



ETC “Export Trading & Cooperation” ETC Services & Products

ETC
EXPORT, TRADING
& COOPERATION



Confirming House

Treviso, Italy
(EUROPE)



Guarantee Funds

Douala, Cameroun &
Cotonou, Benin
(WEST & CENTRAL
AFRICA)



Advisory & Networking

Douala, Cameroun
(CENTRAL AFRICA)



- **ETC - EXPORT TRADING COOPERATION** is a multinational group with **mixed shareholding** and **Swift Membership** active in the financial and interbank services sector to **support international trade (import/export) and investment projects with an exclusive focus in sub-Saharan African** markets through local presence and a proper risk assessment.

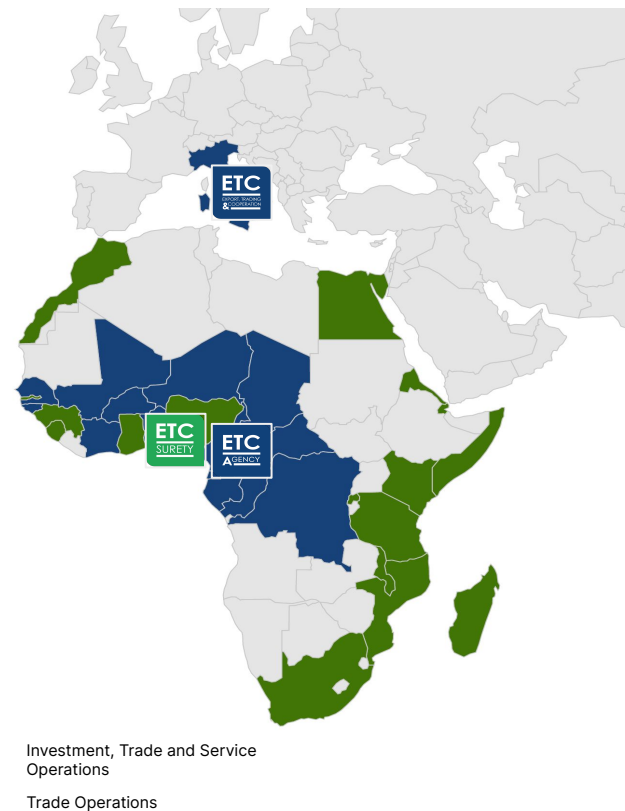
MISSION STATEMENT

“The Italian/European excellence to contribute to the growth of emerging African Markets”

Where are We?

- ETC organizational structure comprises companies both in **Europe** and in **Africa**, with headquarters in Treviso, Italy and operating subsidiaries in Cameroon and in Benin.

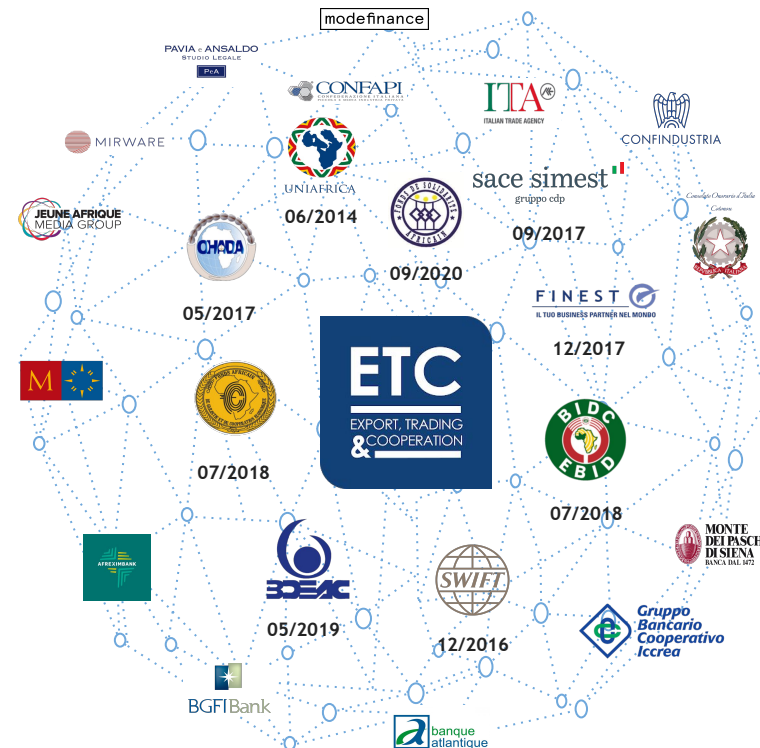
The activity of the holding company **ETC Invest S.p.A.** is the *"technical-financial management of international trade and investments"*.



