



Belgian  
Corporation  
for International  
Investment

# Trade For You seminar on International Business Opportunities (focus: China)

**BMI/SBI**

**An experienced co-investor for your  
international investments**

**09/05/2019**

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# Mission Statement

*“To provide **capital** and **know how** for international investments of **Belgian** private sector companies.”*



# ABOUT US : SHAREHOLDERS' STRUCTURE

Created in 1971, BMI-SBI is a semi-public financial institution on federal level active in the medium to long-term co-financing of foreign investments by Belgian companies.

Main shareholders :

National Bank of Belgium **6%**

Others **3%**

Electrabel **5%**

ING Belgium **7%**

BNP Paribas Fortis **19%**

FPIM/SFPI **60%**

*private*

*public*



# OUR PRODUCTS

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**Tailor-made** financial products at the level of the foreign entity, generally without parent guarantee. Co-financing amounts between € 1.000.000 and € 6.000.000 and higher via external financing

At **market conditions** with matching (cash) contribution by the Belgian Partner

- **Equity**  
Minority stakes. Exit after 5-10 years at pre-defined exit terms (put & call options/trade sale/IPO) based on the success of the project
- **Quasi-equity**  
Subordinated/Mezzanine loans in €, combining fixed interest rates with variable interest rates based on the success of the project. Terms of 5-10 years with grace periods of 2-3 years
- **Senior Medium- and long-term loans**  
Complementary to equity or quasi-equity;



## ABOUT US: Financial Means & Access to External Financing

- Own funds
- Dedicated fund from our main shareholder [SFPI/FPIM](#)
- Collaboration with the [Regional Institutions](#) in Belgium:
  - PMV (ParticipatieMaatschappij Vlaanderen),
  - SOFINEX (subsidiary of AWEX, Sowalfin and SRIW)
  - EXPORTBRU
- Collaboration with [European Development Financing Institutions](#): EDFI, mainly DEG (Germany), PROPARCO (France) for larger projects in developing/emerging markets
- In emerging countries, the political, war and transfer risk is covered by [Credendo](#)



# **BUSINESS PRINCIPLES - Partner profile**

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- (S)ME's, Medium Sized Enterprises
- Stock quoted companies
- Relevant **track record**
- Start / expand the internationalisation of their activities via a foreign investment



