

爱尔兰企业发展基金

growcap
finance

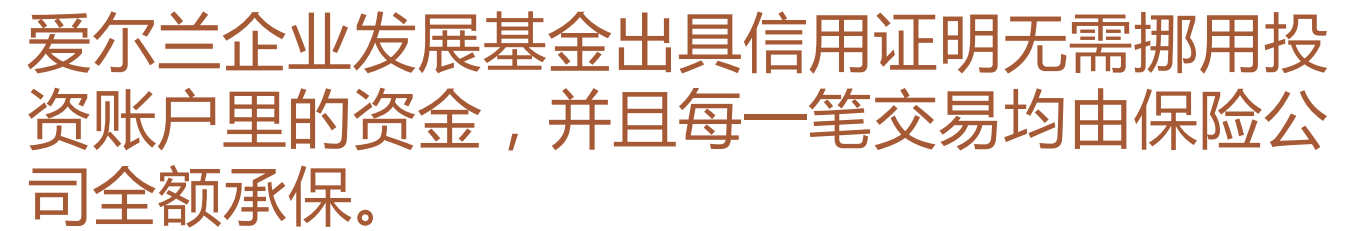
Financing Growth

National Trade Finance programme for Irish SME Growth
国家贸易融资计划——扶持爱尔兰中小型企业

Business Plan Outline
项目企划书大纲



爱尔兰企业发展基金 (Growcap Finance) 与爱尔兰当地政府合作，共同致力于扶持爱尔兰本土中小型企业和农业产业，为这些领域的优秀和潜力企业出具信用证明，从而填补金融市场上这一空缺。



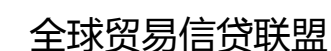
Growcap Finance Letters of Credit Guarantees are backed without the funds leaving the account, and all deals made against the funds on account are fully insured.



Growcap Finance is, with local government support, situated to supply Letter of Credit Guarantees to the SME and Agriculture sectors within Ireland to account for this significant gap in the financial market.

为此，爱尔兰企业发展基金聘请了全球贸易信贷联盟（GTCA）作为独立保险机构，为每一笔交易进行独立的全额承保。

Growcap Finance has engaged Global Trade Credit Alliance (GTCA) as an independent insurer for all deals against investor funds.



Profile of Growcap Finance 爱尔兰企业发展基金重要成员介绍

CEO - Andy Beck
首席执行官 - 安迪·贝克

安迪是一个非常经验丰富的金融专家和前银行家，在过去35年一直致力于开发欧洲的中小型企业市场。他在创新型投融资方面有十分丰富的经验，尤其针对具备资产抵押类的国际贸易以及采购和供应商融资。安迪曾供职于银行和金融公司这两类机构，作为交易谈判专家在信贷行业有很深厚的专业背景。

Andy is a very experienced Finance professional and former Banker who has been working in the SME market throughout Europe for over 35 years. Andy has specialised in innovative funding particularly in asset backed international trade and purchase/supplier finance. As well as being a deal finder he has a strong credit and organisational background having worked in the "credit function" of both Banks and Finance companies.

Chairman - Mark Calvert
主席 - 马克·卡尔弗特

马克在商业银行有36年的工作经验，他曾供职于英国的多家银行，如：美联（即现在的汇丰银行）、塞缪尔银行、劳埃德银行以及苏格兰皇家银行，同时也曾供职于拥有百年历史的裕利安怡信用担保集团。他在财经领域里的多个行业都具有丰富的经验，尤其在信贷、风投、企业借贷以及破产重组方面有十分专业的背景。除了多年以来致力于协助中小企业和家族企业的发展，马克也曾与许多跨国银行的管理层和高层股东合作，带领这些银行从运营困难到成功过渡。

Mark has 36 years' experience in Corporate and Commercial banking, working for several major UK banks (Midland [now HSBC], Hill Samuel, Lloyds & RBS), as well as for Euler Hermes, the world's largest credit insurance company. His expertise extends across a number of financial disciplines, in particular, credit & risk, corporate lending, restructuring and insolvency. As well as spending many years working closely with SME and family run businesses, Mark has led many multi-bank, and cross border banking syndicates in distressed turnaround situations, working with and guiding management boards, shareholders and other key stakeholders through the difficult road to successful recovery.



