

## MAJOR PROJECTS

A selection of projects in the field of export and investment:

- **Indonesia:** feasibility study and supporting advice regarding financing and realization of the procurement of seven navigational ships for the Indonesian government. Principal: Barkmeijer Shipyards. *PESP programme.*
- **Turkey:** Business plan and supporting advice regarding financing and realization of a major investment in a Turkish shipyard. Principal: Volharding Shipyards. *IFOM programme.*
- **Vietnam:** Supporting advice regarding financing an realization of capacity building on a Vietnamese shipyard. Principal: Damen Shipyards. *IBTA programme.*
- **Indonesia:** Feasibility study and supporting advice regarding financing and development of Marine and Fisheries Education and Training in East Indonesia for the Indonesian government. Principal: ROC Zeeland. For *ORET programme.*
- **Mexico:** Feasibility study and supporting advice regarding financing and realization of safety training centre for industry. Principal: MIT B.V.
- **Afghanistan:** Establishment of a technologically suitable, ecologically friendly and cost efficient accommodation system, consisting of demo housing units, including the associated infrastructure for supplying clean drinking water and electricity. Principal: NCH. *Asia Pro Eco programme (EU).*

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# ConsultFinance A.K. Jonker

SUPPORTING  
PROJECTS  
OF SME'S IN  
EMERGING  
MARKETS



If your company is seeking to grow but your home market is saturated, exporting your goods or services could be an attractive option. However, doing business overseas is easier said than done. It quickly raises questions such as:

- Is it feasible?
- Is there a demand for the products or services my company provides?
- Which country offers the best opportunities?
- With whom should I do business?
- How do I get in touch?
- What about the financing plan?

Being confronted with these complex questions you may feel discouraged. Particularly if your company is a small or medium-sized enterprise. If so, you will take comfort knowing that there is a partner that will help you answer these questions and make the right decisions. That partner is called **ConsultFinance A.K. Jonker**.

#### TAILOR MADE CONSULTANCY

Realizing projects often requires expertise in a range of fields, such as financing schemes, cooperation agreements, cash-flow calculations and project-management. To achieve optimal results a team of consultants, each with their own expertise, is formed for every single project.

#### EXAMPLE OF PRACTICE:

##### FIRE TRUCKS FOR INDONESIA

Kenbri Fire Fighting B.V. produces high-valued aircraft rescue and fire fighting vehicles. For Kenbri, ConsultFinance A.K. Jonker has arranged an ORET-grant from the Dutch Ministry of Foreign Affairs as well as an insured export credit by ING Bank, enabling them to meet the soft loan conditions of

#### EXPERT IN EXPORT

ConsultFinance A.K. Jonker is an expert in export. Using many years of experience in an international business environment, we support small and medium-sized businesses starting up activities in emerging markets.

#### OUR SERVICES INCLUDE:

##### Strategic advice

Being familiar with both the risks and the opportunities of investing in emerging markets, we are able to support your business with strategic advice. If necessary we will carry out risk assessments and feasibility studies to minimize risks and let you make well informed decisions.

##### Financing

International and multilateral organizations like the World Bank, the Asian Development Bank and the European Union, as well as national governments, support the expansion of companies overseas by

providing financing facilities. We know these facilities, the conditions that must be met and will be happy to take the entire process off your hands: from the application to the payment of a subsidy or a grant.

#### Contacts

Our extensive network includes both individuals and organizations such as governments and investment banks. Crucial contacts for any project in an emerging economy to succeed. Within our network you may be able to find companies that are complementary to yours, allowing you to form consortia and offer total solutions to your principals.

Would you like to know what ConsultFinance A.K. Jonker can do for your company? Please contact us for an introduction without obligation.

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the Indonesian government. As a result, Kenbri obtained a € 24 million order for the supply and maintenance of fire trucks for regional airports.



*"In the almost twenty years that I have worked on supporting the international expansion of Dutch companies, I have come to know Age Jonker as an expert on project finance. With creativity and persistence, he has been able to arrange financing for investments and the sale of capital goods in many emerging economies, even where it seemed impossible at first. Equally important is his effective personal interaction with people from a wide variety of backgrounds, banks, governments, construction companies and manufacturers of machineries, all of whom are indispensable in the arrangement of often sophisticated financing structures."*

Elmar Bouma, director of INA  
(Indonesian-Netherlands Association), Jakarta.