



Arkas Global
Group



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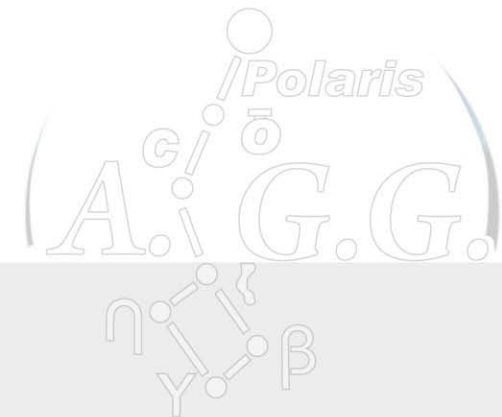
SENECA

Arkas Global Group

Official broker of UniCredit Leasing



ARKAS GLOBAL GROUP was created after many years of experience in the country and abroad, basing its activities on a careful analysis of all aspects, economic, social, cultural, which is essential for companies wishing to start or expand an activity in another country. With a watchful eye to the changes, a wealth of knowledge and a highly specialized and up-to-date source of information, **ARKAS GLOBAL GROUP** supports its customers as a true moral partner, bringing motivation and strength in all processes of problem-solving and strategic choices to achieve successful results and high performance.



SERVICES:

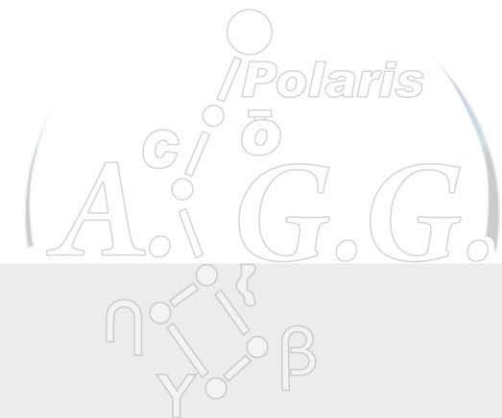
1) Leasing:

A.G.G. will be your partner and will operate in synergy with your company for requested operation step by step: starting with an initial technical and economic evaluation, until the signing of the contract.

Real Estate leasing

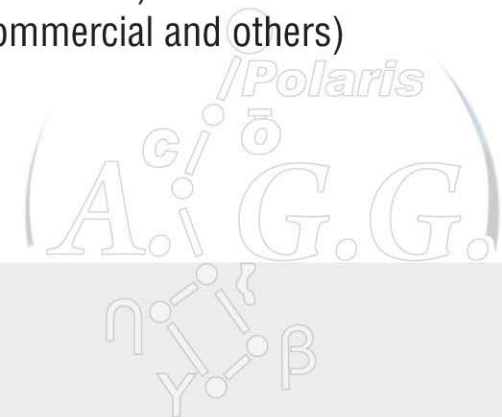
Real estate leasing represents a modern individual financing solution. Adapting to the particular needs of each company, real estate leasing ensures the economic flexibility of the user, one of the main factors of a business strategy's success.

According to your company's investment plans, there are several options:



GENERAL PRINCIPLES

- The leased asset must be self-contained, with appropriate infrastructure or options to build infrastructure easily;
- Official permits (e.g. building permit) are available or are exclusively to be obtained via Lessee
- Recommended project parameters:
 - single deal size: 1- 5 mio EUR
 - lease term: usually between 5 and 12 years, only in special cases possible up to 15 years;
 - LTV: max. 80%; DSCR: min.1,2;
 - Residual value after 12 y. max.30%
- Minimum financing volumes per deal: 100,000.00 EUR (excluding VAT for residential)
300,000.00 EUR (excluding VAT for commercial and others)
- Targeted counties over 600,000 inhabitants
- Targeted cities over 100,000 inhabitants

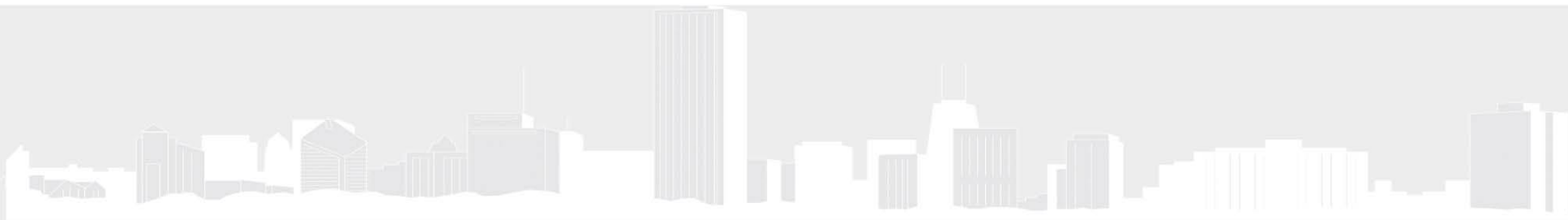


TARGET ASSETS- TYPES OF ASSETS THAT MAY BE FINANCED

- Office space for both end-users and developers
- Retail properties (shopping mall & special store centers);
- Commercial & industrial premises: storage & logistic facilities, production buildings;
- Multi-purpose building (i.e. office+ rental)