Director - Colm O'Reilly
董事 - 科尔姆·奥赖利

科尔姆具有作为企业顾问和经济学家背景，曾为多家在伦敦证券交易所上市的公司担任发展顾问。此前他曾担任英国农业部的高级金融分析师，也曾为许多新兴市场的中小型企业提供财经顾问服务。科尔姆毕业于都柏林大学著名的斯莫菲特商学院，获得了工商管理硕士学位，同时也拥有英国布里斯托大学的经济学理学硕士学位。

Colm's background is as a corporate advisor and economist. Colm was corporate development advisor at a number of London stock exchange listed companies. Previously Colm was an economic advisor to SME's in emerging market as well as a senior economist in the UK Agricultural sector. MBA from Smurfit School UCD and Msc. Economics from Bristol University.



Director - Clive Finlay
董事 - 克莱夫·芬利

克莱夫拥有丰富的国际和国内销售经验，在过去的8年里他负责了许多总额超过百万欧元的矿石和采矿设备的交易。过去8年的工作生涯让他十分透彻地了解了国际商业融资的复杂性，涉及到：满足卖方的付款要求、汇率波动、代表买方进行风险控制以及跨国运输重型机器所需的后勤支持。

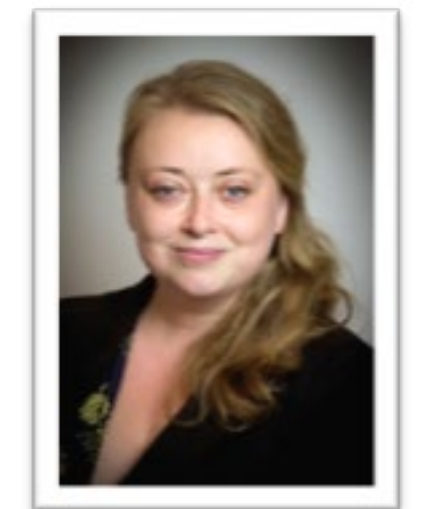
Clive background is national and international sales. Clive has been involved in multi-million euro quarry and mining equipment deals for the last eight years. During his time in this role he gained a thorough understanding of the intricacies of financing international sales. This involved meeting the payment requirements of the seller, exchange rate fluctuations, risk management on behalf of the buyer and the logistical support required to move large heavy equipment items globally.

Non-Executive Director - Candace Lafleur,
非执行董事

Managing Director, Castle Rook
Castle Rook执行董事 - 凯蒂丝·拉弗勒

为Castle Rook旗下爱尔兰投资移民项目选择了爱尔兰企业发展基金，并作为该基金的非执行董事对投资项目进行监督，确保Castle Rook客户的利益得到最高保障。

Having sourced this investment project specifically for the IIP programme, Candace Lafleur serves as a non-executive Director with Growcap Finance in order to oversee the investment interests of Castle Rook's investors for this project.





2, The Willows, Chapel Road,
Bailieborough, Co. Cavan.

The Directors
Growcap Finance Limited
6 - 9 Trinity Street
Dublin 2



JOE O'REILLY TD
Cavan/Monaghan Constituency

Fine Gael Headquarters,
11, Rossa Place, Cavan Town, Co. Cavan.

Tel/Fax: 049 43 65853
Mobile: 086 2444321
E Mail: joe.oreilly@oir.ie
Web: www.joeoreilly.ie

23rd October, 2015

Attn: Growcap Finance Limited (Ltd.)

Dear Directors,

Thanks for updating me, as a Government Representative (Member of Parliament) on the progress of Growcap Finance Ltd. I welcome the opportunity to offer support for such enterprises as it fits well with our mission of supporting jobs for growth. My understanding is Growcap Finance Ltd will create 75 -100 jobs in the next three years in Cavan; an area that requires such investment.

