



EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Ex-Im Bank in Sub-Saharan Africa

**The Corporate Council on
Africa**

**U.S.-Africa Infrastructure
Conference**

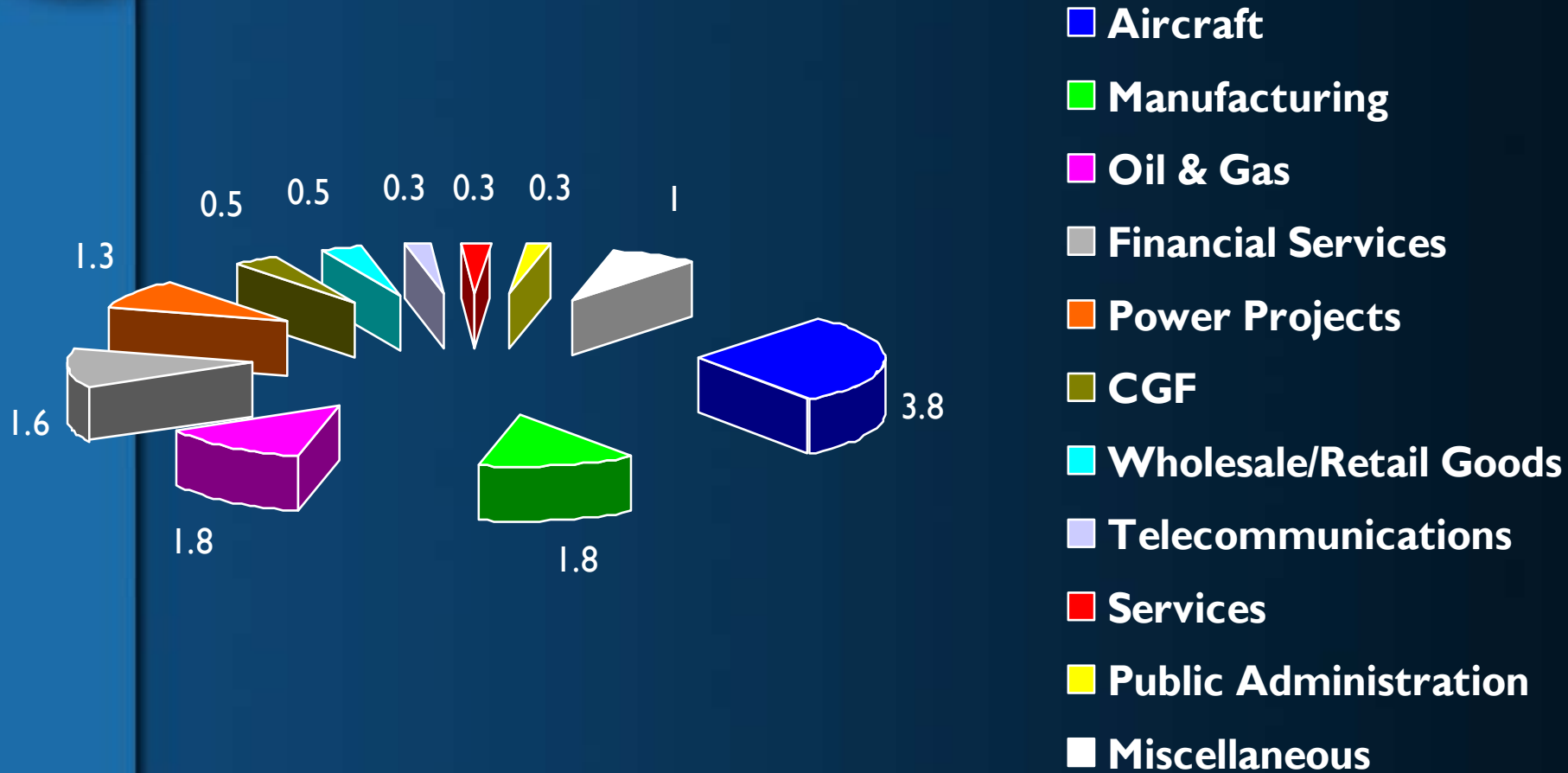
Credit Risk Mitigation

September 29, 2006



Authorizations by Economic Sectors

(\$ in billions)





