



INTEGRATED TRADE FINANCE

GLOBAL FINANCE SOLUTIONS FOR ENGINEERING AND CONSTRUCTION SECTOR

INTRODUCTORY PRESENTATION

CEO AND FOUNDER



- ITF was founded in 2009 by Jeffrey B. Kamins, a native of Omaha, Nebraska, with over 30 years experience in international trade and project finance working on agriculture, energy, infrastructure, manufacturing and civil works projects worldwide in more than 120 countries.
- MIM/MBA Thunderbird, School of Global Management (#1 ranking in international business by Wall Street Journal).
- Most of this experience is with ITF having supported a multitude of projects worldwide, however drawing from corporate and government experience over the years starting with the US Department of Commerce ITF BISNIS program, in which Mr. Kamins was looking after the Aerospace Industry, and clients such as Boeing, Lockheed Martin, Raytheon, Northrup Grumman, and many others in the markets of the former Soviet Union, assisting to support US exports, investment and development of projects, supporting over \$1 billion in US trade and investment to the CIS countries. His private sector experience includes CIS Senior Manager handling project finance and trading at Germany energy conglomerate, RWE, AG (OTCMKTS: RWNFF); Director of International Markets, Valley Irrigation (Valmont Industries (NYSE: VMI); and AGCO (NYSE: AGCO) Director of Finance CEE Region (Retail/Wholesale/Project Finance), Switzerland overseeing 30+ markets for special agriculture projects, dealer financing and retail finance support to end-buyers.
- Today, Mr. Kamins is involved in over \$4.7 billion of transactions and projects across the globe, overseeing a team of experts in over 45 cities worldwide, in over 85 markets.



