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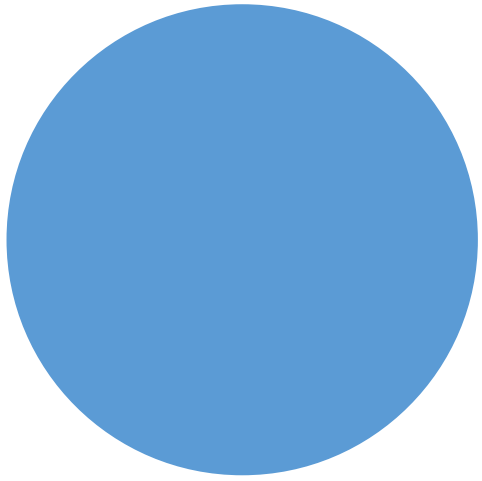
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# AN INNOVATIVE APPROACH

BY:

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# MAPPING OF CROSS-BORDER CAPITAL

GCC

Relationship

Difficult in dealings

Not as liquid it used to be

ROW

Global Family Offices

SWF

Global Pension

Lack of Innovation Penetration  
Difficulties.

Key persons holding the door

CHINA

SOE

Sinosure\_\_

Banks

Too Political

Backlog of Projects –  
Waiting Time



# MAPPING OF CROSS-BORDER CAPITAL

## EUROPEAN CAPITAL MARKETS

Mostly Relationship based

Not Streamlined as US Capital Markets

Less Open Approach

Difficult Access

## US CAPITAL MARKETS

Money Markets (4.2 Trln \$)

Product based Relationship

Streamlined Processes

Ongoing Chase



Credit Risk



Higher Yield



Risk Mitigation

Life Insurance Funds  
Pension Funds  
Family Offices



# US CAPITAL MARKETS

KEY – Real Economy = Capital Markets

United States

1000 + Think  
Tank Institutes

Continuous Flow  
of Entrepreneurs

Deep Pool of  
Bankers/Financial  
Analysts

Ongoing Basis

Innovation

Creativity

New Financial Products

Supported by:

Democracy

Liberties, Freedom

Solution Oriented Culture

More established Markets

Deep Volumes due to  
millions of participants

Ongoing Government Incentives  
(Opportunity Zone Funds, New Tax  
Credits)



# US CAPITAL MARKETS cont...

Various Government Initiatives

Various Agencies included in the Economic Activities/Initiatives

Deep Volumes of Institutional Capital

**“BEST MARKET FOR ACCESSING CROSS- BORDER  
CAPITAL, PROVIDED PROPER STRUCTURES ARE  
PRESENTED TO INVESTORS.”**



## INTERNATIONAL CAPITAL MARKETS

PRE-2008

BANKS UNDERREGULATED  
MORE LIQUIDITY TO REAL ECONOMY  
EASIER ACCESS T FUNDING

POST 2008

BANKS OVERREGULATED  
LESS LIQUIDITY TO REAL ECONOMY  
QUANTITATIVE EASING  
POLICIES DIDN'T HAVE A POSITIVE  
IMPACT ON THE REAL ECONOMY  
LIQUIDITY STAYED AT FI LEVEL

