

# AgriFuture Day

Oesterreichische Kontrollbank AG (OeKB)

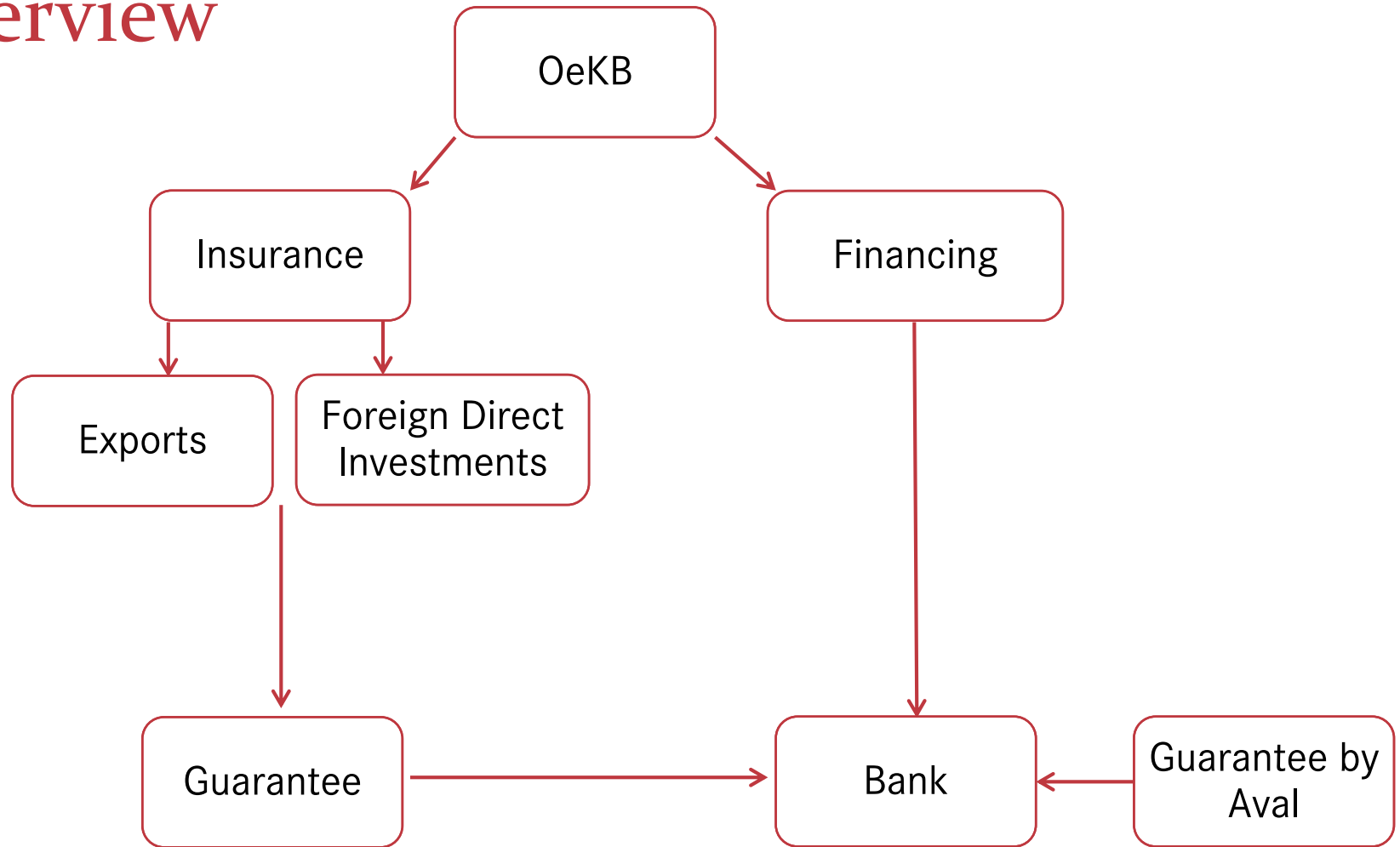
Reliable partners + attractive financing = SUCCESS !