Further to this, Growcap Finance Limited will be offering finance into the SME (Small Medium Enterprise) sector; an area which badly needs the support of new financing initiatives. The effect of offering support to the SME sector will have a significant direct and indirect impact on 1,000's of jobs in this country.

From the perspective of investment you have explained that you are working with Castle Rook Limited to raise investment of €25m through the INIS (Irish Naturalisation and Immigration Service) Immigrant Investor Programme (IIP).

We look forward to supporting you through this process. Going forward there may also be support from other government organisations such as Enterprise Ireland.

We look forward to working together.

Kind regards,

Joe O'Reilly TD



Dáil Éireann, Leinster House,
Kildare Street, Dublin 2.
Tel: 01 618 3721 Fax: 01 618 4601

政府对企业发展基金项目支持信译文：

卡文/莫纳亨地区议会选区
爱尔兰统一党总部

11 Rossa Place Cavan Town, Cavan

电话/传真：65853 43 049

手机：44321 24 086

电邮：joe.reilly@oir.ie

网站：www.joeoreilly.ie

尊敬的各位董事：

作为一名政府代表（爱尔兰议会成员），十分感谢你们向我汇报了关于爱尔兰企业发展基金及项目的进展情况。像发展基金这样的机构能为本地创造就业岗位，因此我十分乐意为企业及旗下项目提供各方面协助与支持。该基金的发展将在未来三年里为卡文（Cavan）地区创造75-100个工作岗位，因此的确需要引入一定数量的投资以促进其发展。

同时企业发展基金致力于扶植当地中小型企业，为他们提供资金支持，这也将直接和间接地对1000多个工作岗位产生重大影响。

通过你们向我展示的投资结构，我了解到企业发展基金正与Castle Rook公司共同合作，通过爱尔兰入籍与移民服务中心（移民局）的投资移民计划招募投资者以募集2500万欧元的投资。

我们期待着在项目实施过程中为你们提供各方支持，其他政府部门，例如爱尔兰企业发展局等也会根据项目发展需要为你们提供相关帮助。

我们盼望着与你们合作。

致以诚挚问候
Joe O' Reilly TD

INIS Opinion on Growcap Finance Programme 爱尔兰移民局对于企业发展基金项目的批示



Growcap Finance's operating model has been confirmed by the Irish Naturalisation and Immigration Service (INIS) as an acceptable route of investment within their respective industry for the IIP Programme.

From: **Investment and Start up** <investmentandstartup@justice.ie>
Date: Mon, Nov 2, 2015 at 4:27 PM
Subject: INIS RE: Confirmation Regarding Programme
To: Colm O'Reilly <coreilly@trackcor.com>

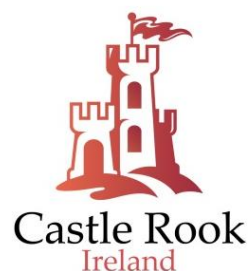
Dear Mr O'Reilly,

As you note in your letter it is not possible to pre-clear projects for investment and it is only when the Business Plan is submitted along with applications under the IIP that its suitability is formally evaluated. However Supply Chain Finance is not excluded from the terms of the Programme. An application under the IIP where the Supply Chain Finance investment was submitted in support of the application would be evaluated in accordance with the terms and aims of the Programme. A key issue for the Evaluation Committee would be the extent of job creation (clearly, its a case of the more investors, the more jobs we would be looking for). The Committee would also want to be satisfied that the investors were investing for the minimum 3 years required.

Kind regards,

Pamela McLoughlin

Investment and Start up



Castle Rook is pleased to be the exclusive IIP Partner of Growcap Finance, and looks forward to working with the INIS for the provision of investment for this programme.

The Insurance Letter from GTCA 全球贸易信贷联盟旗下保险公司CBF的保险信原文



Growcap Finance Limited
16 Kilakee Close,
Walkinstown,
Dublin 12
Ireland
Attn: Colm O'Reilly,

13th October 2015

Dear Colm,

Thank you for engaging Credit & Business Finance Limited to secure a Credit Insurance programme to cover your proposed new business venture.

