



Ferrostaal Financial Solutions

A company of the Jebsen & Jessen Group



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Jebsen & Jessen

At a glance





Jebsen & Jessen

Global Presence



7,100
employees



80
countries



€2,1 bn
assets



€3,1 bn
turnover



Jebsen Group

Consumer • Industrial • Beverage •
Motors • Logistics • Capital

Jebsen & Jessen Hamburg

Textiles • Chemicals • Garnet • Metals
Financial Solutions • Transportation

Jebsen & Jessen South East Asia

Cable Technology • Ingredients •
Life Sciences • Material Handling •
Packaging • Technology

GMA Garnet Group

Mining • Processing • Recycling

Triton Textile Group

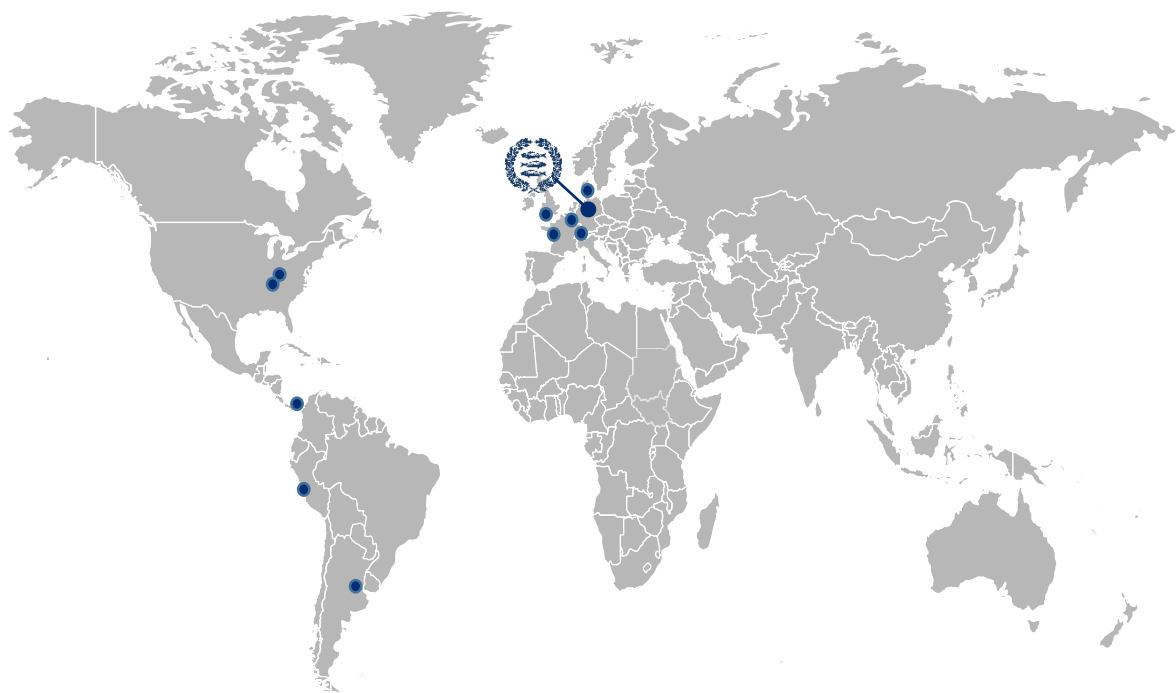
Textiles

JPJ Invest

Investment

Jebsen & Jessen Hamburg

Fast facts



551
employees



€885mn
turnover



3k+
customers



80
countries



40
warehouses



1k+
tCO₂ offset





Jebesen & Jessen - At a glance

Development history



Jacob Jessen and Heinrich Jessen co-found Jebesen & Co

1895



Re-establishment of the trading house in Hamburg after WWII

1951



Jebesen & Jessen (SEA) ASEAN

1963



GMA Garnet (Europe GmbH) is founded for garnet sand distribution

1991



Acquisition of L.E.G. for textile logistics integration

2007



Acquisition of a majority stake in Brands Fashion

2016



International branches are established in Argentina, Panama and USA

2017

1909

Jebesen & Jessen Hamburg, Germany



1960s

Triton Textile was established



1984

Jebesen & Jessen Hamburg changes to a limited partnership



2001

Garnet Int. Resources acquires sand mine in Australia



2011

Acquisition of Ruhr-Petrol for petrochemical distribution



2016

New group structure is established



2020

Integration of Ferrostaal Transportation, Financial Solutions and Metals into Jebesen & Jessen Group