ASSETS MAY BE FINANCED ON CERTAIN CONDITIONS OR AS DECIDED ON A CASE-BY-CASE BASIS

- Management real estate (e.g. hotels with international operators)
- Medical clinics and convalescent homes;
- Social/ public welfare real estate (senior citizens or students homes) to be run by operators able to provide proof of creditworthiness/ guarantees and experience;
- Parking silos (with management)



TYPES OF ASSETS THAT WILL NOT BE FINANCED

- Land plots (without a sound development project);
- Landfills;
- Real estate/ assets for use in agriculture and forestry;
- Movie & theatres (unless in a multi-purpose building), entertainment centers;

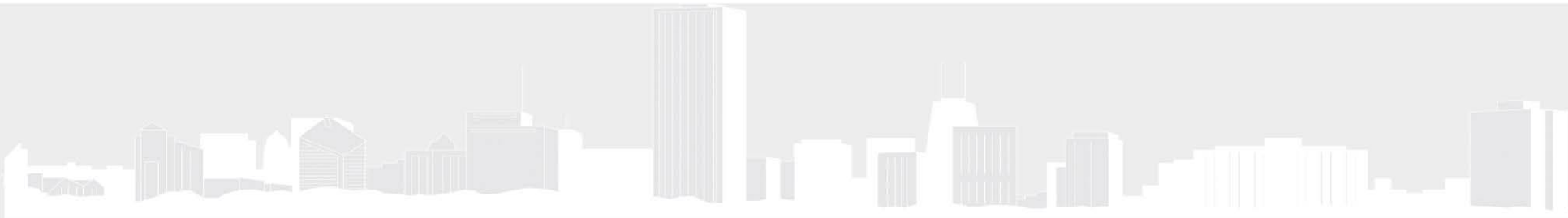
TARGET CLIENTS

I Corporate Customers

- includes end-users of the lease object;
- minimum history of 2 FY and positive result (profit);

II Professional real estate investors & developers

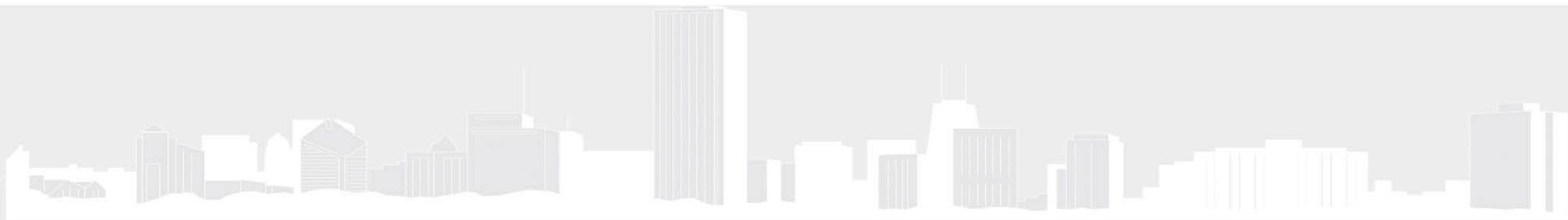
- lease payments are covered predominantly/ entirely by cash flow generated by the financed property



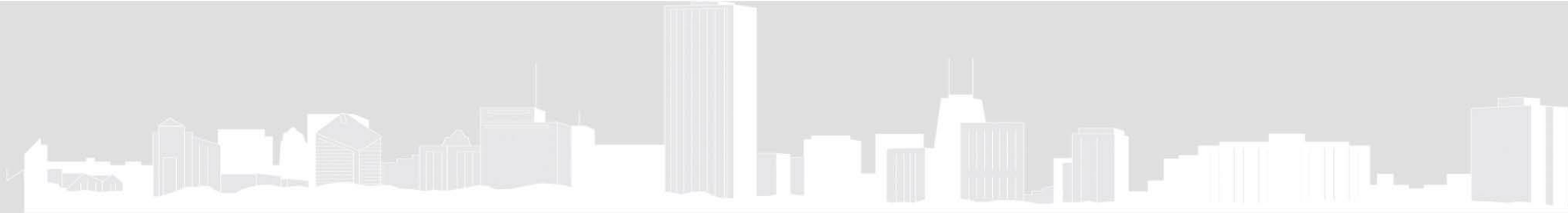
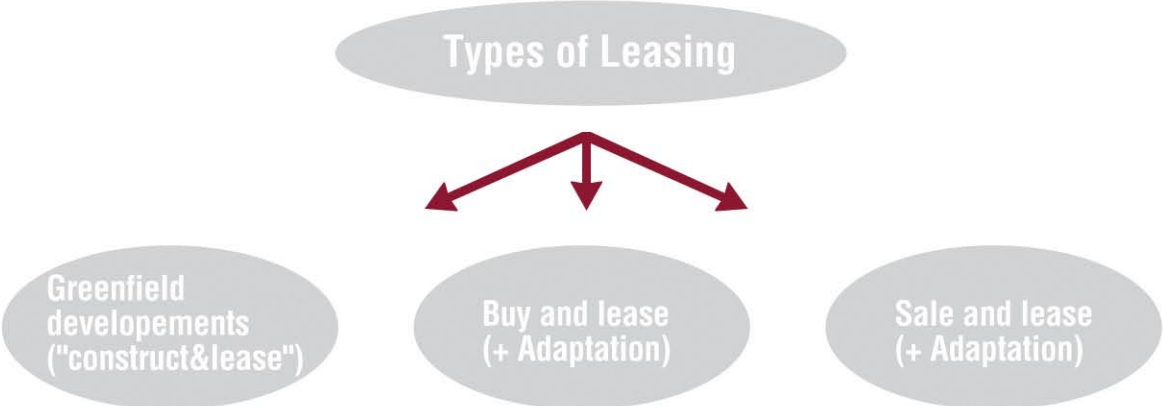
EXCLUSIONS:

