



BIZCON SERVICES BV

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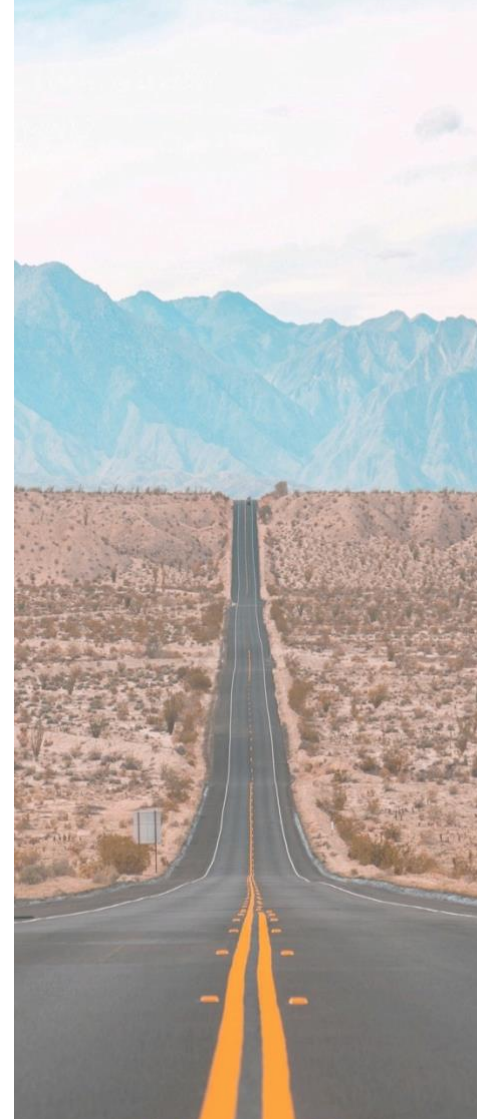
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Background

Bizcon Services BV is a financial and management advisory company headquartered in the Netherlands. Since our establishment in 2005, we have successfully orchestrated financing for over 20 projects, totalling an approximate value exceeding USD 850 million.

Our expertise lies in providing unique financial solutions for both project and corporate finance, project management and supply chain management services, encompassing a range of services from local bank facility arrangements, including letter of credit confirmation and discounting, to tying up existing exposure with export credit facilities, offering long-term finance covered by export credit insurance, and providing tailored financial solutions based on specific client needs. One of our key strengths is our ability to deliver prompt services at competitive rates.

With extensive experience collaborating with major global Export Credit Agencies (ECA) and financial institutions, we take pride in our in-house panel of experts capable of engineering diverse financial solutions. We are committed to delivering unparalleled financial advisory services, guiding our clients towards a path of sustainable success.



20+ Successful Projects



USD **850 mn+** finance

Our dedication extends to fostering enduring relationships with major export credit agencies worldwide, top-tier banks in Europe and Asia, nearly all scheduled banks in Bangladesh, the Central Bank of Bangladesh, BIDA, the Ministry of Finance, and other relevant regulatory authorities in Bangladesh.

As a private limited company, we have evolved into a multifaceted entity, engaging in collaborations, joint ventures, and fully owned subsidiaries. Boasting an impressive annual turnover exceeding USD 88 million, a committed team of over 100 staff members, and operational hubs spanning across the Netherlands, Hong Kong, China, and Bangladesh, Bizcon Services BV exemplifies sustained growth and excellence.

Our Services

We are committed to understanding your unique financial landscape and crafting tailored solutions that drive your business forward. Our experienced team of financial experts is here to guide you every step of the way, ensuring you achieve your financial goals and unlock the full potential of your business.

We understand that each business has unique financial needs and aspirations. That's why we offer a comprehensive range of financial solutions, meticulously crafted to align perfectly with your specific requirements. While our offerings are fully customizable, our clients typically seek expertise in the following areas.

Our end-to-end service includes supporting our clients in presenting financial data, financial model, project teaser, E&S and corporate policy development, ESIA, technical, legal, insurance and other due diligence.



Debt Instrument



Equity Instrument



Project Management





Debt Instruments

Project Finance	Comprehensive debt financing for projects, structured on a non-recourse or limited recourse basis.
Corporate Finance	Tailored financial solutions for capital investments, structured on a recourse basis.
Export Credit Finance	Long-term, low-cost finance with coverage under export credit insurance.
Long Term Commercial Finance	Access to long-term financing from commercial lenders and Development Financial Institutions (DFIs).
Working Capital Finance	Short-term financing solutions for working capital needs, including a deferred payment facility of up to 270 days for importing raw materials for existing industries.
Restructuring and Refinancing	Comprehensive solutions for restructuring both debt and equity exposure, with the option to refinance short- or medium-term facilities through long-term financing.

