



We are committed to productive, responsible forest investments. Our belief is that sound business principles can be applied to sound forestry practices; resulting in a better world and a profession we can be proud of.”

Specialties of World Forest Investment, Inc.

- **Due diligence for forest investments around the world.** We are often asked to perform the necessary and research and field work for potential investments. Our work is very efficient in time and expense. Our assets include a wide network of experts and professionals around the world that are brought in on an as-needed basis.
- **Evaluations of forest investment opportunities.** Our evaluations are designed to be effective and efficient and come from the perspective of operations experience and honest perspective.
- **Forestland Transactions.** We have the ability to follow through on closings and the important details of title, verification, and various land issues.
- **Forestland Brokerage.** Licensed in Oregon and Washington, with experience in other countries, this service is offered to our clients who desire to be represented by experience, practicality, and a wide network of contacts. Our responsibility is to protect the interests of our client and obtain superb financial results.

More detail on services offered below:

CONSULTING SERVICES

With deep experience in the Pacific Northwest, we can offer a variety of method to enhance the profitability of forest operations. Our niche in this business is our flexibility and nimbleness to apply efforts where it is need the most. We are proud of our record for efficiency and focus on the project at hand.

Many projects overseas call for efficient preview and analysis to determine feasibility and to do so in a timely manner. *World Forest Investment* has experience in several countries and can facilitate the decision-making process.

Some of our recent projects outside of the United States include:

BRAZIL: Brazil, because of the many opportunities there, has been the primary Latin America focus of World Forest Investment, Inc. for the last several years. Experience has been primarily in eucalyptus plantations, but also includes pine forests and the native forests of the Amazon basin. Focus has been on due diligence, land procurement, and evaluation of forestry assets in several Brazilian States.

COLOMBIA: We have recently co-sponsored very successful forest investment tours to this country and have gained valuable information and contacts. Colombia is very investor friendly and has many financial incentives to make the investments more attractive.

ECUADOR: Working with a local landowner; marketing teak plantations. Opportunities are sporadic and usually on a smaller scale.

CHILE: Recent work has included the due diligence and market valuation of hardwood forests in the south part of the country and pine and eucalyptus plantations in the central region.

CANDADA: Due Diligence and appraisal work in British Colombia, New Brunswick, and Quebec. Forestland marketing on Vancouver Island.

MOZOAMBIQUE: A recent assignment was the evaluation and assessment of a newly formed forestry company in the northwestern part of the country. Financial models were developed for analysis and commentary was given quality of operations.

FORESTLAND BROKERAGE SERVICES

Most larger tree farms have opportunities to increase financial return by selling, buying, or trading the real estate. The key to success is finding the niches that realize more value. We are very experienced at valuing, negotiating, and marketing forestland. Real Estate services also include improving the value of the property through negotiations of access, implementing a non-timber products program, and dealing with nuisances. Licensed for real estate brokerage in Oregon and Washington.

Mark Willhite has been licensed in both States for about 20 years and has been the primary broker on over \$500,000,000 in forestland transactions.

For an example of a small tract marketing program, click here:

www.WorldForestInvestment.com/aloha

FOREST INVESTMENT ANALYSIS:

Based on a broad experience; *World Forest Investment* has the capacity to quickly and efficiently determine market values and feasibility forestland properties. Just as importantly, the analysis needs to also incorporate the client's point of view and specific value to them. We use a combination of comparable sales analysis and discounted cash flow, and then compare to the specific needs of the investor.

LIST OF CLIENTS

LandVest Inc: forestland brokerage in Washington State
The Forestland Group: Due diligence in Brazil and Chile
International Woodland Company: Copenhagen-work in Mozambique
Port Blakely: land appraisal, brokerage
Obsidian Finance Company; property evaluations, forestland brokerage
Forest Systems: appraisal, land issues, and real estate brokerage
Ranier Evergreen: appraisal, investment analysis
Edgerton Family: research on property in Guatemala
Merrill & Ring: land use issues, forestland appraisal, and negotiations
TimberWest: appraisal and investment analysis of forestland
Investco: appraisal, investment advice, and negotiations
Norb Wellman: appraisal, negotiations
Olympic Resource Management: forestland brokerage
Forest Investment Associates: due diligence, inventory validation
Per Holten-Anderson: forestland appraisal, investment analysis
Wells Fargo: forestland investigation and brokerage
Perry & Winegar, Attorneys at Law
Private Investors: appraisal, brokerage services
US AID/MIDAS/ARD Colombia: Forest Investment Tour

LIST OF REFERENCES

Below is a list of contacts that I have done work with in the past and can be contacted directly.

Kelly Droege: International Woodland Company
Ewen Rose: Obsidian Finance Company
Manoel de Freitas: Private forestry consultant in Brazil
Tim Cedarland: private forestland owner 253-549-5515
Evert Challstedt: Washington Dept. of Natural Resources 360-902-1605
Robert Flynn: RISI 253-565-4846
Hamish Kerr: TimberWest 604-654-4561
Joe Kosak: Weyerhaeuser 360-414-3411
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