



**Matchmaking registration form
Green Hydrogen in Uruguay**

Institution or company name	 CAM – Consultoria Abierta de Mercado		
Institution webpage	https://www.consultoriabierta.com.ar/		
Other web sites of interest			
Contact (person, email, phone...)	José Racana; jose@consultoriabierta.com.ar ; +54 9 11 4470-4922		
Additional contact (person, email, phone...)	Enrique Martínez; enrique@consultoriabierta.com.ar ; +54 9 11 6598-3566		
Type of institution (please select all that apply)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/> PRIVATE
Short description of your institution/company:			
With more than 35 years of experience and extensive knowledge of the financial sector dedicated to the management of business loans, we are specialists in developing financial strategies to improve and enhance the growth and development of companies in different sectors: Meat Processing, Leather tanneries, Renewable Energies, Beauty, Agribusiness, Lithium. We are able to negotiate with the most important financial institutions in several countries, with excellent relationships at the managerial and operational level. This allows us to provide quality services with a high degree of effectiveness thereby guaranteeing the best credit conditions for our clients. Our way of working does not require a retainer fee, except in cases where the company hires us to improve information systems. We sign Mandate agreements to seek financing and charge our client in case of success.			
Your institution provides (please select all that apply)	<input type="checkbox"/> products	<input type="checkbox"/> services	<input checked="" type="checkbox"/> X
Short description of your relevant market, i.e. your relevant product/service and geographic market:			
Our work covers the entire process, from understanding the client's needs, assembling the file, and leading the negotiations with financial institutions to process and obtain the necessary financing. We help to manage the financing that best suits the needs of each company, for the continuity and growth of their businesses. Our area of coverage is mainly LatAm, but we also do businesses with companies in Europe and UAE. Financial products we usually manage for clients are: Re-profiling of Financial Debt; Financing of Working Capital; National and international factoring; Project Finance; Leasing; Imports and Exports Financing. We also hel			

Area(s) of activity (please select all that apply) in connection with Green H2				
		Renewable Energy		Transport
Logistic				Finance X
				Risk Management
Expertise areas (please select all that apply)				
R&D		Technology transfer		Technology developer
Technology end-user		Technology supplier		Investor
		Banking/Finance knowledge	X	
Main technological capacities and facilities				
Finance & Business Plan				

About the partner(s) you are looking for

Where are you looking for a partner (please select all that apply):				
In Uruguay	X	Abroad	X	
Looking for partners in the area(s) (please select all that apply)				
		Renewable Energy	X	Transport
Logistic		Industrial	X	
		Minning (Lithium)	X	
What kind of partner(s) are you looking for				
The one that have need of funding to either start-up or scale-up their business of Infrastructure, Industrial and/or Renewable Energies				
Which capacities and/or facilities are you looking for				
Local or international companies in the infrastructure, Industrial, Lithium extraction and/or Renewable Energies				

Date: 08/10/2021