



Reducing Risk. Unleashing Opportunity.

Doing Business in Africa

Governors State University

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EXIM Bank has been around since 1934



- **Official export credit agency of the United States.**
- **Independent and self-sustaining.**
- **Mission to support U.S. jobs.**
- **Finance the export of U.S. goods and services through its direct loan, loan guarantee and insurance programs.**
- **Fill gap in private-sector finance for U.S. exports.**





EXIM Bank generates a profit!



...Over the past 2 Decades...

- **EXIM has generated \$7 billion for the American taxpayer.**
- **Which helps reduce the federal deficit.**

Reauthorization was signed late last year

...December 2015...



- **Overwhelming bipartisan majorities in both the House and the Senate voted to reauthorize the Bank through the end of Fiscal Year 2019.**
- **President Obama then signed the legislation into law on Dec. 6th.**



Africa is a congressional mandate



...In the past 6 years alone...

- **EXIM Bank has approved more than \$6.8 billion in financing for U.S. exports to sub-Saharan Africa.**
- **EXIM has financed and can continue to finance:**
 - **Power generation**
 - **Road building**
 - **Railroad upgrades and modernization**
 - **Airports**
 - **Commercial passenger and cargo aircraft**
 - **Pipelines**

Africa's Infrastructure hold opportunities for U.S. Companies

Africa's Infrastructure Deficit

- SSA with 49 countries and 800 million people generates about the same amount of power as Spain with 45 million people.

Economic Potential

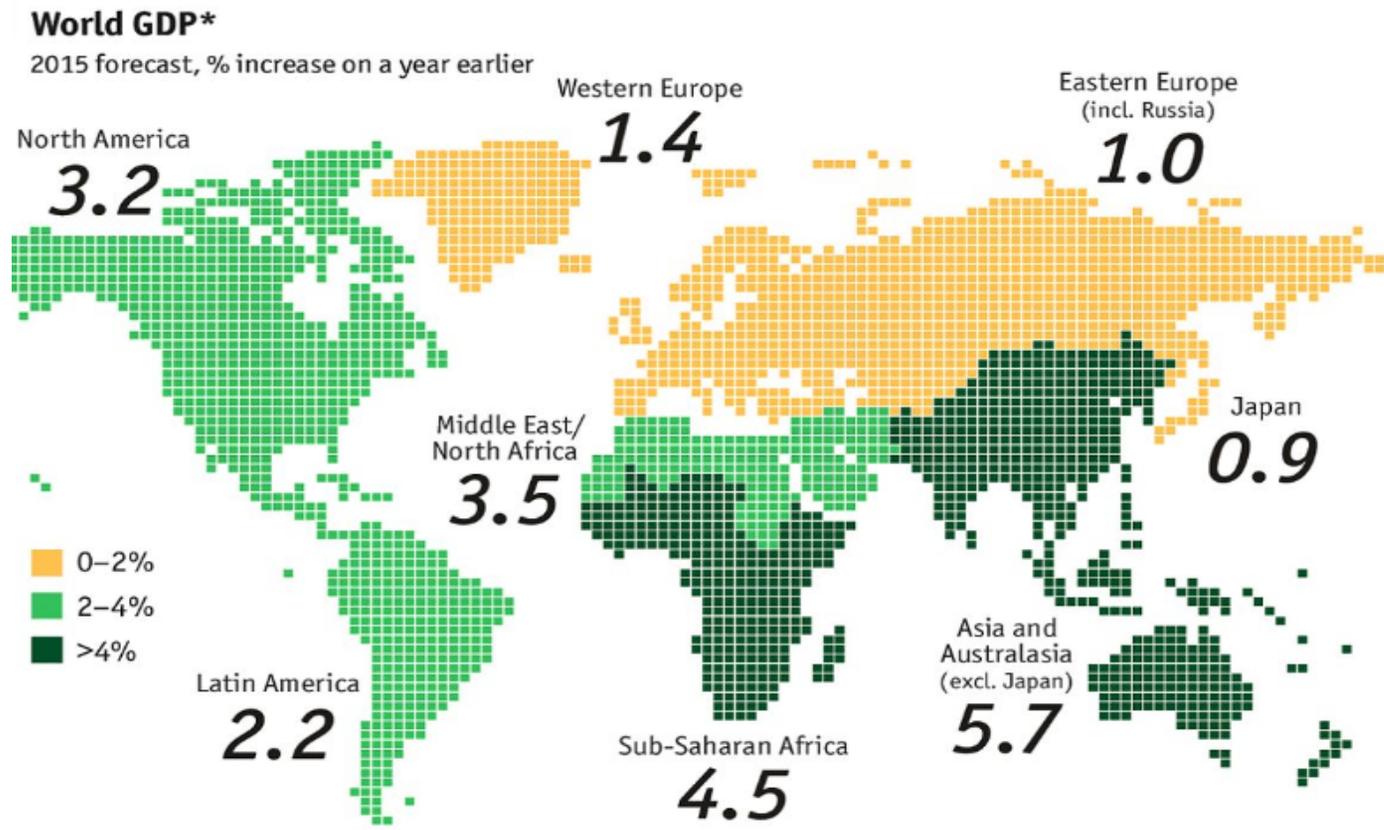
- Sub-Saharan Africa will remain among the fastest-growing regions of the world.

