



Value Tree Partners, LLC

Customized Advisory Services for Sustainable Business Development Across Borders

Bethesda, 22 November 2011



Value Tree Partners, LLC



Steps of the Advisory Process

- I. Present target Country / Market for Cross-Border Business Development
- II. Understand Client's Interests & Business Model
- III. Focus on Specific Trade & Investment Opportunities
- IV. Identify Preparation Steps, Development Activities & Funding Prospects
- V. Identify Client's Needs, Agree on Budget and Project Team
- VI. Assess Project Feasibility & Bankability (within Scope of Pre-Contract)
- VII. Discuss Results, Risk Assessment & Risk Mitigation Strategies
- VIII. Agree on Scope of Contract to Structure, Finance & Execute Project.
- IX. Execute Project and Produce Agreed Deliverables





Foreign Direct Investment:

VTP Strategic Advisory Services to “Sponsors”

Investment Climate

- Assessing Macro & Sector Fundamentals of the Country;
- Analyzing Key Policies, Regulations, Public Counterparts;

Infrastructure

- Identifying Sector Priorities & Technology Potential
- Identifying Public Investment Programs & PPP Opportunities

Environment & Social Sustainability

- Political Risk Analysis & Mitigation Strategies
- Project Structuring to Maximize Fit with Policy Priorities;
- Stakeholders Analysis and Outreach Strategies;

Corporate Advice

- Approaching and *Making the Case* to Public Authorities
- Identifying Local Partners and Key Service Providers
- Structuring & Negotiating Contracts with Public Sector

Access to Finance

- Identifying Funding and Risk Mitigation Instruments offered by Multilateral Banks and Bilateral Sources
- Structuring & Negotiating MDB / Bilateral contributions.





Explore Options for Mitigating Political Risk
and File a Preliminary Application for MIGA Coverage
Free of Charge & with Assistance of Carrick Bend LLC

Authorized MIGA Agent

<http://www.carrickbendgroup.com/>



Carrick Bend LLC
*Infrastructure Project Advisers &
Authorized MIGA Marketing Agents*



Value Tree Partners, LLC
Strategic Advisory Services for Sustainability



Contacts:

Franco Fornasari

Managing Partner

Value Tree Partners, LLC

Strategic Advisory for Sustainable Investment

7031 Persimmon Tree Road

Bethesda, MD 20817 USA

T. [+1-301-365-2780](tel:+13013652780)

M. [+1-240-273-2450](tel:+12402732450)

M. [+39-340-934-9796](tel:+393409349796)

f.fornasari@valuetreepartners.com

www.valuetreepartners.com



Carrick Bend LLC

Infrastructure Project Advisers

Authorized MIGA Marketing Agents



Multilateral Investment
Guarantee Agency

110 W Ninth Street (#454)

Wilmington, DE 19801-1618

F.Fornasari@carrickbendgroup.com