

- Financials and EPC Contracts
- Energy BOT Investments



September 2022

IBT FUNDING SOURCES, MAIN TERMS & CONDITIONS

FUNDING by CHINA ECA

MAIN PARAMETERS

- 1) **Annual Interest Rate:** 2-2,5% for Euro projects, 3-3,5% for USD projects (depending on the London Interbank Offered Rate and the nature of the project)
 - 2) **Personal Promoter Contribution corresponding to Down payment to EPC Contractor:** 12/13% of the loan amount = Funding 85/87%
- NOTE:** In the event that the repayment of the loan amount is guaranteed by SBLC (Stand By Letter of Credit) confirmed and irrevocable and active for the entire repayment period provided for in the contract, the loan **can reach 100%**, in this case no personal contribution is required. The Down Payment to EPC Contractor will be so capitalized in loan amount.
- 3) **Loan Repayment Period:** Max 10-13 years including the period necessary for the realisation of the project during which the promoter will pay only bank interest and not main capital.
 - 4) **Minimum Amount of Project Cost:** € 35 - 40.000.000 **With SBLC:** € 20.000.000
Only Purchase of Materials with SBLC: € 6.000.000
 - 5) A minimum of **35% of the loan amount** will have to make the subject of imports from China
 - 6) **IBT +Partner Intermediary Commission:** 4-6% Capitalized into the loan amount, depending by the nature and value of the project
 - 7) **Concerned Fields**
 1. Roads, highways, public works
 2. Airports
 3. Railway lines
 4. Stadiums
 5. Ports
 6. Hospitals
 7. Shopping centers
 8. Real Estate Projects
 9. Industrial subdivisions
 10. Factories
 11. Renewable Energy plants
 12. Other fields, to be evaluated case by case

Guarantee Statement

a) BANK GUARANTEE

- Iban and Swift codes of the guarantor bank.
 - Declaration issued by 1st Order Bank confirming the guarantee for the repayment of the loan.
- Confirmed and Irrevocable SBLC (Stand By Letter of Credit) active for the entire repayment period provided for in the contract is accepted at certain conditions to be evaluated case by case

Or

b) INSURANCE WARRANTY

- Declaration issued by the 1st Order Insurance Company confirming the guarantee for the repayment of the loan.

Or

- c) **SOVEREIGN GUARANTEE** (in the case of public contracts) issued by the Ministry of Finance.



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Following form of Guarantee is discutable:

RAW MATERIAL available for the export from active carriers (Not in exploration)

PROCEDURE FOR SUBMITTING DOCUMENTS TO OPEN APPLICATION

1. Feasibility Study (certified by licensed firm)
2. Documents from the applicant company
 - Three latest official balance sheets
 - Portfolio of completed projects
 - Banks Partner
 - Information about the history of previous credit transactions
3. Project documents (Technical, drawings, catalogues, others, if any)
4. Official request for financing from applicant Company
5. Environmental Impact Study (certified by licensed firm)
6. Securities on land in the name of the applicant company
7. Economic-Financial Study to Support the loan application
8. Promoter's declaration for acceptance of 35% of the value of the project imported from China respecting the project specifications

ATTACHED N° 1					GENERAL CONDITIONS				
TYPE OF GUARANTEE FOR LOAN REIMBURSEMENT	PROJECT FIELD	MAX LOAN DURATION	ANNUAL INTEREST RATE %		ADVANCE PAYMENT ON EPC CONTRACT VALUE	MINIMUM PROJECT VALUE	FINANCED AMOUNT	MAX % INCREASING FROM EPC VALUE TO COVER OTHER PROJECT COSTS	Min./Max PROCESS DURATION TO CONTRACT SIGNATURE (from project documents trasmission to IBT)
			EURO PR.	USA DOLLAR PR.					
INSURANCE GUARANTEE ISSUED BY LISTED AAA COMPANY	SOCIAL DEVELOPEMENT (Factories, Agriculture, Roads, Airports, Houses, Power plants, Railway lines, Stadiums, Ports, Hospitals)	12-13 Years	2-2,5%	3-3,5%	12-15%	€ 35.000.000	EPC VALUE	25%	3-8 MONTHS
INSURANCE GUARANTEE ISSUED BY LISTED AAA COMPANY	MALLS, OFFICES, TOURISTIC RESORTS	8 Years	2-2,5%	3-3,5%	12-15%	€ 35.000.000	EPC VALUE	25%	
GOVERNMENTAL PROJECTS INSURANCE, SOVEREIGN GUARANTEES (If Accepted by Sinosure) and RAW MATERIALS READY TO BE EXPORTED	SOCIAL DEVELOPEMENT (Factories, Agriculture, Roads, Airports, Houses, Power plants, Railway lines, Stadiums, Ports, Hospitals)	15 Years	2-2,5%	3-3,5%	12-15%	€ 35.000.000	EPC VALUE	25%	
SBLC ISSUED BY TOP RANGE AAA BANKS	ALL PROJECTS	10 YEARS	2-2,5%	3-3,5%	EPC NOT AVAILABLE FOR - € 35m	€ 10.000.000	100%	/	3-4 MONTHS

ALL ABOVE EXPOSED FUNDING TERMS & CONDITIONS ARE INDICATIVE AND MAY BE SUBJECT TO CHANGES DUE TO THE HISTORICAL MOMENT, LOCATION OF THE PROJECT, NATURE OF THE CUSTOMER ETC.

