

OUR BUSINESS LINES BY ACTIVITY

Structured Finance

The structured finance business consists in originating, structuring and financing transactions globally, involving major exports, investments guaranteed by real assets (aircraft, ships, real estate, commodities, etc.) and complex and structured credits.

Six global financing activities in which Calyon has been active for more than 30 years.

Export Credit & Trade Finance

Shipping

Natural Resources, Infrastructure and Power (NIP)

Transactional Commodity Finance

Real Estate and Hotels

Aviation and Rail

(Calyon is among the global leaders in this sector, with more than 30 years' experience)

AVIATION AND RAIL

consists in financing aircraft (long-haul and regional jets, freight, business jets, cargo) operated by commercial air transportation companies and presenting our customers (air passenger and cargo, lessors, airports and industrial companies) with a large range of products and expertise in conjunction with Calyon's various product lines. The activity has been expanded to include the European rail sector through several asset-based structured products targeting lessors of rolling stock and operators in the rail freight and passenger segments.

Products and expertise

- Advisory on purchasing and financing aircraft, valuations, portfolio analyses, debt restructuring and strategy.
- Financing of advances.
- Financing of export credits guaranteed by Coface, Hermes, ECGD and Exim.
- Financing in the form of commercial debt.
- Securitizations (aircraft, engines, airline buildings, etc.).
- Operating leases, hybrid leases.
- Tax leases (French tax leases, Japanese operating leases).
- Derivative products (jet fuel, interest rate, foreign exchange).
- Mergers and acquisitions.



>> SHIPPING

consists in financing new and used ships for an international customer base of ship owners, and involves a global relationship with shipping companies. Calyon finances a modern and diversified fleet of more than 1,100 vessels: merchant ships of all types (bulk carriers, oil and gas tankers, container ships, roll-on/roll-off ships, etc.), passenger ships (cruise ships and ferries) and offshore oil industry ships and floating equipment.

Products and expertise

- Medium- and long-term ship mortgage loans (and pre-financing during the construction stage).
- Export credits (Coface, Kexim, Cexim, Sace, etc.) and financial loans.
- French and U.K. tax leases.
- Interest rate, foreign exchange and commodities hedging products.

NATURAL RESOURCES, INFRASTRUCTURE AND POWER

The Group's expertise in the natural resources, infrastructure and power sector is consolidated into a single department in order to combine the skills of various teams using different financing techniques on behalf of the same clients. This multi-product, sector-based organizational approach underpins a level of expertise that leads to financial advisory and non-recourse credit arranging as part of new projects or privatizations.

Project finance

covers in particular the natural resources sectors (oil, gas, petrochemicals, mines and metallurgy), power generation and distribution, environmental industries (water, waste management), and the infrastructure and public-private partnership (transportation, hospitals, prisons, schools, public services) sectors.



Structured commodity finance

provides structured finance to producers and exporters of commodities around the world, guaranteed by the proceeds from commodity exports.

Products and expertise

- Export pre-financing: direct loans to producers.
- Pre-payment: limited recourse loans to buyers to finance the pre-payment of a producer's exports.
- Barter: the exchange of one product for another of equivalent value.
- Swaps: the exchange of one product for the same product but of different quality.
- Processing financing: the financing of the import of commodities, paid back out of the proceeds from the export of finished or partially processed goods.

TRANSACTIONAL COMMODITY FINANCE

addresses the needs of major international traders and producers involved in commodities markets, and offers financing and short-term payment-security solutions for the flows of raw materials and semi-finished goods between producers and consumers.

Products and expertise

- Documentary credits.
- Guarantees.
- Euro and foreign currency treasury lines.
- Interest rate and foreign exchange hedging lines, structured trading in goods and metals – pre-financing, tolls, etc.
- Hedging products.
- Geographic risk buy-outs on well-established counterparties (States and similar) on behalf of clients.



CALYON **The world of finance**
belongs to those who shape it

>> **EXPORT AND TRADE FINANCE**

The **export** business provides financing solutions in the area of capital equipment exports and certain foreign investments, mainly through the establishment of export credits (buyer or supplier), guaranteed by public credit insurance agencies. Calyon also offers co-financing arrangements with multilateral financing institutions (IFC, EBRD, EIB, etc.) and financial loans with or without private insurance coverage. It offers the capacity to process and secure international trade payments.

Trade Finance, one of Calyon's core businesses, consists in financing and securing international trade payments through a comprehensive line of products (documentary credits and collections, international guarantees, non-recourse purchase of commercial receivables of all types or forfeiting). This business line also includes advisory services for international trade transactions (assessment of country risks, structuring of transactions, counterparty risk hedging strategies, off-balance sheet accounting, etc.)

REAL ESTATE AND HOTELS

is based on the in-depth knowledge of the real estate and hotel segments and potential private- or public-sector investors. This business consists in structuring financial solutions for clients to help them satisfy their needs in the areas of acquisitions, disposals and financing optimization. The staff's competencies make it possible to offer clients a range of solutions: advisory services (mergers and acquisitions, development strategy, etc.), debt instruments (corporate and structured finance, asset-based financing, syndication, etc.), interest rate products (swaps and derivatives) and asset/liability and tax engineering (securitization, de-consolidation).

Profile

- Very strong financial analysis skills
- Interest in financial mathematics (modeling)
- A solid understanding of commercial law (contracts, guarantees, collateral), knowledge of common law contract law is a plus
- A strong interest and desire to participate in the sector (energy, commodities, aerospace, shipping, real estate, etc.)
- Interpersonal skills and ability to work in English as part of international teams.