



# EC

## July 2013

### *In this Issue!*

*New EC Partners!*

*Martin Beck - USA*

*THE US WITH NEW DRIVE!*

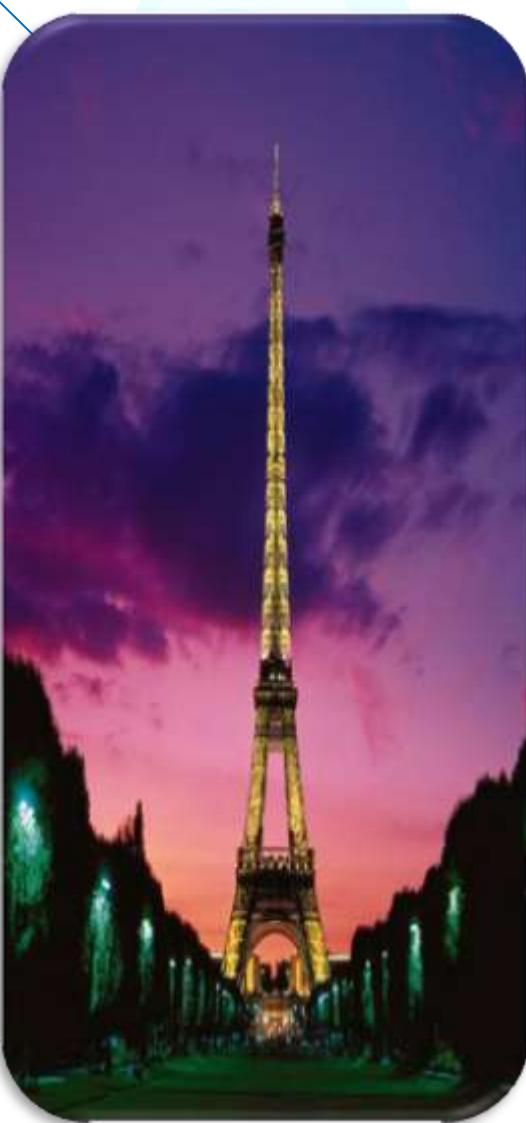
*Joachim Berchtikou - France*

*Venture capital in the Middle East and North Africa is booming*

*Currency & Interest Rates*

*Net Trading*

*Latest New Tech!*



Our Presence;

LONDON - NEW DELHI - TORONTO - NEW YORK - TAMPA - RIYADH - WARSAW - PARIS - KAMPALA - OSLO - GUAYAQUIL - GENEVA -  
ATLANTA - SEOUL - DAR ES SALAM - FORT MYERS - SAN FRANCISCO - KUALA LUMPUR - BRISBANE

## **NEW PARTNERS TO JOIN EC!**

**Martin R. Beck (61) joins EC, North America and Caribbean Basin regions.**



**Martin Beck** is Founder and Managing Director of Commercial Financial Resources, LLC, founded in 2010, providing total financial

services in Project Funding, Private Equity Investment and Development as well as consultation in distressed property workouts and modifications. Mr Beck was also the Founder and Director of Green Sky Solar, a renewable energy early adopter of sustainable energy products such as solar generated power and heating, LEEDS compliant building materials, and commercial energy efficient retrofitting systems. Mr Beck has served as European Manager with General Development Corporation, a United States based land/community Development Corporation. Mr. Beck has held various management positions including as United States Army Officer in speech compression and digitalization and with Cordis Corporation, a major medical device manufacturer, as Manager of Advanced Product Research and Development.

Beck received Master's Degree in Biomedical Engineering from the University of Miami. He also has a BS Degree in Engineering with concentrations in management and systems from the United States Military Academy, West Point, NY.

Beck was born in Atlantic City, New Jersey, but as the son of a military officer, lived and travelled extensively throughout the United States and Europe. He has a son age 31 and a daughter of 36 years. Mr. Beck runs his operations from Fort Myers in Florida.

## **THE US WITH NEW DRIVE!**

The immense economic engine that is the United States still drives the world economy even in light of the banking meltdown and a dysfunctional federal government. Myriad opportunities present themselves to entrepreneurs around the world in many sectors including expansion of vast mineral resources, commercial real estate, infrastructure, and medical care. In the absence of traditional domestic funding resources, international sources with more varied appetites are now presented with wide-ranging investment opportunities.

Although the commercial real estate market is severely overbuilt and facing a potential USD 16 trillion CMBS default through 2017, there are bright spots. An aging domestic population and the lack of new construction in both the senior care (ALF) and medical service sectors present attractive investment opportunities. Numerous large scale proposals for energy infrastructure,



**Fort Myers Waterfront**

hotels, and resorts in both the US and the Caribbean Basin abound.

Domestic mining and gas and oil exploration and production continue to be very strong. With the continued rise in commodity prices worldwide, old sources are being re-evaluated and new development continues at a rapid pace. The US Federal government is encouraging domestic oil and gas production with generous tax policies and has subsequently produced booms in California and North Dakota. New technologies (e.g. fracking) have served to accelerate this trend. Renewable energy projects are numerous but have generally not been embraced domestically.

### ***EC EXPAND ITS PRESENCE IN FRANCE, NORTH AFRICA AND THE MIDDLE EAST –***

**Mr. Joachim Berchtikou joins EC as Senior Partner, running his operations from Paris.**



Joachim Berchtikou is Founder and Executive Director of BA Capital Services, which focused on helping companies develop

and implement strategic and operational plans that generate business development opportunities. His career spans almost 20 years and has been directed at strategic planning, business development, financing, and investment and operations improvement in multiple industries. His wide expertise is used to help and advise businesses on how to grow and thrive in today's competitive marketplace.