As advised, we have negotiated and placed a number of Factoring and Trade Finance programmes over the past 20 years. We believe we are very well placed to assist you with this project using our reputation in the market for placing and servicing Finance policies.

Our role will be specifically to negotiate and secure credit insurance protection for each trade finance transaction that you make under this new operation, and to further support you as your broker once the programme is up and running.

As discussed, CBF will work with you in order to put together a professional Market Submission which we will present to the Credit Insurance Underwriting market to secure competitive terms.

Our Market Submission will include but will not be limited to a profile of the business opportunity you have highlighted, supporting market analysis, your business plan and supporting Credit manual and relevant draft documentation. [Including: Account opening Application Form, Vetting procedures, Finance Agreements (covering both Invoice Discounting and Purchase Finance) and on-going account vetting and review procedures.]

We have already started working on your submission, following our first meeting last week here in Sawbridgeworth, and we look forward to working closely with you to finalise the submission and later the insurance arrangements and to assisting you closely with compliance to the programme, once it is on-risk. Our aim will be to seek a programme with a 100% insured layer of cover.

Kind regards,

Trevor Price
Managing Director | Credit & Business Finance Ltd
President | Global Trade Credit Alliance (GTCA)

Credit & Business Finance Ltd

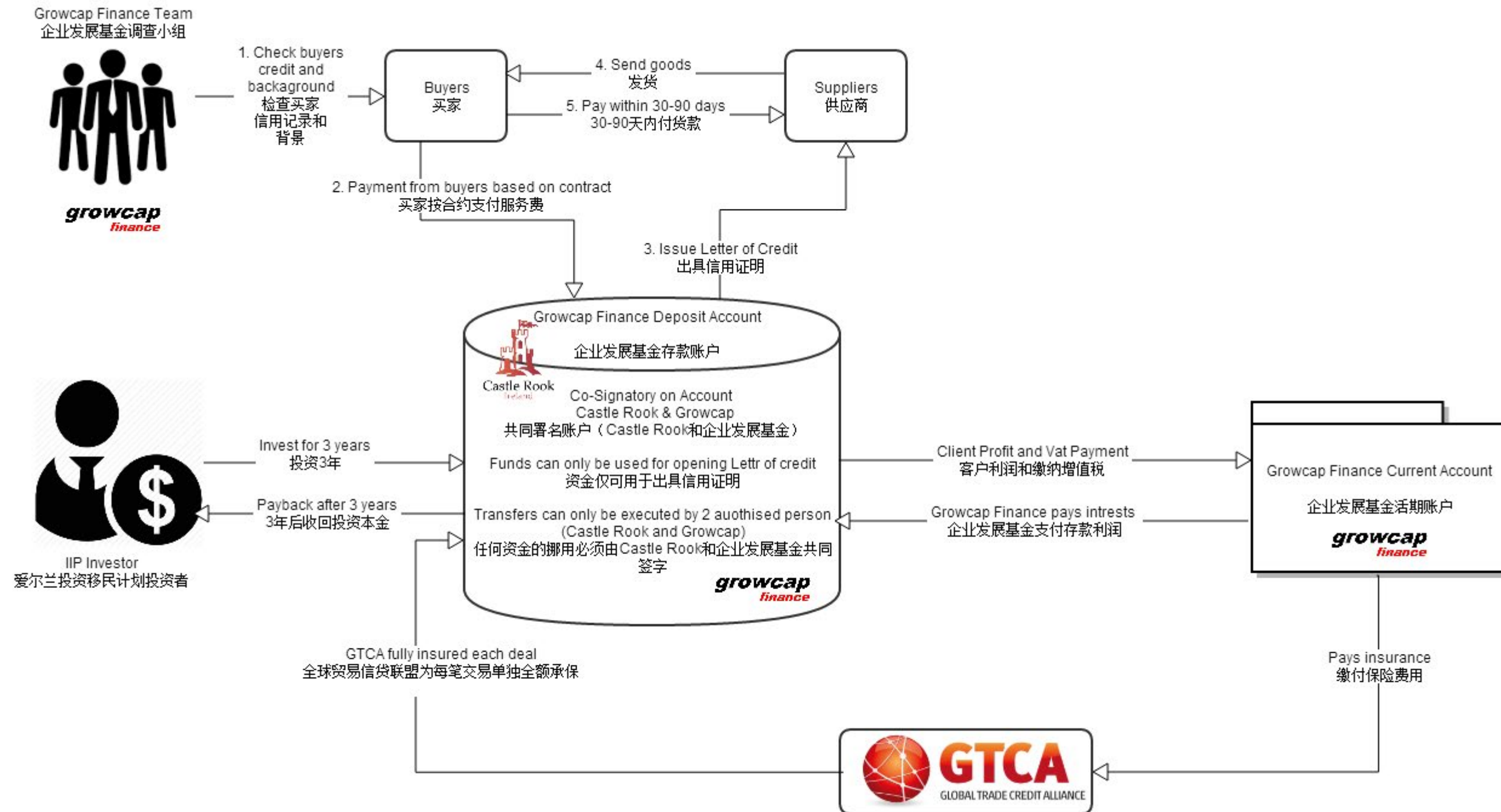
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The founding member of the GTCA | www.gtca.co

