

**WELCOME TO
THE EXPORT-IMPORT BANK
OF THE UNITED STATES
AFRICA UPDATE
March 2007**

Welcome to the Ex-Im Bank Africa Update, a publication of the Export-Import Bank of the United States (Ex-Im Bank).

Ex-Im Bank is an independent U.S. government agency that helps finance the export of U.S. goods and services primarily to emerging markets throughout the world by providing loan guarantees and export credit insurance.

This e-mail publication highlights the Bank's activities and continued commitment to expand trade with sub-Saharan Africa.

HIGHLIGHTS:

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- Ex-Im Bank Chairman Visits South Africa and Namibia
- Ex-Im Bank's 2007 Sub-Saharan Africa Advisory Committee introduces New Members and New Chairperson at its First Meeting of the Fiscal Year
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Ex-Im Bank 2007 Annual Conference to Feature South African Opportunities for U.S. Exporters

The Export-Import Bank's 2007 Annual Conference will be held in Washington, DC, on April 12th and 13th. This conference offers attendees the opportunity to network with over 1,000 trade finance lenders, export credit insurance brokers, U.S. exporters, and international buyers of U.S. goods and services. At this year's conference, the billions of dollars in potential export opportunities, including nearly \$25 billion in planned infrastructure improvements in South Africa by Transnet and Eskom will be detailed. At the opening plenary session on Thursday April 12th, Maria Ramos, Group Chief Executive of Transnet and Brian Dames, Executive Director of Eskom will discuss how the growth in South Africa and the resulting power and infrastructure needs translate into opportunities for U.S. Exporters.

Transnet is the state-owned company that oversees all rail, port and pipeline infrastructure for the Government of S. Africa and has recently authorized a \$10 billion multi-phase expansion plan.

Eskom is the largest producer of electricity in Africa. The company is undertaking a \$15 billion procurement effort over the next 5 years to support new projects, upgrades and refurbishment of existing facilities. Eskom, in conjunction with USTDA, recently held a conference for American power industry suppliers in Johannesburg, South Africa. The purpose of this event was to acquaint U.S. engineering firms, major equipment manufacturers, and material suppliers with a number of power generation and transmission projects being developed by Eskom, Sasol, industrial co-generators and Independent Power Producers (IPPs).

Additional opportunities throughout Africa will also be discussed in a roundtable forum with representatives the African Development and World Bank.

A world of new ideas for expanding your global trade business is waiting for you - all you need to do is attend the **Export-Import Bank's 2007 Annual Conference in Washington, DC, on April 12th and 13th.**

More information about the conference, registration, accommodations, and program details are available at the following link:

<http://www.exim.gov/news/annualconf/2007/AnnConf2007.cfm>

Ex-Im Bank Chairman Visits South Africa and Namibia

In January 2007, Export-Import Bank of the United States Chairman and President James H. Lambright along with Barbara O'Boyle, VP Structured Finance Division and Bob Morin, VP Transportation Division, traveled to Johannesburg and Cape Town South Africa and Windhoek Namibia. The Ex-Im Bank team held discussions with the major providers in the power and transportation sectors to explore opportunities for

U.S. exports given South Africa's need for upgraded power and other infrastructure capabilities.

The trip was centered on a keynote speech by the Chairman in Cape Town on February 1st. Chairman Lambright was among the international lenders who participated in the Global Trade Review/Standard Chartered Bank "Africa Trade & Investment 2007" conference February 1st and 2nd in Cape Town, South Africa. Considered a premier trade and investment event, the conference focused on the risks and rewards associated with being active on the continent and is regarded by many as the leading networking forum of the year.

"My participation at the conference underscores the commitment of Ex-Im Bank when it comes to Africa," stated Lambright. "Each and every year," he continued, "we are more and more active and yet we are not satisfied. We believe African markets offer great potential for American exporters, and our financing support can help make more transactions a reality."

Ex-Im Bank's 2007 Sub-Saharan Africa Advisory Committee introduces New Members and New Chairperson at its First Meeting of the Fiscal Year

On February 7, 2007, Ex-Im Bank's Sub-Saharan Africa Advisory Committee (SAAC) held its first meeting of the fiscal year. Chairing the committee this year is **Dr. Willene Johnson**, a development economist with experience in Africa and Latin America who serves as a member of the United Nations Committee for Development Policy and is an adjunct member of the faculty of Cornell University in the department of applied economics and management. Dr. Johnson previously was with the Federal Reserve System.

The directors of the Export-Import Bank of the United States (Ex-Im Bank) have named two new members to the SAAC. The committee, established once again by act of Congress in its 2006 reauthorization of Ex-Im Bank, provides expert guidance to the Bank in developing policies to strengthen Bank support of U.S. exports to Africa.