An Extensive Relational Network

ETC Core Business

- ETC is able to perform an adequate assessment of each counterparty also thanks to its **extensive Network of international institutions and banks**, which also enables the group to **originate trading and investment opportunities** favouring the exchange between African demand and Italian/European supply and **facilitate the liaison between African and Italian/European Banks** through its own direct Correspondent Banking via SWIFT messages.
- The Group expansion has also been possible thanks the **strong agreements (a total of 32 active agreements)** with our capillary network of direct and indirect relations with international institutions and banks, who are **providers of Business opportunities & Deals** that the Group is able to seize and develop.



CONFIDENTIAL

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www.etcgroup.it



ETC BIC Code: ETCGIT2T

ETC “Export Trading Cooperation” is the one and only European group that *joins* together skills in **finance and supply chain management**, as well as for target region (Africa).

ETC is member of the **Swift Network** for exchanging authenticated messages with banks and others financial institutions around the world (i.e. documentary Letter of Credit, stand by LC, bid and performance bonds, others) and has built a direct correspondence with Pan-African and European banks and financial institutions, playing the role of a mitigant - *in a phenomenon called **De-risking*** - for the European banking system.



European Securities and
Markets Authority

ETC has a **Public Rating (B1+ Investment Grade)** published on the [European Securities and Markets Authority \(ESMA\)](#), with the aim of facilitating transactions in the financial markets in accordance with the international banking system

Banks have the advantage to define ETC's risk weighting on scientific bases in accordance with Basel II/III guidelines (Basel Committee)

ETC Business Areas & Products

INVESTMENT

The Group supports the development of Investment Projects in Africa by **issuing Payment Instruments and Guarantees in favour of Financial Institutions**.

ETC's Business Model is unique and includes:

- **Pre-feasibility and Engineering Validation**, as well as an Economic and Financial Evaluation of Investment Projects;
- **Project Risk and Mitigants Analysis** carried out through international brokers in the insurance sector;
- **Structuring and Management of Payment Instruments and issue of Guarantees** (Bid Bonds, Advanced Payment Bonds, Performance Bonds, Maintenance Bonds, Stand by letter of Credit).

Products :

- ❑ **Loan Individual Guarantee**
- ❑ **Loan Portfolio Guarantee**
- ❑ **Debt Restructuring Guarantee**
- ❑ **Equity Guarantee**
- ❑ **Bank Fundraising Guarantee**
- ❑ **Supplier's Credit Long Term**

TRADE

The Group is able to **identify the demand and supply of goods to and from Africa**, relying on its extensive worldwide network of Sellers and Buyers, and **facilitates the execution of transactions** through the issuance of Payment Instruments and Guarantees. Other activities include:

- **Scouting and Business Matchmaking**;
- **Reliability Assessment** of worldwide Buyers and Sellers;
- **SWIFT messaging exchange** between European and African issuing/confirming banks;
- **Supporting all the Import/Export activities** via a network of international duty free zones.

Products :

- ❑ **Bonds** (*Bid, Advance Payment, Performance, Maintenance*)
- ❑ **Letter of Credit "L/C"**
- ❑ **Stand-by Letter of Credit "SBLC"**
- ❑ **Supplier's Credit Short Term**

SERVICE

The Group is able to **facilitate and complete the dialogue between European and African financial institutions through Correspondent Banking** through its SWIFT channel. Other Services include:

- **Currency exchange services** (ET FOREX) from local currency (XOF - XAF) to strong currencies (USD - EUR);
- **Counterparty verification activities** (banking or corporate): KYC & Compliance Anti Money Laundering (AML), Anti Bribery & Corruption (ABC), Counter Terrorism Financing (CTF);
- **Credit Recovery Services (in Africa)** and **Business Intelligence Analysis**, as well as consulting activities on turnkey projects in Africa.

Products :

- ❑ **Payment services**
- ❑ **ETForex**
- ❑ **KYC/AML Certificate**
- ❑ **Supply Chain Management SCM**
- ❑ **Correspondent Banking**



Investment Area

1. **Loan Individual Guarantee (LIG)**
2. **Loan Portfolio Guarantee (LPG)**
3. **Individual Debt Restructuring Guarantee (IDRG)**
4. **Portfolio Debt Restructuring Guarantee (PDRG)**
5. **Equity Guarantee (EG)**
6. **Bank Fundraising Guarantee (BFG)**
7. **Supplier's Credit Long Term (SCL)**

1. Investment Area - LOAN INDIVIDUAL GUARANTEE (LIG)



Quick description	Key features	Eligibility criteria	Advantages
<p>This facility guarantees loans made by Partner Lending Bank in favor of qualified borrower (SME)</p>	<ul style="list-style-type: none"> - Coverage : up to 85% - Indicative Limit : Min. 250.000,00 EUR - Max 5.000.000,00 EUR; - Tenor : up to 8 years - Application Fees : 1% flat of solicited amount (I. 0,25% issuing "Preliminary Term Sheet"; II. 0,25% issuing "Term Sheet"; III. 0,50% issuing "Guarantee") - Premium : Min. 1,70% p.a. (in order to Credit Rating) 	<ul style="list-style-type: none"> - Borrower : Small and Medium-sized Enterprise; - Sectors : all sectors excluded prohibited sectors as per "AML, CTF & ABC POLICY AND RISK ASSESSMENT" Manual of ETC Group. - Respect of SME loan criteria 	<ul style="list-style-type: none"> - Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing); - Improves the solvency (regulatory capital) ratios of banking partners and thus enabling them to have a better leverage on their capital.

