

**TW CONSULTING & TRADE LTD.**  
International Trade Consultancy

Strategic Consulting for  
Sustainable **Growth**



# WE ARE AN **INNOVATIVE** 21ST CENTURY CONSULTANCY FIRM

with offices in the EU, UAE and Switzerland.

Our service-oriented organization serves to help the new millennium cope with the challenges faced by the commercial community in their day-to-day activities.

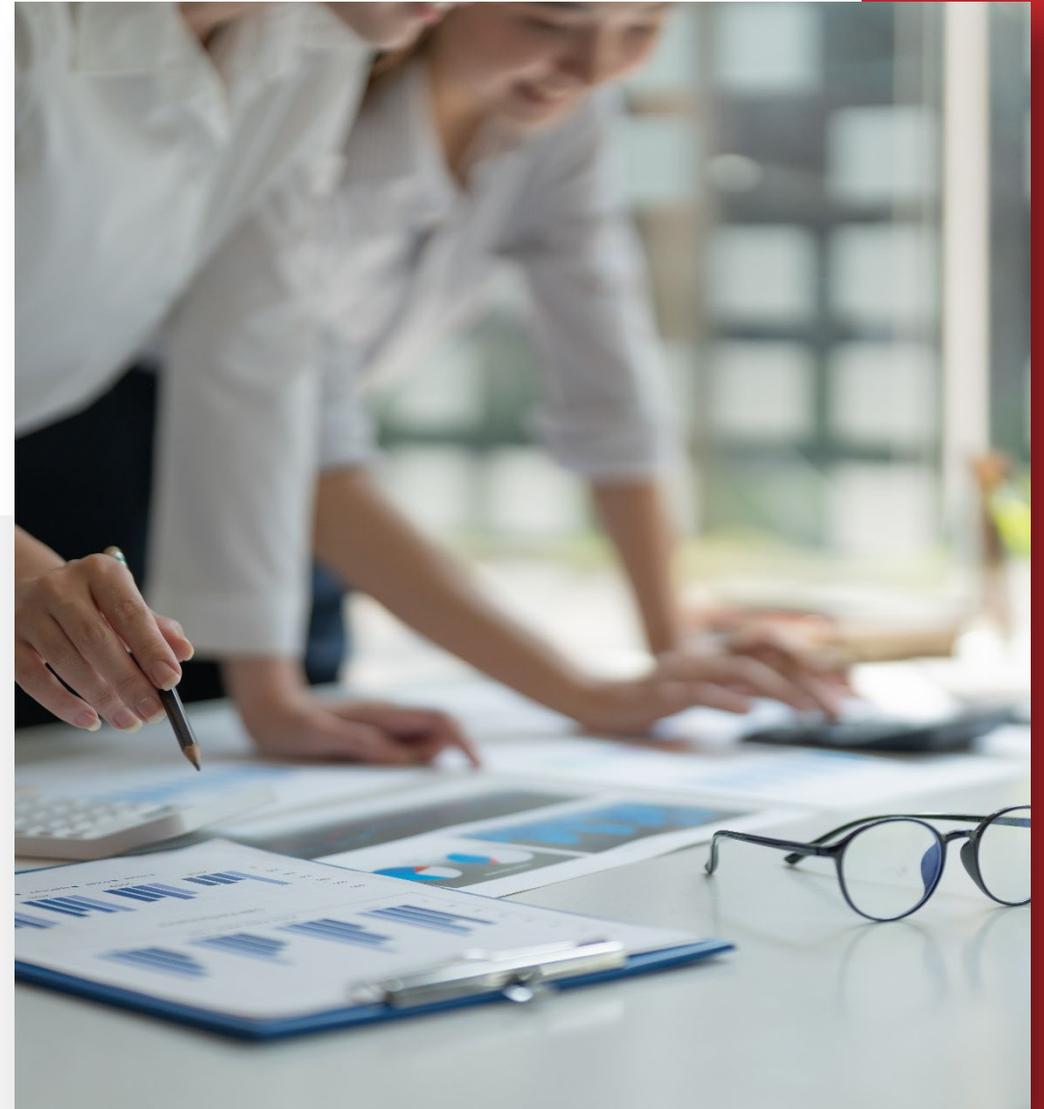


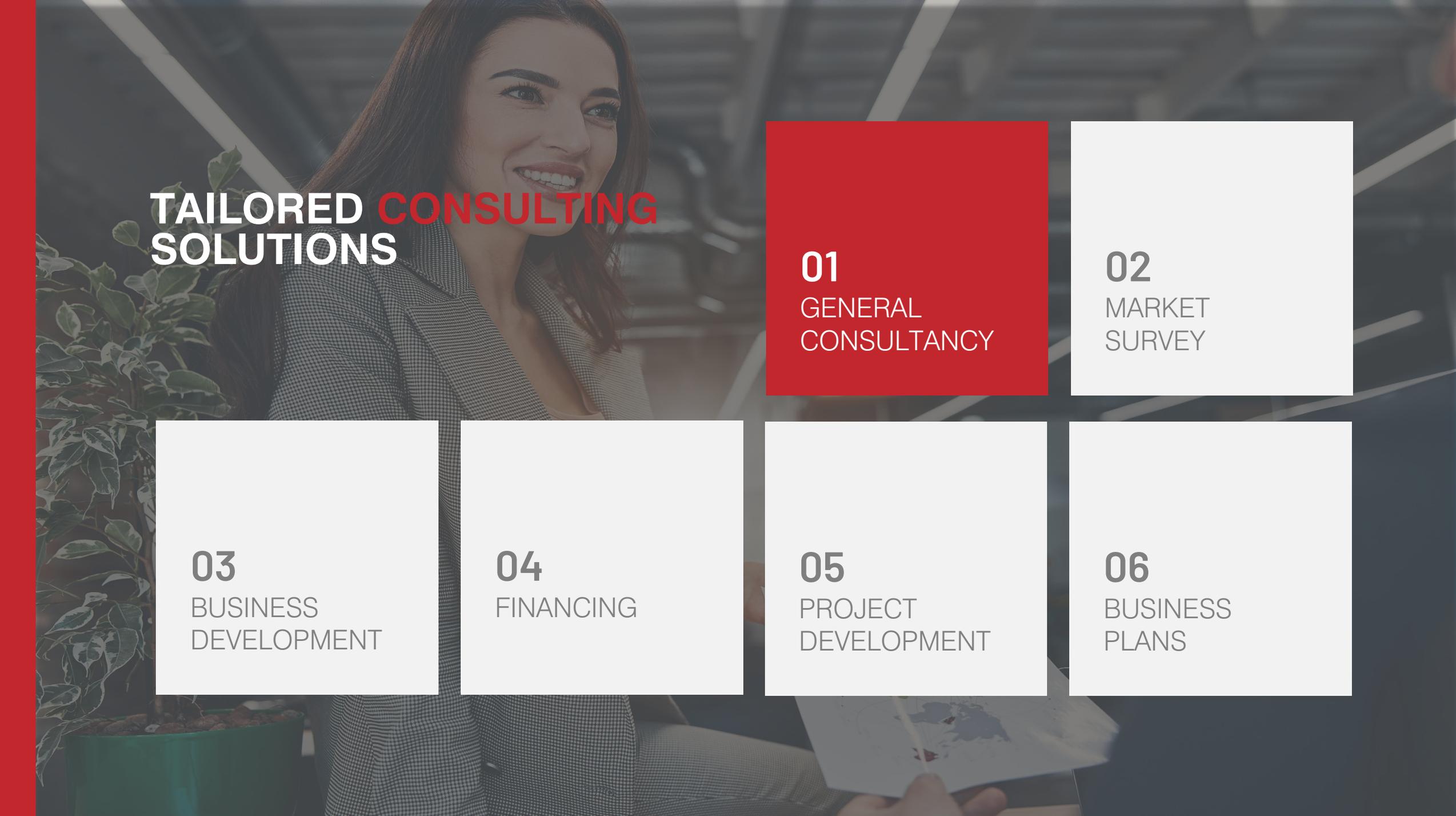


# A FRAMEWORK FOR SUCCESS

In this electronic age, we do this either by promoting activities to the World at large by developing network systems, designing and underwriting commercial transactions, or promoting products of manufacturers & distributors to the end consumers or joint venture partners.

Our mission is to help clients make things happen, and to achieve breakthrough results by resolving complex business and technical problems that others had considered unsolvable.





# TAILORED **CONSULTING** SOLUTIONS

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GENERAL  
CONSULTANCY

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**03**

BUSINESS  
DEVELOPMENT

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## GENERAL CONSULTANCY

Our mission is to help clients make things happen, and to achieve breakthrough results by resolving complex business and technical problems that others had considered unsolvable. TW Consulting & Trade Ltd. (TWCT) is centrally located in Europe with offices in the EU, UAE and Switzerland.

There are Foreign Trade Zones in the region, which allow incoming products made overseas to be warehoused and deferred from customs duties until they are ready to enter the domestic market. Foreign Trade Zones also allow for re-processing or repackaging of goods, for either re-export or introduction into the domestic market at an opportune time. This translates directly into growth for the Region's economy. As many as 20,000 jobs are created for every \$1 billion in export sales (EU Economic Commerce and Growth Communication).

