



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

Corporate Advisory

July | 10

Newsletter and deal list

Christophe Schwoertzig

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Preface

In an industry where brinkmanship, arrogance and selfishness is the norm rather than the exception, Value Creation – Alternative is betting on partnerships and team work.

Throughout 2009, we have focused on expanding our network. With 300 members and in excess of 3,000 contacts, we have solid foundations to discover and un-tap best kept secrets nearly everywhere on the globe.

Since 2010, we have decided to expand our market offering through alliances to provide more comprehensive support to our customers. As a corollary, we are moving away from pure brokering services to focus on Key Accounts where we can provide the highest value.

So what is new with VC-Alternative market offering?

- We have developed three partnerships to provide comprehensive fundraising services:
 - From \$1M to \$25M for private equities
 - From \$10M to \$50M for publicly listed companies
 - From \$10M and above for government backed infrastructure programs
 - Preparation of Bank Guarantees and other banking instruments
 - Monetization of Bank Guarantees.

- We are in the process of finalising partnerships with companies in France, the US, Japan and in Australia, and China. . This provides:
 - Access to +45,000 records of potential investors
 - FINRA licences to operate in the US, series 7, 24 and 79
 - Round the clock support
 - Technical know-how to structure SBLC, reverse take-overs, funds...

WE ARE NOW IN A POSITION TO FINANCE COMPANIES LOOKING TO GROW THROUGH ACQUISITIONS, IDENTIFY TARGETS AND MANAGE THE M&A PROCESS.

With kind regards,

Christophe Schwoertzig

CEO and founder of Value Creation Alternative LTD

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

Summary Overview

Fundraising Services

- Investments in Private Equities (privately owned companies)
- Investments in Publicly Listed Companies
- Investments in Large Infrastructure Projects
- Investments in Project Based Financing.

Fundraising Deals

Opp.	Description	L't	Turnover	EBITDA	Price/Stake
SE-8	Real estate fund	CH	-	-	€10M-€50M
SE-33	Telecom – MVO	SP	-	-	€10M/15%
FR-61	Green diesel parts – Automotive	AU	-	-	+\$30M / +10%
FR-62	Condensate pre-sold to Oil Group	AU	-	-	+\$10M / -
FR-63	Gold – Diamond mines	CA	-	-	+\$20M / +10%
FR-64	Geothermal Energy	US	-	-	+\$30M / +10%

Active Buy-side Deals

Opp.	Description	L't	Turnover	EBITDA	Price/Stake
BE-31	IT services	EU	€5M-€50M	-	100%
BE-32	Documentation services	EU	>€5M	-	100%
BE-41	Multiple sectors	GE	>€20M	-	+€20M / +30%
BE-57	IT – Network Management	EU	-	-	+€5M / +100%
BE-58	Rare earth mines	WD	-	-	+€50M / +40%
BE-59	Mines – Gold, Coal	WD	-	-	+€50M / +40%

Active Sell-side Deals

Opp.	Description	L't	Turnover	EBITDA	Price/Stake
SE-60	Manufacturing of packaging products	SP	€50M	€2M - €3M	-/<40%

LEGEND

AU: Australia	GE: Germany
CA: Canada	SP: Spain
CH: Switzerland	US: United-States
EU: Europe	WD: Worldwide

Fundraising Services

Investments in Private Equities (privately owned companies)

We have developed an alliance with two fundraising companies incorporated in the US and in Australia, to raise funding on the global capital market for Private Equities looking for \$1M to \$25M.

Selection criteria are:

1. Positive EBITDA
2. Business plan and detailed use of funds
3. Clear exit strategy
4. \$12k engagement fees to generate pitch book
5. 10k monthly retainer cancellable at will within a month if no term sheet is presented.

We guarantee the first term sheet in 45 days or vet the project ourselves and waive the retainer.

Investments in Publicly Listed Companies

We have developed an alliance with an “Investors Relationship Management” company incorporated in Japan and the US, to raise funding on the global capital market for listed companies looking to raise between \$5M and \$50M.

Selection criteria are:

1. Listed on public exchange
2. Business plan and detailed use of funds
3. Exclusivity

We guarantee the first term sheet in 45 days or vet the project ourselves.

Investments in Large infrastructure projects

We have developed an alliance with a “Project Finance” company incorporated in the Delaware, US, to raise funding for large infrastructure developments globally.

We are highly interested in investing in the **Development of Government Infrastructure Projects such as:**

- Construction of Government Buildings;
- Railways and supply of rolling stocks and electro mechanical works;

- Roads, Bridges and Tunnels Projects;
- Power Plant projects;
- Wind Energy Projects;
- Government owned Industrial Parks and other facilities;
- Government Housing Projects;
- And many others....

We work only on pre-qualified opportunities. Minimum investment is \$10M.

Investments in Project Based Financing

This large pension fund located in the US is looking to lend up to \$200M to fund projects in the following sectors:

- Infrastructures
- Oil and Gas
- Government backed projects
- Clean technologies: Solar, Wind, Batteries, New Eve Technologies, Water Treatment, Plastic Recycling, Clear Diesel Fuel...