Start-up companies (exception for SPV created for development project, in case of presentation of a sound business plan and additional collaterals);
Customers characterized by speculative business approaches or by inefficient or not- transparent management

Negative records with State Budget (debts);
Negative registrations with CRB



TYPES OF REAL ESTATE LEASING



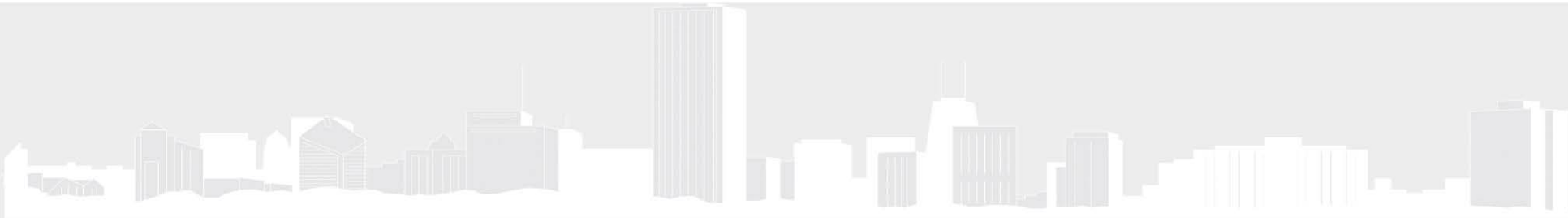
TYPES OF REAL ESTATE LEASING (1)

1) GREENFIELD DEVELOPMENT= REAL ESTATE LEASE WITH CONSTRUCTION (CONSTRUCT AND LEASE)

We will acquire the land plot with building permit, as requested by client, and will construct the building according to client`s needs and plans.

similar to an investment loan-the need of the investment should be identified;

- . 2 PHASES: construction period and lease period;
- . Long term contract (up to 12 Y) and the asset is very important;
- . Location, quality of te object,possible utility for third parties;
- . Grace period during construction works (usually interest capitalized in the TIC)
- . LTV 70%-85%, depending on asset and client quality
- . Comfortable DSCR (min.1, 2)
- . Adequate check of the construction company (performance, references)
- . Construction management/monitoring of construction in progress through risk advisor and, in some cases, in addition through independent project monitor



TYPES OF REAL ESTATE LEASING (2)

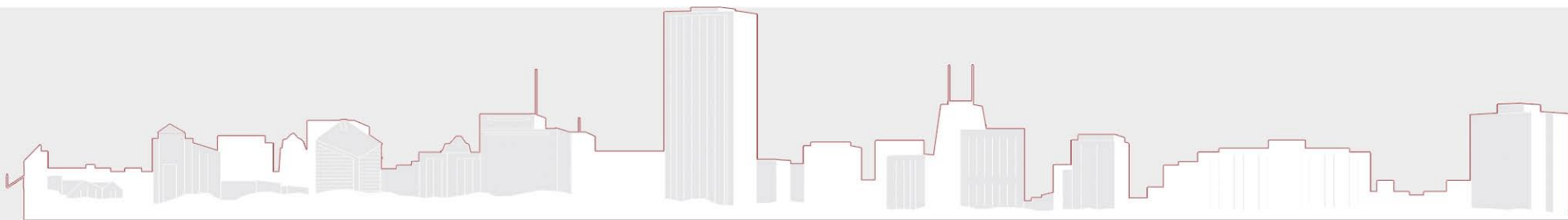
- . possibility to offer shorter lease term (i.e.3 years)
- . in case of developers: pre-lease agreements
(with attn.to the quality of tenants, tenor of the contracts, rent levels and breakage clause) and possible exit strategy;
- . pay as you earn principle:
- . repayment through income generated by the leased asset-in case of developers
- . preferable full-pay-out (no residual value risk);



TYPES OF REAL ESTATE LEASING (3)

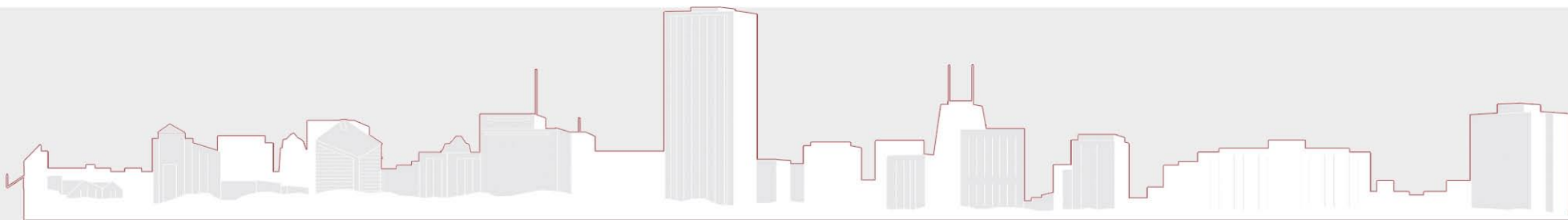
FINANCING REAL ESTATE ACQUISITION (INCLUDING POSSIBLE RENOVATION WORKS)

