



[REDACTED]

Subject: Letter of Introduction

Hello [REDACTED]

Thank you for your interest in our company. The information that we received about your company is very impressive! At this time, I would like to share some information about our company, the services that we offer, and the steps that we take to assist our Clients **“reach their potential with us!”**

Our Company:

Responsible for “bringing the global market” to various small and medium-sized businesses within the European Community, the Far East and the American markets. We provide high quality services to our Clients from different Business Sectors.

Our team of professionals assist our Clients execute the “Detailed Business Plan” that we are responsible to create and offer a wide array of services, which includes:

- Administration Services
- Consulting Services
- CRM (Customer Relationship Management)
- Database Creation and Maintenance
- Engineering Support *
- Financial Services *
- Information Technology
- Interpreters and Translation Services
- Investigation Services
- Legal Services *
- Logistics Services*
- Marketing Services
- Quality Control Services
- Sales Representation

“ * ” – 3rd party companies that are contracted with “Ambos Mundos” will request their fees.

Financial Services:

The collaboration between our company and our International Investment Group, who have invested more than **€20 billion EURO** during the last decade worldwide, give us confidence that we may be able to assist your company’s financial needs.

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Our International Investment Group is seeking attractive financial opportunities in various markets worldwide. As the owner of “Ambos Mundos” my primary responsibilities are:

- To be the “eyes and ears” for our Clients and the International Investment Group;
- To be the “bridge” between our Clients and the International Investment Group;
- Execute the steps necessary to ensure that our Clients have the best opportunity to obtain funding; and,
- Manage our team of professional, when required, to assist our Clients.

We analyze and appraise various types of investment opportunities and negotiate and design innovative and flexible solutions that fit our Clients’ needs.

The range of investment capital available is from € 5.000.000,00 to € 500.000.000,00 Euros (or, the equivalent in other currencies, as requested by our Clients). Our International Investor Group finance up to 100% of the cost of the project. All conditions are negotiable. The time period to execute the process depends on the scope and complexity of the project.

With selective projects, the International Investment Group may wish to participate directly (purchase shares in the company for a negotiated “Return on Investment” (ROI).

The steps we take with our Clients:

When we are contacted by a Potential Client, the following steps are taken:

- 1) We request information to review prior to the initial consultation visit (i.e., website).
- 2) As the primary consultant, I communicate with the Client and/or members of the Client’s company, ask questions, take notes, etc.
- 3) I request that the Client complete a questionnaire.
- 4) I explain the steps that are taken to assist them to reach their goals.
- 5) I request a time to visit the Client in person.
- 6) I create an “Executive Summary” for the Client and once this is approved by the Client, it is shared with my team. If the Client needs financial assistance, I share the “Executive Summary” with the Administrator of the International Investment Group, who will share it with the interested party within the group.
- 7) If the “Executive Summary” meets their criteria and guidelines I am told to continue with the steps below. If the project does not meet their criteria and guidelines, I simply tell my Client that we cannot help them financially (but, if the customer requests our professional support from our team, this is discussed and negotiated).
- 8) The “Detailed Business Plan” is created for both the Client and the Administrator for the International Investment Group. Once the Client approves the “Detailed Business Plan”, I will work with the Administrator of the International Investment Group to discuss the “Detailed Business Plan” and, make the necessary changes, if any. Will ensure that the Client knows what

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changes are made and the Administrator and I will make the presentation to members of the International Investment Group who have interest in the project.

- 9) If approved, the Client will either get a loan or an Investor who wants to purchase shares in the Clients' business (as negotiated and agreed upon by the Investor and the Client with my assistance as the mediator).
- 10) We assist our Clients with the execution of the “Detailed Business Plan” (if requested by the Client) and provide “CRM” (Customer Relationship Management) services with our Clients so that they know that we are invested in their success.

Compensation:

Once the “Executive Summary” is approved by our Client and the Administrator of our International Investment Group states that there is an interest in the project by a member of the International Investment Group, the Client will be required to pay a “**Retainer Fee**” for our services, which includes:

- Execution of the steps (listed above);
- Confirmation of the fiscal data of our Clients (must sign a “Non-Disclosure Agreement”);
- Completion of the “Detailed Business Plan” for the Client & the International Investment Group;
- Completion of the Presentation for the International Investment Group;
- Translation of the Business Plan, Presentation and any other important information to the language of the Investor(s) within the International Investment Group (if needed);
- Visiting the Investor to present the Detailed Business Plan and Presentation;
- Visiting the Client and their company (the Administrator; Investor or representative of the Investor; and, the Consultant of “Ambos Mundos”);
- All travel expenses by the Consultant, Administrator, and Investor (transportation, hotels, etc.);
- Execution of the financial transaction between the Investor(s) and the Client;
- All Administrative and Legal expenses to execute the allotment of funds; and
- Clients having access to our services (our knowledge, experience and expertise) as requested, for the duration of the execution of the “Detailed Business Plan”.

Once the project is approved and funding is granted, a commission will be included within the investment capital that will be paid to “Ambos Mundos”.

Information of all fees and commission will be included within the “Executive Summary” along with a detailed invoice. Certain services available to our Clients (as requested) may have a separate expense (for example, our Engineer, our Lawyer, etc.).

NOTE: Performance dynamics are better understood and the fact that our Clients are seen to have substantial “skin in the game”, i.e., retain a portion of the risk of the exposures they secure. When requested, a minimum of 5% - 10% of the investment capital requested must be available and confirmed, in liquid capital and/or verifiable assets.

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BUSINESS DEVELOPMENT SERVICES - IMPORT-EXPORT

“LO MEJOR DE AMBOS MUNDOS”

(THE BEST OF BOTH WORLDS)

Also, a “Retainer Fee”, for a minimum of 0,25% of the capital requested, is required for our services. For example, the minimum investment amount (€ 5.000.000,00 Euros, the “Retainer Fee will be € 12.500,00 Euros, which is 0,25% – a quarter of 1% of the minimum amount).

My Background - Internationalization:

I consider myself an expert in the Global Markets. I possess the ability to think globally and understand international cultures, laws and practices. By appreciating and understanding the different beliefs, values, behaviors and other factors (religion, history, politics, economies, etc.) I can navigate in the Global Markets in a professional and proficient manner which is a plus to my Clients.

For more information, visit my profile on LinkedIn (see below).

Closing - Globalization:

Globalization is a broad, contentious, multifaceted issue that affects people and cultures around the world. Regardless of what your project entails, the conclusion of your project should reiterate the main points and other thoughts, actions and points of examination for increasing the understanding of globalization.

When we, at “Ambos Mundos” talk about Globalization, we believe that it is “...the growing integration of economies and societies around the world, benefiting from the interconnection of people and their countries.”

The entrepreneur spirit of our Clients along with the professional support from “Ambos Mundos” will ensure that opportunities are sought in every corner of the globe. The challenge is not to prevent globalization but to manage it in such a way as to maximize the benefits.

We are looking forward to assisting you to “REACH YOUR POTENTIAL WITH US!”

Cordially,

Vincent Solese Porcher ("Vicente" / "Jin Ping" - "金平")

Owner / International Business Consultant

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REACH YOUR POTENTIAL WITH US!

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