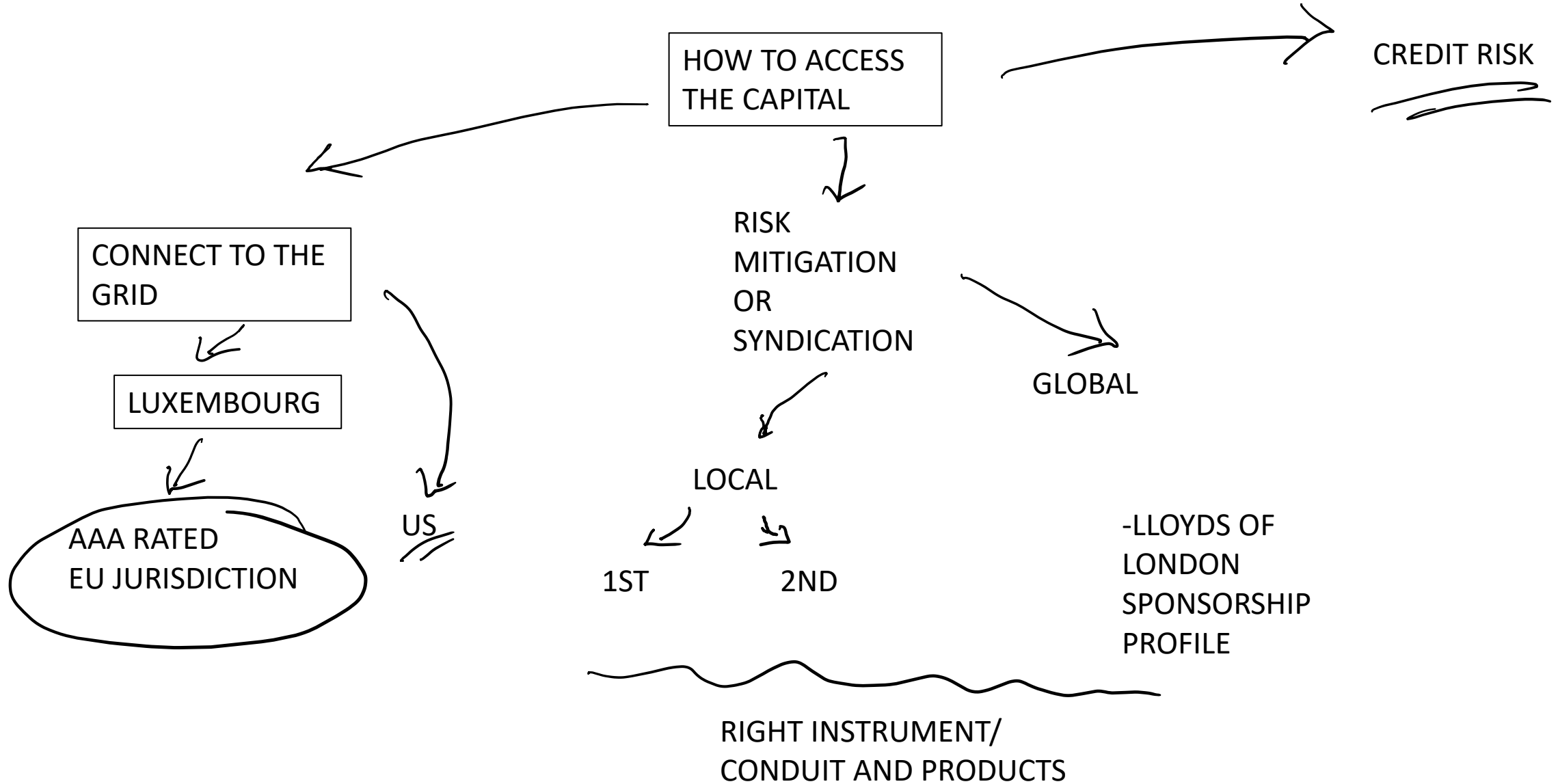
REQUIRED

TRADITIONAL  
CAPITAL STOCK  
-GP EQUITY  
-LP EQUITY  
-MEZZANINE  
-SENIOR DEBT



MOSTLY  
BANK  
FUNDING

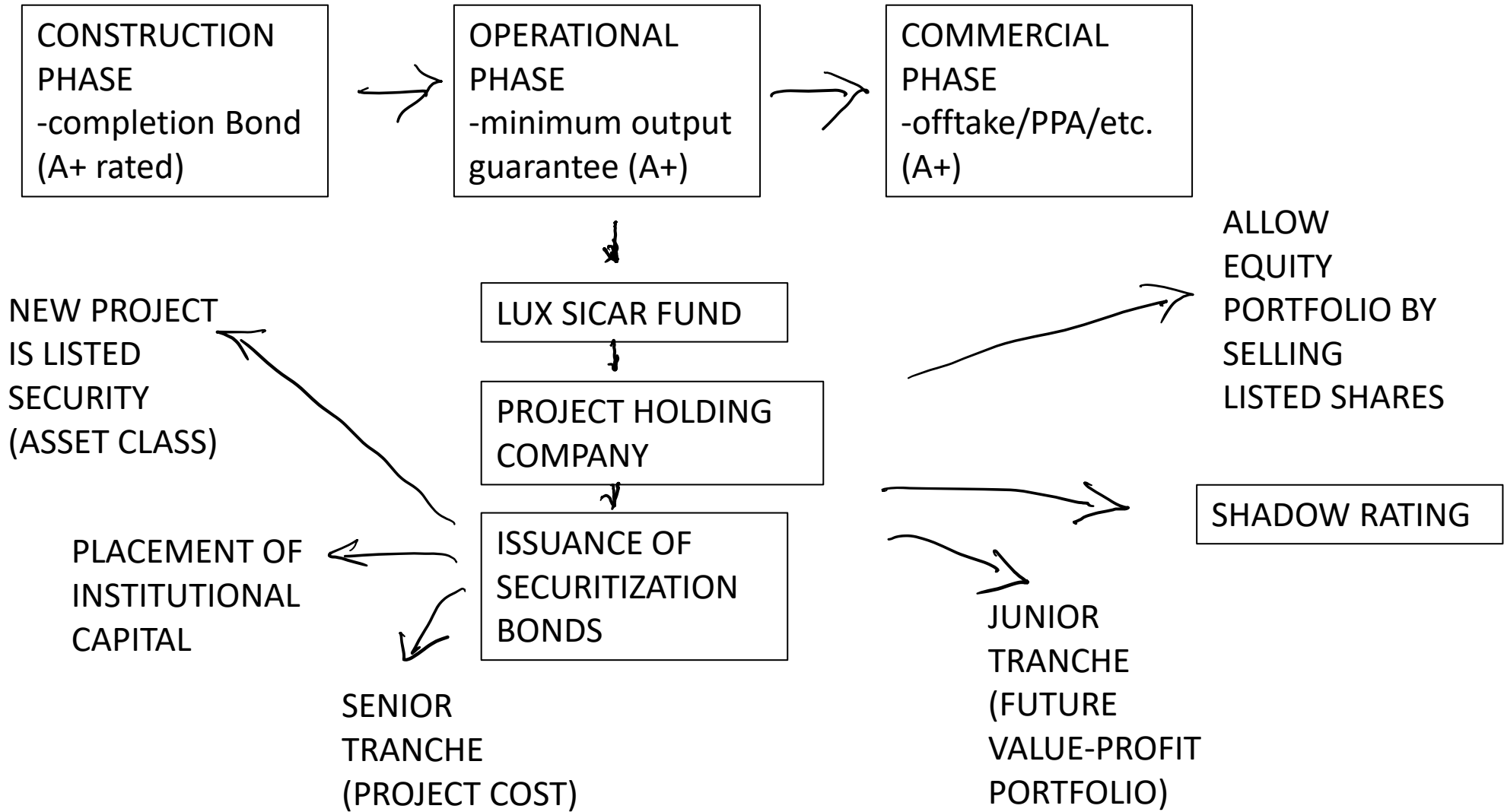
INSTITUTIONAL CAPITAL  
-PROJECT RISK, CREDIT  
RISK  
-PLACEMENT OF DEBT AS  
ASSET CLASS  
-LONG-TERM FIXED/  
FLOATING







WTE PROJECT





## PROJECT/ DEALS

-JURISDICTION MITIGATION (LUXEMBORG)

-PROJECT RISK – CREDIT RISK (CREDIT SUBSTITUTE)

-STREAMLINED PROCESSES TO BE STRUCTURED (BONDS, SHADOW RATIOS, PROPER LOCK-BOX ARRANGEMENTS)

-ICM PRACTICES TO BE APPLIED

-THERE IS NO SUCH THING AS “FUNDS AVAILABLE”OR “I KNOW ITS SCARCE”, PROPERLY STRUCTURED – PROJECTS, APPLY THE RISK MITIGATION AND TURN PROJECTS INTO “INSTITUTIONAL QUALITY”, “BANKABLE” PROJECTS.