- Buy & Lease: We will acquire the building and related plot, as requested by the client, which will be leased to the client;
- Buy & renovate/consolidate: We will acquire the land plot and building, as requested by the client and will execute the renovation/consolidation works, according to client's needs and plans (plans have to be prepared when submitting the financing enquiry)



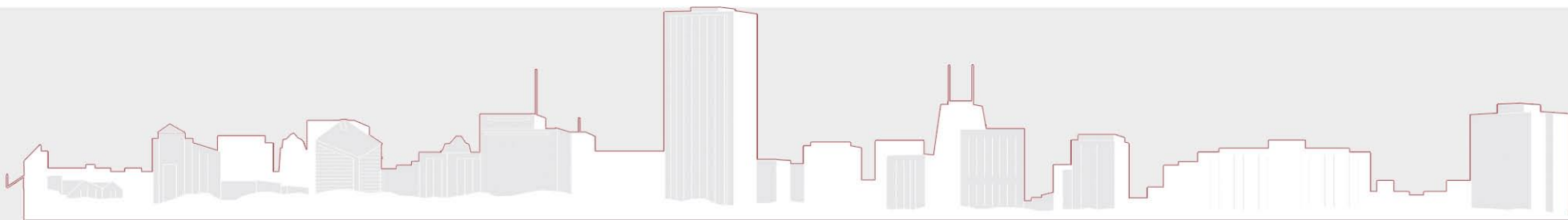
REFINANCING (SALE AND LEASE BACK) OF A REAL ESTATE (INCLUDING RENOVATION WORKS)

- We will acquire the building and related land plot owned by the client, which will be leased back to the client
- . The reason: carefully evaluate the purpose of the structure of SALB transactions , with particular regard to the use of liquidity and the asset to be financed/refinanced;



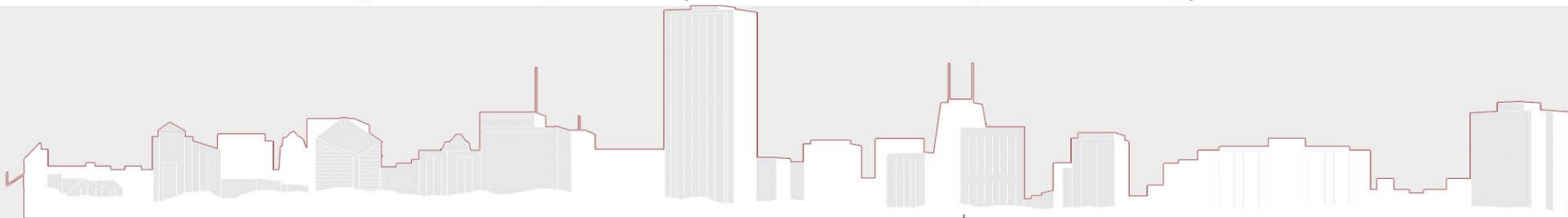
POSSIBLE COLLATERALS

- . Notified and acknowledged assignments of all existing and future rental agreements
- . Payment Guarantee from parent company (group companies)
- . Personal Guarantee (shareholders)
- . Pledge over shares of the Lessee (generally for SPV's)
- . Subordination Agreement with the Lessee's Shareholders stating that all their present and future loans granted to the Lessee are and will remain subordinated and unsecured; any and all transfers of these loans will be subject to prior written consent of the Lessor
- . Subordination of all Dividend Payments. Further indebtedness of the Lessee shall require prior written consent by the Lessor
- . Cash collateral (representing lease payments, interest/capital payment) for a certain number of months/entire duration
- . Cost overrun guarantee (for the construction period)
- . Debt Service Reserve Account
- . First rank mortgage on land and buildings
- . Condition of collateral release