In order for businesses to take advantage of the Region's air and port facilities, and capitalize on the already strong international trade market, TWCT offers many programs and services to help area companies.

Clients Served

100+





# MARKET SURVEY

TW Consulting & Trade Ltd. focuses on "Headhunting" Distributors / Agents / Customers / Joint Venture Partners for our clients.



## International Marketing Consultancy

Our Divisions are currently working with over 20 clients, and the products handled include hotel amenities, fragrances, State-of-the-art medical and solar technological inventions and patented items, Power Boats, European furniture and many others.

## International Trade Consultancy

Matching producers, manufacturers, distributors, wholesalers, commercial agents, etc. with consumers in different markets, and advising for the best kind of international agreement in each transaction. Market research surveys are often designed for companies and firms to assess customer attitudes, needs and behaviours for building or revising a marketing strategy, and creating a marketing plan.

Market and customer surveys can be either qualitative or quantitative.



# MARKET SURVEY

TWCT has conducted hundreds of professional market surveys, both qualitative and quantitative, using expert market survey research controls to ensure accuracy, relevance and power for corporate or marketing strategy development.

The primary classification groups for market surveys are qualitative and quantitative market surveys. Understanding their distinction is vital to planning a successful marketing research or public opinion study..





## **BUSINESS DEVELOPMENT**

In order to find foreign trading partners for our clients, we use a network of over 100 Correspondents around the World, whose task is to identify potential Agents / Distributors / Customers / Joint Venture partners for our clients and their products in their respective countries, and to assist in the initial negotiations.

Where requested, and once the trading relationship between our client and the foreign trading partner has been established, we also assist the client in maintaining this trading relationship.

Whilst the backgrounds of our foreign Correspondents are varied, all of our Consultants have wide and varied business experience throughout the World.

**40+**  
years of experience



# BUSINESS DEVELOPMENT

TW Consulting & Trade Ltd. is specialized in the field of International Trading and undertake the following:

- Advising on joint Ventures and Project Developments.
- Advisory Services on Investment Projects, Restructuring, Mergers & Acquisitions etc.
- Management & Administrative Services.
- Foreign Exchange and Human Resources Development advisory services.
- Leasing and other financial services - Working Capital, Project financing and other available financing services through banking and non banking institutions and providing funding commitments to large scale government & private sector projects.
- Service on resource management and development of new projects.

# BUSINESS DEVELOPMENT

TW Consulting & Trade Ltd. is specialized in the field of International Trading and undertake the following:

- Assistance to Foreign Companies in executing Counter Trade Agreements with the EU and worldwide partners, for their products and services.
- Assistance to international Exporters/Importers in executing their countertrade obligations.
- Bilateral and Multilateral trade agreements wherein TWCT will enter into trading agreements with International trade organizations to exchange trade in specialized products to a trade volume in a specified time frame. The main aim is the Globalization of their activities, product and services available through their network of operations promoting comprehensive set of services to clients on market research, timely feedback and technical and market know-how





# FINANCING

As trusted advisors and consultants to banks , private equity and venture capital firms , investment advisors, hedge and mutual fund companies, family offices, publicly traded and privately held companies; TWCT focuses exclusively on the complex world of financing incl. but not limited to construction loans, refis, start up financing, factoring, forfaiting, trade financing, and more.

We can also assist with Financial Guarantee Bonds, Performance Bonds, Insurance Bonds and many other financial vehicles.

From letters of credit to trade finance facilities, our experienced team is dedicated to helping you mitigate risks, optimize cash flow, and seize lucrative opportunities in the global marketplace. Partner with us for reliable and efficient international trade financing solutions that fuel your success on a global scale.





# OUR PROVEN **3-STEP** PROCESS



Analysis



Strategy



Execution





# PROJECT DEVELOPMENT

Your project idea forms the cornerstone for our common concept: we develop a tailor-made solution for you, bringing the project functionally, technically, and financially on the right track. Developing specialized customer success packages is our specialty.

TW Consulting & Trade Ltd. provides in-depth management and leadership services for the development of projects in property acquisition, engineering, development and construction.