2. Investment Area - LOAN PORTFOLIO GUARANTEE (LPG)



Quick description	Key features	Eligibility criteria	Advantages
<p>This facility guarantees loans Portfolio of Partner Lending Bank in favor of qualified borrowers (SMEs)</p>	<ul style="list-style-type: none"> - Coverage : up to 60% ; - Indicative Limit : Min. 1.000.000,00 EUR - Max 15.000.000,00 EUR; - Tenor : up to 8 years ; - Application Fees : 0,75% flat of solicited amount (I. 0,25% issuing “Preliminary Term Sheet”; II. 0,25% issuing “Term Sheet”; III. 0,25% issuing “Guarantee”) ; - Premium : Min. 1,70% p.a. (in order to Credit Rating). 	<ul style="list-style-type: none"> - Borrower : Small and Medium-sized Enterprise; - Sectors : all sectors excluded prohibited sectors as per “AML, CTF & ABC POLICY AND RISK ASSESSMENT” Manual of ETC Group; - Respect of SME loans criteria 	<ul style="list-style-type: none"> - Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing); - Improves the solvency (regulatory capital) ratios of banking partners and thus enabling them to have a better leverage on their capital.

3. Investment Area - INDIVIDUAL DEBT RESTRUCTURING GUARANTEE (IDRG)



Quick description	Key features	Eligibility criteria	Advantages
<p>This facility guarantees a repayment plan of debt restructuring or renegotiated loan made by Partner Lending Bank in favor of qualified debtor (SME);</p>	<ul style="list-style-type: none"> - Coverage : up to 85% - Indicative Limit : Min. 250.000,00 EUR - Max 5.000.000,00 EUR; - Tenor : up to 8 years - Application Fees : 1,25% flat of solicited amount (I. 0,30% issuing “Preliminary Term Sheet”; II. 0,45% issuing “Term Sheet”; III. 0,50% issuing “Guarantee”) - Premium : Min. 1,70% p.a. (in order to Credit Rating) 	<ul style="list-style-type: none"> - Debtor : Small and Medium-sized Enterprise; - Sectors : all sectors excluded prohibited sectors as per “AML, CTF & ABC POLICY AND RISK ASSESSMENT” Manual of ETC Group; - Respect of SME repayment plan criteria 	<ul style="list-style-type: none"> - Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing); - Improves the solvency (regulatory capital) ratios of banking partners and thus enabling them to have a better leverage on their capital.

4. Investment Area - PORTFOLIO DEBT RESTRUCTURING GUARANTEE (PDRG)



Quick description	Key features	Eligibility criteria	Advantages
<p>This facility guarantees Portfolio Restructuring plan made in partnership with Lending Bank in favor of qualified debtors (SMEs);</p>	<ul style="list-style-type: none"> - Coverage : up to 60% - Indicative Limit : Min. 1.000.000,00 EUR - Max 15.000.000,00 EUR; - Tenor : up to 8 years - Application Fees : 1,00% flat of solicited amount (I. 0,25% issuing "Preliminary Term Sheet"; II. 0,25% issuing "Term Sheet"; III. 0,50% issuing "Guarantee") - Premium : Min. 1,70% p.a. (in order to Credit Rating) 	<ul style="list-style-type: none"> - Debtor : Small and Medium-sized Enterprise; - Sectors : all sectors excluded prohibited sectors as per "AML, CTF & ABC POLICY AND RISK ASSESSMENT" Manual of ETC Group - Respect of SME repayment plans criteria 	<ul style="list-style-type: none"> - Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing); - Improves the solvency (regulatory capital) ratios of banking partners and thus enabling them to have a better leverage on their capital

5. Investment Area - EQUITY GUARANTEE (EG)



Quick description: this facility guarantees Equity Investment made by an Investor in favor of qualified borrower (SME);

Key features :

- Coverage : up to 70%;
- Indicative Limit : Min. 250.000,00 EUR - Max 5.000.000,00 EUR;
- Tenor : up to 8 years ;
- Application Fees : 1,00% flat of solicited amount (I. 0,25% issuing “Preliminary Term Sheet”; II. 0,25% issuing “Term Sheet”; III. 0,50% issuing “Guarantee”)
- Premium : Min. 1,70% p.a. (in order to Credit Rating)

