



CIMBRIA FINANCING



Finance your purchase from Cimbria.

Instead of traditional short-term payments, Cimbria Financing offers credit over a longer period of time. The credit consists of a down payment, followed by installments.

Cimbria Financing is available for both Turnkey projects and component sales.

Depending on your project, we can offer a solution tailored your financing needs. The financing of bigger projects is typically supported by a European Export credit Agencies, such as the Danish EIFO. EIFO is state owned AAA-rated organization, which support exporting companies with attractive financing options.

Apart from including the system and components, financing can also include transportation costs. In addition, civil works can be financed, when the structure is a based on buyer credit.

How to get started.

Your Cimbria Sales Manager will do the preliminary screening with Cimbria Trade Finance.

Three years of audited financial statements in English must be submitted upon request of financing.

Contact your Trade Finance Manager with any questions:

Allan Olsen
Trade Finance Manager
allan.olsen@agcocorp.com



	FINANCING			INVESTMENT
	Buyer Credit	Bill of exchange	AGCO Finance	IFU
Product type	Any	Any	Color Sorters	Any
Cimbria Project Value	Min. 2 MEUR	250 – 2.000 TEUR	Any value	Min. 500 TEUR
Down Payment	Min. 15%	Min. 20%	Min. 15%	None
Years of financing	From ½ year and up to 10 years	From ½ year and up to 5 years	From 1 year and up to 8 years	Typically 5-7 years of investments
Down payment paid to	Cimbria	Cimbria	AGCO Finance	N/A
Remaining payments paid to	International bank*	Nordea, Denmark	AGCO Finance	N/A
Yearly interest rate	Case by case	Case by case	Case by Case	Case by Case
Time for paperwork	3 - 4 months	4 – 5 weeks	2 – 3 weeks	6 – 12 months

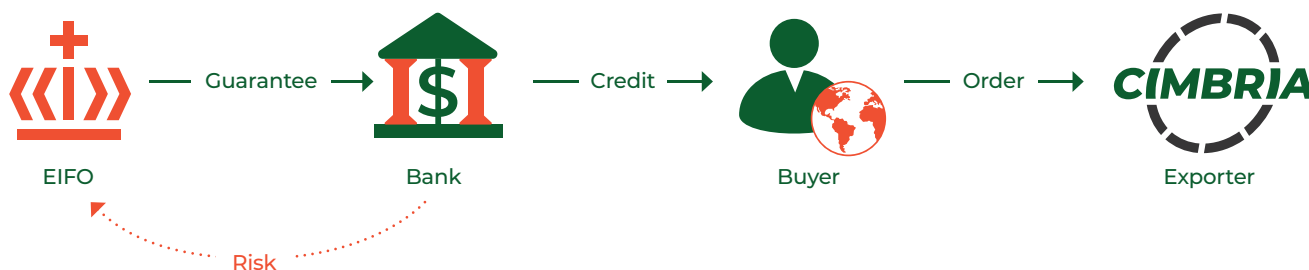
*Bank may vary; Cimbria will seek the best possible prices in the market for each specific project

Buyer Credit

A Buyer Credit Guarantee is based on a loan agreement and has no restrictions in terms of the amount. It can be used for large, million euro orders, typically financed by an international bank. The bank receives a guarantee for 95% of the financed amount from The Export Credit Agency, which reduces the banks credit exposure and allows them to offer low-cost prices for the customer. Cimbria has a range of proven banks in our portfolio, and we are flexible to customer requests for specific banks to be used.

Total Financing & Local work

A major benefit of the buyer credit setup, is the ability to finance other imported goods and civil works, on top of the Cimbria purchase. This includes import from other countries amounting up to 5 times the value of Cimbria's contract value. For high-income countries, up to 40% of the imported value can be financed as local work, while 50% for remaining countries.



General requirements

- Financial statement for the last three years (audited) in English
- No loss in Profit & Loss within 2 years (of three last years)
- Equity at least three times higher than financed amount
- Credit and ESG approval by The Export Credit Agency

Example:

- > Cimbria project value = 10 MEUR
- > Other suppliers outside customer country = 10 MEUR
- > 85% of the 20,0 MEUR can be financed = 17,0 MEUR
- > Additionally 10,0 MEUR of local work can be financed as well
- > So the total financed value is 17,0 MEUR + 10,0 MEUR = 27,0 MEUR

Bill of exchange

Bill of exchange (BoE) is a great instrument for financing medium sized projects, as the paperwork is limited and administration costs are low.

What is a bill of exchange?