Ferrostaal

Financial Solutions

Targets and strategic positioning

Export finance solutions covered by worldwide ECAs

- Service provider for **importers** and **investors** around the globe
- Service provider for **OEMs**:
Ferrostaal Financial Solutions is intermediary for numerous machinery and plant manufacturers and suppliers. Besides focusing on technical solutions, there is a growing demand for financing expertise
- Service provider for **banks, financial advisors** as well as **industrial and trade associations**:
 - Constantly increasing demand to involve Ferrostaal Financial Solutions (FFS) as General Exporter / Consolidator into projects; focused on transactions with numerous OEMs
 - In particular, banks and financial advisors are looking for the involvement of FFS as General Exporter / Consolidator in order to support their key accounts in international business with attractive financing solutions



Ferrostaal Financial Solutions

Expertise & Awards



- As a specialized service and solution provider for **Structured Export Finance Transactions**, Ferrostaal Financial Solutions has **decades of experience**
- We have successfully completed **hundreds of projects** on ECA (Export Credit Agency) and PRI (Private Risk Insurance) covered basis
- Our dedicated **Export Finance Specialists** are located in Germany, France, Latin America and South-East Asia, they are supported by our specialized teams from **Procurement, Project Execution, Legal and Credit Management**, centralized in Germany
- Ferrostaal Financial Solutions and its subsidiaries have won several awards over the past years. Especially our knowledge and performance in
 - **Multi-Sourcing** transactions,
 - **Hybrid-Financing** and
 - our activities in **challenging markets**