Investment Opportunities

- Home governments cannot finance investment requirements and are looking to external sources and private sector investors.



Africa is one of the fastest growing regions of the world



Source: Economist Intelligence Unit

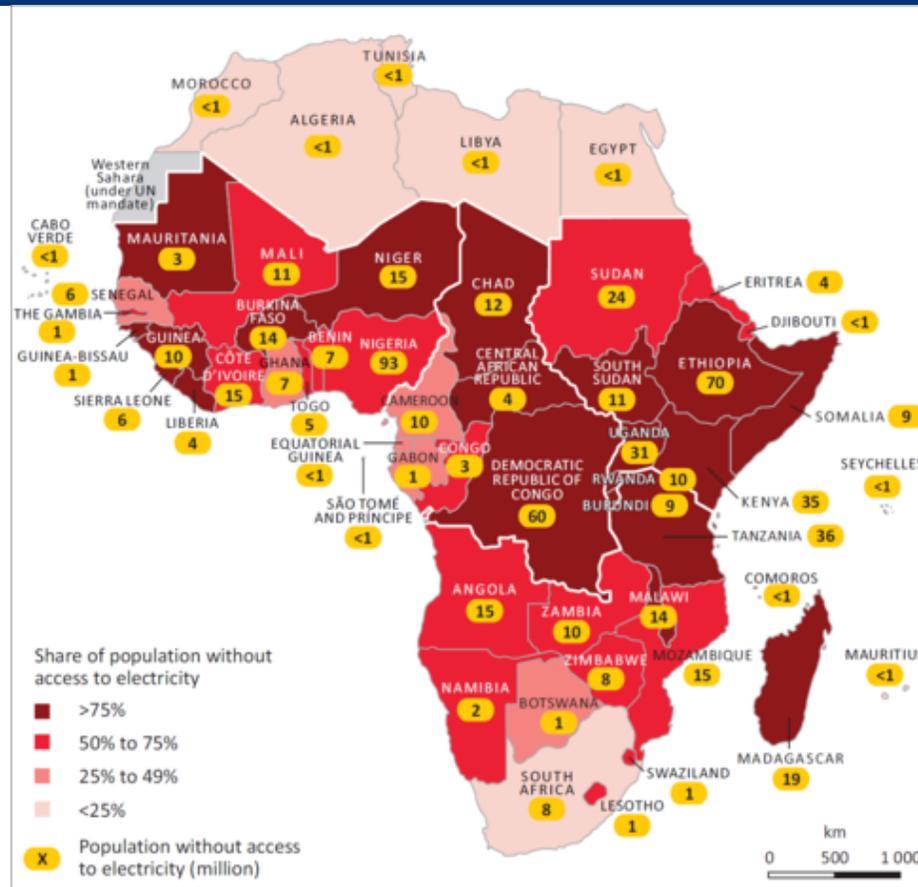
*At market exchange rates



Visually, Africa is un-lit at night.



Access to Power is quite low across Africa



This map is without prejudice to the status of or sovereignty over any territory, to the delimitation of international frontiers and boundaries and to the name of any territory, city or area.

EXIM Bank in sub-Saharan Africa



...First transactions...

- **Construction of port facilities in Angola, 1942.**
- **Financed \$500,000 with Ethiopia in 1944 to support recovery projects from WWII.**
- **\$1.3 million support for construction of flour mill in Nigeria.**
- **Akosombo Dam on the Volta River in Ghana.**



EXIM provides financing that would otherwise not be provided by the private sector.



Ex-Im Bank provides:

- Working Capital to US exporters
- Receivables insurance to US exporters
- Loan guarantees and direct loans to foreign buyers of US goods and services

EXIM has core requirements:

- Country: We must be open in the export destination country
- Content: The export needs to meet our U.S. content criteria
- Credit: Our exposure must meet our credit standards

Power Africa



...EXIM has pledged \$5 billion...