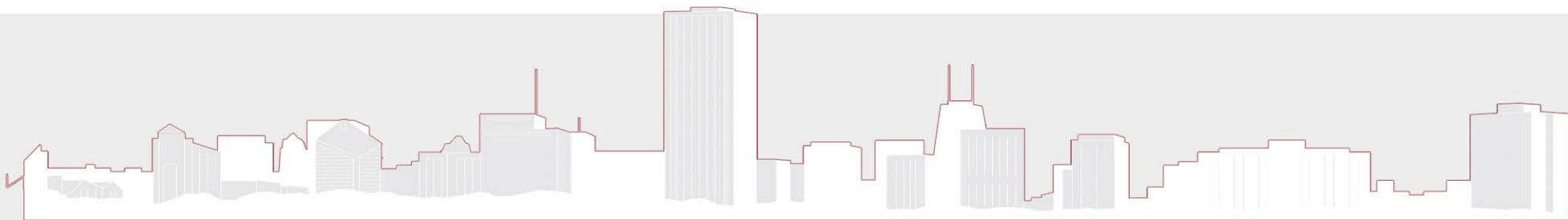
REAL ESTATE FINANCE LEASE ADVANTAGES

- Real estate lease finance is flexible and tailor made for each client and project
 - Possibility to finance up to 80% of the market value of the lease object (market value is established by the internal technical advisor)
 - The lease installments are fiscally deductible (as a credit financing)
 - The lease installments of the real estate finance lease are calculated to the net investment amount; VAT is added to all lease installments as per regulation in force
 - All costs ,taxes and fees due to connection with the construction payable by Lessor are also calculated within in Total Investment Cost
 - The pre-financing cost of the VAT related to all construction payments are also included in Total Investment Cost
 - Grace period: the lease installments are due starting with the finalization of the construction ; during the construction site only the pre-financing interest is applied to all the payments effectuated within the project, which is added to the Total Investment Cost
 - Lessor is in charge with coordination and monitoring of the contracts within the project (general contractor agreement) and also other services like contractors` all risk policy and property damage policy. We offer our experience in construction site supervising and controlling.
-
- . we purchase the field indicated by the client company, where we construct the building according to the company's plans;
 - . we purchase the building selected by the client company, which will constitute the object of a leasing contract;
 - . we purchase the building which rests in the client company's portfolio, and which shall further on constitute the object of a leasing contract ("sale and lease back" types of financing).



Services provided in real estate leasing:

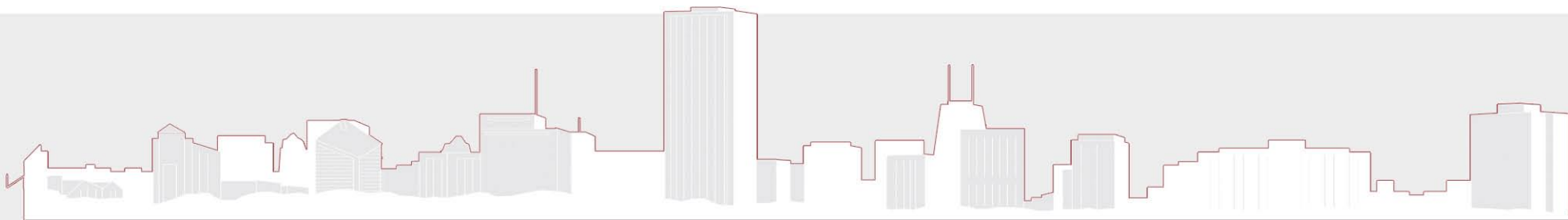
- . legal and fiscal consultancy regarding leasing transactions;
- . technical consultancy concerning the purchasing and construction of buildings;
- . the coordination and monitoring of the contracts necessary for the investment's materialization;
- . the monitoring of the invoices related to construction activity;
- . the control and monitoring of the construction process;
- . insurance services.



Equipment leasing

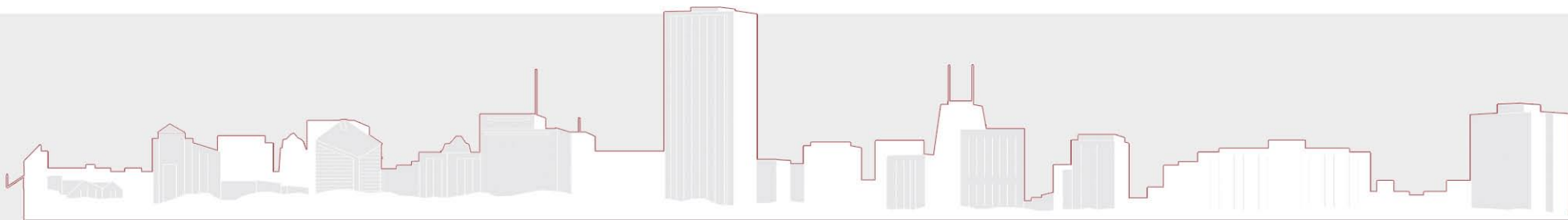
Advantages of the leasing financing:

- . It protects liquidities;
- . Flexible financing and guaranteeing structures:
 - ~The possibility to benefit from grace periods;
 - ~The 100 per cent financing of the project;
 - ~The possibility of paying the residual value of 20 per cent at the end of the leasing contract;
 - ~The phased payment of the VAT together with the leasing installment.
- . Competitive costs structure;
- . Access to a package of integrated services:
 - ~The execution of import operations, registration, matriculation, etc.;
 - ~Delegation on the part of the User of the relation with the suppliers, construction firms, respectively; insurance services;



The solutions in the field of leasing for equipments and vehicles larger than 3,5t are addressed to legal persons and to authorized individual persons, and they rely on basic principles such as rapidity, correctness and transparency and provide structures of internal financial leasing for an extensive range of equipments and machines, gathered under the following main categories:

- Vehicles larger than 3,5t (vehicles > 3.5t, buses, trailers and semi-trailers, etc.);
- Construction equipments (cranes, dredgers, bulldozers, tip-up trucks, concrete pumps and stations, asphalt stations, sorting stations, etc.);
- Agricultural equipments and machines (combines, tractors, plough, harrows, etc);
- Industrial equipments (machines for glass and stone processing, machines for processing metal, plastic and wood, printing machines, wrapping machines, bottling lines, etc.);
- Electronic and office equipments (servers, printers, copy machines, etc.);



