



SOFI - Swiss Organisation for Facilitating Investments

Promoting Investment - Fostering Development

Luzern
October 23, 2006

SOFI - Purpose

- Created in 1997 on the initiative of the State Secretariat for Economic Affairs (SECO)
- Promote **investments** in developing and transition economies
- Enable the transfer of capital, technological expertise and managerial know-how through this process
- Provide firms with a full range of services they require to meet the challenges of investing in foreign markets
- 20 employees in Zurich with partner organisations and delegates in target countries

SOFI - Services

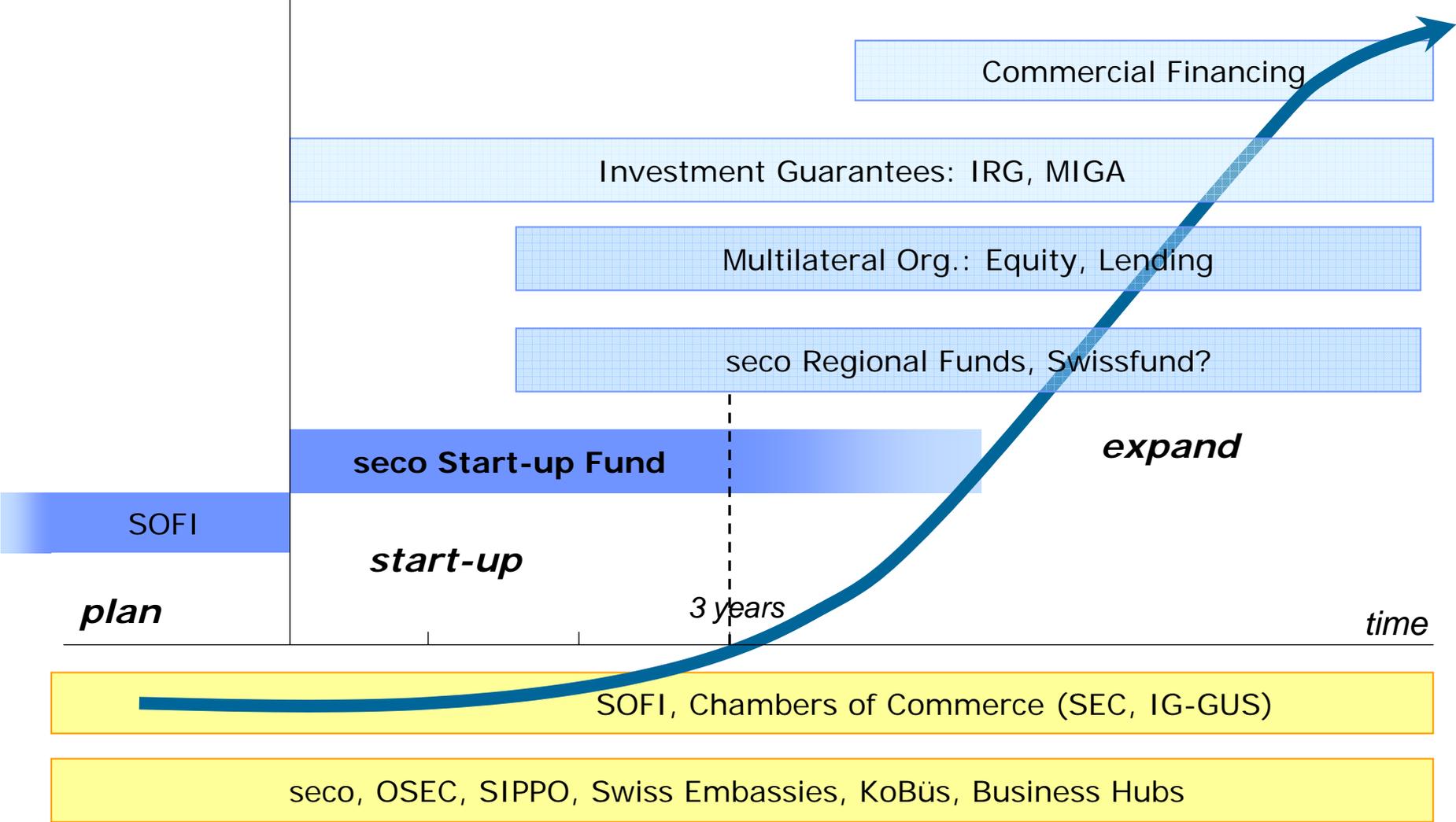
“From the birth of an investment idea...to the implementation of an project”