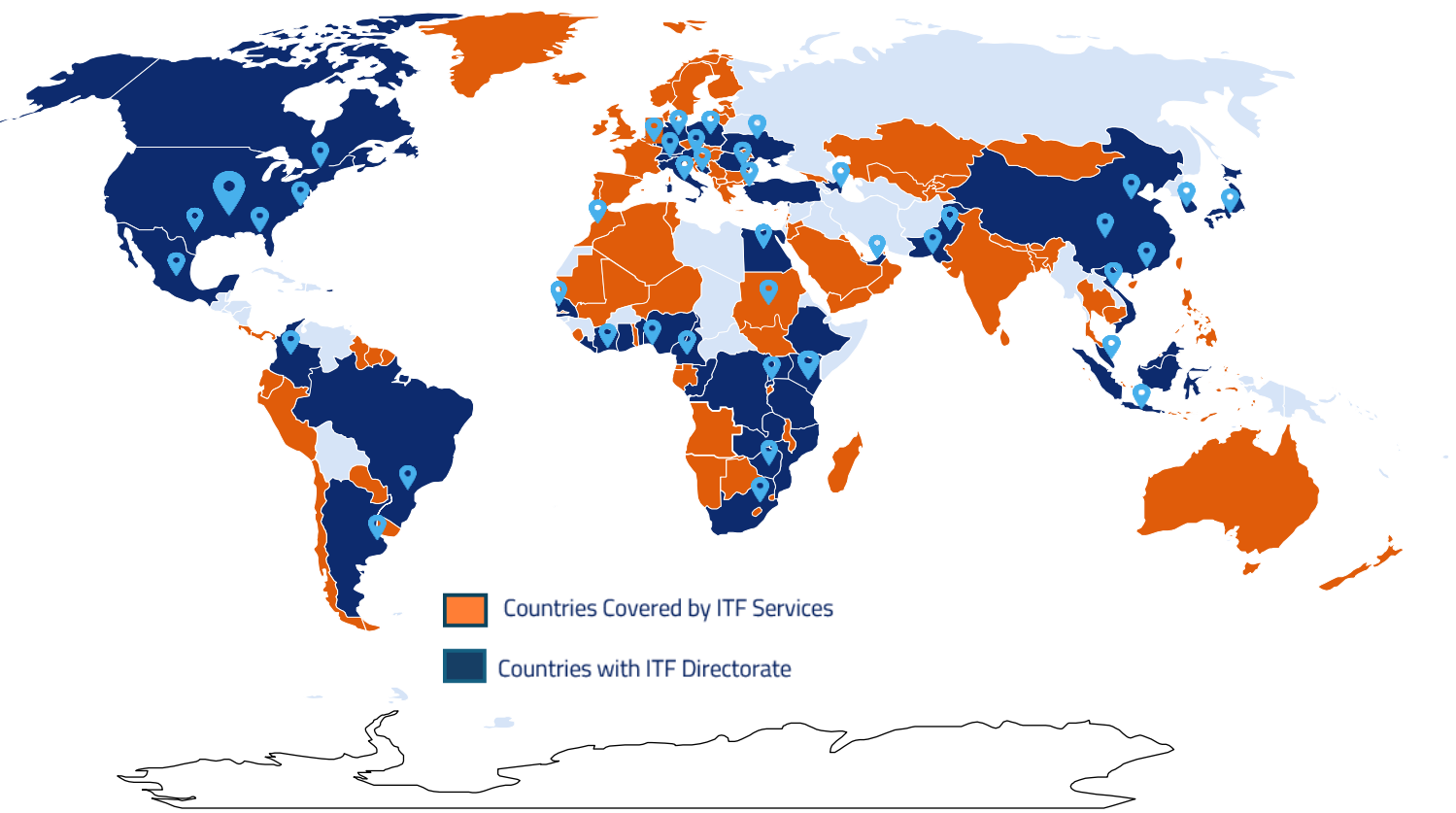
ABOUT US

- ITF executive team of Regional Directors are located in over 40+ cities worldwide providing trade and project finance solutions in 85+ countries. Each director has an average of 15-20 years experience in international trade and finance, law, logistics, banking, and/or private business, and is very well connected to help identify and recommend buyers and dealers, partners and financial contacts to support transactions.
- Working closely with multiple global EPC partners to integrate financing into the project development, execution, and management for airports, large commercial farming and food processing, water infrastructure, energy production and general construction.
- Specialized in financing of all construction CAPEX and related support services using export financing and insurance from over 30 Export Credit Agencies (ECAs) worldwide.
- Network of over 300+ financial institutions including banks, leasing companies, ECAs and private credit insurers, investment funds, family houses, factoring/forfeiting companies and multilateral development banks
- \$4.7 billion of transactions under management



WHERE WE ARE IN THE WORLD:

85+ COUNTRIES





INTEGRATED TRADE FINANCE



**GLOBAL
FINANCE
PROGRAM**

TURN-KEY FINANCING FOR EXPORTS IN 5-PHASES

ITF USA / CANADA ACTIVITIES



Retail finance program created



Equipment finance brokering



Integrated project finance and
CAPEX supply/finance

**EVEREST NICKELODEON
PROJECT**
Orlando, Florida USA –
\$275 M

Capital Raising by ITF

www.itf-finance.com





ITF EUROPE ACTIVITIES



Retail finance program created



Equipment finance brokering



Integrated project finance and
CAPEX supply/finance



INTEGRATED TRADE FINANCE



**GLOBAL
FINANCE
PROGRAM**
TURN-KEY FINANCING FOR EXPORTS IN 5-PHASES

ALEXENI AIRPORT
Bucharest, Romania
\$300 M
Capital Raising by ITF

www.itf-finance.com





ITF AFRICA ACTIVITIES



Retail finance program created



Equipment finance brokering



Integrated project finance and
CAPEX supply/finance



INTEGRATED TRADE FINANCE



GLOBAL
FINANCE
PROGRAM

TURN-KEY FINANCING FOR EXPORTS IN 5-PHASES

EYENGA MVONDO
MUSIC PALACE
Yaoundé, Douala,
Bamenda, Cameroon
\$230 M

Capital Raising by ITF

www.itf-finance.com





ITF LATIN AMERICA ACTIVITIES



Retail finance program created



Equipment finance brokering



Integrated project finance and
CAPEX supply/finance



INTEGRATED TRADE FINANCE



**GLOBAL
FINANCE
PROGRAM**

TURN-KEY FINANCING FOR EXPORTS IN 5-PHASES

**INVIMEX FLOAT GLASS
FACTORY PROJECT
Veracruz, Mexico
\$120 M**

Capital Raising by ITF

www.itf-finance.com





INTEGRATED TRADE FINANCE



**GLOBAL
FINANCE
PROGRAM**
TURN-KEY FINANCING FOR EXPORTS IN 5-PHASES



ITF EURASIA ACTIVITIES



Retail finance program created



Equipment finance brokering



Integrated project finance and
CAPEX supply/finance

**KBPP 44 MW BIOMASS
POWER PLANT
PROJECT
Khmelnyskyi, Ukraine
\$185 M**

Capital Raising by ITF

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ITF SOUTHEAST / ASIA-PACIFIC ACTIVITIES