Investment & Process of Letters of Credit Offered 投资及出具信用保证的全部过程



Key Features of Investment投资重点	
Total Investment Required 需要吸纳的资金总额	€15,000,000
Minimum Investment 最少投资额度	€500,000
Annual Coupon 年回报	1%
Investment Type 投资类型	Convertible Loan Note 可转换为股权的董事借贷
Security Package 投资保障	Insurance against all deals utilising investment account 对所有投资账户内资金的利用进行承保 Asset-backed secondary security (deal assets) 每笔交易的货品也将作为辅助的资产担保
Repayment 投资还款	100% repayment at par after 3 years 投资期满3年后全额收回投资本金

Security of Investment 投资保障

在企业发展基金项目里，投资者的投资资金将不被用作购买或者发展任何资产，与许多爱尔兰投资移民项目（包括Castle Rook旗下其他项目）不同，该项目在投资结束时无需通过销售或再融资来退还投资款。企业发展基金项目的特点为投资者的投资资金将被储存于一个安全且受政府监管的银行账户，并由Castle Rook的执行董事凯蒂丝·拉弗勒女士担任该账户的签字授权人。这将保证任何一笔资金的出入都必须经过Castle Rook的同意，且必须为指定用途。

每一次信用证明的出具都会由企业发展基金的专业背景调查小组对申请者或其公司进行全面的信誉和背景检查。

符合条件的客户将获得信用证明，且每笔交易都将由全球贸易信贷联盟（GTCA）

全额承保。因此即使出现罕见的客户违约事件，投资者的投资资金也将受到保护以规避风险。

除了每笔交易单独承保以外，企业成长基金有权在客户出现违约的情况下出售其交易中的资产，并将出售后所获资金即刻返还投资者账户



The investment of each IIP Investor is not designed to be held up in the purchase or development of assets requiring sale or refinance at the point of investor exit, unlike most IIP programmes (including other Castle Rook programmes). Instead, our IIP funds are held in a secure, financially regulated account with Castle Rook's Director, Candace Lafleur, as a signatory. This ensures that funds are being used appropriately and that significant amounts cannot be drawn down without Castle Rook notification and approval.

Every letter of credit offered is only done so following an extensive credit and background check on individual applicants and their companies,

conducted internally by a Growcap Finance team with extensive backgrounds in banking and finance.

Once a letter of credit is offered to a client the deal is fully insured by GTCA, so that in the rare incident that a client defaults the IIP Investor funds are insured against this risk.

Additional to the insurance on each deal is Growcap's right to the assets of their clients should a default event occur, at which point these assets will be sold to return funds to the account with immediate effect.

