



JEBSEN & JESSEN
Financial Solutions

Our Services as General Exporter and Consolidator

- Consolidating several purchases under **ONE credit facility** and **ONE ECA** (or Multi ECA if needed), making the project bankable and thus enabling the buyer to obtain **ONE long term credit tenor** with favorable terms and conditions and maximizing the eligible amount for ECA financing
- Structuring and preparing the project to the respective ECA, thus **executing the application process** and **financial coordination** with the respective ECAs and banks
- Executing all **purchase contracts**
- Providing **logistical services** by sea, land and air
- **Negotiations** in English, German, French, Spanish, Portuguese, Russian and Chinese possible

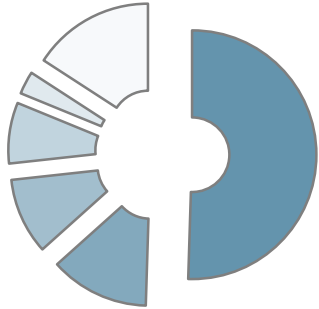


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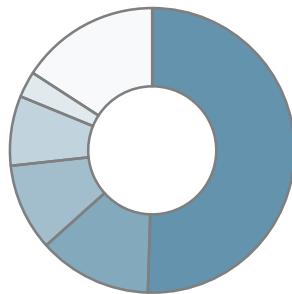
Case study: Project feasibility by involving JJFS as General Exporter



Without
JJ Financial Solutions



Germany (9 supplier)	Italy (4 supplier)
China (5 supplier)	France (4 supplier)
Taiwan (2 supplier)	Local (6 supplier)

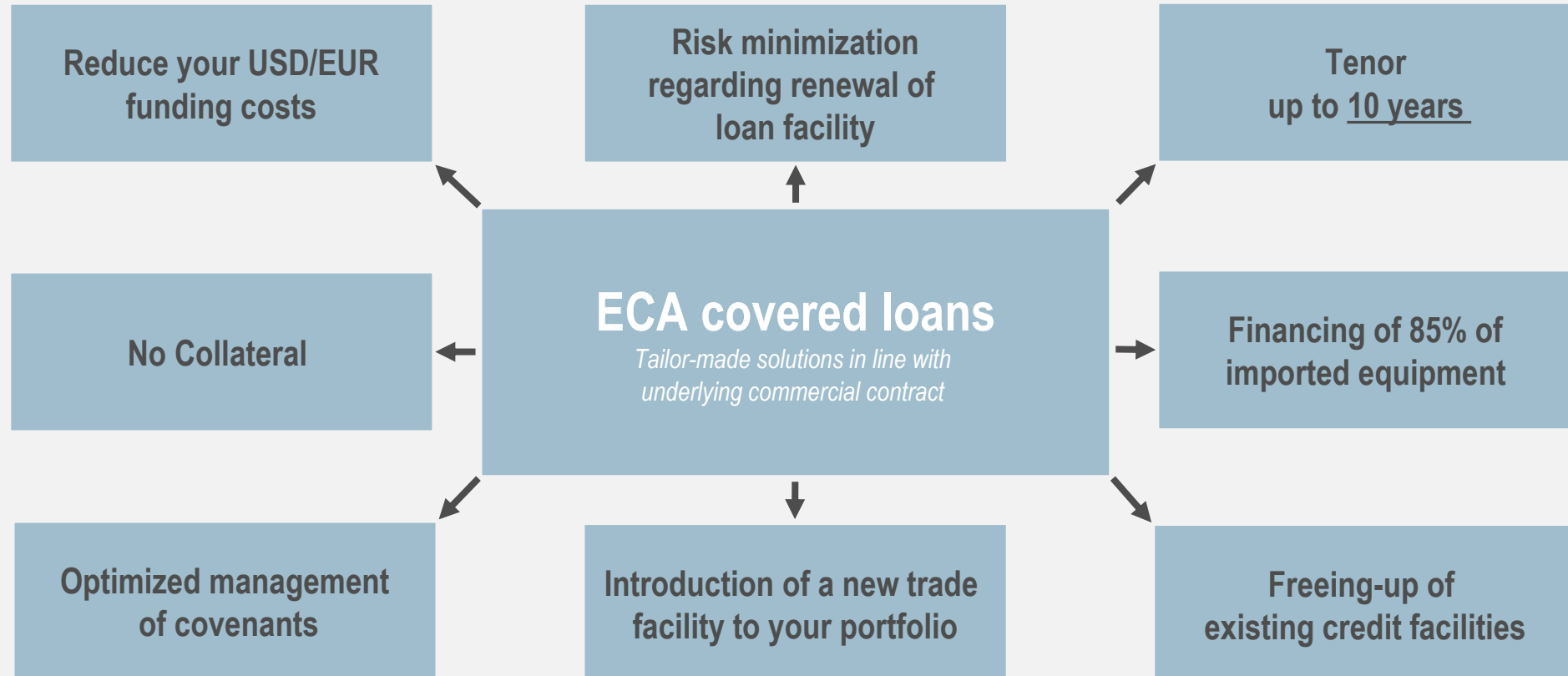


One sales contract
with JJ Financial Solutions

- The total equipment package **cannot completely be financed under ECA cover due** to significant mix and diversity of origin, too many manufacturers and involvement of local content (top chart)
- Engaging JJ Financial Solutions, or one of its affiliated companies, as General Exporter will provide a **One-Stop Solution** (bottom chart); including among others:
 - **Advisory** on structuring the financing
 - **Selection and introduction** of financing partners
 - **Negotiating and preparing** the complete ECA application
 - **Bundling** ALL supplies under ONE ECA cover and ONE loan agreement, thus obtaining ECA covered financing at more attractive interest rates with longer tenors, including local deliveries
 - **Execution** of all purchase contracts, thus reduction of internal workload and improvement of own productivity



Advantages and benefits of ECA covered loans for Bank-Shopping-Lines



General requirements for ECA covered financing solutions

- **Financial information of the last 3 years** according to IFRS (in selected cases local accounting standards accepted) with **satisfactory KPI** as basis for a credit decision by the financing bank
- **List of the equipment** to be imported and financed;
general amounts and mix of origin needed only, however this should include information on local content as well
- Sufficient **structuring time needed**
- **Short project description:**
(project details; expansion; main target of the investment; short description of market strategy)
- **Down payment of 15 % of the total contract value** of the underlying commercial contract mandatory for ECA covered financing