Tenure – Typically spans from 8 to 17 years, contingent upon the project's nature and repayment capacity, with an included moratorium period during construction.

Interest – Comprises a fixed margin and a variable interest rate, offering the option to hedge the variable component.

Management Fee – Lenders generally levy a one-time standard front-end or management fee, ranging from 1.0% to 1.5%, influenced by the lenders and the project's risk.

Repayment – Structured as bi-annual repayments, sculpted to align with the project's earnings.

Security – Adheres to a standard security package to safeguard the interests of all parties involved.

Our Fees – We operate exclusively on a success fee basis. You incur no charges if our services do not demonstrably enhance your business outcomes.

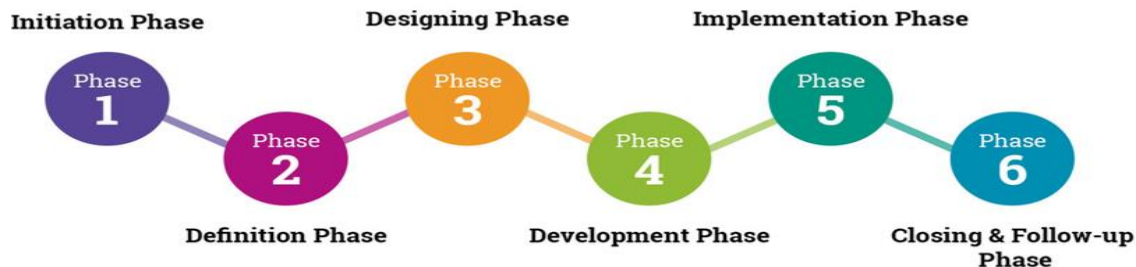


Equity Instruments

- Vanilla Equity** Plain vanilla ordinary stock capital sourced from onshore and offshore investors.
- Quasi Equity** Unsecured equity investment featuring fixed repayment or convertible options, offering flexibility and strategic growth potential.
- Mezzanine Equity** A secured hybrid of debt and equity financing, providing a balance between risk and return.

Project Management

- Thematic Development** From conceptualizing to execution, we manage the entire project lifecycle, including design, engineering, procurement, structuring, and operation.
- Supply Chain Management** Optimize your supply chain operations, ensuring seamless material procurement and efficient delivery.
- Project Execution** Our experienced team seamlessly executes projects, ensuring adherence to timelines, budgets, and quality standards.
- Risk Management** We proactively manage project risks, protecting your investment and ensuring the successful completion of your endeavours.



Export Financing – Affordable and Efficient Financing for Equipment Imports

We excel in arranging export credit finance, providing our clients with access to low-cost, quick-to-secure financing solutions for equipment imports. With a global presence spanning two continents, we possess a wealth of experience in securing funding through various mechanisms, including export credit agency (ECA)-backed projects, external commercial borrowings, supplier's credit, and export advances and guarantees from foreign development and commercial banks.

Our unwavering commitment to excellence has earned us the exclusive agencyship from Jebsen & Jessen Industrial Solutions GmbH (formerly CCC Machinery GmbH), a leading export credit agent in Germany. This partnership underscores our recognized expertise and the trust placed in us by industry leaders.

We maintain strong relationships with Bangladesh Scheduled Banks and the Central Bank, enabling us to seamlessly navigate the complexities of international finance and secure favourable terms for our clients. Additionally, we foster close collaboration with our customers, ensuring that their specific needs and requirements are carefully considered throughout the financing process.