- Promote „the idea of investing“
 - Seminars; Business missions; International investment promotion initiatives
- Supply information
 - Political, economic and legal environment; Investment opportunities
- Forge partnerships
 - Identify, screen and select business partners; Conduct due diligence;
Support both sides in joint project negotiations
- Provide consulting services
 - Investment & market entry strategies; Business plans; Search for funds
- Support implementation
 - Financing through Start-up Fund; Technical assistance and capacity building;
Monitor, control, trouble-shooting

Countries of Activity



Start-up Fund as a SECO Instrument



SECO Start-up Fund : Conditions

- Investment within first 3 years of project
- Loan up to 50% of project costs,
up to a maximum of CHF 500'000
- Borrower (preferably) Swiss resident
- Interest SEBR + 2% (+ 1% per year)
- Repayment within 3 to 5 years

SOFI & Start-up Fund : Agro & Food Projects (i)

Projects	Country	Bio certifications
Mangos - processing	Burkina Faso	Fair trade
Mangos - cultivation	Ghana	Fair trade
Papayas - cultivation	Ivory Coast	
Green plants - cultivation	Ivory Coast	IP
DNA synthesis and sequencing	South Africa	
Coffee beans - cultivation, processing	Tanzania	
Dates - processing	Tunesia	Demeter, FT
Spices, herbs, tea - processing	China	
Roses - cultivation	India	
Raspberries - production	Vietnam	
Meat - processing	Vietnam	

SOFI & Start-up Fund : Agro & Food Projects (ii)

Projects	Country	Bio certifications	Projects	Country	Bio certifications
Beech wood - processing, manufacturing	Bulgaria		Wood products - processing	Argentina	Stuartship C.
Mineral water - production	Georgia		Shrimps - production	Brazil	Bio
Sour cherries - production	Hungary		Soybeans - processing	Brazil	Bio, FT
Cucumbers - manufacturing	Romania	Bio	Pineapples - production	Costa Rica	Fair trade
Milk - processing	Romania		Scallops - processing	Peru	Fair trade
Spices - processing	Romania		Wood products - manufacturing	Peru	Stuartship C.
Dairy farm - milk processing	Russia				
Pig farm - production	Russia				
Fish - processing	Russia		29 Projects; credits disbured 6.5 million CHF (270'000 Fr/project)		
Potato chips - production	Russia				
Grapes - production of wine	Russia	IP			
Chickens - production, meat processing	Serbia				

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Africa and the Middle East

Adding Local Value to Natural Resources
through International Investment

June 19-20, 2007

Kongresshaus
Entrance: Claridenstr. 5
Zurich, Switzerland



- Adding Value to Agricultural, Mineral and Forest Resources
- Investing in Up-and-Coming Tourist Destinations

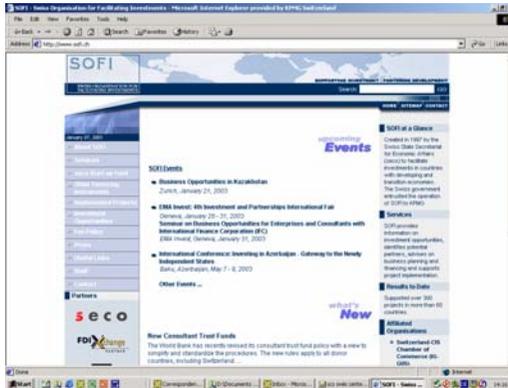
- *Returns against risks*
- *What specific regional opportunities exist?*
- *What investment instruments can support you?*

For additional information please visit:
www.swissinvestforum.ch

SOFI
SWISS ORGANISATION FOR
FACILITATING INVESTMENTS

More about SOFI...

www.sofi.ch



Information about events, services, financing instruments, investment opportunities, useful links etc.

www.sofipro.ch



Information about SOFI-supported projects.