## III. ESSENTIAL INGREDIENTS FOR SUCCESS

- 1 Is the project likely to be viewed as sufficiently financially viable to secure the needed financing
- 2 Is the Host Government committed to undertaking the project and is there a strong need for it (good public support)
- 3 Have you secured a strong champion to assist in getting relevant home government support
- 4 Are the project sponsors credible and credit worthy. Also, has an operator with a good track record been secured for the franchise
- 5 Has the allocation of risk (set out previously) been agreed upon by the various parties

## IV. ADEQUATE ATTENTION TO INITIAL SET-UP ACTIVITIES

- 1 Have well qualified advisors been appointed at the outset to handle legal, financial and risk issues
- 2 Has an information memorandum been prepared to prove that the project is viable and to attract lenders/participants
- 3 Has a finance plan been prepared to demonstrate that the sources of finance have been considered
- 4 Has a security package been prepared to establish the means of security, its effectiveness and allocation
- 5 Have resources been assigned to maintain close liaison with Key Decision Makers and negotiate the structure of the deal

NOTES

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