-RIGHT TECHNICAL STRUCTURE AND SERVICE PROVIDER NEED TO BE IN PLACE (CUSTODIAN BANK, ADMINISTRATIVE AGENT, AUDIT FIRM, LEGAL COUNSEL, NAV FIRMS



## US GOVERNMENT FINANCIAL AGENCIES

- IDFC
- EXIMBANK
- USTDA
- US COMMERCIAL SERVICE
- MCC
- OPIC
- VARIOUS INITIATIVES SUCH AS MANUFACTURING.GOV, OPPORTUNITY ZONE FUND ( BUILD ACT )

OPPORTUNITY FOR PHILIPPINES

US TO DIVERSIFY PROCUREMENT

INVEST TO PRODUCE EXPORT (IPE)

-EXPORT RESERVES TO REPAY INVESTMENT  
-HARD CURRENCY EARNINGS



PROGRESSIVE CONCEPTS

WHITE LABEL AUM

- ASSET DEPOSITED IN PRIVATE LABEL FUNDS MANAGED BY MAJOR INSTITUTIONS
- ASSET BASED LEVERAGED TO CREATE EQUITY /FIRST LOSS CONCEPT HELPS RAISING LONG/SHORT TERM CAPITAL

CAPTIVE INSURANCE ENTITIES

- UMBRELLA STRUCTURE WITH SUB INSURANCE ENTITIES (PCC)
- ALLOWS TO OWN DEDICATED INSURANCE COMPANY
- ASSET BASE/ 1<sup>ST</sup> LOSS CONCEPT