

Article 11.11.2024/NMP\_IMCI+ Alliance

The Path to Financing Your Project Through the IMCI+ Protocol

By Modesto N Peña y Gorrin

EMBA, MSc.s. Dipl Controller CA

Dr hc, Doctor Business Administration cand.



## The Path to Financing Your Project Through the IMCI+ Protocol

IMCI+ Group Intl. specializes in providing tailored financial solutions to projects worldwide, facilitating financing for investments ranging from USD/EUR 20 million to 50 billion. Our structured protocol offers a comprehensive path from initial application through to funding, designed to meet diverse project needs while maintaining efficiency and high standards of due diligence. We are engaging yearly in 15-20 projects directly. After a first pre-approval from our syndicate investors and pre-assessments through our team.

Below, we outline the essential elements of our financing process and share an illustrative case study to showcase our approach.

### Introduction to IMCI+ Group and Our Financing Protocol

At IMCI+, we believe in a **holistic approach to financing**. Beyond simply providing capital, we support our clients with strategic guidance, risk management solutions, and industry-leading insights. This approach allows us to align with the unique requirements of each project, whether it's in infrastructure, renewable energy, technology, healthcare, or other sectors. Our financing protocol integrates **alternative funding sources** and **strategic partnerships** through IMCI+ Capital, IMCI+ Advisory, and the IMCI+ Alliance. We are committed to funding impactful projects and work closely with project owners to ensure readiness, viability, and long-term success.

### Key Parameters and Requirements

For a successful financing application, project owners should ensure they meet the following key criteria:

1. **Comprehensive Documentation**
2. A complete suite of documents is necessary to accurately assess and represent the project.  
Required documents include:
  - **Business Plan:** Detailing the project's goals, market strategy, and operational blueprint.
  - **Feasibility Study:** Providing an in-depth analysis of project viability, including financial forecasts and key performance metrics.
  - **Market Analysis:** Demonstrating a thorough understanding of the target market and competitive landscape.
  - **Risk Management Framework:** Outlining strategies for mitigating project risks.
  - **Environmental, Social, and Governance (ESG) Program:** Presenting the project's commitment to sustainable and ethical practices.

3. **Experienced Management Team**  
IMCI+ prioritizes projects led by a seasoned management team with relevant industry expertise. This builds confidence in the team's ability to execute the project successfully and navigate challenges effectively.
4. **Collateral Requirements**  
To mitigate financial risk, project owners are required to present suitable collateral options, such as bank guarantees, performance bonds, or risk insurance. IMCI+ can facilitate access to bank instruments or risk insurance through our partners if the project owner lacks sufficient collateral at the outset.
5. **Credit Rating**  
A minimum credit rating of BBB (Moody's or equivalent) is generally required. IMCI+ can support the project in achieving or enhancing this rating as part of our engagement.
6. **Realistic Timeline**  
Project owners should anticipate a financing process of approximately 4–6 months, covering all due diligence, document preparation, and compliance stages.

### IMCI+ Financing Protocol Phases with estimated timelines

The financing process follows a structured series of phases to ensure both efficiency and thoroughness. Below is an overview:

1. **Application Submission**  
The process begins with an official application, where the project owner submits initial documentation. This allows IMCI+ to conduct an initial review and assess project viability.
2. **Pre-Acceptance (2-4 weeks)**  
IMCI+ evaluates the application and issues a **pre-acceptance** if the project meets basic criteria, signaling the project's readiness for a detailed evaluation.
3. **Engagement and Desk Valuation (1 week)**  
A quick valuation and assessment provide insights into the project's financial standing and potential.
4. **Due Diligence Service (DD) (up to 40 days)**  
IMCI+ conducts a thorough due diligence assessment, verifying documentation, financials, and legal aspects of the project. This phase ensures compliance with financial regulations and validates the project's claims.
5. **Supplemental Documentation Support (60-120 days)**  
If key documentation is missing, IMCI+ can assist in preparing necessary documents, ensuring all requirements are met before advancing to the next phase.
6. **On-Site Due Diligence (5-6 days)**  
IMCI+ representatives visit the project location, meeting with stakeholders to gain a firsthand understanding and verify key project components.
7. **Document Adjustments (10-20 days)**  
Based on findings, IMCI+ refines the project documentation, ensuring alignment with investor expectations and financing protocols.