EQUITY
GUARANTEE



GUARANTEE
FEE

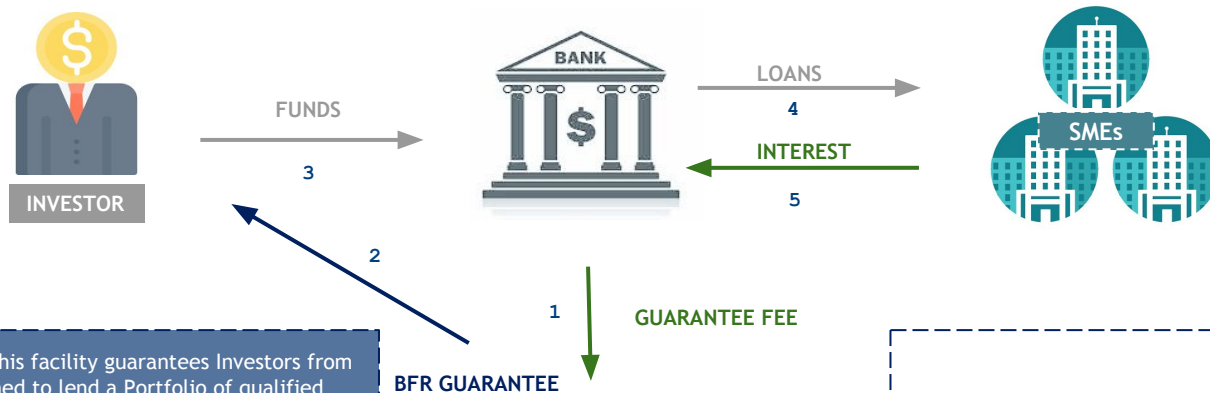
Eligibility criteria :

- Investee : Small and Medium-sized Enterprise;
- Sectors : all sectors excluded prohibited sectors as per “AML, CTF & ABC POLICY AND RISK ASSESSMENT” Manual of ETC Group.

Advantages :

- Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing);
- Risk sharing with Equity Partners and thus enabling them to have a better leverage on their capital.

6. Investment Area - BANK FUNDRAISING GUARANTEE (BFG)



Quick description: this facility guarantees Investors from Bank Fundraising destined to lend a Portfolio of qualified borrowers (SMEs);

Key features :

- Coverage : up to 70%;
- Indicative Limit : Min. 1.000.000,00 EUR - Max 15.000.000,00 EUR;
- Tenor : up to 8 years ;
- Application Fees : 0,75% flat of solicited amount (I. 0,25% issuing “Preliminary Term Sheet”; II. 0,25% issuing “Term Sheet”; III. 0,25% issuing “Guarantee”)
- Premium : Min. 1,70% p.a. (in order to Credit Rating)



Eligibility criteria :

- Investee : Banks;
- Sectors : all sectors excluded prohibited sectors as per “AML, CTF & ABC POLICY AND RISK ASSESSMENT” Manual of ETC Group.

Advantages :

- Assists Banks to enhance their creditworthiness for fundraising;
- Risk sharing with Equity Partners and thus enabling them to have a better leverage on their capital.

