



EXPORT-IMPORT BANK
of the UNITED STATES

Financing
Opportunity
Worldwide

Methane to Markets

Ministerial
Meeting

Washington DC
November 15-17



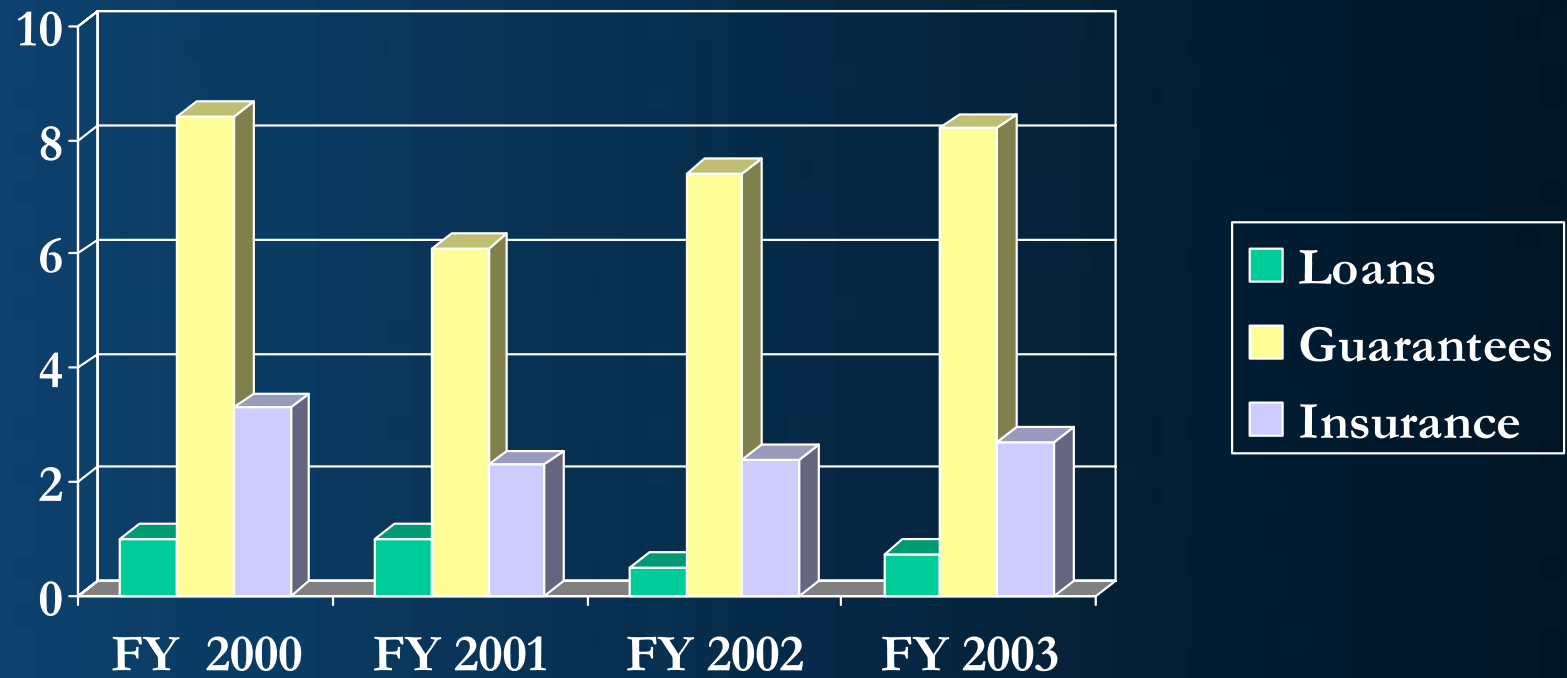
Who We Are — What We Do

- Ex-Im Bank is an independent agency of the United States
 - Established in 1934
 - Headquartered in Washington, DC
 - 7 sales offices

- Mission: Support U.S. exports in order to create and sustain U.S. jobs



Total Authorizations in \$ billions





Policies and Restrictions

- Foreign Content
- Military Goods
- Restricted Countries (political or economic)
- Creditworthiness
- Environmental Impact



Coverage in Over 150 Countries

- Ex-Im conducts business in many countries throughout the world
- Restrictions may apply for political or economic conditions
- First step, check the Country Limitation Schedule (CLS) on the Web.
- **X** means support is not available