are recognized by the global export finance community



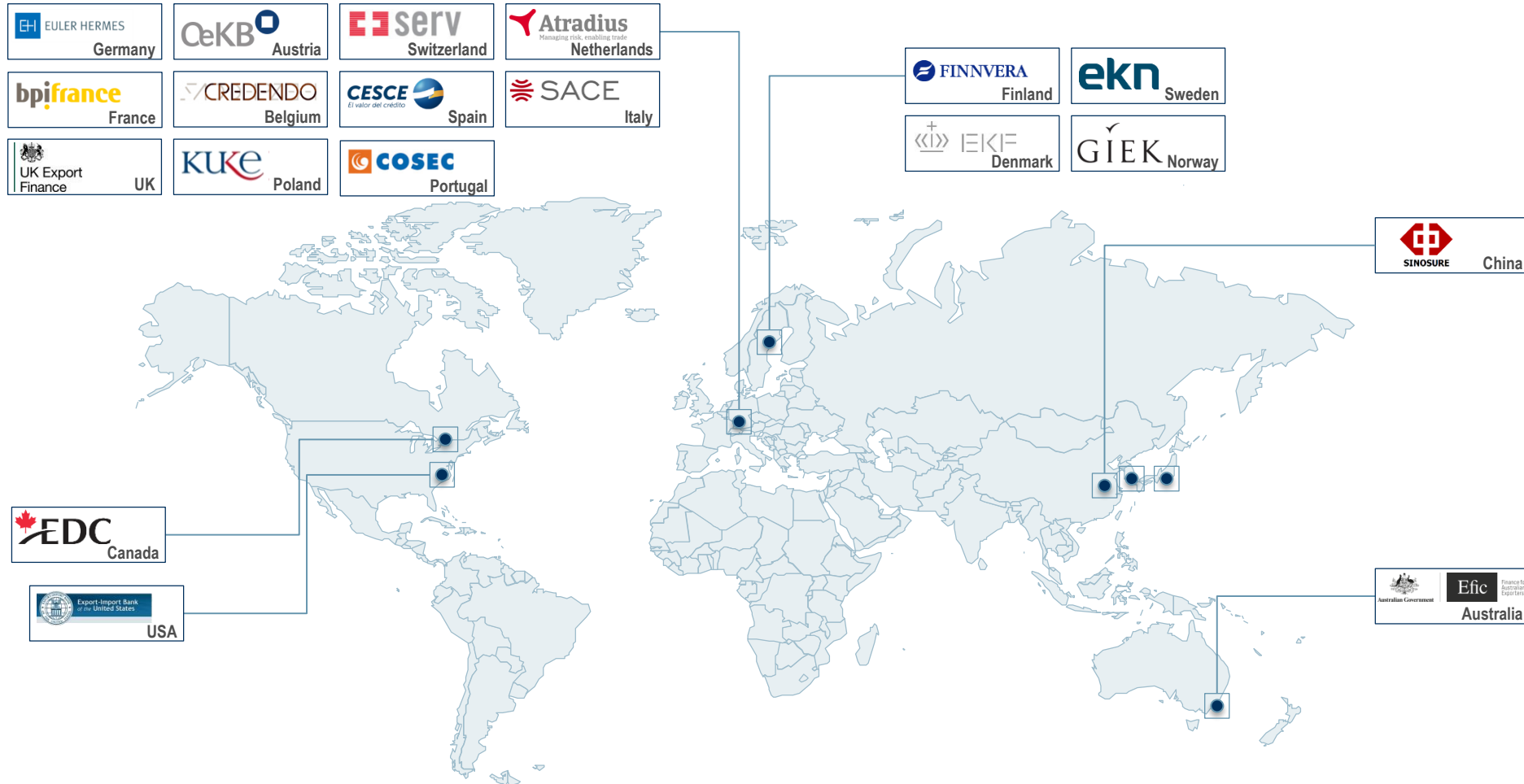
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Excellent relationships with international banks



Ferrostaal Financial Solutions

Excellent relationships with major ECAs



Opportunities for cooperation with  and 



Advantages and benefits of ECA covered loans compared to loans in local currency:

ECA covered loans

Tailor-made solutions in line with underlying commercial contract

- **Longer tenors** (*up to 18 years*)
- **Financing of 85% of imported equipment** (*plus some local content*)
- **Freeing-up of existing credit facilities**
- **Introduction of new banks to portfolio**
- **Risk minimization regarding renewal of loan facility**
- **Optimized management of covenants**
- **Lower interest expense**
- **Negative pledge or pledge on the imported equipment only**

