

### FUTURE 20 30

#### **GOVERNMENT®** Exclusive Manager





#### **Elite Capital & Co. Limited**

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### **PROGRAM OVERVIEW**





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### **PROGRAM OVERVIEW**

FINANCING

Numerous global media agencies have featured the Government Future Financing 2030 Program, and in this regard, Elite Capital & Co. Limited is proud to have designed the first and unique financing program of its kind for providing financial support rather than lending to countries. The program is a hybrid financing system to finance projects of individual ministries and/or governments, without burdening the ministries and/or governments with sovereign debts.

Briefly, within the new Government Future Financing 2030 Program, its financial and technical sources sign an agreement or protocol with the ministries and/or government to support the government's national projects in the country by providing up to 80% of the financing needs for those projects without burdening the ministries and/or government with sovereign debts.



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Elite Capital & Co. Limited works closely with leading international contracting companies in the G20 countries with impressive track records in undertaking and executing major construction projects in all countries of the world. In addition, we provide financing for the said projects, by executing turnkey solutions for project execution and financing. Our ready solutions are available for all kinds of projects for your country.





#### **PROGRAM BENEFITS**



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① If the ministries and/or the government agencies side, so require, the Government Future Financing 2030 Program may arrange a "Service Agreement" to be signed with the international EPC contractor, allowing for the administrative employees and technical personnel to remain at the site after the construction thereof in order to enable the technical and operational know-how to be transferred from the international EPC contractor to the ministries and/or the government agencies side for acquiring knowledge, training and skills necessary

for operating and managing national projects in the future, thereby ensuring their success and sustainability.

2 Ensuring that the ministries and / or the government agencies side obtain the financing offers and benefits that cannot usually be obtained through conventional diplomatic or political channels.

3 Your country will be dealing with the Government Future Financing 2030 Program as a sole contact. This arrangement will enable your country to communicate with only one party which is approved by all the G20 countries, rather than having to deal with individual countries, thereby achieving considerable savings on administrative effort at the ministerial levels and in negotiation at the diplomatic level, for the Government Future Financing 2030 Program has been approved by the G20 Group.



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### **PROGRAM BASIC REQUIREMENTS**





The project should obtain the necessary approvals and licenses, and the concerned ministry or the invited local companies and international joint ventures should have a comprehensive feasibility study conducted by a qualified entity.



The projects will be carried out on (EPC "Management" + F) or (EXIM + F) foundations.



The project cannot be in a sanctioned, politically unstable, or military controlled country.

### PROGRAM COSTS & BENEFITS OF THE FINANCING PROCESS



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- 1 Your country will be enabled to obtain exemptions from financing settlements during the project building and operation up to two years, with the possibility of discussing these periods during a subsequent phase of negotiation, depending on the project type. (Applied to the EPC+F system.)
- (2) Your country will enjoy the benefit of paying interest on government projects and/or projects granted to the private sector at competitive rates of 2% to 7%, calculated annually on the unpaid amount of the financing rather than on the
- whole financing amount. This is different from the case of lending by the International Monetary Fund "IMF" or Traditional Banks which calculates the annual interest on the total financing amount throughout the period of borrowing, noting that the said interest rates are reviewed every 6 months to align with the global lending market indexes. (Interest's rate will be fixed upon signing any project agreement).
- 3 Elite Capital & Co. Limited (the exclusive manager of the Government Future Financing 2030 Program) requests to have a role during the Phase of settling the project financing against the services provided by the company in connection with organization, structuring, and financing of projects for (1) the continuous building and operations phase and (2) coordination between the granting side and your side during the period of the Government Future Financing 2030 Program.

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### PROGRAM COSTS & BENEFITS OF THE FINANCING PROCESS

Accordingly, Elite Capital requests that it be allocated 1% of any outstanding balance per annual per annum in consideration for its services (only during the settlement period), to be paid by the project itself rather than by your government or the ministries.





