

# AgroPlazo

## Who we are

Jebagro is a part of the Jebesen & Jessen Hamburg Group, a traditional Hanseatic distribution and service company founded in 1909, that has continuously expanded into large sectors of the global trading markets. Founded in 2016, Jebagro developed a broad portfolio of crop protection products and fertilizers in different markets, predominantly in Central- and South America. We value our longstanding partnerships and provide our customers with a comprehensive service created by our expert international teams. Our profound market know-how, extensive experience, and vast network enable us realize more business opportunities with trusted partners. In addition, we are constantly looking to expand our network by connecting with new partners around the world.

## The Concept of AgroPlazo

- Based on payment against documents
- Jebagro buys from the supplier and pays against receipt of the documents. On the sales side the customer buys the products from Jebagro with extended payment terms starting from 180 days up to 300 days upon delivery
- Option to buy from any origin (except local) and from different manufacturers
- The short term supplier's credit is shown in the buyer's balance sheet as accounts payable
- Once a credit line is established, it can be used repeatedly

### Products



**Agrochemicals**



**Biologicals**



**Intermediates**



**Seeds**



**Fertilizer**

## Process

- ① Audited financial statement send to Jebagro
- ② Analysis with insurance 3-5 weeks
- ③ Approval of credit line

## Requirements

- Products must cross a border (no local sales)
- Invoice in USD/EUR
- Agrochemical inputs up to 300 days (e.g. fertilizers, agrochemicals, seeds)
- Non-Agrochemical inputs up to 180 days (e.g. machinery, spare parts, equipment)



## Benefits

### Customer:

- Longer payment term
- Improves cash flow
- Independence from bank financing
- Improve balance sheet positions

### Supplier:

- No need to use the limits on their credit insurance
- Externalizes risks
- Improves cash flow
- Option to increase business