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



Ferrostaal Financial Solutions

One-stop Solution





Ferrovial Financial Solutions

Our Services

Ferrostaal Financial Solutions

USPs

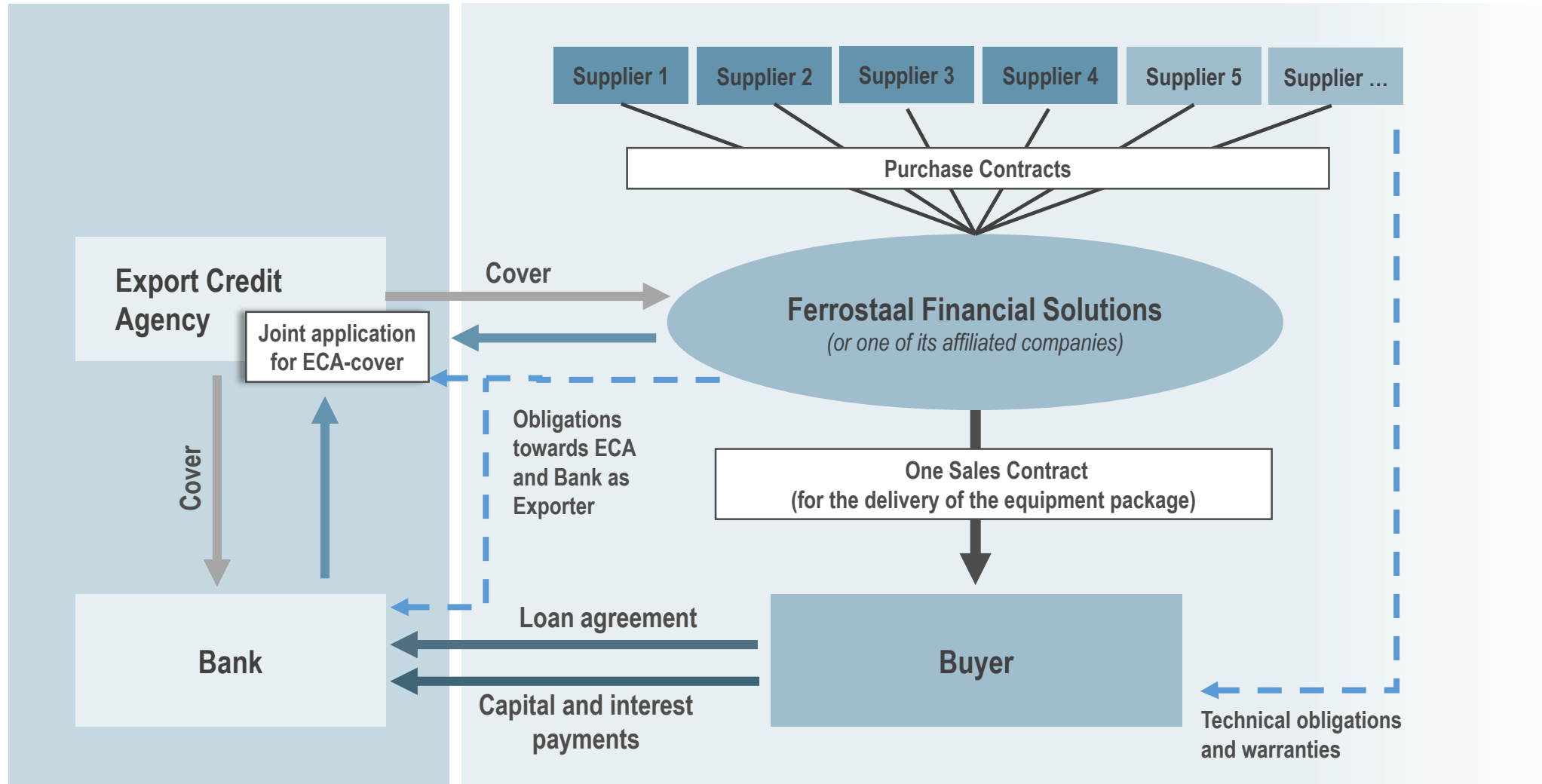


- Ferrostaal Financial Solutions (FFS) structures and executes **ECA covered financing solutions** for long term investments
 - **Technical Solutions and Turnkey Supplier** of e-buses and rolling stock
 - **Technology and OEM independent provider of financial solutions** based on ECA / PRI coverage
 - Well experienced ECA financing experts
 - Excellent relationships with international reputed and well respected banks
 - Covering all leading ECAs around the globe
 - **One-Stop Solution** offered for trade flows and investments around the globe



