



## BP Solar, Linthicum, Maryland

"About 1.5 billion people in the world currently without electrical power are ideally situated for solar energy applications. Ex-Im Bank's financing is helping us develop this important market where we are



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The rural area of Jujuy Province in Argentina is the kind of place where conventional distribution of electricity just isn't feasible. The population is widely disbursed and the heavily forested terrain makes it difficult to install power lines. But with the help of Ex-Im Bank's financing, BP Solar, the world's largest solar electric company, is exporting a solution – U.S.-made solar energy panels that will generate electricity for individual homes and businesses.

In FY 2001, Ex-Im Bank guaranteed a medium-term loan from Allfirst Bank in Baltimore, Md., that is enabling BP Solar to sell 1,500 photovoltaic energy panel systems to Empresa Jujena de Sistemas Energeticos Dispensos S.A., a private utility in Argentina. The utility is being subsidized by the Argentine government to distribute electrical energy to the sparsely populated Puna Jujena region of Jujuy Province where currently there are 50,000 residents without electricity.

BP Solar manufactures, designs, markets and installs a wide range of crystalline silicon and new generation

thin film solar electric products and systems. The company is headquartered near Baltimore, Md., and has U.S. manufacturing facilities in Maryland, Virginia and California.

Allfirst Bank is an active partner with Ex-Im Bank in providing medium-term financing and has done approximately \$200 million in export financing with Ex-Im Bank in the past several years. Allfirst has worked with Ex-Im Bank in financing sales of U.S. capital goods and services to other emerging markets such as Mexico, Guatemala, Nigeria and Turkey.

Financing for this export transaction was provided under Ex-Im Bank's Environmental Exports Program, which assists U.S. exporters of environmentally beneficial goods and services, and U.S. exporters participating in foreign projects that benefit the environment. In FY 2001, Ex-Im Bank authorized financing that supported more than \$390 million of environmentally beneficial exports.