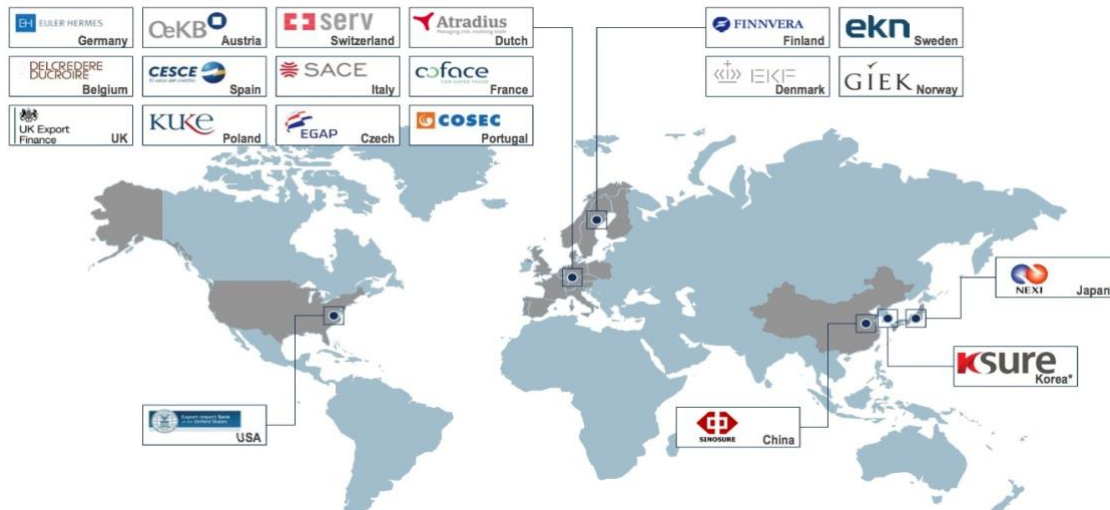
We offer two flexible financing options tailored to meet the diverse needs of our clients:

Borrowing against Corporate Guarantee: Affiliates of the borrowing company can provide corporate guarantee, reducing the financial burden on the borrower and making financing more affordable.

Bank-to-Bank Finance: Your local bank can act as a borrower on your behalf, expediting the financing process and avoiding additional due diligence on your company.

Partner with Us for ECA-Backed Success

With our proven track record of successfully completing ECA-backed projects to Bangladesh, backed by Luxemburg and German Banks and covered by European export credit insurances, we are your trusted partner for ECA-backed financing and equipment exports. Let us guide you through the process and secure the financing you need to expand your business and achieve your export goals.



Recently Completed Export Financing Projects

We have recently completed a few large export credit project finance projects. The following shows an overview of our recently completed projects in different industry.



Meghna PVC plant with an annual capacity of 150,000t PVC (Polyvinyl Chloride) resin; 100,000t PET (Polyethylene Terephthalate) resin; 100,000t Caustic Soda; and 20,000t Hydrogen Peroxide. **USD 220** million has been financed by ING Bank under coverage of Sinosure.



GPH Ispat – expansion of a project to establish one of the largest Integrated Steel Plant in Bangladesh. The project is equipped to manufacture graded long steel product, i.e. Intermediary product – Billet, finished round products and finished section products. OeKB, Euler Hermes, SACE covered lender ODDO BHF provided **USD 147** million.



BR Powergen Sreepur 150MW (Joint venture company of BPDB and RPCL). Construction and Operation of 150 (+10%) MW HFO Based Power Plant Project. Euler Hermes covered lender ODDO BHF and AKA provided **USD 120 million**.



Bangla Trac AISL – Construction and Operation of 100MW HFO based powerplant. Euler Hermes covered lender Commerzbank and AKA provided **USD 90 million**.



Beximco Pharmaceuticals – purchase of pharmaceutical equipment's and set up of a new plant to expand its current production facility. Euler Hermes covered lender ODDO BHF provided **USD 50 million**.



Dird Composite Textile – a vertically integrated composite textile set-up, consisting of 4 units: Knitting (circular and flat), Dyeing (yarn and fabrics), Printing & Embroidery (all-over digital printing, auto-carousel and table screen printing) and Garment Manufacturing (cutting, sewing, trimming). Euler Hermes covered lender ODDO BHF provided **USD 25 million**.



Lantabur Textiles – A modern automated Spinning Mills with capacity of 60,192 Ring Spindles & 2 X 500 Rotor supported with needed back process and finishing facilities for manufacturing very high quality cotton yarns. SERV and Euler Hermes covered lender LBBW provided **EUR 34 million**.

Taqwa Fabrics – BMRE of the existing project, to be equipped with blended spindles and recycling plant for a spinning wing. SERV and Euler Hermes covered lender LBBW/AKA will provide **EUR 30 million**.



NR Spinning – a Spinning Mill with 50,400 spindles ring with 3 X 400 Rotor to produce carded, combed & OE Knit yarn suitable for manufacturing Suiting, Shirting, T-shirts, Sweater, Knitted fabrics etc. Euler Hermes covered lender LBBW provided **USD 27.9 million**.



Following projects are at different stages of completion –

Uttara Weaving and Denim

Approx. \$55 million equivalent debt for their weaving and denim factory establishment.