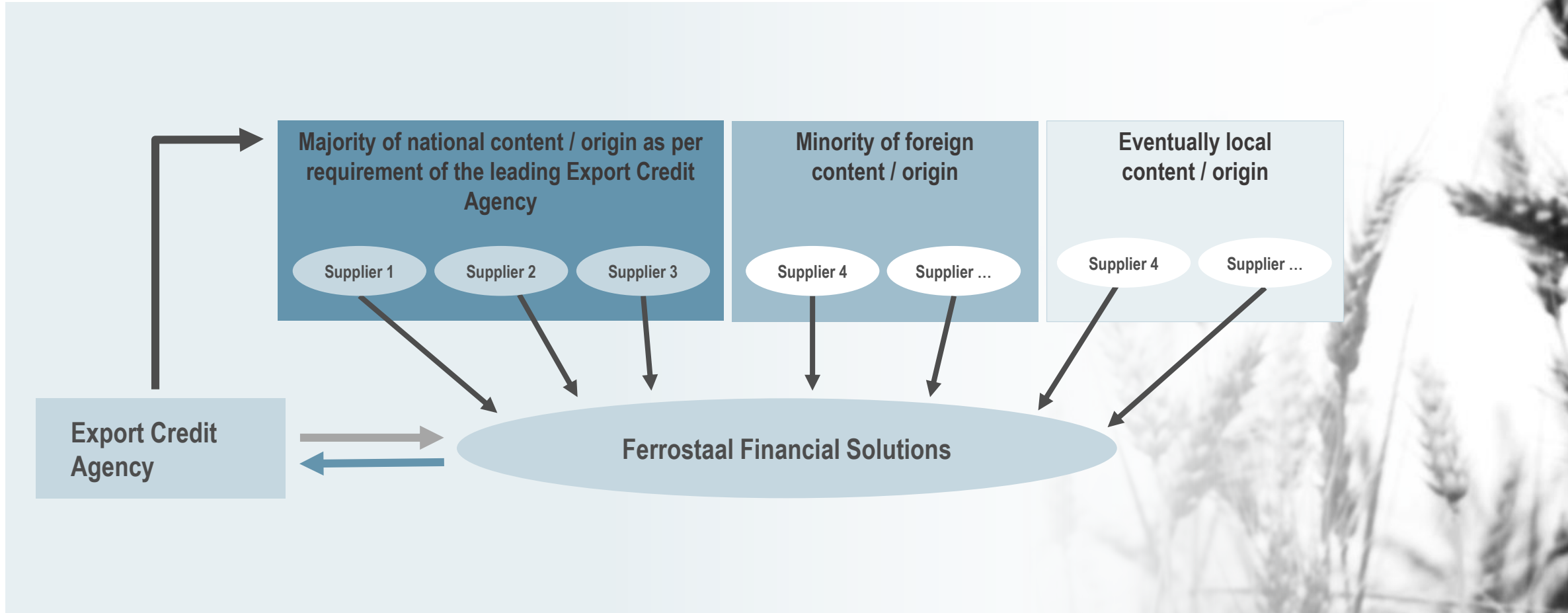
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Business Model Scheme



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Split of origins / local content



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



Our Services as General Exporter and Consolidator



Ferrostaal Financial Solutions does not interfere:

- In the technical procurement process of the buyer and in his decision on the selection of the “right” technology
- In warranties and performance guarantees to be given by the manufacturer(s) to the buyer
- In delivery schedule and logistical services (unless explicitly requested and agreed upon)

Your benefit:

With our support and involvement in the commercial procurement process and structuring of the financing, the buyer can obtain financing for several purchases with ONE sales contract only, ONE loan agreement, ONE ECA coverage (or Multi-ECA coverage) and with a long repayment period at advantageous terms and conditions. Thus, the amounts financed under ECA cover can be maximized and the financing structure can be optimized.



Our Services as General Exporter and Consolidator



Warranties and Obligations:

- Ferrostaal Financial Solutions (FFS) is concluding purchasing contracts with each equipment manufacturer and one sales contract with the buyer according to Swiss law which is widely accepted in international business
 - Thus, warranties and obligations are concluded directly between manufacturer(s) and buyer
- Technical specifications / agreements between manufacturer(s) and buyer form an integral part as respective annex of our sales contract in order to reflect the corresponding warranty and obligation relationships
 - **Benefit for the manufacturer and the buyer:** direct handling of warranties and obligations
 - **Benefit for the bank:** FFS has no intermediary function in technical and guarantee matters between manufacturer(s) and buyer; therefore, no need for extensive guarantee facilities to be granted by ECA financing bank to FFS



Equipment manufacturer's benefits and added value for involving Ferrostaal Financial Solutions



