

Understanding your challenges.



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In today's constantly evolving markets, keeping abreast of changes is a daily challenge. Therefore you need a bank that has the know-how and dedication to support your overall strategy, as well as the skills to meet your specialised and complex financial needs in the clearest and most efficient way possible. At Fortis Bank, we combine in-depth market knowledge with the strength of our innovative services to provide the best possible solutions for corporate and institutional clients in one integrated Merchant Banking organisation.

Whether you are a large company, an institutional investor, a hedge fund or a banking institution, Merchant Banking simplifies your access to our services by assigning you with a personal relationship manager. Your single contact person has expert knowledge of our services plus a thorough understanding of the challenges you face, therefore you benefit from personalised solutions that fit your needs and requirements precisely.

Ensuring investments that add value to your organisation's activities, your relationship manager will guide your choices by assessing risks and taking into account your financial needs. Through our extensive network of specialists and with a client-oriented approach, we develop flexible solutions to meet your financial aspirations.

Specialised expertise



Merchant Banking has developed specialised expertise and leadership in selected sectors to serve various institutional and corporate clients groups.

- Energy
- Shipping
- Commodities
- Intermodal and Aviation
- Chemicals and Pharma
- Distribution and Services
- Food and Beverages
- Industry
- Technology, Media and Telecom
- Real Estate
- Insurance companies
- Banks
- Asset managers
- Pension funds
- Hedge funds
- Professional traders

Customised approach

Keeping a step ahead of the competition in complex and changing markets means continually adjusting and taking advantage of new opportunities. In order to make strategic decisions, you need relevant market research and sound investment recommendations.

Merchant Banking stays at the cutting edge of innovation to make sure clients take advantage of new openings in the markets. And we provide solutions that offer you the most effective ways of achieving your strategic and economic goals.

Knowing your market is essential to us; and this is reflected in our creation of dedicated teams of product specialists who are always seeking new and innovative approaches to give you a competitive edge. They imagine scenarios, suggest products, structure offerings and execute strategies. In fact, Fortis Bank takes care of all your needs with a complete and fully integrated range of financial products customised to your specific situation to ensure growth.



Innovative services



Through our intimate market knowledge, international presence, strength of our network and privileged relationships, you have a strategic partner that makes sure your portfolio is properly diversified. We help you minimise risk and take advantage of leverage by offering an innovative and integrated product offering from standard transactional services to fully customised financial structures. And with our ability to execute any strategy you choose, we help you make the right decisions in terms of your financing and investment needs, as well as in the protection of your assets.

Finance solutions

- Corporate lending
- Asset based finance
- Securitization
- Export & project finance
- Equity & debt capital markets
- M&A advisory
- Loan syndication
- Acquisition finance
- Mezzanine finance
- Private equity

Investments

- Equities
- Bonds
- Currencies
- Structured (credit) products
- Asset backed securities
- Collateral management
- Securities lending/repro
- Commercial paper
- Investment research

Asset protection

- Interest rate derivatives
- Equity derivatives
- Currency derivatives
- Credit derivatives
- Commodity derivatives
- Energy derivatives
- Inflation derivatives
- Weather derivatives
- CO2-trading
- Performance measurement, analysis and reporting

Transactional services

- Cash management
- Global custody
- (derivatives) Clearing
- Fund services
- Fund administration
- Brokerage services
- Trade services
- E-solutions

A man and a woman in business attire are standing on a waterfront promenade, looking at a city skyline across the water. The woman is on the left, wearing a dark leather jacket, and the man is on the right, wearing a dark suit jacket. They are both looking towards the right side of the frame. The background features a dense urban skyline with several prominent skyscrapers, including a tall, thin tower with a blue facade and a shorter, wider tower with a blue top. The water is calm, and the sky is overcast with grey clouds.

Anchored in the Benelux market, Fortis Bank is expanding its Merchant Banking activities worldwide. In Europe we maintain well established client relationships by offering an entire range of integrated services. In the US and Asia we now focus on selected core activities.

For more information, visit our website at www.merchantbanking.fortis.com



Fortis

Fortis is an integrated financial services provider active in the fields of banking and insurance. With a market capitalisation of EUR 26,9 billion (31/01/2005) and over 52,000 employees, Fortis ranks in the top 20 of European financial institutions. In its home market, the Benelux countries, Fortis occupies a leading position which it aims to develop and bolster. Fortis is drawing on the expertise it has acquired in its home market to realise its European ambitions via growth platforms. Fortis also operates successfully worldwide in selected activities. In specific countries in Europe and Asia it effectively exploits its know-how and experience in bankassurance. Sustainable economic growth and social responsibility are important considerations for the way in which Fortis operates. Fortis' commitment to the welfare of its millions of customers means the company is deeply rooted in the local community. Fortis is listed on the exchanges of Amsterdam, Brussels and Luxemburg and has a sponsored ADR programme in the United States.

Fortis Bank

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