



April | 12

**V A L U E
C R E A T I O N
*Alternative***

Corporate Advisory

Newsletter and opportunities

Christophe Schwoertzig

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<u>PREFACE</u>	3
<u>BUSINESS DEVELOPMENT</u>	4
VC-A ROMANIA	4
VC-A MAURITIUS	4
<u>ENHANCED CONTRACTING SERVICES</u>	5
<u>SELL-SIDE MANDATES</u>	6
REAL ESTATE FOR SALE IN SPAIN	6
OTHER SELL-SIDE MANDATES	7
<u>BUY-SIDE MANDATE</u>	7
OPPORTUNITY BE-71	7
<u>INVESTMENT AND FUNDRAISING OPPORTUNITIES</u>	8
<u>BUY-SELL COMMODITY AND FINANCIAL INSTRUMENTS REQUESTS</u>	8
<u>VC-A FUNDRAISING SOURCES OVERVIEW</u>	9
INTERNATIONAL BANKS	9
PRIVATE EQUITIES AND VENTURE CAPITALISTS	9
PRIVATE FINANCIAL INSTITUTIONS	9
FINANCIAL ENGINEERING PROVIDERS	9
HOW CAN VC-A HELP?	10
<u>ABOUT PPP, HIGH YIELD INVESTMENT, SPOTS, TRADES, BUY-SELL...</u>	10
<u>DISCLAIMER</u>	12
<u>ABOUT VALUE CREATION – ALTERNATIVE...</u>	13

Preface

VC-A continues to grow.

Our network is now approaching the 1,000 members segmented by Investors, Brokers, Industrial Partners, Investors and/or Subject Matter Experts.

Geographically, we are intensifying our development in Romania and in the Mauritius to leverage some of our local political relationships.

Our service portfolio is also growing. Conscious of the intrinsic value of our network, we have developed our “Enhanced Contracting Services” and have extended into Commodity and Historical Bonds brokering however our core business remains M&A and Fundraising.

With the IBEX 35 close to its 52-week low, it is certainly time to consider acquiring assets in Spain. One of our members has sent us a list of real estate properties for sale. I bet that a few windfalls are hidden in there.

Should you work in the Aerospace industry, you may want to have a look at our buy-side mandate BE-71

Most of our current activity remains fundraising. We continue to actively develop a network of funding sources and to vet alternative funding solutions to provide best in class services to our Clients.

And last but not least, should you be an Investor looking to maximise your return with High Yield Programmes, you may be interested by our analysis of PPP, High Yield Investment, Spots, Trades, Buy-Sell and other Programmes currently offered on the market.

With kind regards,

Christophe Schwoertzig
CEO and founder of Value Creation - Alternative LTD

Follow me on twitter: <http://twitter.com/cschwoertzig>

Business development

VC-A Romania

This concerns mainly foreign companies interested in doing business in Romania:

VC-A is intensifying its activity in Romania with the recruitment of Mugar Petel as our local representative.

We are developing local and international banking relationships, of which EximBank, www.eximbank.ro to secure European funding and guarantees for large Infrastructure and Real Estate developments.

Mugar is also building a team to analyse and vet local opportunities.

Should you be interested in doing business in Romania, please submit your questions to info@vc-alternative.com.

VC-A Mauritius

The State Investment Corporation LTD, the investment arm of the Government of Mauritius has recently issued a couple of Expressions of Interest to divest \$100M worth of Real Estate assets (see <http://www.stateinvestment.com/expression.html>).

Thanks to its privileged relationships in the island, VC-A is in position to help a potential bidder acquire those assets for a fraction of its market price.

To nail this opportunity down, Institutional or Industrial Investors shall submit their bid through VC-A before the 1st of May 2012 and schedule a trip to the Mauritius in the next 30 days.

Only credible investors that can present a Proof of Funds or a Bank Guarantee for at least \$30M shall be attended.

Expenses to present the Bid and run the Due Diligence on the Assets are estimated around €100k and shall be payable to VC-A.

In addition to these first two Tenders, there is a pipeline of projects worth up to \$1B that will be accessible to the right Bidder over the next 3 years.

Enhanced Contracting Services

If you are looking for Contractors, please visit our Enhanced Contracting Services section:
<http://www.vc-alternative.com/eng/soluciones/Contractor.htm>

Samples of VC-A Members' profiles, who are currently looking for an Assignment:

CFO, Turnaround specialist

More than 20 years of hands on experience with public and private companies
Industrial Engineer with MBA from IESE
English, Spanish, French, Catalan, and German.

