

Austria Connect Sub-Sahara AFRICA

Oesterreichische Kontrollbank AG (OeKB)

Reliable partners + attractive financing = SUCCESS !

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EXPORTSERVICE

Oesterreichische Kontrollbank AG

- Austria's official ECA mandated by the Government
- est. in 1946; owned by commercial banks
- provides services to the Austrian foreign trade community:
 - (export credit) risk cover and funding of ...
 - Austrian exports and Austrian foreign direct investments/FDI
- Favorable financing based on Rep. of Austria's excellent credit rating (AA+/Aa1)
- balance sheet: EUR 26 bn (12/2017)
- 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, counter-guarantees
- vast co-financing experience with other ECAs, less with MDBs
- 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

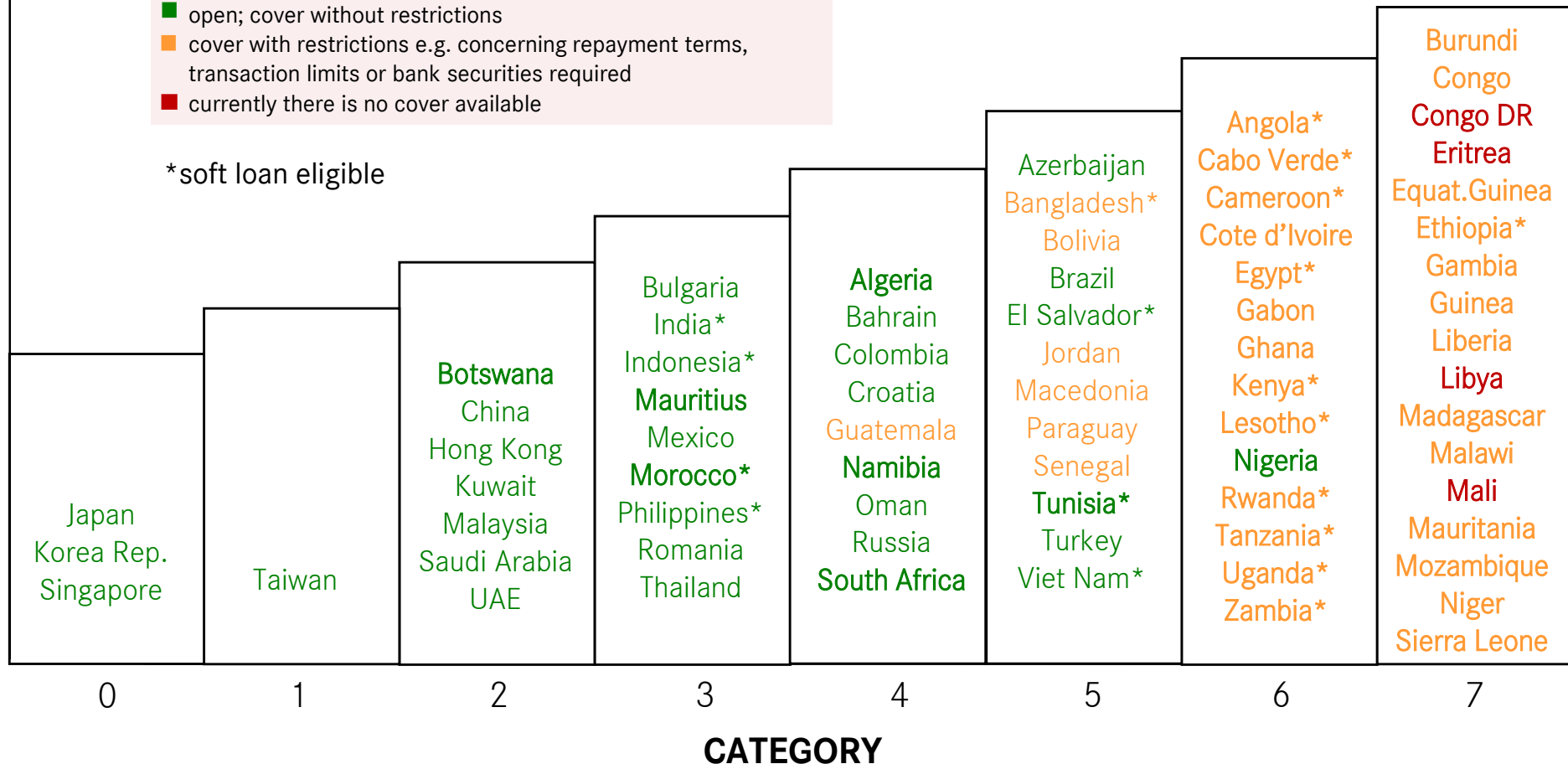
(regularly updated at <http://www.oekb.at>) – November 2018

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 + 57 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, eg. for capacity building; OeEB has stakes in Africa Renewable Energy Fund and Frontier Energy Fonds
- Contact ADVANTAGE AUSTRIA (project opport., partners)

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
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