



# COMPANY PROFILE

Project Financing & Trade Solution - 2019

## Message From Our CEO

“Cable Exchange aims to provide bespoke financial products and services designed to achieve the financial objectives of its investors and to stand the challenges of an ever-evolving market. Our business model aims to capitalise on emerging investment & market opportunities through leadership & independence in structuring exclusive accessibility. The core attributes of our business model are designed to provide flexibility in sourcing attractive investment opportunities, freedom to invest without hindrance, and versatility to changing market conditions. Our long term goals revolve around strategically expanding our client base with a diverse mix of domestic and regional investors. We are distinguished from our market peers by uncompromised honesty and commitment towards investors. The principals of trust are embedded in the foundation of our responsibilities and relationships, and adhered to by all members of our team.

In light of providing quality services and products, Cable Exchange strives to expand the number and size of investment funds structured and managed by the firm through unique offerings. With the aim of optimising our capabilities in various asset classes, sectors and geographic areas, we will continue to develop our expertise and range of products to achieve the investment ambitions of our investors. We perceive an abundance of opportunities to source high-quality investments that stand the test of different economic climates and achieve targeted rates of return. A focus on value creation in conjunction with the strength of our balance sheet, flexibility of our financing model and the robust support of our shareholders equips our team with the ability to take advantage of a large array of opportunities. With the unified interests and synergies of our stakeholders, a streamlined decision-making process, and the combined efforts of our team, Intertorco is destined to stimulate innovation, creativity and entrepreneurship. We are confident that we have established a strong investment management company characterised by high flexibility and in-depth investment acumen to achieve stable and rewarding results for our investors for many years to come.”

**Mr Arif Esa**  
President & CEO

## ARIF ESA - CEO

Mr Arif Esa was appointed as CEO for Cable Exchange in 2018. Mr Esa holds a number of different roles in multiple companies around the globe

Mr Esa specialises in Finance and Trade Guarantees. He has helped several governments across the globe refinance and help develop the nations.

## STEVE ADEGA - CHAIRMAN

Mr Stephen Otchere Adegboye founder and current Board Chairman. Mr Adegboye has been involved in the oil and gas industry for the past 10 years and has worked mostly in private capacity trading in crude oil products, arranging supplies for governmental institutions as well as other downstream traders mostly in the West African sub-region.

## SALAM MOHAMMED - PRESIDENT

Mr Mohammed is a member of the BOD for Cable Exchange as well as other organisations throughout the globe. Mr Mohammed has vast knowledge and contact in the petroleum industry & trade finance to help Cable Exchange source and secure the commodities required for us to keep up with this fast-growing industry.



## ABOUT US

Cable Exchange Company is a petroleum company and innovative infrastructure finance organisation delivering pioneering infrastructure in the poorest and most fragile countries.

Our purpose is to combat poverty in the poorest and most fragile countries through pioneering infrastructure to help economies grow and change people's lives.

Our vision is enhanced provision of affordable and sustainable infrastructure services in low-income countries and fragile states in order to combat poverty and help economies grow. Financing for these projects should be increasingly sourced through local capital and credit markets; building capacity and resilience in frontier markets.

Our mission is to operate at the frontier of infrastructure development in low-income countries and fragile states to combat poverty. We provide leadership, development capability, funding and finance solutions across the project cycle to support infrastructure provision that results in high development impact and develops local capacity and capability and the financing potential of local credit and capital markets.



## PROJECT FINANCING

Cable Exchange finances government projects, such as power projects, roads, railways, ports & shipping infrastructure, telecommunication, hospitals, schools, airports, green energy and other necessary large State infrastructure projects, private projects such as real estate development or any entrepreneur project that promotes agriculture, fishing, house construction, shipbuilding, energy supply that fit an outstanding excel for the country, as well as private institutions like banks or corporations. Further, Cable Exchange is professed to arrange transactions regarding metal products such as Gold and other related components

Cable Exchange is able to finance projects backed against the following:

Cash Deposit  
Sovereign Guarantee (SG)

Bank Instruments

Bank Guarantee (BG)  
Standby Letter of Credit (SLC)  
Safe Keeping Receipt (SKR)  
Cash on Deposit (COD)  
Promissory Notes (PN)





## FINANCIAL INSTRUMENTS

In order to fund a Bank Instrument you must be in possession of the instrument and it must be paid for prior to funding (Prior to requesting funding).

Cable Exchange has developed relationships with some of the Top banks around the world to where we are able to fund Bank Instruments for clients worldwide by providing the funding against owned bank instruments such as BG's (Bank Guarantees), LOC's (Letter of Credit), SBLC's (Standby Letter of Credit), CD's (Certificate of Deposit), DPLC's (Direct Pay Letter of Credit) and other banking and financial instruments.