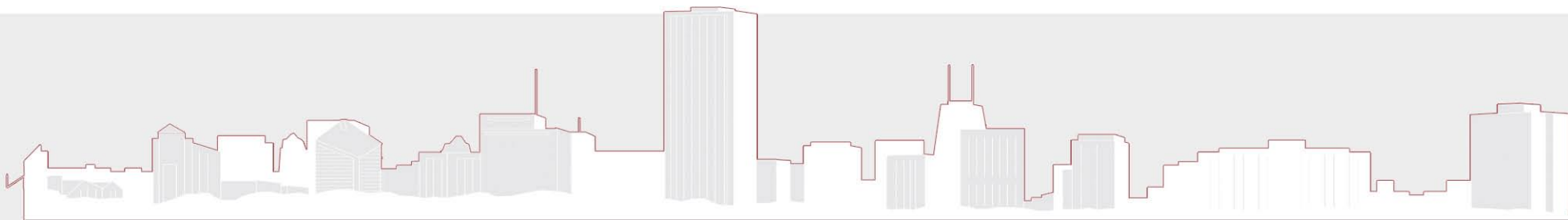
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- . Industrial equipments (machines for glass and stone processing, machines for processing metal, plastic and wood, printing machines, wrapping machines, bottling lines, etc.);
- . Electronic and office equipments (servers, printers, copy machines, etc.);
- . Medical equipments (tomograph computer, magnetic resonance, ecograph, etc.);

You choose the preferred equipment or piece of machinery from any authorized supplier, and **Arkas Global group**. draws you the leasing offer, while providing you with the possibility to choose personalized financing conditions.

You can choose from the following financing options:

- . Contract duration: between 12 and 60 months;
- . Down payment: between 10% and 50%;
- . Residual value: 0% or 20%

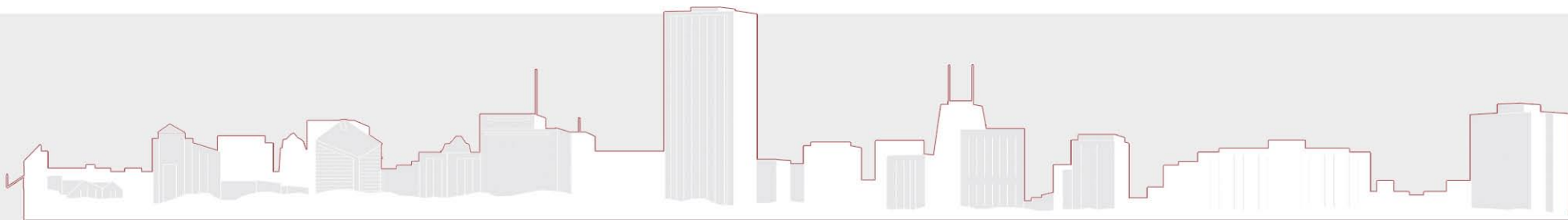


Necessary documents in the drawing of the leasing file:

- The information request, filled-in and signed;
- The last three balance sheets (the last half-yearly balance sheet in the current year), annexes included, the respective trial balances, as well as the last trial balance in the current year;
- The description of the Leasing Object (the pro-forma invoice or the technical specification);
- A presentation of, and business information about the User;
- A copy of the Registration Number with the Trade Register, of the User;

Apart from the standard leasing structure in buys, ,structures of the type “sale and lease back” can be negotiated.

Also comes to meet its customers' requests by providing financial solutions for other complex projects such as: car fleets, wide industrial projects, structures of operational leasing type and renting. These projects require a particularized approach, as well as the adaptation of the financing conditions to the specific of each separate project.

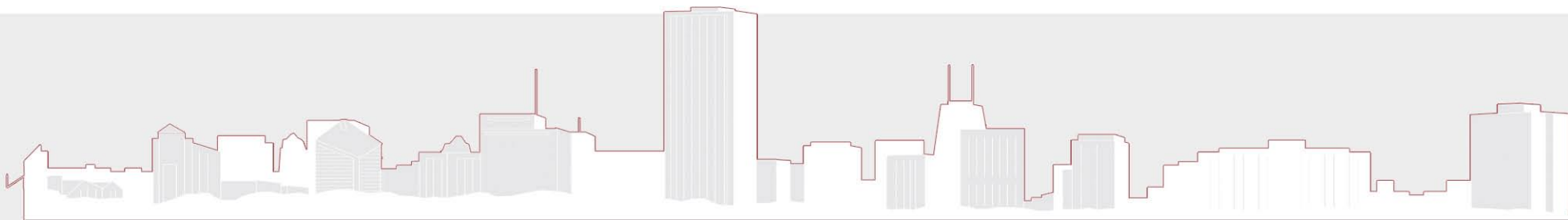


Energy Leasing

Today, companies willing to grow by investing in environmentally clean sources of energy can count on a new solution that combines the advantages of leasing with the opportunity to use energy from renewable sources

