



How We Work

We are one of very few capital raising advisors specialising in the alternative capital market. Our processes, now becoming highly automated and setting the benchmark for the emerging Alternative Capital market, ensure maximum exposure amongst relevant funders for your proposition.

The following is a high level guide to how you will interact with Equity Capital should you give us the opportunity to assist with your capital raising requirements.

STEP 1. Initial Contact:

Please contact the Equity Capital Affiliate closest to you as shown in the contact zone at www.equitycapital.com. In the first instance please just send your executive summary, not the full business plan. We will contact you within five working days if we believe we can assist. If we are not in a position to assist we will also advise you as soon as possible. In the event that we can move forward with you we will send you:

- a) NCNDA
- b) The relevant Equity Funding Submission (EFS) form (General or Infrastructure/Energy).
Please note: It is important that your EFS is completed to the high standards our funders expect. It is best to cut and paste from relevant sections of your business plan to populate the EFS.
- c) A copy of our white paper: *ALTERNATIVE CAPITAL – Rules of Engagement*

STEP 2. Engagement:

Once we are sure that your EFS is ready for funders to see, we will produce a 300-word summary of your deal and post it to Growthwire. This is a global deal-flow newswire which Equity Capital has acquired and is in the process of re-branding to become our own exclusive link between our capital raising clients and over 4,000 registered funders of all types.

Only when we have firm interest from a funder, when they have reviewed the EFS and completed our NCNDA, will we fully engage with you. Our engagement fees are as follows:

Deal Value	Engagement Fee
Up to \$100m:	\$10,000
\$100m – \$500m:	\$15,000
\$500m+:	\$20,000

For some funders, we conduct due diligence on their behalf and our due diligence fees on these occasions are fixed at and charged *instead of* our engagement fee:

Hotels/Resorts/Commercial RE:	\$25,000
Energy (alternative and carbon):	\$35,000
Infrastructure:	\$0 (if A+ investment grade rating or BG/SBLC collateral) or \$35,000 to \$50,000+ (depending on proposer or principal)
Other:	Min \$25,000

STEP 3. Working with Funders:

On most occasions, funds work directly from our EFS form. On other occasions, the funder may want to move forward but will ask you to complete one of their own forms. They will only do this if they want to move you into their process pipeline and generate an offer of funding.

On some occasions the funder will want to meet with you, or work directly with you. Each funder has their own preferred way of doing things and we will facilitate the best possible scenario for you and the funder in all cases.

Should your funding be suitable for the Equility Capital SELF (Structured Equity for Loan Funding) Program, you will receive a term sheet within ten working days of receipt of your EFS form.

STEP 4. Completion:

Each funder has their own preferred method of completion but, in most instances, they prefer the funds to be paid into a mutually agreed escrow account.

Completion fee payments are usually on the following scale:

<u>Proceeds Received</u>	<u>Completion</u>
<u>By Client</u>	<u>Fee</u>
Up to \$10,000,000	6%
\$10,000,001 to \$50,000,000	5%
\$50,000,001 to \$100,000,000	4%
\$100,000,001 to \$500,000,000	3%
\$500,000,000+	2%

You will be sent a Completion Fee Payment Authority (CFPA) on which you will authorise the escrow agent to pay our completion fee, which you will have agreed to in the Engagement Agreement signed in Step 2 above, directly to our own banking coordinates.

We look forward to working with you