1. Investment Area - SUPPLIER'S CREDIT LONG TERM (SCL)



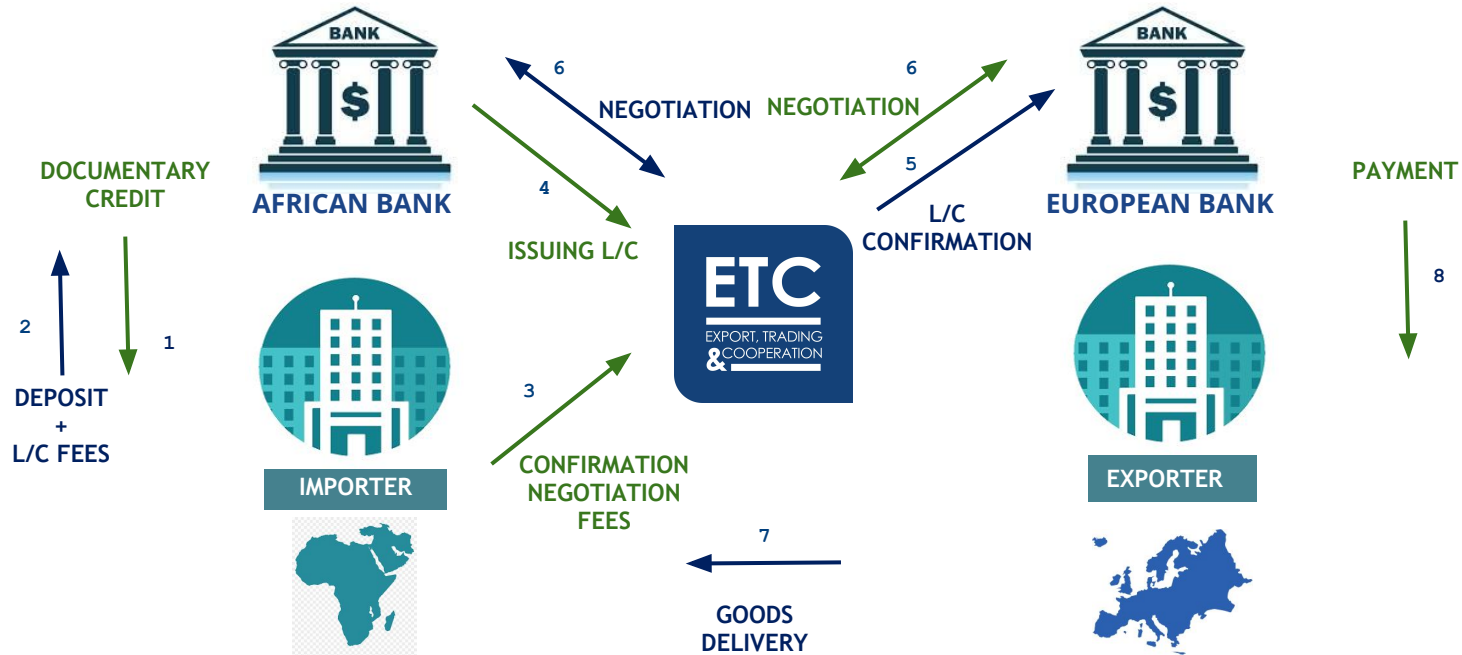
Quick description	Key features	Eligibility criteria	Advantages
Supplier's credit facility offers medium/long term deferred payments in favor of qualified African Importers (SMEs) and in the meantime allows to guarantee and settle payments in favor to Italian/EU Suppliers involved in the business transaction	<ul style="list-style-type: none"> - Advance Payment : min.20% - Deferred payments: max 80% - Min. Amount : 150.000,00 EUR; - Tenor : up to 10 years - Application Fees : 1% flat of solicited amount (I. 0,25% issuing "Preliminary Term Sheet"; II. 0,25% issuing "Term Sheet"; III. 0,50% issuing "Order Confirmation") - Premium : Min. 1,70% p.a. (in order to Credit Rating) - Interests: Min. 0,95% p.a. (in order to Eurirs and Credit Rating) 	<ul style="list-style-type: none"> - Borrower : Small and Medium-sized Enterprise; - Sectors : all sectors excluded prohibited sectors as per "AML, CTF & ABC POLICY AND RISK ASSESSMENT" Manual of ETC Group. 	<ul style="list-style-type: none"> - Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing); - Does not affect SME banks credit lines.

Trade Area

1. Letter of Credit Confirmation (CREDOC)
2. Letter of Credit Import (L/C Import)
3. Letter of Credit Export (L/C Export)
4. Surety Bond (SB) - Bid, Advance payment, Performance
5. Supplier's Credit Short term (SCS)

**** For pricing, please check official "ETC Terms & Conditions"***

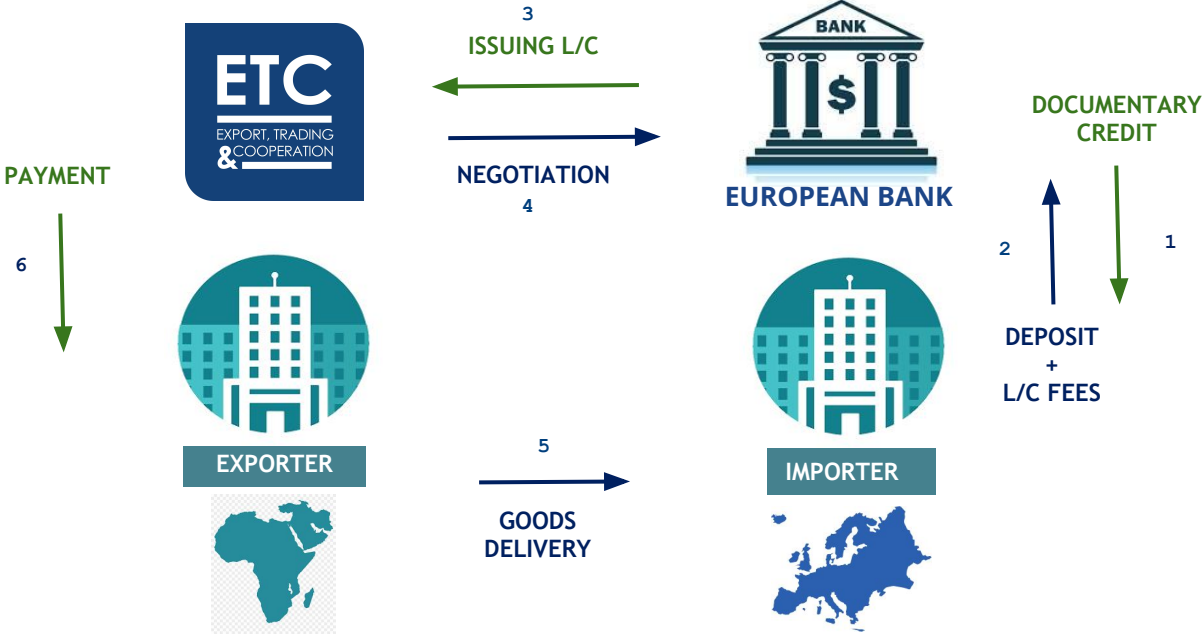
1. Trade Area - LETTER OF CREDIT CONFIRMATION (CREDOC)