Metro Spinning Mill

For the modernizing of existing factory the sponsors are looking for approx. \$20 million.

Anwar Denim

The sponsors are looking for approx. \$35 million long term debt for establishment of new denim factory.

Vintage Denim Apparels

For the expansion of existing factory we are raising approx. \$35 million.



Working Capital Finance

Our company provides a unique finance solution for working capital financing that is tailored to the specific needs of our clients. This is our special product usually offered to our existing export finance and project finance customers. It enables the customers to making deferred payment up to 270 days. We offer a comprehensive range of services, including consulting and advising, sourcing the suppliers, structuring the perfect financing solutions, negotiating, and due diligence with banks and respective counterparties, and quick execution of transactions.

We believe that our unique finance solution offers several advantages over traditional financing methods. Our solution is more flexible, cost-effective, and efficient. It also provides a higher level of security and protection against risk. We are confident that our solution can help our clients to improve their cash flow, reduce their costs, and mitigate their risks.

Using this proven model, we have been helping our customers import a variety of goods, including spare parts for capital machinery, consumable items, raw cotton, and other raw materials for the different industries. Our customers are primarily located in Asia, and we source our goods from suppliers around the world. Our robust global supply chain gives customers access to a wide range of raw materials at competitive prices.



We offer unique trade finance solution / short term revolving buyer's credit mainly to our clients covered under export credit finance (project finance).



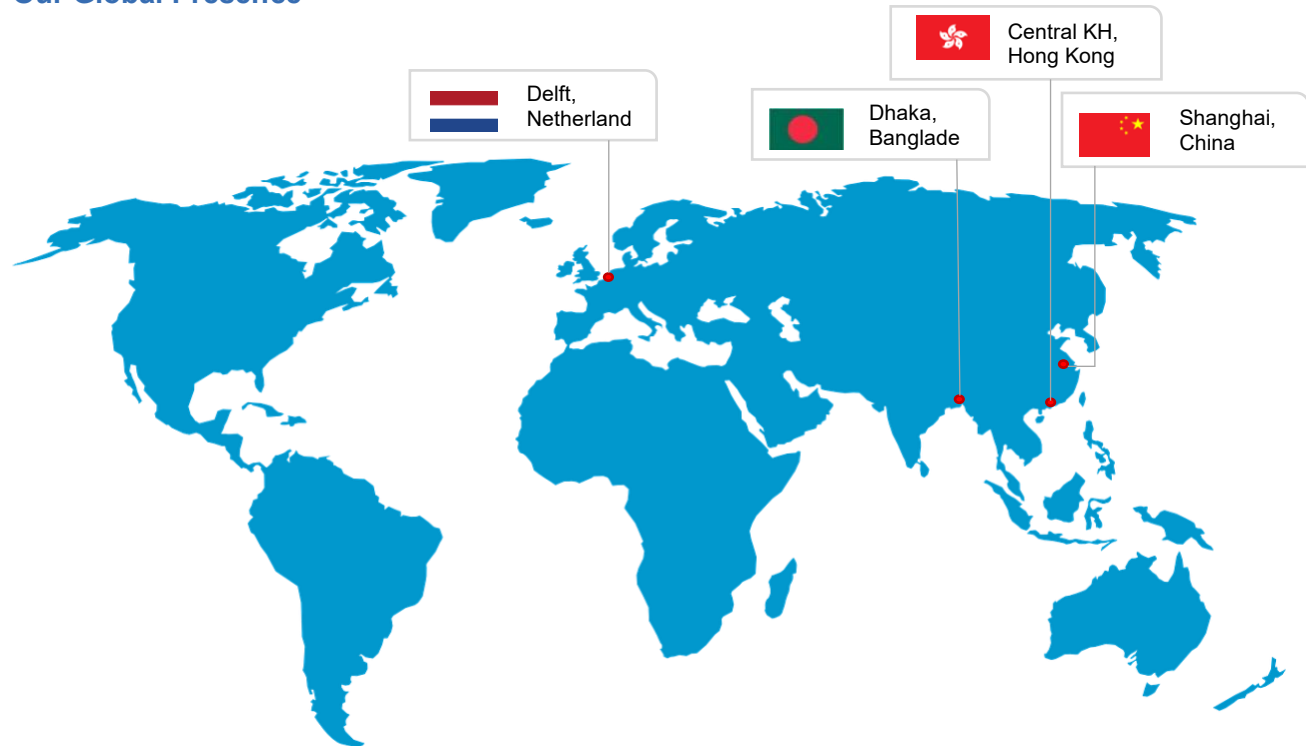
The customer gets benefit of credit period linked with their working capital cycle.