His professional experience led him to a thorough knowledge of competitive markets, processes and decision-making environments, to a solid skill in the Business Strategy, Corporate Management, Business Modelling, Strategic Planning, Corporate Finance, Investment, Capital Structuring, Due Diligence, Financial Statement and Financial modelling.



As company Director for 10 years, Joachim gained a Master in Finance from Paris High Institute of Finance (Institut de la Haute Finance) as well as a Post-Master in management from the Sorbonne University.

Joachim was born and raised in Morocco, but has worked in France with extensive business networks as well as in Europe and the Middle East.

### ***VENTURE CAPITAL IN THE MIDDLE EAST AND NORTH AFRICA IS BOOMING, AND WILL CONTINUE TO GROW!***

The Venture Capital industry is developing rapidly. The number of VC deals closed in 2011 and 2012 is almost triple the number of deals closed in the 2 years prior to that. Venture Capital professionals in the region expect those figures to rise even further over the coming years. Firms in this space

may invest in a wide variety of SMEs including those in traditional industries as well undertaking investments in earlier stage venture deals.

Like every nascent market there are challenges to the development of a Venture Capital industry in our region, enforceability of certain traditional VC investment terms and structures, market education and the depth of the sophisticated investor pool. However, with very strong macroeconomic fundamentals and a potential pan-Arab consumer market of 400 million, the current underinvested nature of the Venture Capital industry clearly suggests that the opportunity significantly outweighs the challenges.

**New improved Conditions on Funding exceeding USD 100M !  
Both Debt and Equity**

With the rise of more and more entrepreneurs, the formation of new funds, and solid demographic and economic fundamentals, the medium to long term prospects of the industry look very bright for investors and entrepreneurs alike.

EC is proud to have Mr. Joachim Berchtikou to spearhead the expansion plans and capitalize in these emerging markets. EC creates a strategic bridging platform for financial advisors, fund raisers and investors building connections between European and MENA countries. EC's platform and conceptual active development of alternative funding can facilitate unlimited numbers of projects.

## **CURRENCY & INTEREST RATES**

**The Norwegian** Stock Exchange has put the first six months behind it. Although not very exiting it has gone from around 350 one year ago to 450. USD/NOK has shown quite some change moving from stable 5.80 to 6.25. This is obviously very welcome for a troubled export industry that struggles with a socialist government thinking that the country can survive with higher taxes and worse conditions than their competitors.

**Denmark** has seen a rise in production for three months in a row. Obviously very positive signs in an unsettled Europe.

**The Swedish** Stock Exchange is following the same trend as all the others – so not exactly exiting on a short term view, but looking back a year the situation was far grimmer. It will take years to get back on track.

## **The Tier One "By Invitation Only" Program**

For big projects such as major infra structure programs, air-craft fleets, ships and real-estate seeking funding, this By Invitation only Program might fit perfectly.

**EUR/USD** With a sharp dip the Euro as many other currencies lost to the US Dollar. Creating a "deflation" ghost on the horizon for many analysts for the US, but we are not at all sure that this is a negative trend on the long run. It actually says something on the US economy.

The UK Pound has strengthened its position towards the NOK and Euro, but lost against the USD. However with Cameron's recipe which he seems to be following without compromise slowly he seems to be the winner. However his flirting with the anti European Union may weaken the small signs of growth simply due to uncertainty.

If Britain should decide to leave both parties still need each other so much that for practical trading matters not much would happen – it would most likely end up like the Norwegian solution – adapting all rules –with no saying!

### **NET TRADING**

Information and markets in 20+ countries now available.



Now also available as an app on your mobile phone.

Make the EC page your own homepage and have access to updated rates in all major markets. All major Indices, Stocks, Commodities, or Currency rates are there

and with a click you can see the latest development or study historic data.

Go to "[Net Trading, Live Rates](#)", pick the country and language of your choice and get started.

### **LATEST NEW TECH**



Tripleplay's family of products are software based and designed to use industry standard server and Set Top box technology giving you a Telco grade solution at an enterprise price. The products have all been designed to operate independently or as part of a complete multimedia solution. Using this design approach it is possible to start with a very simple solution and then grow it to a comprehensive TV, Video and Digital Signage system as budget and requirements grow.



### **Complete Media Solution**

A comprehensive range of software products designed to be used either individually or as part of a complete media

solution enabling continual growth to meet a customer's requirements.

### **Tripleplay Services**

Tripleplay Services is a specialist provider of IP media solutions designed specifically to meet the requirements of closed communities including corporate, education, hospitality, health and residential accommodation.



By adopting a strategy of developing products on internationally recognised Intel based enterprise servers, Tripleplay ensures longevity of the hardware investment for our customers as well as local support. Underlying our product range is the Linux operating system, web technology and the implementation of open standards. This core architecture design allows customers to run multiple applications and services from a single platform thereby allowing them to maximise their investment and reduce implementation risk, sharing Tripleplay's belief in value for money.

Tripleplay is headquartered in London, UK, and has offices in Massachusetts in the USA, Sydney in Australia and Barcelona in Spain.

### **The Story So Far**

Founded in 2002, Tripleplay quickly established itself by providing cost effective, reliable and feature rich products. Quality, extensive support and simplicity of operation are paramount within the company's design philosophy and this approach has led to contracts with an impressive "Blue Chip" customer base spread across the globe.



Tripleplay have customers like the Ritz hotel in Paris, Chelsea Football Club in London, hospitals etc. For more information, please go to [www.tripleplay-services.com](http://www.tripleplay-services.com).

At EC we have an agreement with Tripleplay so for all interested in knowing more please contact one of our Partners, closest to you and we help you with any question.

---

**If you want to apply for equity or loan, please contact one of our Partners or go to our website for more information – and return the EC CIS, - to be found under funding, - to us!**

**LJ Myrtroen**  
**Senior Partner & Founder**