2. Trade Area - LETTER OF CREDIT IMPORT (L/C IMPORT)



3. Trade Area - LETTER OF CREDIT EXPORT (L/C EXPORT)



4. Trade Area - SURETY BOND (SB) - Bid / Advance payment / Performance



1. Investment Area - SUPPLIER'S CREDIT SHORT TERM (SCS)



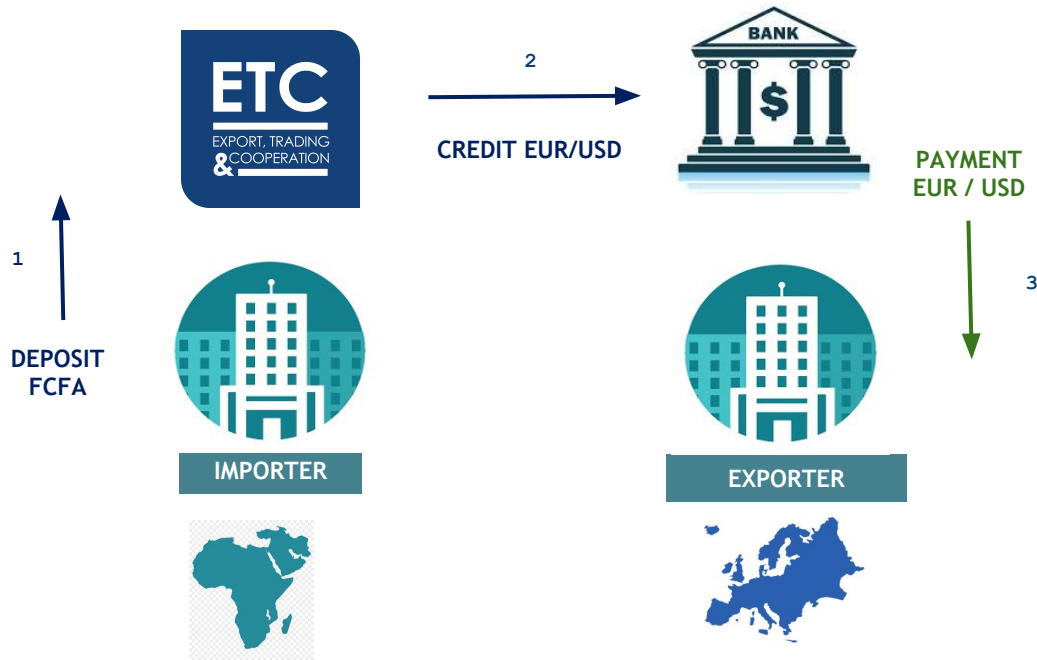
Quick description	Key features	Eligibility criteria	Advantages
<p>Supplier's credit facility offers short term deferred payments in favor of qualified African Importers (SMEs) and in the meantime allows to guarantee and settle payments in favor to Italian/EU Suppliers involved in the business transaction</p>	<ul style="list-style-type: none"> - Advance Payment : min.30% - Deferred payments: max 70% - Min. Amount : 50.000,00 EUR; - Tenor : up to 12 months - Application Fees : 1% flat of solicited amount (I. 0,25% issuing "Preliminary Term Sheet"; II. 0,25% issuing "Term Sheet"; III. 0,50% Issuing "Order confirmation") - Premium : Min. 1,70% p.a. (in order to Credit Rating) - Interests: Min. 0,95% p.a. (in order to Euribor and Credit Rating) 	<ul style="list-style-type: none"> - Borrower : Small and Medium-sized Enterprise; - Sectors : all sectors excluded prohibited sectors as per "AML, CTF & ABC POLICY AND RISK ASSESSMENT" Manual of ETC Group. 	<ul style="list-style-type: none"> - Assists SMEs to enhance their creditworthiness and their business capabilities (governance, human capital management, quality control, packaging, financial management and marketing); - Does not affect SME banks credit lines.