Retail finance program created



Equipment finance brokering



Integrated project finance and
CAPEX supply/finance



INTEGRATED TRADE FINANCE



GLOBAL FINANCE PROGRAM

TURN-KEY FINANCING FOR EXPORTS IN 5-PHASES

VARIOUS PROJECTS
Multiple Countries
\$225 M

Capital Raising by ITF

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Global Network of Directors and Representatives



INTEGRATED TRADE FINANCE™

Central Management Team



Jeffrey B. Kamins
CEO and Founder
Hollister, Missouri, USA
Tallinn, Estonia



Anthony Raftopol
Legal Counsel and
Vice President
International
Development
Dubai, UAE



Philip H. de Leon
Vice President
Government Affairs
Washington, DC, USA



John Crockett
Vice President,
Engineering & Project
Finance
Larnaca, Cyprus



Tehmina Soomro
Director, International
Account Management
Karachi, Pakistan



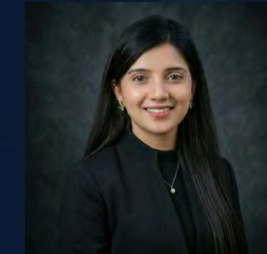
Thomas Martin
International
Account Manager
Dallas, Texas



Eli Westerman
International
Account Manager
Springfield,
Missouri, USA



Akossiwa Toffa
Administrative
Assistant -
Global Accounts
Lome, Togo



Saira Bashir
Relationship
Manager –
Global Accounts
Islamabad, Pakistan



Tahira Zaib
Administrative
Assistant –
Global Accounts
Karachi, Pakistan

Global Network of Directors and Representatives



INTEGRATED TRADE FINANCE™

AFRICA



Aiden Mhere
Director, Africa
(SADC Region)
Harare, Zimbabwe
Pretoria, South Africa



Armstrong Aghanguh Bah
Director, Business
Development, Africa
Yáounde, Cameroon



Muyiwa Omololu
Director
Nigeria, Rwanda & All
Africa Oil & Gas
Lagos, Nigeria
Kigali, Rwanda



Burt Louw
Agriculture Engineering
and Construction Partner
Johannesburg, South Africa



Matilda Abena Otoo
Director Ghana
Accra, Ghana



Mike Townsend
Director, East Africa,
Nairobi, Kenya



Ossama Yousef
Director, Egypt
Chantilly,
Washington DC, USA
Cairo, Egypt

ASIA



Dr. Robert Connolly
Director SE Asia
Ho Chi Minh City, Vietnam



Dr. Wendy Guo
Director
Hong Kong Area
Hong Kong, China



Youngjin Lee
Director South Korea
Seoul, South Korea



Eswari Kalugasalam
Director Malaysia
Kuala Lumpur, Malaysia



Bakhtiyar Mamedov
Director
Middle East & Caucasus
Baku, Azerbaijan



Linda Lu
Director
Shanghai, China



Levent Hatay
Director Turkey
Istanbul, Turkey



Global Network of Directors and Representatives



INTEGRATED TRADE FINANCE™

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Northern Europe
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Ukraine
Kyiv, Ukraine



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Switzerland
Zurich, Switzerland



Klaus Holzinger
Director
Global Agriculture
Infrastructure Projects
Vienna, Austria



Miroslav Tym
Director, Czech Republic,
Prague,
Czech Republic

NORTH AND SOUTH AMERICA



Andrew Barker
Director
Latin America
Dallas, TX, USA



Adriano Mayer
Director Brazil
Panambi, Brazil



Juan Carlos Lopez G
Director Colombia
Bogota, Colombia



Ruben Dicon
Director Argentina
Junin, Argentina



OUR PREFERRED EPCM PROVIDERS

FLUOR[®]

