

### Welcome

Welcome at our first newsletter of **Regent News** in 2013! Unfortunately we can't tell a lot about our involvement of the last half a year, as everything is highly confidential. So why come out with a Newsletter?! Well, even though we can't tell you about our involvement in projects, that doesn't mean we don't have anything interesting to tell you!



### How we've recently helped our clients

#### Networking and raising funds in a challenging environment

It has been a steep learning curve to take the well established principles of building Super Yachts and combine them with the expectations and understanding of Investment Professionals in London City. Effectively we have been through a very interesting process of trying to bring the Investment and Super Yacht World together. This meant using certain principles to establishing an investment proposition that are common to the financial industry, such as fees charged, target returns and investment life cycles.

**Investment Lawyers and teasers-** One of our key partners has been a top London Investment Lawyer, who has helped us prepare the Investment Teaser, which is a summary of the Business Case. Their experience has helped us present the information in a way that Investment Professionals will understand, as well as providing the all-important disclaimers.

**Financial planning for an investment -** To ensure that the financial plan was properly prepared, we retained the services of a Professional Investor Relations Consultant. This process was very helpful, as the end result was a presentation with the most important points laid out in a clear order. Whilst an investment will be driven by the project managements' information and numbers, it is important that it is turned on its head, so that the exit strategy and the high level figures are presented first.

**Business Case Presentation -** As with any business plan, it takes a lot of time, effort and resources to assemble it. One of the key elements is to have trust worthy people around you, and the time to be able to test the scenarios, and deal with the 'what if' situations before rolling the investment out. You can expect to have 5 to 10 revisions, before you end up with the final Business Case.

**Marketing book - 1<sup>st</sup> version -** A considerable amount of time and effort has been spent preparing the marketing book. We have worked with a layout designer, printers and book binders to create something which has the look and feel that a client would expect.

**Visits to Ship Yard in China -** As mentioned in the previous newsletter, we've shown our interest in the potential of Asian builders. Since Monaco 2012 we have been to China on a number of occasions to inspect another shipyard. While we were there we had meetings with local Government officials, Banks and Credit Surety Societies, and meetings with contractors. This has all been part of the process of assembling the Business Case.

#### Meetings with Industries, Top Designers and Contractors

Costing and planning is part of any project or program. It is always important to get the input of professionals and contractors on matters such as; timing of events, their understanding of clients in the industry, charges for their involvement and the stages when they expect to be paid.



### Reduced Rates

We are in a waiting game at the moment to start the program we are working on. That means we are able to help you out with what we do best and would like to offer our expertise at reduced rate!

#### Some of our expertises

- Project Management and Coordination
- Supervision
- (Team)Leadership
- Problem Analysing and Solving
- And much more...

In case we won't be able to help you out ourselves, we certainly can put you in the right direction as we have a brought network of experienced companies and individuals to work with.

Please don't hesitate to contact us for any matter, as we are more than willing to help out.