Service Area

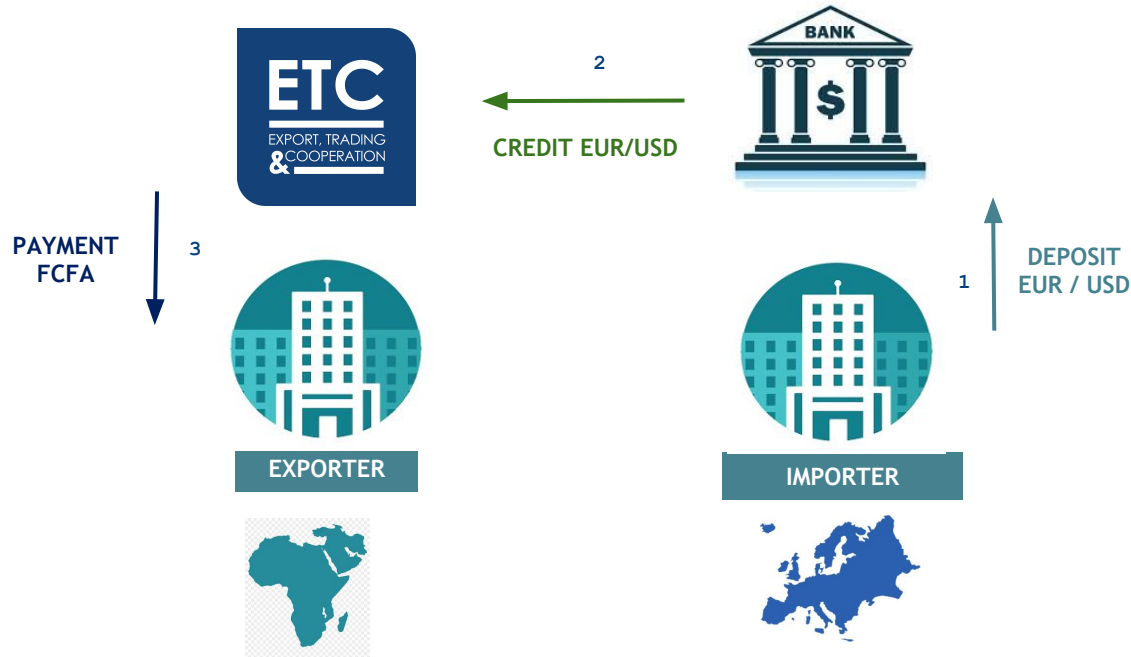
1. **ETForex Import**
2. **ETForex Export**
3. **KYC / AML and Business Intelligence**
4. **Supply Chain Management**
5. **Correspondent Banking**

**** For pricing, please check official “ETC Terms & Conditions”***

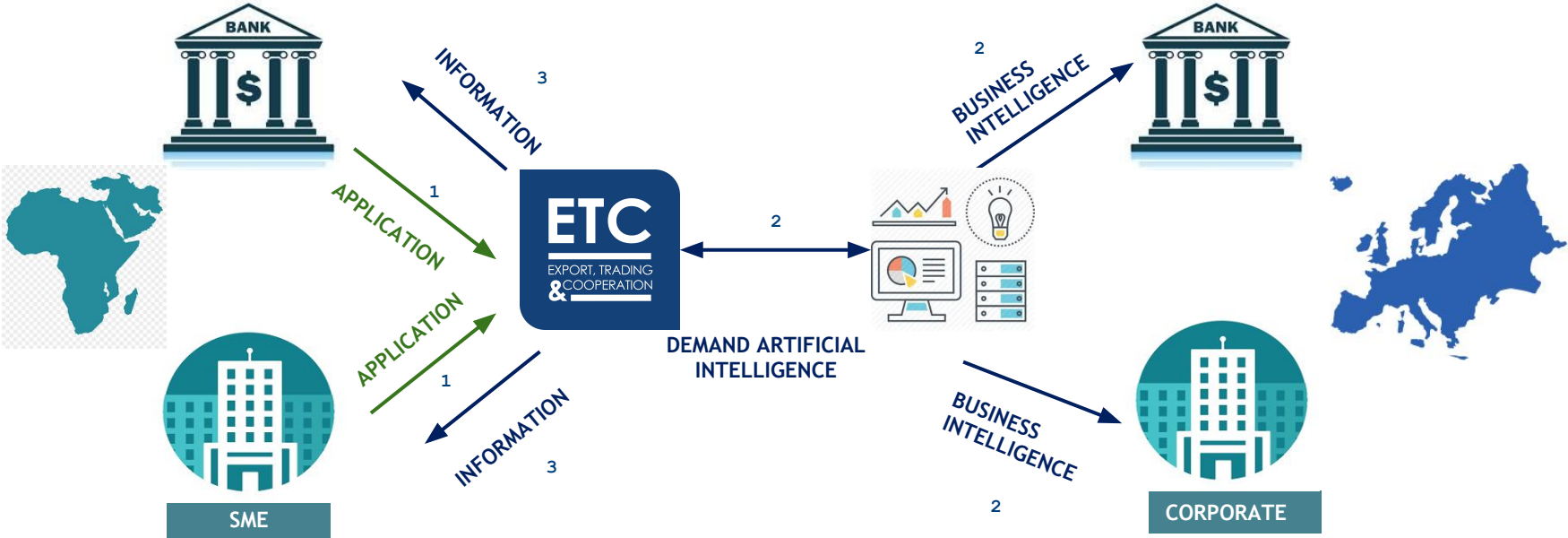
1. Service Area - ETC Forex / Payment service (Import)