EPSTEIN

**BURNS
MCDONNELL**[®]

IFRIA

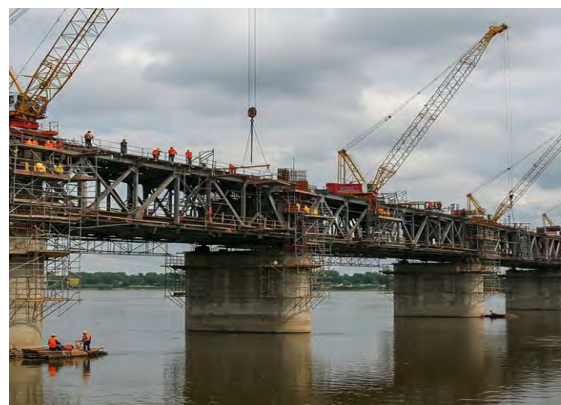
SAIPEM

BLACK & VEATCH

BECHTEL

LEO A DAILY

KILGORE



OUR PREFERRED CONSTRUCTION EQUIPMENT SUPPLIERS



JOHN DEERE



HITACHI

Reliable Solutions

LIEBHERR





INTEGRATED TRADE FINANCE™

ITF GLOBAL FINANCING SOLUTIONS

For Engineering & Construction Sector

www.itf-finance.com

ITF Indicative Terms of Financing

- Up to **85%** financing of export content
- Minimum **15%** down payment from the buyer
- Local content financing of up to **30%** of export value
- Grace period of up to **12 months**
- Tenor up to **20 years**
- **Semi-annual** repayment schedule
- **Low interest rates**
- **Faster decision-making** time (2-4 months on average)



Financing Eligibility for:

- Feasibility Studies
- Engineering and Architectural Designs
- Environmental and Social Impact Assessments
- Procurement of Equipment
- Building Materials
- Infrastructure and Land Development
- Construction, Installation, and Commissioning
- Local Materials and Components
- Management





PROJECT DEVELOPMENT FINANCE

Using Export Credit Agency Long-Term
Guarantee Programs together with
Development Finance and Local
Content Financing

www.itf-finance.com



INTEGRATED TRADE FINANCE



SOME OF OUR CONSTRUCTION/DEV SECTOR CLIENTS AND SUPPLIERS
OVER THE YEARS (2008-2026)



INTEGRATED TRADE FINANCE™



SOME OF THE FINANCIAL INSTITUTIONS WE HAVE WORKED WITH OVER THE YEARS AROUND THE WORLD (2008-2026)



INTEGRATED TRADE FINANCE™



SOME OF OUR GOVERNMENT CLIENTS AND GOVERNMENT FINANCING WE HAVE WORKED WITH OVER THE YEARS (2008-2026)



INTEGRATED TRADE FINANCE™



United States



Ukraine



South Africa



Ivory Coast



Estonia



Nigeria



Zimbabwe



Azerbaijan



Egypt



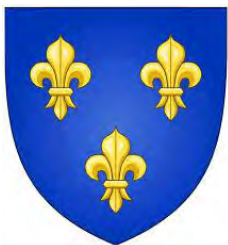
Ghana



Cameroon



P.R. of China



France



Turkey



Canada



Brazil



Switzerland



Italy



INTEGRATED TRADE FINANCE

EPCM PROVIDERS





INTEGRATED TRADE FINANCE



www.itf-finance.com



www.epsteinglobal.com



- **Founded:** 1921
- **Industry:** Architecture, interiors, engineering & construction
- **Specialization:** Sustainable building solutions
- **Client sectors:** Commercial, industrial & public
- **Ownership:** Employee-owned firm
- **Employees:** 200+ worldwide
- **Headquarters:** Chicago
- **Global offices:** New York, Raleigh & Warsaw

- Throughout **100+ years**, Epstein has garnered a reputation as a firm that is continually associated with landmark projects in the **United States and worldwide**, including the Serta International Center, the winner of the 2010 AIA Institute Honor Award for Architecture.
- The Epstein organization also has an extensive industrial portfolio that includes manufacturing plants, distribution centers and R&D facilities, including the LEED-NC Platinum Testa Produce HQ's and Distribution Center.
- Epstein has also been responsible for designing and engineering numerous aviation industry projects, such as the recently completed **Runway 9L-27R**, the first new runway at **O'Hare International Airport** in 30 years.



