



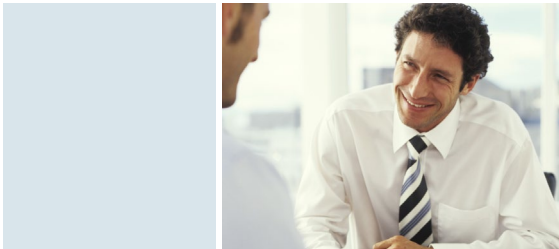
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Experience matters.



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Our services as General Exporter and Consolidator / Facilitator

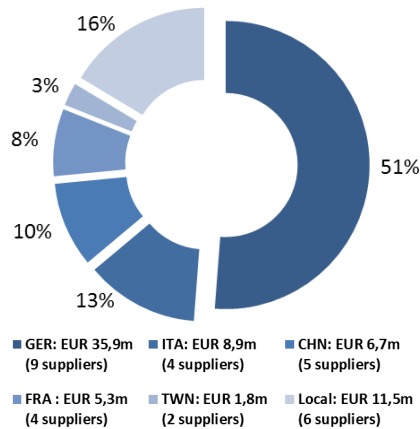


- Consolidating several purchases under **ONE credit facility** and **ONE ECA** (or Multi ECA if needed), making the project bankable and thus enabling the buyer to obtain **ONE long term credit tenor** with favorable terms and conditions and maximizing the eligible amount for ECA financing
- Structuring 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 sophisticated **logistical services** by sea, land and air including customs' handling
- **Negotiations** in English, German, French, Spanish, Portuguese, Russian and Chinese possible

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Case study: project feasibility by involving a General Exporter

Without Ferrostaal Equipment 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 Ferrostaal 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

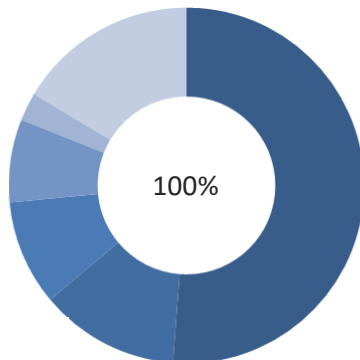
→ **Selection and introduction** of financing partners

→ **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

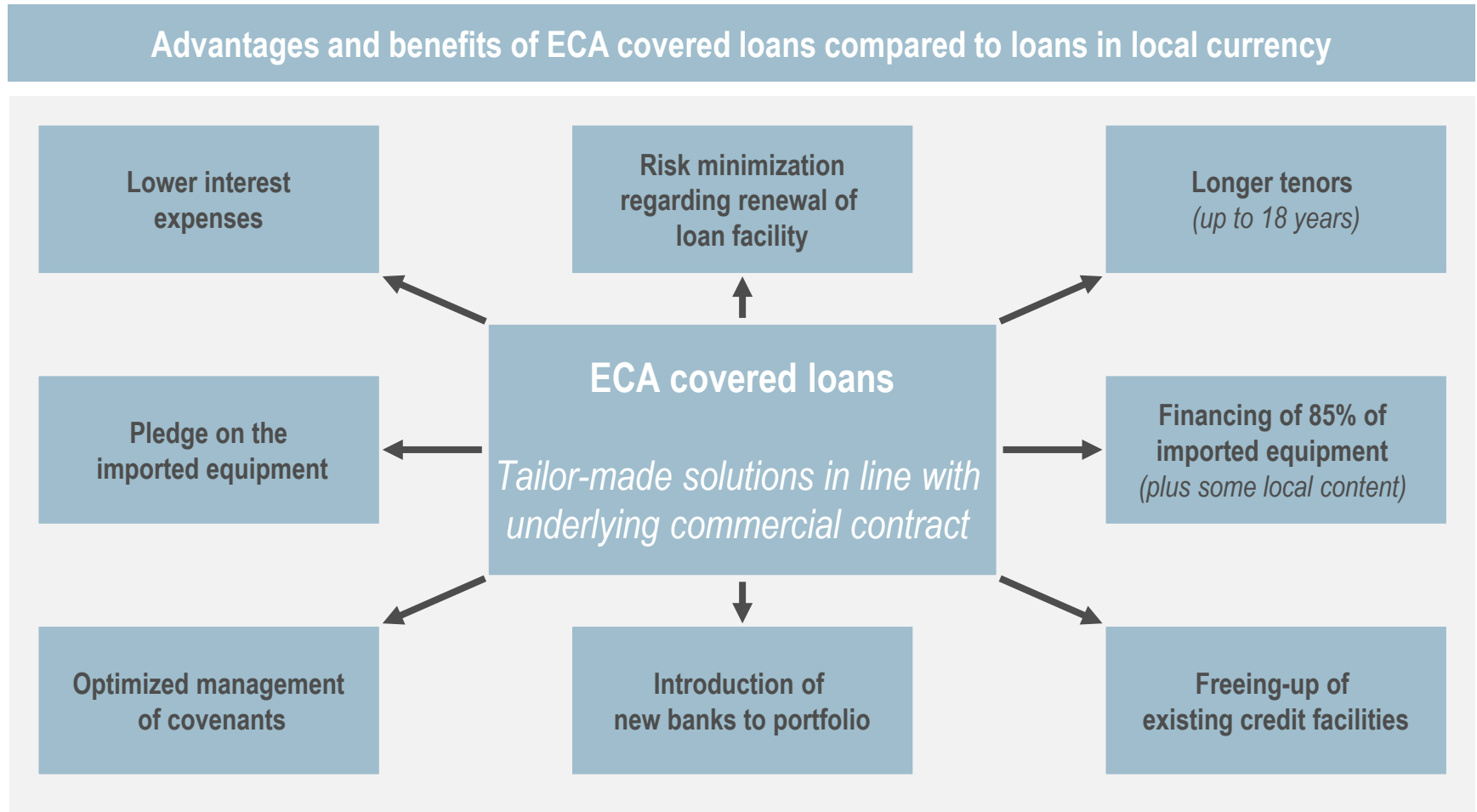
→ **Execution** of all purchase contracts, thus reduction of internal workload and improvement of own productivity

With Ferrostaal Equipment Solutions:



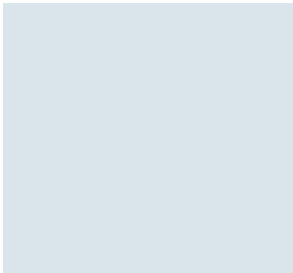
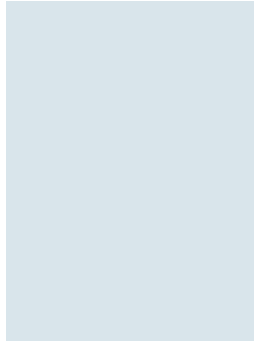
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Points to consider for the right financing decision



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General requirements for project feasibility study and ECA financing framework



- **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
- Our services usually unfold their full potential at a min. package size of approx. **EUR / USD 10 million**.
- Sufficient **structuring time needed**
- **Short project description**
(greenfield project; expansion; main target of the investment; short description of market strategy)
- **Framework of ECA financing** determines a min. 15 % down payment and max. 85 % credit volume of the total contract value, unified repayment schedules with comparable longer tenors, and sustainable lending policies among others