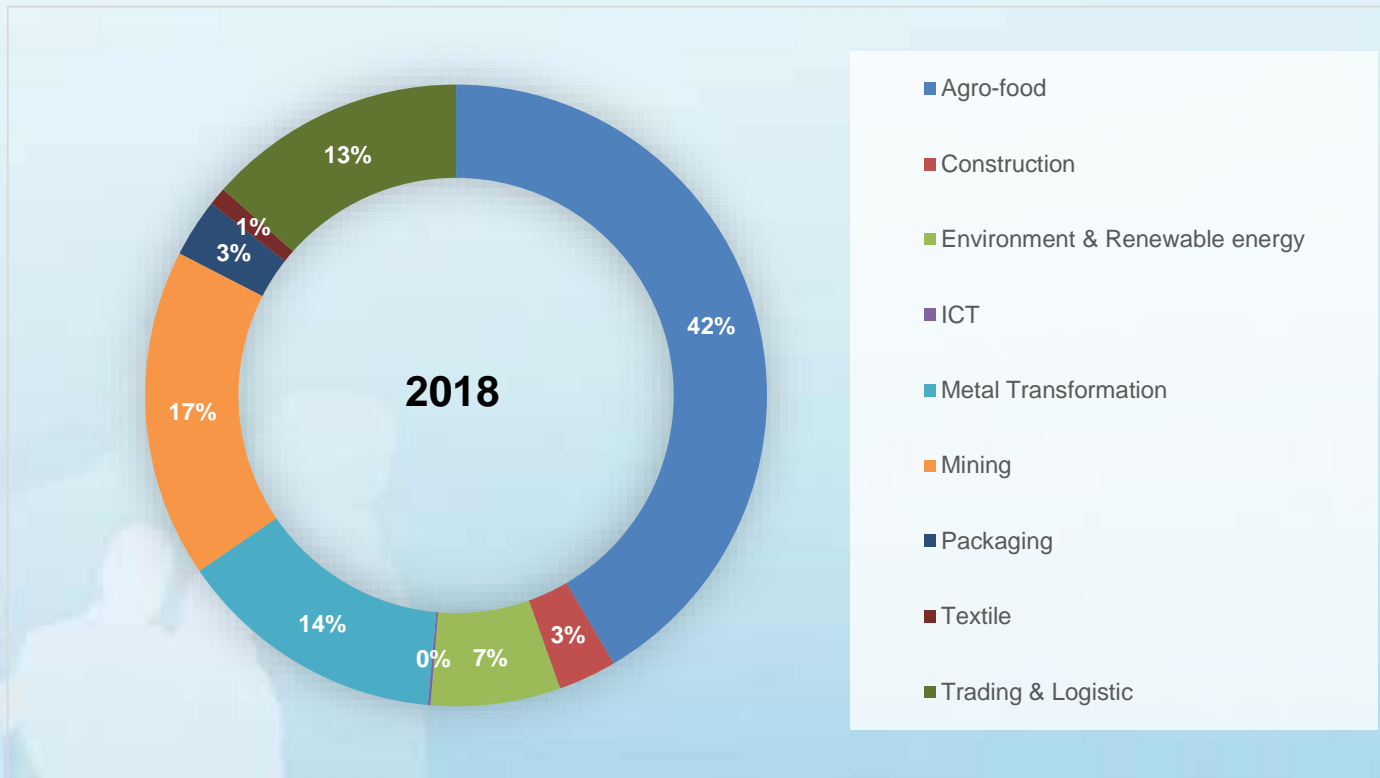
# BUSINESS PRINCIPLES - Project profile

- “Greenfields”, expansions of existing projects, acquisition of existing companies
- Wholly owned subsidiaries or joint ventures but with majority equity holding by the Belgian partner
- Type of industry: Most activity sectors are eligible. Focus is on (international) growth & expansion and not early-stage/R&D financing



# BUSINESS PRINCIPLES - Industry profile

All sectors (some exclusion)

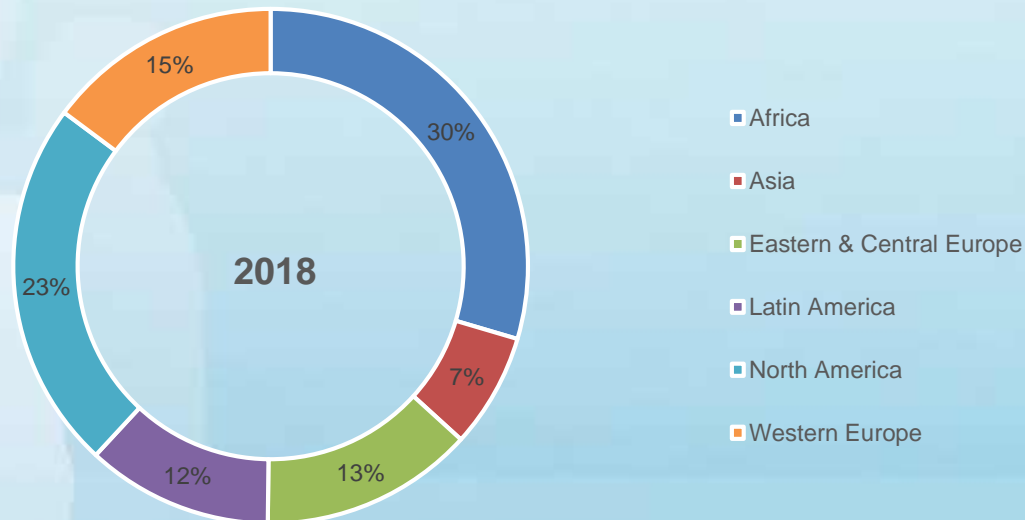




# BUSINESS PRINCIPLES - Country policy

- World-wide in developed & developing countries more remote & difficult regions
- Economic interest both to Belgium & host country
- Delocalisation not eligible!!

Geographical Coverage by Region :



# BUSINESS PRINCIPLES

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In addition to financial support BMI/SBI also aims to provide **added value** among others through a detailed analysis & follow-up of the projects, often also a presence in the Board, as well as assistance & mediation for example to identify other financing sources.

Active follow up with due respect to **Environmental, Social and Corporate Governance** principles



# WORKING METHOD

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- 1) **Preliminary screening** by BMI/SBI to determine whether the project falls within the criteria.
  
- 2) **Extensive analysis** including:
  - historical, financial and legal standing
  - competitive advantages (market share, growth rate, etc...)
  - business plan/forecasts for 3-5 years;
  - management information;
  - funding requirement and usage & financial structure;
  - the proposed financing deal;
  
- 3) **The legal documentation** — disbursement after CP's,
  
- 4) **Follow-up**  
  
⇒ From first contact to final approval: 3-4 months



# OTHER CUSTOMER REFERENCES

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Past & current clients include companies like:

*Resilux, IBA, Versele Laga, DesleeClama, Manuchar, Dujardin Foods, Waterleau, Ecophos, Finasucre, Sterckx, Rentaport, Vanreusel Snacks, Sipef, Sonaca, SIAT, LVD, Schreder, Deroose Plants, Magotteaux, Eurogentec, Pauwels Trafo, Etex – groep, ICOS, Vlassenroot, Vitalo, BIA , Exki, Cegeka, Fruytier, ...*



# CONTACT DETAILS

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