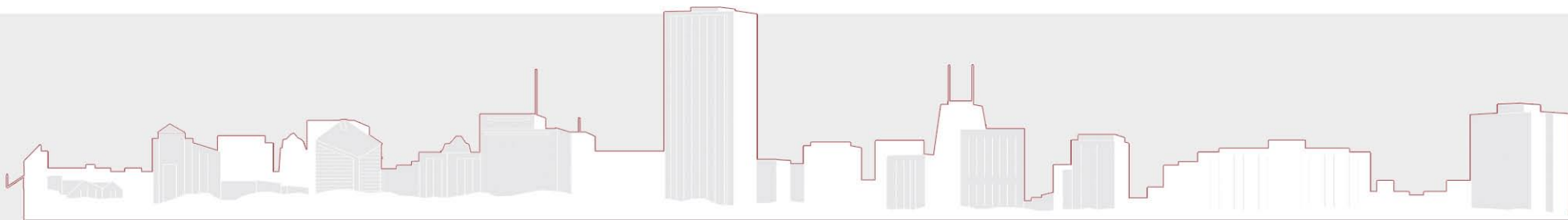
. photovoltaic

- . the photovoltaic plant can be provided with lower initial costs through an alternative source of financing that does not affect capital. A flexible solution with the following advantages:
- . the possibility to determine funding according to their economic resources in advance;
- . duration of funding;
- . amount of funding;
- . the type of fee (fixed or variable);
- . residual value;
- . deduction from taxable income of rents;
- . including in the financing of the cost of VAT.



. **wind farms**

- . the development of wind technology and its widespread use are of particular importance and interest. Leasing involves a number of advantages:
 - . providing for the plant with lower initial costs;
 - . financing the cost of the plant (including VAT);
 - . providing for an alternative source of financing without affecting capital;
 - . allowing deduction from taxable income of the rents;
 - . determines in advance the duration, amount, type of fee and residual value according to economic resources



.hydroelectric

- . Electricity by hydropower, as well as other renewable sources, has the advantage of not polluting surrounding environment and of reducing dependence

- . foreign energy resources and fossil.

The funding by leasing involves a number of advantages:

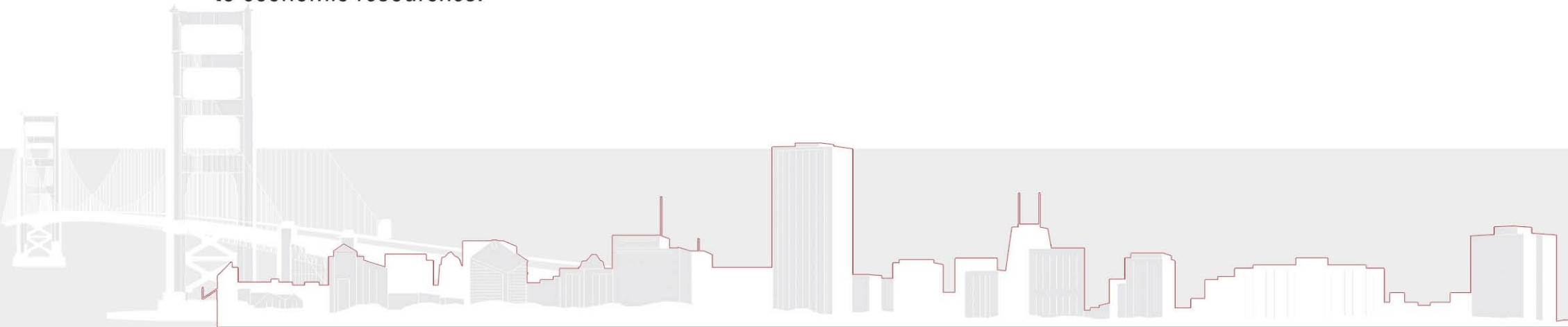
providing for the plant with lower initial costs;

financing the cost of the plant, including VAT;

rely on an alternative source of financing without affecting capital;

deduction from taxable income of the rents;

defining in advance, the duration, amount, type of fee and residual value, according to economic resources.



2) Finding customers / business partners

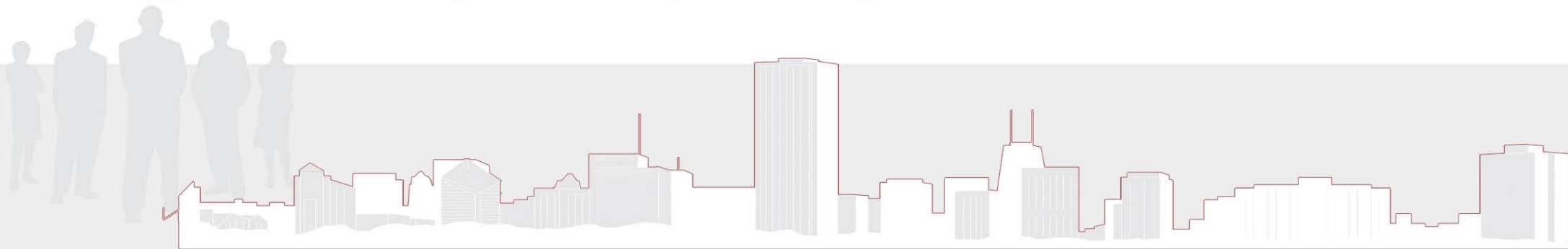
Effective strategies of internationalization are also possible through the development of synergies between actors working in complementary fields **A.G.G.** is able to meet your needs looking for partners in foreign markets, importers, buyers, distributors, agents or representatives in any market of interest.