8. **Investor Due Diligence** (20-40 days)  
The financing partner (bank or investor) conducts their own due diligence, reviewing the documentation and verifying compliance before issuing a **commercial LOI**.
9. **Final Audit and Compliance Check** (4-7 days)  
A final compliance audit ensures all legal and financial criteria are met.
10. **Final Due Diligence and Term Sheet** (3-5 weeks)  
The financing partner issues a binding term sheet, detailing the financing terms and conditions.
11. **First Disbursement**  
Upon signing the loan agreement, the project owner receives the initial funding installment, generally within 4 weeks.

### Budget Consideration

Project owners should budget between €150,000 and €400,000 to cover the costs associated with documentation, transaction guarantees, and bank instruments. This budget can vary based on the complexity of the project and the need for supplemental services.

### IMCI+ Services

IMCI+ offers a range of services designed to support the financing process and enhance project viability:

- **Rating & Recommendation:** We partner with ICRA to assess the project's creditworthiness, providing actionable recommendations.
- **Collateral Solutions:** In partnership with Rubicon International, we facilitate access to bank instruments and risk insurance.
- **Transaction Cost Guarantee:** IMCI+ covers up to one year of transaction costs if the project does not secure funding, offering financial protection to the client.
- **Strategic and Operational Support:** Through the IMCI+ Alliance, we provide global support in 60+ countries, ensuring a solid foundation for the project's success.
- **Governance Review:** We assess the project's management and board structure, aligning with best practices in corporate governance.

Please read a case study in the following pages.

## Case Study: Financing Futura Example Inc.

### Client Profile

- **Project Owner:** John Example, CEO with 10 years' industry experience, supported by a skilled leadership team (CFO, COO, HR Manager, Marketing Manager) working together for five years.
- **Company:** Futura Example Inc., a European consulting firm.
- **Project Scope:** €300 million financing to expand into investment-incubation, supporting companies in 8 industries with integrated services spanning infrastructure, technology, marketing, HR, and finance.

### Initial Situation

- Futura Example Inc. has been operating for 10 years as a consulting firm with a team of 10 and an annual revenue under €10 million.
- Documentation was limited to a 15-slide investment deck, lacking a comprehensive business plan, feasibility study, and ESG program.
- Current credit rating: BBB, with no available collateral.

### IMCI+ Engagement and Support

#### 1. Strategic Review and Proposal Development

IMCI+ performed an in-depth review of Futura's strategy, crafting a customized investment proposal targeting our syndicate of investors. This proposal provided a detailed overview of Futura's vision, investment strategy, and financial projections.

#### 2. Documentation Development

IMCI+ supported the creation of a complete business plan, feasibility study, and market analysis for three key European countries. We also developed a Risk Management Framework and ESG program to align Futura with industry standards and sustainability practices.

#### 3. Collateral and Credit Rating Solutions

Recognizing Futura's lack of collateral, IMCI+ arranged a BBB-rated bank guarantee and risk insurance. Additionally, we conducted a rating analysis and developed a roadmap for improving the company's rating to A/AA within three years.

#### 4. Transaction Cost Guarantee

To safeguard Futura's financial commitment, IMCI+ issued a transaction cost guarantee covering €235,000. This guarantee ensured that, in the event of a decline, Futura would be reimbursed for advisory, documentation, and due diligence costs over a two-year period. And one year prior to the IMCI+ engagement.

## Project Outcomes

- **Pre-Approval:** Achieved within six weeks following submission and assessment of the investment proposal.
- **Rating & Action Plan:** Established within three weeks, providing a clear pathway to elevate Futura's credit rating.
- **Collateral Solution:** A BBB bank guarantee was issued alongside risk insurance, with an option for an AA-rated guarantee.
- **Commercial LOI:** Issued after 16 weeks, initiating the final stages of the financing process.
- **Terms Sheet and Loan Agreement:** Finalized after two rounds of meetings with investors.
- **First Disbursement:** The initial installment was disbursed within 33 days of signing.

## Summary

This case study illustrates IMCI+ Group's structured and adaptive approach to financing, showing how we tailor each engagement to align with our client's needs and objectives. While every project is unique, this protocol serves as a reliable framework for achieving financing success. For more information or to discuss your project, contact a certified IMCI+ Alliance member at [www.imci-waa.com](http://www.imci-waa.com) – our team is here to guide you through every step.

The author bears full legal responsibility for the content, editing, and referencing provided, including any indications of sources.

@All rights reserved IMCI Group International Ltd – 2004-2025 and the Author  
IMCI+ Alliance is a Trademark of IMCI Group International GmbH – Zurich, Switzerland,  
Swiss Company ID CHE-274.653.816