Where is Ex-Im Bank Available

- Short Term: 44 Sub-Saharan African (SSA) countries
- Medium Term: 25 SSA countries
- Long Term: 12 SSA countries



What Ex-Im Bank Does

➤ EXPORT FINANCE SOLUTIONS

- Working Capital Guarantees (pre-export)
- Short and Medium-Term Insurance
- Medium- and Long-Term Loan Guarantees
- Structured/Project Finance

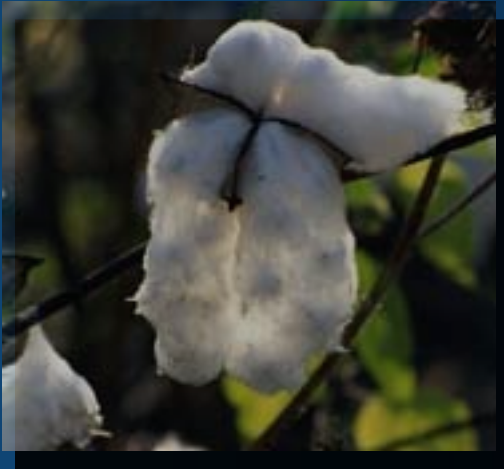


Working Capital Guarantee

- Pre-export financing tool that enables U.S. exporters to obtain loans to produce or buy goods or services for export
- Eligibility Requirements:
 - **Business operations located in the U.S.**
 - **Minimum 1 year operating history**
 - **Reasonable assurance of repayment**
 - **Debt service ability**
 - **Adequate capitalization**



Success Story: The Cotton Broker



Challenge: Cotton broker needed inventory and account receivable financing for sales to Miami trading company. Trading company sold cotton to various Asian countries.

Solution: Lender used Ex-Im Bank guarantee to support \$1MM “export” facility to the broker