EPSTEIN ENGINEERING SERVICES

Integrated, multi-disciplinary
engineering solutions

- o **Civil & Structural Engineering** – infrastructure, site development, utilities
- o **MEP/FP Engineering** – mechanical, electrical, plumbing & fire protection systems
- o **Industrial & Process Engineering** – manufacturing and operational facilities
- o **Planning & Site Engineering** – feasibility, grading, stormwater & compliance
- o **Sustainability-driven** designs aligned with performance and regulatory goals
- o **End-to-end delivery** from concept through construction



INTEGRATED TRADE FINANCE



SOME PROJECTS BY EPSTEIN



INTEGRATED TRADE FINANCE

O'Hare International Airport Taxiways



Wholestone Farms Cut Floor



Zlote Tarasy Mixed-Use Development



Cosmopolitan Luxury Apartments



Chmielna 89 Office Development



Jacob K. Javits Convention Center





INTEGRATED TRADE FINANCE



FLUOR®

Profile

Fluor Corporation is a global EPC leader specializing in the delivery of complex industrial and infrastructure projects worldwide.

FLUOR[®]

- **Founded:** 1912, USA
- **Headquarters:** Irving, Texas, USA
- **Business:** Global EPC (Engineering, Procurement & Construction) and project management company
- **Core sectors:** Energy, chemicals, mining & metals, infrastructure, and government projects
- **Key strength:** Delivery of large, complex mega-projects worldwide
- **Global presence:** Operations in 50+ countries
- **Expertise:** Project execution, cost control, risk management, and lifecycle services



Fluor Corporation – Strengths & Market Positioning



INTEGRATED TRADE FINANCE

Strategic Strengths

- Execution of large and complex mega-projects
- Strong capability in project controls and cost management
- Industry-leading focus on safety and quality
- Proven track record in high-risk and regulated environments
- Expertise in engineering, procurement, and construction management



Market Positioning

- Trusted partner for governments and global industrial clients
- Active across energy, infrastructure, mining, and life sciences
- Supports energy transition and sustainability-driven projects
- Flexible delivery models: EPC, EPCM, Program Management, Owner's Engineer
- End-to-end support from concept through operations



INTEGRATED TRADE FINANCE



Profile



- **Founded:** 1957, Italy
- **Headquarters:** Milan, Italy
- **Type:** Global EPC and engineering services company
- **Core sectors:** Oil & gas, offshore & subsea, energy infrastructure, and renewables
- **Key strength:** Delivery of large, technically complex offshore and onshore projects
- **Global presence:** Operations in 60+ countries
- **Expertise:** Offshore platforms, subsea pipelines, LNG facilities, and energy transition projects
- **Clients:** National oil companies, international energy majors, and governments



Saipem – Business Lines & Energy Transition

Saipem delivers projects across onshore, offshore, and drilling activities, designing and constructing complex energy plants, pipelines, and offshore facilities through integrated solutions from concept to commissioning. The company combines strong engineering expertise, proprietary technologies, and specialized assets to deliver safe and technically optimized projects for both traditional energy and new energy systems.



Saipem is also focused on the energy transition, developing solutions for offshore wind, hydrogen, carbon capture, and bioenergy. By embedding sustainability, innovation, and digital engineering into its operations, Saipem supports clients in building low-carbon and future-ready infrastructure.



