

RECOMMENDATION LETTER

19 August, 2020

To whom it may concern:

Agriculture and Finance Consultants (AFC) GmbH has been implementing the Technical Assistance for the EIB "Fruit Garden of Moldova" credit line for private sector investments into Moldovan horticulture since May 2018. From the onset, **Proconsulting** LLC has been our implementing partner for the provision of business development support services for project beneficiaries eligible for EIB financed loans, i.e. horticultural producers and enterprises of connected industries. The support services of Proconsulting have included the following activities:

1. Introducing potential beneficiaries to the financial and technical assistance opportunities under the FGM Project drawing on the company's manifold contacts within the horticulture value chain, identification of eligible individual and cooperative candidates that have promising bankable potentials, and advising them whether the opportunities provided by the FGM Project tally with their short-term and long-term interests.
2. Assistance in feasibility analyses of proposed business ideas, modelling of various business options, benchmarking with the best technical practices in the sector, and advisory in planning marketing approaches to match demand trends.
3. Assistance in the analyses of recent financial statements, coaching in improving financial reporting to meet the requirements of the banks participating in the FGM Project. Advisory support for the selection of assets to be used as guarantees to form the required collateral.
4. Assistance in the elaboration of project proposals and loan application packages, including business plans, as well as negotiation support to obtain financing from the participating banks ("financial brokerage").
5. Support in obtaining all necessary approvals of the Moldovan side of the FGM Project (PIU) as well as the of EIB for the loans requested.

Proconsulting demonstrated technical and professional expertise in the implementation of the contract with us and we recommend the company and its team for any business consulting and management training programs.

Sincerely,

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