- FFS develops and implements **financing concepts** for export finance solutions which are independent from product technologies
 - Realization of projects not only by technical competence, but also by providing tailor-made financing solutions
 - Enlarging the overall project by involving FFS and thus reaching minimum size for ECA covered loans
 - Realization of each manufacturer's individual project by financing a multi-manufacturer project and therefore having a competitive advantage
 - Each manufacturer will keep its individual brand name in the project
 - Risk mitigation by changing a (foreign) country risk into a (German) country risk under Swiss law
- Supporting the manufacturer to **increase worldwide sales and strengthen own footprint** by using Ferrostaal Financial Solutions' expertise for export finance solutions.





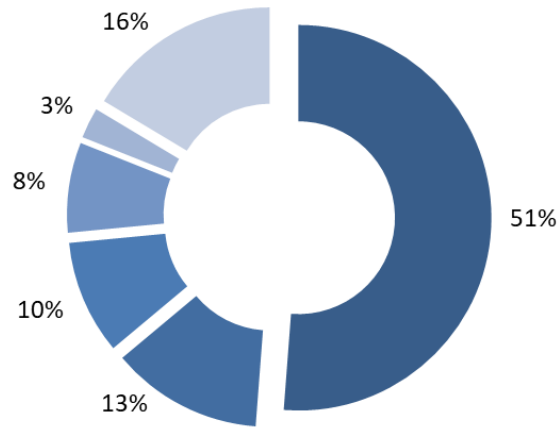
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Case Studies



Ferrostaal Financial Solutions

Case study 1: Total investment **WITHOUT** involvement of Ferrostaal Financial Solutions (1/2)



- **Germany: EUR 35,9m (9 suppliers)**
- Italy: EUR 8,9m (4 suppliers)
- China: EUR 6,7m (5 suppliers)
- France: EUR 5,3m (4 suppliers)
- Taiwan: EUR 1,8m (2 suppliers)
- Local: EUR 11,5m (6 suppliers)

Total investment: EUR 70,1m

Number of suppliers: 30

15% down payment, 85% ECA covered loan ECA covered Loan ONLY partially possibly, if at all!

Assumptions:

- Total investment: EUR 70,1m
- 30 suppliers from Europe and Asia as well as substantial local content
- Leading ECA: Euler Hermes

- The total investment will only be partially eligible for ECA cover due to

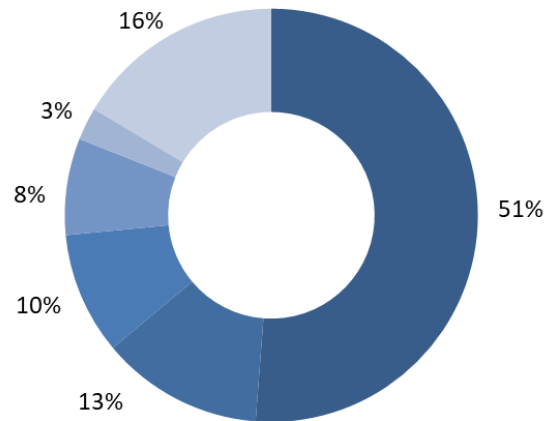
- significant mix and diversity of origins
- too many suppliers; banks not prepared to conclude 30 individual loan agreements (one for each supplier)
- involvement of local content

- Commercial loans / local loans at higher interest rates with shorter tenor will become inevitable and thus increase cost for total investment



Ferrostaal Financial Solutions

Case study 1: Total Investment **WITH** involvement of Ferrostaal Financial Solutions (2/2)



■ Germany: EUR 35,9m (9 suppliers)	■ Italy: EUR 8,9m (4 suppliers)	■ China: EUR 6,7m (5 suppliers)
■ France: EUR 5,3m (4 suppliers)	■ Taiwan: EUR 1,8m (2 suppliers)	■ Local: EUR 11,5m (6 suppliers)

Total investment: EUR 70,1m

Number of suppliers: 30

15% down payment, 85% ECA covered loan
ECA covered Loan of EUR 70,1m possible.