创收Income Generation 撤资方式Exit Strategy

在投资期满3年后，客户的投资资金将由投资帐户直接转出返还给投资者。企业发展基金将停止使用投资者的资金，并确保其在指定账户内已经处于可转移状态，资金最终直接回到投资者账户并结束为期3年的投资。

Investor exit is a direct transfer from the investment fund back to the IIP investors on the 3rd year anniversary of the investment agreement. Growcap Finance shall cease to utilise IIP Investor funds at this point and, with the funds having remained in liquidity within the designated account, these funds will simply be transferred back to our investors to complete the term of the investment.



Financial Projections
财务预测

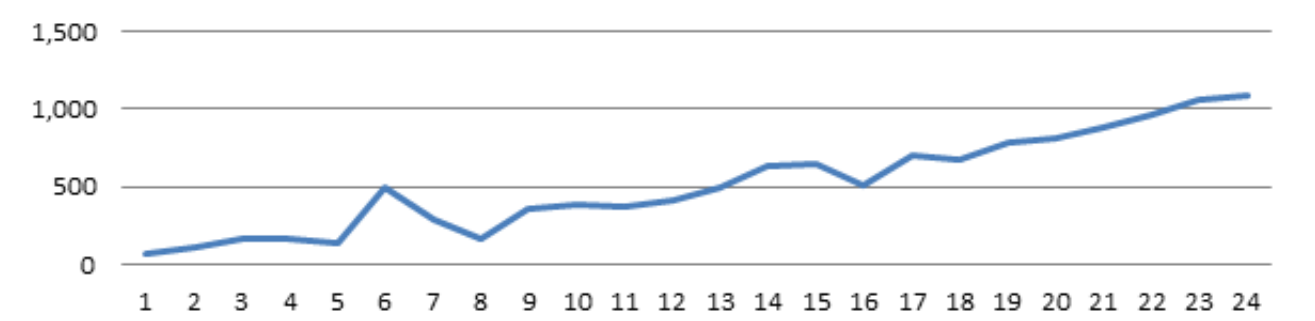
基于头两年企业发展基金通过多个合作伙伴所获的各方注资，以下为财务预测：
The below financial projections are based upon the assumption of the following investments over our initial two years:

资金总额 Amount	接收时间 Received by	来源 Source
€10,000,000	第一年 Year 1	Castle Rook
€5,000,000	第一年 Year 1	EIIS
€10,000,000	第二年Year 2	SBCI
€5,000,0000	第二年Year 2	Castle Rook
€5,000,000	第二年Year 2	Supply Chain Bond
€45,000,000		

基金的储备资金将由上述的各合作伙伴提供。根据对符合爱尔兰移民局投资移民计划要求的投资者进行分析，以下为预期增长示意图。为了保证基金的稳定发展，该基金也确立了多个资金来源，其中包括：EIIS（爱尔兰就业与投资激励计划），SBCI（爱尔兰战略合作银行）以及供应链国家债券。

The source of income is from the list of clients which Growcap has put together. Below is the expected growth in lending based on acquiring funding from the identified investors through the through the INIS (Irish Naturalisation and Immigration Service) Immigrant Investor Programme (IIP). In order to maintain growth the company has also identified other potential sources of funding including EIIS (Employment Investment and Incentive Scheme), SBCI (Strategic Banking Corporation of Ireland) and a .supply chain bond

Volume Of Transaction On Monthly Basis
按月为标准的交易量



Summary of Revenue Projections
收益预测汇总

		YEAR ONE TOTAL 第一年总合	YEAR TWO TOTAL 第二年总合	YEAR THREE TOTAL 第三年总合
Revenue 收益	Invoice Discounting 发票贴现	€ 412,099	€ 762,253	€ 800,366
	Supply Chain Finance 供应链融资	€ 4,110,442	€ 9,326,942	€ 9,793,289
Total Revenue (Net Income)		€ 4,522,541	€ 10,089,196	€ 10,593,655



如您对企划书大纲有任何疑问，或需浏览完整版企划书，请联系：
Candace@castlerook.eu

Please direct any queries to Candace@castlerook.eu