We take care of intermediate financing and documentation with a very low cost.



Our Global Presence



Our Values

We believe that the values of partnership, commitment, innovation, integrity, efficiency, and teamwork are the bedrock of our success. We foster a collaborative environment where our employees feel valued and empowered to contribute their unique talents and perspectives. We encourage open communication and a willingness to share ideas, leading to a culture of continuous improvement and innovation.

We uphold the highest standards of integrity in all our business dealings, earning the trust of our clients, partners, and employees. We strive for efficiency in our operations, maximizing our resources and minimizing waste to achieve our goals. And we value teamwork above all else, recognizing that our collective strengths far outweigh our individual capabilities. By embodying these values, we are committed to building a sustainable and prosperous future for our company and our stakeholders.



Key Management Profile

Dr. M Nahid Hasan

Chairman



Dr. Hasan is founder Chairman at Bizcon Services BV and ultimate owner of the group. He is the key resource person of the company. He is a self-made entrepreneur and a seasoned businessman having more than 20+ years of professional experience in diversified international businesses. He is also a shareholder of Biovista Bangladesh, Vector Consultants Limited (Bangladesh) and Argil NE Bangladesh Ltd.

Dr Hasan is one of the leading personalities in the export credit financing, a popular name in Bangladesh banking industry and European ECAs. He has a strong relationship with all major banks in Bangladesh, Central Bank, BIDA and other Government regulatory bodies.

Dr Hasan obtained his BSc degree (majoring in Biochemistry) from University of Dhaka, Bangladesh, and MSc degree from the University of Westminster in collaboration with University of London, UK. After completing his PhD from Delft

University of Technology (TUDELFT).

Dr Hasan is the first author of an international patent for the use of Biomaterials for Nano-filtration of Liquids. He has published many scientific articles and a regular speaker in many national and international conferences.



Syed A K Rahat Jaman Sohel,

Advisory Team Leader



Mr. Syed A K Rahat Jaman Sohel has over 26 years of professional experience in designing, structuring, negotiating, selling, delivering and consulting financial services for commercial banks, fund management company, non-bank financial institute, mobile telecommunications operator, microfinance institute and independent power producers. He has extensive expertise in financing large industrial, physical and social infrastructure projects, and aggregate value of projects worked exceeds US\$ 3.0 billion.

His last appointment was as the executive director at Summit Corporation Limited, the largest independent power producer in Bangladesh, managing corporate and project finance for the Group with consolidated revenue of USD 700 million and assets of USD 2 billion. He negotiated the largest ECA backed debt from Swiss SERV for an amount of USD 285 million for a 583 MW combined cycle power plant. He has a bachelor's and master's degree in business administration and has published various publications and spoken in various international forums.

Tashfique Ahmed Chowdhury,

Head of Operations – Bangladesh



Tashfique Ahmed Chowdhury, an energetic and proactive Head of Operations who can produce the desired effect with the minimum of effort, expense, or waste. He has obtained his BSc degree (majoring in Computer Engineering) from the Department of Electrical & Computer Engineering, North South University Dhaka, Bangladesh. Mr. Chowdhury has about 15 years of professional experience in advising in a number of ECA transactions in Bangladesh market. He has been very instrumental in providing prompt service to the customers in all our recent ECA transactions in Bangladesh.

Masud Hossain, ACA

Head of Operation – the Netherlands



Mr. Masud Hossain is a finance professional with over 14 years of experience in various aspects of corporate and project finance, banking, and financial analysis. He holds expertise in risk management, insurance, contract management, corporate policy development, trade finance, and environment, health, and safety (EHS).

Mr. Hossain possesses a strong track record of success in securing financing for power and industrial projects in Bangladesh through collaboration with international banks and DFIs. He has also demonstrated his ability to manage and maintain relationships with key counterparties in the European market. A Chartered Accountant registered in Bangladesh, Mr. Hossain holds a bachelor's and master's degree from the University of Dhaka.

Ahmed Shahrier

Manager – Structured Finance



Mr. Ahmed Shahrier is a young promising finance professional with specialization in developing concept note, financial model and project proposal with a solid experience in corporate and project financing. He has contributed in ECA backed financing transactions valuing over USD 200 million. With an excellent aptitude towards transaction closures, he has already proven himself as a great value to the team and developed a valuable rapport with local commercial banks and regulators.