The assignment of **Ferrostaal Financial Solutions as General Exporter** will provide a **One-Stop Solution**; including amongst others:

- **Consulting** on structuring of financing
- **Strong track record** with financial institution providing ECA covered financing
- **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 **competitive interest rates** with **longer tenors**, including **local deliveries**
- **Execution** of all purchase contracts, thus reduction of internal workload and improvement of own productivity
- **One-Stop Solution only available with Ferrostaal Financial Solutions**



Ferrostaal Financial Solutions

Supplier's Credit

Supplier's Credit - Short term financing

in combination with a long term ECA covered buyer's credit

- Ferrostaal Financial Solutions (FFS) is able to offer **short term financing** based on a **Supplier's Credit**
- FFS grants payment terms for the import of consumables / raw materials to the buyer and each transaction is **payable up to 180 / 360 days after delivery** including the option to buy from any origin (except local) and from different manufacturers
- The short term Supplier's Credit is shown in the buyer's balance sheet as **accounts payable**

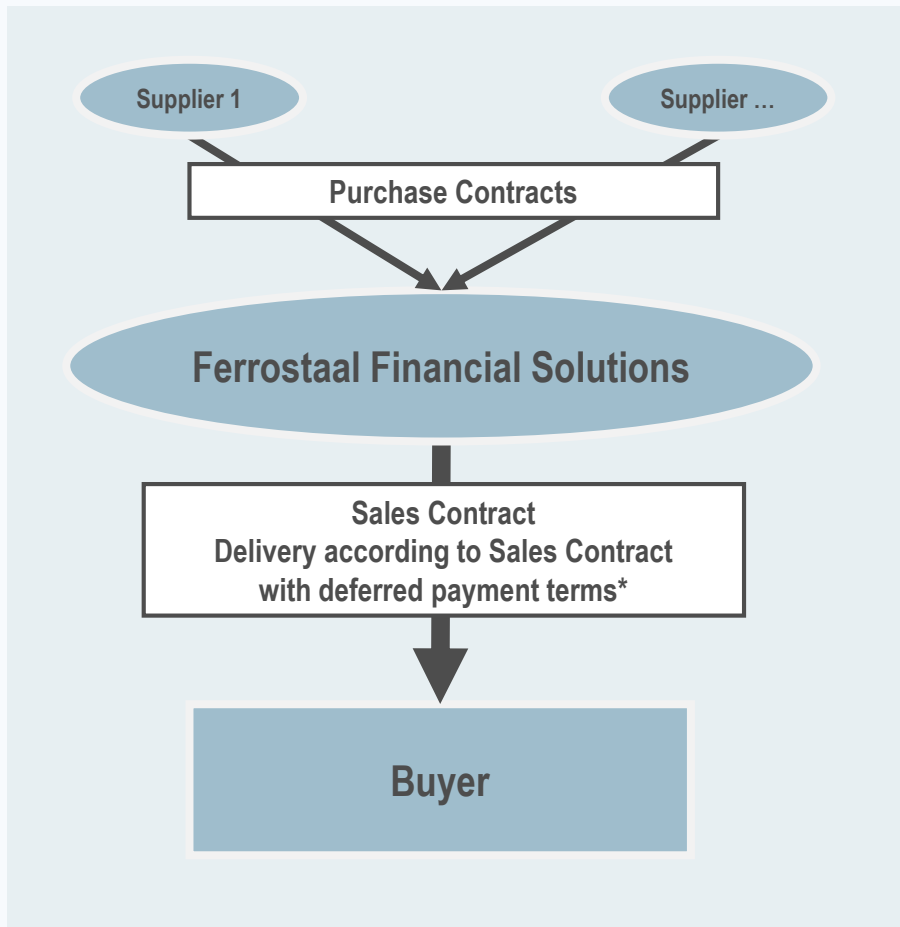
Benefits:

