



Renewable Energy
Opportunities in Algeria
23-24 October
Palm Springs, CA

EXPORT-IMPORT BANK
of the UNITED STATES

Financing
Opportunity
Worldwide

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The ECA of the USA

Ex-Im Bank is an independent agency of the United States

- Established in 1934
- Headquartered in Washington, DC
- 8 offices in U.S.A.
- Mission: Support U.S. exports in order to create and sustain U.S. jobs



Our Role

- Minimize nonpayment risk
- Level the playing field versus foreign competition
- Supplement commercial financing





Ex-Im Bank Solutions:

Exporters' Needs

L/T Buyer Credits and
Project Finance
Medium-Term Buyer
Credits

Exporters' Short-Term
Foreign Accounts

Exporters' Inventory
Financing

Our Solutions

Loans and Guarantees

**Loan Guarantees and
Insurance**

Export Credit Insurance

Working Capital Guarantee



Medium-Term Guarantees/Insurance

Available to Banks on their Buyer Credits to Foreign Buyers

- 1 to 5 year repayment, exceptionally 7 years and < \$10 million
- At least a 15% down payment; 100% coverage of principal and interest on 85% of U.S. export value
- **Not** available in industrialized countries



Standard Finance Model

Net Contract Price	\$ 1,000,000
Less 15% Down Payment	<u>(150,000)</u>
Financed Portion	\$ 850,000
<u>Exposure Fee @ 3%</u>	<u>+25,500</u>
TOTAL FINANCED	\$ 875,000



Loans and Guarantees

Generally used for buyer financing of very large items (aircraft) and project finance:

- Amounts over \$10 million and greater than 7 years
- 15% down payment:
85% financed amount
 - Direct Loans
 - Guarantees





Restrictions

- Military Exports
- Foreign Content Guidelines
- Restricted Countries (political or economic)
- Adverse Economic Impact
- Shipping
- Reasonable risk and need for Ex-Im Bank
- Environmental Impact



Coverage in Over 150 Countries

- Ex-Im Bank conducts business in many countries throughout the world
- Country Limitation Schedule (CLS) on our web site describes cover available





Project Financing Concept

- Geared to *Infrastructure Development* and *Natural Resources Extraction*
- Project may be either *Greenfield* or *Existing Facility Expansion*
- No \$ limit
- No minimum size, but, consider the costs of feasibility studies and outside consultants
- Either political risk only or comprehensive coverage available during construction and operation phases

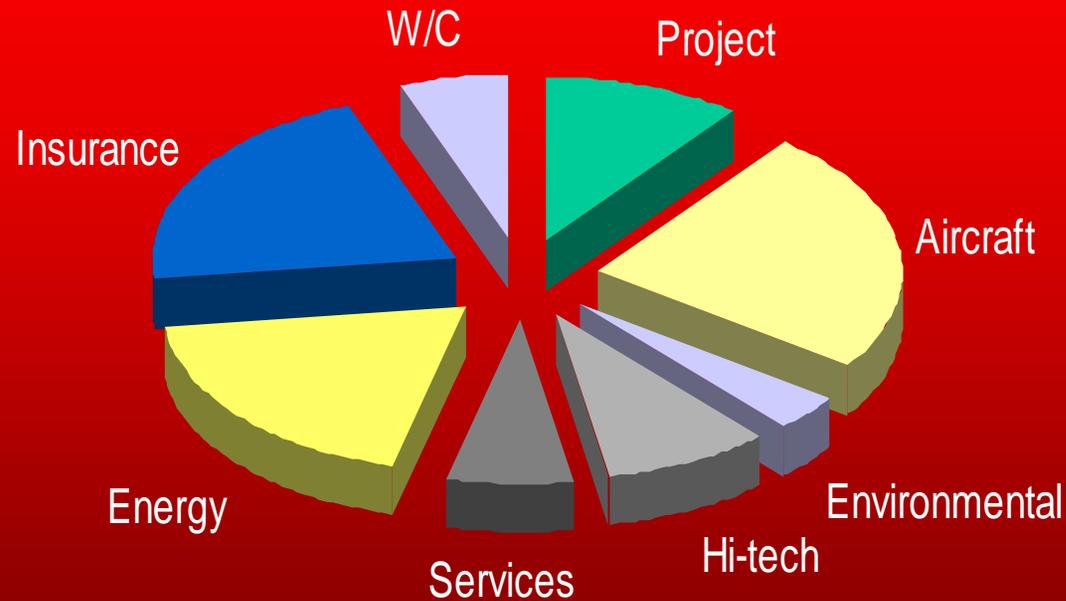


OECD Parameters

- 15% eligible foreign content of US goods exported to project
- Host country local costs permitted to 15% of contract value
- Financing of interest accrued during construction is permitted
- Loan repayment schedule may be adjusted to match the revenue stream
- Either average life of loan 5.25 years or, 7.25 years with maximum grace period 2 years and max final maturity NLT 14 years from drawdown.



Project Finance at Ex-Im Bank





<u>Project</u>	<u>Location</u>	<u>Reference</u>	<u>Posting Date</u>
Skikda Combined Cycle Power Plant	Skikda, Algeria	AP0792 88xx	9/12/03
Sutluce Convention & Exhibition Ctr	Istanbul, Turkey	AP0797 34xx	8/26/03
Itabira, Carajas & Taquari-Vassouras Mines	Belo Horizonte, Brazil	AP0798 71xx	8/26/03
Agro-Chemie Waste Water Treatment Plant	Budapest, Hungary	AP0798 50xx	8/26/03
San Lorenzo & Tuxpan Simple Cycle Power Plants	San Lorenzo & Tuxpan, Mexico	AP0791 93xx	8/26/03
Vitro AFG Float Glass Plant	Mexicali, Mexico	AP0795 42xx	7/14/03
Urla Retirement Facility & Maslak Oditoryum	Izmir, Turkey Istanbul, Turkey	AP0793 35xx	5/6/03
Reconstruction of Gumusova-Gerede Motorway, Section 2	Gumusova/Gerede, Turkey	AP0788 63xx	12/12/02



EBIC Ammonia Project Aquaria	Suez, Egypt	AP078068xx	9/2/03	10/6/03
Entertainment City Theme Park & Mall	Ailat, Israel	AP079745xx	8/26/03	N/A
De Reni- Meridian Soybean Processing Facility	Reni, Odessa Region, Ukraine	AP077501xx	7/14/03	N/A
Quito Airport Project	Quito, Ecuador	AP079024xx	11/19/02	8/26/03 (Final version)
Manabao Hydroelectric Project	Manabao, La Vega Province Dominican Republic	AP078840xx	9/23/02	2/28/03
Baku-Tbilisi- Ceyhan Oil Pipeline	Azerbaijan; Georgia; Turkey	AP078161xx	6/13/02	6/13/02
Olkaria III Geothermal Power Plant	Olkaria, Kenya	AP076709	5/17/01	July 11, 2001



Approval Process

- **Introductory meeting with Project Finance Department Business Development Officer (telephone OK)**
- **Letter of Interest – cost \$100**
- **Competitive Letter of Interest – cost \$1000, and it includes an indicative Exposure Fee range**
- **Final Commitment Application – a standard Ex-Im Final Commitment Application, plus Project Criteria Info**
- **Preliminary Review, 20 business days**
- **Phase I Analysis, Financial Advisor chosen, Evaluation Fee paid, 45 days' completion time**
- **Preliminary Project Letter upon completion of Phase I**
- **Phase II, post-evaluation, and proceeds to Final Commitment**



Your Contacts at Ex-Im Bank

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