Vienna, December 17, 2018

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EXPORTSERVICE

# Overview



# Oesterreichische Kontrollbank AG

- Austria's official Export Credit Agency (ECA) mandated by the Government
- est. in 1946; owned by commercial banks
- Insuring & Refinancing Austrian exports and Austrian foreign direct investments/FDI
- Favorable financing based on Rep. of Austria's excellent credit rating (AA+/Aa1)
- mother of Austrian Development Bank/OeEB and private credit insurer Acredia (2 brands "OeKB Versicherung" and "PRISMA")

# OeKB's activities in detail (12/2017)

- 3,500 customers
- overall export financing EUR 24,8 bn
  - new commitments in 2017 EUR 5.3 bn
- export credit insurance (comm. and political risks) EUR 8.5 bn
  - thereof concessionary “soft loans” EUR 2.5 bn
- financing and/or political risk insurance of FDI EUR 10 bn
- cover of bonds
- vast co-financing experience with other ECAs
- working capital lines (for SMEs and bigger comps.) EUR 6 bn
- financing of exporters' investments in Austria

# OeKB Group's African business

- Group's EUR 1.3 bn current African portfolio growing fast
- focus on export supply projects, less on FDIs
- 70 % Sub-Sahara, 30 % Northern Africa
- Sub-Sahara #1 = Ghana ahead of Gabon, Angola, Ethiopia, Senegal, Kenya, South Africa, Uganda, Mozambique, Tanzania ...
- sector #1 = energy ahead of health, transport, machinery ...
- 75 % market-based transactions, 25 % soft loans
- in addition: EUR 270 mn offers of cover (Angola, Ghana, Senegal, Tanzania, Cameroon, Botswana, Burkina Faso ...)
- recent payment experience quite good

# OECD – Country risk classification

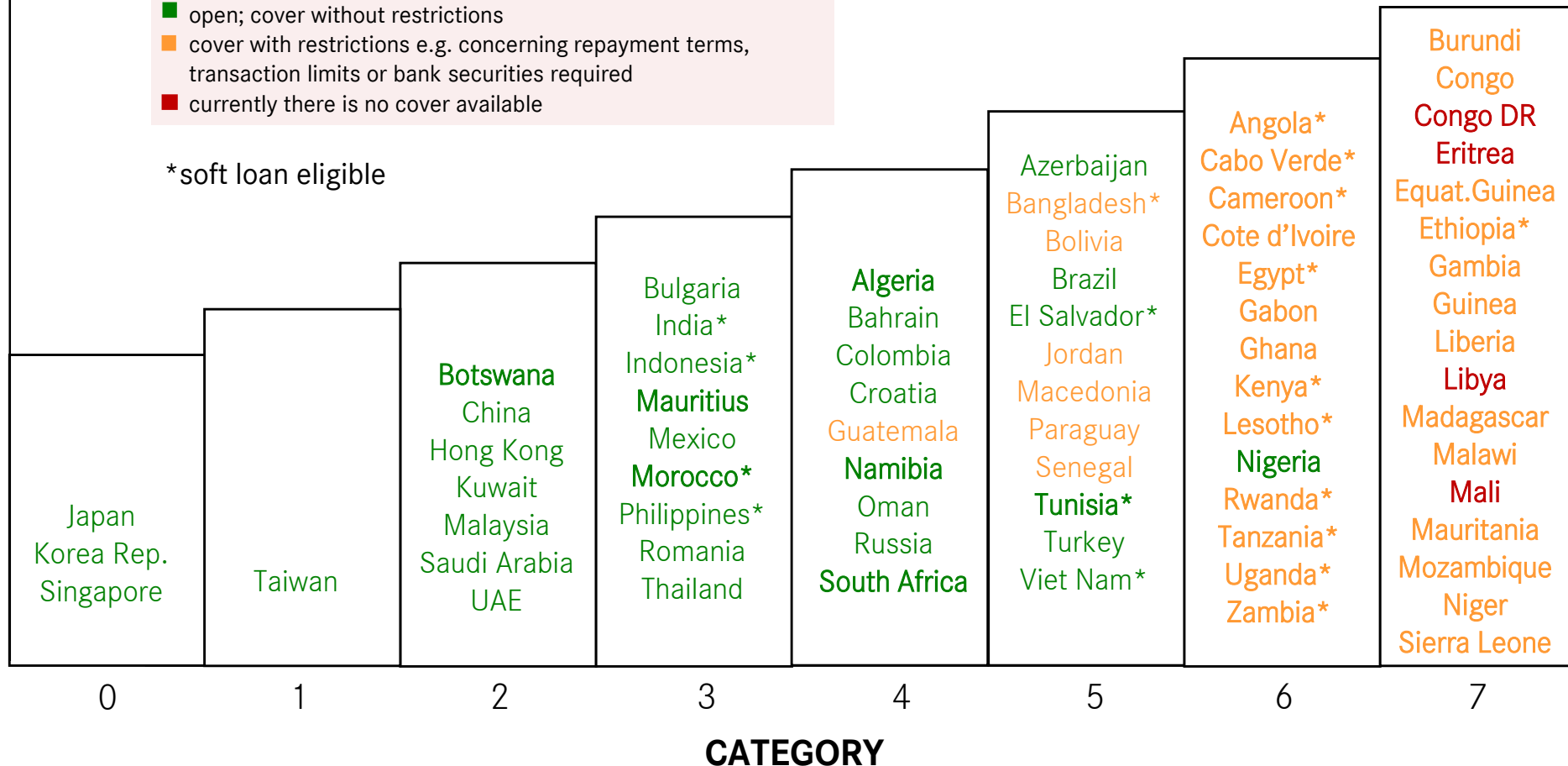
(regularly updated at <http://www.oekb.at>) – November 2018