Newly appointed members are: **Mark E. Chiaviello**, a director at Standard Bank, Africa's largest financial institution, with the responsibility of promoting foreign direct investment, trading relationships and donor flows from the United States to Africa; and **Julian Lighton**, vice president of Strategy and Business Development organization for Cisco Systems, Inc's Emerging Markets, San Jose, Calif.

The other committee members are: **Patrick Baumann**, corporate treasury director, Harris Corporation, Melbourne, Fla.; **Patricia Desvergers**, vice president and CEO of Global Trading International, Washington, D.C.; **Dennis Dubois**, senior vice president and director of International Trade Banking, Global Solutions Group, Sovereign Bank, Boston, Mass.; **Franklin Kennedy**, director, Equator Management Services, Avon,

Conn.; **Kanu C. Obioha**, vice president of policy and planning for Bluefield Associates, Inc., Ontario, Calif.; **Barry Worthington**, executive director of the U.S. Energy Association, Washington, D.C.; and **Gerald Zadikoff**, CEO of G.M. Selby & Associates Inc., Miami, Fla.

The SAAC members were updated on the Bank's efforts since the last committee meeting in October 2006. Chairman James Lambright discussed his recent trip to South Africa and Namibia and Ex-Im Bank staff detailed the re-Authorization requirements relative to Africa, the FY2006 Congressional report highlights, Ex-Im online application process and the OECD/Paris club process.

Ex-Im Bank Presents at U.S. International Investment and Finance Forum for Projects, Development and Capital Equipment in Houston, Texas

From February 7th - 9th, 2007 Delegations from Niger, Ghana, Benin, Nigeria, Gabon, and other sub-Saharan business executives assembled in Houston, Texas for the first U.S. International Investment and Finance Forum for Projects, Development and Capital Equipment. The mission of this forum was to promote foreign direct investment into Niger and other West African countries in order to help support economic growth, reduce poverty and improve people's lives through training and strategic advising services.

Ex-Im Bank Houston Regional Office representative, Mr. Joseph Ringer, addressed over 60 participants and provided an overview of the Bank's historical role in West Africa as well as its current initiatives to support U.S. exports in to Africa. Mr. Ringer explained a number of the Bank's products and the process by which Ex-Im can work with interested U.S. exporters and international buyers.

Also attending the conference were representatives from the Overseas Private Investment Corporation (OPIC), The Corporate Council on Africa; Office of the Governor of Texas Economic Development & Tourism; The Greater Houston Partnership Chamber of Commerce; Houston Citizens Chamber of Trade Development and Sovereign Bank.

Ex-Im Bank to Participate in the U.S. TDA sponsored "Sub-Saharan Africa Information and Communications Technology Conference" in San Francisco

John Richter, Ex-Im Bank regional director for Africa will be presenting at The Sub-Saharan Africa Information and Communications Technology Conference: Solutions for a Vibrant ICT Market in San Francisco, California being held March 19-21, 2007. This conference will provide U.S. company participants with details on new export and investment opportunities in the areas of telecommunications network expansion, fiber networks, submarine communications systems, rural connectivity solutions,

telecommunications operator licenses, advanced media services, as well as e-government solutions for health, education and postal services. Ex-Im Bank will present ways in which it can support U.S exporters and international buyers in the Information and Communication Technology sector.

The conference agenda will also address key policy issues and highlight efforts to expand telecommunications infrastructure, improve delivery of government services, and support the growth of e-commerce. Participating countries are expected to include Algeria, Botswana, Burkina Faso, Cameroon, Congo, Ethiopia, Gabon, Ghana, Kenya, Mali, Mozambique, Nigeria, Rwanda, Senegal, South Africa, Tanzania, and Uganda.

In addition to Ex-Im Bank, representatives of the U.S. Department of State, the U.S. Department of Commerce, the Federal Communications Commission, the U.S. Agency for International Development, Overseas Private Investment Corporation, and Sub-Saharan African companies interested in partnering with U.S. firms are also expected to participate.

Trade and industry organizations supporting the conference include the Corporate Council on Africa, the U.S. Telecommunications Training Institute and the California Chamber of Commerce. Companies, such as Motorola, Hewlett Packard, QUALCOMM, Alcatel-Lucent and Oracle Corporation, will present information in conference workshops highlighting relevant U.S. technology applications.

This conference is sponsored by The U.S. Trade and Development Agency. For more information or to register, visit the conference website at <http://www.trademeetings.com>, or call Dan Lamey at (866) 636-4729 (toll free in the United States) or (305) 667-4705.

Ex-Im Bank to Conduct Seminar in Oakland, California on Exporting to Africa

Ex-Im Bank is scheduled to conduct a West Coast training seminar in Oakland, California on March 20, 2007. This half-day training session is targeted for U.S. businesses interested in exporting to Africa. The focus of the seminar will be to explain export credit support available through Ex-Im Bank programs. Ex-Im Bank will cover its initiatives in Africa and specifically review the Short-Term & Medium-Term products.