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### ( EPC + FINANCE ) SYSTEM





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### ( EPC + FINANCE ) SYSTEM



#### **EPC Contracts**

Means "Engineering, Procurement, and Construction Contracts"

EPC Contracts are project finance documents that establish a contractual framework between owner and contractor that transfers all design and construction risk to the contractor. Their efficacy in managing risk makes EPC Contracts the construction contract of choice for project financings. To explain our (EPC + Finance) master plan funding process, the financing concept and criteria,

including settlement, may be summarized in the financing of up to 80% of any government projects designated by your country. The Government Future Financing 2030 Program studies the possibility of providing financing and accepting any of the following securities based on the cooperation protocol to be signed with the concerned ministry:

- 1 Elite Capital & Co. will accept any of the following as collateral.
- A. Sovereign Guarantee.
- B. Bank Guarantee (from a bank rated "BBB" or better by S&P or Moody's)



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### (EPC + FINANCE) SYSTEM

C. Government Purchase Agreement "confirmed by the Ministry of Finance" of some description (e.g. Power Purchase Agreement, Product Purchase Agreement, etc).



- **Products for local consumption:** A purchase agreement between the ministry and the project, confirmed by the Ministry of Finance or a classified local bank or a classified global bank, is available (for example, a crop purchase agreement, energy purchase agreement, irrigation water purchase agreement, etc.).
- Export-oriented products: A purchase agreement between the Ministry and the project, confirmed as stated in (a) above or the foreign ministry of finance or a sovereign guarantee from abroad, is available.



2 The Government Future Financing 2030 Program can provide up to 80% funding to national projects. Therefore, the ministry or such other entities as may be designated by the ministry (which may be local companies and international consortium "joint venture companies" invited through a tendering process) should finance 20% of the project amount in the form of cash liquidity. (Note: We cannot accept land, buildings and assets existing in the ground and similar assets as cash liquidity).

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### (EPC + FINANCE) SYSTEM

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It should be noted that the 20% should be injected directly by the concerned ministry, the local companies, or international joint ventures that were invited to cover the costs of the project. (The said 20% is paid directly for project costs, and not to Elite Capital & Co. or any third party, and the payment will be made in line with the cash flow requirements for the project, which is typically broken down into Design and Construction milestones.)

- (3) The project must have the necessary approvals and/or permits, and must have a completed Financial and Feasibility Studies from an accredited study company.
- 4 The EPC contractor will be nominated by Elite Capital & Co. Limited and will be agreed upon with the Government in advance. All the contractors that will be employed will be from among the largest 500 companies with the G20 countries.
- 5 In order to qualify for receiving the financing, the project should have "a content for the country of the EPC contractor not less than 50%", and the contractor for EPC, technology or project constituent parts, noting that, in certain rare events, the EPC contractor may be required to undertake 100% of the project content execution in the event where such contractor exclusively owns the property rights to the technology provided to the project, and where such technology is protected by the secrecy of its intellectual and industrial property rights.

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### (EPC + FINANCE) SYSTEM

The international EPC contractor will be fully responsible for building up national projects in reliance on not less than 50% of the content. The government and the local companies and international consortium "joint venture companies" invited through a tendering process / operator will be fully responsible for building not more than 50% of the project content in addition to 100% of the project operation works. Optionally, if your country side so wishes, the international EPC contractor will bear full responsibility for the project contract with 100% of the content.

You can go through the Q&A via this QR code:





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### **(EXIM + FINANCE ) SYSTEM**





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### ( EXIM + FINANCE ) SYSTEM - Export and Import in addition to Finance.



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The traditional system (EPC+F) used for many financial transactions around the world depends on the financiers pushing the borrowers to use the financier's contractors and the project contents through them to maximize the benefit that accrues to the financiers, while this issue constitutes a burden for the borrowers who may wish to implement the projects independently for their own economic or security reasons specific to the country.

