loans. After assessing your project and determining the best financing alternatives, taking into account capital cost, we define the optimal capital structure for your project, which may include:

1. Investment funds
2. Bank Loans
3. Financing from international financing institutions
4. Cash Collateral
5. Crowd-funding
6. Mezzanine financing
7. Financing against Banking instruments (BG, SBLC)



Financing Procedure

Our Procedure of Financing

How do we raise capital for projects?

At first SBE requires the client to send available documents including project feasibility study to be able to perform a quick evaluation of the project and determine whether SBE will "Accept" or "Decline" the project. This may require up to one week of work and is done free of charge. Following that, if the project is accepted SBE will send to the client a "Letter of Project Acceptance". The Letter of project acceptance shall define whether the project requires further detailed assessment.

If the project does not need further assessment, then SBE will proceed to Phase two. Otherwise, SBE shall send to the client a "Proposal" to cover phase one of our "Financing Strategy Model" defining the next steps and any other recommendations or provisions. This primary and important phase involves the "Assessment of Project Feasibility for Financing", this is a very crucial step that SBE undertakes to define the options available for project financing and the alternative financing solutions. This phase also includes "Project Financing Due Diligence".

Our due diligence work will cover information on the company's history, management, and stakeholder structure, as well as its fiscal and operational performance, the project's purpose, the associated costs, the financing alternatives, the competitive landscape for the company's business, the company's future prospects and projected profit growth, liquidity valuation, risk assessment, and the terms and conditions of the financing required.

- ✓ Phase one might take 2-4 weeks to be completed
- ✓ SBE charges for phase one a fixed fee ranging between **10,000 to 25,000 CHF**

Upon completing phase one SBE produces a report of findings detailing results, recommendations, provisions, and other important matters relative to project financing.

- ✓ **SBE will not accept financing any project unless it has an anticipated consulting work in the project**





Deliverables in Phase I

Phase I

In phase one we take a pragmatic approach to assess your project and analyze carefully your financing needs. We start by revising all the project documentation including the feasibility study (if available).

- In case you do not have a feasibility study then SBE will develop the needed feasibility study with an extra cost.

This initial assessment allows us to define the alternative sources of financing of your project and consequently defining potential financiers or investors. Our work in this phase includes contacting the identified financing institutions/investors in an attempt to obtain an **initial approval** for financing the project. This initial approval is Not a binding commitment for financing but rather represents an initial approval for considering the project for financing.

So by end of phase one we will be able to furnish a report of findings specifying chances of financing your project with all details needed. Securing the initial approval allows us to proceed to phase II.

How likely to get financing if you pass phase one successfully ?

Chances becomes quite good if your project obtains the initial approval in phase one. Nevertheless, we need to carefully prepare the documentation required by financiers in phase two in order to obtain the formal approval for financing.

Phase II

In phase two we proceed to the "**financing application process** " whereby we compile all the data and documents required by financing institutions. It is important to note that the financing application requirements differ from one financing institution to another. This is why we take our time to carefully meet the requirements in order to secure the financing needed.

Once our application is complete, our financial experts proceed to submitting the "application file "and meeting decision makers at the targeted financing institutions to present the project case in an attempt to secure their acceptance.

Actually, this phase requires a lot of work and follow-up and is considered as a milestone in the financing process. By the end of this phase SBE will present to you a formal letter of "Project Acceptance" which defines name of financing institution, total amount approved for financing, and terms and conditions.

Phase III

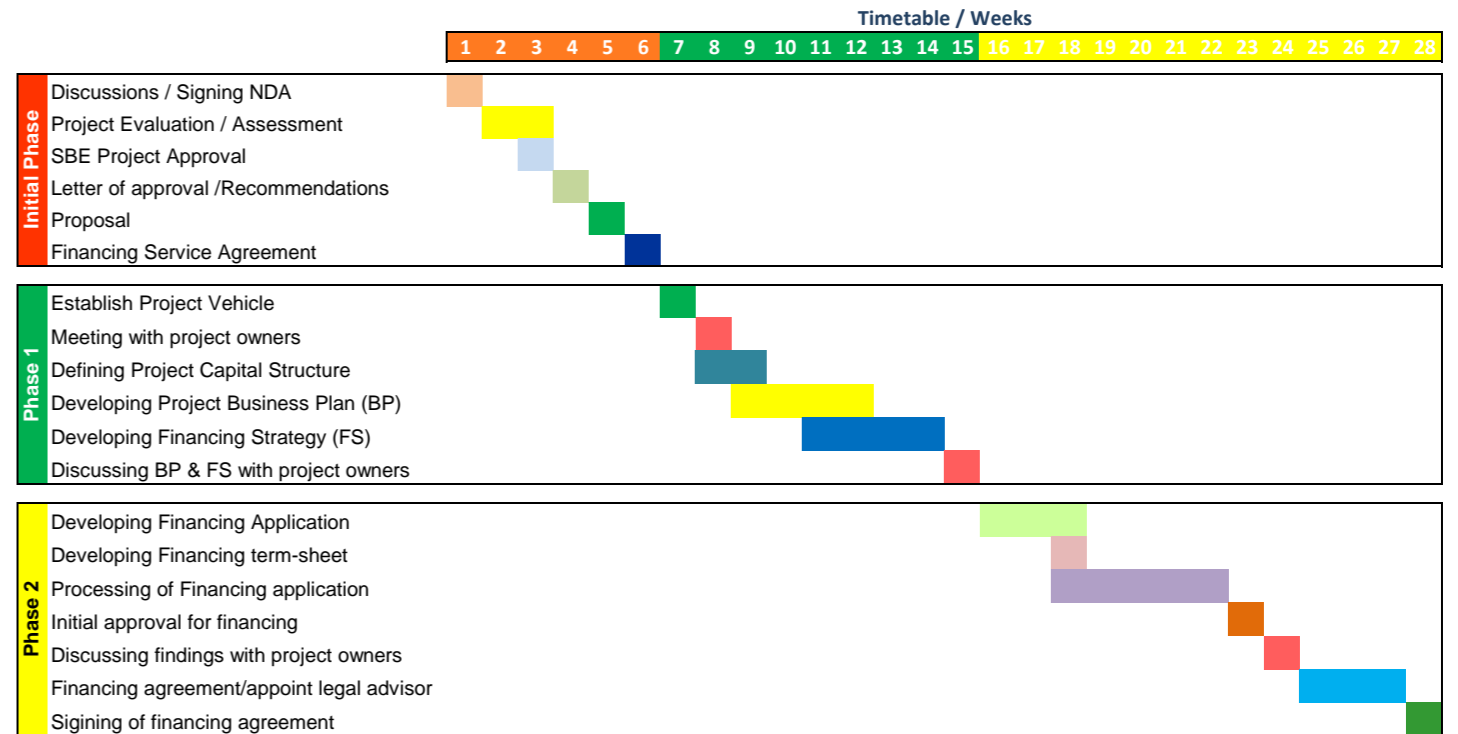
In this final phase agreements of financing are issued and signed. Afterwards you start receiving the money to your account as defined in the agreement.

SBE role in this phase would be to advise you on the best financing terms both from the financial and legal perspective. Our role also include project financial monitoring throughout the whole project duration which is defined case-by-case.



Financing Timetable

Financing Timetable





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Make a difference with us !

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