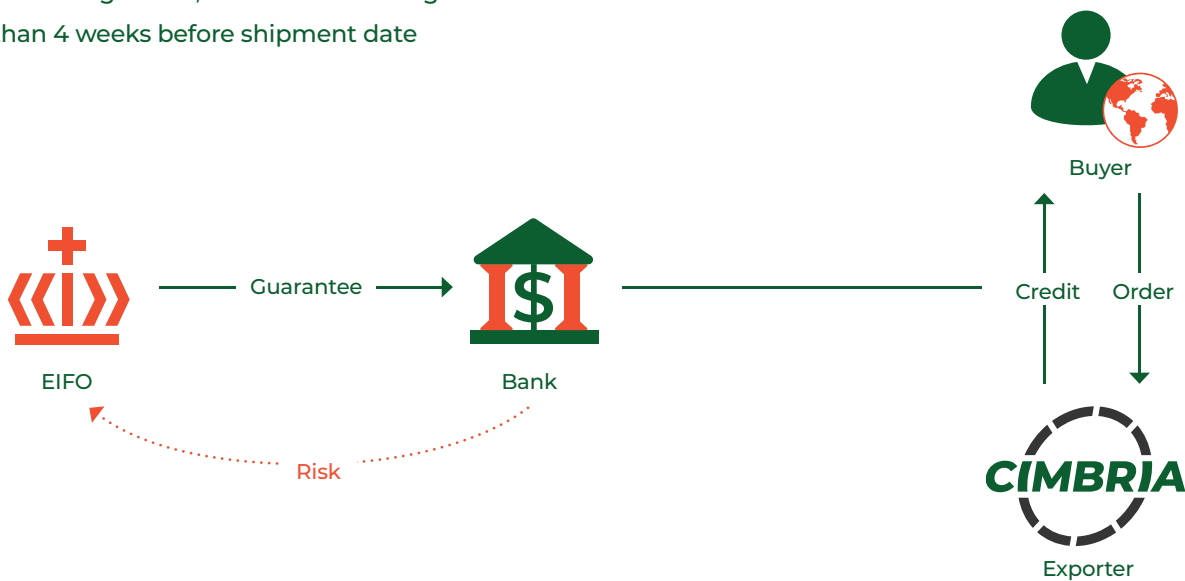
A BoE is essentially a formal, written IOU (I owe you), that states, when a certain amount of money needs to be paid. It contains the following information:

- Drawer (Cimbria)
- Drawee (Customer)
- Amount to be paid
- A payment date

Handling the Bills of Exchange

For each payment, one bill of exchange is made. If the project is financed over three years with two semiannual payments, the total amount will be six bills of exchange.

1. The bills of exchange will be sent to the buyer by courier, approximately 2 months before the goods are being shipped
2. The bills of exchange are then signed by the company officer(s) authorized to sign on behalf of buyer and authorized by notary
3. After signature, the bills of exchange are returned to Cimbria and no later than 4 weeks before shipment date



General requirements

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AGCO Finance

AGCO Finance (AF) is the captive finance company of AGCO Corporation. As a joint venture between DLL (owned by the industry leader Rabobank) and AGCO, AF has an extensive experience and high expertise in agriculture and asset-based financing.

For Optical sorters, AGCO Finance offers flexible and tailor-made financing solutions and can match financial installments with the customer's revenue stream to minimize cash flow pressure. This means monthly, quarterly, semi-annual, annual or even seasonal payments are possible, where the level of downpayment depends on the credit profile and structure of the deal.



Supporting your business with individually tailored and flexible financing solutions.

- **Individual:** Bespoke repayment terms to match the cash flow of your business whether monthly, quarterly, semi annually, annual or a combination of all
- **Easy:** Fast and easy credit and documentation process
- **Flexible:** Programs tailored to meet your cash flow needs
- **Convenient:** One-stop financing
- **Expert and professional service**

Custom services based on your needs

Quick credit decision, high approval rates and payments to the seller completed within a few days from receiving a complete and signed contract help to create value-added solutions for our customers.

With a focus on color sorters, we can talk about monthly cost of operation rather than capital price of the equipment. This makes it easy to add options and accessories to the configuration of the machine and makes it possible to trade up to the latest technology with steady cash flow.

IFU

Investment Fund for Developing Countries

IFU is a Danish Government owned Development Finance Institution (DFI). IFU invests with a focus on climate action and sustainable development, to create better opportunities for people in emerging markets. One of IFU's strategic focuses is to support investments that reduce food waste and support affordable, healthy and sustainable foods, which fits perfectly into the scope of Cimbria.