## RISK

### Legend

- open; cover without restrictions
- cover with restrictions e.g. concerning repayment terms, transaction limits or bank securities required
- currently there is no cover available

\*soft loan eligible



# Some hints

- OeKB support available in 40+ African countries
- market based fixed or floating rate funding to lending banks:
  - EUR-loan-example: 1y draw-down plus 10y repayment tenor:
    - fixed rate: ~1,3 % p.a. (+ risk margins dep. on country and project)
    - floating rate: 6 months Euribor + 67 bp (+ risk margins dep. on country and project)
- soft loans available for projects in Sub Sahara: Angola, Cameroon, Ethiopia, Kenya, Lesotho, Ruanda, Senegal, Tanzania, Uganda, Zambia
- OeEB, in addition to “conventional” loans, may offer equity and grants; OeEB has stakes in Africa Renewable Energy Fund and Frontier Energy Fonds
- Contact ADVANTAGE AUSTRIA (WKO/Trade Commissioners)

# African bussiness supported since 2016 - a few examples

- Gabon / electro mechanical hydel equipment / 12 y credit / EUR 150 mn
- Ghana / hospitals and med. equipment / 10 – 19 y soft credit / EUR 90 mn
- Senegal / PV plants / 10 y credit / EUR 20+ mn
- Ethiopia / railway line equipment / 12 y credit / EUR 20+ mn
- Ghana / waste treatment plants / 7 y credit / 15 mn EUR
- Kenya / med. equipment / 19 y soft loan credit / EUR 10+ mn
- Zambia / fire fighting equipment / payment at delivery / EUR 10 mn
- South Africa / railway tracks, turnouts / 90 days after delivery / EUR 10 mn
- Cameroon / vocational training project / 17 y soft loan credit / EUR 5 mn
- Nigeria / packaging, plastic recycling / 3 y credit / EUR 2 mn
- **CONTACT:** [exportservices@oekb.at](mailto:exportservices@oekb.at) / +43 1 53127 2600



# example

- Tanzania
- Senegal
- Photovoltaik-  
Systems



# www.oekb.at



The screenshot shows the 'Export Services' page on the OeKB website. The navigation bar includes links for 'DEUTSCHE SEITE', 'HOME', 'About OeKB', 'Investor Relations', 'Export Services' (highlighted), 'Capital Market', 'Information Services', and 'Energy Market'. The main header features the OeKB logo and the text 'Export Services.' with a search box. Below the header, there are tabs for 'Export Services at a Glance', 'Managing risks', 'Financing', and 'Transparency & compliance'. A large banner image shows two business professionals in a meeting, with a red 'EXPORTSERVICE' sign on the wall. The breadcrumb trail reads '> Home > Export Services'. On the left, there is a 'OeKB Portal Directlinks ...' dropdown and a 'OeKB Online Services' menu with links to 'Download Center', 'Contact Center', 'News Center', 'Glossary', and 'Sitemap'. The main content area is titled '+ Insuring and financing export activities' and contains the text: 'Dependable success as an exporter and in foreign investment requires good risk management and attractive financing. With the export guarantees of the Austrian government and with OeKB funding via clients' own bank, OeKB provides the facilities to boost the competitiveness of Austrian companies and their partners in the global marketplace.' On the right, there is a 'Contact' section with the text: 'Export Guarantees - Service Center', 'Tel. +43 1 53127-2600', 'Fax +43 1 53127-5697', and 'send e-mail'.

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