This form of financing can be used in combination with our cash backed stand by letter of credit (SBLC) or Bank Guarantee (BG) Program in order to fund the newly created document to obtain the right funds for project financing.

Funding bank instruments is the process of liquidating such instruments by converting them into legal tender. We can fund or lend on just about any bank instrument to be used for project funding, move them into various trading platforms quickly and easily, as well as creatively incorporating them into financing certain development projects. We can provide funding for CD's, SBLC's, DPLC's, BG's and MTN's. This can be accomplished in 5-15 business days.





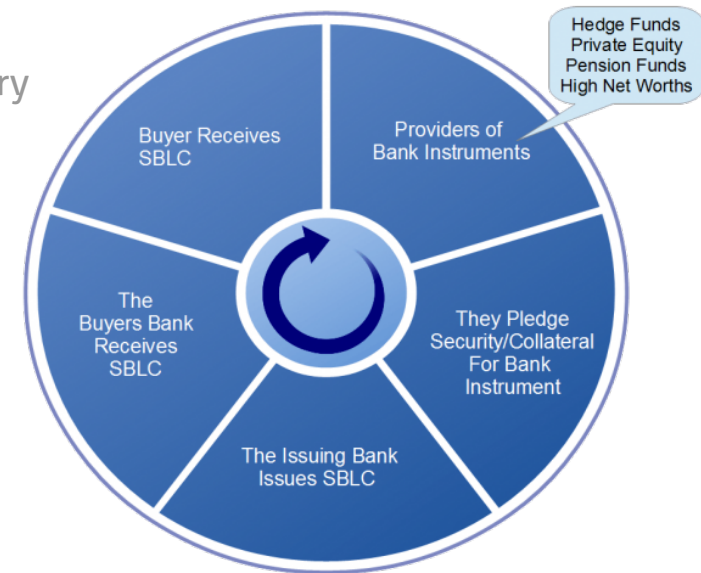
Funding a SBLC or stand by letter of credit is becoming rather common and can be done in as little as 15 days. Many people refer to this as SBLC funding or SBLC financing since you are essentially obtaining cash on the basis of the SBLC or bank guarantee.

This process allows you to:

- Funding instruments for cash
- Funding instruments for buy/sell platform entry
- Funding instruments for both cash and buy/sell platform entry

Cable Exchange facilitates the funding of the following:

- Bank Guarantees
- Bank Drafts
- SBLC
- IBOE
- MTN
- Certificate of Deposit
- Direct Pay Letter of Credit
- Blocked Cash
- Other instruments



## WE TAKE PRIDE IN IMPROVING THE QUALITY OF LIFE FOR ALL COMMUNITIES

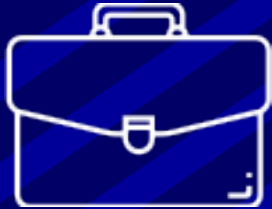
### CORPORATE SOCIAL INVESTMENT

## PRINCIPLES

### Country Development Projects

- ✓ Developmental – holistic long-term investment in projects instead of philanthropic donations and brand promotion
- ✓ Alignment with country and corporation’s developmental priorities – job creation, education and skills development
- ✓ Proactive identification of projects – discourages unsolicited requests from the public
- ✓ Pro-poor – benefit the most marginalised members of society – strive to improve basic conditions of the poor
- ✓ Collaboration – partner with like-minded organisations to maximise impact and leverage resources
- ✓ Social-economic transformation – Focus on impact





## EDUCATION & SKILLS DEVELOPMENT

Improving education and skills development is a key strategy in reducing high levels of unemployment and providing people with wider opportunities to escape poverty.



## ENTREPRENEURSHIP DEVELOPMENT

In support of the Cable Exchange mandate of job creation, Cable Exchange supports community entrepreneurial projects aimed at job creation & Country Redevelopment. Making sure that the country can maintain the projects when complete.



## SPECIAL PROJECTS

Consideration is also given to the private sector outside the two focus areas that are deemed strategic to support.

# COMMUNITY PROJECTS & CONSULTANCY

## Community Involvement

As experts in project management and deployment, the whole Cable Exchange Group is involved in every stage of the projects; from the gathering of specification to the final implementation. Always in close contact with our clients and partners.

Our clients appreciate our support, confidence and reliability. We are aware of that, so we start every working day with a goal in mind. To improve those qualities and deliver the best service ever.

Exceptional, functional and technical expertise, coupled with extensive industry knowledge makes Cable Exchange the ideal choice for a consulting firm, to manage the implementation of your Energy & Infrastructure projects.

## Synergies, as a way of work

In Cable Exchange, we understand our form of work as a road to obtain a common objective.

Following this philosophy, the different areas of Cable Exchange create and they take advantage of the synergies that are produced between them and with the environments where we act.







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