

Sabin Finance



Trepte Corporate Advisors



Sabin & Trepte Consultants JSC

Role and Value Added

Teheran, January 2016

The goal is to offer a one-stop-shop approach, covering:

Advise

- (1) Identify, analyse, evaluate and select available financing sources;
- (2) Advise in negotiations and finalisation of commercial contracts, financial agreements and related legal matters;
- (3) Advise on financing alternatives, considering purchase price, different technology, operating costs, maintenance, etc.

Structure

- (1) Assess corporate risk of the parties involved in the project, i.e. potential partners, contractors, etc.;
- (2) Outline specific multi-sourcing and financing criteria;
- (3) Compiling of project information memorandum (PIM).
- (4) Identify subsidy potential from various sources.

Arrange

- (1) Initiate and accompany dialogues and negotiations with the relevant financial institutions;
- (2) Initiate and accompany dialogues with ECAs, risk insurers and underwriters;
- (3) Apply and bring in subsidy support from third parties, if available.
- (4) Obtain and screen Lols and/or Term-Sheets received from Financial Institutions.

S U M M A R Y

- Domestic and off-shore financing needs can be efficiently linked
- Commercial aspects can be delinked from financing ones
- The process can be driven by setting frameworks for potential financing institutions triggering competitive financing offers
- Any present shortage in trained and experienced staff can be overcome

CONTACT DETAILS

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