

ID GLOBAL HOLDING – BJMC

Memorandum of Understanding (MOU)
A Strategic Partnership



WHO is ID GLOBAL HOLDING?

We are a Saudi Arabian investment company holding diverse interests and capabilities across several countries.

With our Head Office based in Jeddah, Kingdom of Saudi Arabia and offices in Bulgaria, China, India, Qatar, Switzerland and the UAE, we provide opportunities for investors, partners and stakeholders in the Textile, Packaging, Farming, Fast Moving Consumer Goods (FMCG), Real Estate and Services sectors (www.idglobal.com.sa).



OUR PORTFOLIO

- Our portfolio companies, ranging from major producer and retailer of Arabic clothing – *SHEMAG*, *GUTHRAH* and *UNDERWEAR*, soft fruit farming, real estate development and gourmet chocolate manufacturer to card box production facility, provide innovative high quality and price competitive products and services.



GLOBECAP INVESTMENT

PRIME FRUITS



BANGLADESH JUTE MILLS CORPORATION (BJMC)

- BJMC is a state owned organization under the Ministry of Jute & Textile of Bangladesh. It was formed in 1972 after the country's independence and had to oversee all jute mills (73 with 24,000 looms) at the time.
- Currently BJMC operates 26 jute mills with production capacity of 700MT per day. It buys raw jute for the mills through 182 purchase centers located in the jute growing areas of Bangladesh. BJMC produces over 160,000 metric tons of jute products per year.
- Annual exports exceed 150,000 metric tons, with sacks accounting for about 60% of all exports. With over 80,000 workers and staff, BJMC is the largest manufacturer in the jute sector. It supports the livelihood of around 6.0 million farm families.
- As one of the World's largest manufacturers in the jute sector, BJMC produces Hessian Cloth and Bags, Sacking Cloth and Bags, Yarn, Geo-Jute, Blanket, Jute Canvas and Carpet Backing Cloth (CBC)



ID GLOBAL HOLDING IS THE STRATEGIC PARTNER TO BJMC FOR MIDDLE EAST, AFRICA AND EUROPE

- In June 2014, ID Global signed a memorandum of understanding with BJMC, Whereas ID Global was designated a “strategic partner” for marketing, sales, and branding.
- Under the MOU, both companies will jointly discuss and determine marketing, sales, and branding strategies for Middle East, Africa and the European regions.
- Currently, BJMC lacks a network of marketing, sales and customer service professionals. These functions have been covered by trade attaches and diplomatic staff, who lack the resource to focus efficiently on jute sales and procurement.
- As agreed in the MOU, ID Global will use its partner network to optimize the relationship between BJMC and jute purchasers in the above mentioned regions, providing faster and more efficient service, while de-layering distribution and sales channels.
- GlobeCap Investment (a subsidiary of ID Global) based in Sofia, Bulgaria, besides its direct investment activities will also manage the European operations of this strategic partnership with BJMC



- Middle East and African operations will be managed through ID Global Holding (Corporate Marketing Division) based in Jeddah, Saudi Arabia and ID Global - Qatar based in Doha, Qatar

MENA COUNTRIES BUYING JUTE

Algeria
Jordan
Libya
Qatar
Tunisia

Egypt
Kuwait
Morocco
Saudi Arabia
United Arab Emirates

Iran
Lebanon
Oman
Syria



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WHAT IS JUTE?

JUTE is produced from plants in the genus *Corchorus*. The long soft shiny fibre is spun into coarse strong threads which can be used as yarns or made into heavy organic fabrics such as burlap, hessian or gunny cloth. More recently, jute has successfully been used in the upholstery, landscaping & construction industries.



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THE 'GOLDEN FIBRE'

JUTE is one of the most affordable and versatile natural fibres available. Collected from the bast (skin) of the plant, the fibres are off-white to brown in colour, 1-4 metres in length. For this reason and also its high cash value, JUTE is often referred to as 'The Golden Fibre'.



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ENVIRONMENTAL JUTE



- * 100% bio-degradable, fully recyclable, with low wastage.
- * Low pesticide/fertilizer needs and soil replenisher.
- * Huge source of renewable bio-mass with almost twice the CO² consumed and O² released than trees.
- * Receives increased international attention due to United Nations Sustainable Development Programme and the Millennium Development Goals for Socio-economic development protection of environment and reduction of poverty

The World's finest JAT jute is produced in the warm wet humid climate and rich acidic soils of the Ganges delta in Bangladesh.



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CHARACTERISTICS of JUTE

- ★ Low cost base
- ★ Sustainable
- ★ Non corrosive
- ★ Lightweight
- ★ Fire resistant
- ★ High breathability
- ★ High tensile strength
- ★ Good insulating and anti-static properties
- ★ Blendability to produce new exciting composites



VERSATILITY of USE

- ★ Food Grade Packaging: Bags, sacks, and wrapping material for products like grains, rice, wheat, cocoa and sugar
- ★ Non Food Grade Packaging: Bags, sacks, and wrapping material for products like cotton and wool
- ★ Geo-textiles: Embankment reinforcement, landfill covering, weed control, transport and protection of new and established plants



VERSATILITY of USE

- ★ Hessian cloths of various types
- ★ Braids, webbing, carpets
- ★ Fine and coarse yarns
- ★ Industrial and domestic twine
- ★ Specialist pulp and paper
- ★ Waterproof laminated cloth



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DIVERSIFIED JUTE PRODUCTS



New technologies have evolved for bulk use of jute, as raw material in the production in high value added and price competitive intermediaries or final products - home textiles, furnishings, paper pulp, automobile door panels and headliners, agricultural applications, luxury vehicle upholstery, chemical products, handicrafts and fashion accessories.

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Thank you