This spawned the idea of the new system, which is that we finance the supply of specific parts of the borrower's project, for example, financing a specific production line within the project with the EXIM+F system instead of forcing the borrower to finance the entire project

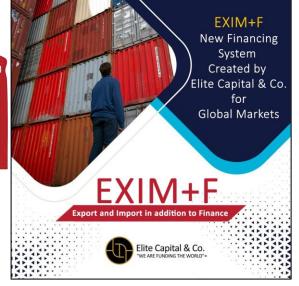
with the EPC+F system. So, in short, the financing concept is summarized according to the EXIM+F model, deploying the relevant criteria and repayment system by financing any import of government project content designated by the country up to 100% of the value. The Government Future Financing 2030 Program then studies the possibility of broader financing.



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### ( EXIM + FINANCE ) SYSTEM - Export and Import in addition to Finance.



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A medium or long-term bank guarantee will be financed by the Government Future Financing 2030 Program for importing the government project content, thereby relieving the Ministry of Finance from the burden of issuing sovereign guarantees for the projects, and it also gives the guarantee issuing banks ample scope in assessing the risks of issuing bank guarantees because there is a medium to long term payment obligation on its client in return for issuing those guarantees. This gives the project adequate time to start production and collect profits in preparation for repayment, which enables the risk assessment department in the banks to streamline the approval process for issuing guarantees.

Elite Capital & Co. is ensuring that the ministries or governmental entities obtain the best offers and financing benefits that cannot normally be obtained otherwise by such methods as diplomatic channels or conventional political means. The government will deal with the Government Future Financing 2030 Program as sole contact party meaning that it will be able to communicate with one entity approved by the entire G20, and will not need to communicate with every country individually, as this is a tremendous saving in administrative effort and negotiation at the diplomatic level.

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### **ALTERNATIVE FINANCING SYSTEM**







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### **ALTERNATIVE FINANCING SYSTEM**

How does the clients behave if the EPC+F or EXIM+F systems are not applicable to the financing process of their projects











### **ALTERNATIVE FINANCING SYSTEM**



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Elite Capital & Co. do offer a monetization facility for bank instruments. If the collateral (BG or SBLC) comes from a Western European Bank rated "A" or better, the discount rate is up to 90%, less our fee of 3%, providing up to 87% to the client. Quotations for other banks can be provided upon request.

Question: What is the deference between loan or discount on the monetizing system?

Example of discount: Lender will discount 70% of the collateral face value and the borrower will return 100% of the face value at the maturity date.

Example of loan: Lender will lend 70% of the collateral face value and the borrower will return the same 70% (plus interest) at the maturity date. (Note: numbers mentioned are only for example).

In the event of non-payment on the due date. Elite Capital & Co. will claim the guarantee and take the amount due (borrowed amount plus interest) in addition to the fees, and return the rest to the client. This action indicates that Elite Capital & Co. is one of the most transparent financial companies in the world.



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### **ALTERNATIVE FINANCING SYSTEM**



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Question: Can the collateral be issued before signing the Term Sheet / Funding Contract ("Agreement") with Elite Capital & Co. Limited to expedite the procedures?

If the collateral is a Sovereign Guarantee issued by a Government, then the answer can be "YES", because Governments take their decisions independently as they are sovereign entities. Anyhow, this is rare and the respective Government will normally want to see the Agreement and underlying documentation before

issuing a Sovereign Guarantee. However, if the collateral is bankable collateral such as a Bank Guarantee or Standby Letter of Credit, etc., the answer is "NO" for the following two reasons:

A. The issuing bank requires a copy of the agreement according to Anti-Money Laundering laws and rules to confirm the reason for using the collateral.

B. The receiving bank cannot respond to the issuing bank's SWIFT Pre-Advice, accepting the collateral, unless there is an actual Credit Line or Facility Arrangement at the bank. Therefore, it will be important to sign the Agreement before issuing the collateral in order for the funds to be reserved/arranged for the client.



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### **Thank You**



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