Fundraising Deals

Opportunity SE-8 (Bih)

SECTOR	Residential Real Estate
ACTIVITY	Fund to acquire products sourced and built by a leading building company
TICKET	Between CHF15M and CHF70M
TARGET RETURN	Between 8% and 10% p.a. after 5 years
LOCATION	Switzerland

Opportunity SE-33 (Var)

SECTOR	Telecom
CHARACTERISTICS	Mobile Virtual Operator founded in 2006
SERVICES	<ul style="list-style-type: none">- Mobile telephony- Internet access
TICKET	€10M
STAKE	15% of equity
LOCATION	Spain

Opportunity FR-61 (Ric)

SECTOR	Clean Energy
CHARACTERISTICS	PE to exit via IPO 3years Looking for investor
TURNOVER	Second raise to manufacture units for orders Global green diesel parts are EPA 2010 and 2015 compliant On road and off road diesel vehicles
FUNDRAISING	\$30M investment
LOCATION	Australia / global auto sales

Opportunity FR-62 (Ric)

SECTOR	Clean Energy
CHARACTERISTICS	Condensate pre-sold to major Oil Group
FUNDRAISING	Looking for a first \$10M tranche to access a \$500M one
LOCATION	Australia

Opportunity FR-63 (Ric)

SECTOR	Mining – Gold - Diamond
CHARACTERISTICS	Canadian Gold / diamond mine pre IPO Ontario, Canada Diamonds and gold confirmed High prospective and easy accessibility
FUNDRAISING	Looking for \$20M pre IPO to begin drilling
PRICE	\$5.20 per share
LOCATION	Ontario, Canada

Opportunity FR-64

SECTOR	Geothermal Energy
CHARACTERISTICS	New geothermal power plant technology Looking for \$30M to move from prototype phase to industrial phase
TICKET	\$30M
STAKE	10% Equity + Debt
LOCATION	USA

Buy Side Deals

Opportunity BE-31 (Jab)

SECTOR	IT Services
CHARACTERISTICS	IT Services – no application vendors, no data centres 100 – 400 people
STAKE	100% of equity
TURNOVER	> €5M
TICKET	Between €5M and €50M
LOCATION	Spain – Europe

Opportunity BE-32 (Jab)

SECTOR	Documentation Services
CHARACTERISTICS	Creation of industrial and commercial documents Documentation of products and services
STAKE	100% of equity
TURNOVER	> €5M
LOCATION	Spain – Europe

Opportunity BE-41 (Kuc)

SECTOR	Engineering, manufacturing, electronics, energy/cleantech, chemicals/pharma, automotive suppliers, IT/telco/media and consumer goods/food
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CHARACTERISTICS**Expansion stage**

Min. sales €80 mn (LTM) AND min. equity participation 30% (for minority stakes) OR min. sales €20mn (LTM) AND min. equity participation >50% (for majority stakes)

Later stage / distressed

Min. sales €20 mn (LTM) AND min. equity participation 75% (distressed: 100%)

STAKE

30%-100%

LOCATION

Strong focus on Germany. Europe with exceptions (larger deals only, >€100 mn sales and global angle)

Opportunity BE-57**SECTOR**

IT company

CHARACTERISTICS

Network Management

Cash Flow Positive

Any Reseller carrying the following software is a potential target:

Solarwinds, Ipswitch, Castlerock, Fluke, Netcordia, Netformx, Risc Networks, NetIQ, NetQoS now acquired by CA, Network Instruments, ClearSight (now acquired by Fluke), Opnet, Prognosis, Empirix, Smart, Avaya (all resellers), Interactive Intelligence, Shoretel, Polycom, Manage Engine.

Any Hosted IP PBX provider utilizing BroadSoft's BroadWorks or M6 platforms

TICKET

\$3M – \$5M (but up to \$20M in the future)

STAKE

100%

LOCATION

Europe, US East Coast, Mexico

Opportunity BE-58 (Ric)

SECTOR	Mining
CHARACTERISTICS	Client is looking to buy rare earth mines. Must have low radiation values Rare earth
TICKET	€5 – 50M
STAKE	40% - 100%
LOCATION	Africa, Asia, Australia

Opportunity BE-59 (Ric)

SECTOR	Mining
CHARACTERISTICS	Gold, Coal In production or near production
TICKET	€50 – €2B
STAKE	40% - 100%
LOCATION	Africa, Asia, South America, North America

Sell Side Deals

Opportunity SE-60

SECTOR	Manufacturing of packaging products and industrial/agricultural fabrics
CHARACTERISTICS	PE to exit Needs to be a European buyer.
TURNOVER	€50M
EBITDA	€2M – €3M
STAKE	Minority
LOCATION	Spain

About Value Creation – Alternative...

Value Creation – Alternative is a Strategy and Corporate Advisory firm. We help companies to develop their business through acquisition and organic grow. 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

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