IFU invests on commercial terms through equity, mezzanine and debt instruments with ticket sizes between 6 MEUR and 70 MEUR with preference for growth capital situations and limited appetite for buy-out of existing shareholders or repayment of debt.

	EQUITY INVESTMENTS	DEBT INVESTMENTS
Approach	Direct investments in project companies or platforms	Direct financing for project companies or platforms
Instrument	Equity and quasi-equity instruments	Debt (senior, unsecured, or subordinated)
Ticket size	6 MEUR to 70 MEUR	6 MEUR to 16 MEUR
Return	Risk-adjusted return on commercial terms	Risk-adjusted return on commercial terms
Stake	Preferably minority	Minority
Commitment	5-7 years on average Well-defined exit strategy	5-7 years on average (incl. grace) Tenure can be up to 10 years for climate investments
Board	IFU typically requires board positions for equity investments	IFU typically takes an observer role on the board



**DANISH SDG
INVESTMENT FUND**



Financing options - Europe

X Available (X) Available with some restrictions/limitations - Not available in the country for private buyers

COUNTRY	BUYER CREDIT	BILL OF EXCHANGE	AGCO FINANCE	IFU
Albania	X	-	-	(X)
Austria	X	X	X	-
Belgium	X	X	X	-
Bosnia and Herzegovina	X	-	-	(X)
Bulgaria	X	X	-	-
Cyprus	X	X	-	-
Czech Republic	X	X	-	-
Denmark	-	-	X	-
Estonia	X	X	-	-
Faroe Islands	X	X	-	-
Finland	X	X	-	-
France	X	X	X	-
Germany	X	X	X	-
Greece	X	X	-	-
Greenland	X	X	-	-
Hungary	X	X	-	-
Iceland	X	X	-	-
Ireland	X	X	X	-
Italy	X	X	X	-
Latvia	X	X	-	-
Lithuania	X	X	-	-
Luxembourg	X	X	-	-
Malta	X	X	-	-
Moldova	(X)	-	-	(X)
Netherlands	X	X	X	-
Northern Macedonia	X	-	-	(X)
Norway	X	X	X	-
Poland	X	X	X	-
Portugal	X	(X)	-	-
Romania	X	X	-	-
Serbia	X	-	-	(X)
Slovakia	X	X	-	-
Slovenia	X	X	-	-
Spain	X	X	X	-
Sweden	X	X	X	-
Switzerland	X	X	X	-
Turkey	(X)	X	-	-
Ukraine	-	-	-	-
United Kingdom	X	X	X	-

The country availability listed above is dynamic and can change over time.



Financing options - Africa

X Available

(X) Available with some restrictions/limitations

- Not available in the country for private buyers

COUNTRY	BUYER CREDIT	BILL OF EXCHANGE	AGCO FINANCE	IFU
Algeria	X	-	-	(X)
Egypt	X	X	-	X
Libya	-	-	-	(X)
Morocco	X	(X)	-	X
Tunisia	X	X	-	X
Angola	(X)	-	-	(X)
Benin	(X)	-	-	X
Botswana	X	-	-	(X)
Burkina Faso	-	-	-	X
Burundi	-	-	-	X
Cameroon	(X)	-	-	X
Central African Republic	-	-	-	X
Chad	-	-	-	X
Democratic Republic of Congo	-	-	-	X
Djibouti	-	-	-	X
Equatorial Guinea	-	-	-	(X)
Eritrea	-	-	-	X
Ethiopia	-	-	-	X
Gabon	(X)	-	-	(X)
Ghana	X	(X)	-	X
Guinea	-	-	-	X
Guinea-Bissau	-	-	-	X
Ivory Coast	X	-	-	X
Kenya	X	X	-	X
Lesotho	(X)	-	-	X
Liberia	(X)	-	-	X
Madagascar	(X)	-	-	X
Malawi	-	-	-	X
Mali	-	-	-	X
Mauritania	-	-	-	X
Mozambique	-	-	-	X
Namibia	X	(X)	-	(X)
Niger	-	-	-	X
Nigeria	X	(X)	-	X
Republic of Congo	-	-	-	X
Rwanda	X	-	-	X
Senegal	X	-	-	X
Sierra Leone	-	-	-	X
Somalia	-	-	-	X
South Africa	X	X	-	X
Sudan	-	-	-	X
Tanzania	X	-	-	X
The Gambia	-	-	-	X
Togo	(X)	-	-	X
Uganda	X	-	-	X
Zambia	-	-	-	X
Zimbabwe	-	-	-	X

The country availability listed above is dynamic and can change over time.



