



# INTERNATIONAL PROJECTS GROUP

## Support to Foreign Direct Investment

### Background

The globalised economy is no longer the exclusive domain of large corporations and multi-nationals. Increasingly, medium-sized companies are looking abroad to maintain their competitiveness and expand their operations in order to embrace new markets or to identify new low-cost manufacturing centres.

Asia and the Middle East have long been favoured locations for OECD business investment. The steady expansion of the European Union has presented a new range of opportunities close to home and for the more adventurous, ex-Soviet bloc countries have also offered interesting prospects. Now it is the turn of Africa, with international investors looking to secure mineral resources, and to capitalise on an increasingly sophisticated but still value-for-money workforce, underpinned by growing domestic and regional markets.

Venturing outside of an OECD economy is certainly likely to be as challenging as it is rewarding. Even newly-acceded EU Members present a significantly different business environment to Western Europe, not to mention countries further afield.

### Our experience

BDO's International Projects Group (IPG) offers a comprehensive suite of integrated business services supporting the development and management of business and investments worldwide, from initial scoping studies, business case and strategic development and investigations, through full market, technical and financial feasibility studies and Due Diligence exercises, to process improvements and management support.

BDO-IPG has significant experience in supporting the development of a wide range of industries and services in developing and transitional economies and pre-accession and accession countries, from the early formative stages through to successful operation. We have worked with the World Bank, IFC, EBRD, EIB and many other international, inter-governmental and national development institutions in support of foreign direct investment and project funding, as well as with potential private sector investors. Through these assignments, our in-house experts have gained an intimate understanding of local business conditions and investment processes, and have also established business contacts in all these markets.

### SME-friendly

BDO has a well-earned reputation for supporting SMEs in the UK and the US, building an in-depth understanding of these companies' specific needs and requirements. Our international assistance builds on this long-standing relationship with the SME sector, offering services that are designed to support SMEs in developing their businesses abroad.

### Our services

Combining international business practices with local knowledge and local business advice, BDO offers effective support for the successful and safe entry into the world of international business and investment, whether through participation in local privatisations, joint ventures or greenfield investment.

The services we offer include:

- country strategies
- project development
- market studies and strategies
- business cases and project scoping
- feasibility, pre-feasibility studies and Due Diligences
- Joint Ventures (JV), Direct Foreign Investments (DFI) and Public Private Partnerships (PPP)
- multi-disciplinary teams of experts (financial, economic, market, technical, environmental, etc.)
- accounting and audit to local and international standards
- privatisations and post-privatisation restructuring
- business process improvements

## A selection of assignments

- **Armenia** - technical and financial Due Diligence into proposed expansion of garments and textiles factory, focusing on the company's ability to compete in the European market.
- **Bulgaria** - technical Due Diligence on largest furniture manufacturer ahead of proposed EBRD equity investment with the aim of augmenting productive capacity.
- **Cyprus** - feasibility study into the purchase of the State-owned oil refinery, disassembly of the plant and re-assembly on a greenfield site in Iraq.
- **Egypt** - feasibility study for PPP project to develop a mass transit system for Cairo, and associated real estate developments.
- **Kazakhstan** - feasibility study for development of public monorail system for Almaty, to be operated on a concession basis.
- **Kyrgyz Republic** - technical and financial Due Diligence on a proposed new housing complex.
- **Latvia** - financial Due Diligence into third tier cargo and passenger aircraft operator in advance of potential equity investment by EBRD in the airline.
- **Latvia** - financial Due Diligence into proposed expansion of manufacturer of plastic packaging, including IAS restatement of accounts and enterprise valuation.
- **Lithuania** - financial Due Diligence into brewery and soft drink manufacturer, ahead of proposed EBRD equity investment.
- **Macedonia** - full Due Diligence for proposed Greek equity investment to develop an electrical distributor boards and light fittings production facility on a greenfield site.
- **Nigeria** - feasibility study into proposed 300m/t per day flour mill in Lagos.
- **Poland** - appraisal of proposed Korean joint venture to establish TV and VCR manufacturing plant, including market, technical and financial evaluation.
- **Qatar** - feasibility studies for two proposed development projects, both designed to provide high-quality medium- to long-term residential accommodation for expatriates.
- **Saudi Arabia** - initial studies into proposed real estate development projects (residential, office, commercial and hotels).
- **Serbia** - technical and financial review and assessment of machine tools sector and assessment of scope for DFID-funded support to restructuring of the industry.
- **South Korea** - feasibility study into the development of an exclusive complex comprising a 36-hole world-class golf course, 5-star hotel with casino, and 450 villas and apartments.
- **Tanzania** - feasibility study for the establishment of a light aircraft service to provide tourist access to game parks.
- **Turkmenistan** - technical and financial assessment of a men's sock manufacturer, including Due Diligence on the project's sponsors in Italy.
- **Nigeria** - full feasibility study into private sector development of gas-fired power station in Lagos State.
- **Turkey** - market, engineering, operational and financial Due Diligence for proposed multi-million Dollar BOT funding of new international terminal at Atatürk Airport.
- **Ukraine** - technical and financial Due Diligence into a start-up company planning to commercialise liquid nitrogen gas refrigeration system, for use in refrigerated transport.
- **United Arab Emirates** - feasibility studies into multiple real estate and leisure projects in Dubai and Um-al-Quwain.
- **Uzbekistan** - feasibility study for proposed Turkish joint venture to establish refrigerator manufacturing plant.
- **China** - feasibility study into proposed US\$ 300 mill. development on green-field site in Beijing of a high-tech Science Park with associated hotel and villa complex.



For more information on our consultancy services for developing nations, emerging markets and transition economies, please contact:

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