INTEGRATED TRADE FINANCE



Profile



INTEGRATED TRADE FINANCE



Founded: 1898 | **HQ:** Reston, Virginia, USA

Type: Private, family-owned

Global Reach: 160+ countries

Core Expertise:

- Infrastructure (roads, rail, airports, tunnels)
- Energy (oil, gas, LNG, nuclear, renewables)
- Mining & Metals (mines, refineries, smelters)
- Defense & Security
- Environmental & Clean Energy





SOME PROJECTS BY BECHTEL



**Western Sydney
International Airport**



Pennsylvania Chemicals



Quebrada Blanca Phase 2



Crossrail's Elizabeth Line



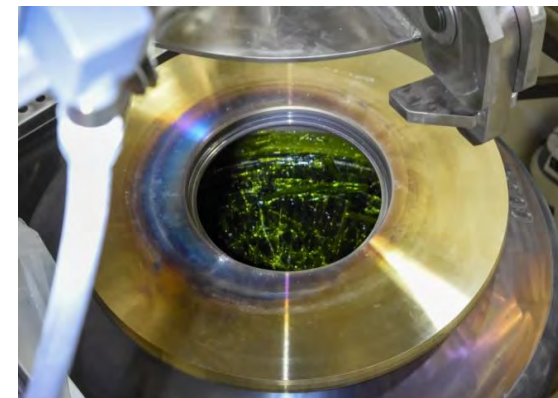
Mobile Launcher 2



Cutlass Solar 1 & 2



Hanford Waste Treatment



Rio Grande LNG





INTEGRATED TRADE FINANCE

CONSTRUCTION EQUIPMENT SUPPLIERS



INTEGRATED TRADE FINANCE



CASE
CONSTRUCTION



Profile

CASE Construction Equipment is a global manufacturer of construction machinery, providing reliable and innovative equipment solutions for infrastructure, construction, and industrial projects worldwide.

Founded: 1842 (USA)

Headquarters: United States (CNH Industrial Group)

Global Presence: Operations in 150+ countries through an extensive dealer network

Parent Company: CNH Industrial

Employees: ~4,800+ (CASE brand)

Manufacturing Facilities: North America, Europe, Latin America, and Asia

Dealer Network: 600+ dealers worldwide



INTEGRATED TRADE FINANCE



CASE Construction is a leading manufacturer of construction equipment, with over **180 years** of experience in innovation and a commitment to quality. The company offers a wide range of machinery, including excavators, loaders, and dozers, known for their reliability and high performance across various conditions. Designed with customer needs in mind, CASE equipment focuses on ease of operation, reduced maintenance costs, and extended service life. Additionally, the company provides comprehensive support through quality service, operator training, and aftermarket programs. CASE Construction is also committed to sustainable development, implementing technologies that reduce environmental impact while enhancing efficiency on the job site.





INTEGRATED TRADE FINANCE



CATERPILLAR

Profile

- **Founded:** 1925
- **Headquarters:** Peoria, Illinois, USA
- **Industry:** Construction & mining equipment, diesel & natural gas engines, industrial turbines
- **Global Presence:** Operations in 190+ countries with a broad dealer network
- **Products & Services:** Heavy machinery, power systems, aftermarket parts & services
- **Mission:** Enabling economic growth and infrastructure development worldwide



Caterpillar Inc. – Products & Strategic Strengths

Core Products

- Heavy construction equipment (excavators, bulldozers, loaders)
- Mining machines & haul trucks
- Engines, generators & power systems

Market Served

- Construction
- Mining
- Energy & Transportation
- Forestry & Industrial

Global Reach and Support

- Extensive dealer network in 190+ countries
- Strong aftermarket parts and service support

Innovation & Technology

- Digital solutions (Cat Connect) for fleet monitoring & optimization
- Investment in automation and robotics
- Emphasis on sustainability and energy efficiency

Competitive Advantages

- Reputation for durability and reliability
- Integrated solutions across industries
- Focus on customer productivity and uptime

Strategy, Purpose & Mission

Where We're Headed

Caterpillar is changing the way the future is built. Backed by one of the largest global dealer networks and the power of our people, we are driving growth through a commitment to **commercial excellence**, advanced technology and transforming how we work. We're guided by **Our Values** in Action and a strong foundation of Operational Excellence, making data-driven decisions that fuel profitable growth now and in the future.



Why We Do It

For more than a century, we've built a better, more sustainable world through our **engineering excellence, technological advancements, our worldwide dealer network, and strong customer partnerships**. We do this to solve our customers' toughest challenges.