We facilitate and assist clients in:

- Facilitating client needs and feasibility studies, and project risk assessments
- Selecting and engaging the consultant team
- Optimizing the business parameters of the concept design
- Facilitating project and construction finance
- Facilitating project startups
- Coordinating authority submissions and approvals
- Coordinating the design development on behalf of the client
- Developing project strategy
- Choosing the optimum project delivery system and contract
- Coordinating preparation of bid and contract documents





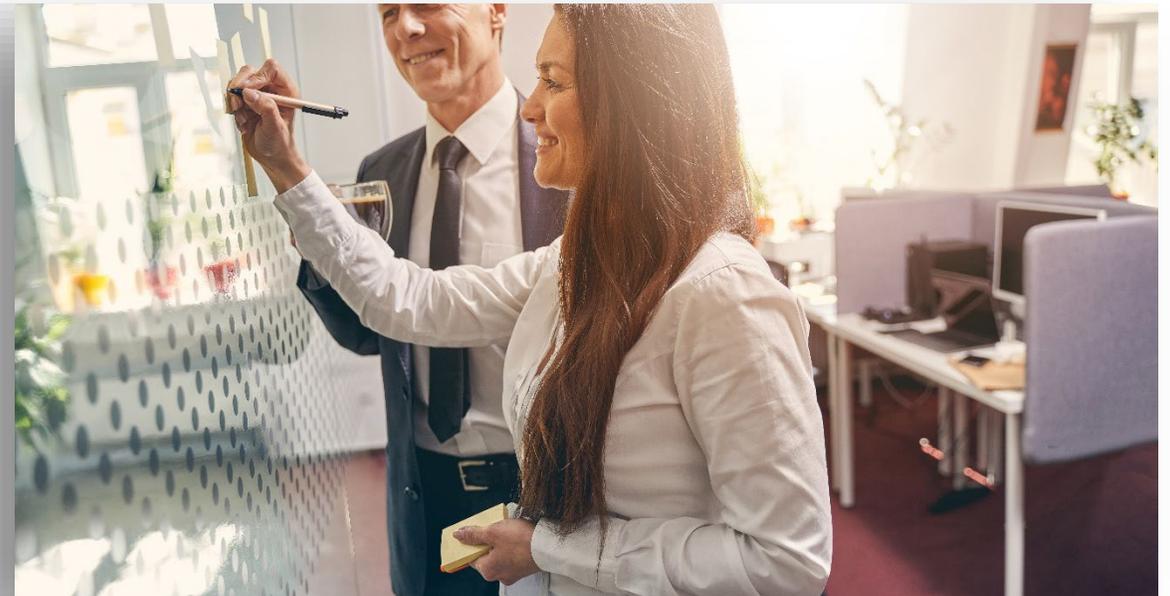
# PROJECT DEVELOPMENT

With a rich industrial experience, TWCT offers professional Corporate Support Services, Project Development Services, and Investor Guidance that can be relied on. No matter what your need is, our expert team with hands-on knowledge is always ready to provide solutions that suit your requirements and fit your budgets. Having worked with diverse companies, we are aware of business-specific needs and associate as partners with your company, while offering turnkey projects and complete support services.

Working with an investor-oriented approach, we meet the needs of diverse industrial segments all over. Adherence to industrial standards, strict quality control systems, experienced manpower, commitment to deadlines as well as transparency in business operations, make us reliable. In fact, our growing clientele is a reflection of our quality work and dedication to offering value-for-money solutions.

From exploration to development to work with investors and production, a consultant's value can be measured by their years of experience earned working across regions, commodities, and all stages of the project life-cycle.

In our capacity as consultants, we are prepared to meet the needs of the demanding and constantly changing industries both domestically and internationally, while continuing to satisfy our clients' needs in a proactive, professional, and ethical manner.





# BUSINESS PLANS



We help prepare Business Plans and Executive Summaries for any kind of Loans (construction, refies, start-ups, etc.), Private Placements, Angel Investors and Immigration Visas for Start-up and early stage companies.

Most companies spend 100's of hours trying to raise capital and court corporate partners, with Business Plans that Do Not speak to investors.

The way you write your Business Plan depends on what you want to accomplish. Do you intend to go to a bank for a loan, investors for seed money or apply for grant funding?

Your Business Plan is the roadmap that you intend to follow, to drive your company to profitability and success. The plan will change and there will be detours along the way, but it is better than having to stop because you are lost.



# BUSINESS PLANS

Much of what we have to offer comes from years of dealing with investors, banks, government grant programs, fund managers and venture capitalists. We can help you express your visions and still demonstrate that you understand the concerns of government agencies, potential financiers and partners, by having a well-developed exit strategy and clearly defined ROI projections.

All plans are custom designed and thoughtfully prepared, specifically for each client. Most investment Pros can recognize a computer generated generic plan at a glance. If you are paying a professional you should get custom work.



# YOUR BUSINESS **YOUR FUTURE**



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& TRADE LTD.

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