COO for the financial industry

More than 15 years of hands on experience dealing with tax, accounting, legal, funds, risk, compliance, marketing, technology and human resources
Business Administration degree and Corporate Finance Certificate from the LBS
English, French.

Programme Director, Transformation and Change Management

More than 15 years of work experience mainly for the Financial Industry.
IT Engineer with MBA from the LBS
English, French and Spanish.

Digital Media

More than 15 years of international experience working with leading media organisations.
BA from EADA and graduate from the LBS
English, German, French and Spanish.

CIO/CTO

More than 15 years of work experience in the IT industry as Managing Director.
Industrial Engineer with MBA from IPADE Business School
English and Spanish.

Sell-side mandates

Real Estate for sale in Spain

Sector professionals are in agreement that the economy downturn is un-taping windfall opportunities within the Spanish Real Estate market. One of our members has submitted the following properties for sale:

ID	Property Description	Location	Selling Price
RE-1	2 buildings under construction. 70%. 8 Apartments – 7 Car parks, 7 Storage Rooms, 1 Warehouse. Investment required to finish the work: from €1M to €2.5M	Barcelona	€3.5M
RE-2	3 supermarkets “Mercadona”. 7% annual return. 10-year contract	Asturias Andalucía	N/D
RE-3	13 supermarkets “Supersol”. 7.5% to 8% annual return. Contracts secured up to 2018, 2019 and 2020.	Canary Island	€800k to €6M
RE-4	Building 1000 m2. Outstanding Mortgage €2M.	Malaga	€3.8M
RE-5	Building, 7 storeys, 3 900 m ²	Malaga	€6k / m ²
RE-6	Building, 2 900 m ² ideal for hotel	Malaga	€9M
RE-7	Retirement Residence. 245 units, swimming pool, gym, physio...	Torreveja	N/D
RE-8	Building on the “Paseo de la Castellana”. 15,990 m ² , 17 storeys. 136 Car parks. Annual Return = 5,8%	Madrid	€110M
RE-9	Hotel Spa Resort 5 stars. 202 rooms. Outstanding Mortgage €20M	Alicante	€40M
RE-10	4 star Hotel. Formerly a 5 star that was downgraded. 104 rooms	Alicante	€20M
RE-11	3 star Hotel. Formerly a 4 star that was downgraded. 108 rooms. 50 Car parks, restaurant, cafeteria, 4 lounges...	Madrid	€13.5M
RE-12	5 start Hotel. 259 rooms	Barcelona	€100M
RE-11	4 start Hotel. 133 rooms	Barcelona	€46M
RE-12	4 start Hotel. 260 rooms	Barcelona	€91M
RE-13	4 start Hotel. 120 rooms	Barcelona	€42M
RE-14	4 start Hotel. 80 rooms	Barcelona	€28M
RE-15	4 start Hotel. 137 rooms	Vigo	€47M
RE-16	4 start Hotel. 150 rooms	Benidorm	€52M
RE-17	5 start Hotel. 90 rooms	Puerto Sagunto	€31M
RE-18	4 start Hotel. 321 rooms	Almeria	€95M
RE-19	4 start Hotel. 383 rooms	Almeria	€95M
RE-20	5 start Hotel. 372 rooms	Almeria	€100M
RE-21	5 start Hotel in Madrid with luxury brand	Madrid	€120M
RE-22	“Manzana de Oro”. Near “Puerta del Sol”. 51,000 m ² . All licences for apartments, hotels, malls, parking lots etc...	Madrid	€240M

Other sell-side mandates

ID	Description	Ticket Size
SE-72	Coal mines	N/D
SE-77	Airport H24 in Spain. Chapter 11. (+Option to acquire large land parcels)	€200M

Buy-side mandate

Opportunity BE-71

SECTOR

Aerospace

CHARACTERISTICS

Client is a build to print, precision machine shop for complex aero structures looking for an add-on.

Aero structures / machining / kitting / assembly but also forming, composite and MRO.

Clients: Tier 1 and 2 aerospace companies primarily and a direct relationship with Airbus.