The details of the seminar are as follows:

Ex-Im Bank Seminar, March 20, 2007
Oakland Federal Building
1301 Clay Street, North Tower, 5th Floor
Conference Room H
Oakland, CA
9:00 am to 12:00 noon

Cost: \$49 -- to defray the cost of the facilities.

Registration for this event can be completed by visiting the following link:
www.exim.gov/news/seminars/index.cfm.

For more information, call 202.565.3525 or 202.565.3936.

This event is co-sponsored by the Oakland Export Assistance Center of the Department of Commerce.

Register early as seating is limited!

Recent Authorizations:

Equatorial Guinea

- Via an Ex-Im Bank Short-Term Multi-buyer Comprehensive Policy, **Albert-Garaudy and Associates** of Metairie, Louisiana was able to provide \$100,000 of professional engineering services to Mobil Equatorial Guinea Inc.. This transaction was approved in December 2006.

Ethiopia

- Via an Ex-Im Bank Short-Term Single Buyer Policy, **Givens International** of Corydon, Kentucky was able to sell \$180,000 of DTH hammer, bits & drilling supplies to Saba Engineering Private Ltd of Ethiopia. This transaction was approved in February 2007.

Kenya

- In February 2007, Ex-Im Bank approved a Long-Term Comprehensive Commercial Loan Guarantee to support the export of one **Boeing** 777-200ER aircraft to Kenya Airways of Nairobi, Kenya. The 12-year loan from ABN Amro Bank, Chicago, Illinois, was guaranteed by Ex-Im Bank and two other export credit agencies - NEXI of Japan and ECGD of the U.K. Delivery of this aircraft occurred on February 20, 2007. Ex-Im Bank has previously supported the export of nine Boeing passenger aircraft to Kenya Airways.

Liberia

- **ATG Worldwide, LLC** of Bala Cynwyd, Pennsylvania was able to sell shoes, clothing and non-perishable food products valued at \$90,000 its customer, Kalinko Trading of Liberia using an Ex-Im Bank Short Term Single Buyer Policy. This transaction was approved in January 2007.

Nigeria

- Under the recently established \$300 million Nigerian Bank Facility, Ex-Im Bank approved a request from HSBC Bank of London for a five-year, Medium-Term Comprehensive Guarantee in the amount of \$9,337,522 to support the sale of oil drilling equipment to Drillog Petro Dynamics Ltd., a company located in Nigeria. Diamond Bank Plc is the guarantor on this transaction and the primary source of repayment. The U.S. exporter is **Halliburton Energy Services** of Houston, Texas.
- Through Ex-Im Bank's Multi-buyer Small Business Policy, **House Of Cheatham** of Stone Mountain, Georgia was able to execute a deal with its customer, Kuddy Cosmetic International of Nigeria This transaction, approved in November 2006, will support the sale of health and beauty aids valued at \$150,000.

- Through Ex-Im Bank's Bank Letter of Credit Policy, **Citigroup Global Projects** of New York, New York was able to establish a \$2,500,000 short-term credit limit with Intercontinental Bank Plc. of Nigeria. This credit line will enable Citibank to confirm Letters of Credit issued by Intercontinental Bank, which will go to support the sale of various U.S. goods and services to multiple Nigerian buyers.

South Africa

- Through Ex-Im Bank's Short-Term Multi-buyer Comprehensive Policy, **Unical Aviation Inc.** of Irwindale, California was able to execute a deal with its customer, South African Airways. This transaction, approved in January 2007, will support the sale of aircraft spare parts valued at \$300,000.
- Through Ex-Im Bank's Multi-buyer Small Business, **House of Cheatham** of Stone Mountain, Georgia was able to execute a deal with its customer, Strickland House of South Africa. This transaction, approved in January 2007, will support the sale of health and beauty aids valued at \$80,000.
- **Cunningham Golf Car Co.** of Louisville, Kentucky was able to sell used electric and gasoline powered golf cars valued at \$100,000 to its customer, The Cart Mart (Pty.) Ltd. of South Africa using an Ex-Im Bank Short-Term Multi-buyer Comprehensive Policy. This transaction was approved in January 2007.

Tanzania

- Through Ex-Im Bank's Multi-buyer Small Business Policy, **American Crane & Tractor Parts** of Kansas City, Kansas was able to execute a deal with its customer, General Machines of Tanzania. This transaction, approved in February 2007, will support the sale of new & reconditioned equipment & parts valued at \$25,000.

Ex-Im Bank is an independent U.S. government agency that helps finance the export of U.S. goods and services to emerging markets throughout the world by providing loans, loan guarantees, and export credit insurance.

We invite you to visit Ex-Im Bank's Web site at <http://www.exim.gov>.

If you have any questions, please e-mail them to eximafrika@exim.gov.

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