

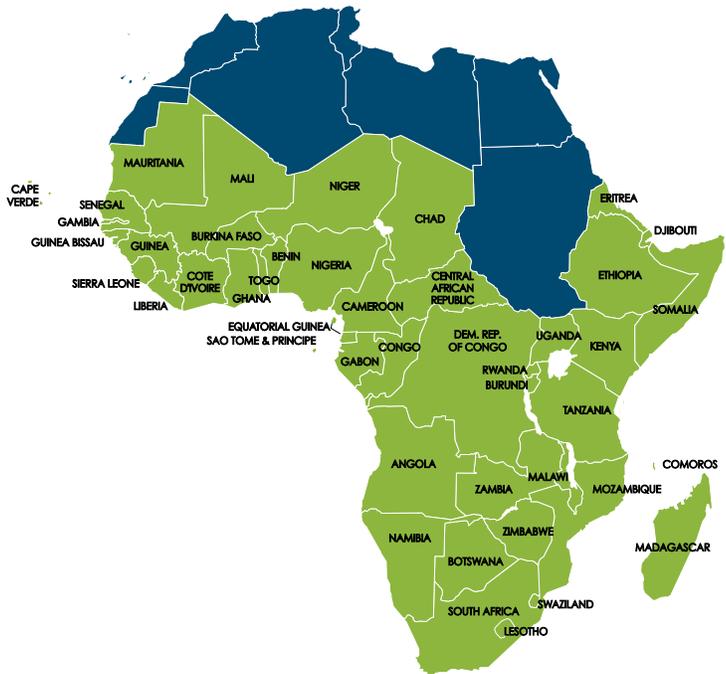
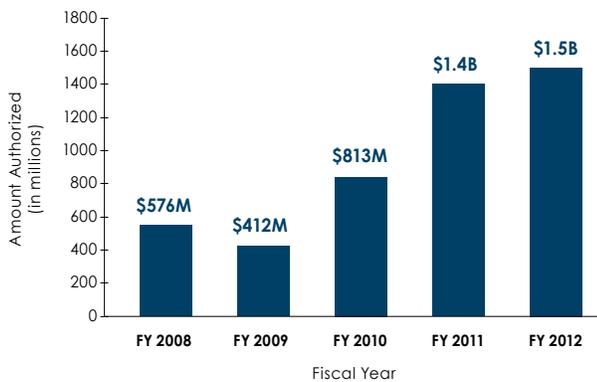
# Sub-Saharan Africa

Sub-Saharan Africa is gaining prominence for its robust economic development and is emerging as a potential growth market for American exporters. According to the World Bank, this portion of the African continent is one of the globe’s fastest-growing economic regions, with a growth rate projected to exceed five percent over the next several years. This exceeds the anticipated world economic growth rate, which is expected to hover around four percent.

Ex-Im Bank is paving the way for U.S. exporters to provide the goods and services that are fueling the region’s growing economy. In FY 2012, the Bank authorized over \$1.5 billion to support U.S. exports to sub-Saharan Africa – \$1.4 billion in loan guarantees, \$93 million in export-credit insurance and \$38 million in working capital guarantees. This financing surpassed Ex-Im’s previous authorizations in the region by over \$100 million. In FY 2012, Ex-Im-supported exports accounted for approximately 7 percent of U.S. merchandise exports to sub-Saharan Africa.

Ex-Im’s financing supported 163 U.S. export transactions in more than 20 sub-Saharan African countries, including Ethiopia, Cameroon, Ghana, Kenya, Mozambique, Nigeria and South Africa. Of the Bank’s more than \$1.5 billion in sub-Saharan authorizations, \$276 million supported small-business exports, \$30 million supported exports from minority-owned and woman-owned businesses, and \$1 million supported environmentally beneficial exports.