POWER
AFRICA



- EXIM's commitment constitutes more than half of the U.S. government's \$7 billion pledge for the Power Africa initiative.
- EXIM has approved seven Power Africa-attributed transactions totaling \$131.5 million.

Success Story

EXIM approved long-term transaction with West African Development Bank in 2014

Amount:	\$17 million
Approved:	2014
Project:	Azito Power Plant Phase III (\$417 million expansion)
Construction:	On-going
Export:	Steam Turbine
Product:	Loan Guarantee
Counter-party:	West African Development Bank ("BOAD")
Buyer:	Hyundai Engineering
End-User:	Azito Energie S.A.
Megawatts:	Expanded from 290MW to 420MW
Exporter:	GE



Success Story

W.S. Darley & Co.

- Fire truck manufacturer in Illinois.
- Came to EXIM when private financing was unavailable.
- Bank authorized \$15.7 million direct loan to support export of 32 state-of-the-art firefighting vehicles to the government of Lagos.
- As a result, the company was able to support and sustain the 100 jobs at its manufacturing centers.



Success Story

DemeTECH Corporation

- Manufactures medical and surgical supplies specializing in surgical sutures.
- Has \$500,000 multi-buyer policy with EXIM.
- Export sales in over 80 countries including Egypt.
- As a result, workforce expanded from 15 to more than 75 employees in two years.



Success Story

Dow Chemical

- Country: South Africa
- Ownership: 51% Abengoa, 20% Community Trust, 29% IDC
- Capacity – 100MW Concentrated Solar Power Plant
- U.S. Exporter: Dow Chemical
- U.S. Sourcing: Heat transfer fluid
- Amount: \$23 million
- Full-load molten salt storage capacity of 2.5 hours
- Roughly 320GWh annual production
- 315,000 tons reduction in CO2 emissions



South Africa Department of Energy with the Industrial Development Corporation of South Africa awarded Abengoa to build two CSP plants in the Northern Cape Province as the first CSP plants in South Africa.

Success Story



Acrow Bridge

- May 2015 Bank guaranteed a \$73 million loan supporting 144 bridges from New Jersey based-company Acrow Bridge, to the Governments in Zambia and Cameroon
- Needed ECA-backed financing
- Acrow's competitive trade proposals were chosen over bids submitted by its European and Chinese counterparts.
- Acrow has been able to establish a foothold in these new markets.
- 200 Acrow Bridge jobs supported, hundreds more throughout supply chain



Success Story



Environmental Chemical Corp.



- \$60 million supporting exports from Environmental Chemical Corp. in Burlingame, California.
- Potable water treatment and supply project for the Government of Cameroon.



Success Story



Cargill Inc.

- \$2 million in short-term insurance.
- Export of 5,000 metric tons of U.S.-grown wheat from Cargill Inc. in Minneapolis, Minnesota.



What Can EXIM Do For You?



Export Credit Insurance

- Protects the business' accounts receivable against both commercial and political risks that are beyond that business' control.
- It's a policy that pays the business even when the customers don't.
- EXIM provides U.S. exporters and lenders with a variety of short-term export credit insurance policies (generally up to 180 days).
- Medium-term insurance policies are used to arrange financing for capital goods with repayment terms of up to five years.



What Can EXIM Do For You?



Commercial Loan Guarantees

- Risk mitigation for a transaction with a particular buyer.
- Financing for international buyers of U.S. capital goods and related services.
- More secure entry to emerging markets.
- Flexible lender financing options, backed by our guarantee, for buyers of U.S. capital goods and related services for long-term projects as well as medium-term, and flexible repayment terms.
- Coverage for 100% of commercial and political risks.
- No limits on transaction size.





What Can EXIM Do For You?



Working Capital Guarantee

- EXIM's working capital financing enables U.S. exporters to obtain loans that facilitate the export of goods or services.
- These loans, made by commercial lenders and backed by our guarantee, provide the liquidity to accept new business, grow international sales and compete more effectively in the international marketplace.

What Can EXIM Do For You?



Project Finance

- Under project financing structures, lenders depend on the proceeds from the project for repayment and do not rely on recourse to foreign governments, financial institutions or established corporations.
- This program helps U.S. exporters compete in new international growth industries such as private power, telecommunications and other infrastructure sectors.



EXIM Bank Advantages



- Offer your buyers financing on competitive terms
- Extend open account terms
- Increase current trade limits
- Lower pricing
- Additional transparency
- Environmental and social impact standards
- Well-structured projects
- Extensive experience in energy and power

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