Expanding the business internationally...

FCIC&DEIK International Engineering Forum
Istanbul
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ABOUT US

Since 1987

Owned by the Turkish Treasury

Sole official export credit agency of Turkey

Various credit, guarantee and insurance programs

Focus on International Co-operation

Financial solutions for large corporations, SMEs, foreign governments and companies
9 Liaison Offices in different parts of Turkey.
Contribution to Turkish Exports

Total Support

In 2014 USD 31.1 billions

First 10 months 2015 USD 25.4 billions
Facilities

- Domestic Credits
- Insurance
- International Loans
Domestic Credits

- Short Term Credits
- Medium – Long Term Credits
- Credit Programs for Foreign Currency Earning Services
Client profile

- The leading exporters of Turkey
- The SMEs which has export potential
- International contracting companies
- Travel and tourism agencies
- Information Technology companies
Facilities

- Domestic Credits
- Insurance
- International Loans
INSURANCE PROGRAMS

- Short Term Export Credit Insurance
- M/L Term Export Credit Insurance
- Domestic Credit Insurance
Short Term Export Credit Insurance

Initiated in 1989

Provides commercial and political risk cover

Whole turnover policy

Coverage: 90% in principle

Maturity: up to 360 days
### EXPORT CREDIT INSURANCE ACTIVITIES

<table>
<thead>
<tr>
<th>Overall Activities (2014)</th>
<th></th>
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<tbody>
<tr>
<td>Covered Business</td>
<td>USD 11 billion</td>
</tr>
<tr>
<td>Number of policyholders</td>
<td>2,062</td>
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<tr>
<td>Number of active buyers</td>
<td>60,866</td>
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</tbody>
</table>
Facilities

Domestic Credits

Insurance

International Loans
INTERNATIONAL LOANS

At a Glance…

Buyer’s Credit

Financial support for consumer goods, capital goods and projects

Has to comply with the WTO, OECD, EU and other international regulations

• Environment
• Bribery and
• Sustainable lending
INTERNATIONAL LOANS

Procedure

TÜRK EXIMBANK

EXPORTER/CONSTRUCTOR

PUBLIC INSTITUTION/FOREIGN BANK

BUYER/EMPLOYER

LOAN AGREEMENT (2)

Credit Request

Limit allocation

REPAYMENT (5)

SUB-LOAN AGREEMENT

REPAYMENT

EXPORT/PROJECT (3)

CONTRACT (1)

UTILIZATION (4)
INTERNATIONAL PROJECT LOANS

Terms & Conditions

Maturity = Construction Period + Repayment Period

85% coverage for export (goods & services)

Interest & Risk Premium
INTERNATIONAL PROJECT LOANS

Completed Projects Under Sovereign Guarantee

Sudan
North Khartoum Sewage Project
TE Loan: EUR 21 mn

Sudan
Al-Halfaia Bridge Project
TE Loan: EUR 15 mn
INTERNATIONAL PROJECT LOANS

Completed Projects Under Sovereign Guarantee

Sudan
North Khartoum Urgent Water Supply Project
TE Loan: EUR 9 mn

Sudan
El-Mek Nimir Bridge Project
TE Loan: USD 15 mn
INTERNATIONAL PROJECT LOANS

Projects Financed in Belarus

Belarus
Minsk Hotel
TE Loan: USD 19 mn

Belarus
Oktyabrskaya (President) Hotel
TE Loan: USD 51 mn

Belarus
Aquapark Hotel & 8 Villas
TE Loan: USD 10 mn
INTERNATIONAL PROJECT LOANS

Ongoing Projects Under Sovereign Guarantee

Ethiopia
Awash – Woldia Railway Project

TE Loan: USD 300 mn
INTERNATIONAL PROJECT LOANS

Ongoing Projects Under Sovereign Guarantee

Ghana
Akim-Oda, Akwatia & Winneba Water Projects

TE Loan: USD 136 mn
INTERNATIONAL PROJECT LOANS

Ongoing Projects Under Sovereign Guarantee

Senegal
Dakar International Conference Center Project

TE Loan: EUR 49 mn
INTERNATIONAL PROJECT LOANS

Projects in the Pipeline

Congo
International Business City of Brazzaville
TE Loan: EUR 198 mn

Turkmenistan
Lebap Cement Plant
TE Loan: USD 150 mn
INTERNATIONAL PROJECT LOANS

Projects in the Pipeline

Senegal
Dakar Market of National Interest & Truck Station
TE Loan: USD 125 mn

Ghana
District Hospitals Project
TE Loan: EUR 101 mn
INTERNATIONAL TRADE FINANCE
BUYERS' CREDIT THROUGH FOREIGN BANKS - PROCEDURE

Prior evaluation (CAR, Profit, IFRS)
Limit allocation
Credit agreement (Revolving Loan Agreement)
Export finance
INTERNATIONAL LOANS

Allocated Credit Limits to Foreign Banks in 3 Continents

**EUROPE**
- Albania (1)
- Russia (4)
- T.R.N.Cyprus (1)
- Belarus (3)

**AFRICA**
- Afreximbank
- Nigeria (1)

**ASIA**
- Azerbaijan (3)
- Georgia (2)
- Kazakhstan (2)
- Kyrgyzstan (1)
- Mongolia (2)

"Strong Competition, Great Cooperation..."

21 banks,
Total limit: USD 867 mn
INTERNATIONAL TRADE FINANCE
BUYERS' CREDIT THROUGH DOMESTIC BANKS - PROCEDURE

Borrower: Domestic Banks (D.B.) in Turkey

Utilization: throughout correspondent banks, subsidiaries operating overseas

Applications: made by the related head office department or the branch office of Domestic Banks
INTERNATIONAL TRADE FINANCE
BUYERS' CREDIT THROUGH DOMESTIC BANKS
INTERNATIONAL TRADE FINANCE

Export Receivables Discount Program

Specific Export Credit Insurance Program

Based on discount of Export Receivables, Bill(s) of Exchange or L/Cs

Post shipment finance
INTERNATIONAL TRADE FINANCE
FINANCED EXPORT TRANSACTIONS

✅ EXPORT RECEIVABLES DISCOUNT PROGRAM

Buses export, France

✅ BUYERS’ CREDIT THROUGH DOMESTIC BANKS

Cement equipment export, Russia
Thank you for your attention...

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