- Obtain **additional working capital** without using local credit facilities by increasing accounts payable
- Option of financing in the traded currency – for commodities often in USD – whereby the buyer benefits from natural hedging and thus **exchange rate risks** are minimized
- Payment terms can be granted for 100 % of the value of traded goods, i. e. **no down payment required**



Ferrostaal Financial Solutions - Supplier's Credit

Short term financing – business model scheme



*payment terms of up to 180 days for imports of any raw materials / commodities / consumables and up to 360 days for imports of fertilizers, agrochemicals, seeds and spare parts as well as small machinery are granted



Ferrostaal Financial Solutions

As General Exporter and Consolidator / Facilitator – Selection of executed projects

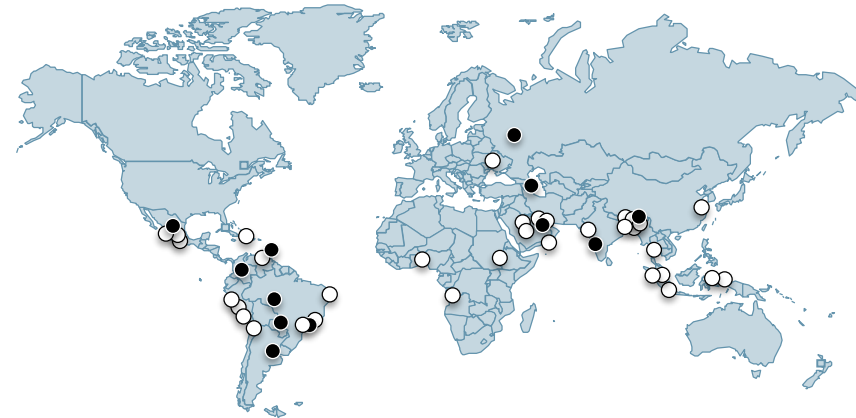
Power plant	
Project volume:	> USD 700m
Packaged suppliers:	FES as EPC contractor
Buyer's country:	Trinidad & Tobago

Bio Ethanol plant	
Project volume:	> USD 10m (USD 65m)
Packaged suppliers:	< 10
Buyer's country:	Paraguay

Food processing machines	
Project volume:	> USD 50m
Packaged suppliers:	> 35
Buyer's country:	Argentina

Complete line for truck tire production	
Project volume:	> USD 150m
Packaged suppliers:	> 20
Buyer's country:	Russia

Textile/Spinning line	
Project volume:	> EUR 10m
Packaged suppliers:	< 5
Buyer's country:	Mexico



Machinery equipment for packaging industry	
Project volume:	> USD 40m
Packaged suppliers:	> 5
Buyer's country:	UAE

Glass coating plant	
Project volume:	> USD 25m
Packaged suppliers:	< 5
Buyer's country:	Colombia

Spinning line for textile factory	
Project volume:	> USD 52m
Packaged suppliers:	> 25
Buyer's country:	India

Textile machinery	
Project volume:	< EUR 10m
Packaged suppliers:	> 5
Buyer's country:	Brazil

Housing project	
Project volume:	> EUR 10m
Packaged suppliers:	> 5
Buyer's country:	Brazil

Wind energy park, 50 MW	
Project volume:	> USD 120m
Packaged suppliers:	> 10
Buyer's country:	Azerbaijan

Machines for pharmaceutical industry	
Project volume:	> USD 50m
Packaged suppliers:	> 30
Buyer's country:	Bangladesh



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Your Contact



Ferrostaal Financial Solutions

In cooperation with



- ❖ **BK-Global provides concrete solutions to your investment needs through advice and management of financing programs for international credit agencies and institutions.**
- ✓ **In order to secure the best financial solution we highly recommend Ferrostaal Financial Solutions to provide competitive prices by bundling many suppliers into a single contract.**



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<https://www.jebesenjessenfamilyenterprise.com/>



Take a look at our image film!



The Groups Sustainability Report:

<https://www.jebesen-jessen.de/en/sustainability-report-2019/>