3) strategy and business management -consulting

A.G.G. provides management consulting services to support business decisions and to improve the performance of the company through cost control, efficiency and effectiveness of business management.

4) Market research, study marketing goods / services in Romania

A.G.G. offers the opportunity to obtain a rich source of information for companies producing goods or services which you should take important marketing decisions.



5) Outsourcing Services / International

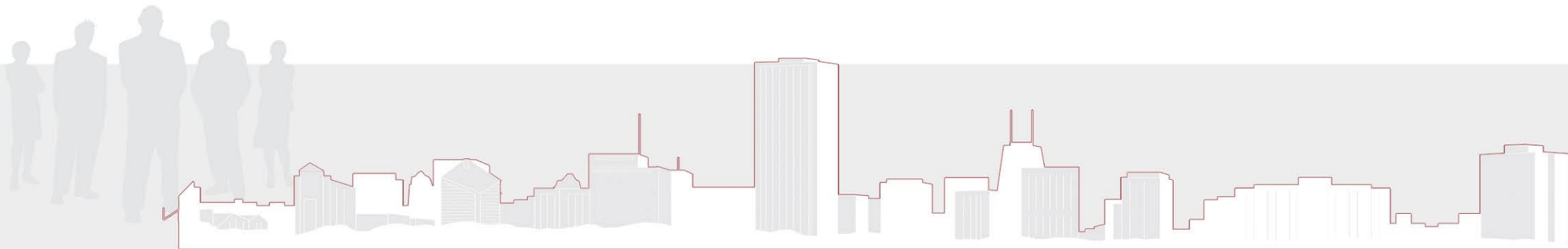
A.G.G. identifies partners with multidisciplinary skills who are able to manage various business processes in order to optimize the organization, the structure and strategies of the company. The services offered refer to the main business processes:

accounting and finance

customer relationship management,

administration and management of human resources.

6) Support Service for relocation of foreign companies in Romania



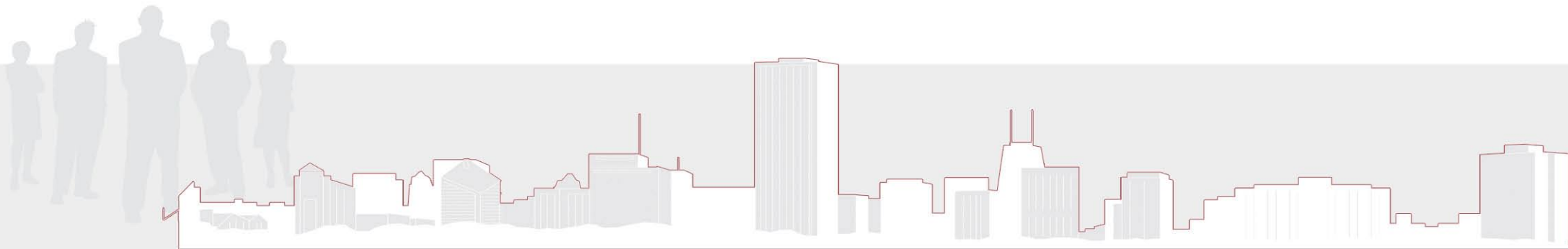
7) Recruitment and selection of staff

Thanks to partnerships with companies specializing in recruitment and Human resources on the Romanian territory and with public institutions, **A.G.G.** is able to provide a comprehensive database with complete profiles (individual characteristics, organizational position, skills and experience, previous functions, psychological profiles) in all fields.

8) Constitution of new companies

9) Public Relations and Corporate Communications

Communication plays a key role in creating the image of a company, can generate the idea of efficiency and quality, and expresses clearly what needs the company is able to meet. Communication is what can make unique the characteristics of a company, giving the right image of a leader in its field.

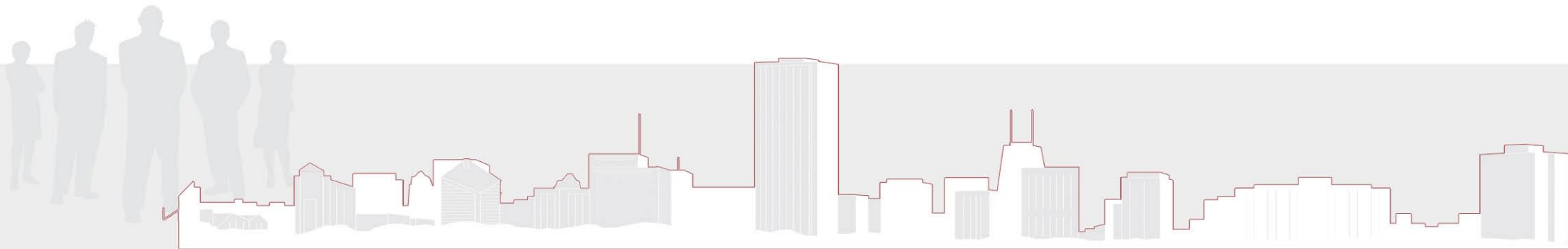


10) Real estate Investment:

Romania represents an excellent area for investments in the real estate market.
The entry of Romania in the European Union has made it a great opportunity to purchase property.
Advice on real estate transactions

N.B.

Number and leasing object and conditions are on case by case basis.



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