Ex-Im Bank Strategy in Russia





Authorizations in Russia





Ex-Im Bank Portfolio

➤ Sovereign	➤ 20%
➤ Oil and Gas	➤ 52%
➤ Mining	➤ 8%
➤ Bank Program	➤ 14%
➤ Other	➤ 6%



Oil and Gas

- ❑ Oil and Gas Framework Agreement (OGFA) signed 1993
- ❑ \$1.1 billion financed using secured offtake revenues
- ❑ Going forward – positive changes to Russian legislation governing mandatory repatriation of export earnings will allow for more structured transactions



Russia: Banking

- Ex-Im is willing to accept the commercial risk of eligible Russian banks
- Any creditworthy Russian bank may apply
 - National and regional banks
- FY 2004 10 new projects, \$100.0 mm



Ukraine





Ukraine

- Ex-Im Bank re-opened in 2001
 - All Sectors (Short and Medium)
 - OECD upgrade to Fee Level “6”

- Banking Sector
 - 3 Transactions approved with Nadra and Privat Bank
 - Sectors: Agriculture, Telecom, Power



Kazakhstan





Kazakhstan

- ❑ Ex-Im Bank open for all tenors and sectors
- ❑ Fastest growing Ex-Im Bank market
- ❑ FY 2003: \$76.0 million
- ❑ Sectors:
 - ❖ Telecom
 - ❖ Transportation
 - ❖ Agriculture
 - ❖ Power





Kazakhstan: Recent Projects

Transtelecom

- Alpina Communications (Lucent)
- 1200 km Fiber optic infrastructure
- Corporate Basis – Balance Sheet of Transtelecom



Kazakhstan: Recent Projects

- Kazakh Temir Zholy (KTZ)
 - ❖ Phase I: \$32.0 million for sale of 54 locomotive modernization kits
 - ❖ GE Transportation Systems (Exporter)
 - ❖ Phase II (approved October 2004)
 - ❖ \$122 million

- Lease Structure; No Sovereign Guarantee



Azerbaijan





Azerbaijan

- Ex-Im Bank is open for all sectors and tenors (except long-term private)
- Recent upgrade to Fee level “6”
- \$177.0 million in New Authorizations
 - Baku-Tbilisi-Ceyhan (BTC) Pipeline
 - \$17.0 million for International Bank of Azerbaijan for construction of business center



Environmental Exports Program

- Support for environmentally-beneficial exports mandated in Ex-Im Bank's Congressional Charter.

- Environmental projects are offered enhancements:
 - Maximum OECD repayment term for Long-Term Loans and Guarantees of 10-12 years after project completion.
 - Capitalization of interest during construction.
 - Up to 15% local cost support within the U.S. scope of supply.



Environmental Exports Program

- RESULTS: Transactions approved under the Program have grown from 13 in 1994, to 71 in 2003, totaling over \$1.5 billion.
- Strong partnerships with Departments of Commerce, *Ecolinks*, EPA, USAID and trade associations.



Case Study: Tire Recycling in Mexico

- Sorbilite, Inc. of Virginia Beach, VA is using Medium-Term Insurance to arrange financing for the export of a \$2.35MM tire recycling facility.
- *Refaccionaria Valati, S.A.* of Ciudad Juarez purchased the facility to recycle used tires into saleable items (rubber mats, moldings, etc.)
- Maximum allowable OECD repayment term of 7-years
- *Wells Fargo Bank* made the loan at an all-in-cost under 5% per year



Case Study: China

- Ex-Im Bank enabled *Daisibi Environmental Corp.* to win a \$5.2MM contract for air quality monitoring stations in 11 Chinese cities.
- Ex-Im Bank supported enhancements:
 - maximum allowable OECD repayment term of 10 years
 - capitalized interest during construction
 - 15% local cost.
- Loan made to the *China Construction Bank* which acted for *China's State Environmental Protection Agency*.