REVENUE

\$10M – \$15M (at least \$5M)

EBITDA

Minimum 10%

LOCATION

Europe

Investment and fundraising opportunities

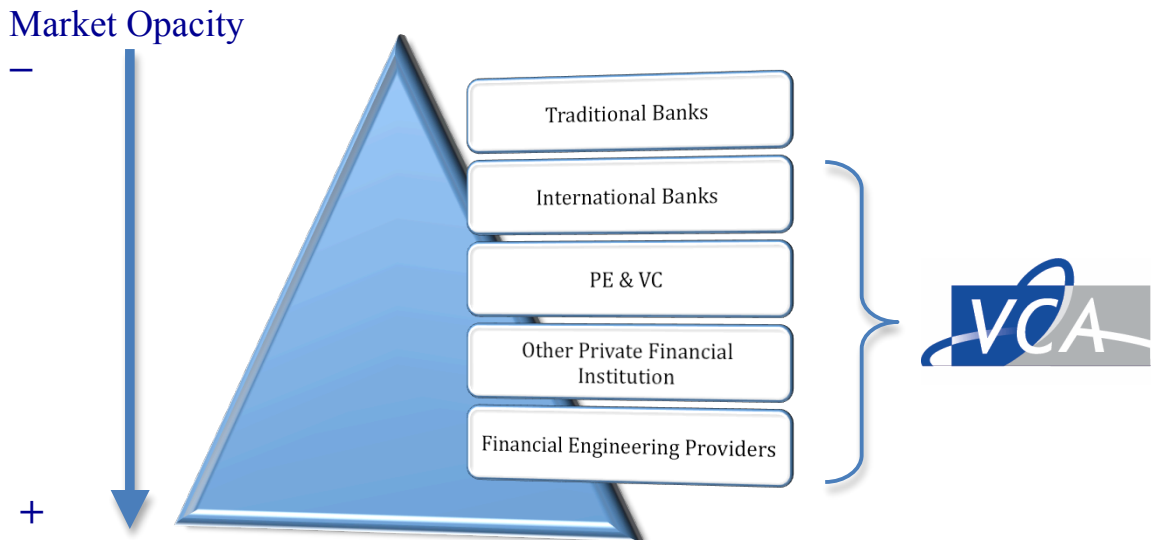
ID	Use of Proceed Concept	Ticket Size
FR-73	Trade Finance Fund. Dore, Oil, Iron Ore, Sugar and other commodities between proven sellers and proven buyers. Production and sale of natural gas. 4B m ³ of Siberian in-ground gas.	Seed Capital \$34.4M Debt
FR-74	Project NPV at 12% discount is around \$30M.	
FR-75	Gold Mines in Russia. Resources of over 900,000 ounces. Current shareholders are well-known Private Equities who have already invested \$24M. Additional funding is required to reach production.	€6.5M for 20-25% Equity
FR-76	Forest management. This is a newly established company, dealing with forest management; and other land use with concessions (for 30-40 years) in LatAm and West Africa and also with some renewable energy in the pipeline.	N/D

Buy-Sell Commodity and Financial Instruments Requests

ID	Buy/Sell	Commodity	Description
CM-1	Sell	Gold Bullion	Thailand, Hong Kong and Singapore
CM-2	Sell	Dore Bar	2,000 kg per month (with blocked funds from buyer)
CM-3	Sell	Coal	Indonesian Coal. Three different sources
CM-4	Sell	Iron Ore	Australian Iron Ore but need to secure buy-side brokerage fee
CM-5	Sell	Oil	Indonesia at minus \$25
CM-6	Sell	Oil	D2, JP 45 and other products
CM-7	Sell	Oil	Saudi Light Crude Oil, 5M barrels / month, 12/60 month contract, CIF
CM-8	Buy	Gold	-4% against London strike price. Bank-to-bank transaction
CM-9	Buy	LNG	Amount: 300.000 - 1,000,000 MT / Month Destination: CIF India, CIF China, CIF Indonesia
CM-10	Buy	Historical Bonds	Buyer waiting for QV 1000, BE 27500, 4HP, Napoleon. Need package with POL
CM-11	Buy	Rare Earth	Rare earth elements used in high technology devices
CM-12	Buy	BG/SBLC	Buy and/or monetise BG/SBLC. Need the CIS/KYC first. We do not respond to fishing enquiries. Only bank-to-bank swifts are acceptable.
CM-13	Monetise	LTN	Looking to monetise \$13B worth of Brazilian MTN series H. Electronic format.
CM-14	Buy	Oil	D2, JP 45 and mazut but need proof of history or allocation
CM-15	Buy	Veg'l. Oil	Palm, Soya, Maize and Sunflower Oil. 12500 MT / Month. 60 month contract
CM-16	Buy	Scrap	ISRI 211, 10k MT / month; HMS 1&2, 10k MT / month ; Used Rails, 15k MT / month

