



Structured Trade Finance Corporation

Washington, DC, Dublin, and Zurich

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Trade & Export Financing is Our World

We assess the needs of the qualified borrowers, transactions/projects, and match them with interested international lenders.

The Structured Approach

STFC's mission is successful development and structuring of trade and export financing transactions/projects. We strive to serve our qualified borrowers by developing tailor made financing solutions.

STFC operates in Washington, DC, Dublin, Zurich

Our Products and Services

- Arranging trade and export financing for qualified borrowers
- Arranging pre-export financing for commodity exporters
- Funding solutions for equipment leasing companies
- International finance advisory services for financial institutions and corporations
- Credit insurance solutions for lenders and exports
- Asset management advisory services

Our Process

Development

Transaction development begins with discussions with the prospective Borrower, defining transaction elements and parameters and development and signing of a term-sheet, describing the overall terms of an export and trade financing transaction and financing, among the Borrower, Lender and the Arranger.

Structuring

Developing and completing loan documents between the Borrower and the Lender.

Execution

The CP compliance and successful funding of the loan.

Our concept is based on Viable Doable, Incremental business (VDI)

- STFC will conduct an initial assessment of each financing transaction as to whether the total transaction is viable.
- We assess the best method of credit enhancement acceptable to the prospective Lender and needs of the Borrower and the Exporter/Seller.
- STFC's assessment of a prospective trade finance transaction is multi-dimensional: time-line, cost of financing and ease of execution.



Jason Gheissari

Jason has 37 years of experience in international business in sales, trade and trade finance in the emerging markets working for four major U.S. corporations including a total of 16 years working and living in Belgium and Switzerland. 25 years of that experience is in direct work and negotiations with global and emerging markets' commercial and government banks; with bilateral and multilateral institutions such as U.S. Export-Import Bank, Euler Hermes, EBRD, OPIC and IFC.

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Klaus Merz

A highly experienced international banker with more than 25 years of direct work experience in project, export and structured trade finance; a large world-wide network of contacts with commercial lenders, borrowers and credit insurers gained through extensive trade finance transactions arranging and structuring working at top European banks such as Credit Suisse, KFW and Dresdner Bank.

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Our Approach



Viable

A transaction which has the right risk environment; acceptable trade finance tools and enablers; underlying export products; suitable timeline; and generally acceptable financing cost.



Doable

A transaction in which key parties such as Buyer, Borrower, Exporter/Seller are in agreement; there will be a viable Lender with Lender acceptable to all parties.



Incremental

A transaction that has added value, particularly for the Borrower and the Lender.