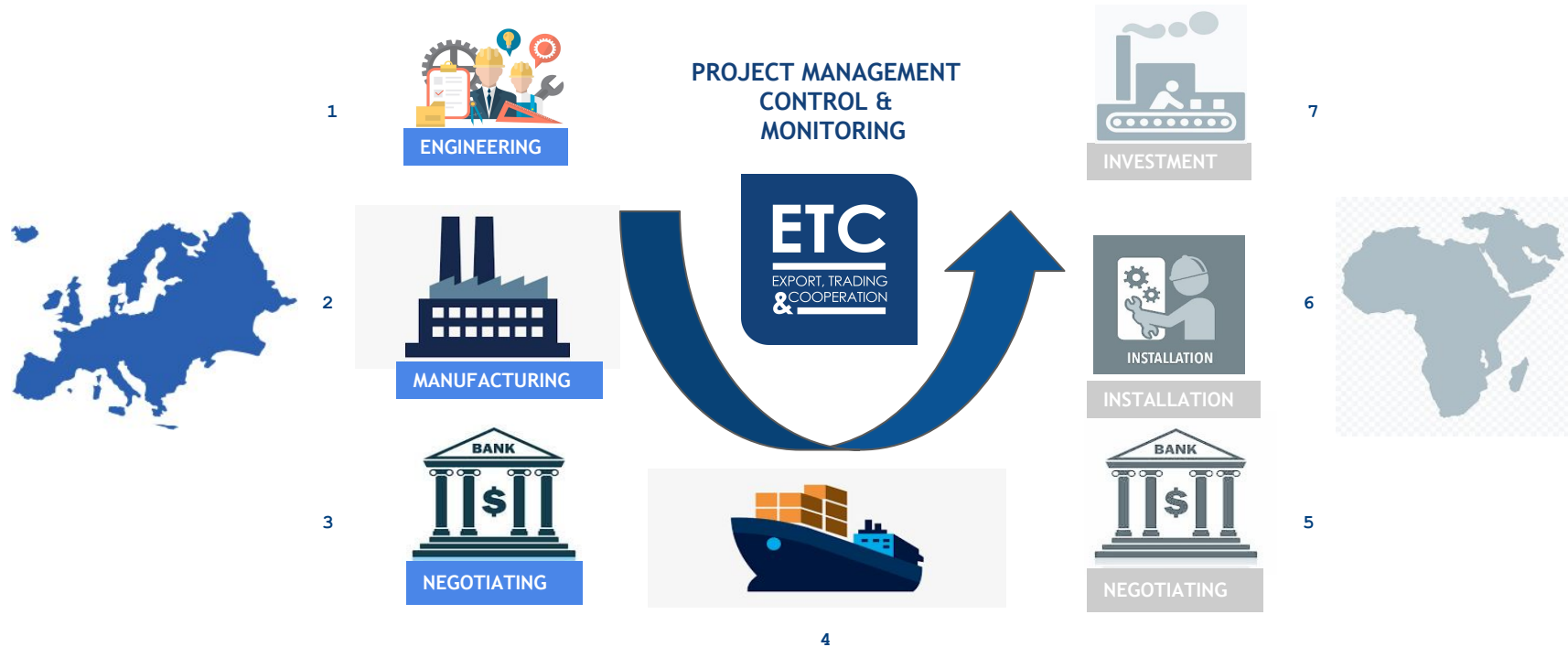
2. Service Area - ETForex / Payment service (Export)



3. Service Area - Business Intelligence / KYC



4. Service Area - Supply Chain Management (SCM)



3. Service Area - Correspondent Banking



Quick description	Key features	Eligibility criteria	Advantages
<p>Correspondent Banking services allows African Financial Institutions (Microfinance, Banks and others) to adhere on SWIFT network and opening correspondent banking accounts to manage payment/collection in Euro, US Dollar and other currencies.</p>	<ul style="list-style-type: none"> - Min. annual transactions : 2.000.000,00 EUR - Bank account annual fee : 0,01% flat of annual transactions (min.4.450 Eur) - Bank transfer fees : 0,35% flat of bank transfer amount (min.250) - Collection fees: 0,30% flat of collection amount (min.250) 	<ul style="list-style-type: none"> - Applicant : African Financial Institution or Large Corporate (African Exporters); - Shareholding : to adhere on SWIFT Network and to benefit correspondent banking services, the Applicant has to subscribe min. 1 ETC Group stock. 	<ul style="list-style-type: none"> - International Payments Africa/Europe - Currency Management: FCFA/EUR/USD and other currencies - Clearing - Secured Payments services - AML, CTF, ABC be compliant

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