INTEGRATED TRADE FINANCE



JOHN DEERE

Profile



INTEGRATED TRADE FINANCE

COMPANY INTRODUCTION

John Deere Construction is a global leader in construction and earthmoving equipment, known for durable machines, advanced technology, and a strong dealer support network.



JOHN DEERE

Company Snapshot

Founded: 1837

Founder: John Deere

Headquarters: Moline, Illinois, USA

Parent Company: Deere & Company

Global Presence: Operations in **100+ countries**

Manufacturing Footprint: North America, Latin America, Europe, and Asia

Dealer Network: 1,700+ dealers worldwide





JOHN DEERE

John Deere Construction differentiates itself through its focus on **integrated technology and automation**, helping contractors improve **jobsite accuracy, fuel efficiency, and cycle times**. Its equipment is increasingly deployed in **large-scale infrastructure, mining support, and road construction projects**, where **machine control, data analytics, and fleet optimization** play a critical role in reducing downtime and improving project outcomes. This positions John Deere not just as an equipment supplier, but as a **long-term productivity partner** for contractors and project owners.



INTEGRATED TRADE FINANCE





INTEGRATED TRADE FINANCE



Profile



- **Founded:** 1945, UK
- **Headquarters:** Rocester, England
- **Business:** Global manufacturer of construction, agricultural, and industrial equipment
- **Key products:** Backhoe loaders, excavators, wheel loaders, telehandlers
- **Global presence:** Operations in 150+ countries through dealer network
- **Ownership:** Privately owned family business
- **Reputation:** Market leader in backhoe loaders and telehandlers
- **Sectors served:** Construction, agriculture, mining, waste, and logistics





JCB is a **global market leader** in backhoe loaders and a major player in excavators, loaders, and telehandlers, serving a wide range of construction, infrastructure, and **industrial applications** worldwide. The company is recognized for its **engineering innovation, fuel-efficient machinery**, and strong focus on **operator safety and productivity**. With an extensive international dealer network and diversified manufacturing footprint, JCB is well positioned to support customers in both developed and emerging markets with reliable equipment and responsive after-sales support.



INTEGRATED TRADE FINANCE





INTEGRATED TRADE FINANCE





SANY CONSTRUCTION EQUIPMENT

Profile

SANY is one of the world's largest construction equipment manufacturers, known for heavy machinery, innovation, and strong global expansion.

Company Snapshot

Founded: 1989

Founder: Liang Wengen

Headquarters: Changsha, Hunan, China

Parent Company: SANY Group

Global Presence: Operations in **150+** countries

Manufacturing Bases: China, USA, Germany, India, Brazil, and Indonesia

Employees: 40,000+ globally



INTEGRATED TRADE FINANCE



SANY Global is a market leader in **excavators, cranes, and concrete machinery**, serving major **infrastructure, mining, and industrial projects** worldwide. The company's strengths lie in its **large-scale manufacturing**, strong **R&D capability**, and expanding portfolio of electric and intelligent equipment. With a broad international dealer network and growing overseas production footprint, SANY is well positioned to support both emerging and developed markets with **reliable equipment** and **localized after-sales service**.





INTEGRATED TRADE FINANCE



Profile



INTEGRATED TRADE FINANCE

- **Brand:** New Holland Construction (part of CNH Industrial)
- **Founded:** 1895 (New Holland brand origin), construction division developed later
- **Headquarters:** Turin, Italy (CNH Industrial)
- **Business:** Manufacturer of construction equipment
- **Key products:** Excavators, wheel loaders, backhoe loaders, skid steer loaders
- **Global presence:** Manufacturing and dealers across Europe, Americas, Asia & MEA





INTEGRATED TRADE FINANCE

New Holland Construction leverages the global scale and engineering expertise of CNH Industrial to deliver **reliable** and **cost-effective** equipment solutions for infrastructure and earthmoving projects. With a strong focus on productivity, operator comfort, and fuel efficiency, the brand supports contractors with machines designed for both urban construction and **large-scale civil works**, backed by a worldwide service and parts network.





INTEGRATED TRADE FINANCE

MAKE THE NEXT LEAP TO EXPAND INTERNATIONALLY



www.itf-finance.com



INTEGRATED TRADE FINANCE

A Global Finance and Market Development Company

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Integrated Trade Finance (ITF)

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