

EX-IM BANK ACTIVELY SUPPORTS U.S. EXPORTS TO TURKEY



TURKISH BUYERS:

Buy more U.S. Goods and Services with Competitive Financing

The Export-Import Bank (Ex-Im Bank) is the official export credit agency of the United States and supports the purchase of U.S. goods and services by creditworthy Turkish buyers that may have difficulty obtaining credit through traditional financing sources

U.S. EXPORTERS:

Obtain the Necessary Tools to Increase Exports to Turkey

Ex-Im Bank provides U.S. exporters with the financing tools they need to successfully compete for business in Turkey. Ex-Im Bank support gives protection against international political and commercial risk, and gives U.S. exporters the ability to offer competitive financing to their Turkish buyers through export credit insurance and loan guarantees.

Over the past 70 years, Ex-Im Bank has supported more than \$400 billion of U.S. exports worldwide.

Financing for Turkish Companies Comes in All Sizes

Ex-Im Bank is unique among export credit agencies -- our only limits on transaction size are the creditworthiness of the borrower and the amount of U.S. content. In Turkey, for example, the agency has provided insurance and loan guarantees ranging from a few hundred thousand dollars for short-term financing to hundreds of millions of dollars for 12-years to major power projects. Here are a few recent deals:

Transaction	Amount	Terms
Teko Alüminyum Sanayi	\$267,000	5 years
Serenay Ambalaj Sanay Ticaret Ltd.	\$1.0 million	5 years
Hürriyet Gazetecilik ve Matbaacılık	\$4.3 million	4 years
Pegasus Airlines	\$106 million	12 years



SHORT-TERM

(up to one year repayment and 95 percent risk coverage)

Export Credit Insurance

Export credit insurance enables U.S. exporters to offer U.S. dollar credit directly to Turkish buyers. The application must come from a U.S. exporter. Export credit insurance supports the export of U.S. goods and services, including raw materials, semi-manufactured, and finished goods.

Benefits:

- Open account credit is an attractive substitute to letters of credit and bank financing
- Lower interest charges, as credit is often arranged directly through the U.S. exporter or a lender
- Available for purchases of bulk commodities, consumer goods, spare parts, etc.

MEDIUM-TERM

(up to five years repayment and less than \$10 million)

Export Credit Insurance and Guarantees of Commercial Loans

Ex-Im Bank medium-term insurance and loan guarantees support the purchase by Turkish buyers of U.S. goods and services. The buyer is required to make a down payment of at least 15 percent. Ex-Im Bank then covers 100 percent of nonpayment due to commercial or political risk.

Benefits:

- Quick turnaround
- Covers both capital goods and services
- Lower financing costs with negotiated interest rate
- Coverage on both principal and interest

LONG-TERM

(up to 15-years repayment or more than \$10 million)

Guarantees of Commercial Loans

With Ex-Im Bank's cover, Turkish buyers of U.S. goods and services are able to obtain attractive financing terms. This is critical for U.S. exporters to achieve export success in the Turkish marketplace.

Benefits:

- Extended repayment terms with up to 12-years repayment for electric power projects, 14-years for greenfield project finance and 15-years for Ex-Im Bank's Environmental Exports Program
- Available in U.S. dollar and foreign currencies
- Negotiable interest rates with fixed interest rate options
- Tailored principal repayment profiles available

Supporting the Istanbul Metropolitan Municipality

The Municipality of Istanbul will be getting 45 new fire fighting and disaster recovery vehicles manufactured in the U.S. thanks, in part, to a \$50 million loan guarantee from Ex-Im Bank. ABN Amro is the guaranteed lender for the 10-year loan. The Istanbul Metropolitan Municipality is the Bank's first sub-sovereign government borrower anywhere in the world.

Longer Term Financing is Now Available!

Ex-Im can bank provide 15-year repayment terms for renewable energy and water projects. It recently supported engineering and design services for 45-megawatt geothermal power plant project in Germencik, Turkey with a loan guarantee of \$4.68 million dollars. Toronto-Dominion Bank was the guaranteed lender on the transaction.

Used and Refurbished Equipment Guarantees

Ex-Im Bank will extend financing to support U.S. exports of equipment that has been previously owned or placed into service. Ex-Im Bank support for used equipment is subject to certain criteria that can be found on Ex-Im Bank's Web site (www.exim.gov).