VC-A fundraising sources overview

Value Creation – Alternative is an advisory firm. We offer fundraising advisory services when funding is not available from traditional banks:



International Banks

Some international banks are still willing to finance some projects, especially Asian banks. They are interested in international projects, chiefly Private-Public Partnerships, but above all, they are looking to build long-term relationships with their clients.

Private Equities and Venture Capitalists

Some sectors are still attractive to PE & VC such as renewable energies, clean technologies or social media and cloud computing, however we try to stay away from those funds providers because they take typically 6 months on average to make up their mind and invest only in 1 project out of 100, at best.

Private Financial Institutions

Private financial institutions may be willing to take on more risk than traditional banks in exchange of higher interest rates. Most of those private lenders ask for a retainer or Due Diligence Fees. This Private Market is opaque and scammers galore, so beware!

Financial Engineering Providers

When traditional sources of funding are no longer available, some funds providers offer alternative solutions to sophisticated fundraisers. These solutions tend to involve Bank

Guarantees, Stand-by Letter of Credits, Insurance Wraps, Trades or Private Placements and are speckled with acronyms and buzzwords such as Swift MT760, Fresh Cut, ICPO, MTN, IMFPA or SS. A lot of those offers are scams but when real, they provide real alternative solutions for those who are looking to finance a project with little collaterals.

How can VC-A help?

Source of funding

What VC-A can do for you?

International Banks

We have developed relationships with HSBC Hong-Kong, CS Hong-Kong, CIMB, BCA, Sberbank, Bank of Ireland, EximBank and Cathay bank. We can help funds seekers write their application and present it to our contacts at the banks.

Private Financial Institutions

We have vetted for several Private Financial Institutions and can save our Clients a precious time and even money that might otherwise be wasted with scammers, broker-jokers, fraudsters and other undesirable people.

Financial Engineering Providers

VCA expertise can help Clients vet those sophisticated market offering. In addition, we can provide a few solutions with Asian, Russian and US Asset Managers that may fit their requirements.

About PPP, High Yield Investment, Spots, Trades, Buy-Sell...

You may have heard about Investment Programmes returning spectacular returns, some of them up to 20 times investment in a week time?

If not, let me recommend you one of our member's blog: <http://bit.ly/HoEFaZ>

So how real are those offers and how can Investors take the right decision?

Over the last 9 months, Value Creation – Alternative has been vetting over 100 offers involving buy-sell of MTN or BG, Private Placement Programmes, Trades, Spots or other so-called High Yield Return programmes.

Out of all the offers analysed, **only two platforms, both in Switzerland, have passed our due diligence successfully.**

We found out that 98% of the offers were either blatantly a fraud, see: <http://www.federalreserve.gov/boarddocs/SRLETTERS/2002/sr0213.htm> or would lead to a dead-end with a Broker claiming that without a full compliance package and a Proof Of Funds no information would be disclosed because those schemes need to be approached with extreme secrecy.

Our acid test to vet these opportunities is two fold:

1. Do not accept to pay any up-front fee to any Broker. Since no documents need to be prepared, no sophisticated financial schemes need to be designed and no due diligence need to be ran, why should one pay the broker for a mere introduction?
2. Ask to speak to the Banker. Scammers usually hide themselves behind a so-called “platform”. Platform cannot operate without banks and must therefore have a privileged relationship with at least one bank. If they cannot put you in front of a Banker, then pass your way. Only accept bank-to-bank transactions so that the bank itself shall be responsible for compliance.

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Value Creation – Alternative is a Strategy and Corporate Advisory firm. We help companies to develop their business through acquisition and organic growth. We accompany our clients throughout the entire life cycle of their corporate development programme: strategy definition, target search, due-diligence, negotiation, transformation map and change management.

We are a worldwide network of seasoned professionals and have collectively advised M&A projects worth nearly US\$100B.

We support complex strategic and operational business decisions with deep analysis and robust processes. Our methodology is a combination of desk research, interviews and application of our internal know-how.

Main contacts

General enquiries

E-mail: info@vc-alternative.com