Financing options - Americas

X Available **(X)** Available with some restrictions/limitations - Not available in the country for private buyers

PAÍS	BUYER CREDIT	BILL OF EXCHANGE	AGCO FINANCE	IFU
Argentina	-	-	(X)	(X)
Belize	-	-	-	(X)
Bolivia	(X)	(X)	-	X
Brazil	X	X	X	-
Canadá	X	-	X	-
Chile	X	X	(X)	-
Colombia	X	X	-	-
Costa Rica	X	(X)	-	-
Ecuador	(X)	-	-	X
El Salvador	X	-	-	(X)
Guatemala	X	-	-	-
Guyana	-	-	-	(X)
Haiti	-	-	-	(X)
Honduras	X	X	-	(X)
Mexico	X	X	X	-
Nicaragua	(X)	-	-	(X)
Panama	X	X	-	(X)
Paraguay	X	-	-	(X)
Peru	X	X	-	X
Puerto Rico	X	-	-	(X)
Suriname	-	-	-	(X)
Uruguay	X	(X)	-	-
Venezuela	-	-	-	(X)
USA	X	X	X	-

The country availability listed above is dynamic and can change over time.

Financing options - Asia, Oceania & Middle East



X Available (X) Available with some restrictions/limitations - Not available in the country for private buyers

COUNTRY	BUYER CREDIT	BILL OF EXCHANGE	AGCO FINANCE	IFU
Armenia	(X)	-	-	-
Australia	X	X	X	-
Bangladesh	(X)	(X)	-	X
Bhutan	(X)	-	-	(X)
China	X	X	-	-
Georgia	X	-	-	X
Hong Kong	X	(X)	-	-
India	X	(X)	-	X
Indonesia	X	(X)	-	-
Iraq	(X)	-	-	(X)
Israel	X	(X)	-	-
Japan	X	(X)	-	-
Jordan	X	-	-	(X)
Kazakhstan	X	-	-	-
Kuwait	X	(X)	-	-
Kyrgyzstan	(X)	-	-	(X)
Laos	-	-	-	(X)
Malaysia	X	X	-	-
Mongolia	-	-	-	-
Myanmar	-	-	-	X
Nepal	(X)	-	-	(X)
New Zealand	X	X	X	-
Oman	X	(X)	-	-
Pakistan	-	-	-	X
Papua New Guinea	(X)	-	-	(X)
Philippines	X	(X)	-	-
Qatar	X	(X)	-	-
Saudi Arabia	X	(X)	-	-
Singapore	X	(X)	-	-
South Korea	X	X	-	-
Sri Lanka	(X)	(X)	-	X
Taiwan	X	X	-	-
Tajikistan	(X)	-	-	(X)
Thailand	X	X	-	-
Turkmenistan	-	-	-	(X)
Uzbekistan	X	-	-	(X)
United Arab Emirates	X	X	-	-
Vietnam	X	X	-	X
Yemen	-	-	-	(X)

The country availability listed above is dynamic and can change over time.

FAQ

We are newly established legal entity, with no financial history. Can we still receive financing?

Yes, Cimbria then needs a guarantor of the loan. Buyer and guarantor can be two different companies.

Our project has a large civil work contract besides the imported goods from Cimbria. Can we include the civil works into the financing as well?

Yes, Cimbria can finance civil works equaling 40%-50% of the imported value if structured as a Buyer Credit. Example: Cimbria value is 10 MUSD, then we can include between 4 to 5 MUSD of civil works into the financing. The percentage depends on the specific country.

The financial statement must be audited. Which auditors companies are approved?

Preferably audited by one of "The big four" meaning either Deloitte, PricewaterhouseCoopers (PwC), Ernst & Young (EY) or KPMG. However local auditors of respectable size may also be approved, but may require individual recommendation by the Danish Embassy in the country in question.

Our financial statements are only available in local language, do we need it in English?

Yes English is a requirement. However, translated statements are accepted.

We purchase Cimbria equipment through a local dealer, is this an obstacle for financing?

In most situations, Cimbria can still finance the project. Contact for further details.

Which currencies can be used for financing?

Normally Euro are preferred. Case by case exemptions can be made. Contact for further details.

What is the difference between buyer and guarantor?

Buyer is the customer which is being invoiced. A guarantor is the company willing to guarantee for the loan. Often a buyer is not strong enough to support the financed amount and a guarantor takes over the financial guarantee.

If a certain financing product is not available in my country, what can I do?

It is usually the location of guarantor that determines the possibilities. Example: End customer (The Buyer) is located in Laos, but "buyer credits" are not possible in this country. However, the company is part of a larger group, with Headquarters in Malaysia. Using the HQ on Malaysia, the loan can be established with a guarantee.

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