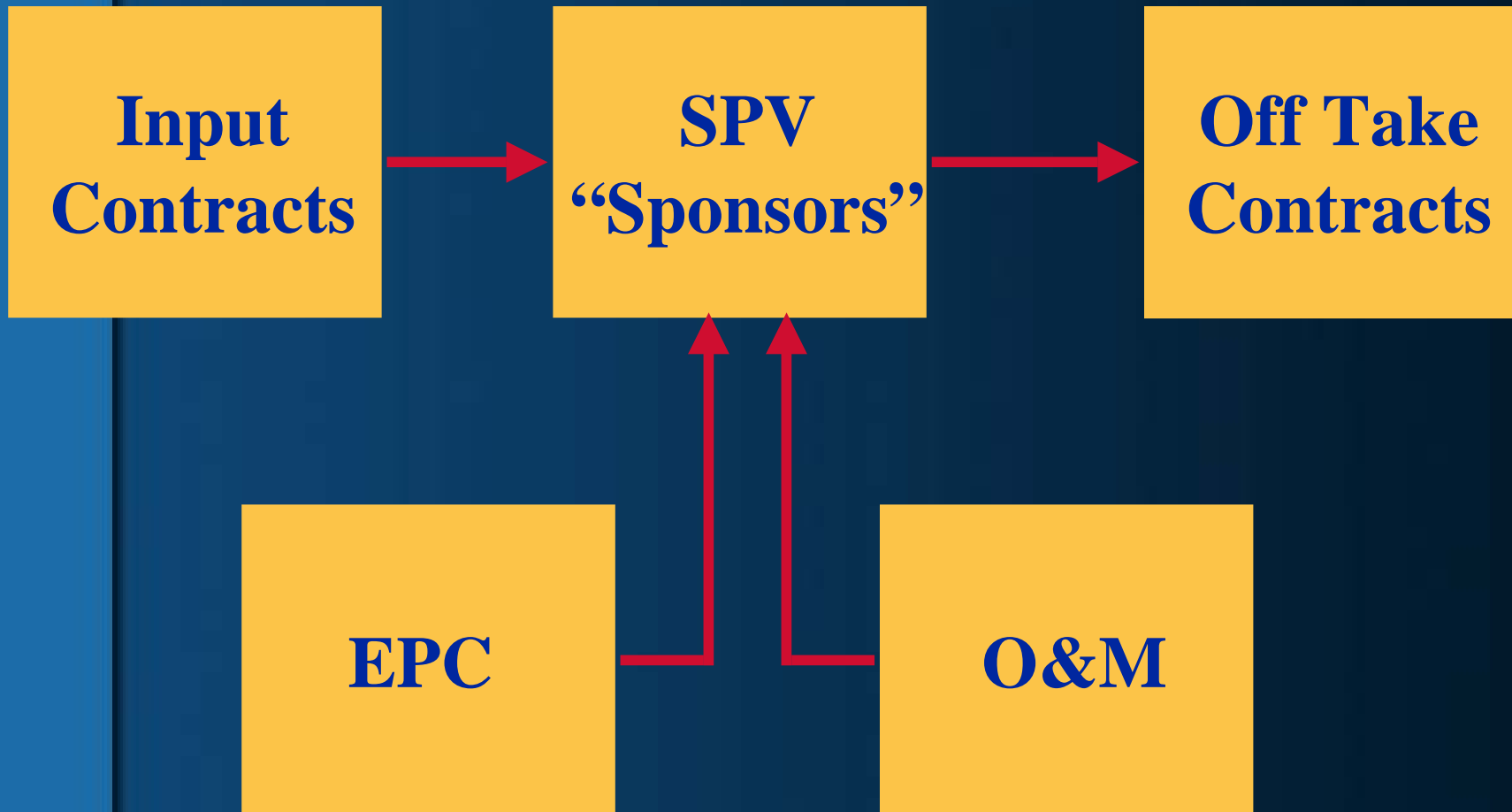
EX-IM BANK DEFINITION: Limited Recourse Project Finance

- Greenfield or project expansion
- Repayment of debt from project's cash flows
- No requirement of a direct sovereign guarantee
- No country or project dollar limits



PROJECT STRUCTURE

Host Government





SPECIAL OPTIONS OFFERED WITH PROJECT FINANCE

- **Local Cost Financing**
- **Capitalized interest during construction**
- **Maximum credit terms allowed by OECD**



EX-IM BANK PROJECT FINANCE RESULTS

- 35 projects
- \$10 billion financed
- \$40 billion total project costs
- 7 new projects under review
- Power
- Oil & Gas
- Mining
- Telecom
- Petrochemicals
- Manufacturing



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