Result: Broker is now able to provide more competitive terms to buyer



Export Credit Insurance: Risks Covered

➤ Commercial Risks

- Insolvency
- Bankruptcy
- Protracted default

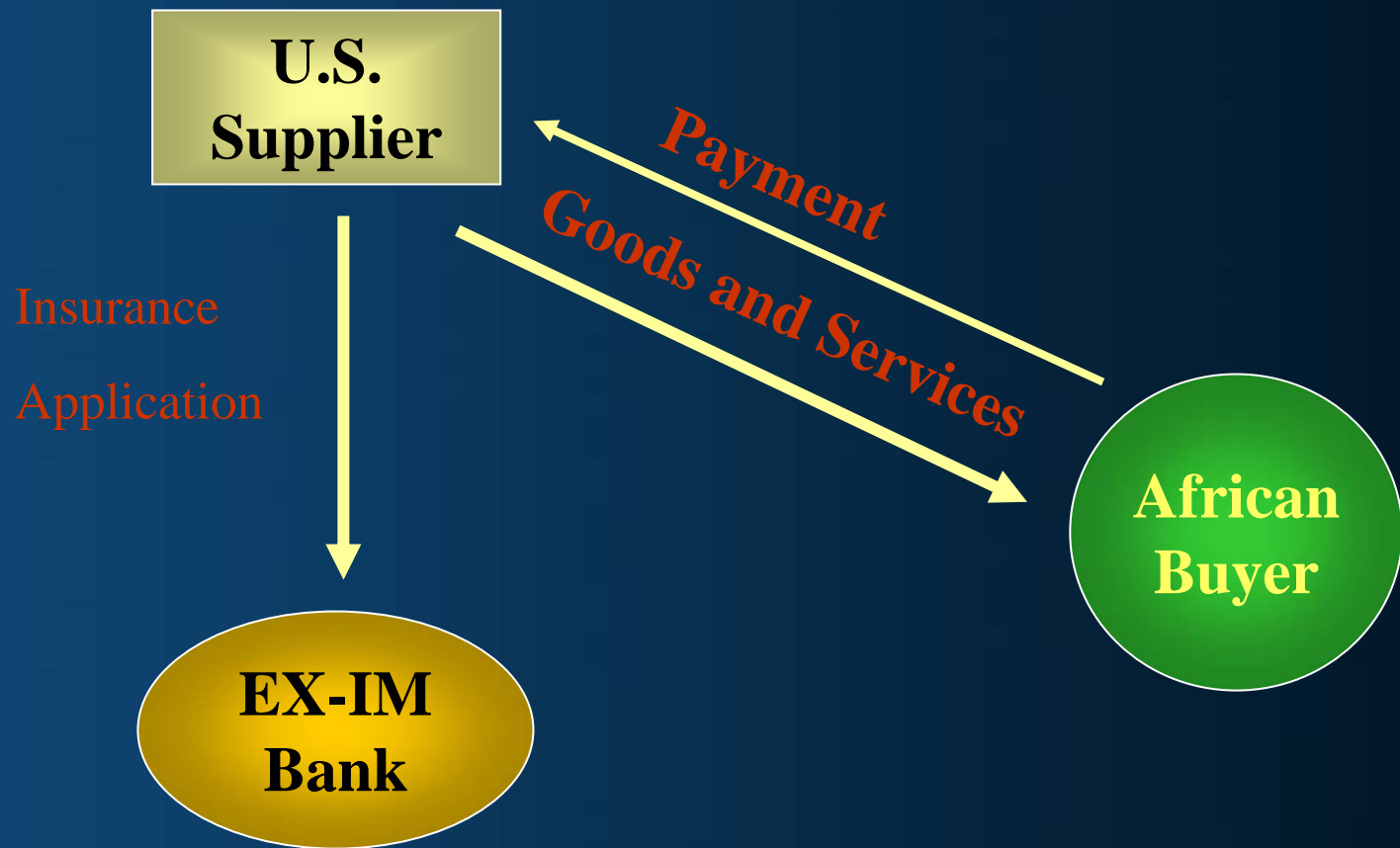
➤ Political Risks

- Transfer risk
- War, revolution, insurrection
- Cancellation of an import



Transaction Partners

Short Term Insurance Guarantee



Other Sub-Saharan Africa Success Stories



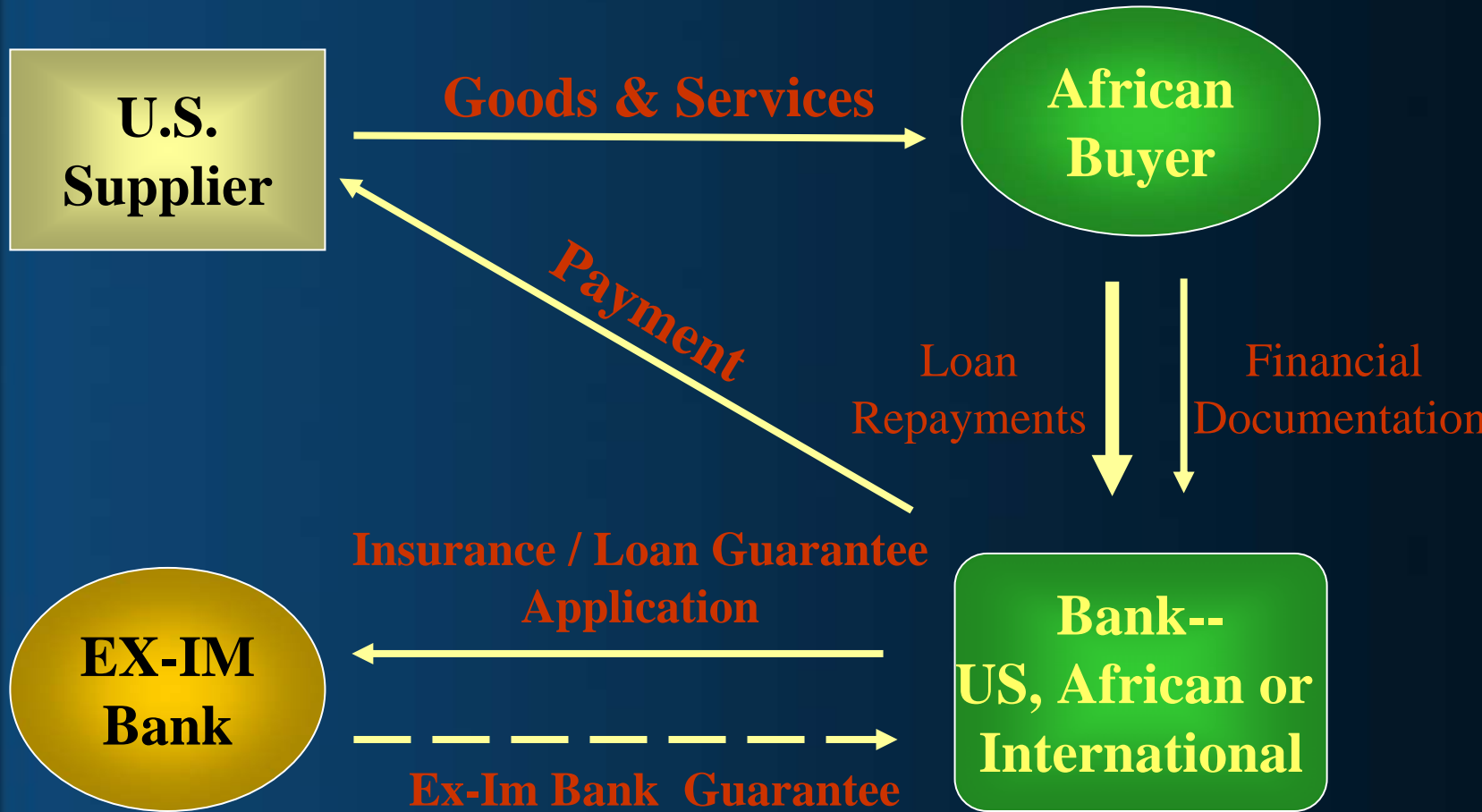
South Africa

K-Rain Manufacturing Corporation of Riviera Beach, Florida, sold irrigation products to **Agriplas (PTY) Ltd.**, of Stilland, South Africa using an Ex-Im Bank short-term insurance policy for \$100,000.



Transaction Partners

Medium Term Insurance / Guarantees





Sub-Saharan Africa Success Story

Cameroon

Societe Fokou Foberd SARL, of Douala, Cameroon purchased used Caterpillar dozers, compactors, backhoes and other equipment from **Hoss Equipment Co., Irving, Texas**. The equipment will allow Fokou to expand its construction activities and avoid the costs associated with renting equipment. **Toronto Dominion Bank**, Houston, Texas, is the guaranteed lender. Ex-Im Bank's medium-term loan guarantee of \$2.6 million gives Fokou the opportunity to repay the loan over five years.



Other Sub-Saharan Africa Success Stories

Nigeria

Viasat Inc., Carlsbad, Calif., sold more than \$2.5 million of satellite and radio frequency equipment to **Suburban Telecom Nigeria Ltd.**, of Abuja, Nigeria, with the support of an Ex-Im Bank loan guarantee. Suburban is leasing the equipment to its customer, **MTN Nigeria Communication Ltd.** in Lagos, Nigeria. **UPS Capital Corporation** of Hartford, Conn., is the guaranteed lender, and **Marina International Bank** of Lagos will be the guarantor and primary source of repayment.



Ex-Im Bank in Fiscal Year 2005

Completed 115 transactions for
\$462 million in 20 countries in
Sub-Saharan Africa



How to Apply

- Internet: <http://www.exim.gov>
- International Business Development
 - Ricardo Michel
 - E-mail: Ricardo.Michel@exim.gov
 - Tel: 202-565-3916 / Fax: 202-565-3961