## Ex-Im Bank Support in Sub-Saharan Africa



The Bank was instrumental in financing several noteworthy transactions this year, including

- Boeing Dreamliner B787 aircraft to Ethiopian Airways (see sidebar) and other Boeing aircraft to Comair in South Africa;
- U.S.-manufactured road-construction equipment from New Jersey-based Hoffman International Inc. to the government of Cameroon;
- Dredging equipment and spare parts from the Dredging Supply Company in Reserve, La., to Japaul Oil and Maritime Services PLC in Nigeria.

## Building Relationships with African Institutions

To facilitate U.S. export growth, Ex-Im Bank maintains strong ties with banks in South Africa, Nigeria and regional banks such as the Preferential Trade Area Bank (PTA), which is the regional intergovernmental financial organization of the Common Market for Eastern and Southern Africa (COMESA).

In August 2012, Chairman Hochberg led an Ex-Im Bank delegation that participated in the U.S.-South Africa Strategic Dialogue with U.S. Secretary of State Hillary Rodham Clinton in Pretoria, South Africa. During the trip, Ex-Im Bank signed a \$2 billion memorandum of understanding with the Industrial Development Corporation of South Africa to support U.S. exports to the nation’s energy sector.

## Coordinating with Other U.S. Government Entities

Through its involvement with other federal agencies in the “Doing Business in Africa” campaign, Ex-Im Bank actively supports the Presidential Policy Directive on Africa, signed by President Obama in June 2012. The campaign is raising awareness among the American business community of the African market’s considerable potential for U.S. exports.

The Bank continues to coordinate export-driven efforts with other federal entities, including the U.S. Foreign Service, Foreign Commercial Service of the Commerce Department, U.S. Trade and Development Agency, U.S. Agency for International Development, OPIC and the Millennium Challenge Corporation. In FY 2012, Ex-Im Bank’s senior management and staff conducted business-development activities and participated in trade events with other U.S. government agencies in South Africa, Mozambique, Tanzania, Kenya and Nigeria, among other sub-Saharan countries.

## American-Made Aircraft Stimulating Economic Growth in Africa and in the United States

<b>Exporter/Location:</b>	Boeing Commercial Airplanes, Seattle, Washington; Manufacturing Facilities in Everett, Washington
<b>Destination Market:</b>	Ethiopia
<b>Ex-Im Bank Product:</b>	Loan Guarantee
<b>Jobs Supported:</b>	Tens of Thousands (overall Ex-Im Bank support)

President Obama’s presidential policy directive on Africa states that it is a U.S. priority to stimulate economic growth, trade and investment in Africa. Ex-Im Bank loan guarantees are bringing that policy to fruition and sustaining American jobs in the process.

In May 2012, Ex-Im Bank approved a loan guarantee of more than \$1 billion to Ethiopian Airlines for the export of a new fleet of Boeing 787 Dreamliners. The historic transaction, co-financed by Nippon Export and Investment Insurance, also supports the export of General Electric spare engines.



Photo courtesy of The Boeing Company.



Employee at the Boeing’s manufacturing facility in Everett, Wash. Photo courtesy of Boeing.

Ex-Im Bank has been a reliable economic partner of Ethiopian Airlines since 2002, supporting its ongoing fleet renewal and expansion program. The B787 aircraft is the first of its kind to be delivered outside of Japan and the first B787 to be financed by Ex-Im Bank.

Kassim Geresu, chief financial officer of Ethiopian Airlines, said, “Ex-Im Bank’s reliable and consistent support for our acquisition of state-of-the-art Boeing aircraft has been an important factor in the successful implementation of our growth strategy. Ethiopian Airlines is proud to be a good client of Ex-Im Bank, and we intend to maintain this win-win partnership between our two organizations.”

Ex-Im Bank’s support for the U.S. aerospace industry assists in creating and sustaining jobs across in the United States. For example, the B787’s manufacturer, Boeing Commercial Airplanes, employs nearly 80,000 skilled workers and has a supplier base consisting of approximately 1,200 companies that provide thousands of additional aerospace jobs throughout the country.