



Consulting Services

If you are really serious about arranging cross border (foreign) funding for your project, then you have certainly come to the right place because **Equity Capital and Securities (London)** can help you achieve your objectives.

We are primarily **Project Funding Consultants** and specialise in the four essential aspects of arranging your overseas loan:

- **Feasibility for a cross border loan.**
- **Structuring and packaging your loan application, which is essential for the lending sources.**
- **If necessary, we can either write your business plan for you, or re format your own business plan into the way the lending source needs to see it.**
- **We will present your packaged loan application to a direct lending source and negotiate your loan.**

We work closely with borrowers around the world to structure and design a winning loan attainment strategy for their projects.

We can present **YOUR CASE** direct to:

- International Lending Banks (for debt loans).
- Individuals and Private Equity Groups (for equity loans).
- Venture Capital Investors'
- Potential Joint Venture Partners.

We specialise in Private Placements of large loans, as well as having private lenders who can commit funds from **one** to more than **five hundred million dollars** within a short period of time, in addition to our Private Placements loans and our private lenders, we have access to major capital market lenders, investment banks, merchant banks who can commit amounts of funding to qualified borrowers, we also work with a group of institutional assets managers who provide financing from **\$1 Million** to **\$500 Million** + Range.

We are long established banking consultants and business advisors and, within our organisation, have many years experience in banking, finance and business at high levels.

Our funding sources consist of Private Lenders, Banks, Trusts, Private Placements and Syndicated Loans. We arrange all funds for investment regardless whether a project is involved or not. Whilst we have extensive relationships with major banks, we have also developed strong links in the secondary' banking market, particularly with private offshore investment banks, major investment trusts and private investment funds.

These allow us access to substantial funding on advantageous terms enabling us to provide imaginative solutions to funding requirements outside the conventional market including equity funding and investment capital. We have direct access to major Trust Funds

6th Floor, International House, 223 Regent Street, London, W1B 2QD

Tel: +44 (0) 207 544 1089 | **Fax:** +44 (0) 207 544 1090 | **Mobile:** +44 (0) 7774 913 826

Email: W1office@ecsl.net | **Website:** <http://www.ecsl.net>



EQUITY CAPITAL & SECURITIES LONDON

PROJECT FINANCE ARRANGERS & CONSULTANCY ADVISORY SERVICES

representatives and a number of various lending entities specializing in International funding. As a professional consulting firm and intermediary between the lender/agent and the borrower/client; our responsibility is to identify suitable accountable clients, review and submit quality projects to our lenders, agents. With our prudent screening guidelines, each project is analysed, with full consideration of all aspects and structured to fit the needs of the client along with the needs of our lenders. Our professional approach and expertise has enabled us to structure the kinds of financial transactions that make projects a reality and meet our clients and investor's objectives.



We have established direct and many ongoing relationships, some contractually with a number of international banks world wide. We also have various other direct and private organizations that are able to provide an array of services for our direct clients. Both Private & Institutionalized Lending. Every situation is different and every client is unique. Even with extremely viable projects an in-depth analysis of the proposal by **Equity Capital and Securities (London)** is required and a proper and professional presentation by us will be necessary in order to satisfy potential lenders requirements and to improve the chances of your success. Our services extend beyond the initial venture stage and support the entire financial and commercial aspect for the client.

- **Funding has successfully been arranged for a variety of situations:** start-ups, acquisitions, mergers, expansion, new projects, consolidation and/or restructuring, working capital, MBO's, MBI's, asset leasing, trade finance, etc with innovative solutions being applied to particularly difficult cases.
- **A thoroughly professional approach** is applied to determine the needs and objectives of each situation and to provide a properly tailored solution to it. Remuneration is by a nominal initial due diligence and processing fee followed by a success fee, whilst confidentiality is protected under a confidentiality and nondisclosure agreement.
- Structuring, negotiating and underwriting project finance
- International capital markets and commercial banking
- Project preparation and appraisal
- Public sector funding and support measures
- Negotiating concession, loan and subscription agreements
- Corporate governance and performance management
- Transaction due diligence
- Advising, structuring and arranging deal finance - senior debt, mezzanine or equity
- Development of alternative project, ownership, charging, operating and financing modalities

6th Floor, International House, 223 Regent Street, London, W1B 2QD

Tel: +44 (0) 207 544 1089 | **Fax:** +44 (0) 207 544 1090 | **Mobile:** +44 (0) 7774 913 826

Email: W1office@ecsl.net | **Website:** <http://www.ecsl.net>



- Preparation, approach and presentation of financial and business plans to funding institutions
- Sourcing project finance
- Assessing joint ventures and the viability of business plans

There are many different ways to finance your project and we always explore every one of those options before we agree the best funding method for your case.

Funding your project from cross border lending sources does not have to be a painful and difficult process **UNLESS** you chose the wrong people to help you with it; and if you do chose the wrong person, then it will not only be painful but it will be very costly too.

FUNDING YOUR PROJECT

"Please don't be under any illusion at all - arranging any form of cross border finance is extremely complex; it's highly unlikely that you could ever successfully make a direct loan application, except with expert help and guidance".

You must understand that it's certainly not possible to arrange funding for every project, from cross border sources.

Some borrowers make the serious mistake of thinking all they need do is make (their version) of a business plan, give it to a local broker and the money will be forthcoming in a short time. Believe us, it NEVER happens that way!

There is a lot more than just the money aspect to deal with - for example, in all cases there is many other things to consider, typically:

- Detailed Project Analyses.
- Financial Auditing of Past Performance & Future Projections.
- Industry Specialist Auditing.
- Banking Procedures and Compliances.
- International Insurance Underwriting.
- Legal Opinions and Issues.
- Securitisation and Guarantees Issues.
- International Risks and Many Other Types of Risks Assessment.
- Etc, Etc, Etc.....

All these things have to be dealt with by experienced specialists before a project can be packaged for the lending source.

For advice and help with your project finance proposals, please
Contact: **Equity Capital and Securities (London)**

6th Floor, International House, 223 Regent Street, London, W1B 2QD

Tel: +44 (0) 207 544 1089 | **Fax:** +44 (0) 207 544 1090 | **Mobile:** +44 (0) 7774 913 826

Email: W1office@ecsl.net | **Website:** <http://www.ecsl.net>