

# Vietnam – U.S. Business Partnership for Energy Development

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# Interlink Capital Strategies

- **Washington DC-based management consulting firm**
  - Specializing in emerging market finance and business development
- **Established in 1994**
  - by Neil Bush and current Chairman Tim Bridgewater to advise U.S. companies seeking to enter Southeast Asia
- **Unparalleled expertise in accessing government lending programs worldwide**
  - Government backed funding is often the only long-term debt available in many frontier and emerging markets
- **Co-founder and owner of ExWorks Capital, a specialty lending company focused on trade finance**

# Interlink – Case Studies

- **Solar Power:** \$61 million ExIm Bank project financing for solar modules to South Korea.
- **Energy:** Gas distribution company in Latin America obtained \$5.4 million OPIC loan and \$3.2 million in equity to expand.
- **Green Energy:** \$16 million U.S. Dept. of Energy loan (among the first approvals in this new program) to a windmill manufacturer for expansion of U.S. factory.
- **Power:** €40 million SACE (Italy) financing for 73MW inside fence power generation project in Middle East.
- **Geothermal Concession:** Award and development of a significant geothermal field in Indonesian for U.S. developer with support of a \$934,000 U.S. TDA grant.
- **Solar Manufacturing:** €76.6 million SACE (Italy) and KfW (Germany) financing for plant in South Korea.

# ExWorks Capital – Overview

- Joint venture between Interlink Capital Strategies (Washington, DC) and RedRidge Finance Group (Chicago, IL) to address the underserved market for export/import and trade finance.
- John McAdams as CEO, formally COO and Vice Chair of the Export-Import Bank of the United States
- Raised \$82+ million in equity and with leverage has the capacity to create a loan portfolio of \$500 million to \$1 billion.
- Acquired the largest Small Business Administration (SBA) export working capital lender in the U.S. based in California, World Trade Finance.

# ExWorks Capital Products

## Working Capital Finance

Extend revolving lines of credit or transaction specific loans to U.S. exporters.

ExIm WC loans provide for advance rates of up to **75% against export purchase orders** (i.e., inventory – Raw, WIP, Finished Goods) and up to **90% against accounts receivable** from overseas buyers. –and– SBA WC loans advance **100% of purchase order costs**.

## Medium-Term Finance

Ability to provide financing on capital goods is often required to make the sale and enhances a U.S. company's ability to compete globally.

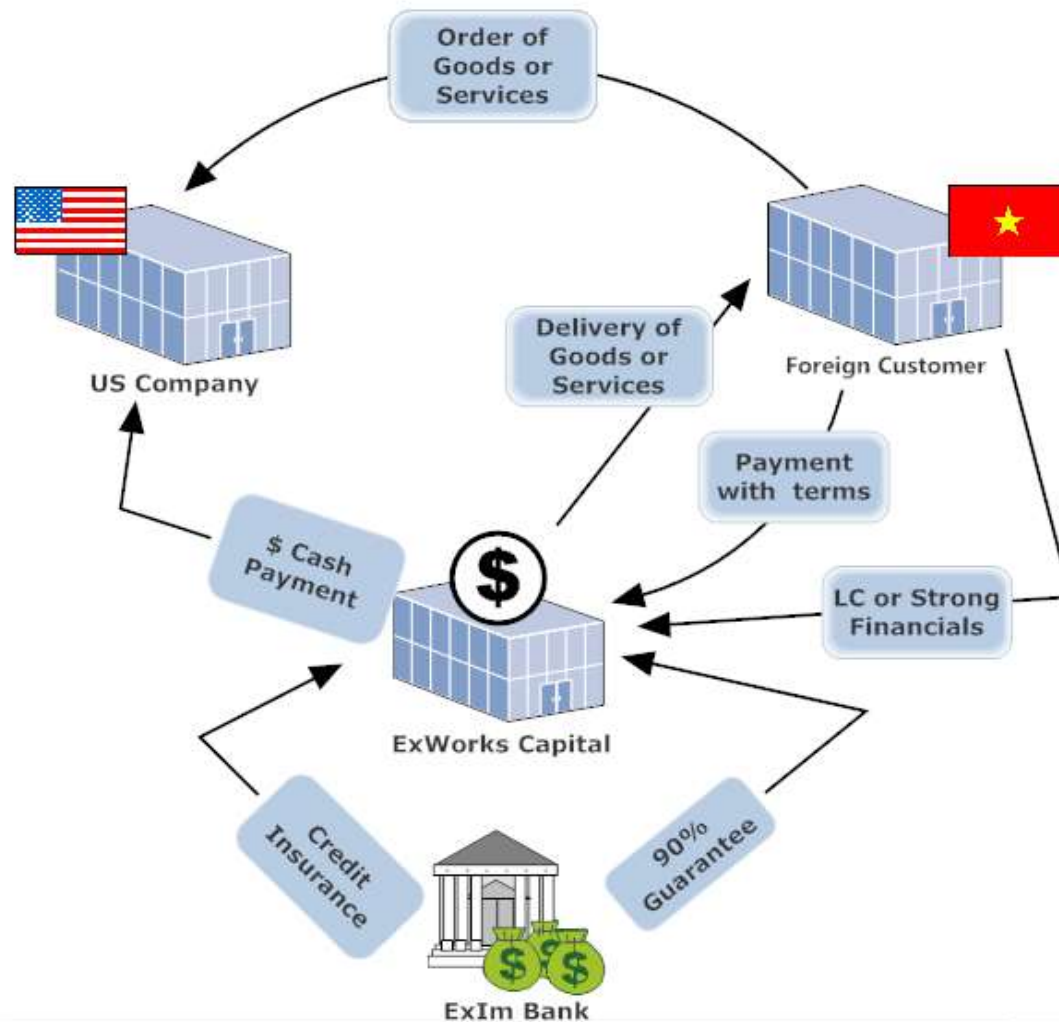
Make attractively priced loans ranging from 2 to 7 years or more to overseas buyers of goods and services in countries where this type of financing isn't typically available.

Experts on the China Framework Agreement.

## Trading Company

Some companies are uncomfortable conducting business internationally and would prefer to outsource this function to an expert. ExWorks Capital has the ability to handle procurement, logistics, and structuring appropriate trade terms with the foreign buyer. Ex Works Capital can buy goods – *ex works* -- like any domestic customer and take all the risk in selling overseas.

# ExWorks Trading Example



- US Business with contract to sell fleet of used trucks to Vietnam
- Vietnamese buyer willing to buy with a Letter of Credit
- US company lacks the ability (funds and logistics) to fulfill the contract
- ExWorks is brought in to enable contract completion
- ExWorks paid supplier for the used trucks
- ExWorks paid for the trucks to be transported to US port
- ExWorks resolved logistics issues created by Seller
- Trucks are shipped to Asia
- Payment made upon delivery