Global Lab 2020 Project Information

<table>
<thead>
<tr>
<th>Company</th>
<th>Capital Safi – SAFI S.A.</th>
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<tr>
<td>Industry</td>
<td>Investment Management</td>
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<tr>
<td>Location</td>
<td>La Paz, Bolivia</td>
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<td>Web</td>
<td><a href="http://www.capitalsafi.com">http://www.capitalsafi.com</a></td>
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**Company Background**
Capital Safi manages four close-ended funds totaling US $425 million in assets as a B2B operator. All funds are invested primarily in alternative assets, with local private debt the most important. One of the funds invests offshore across several asset classes. Private debt within The company feels the need to enlarge the operations offshore and take advantage of its higher value service portfolio.

**Key Deliverables**
Develop a business plan to position SAFI as a market leader:
- Identify the core strengths of the company and build a strategic plan around this, so as to be able to attract talented employees, partners, and new prospects;
- Identify key areas of the business that may require transformation, new focus, and improved effectiveness;
- Recommend strategy to secure funding for expansion initiative both within and offshore;
- Explore Columbia and Costa Rica as two new offshore markets for the company’s expansion.

**Preferred Skills/Industry Experience**
Strategy, Marketing, Entrepreneurship, and Finance

**Travel Location**
La Paz, Bolivia, and Columbia
La Paz, Bolivia, and Costa Rica

**Travel Commitment**
Begin in-country work: Tuesday, March 17th
End in-country work: Thursday, March 26th