

EXPORT-IMPORT BANK OF THE UNITED STATES

REPORT TO THE U.S. CONGRESS ON SUB-SAHARAN AFRICA



FISCAL YEAR 2006

FOR THE PERIOD OCTOBER 2005 THROUGH SEPTEMBER 2006

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I. EXECUTIVE SUMMARY

When reauthorized by the U.S. Congress in 1997, the Export-Import Bank of the United States (Ex-Im Bank or the Bank) was mandated to increase financing of U.S. manufactured goods and services to sub-Saharan Africa (SSA) in a manner consistent with the reasonable assurance of repayment standard. Congress re-affirmed this mandate in the June 2002 reauthorization. As required by Section 7 of the current Export-Import Bank Reauthorization Act of 2001, this report outlines the Bank's continuing efforts in Fiscal Year 2006 to satisfy the mandate.

In FY 2006, Ex-Im Bank authorized 140 transactions totaling approximately \$532 million in 23 sub-Saharan African countries. This includes for the first time the estimated amount of Bank's working capital guarantee transactions that were made available to support U.S. exports to sub-Saharan Africa, which in FY 2006 totaled an estimated 31 transactions and approximately \$90 million in authorizations. In the prior fiscal year, Ex-Im Bank authorized 115 transactions totaling \$462 million in 20 countries, not including working capital activity.

While a relatively comprehensive summary of the progress made by the Bank over the past year is included in this report, the following items are illustrative of the Bank's actions and follow through:

- In June '06, Ex-Im Bank established a \$300 million bank guarantee facility for fourteen Nigerian banks providing the selected institutions the ability to guarantee short and medium term transactions on an expedited basis. While this amount is not included in the total FY 2006 authorizations figures in this report, the Bank expects to report authorizations under this facility in subsequent fiscal years as it is utilized.
- Following March '06 training sessions for West African banks in Dakar, Senegal and in Lagos, Nigeria, in August '06 a specialized three day "African Banking Seminar" was held in Washington with participation from ten African countries.
- Continuing efforts to further relationships with both the African Development Bank and the Africa Export-Import Bank.
- Specialized domestic business development outreach (Atlanta, Houston, and Los Angeles) aimed at U.S. companies that have a special interest in the African market beyond the normal Ex-Im Bank participation at third-party sponsored trade events.
- Continuing efforts in developing an acceptable business model for transactions in challenging markets including specifically working with the U.S. Trade and Development Agency for a specific financing model to be utilized for suppliers to the African oil and gas industry.

Since 1998, Ex-Im Bank's Board of Directors has appointed a Sub-Saharan Africa Advisory Committee (SAAC) to bring practitioners from the field to advise Ex-Im Bank in its efforts to fulfill the Congressional mandate. In addition, Ex-Im Bank devotes two business development officers to the sub-Saharan Africa region. This staffing level is comparable to other markets. We also draw on roughly 10 staff members from various divisions in the Bank who are experienced in SSA transactions. This team meets periodically to discuss, monitor and implement strategies to improve transaction processing and marketing efforts for the region. In addition, Ex-Im Bank has a Board member who is responsible for promoting exports to the region.

It should be noted that in FY 2005, U.S. exports to SSA were \$10.3 billion¹, and Ex-Im Bank covered \$462 million or 4.5% of the exports. In FY 2006, exports are expected to reach \$11.3 billion², and Ex-Im Bank covered \$532 million, or 4.7% of the exports. Worldwide, Ex-Im Bank covers approximately 1.3% of U.S. exports.

Overall, Ex-Im Bank's efforts to fulfill the Congressional mandate are being met. With the stabilization of Nigeria's banking sector and through the collaborative efforts of Ex-Im Bank's Board of Directors, staff and SAAC, we are optimistic that business will continue to improve in SSA during FY 2007.

¹ 2005 export data obtained from U.S. Department of Commerce, Bureau of Census report - U.S. Trade with Sub-Saharan Africa.

² This amount is extrapolated from January –September 2006 actual export results per the U.S. Department of Commerce, Bureau of Census report - U.S. Trade with Sub-Saharan Africa

II. EXPORT-IMPORT BANK ACTIVITIES IN SUPPORT OF SUB-SAHARAN AFRICA

Highlights of the Bank's efforts in support of SSA during FY 2006 include:

1. **\$300 million Bank Guaranty Facility Approved for Nigerian Banks:**

Following recent positive developments in the Nigerian banking sector, Ex-Im Bank has approved a total of \$300 million allocated among 14 Nigerian banks to support U.S. exports to Nigeria. The consolidated facility will expedite the processing of short- and medium-term Ex-Im Bank financing for the purchase of U.S. goods and services by Nigerian buyers. The initiative follows an Ex-Im Bank study of the 14 banks, assessing the impact of recent positive developments in the Nigerian banking sector on financing opportunities in the Nigerian market.

The Nigerian banks approved for this facility are: Access Bank, Afribank, Diamond Bank, Ecobank, First Bank, Guaranty Trust Bank, Intercontinental Bank, Investment Banking & Trust, Nigerian International Bank, Oceanic Bank, Standard Chartered Bank Nigeria, Stanbic Bank Nigeria, Union Bank, and Zenith Bank.

Each of the banks has been pre-approved for amounts of \$10 million and higher, which may be renewed. By delegating authority to the vice president of Ex-Im Bank's Trade Finance and Insurance Division to commit the coverage, the Bank will further speed the processing of transactions. Under the new program, Ex-Im Bank will insure short-term transactions involving exports of consumer goods, raw materials, spare parts, commodities, and small capital equipment with a repayment period of 180 days. Ex-Im Bank's medium-term insurance and guarantees are generally used for financing purchases of U.S. capital equipment and services with a repayment term of five years. The Nigerian banks are not limited to the new financing facility, and are eligible to apply for additional Ex-Im financing under other programs.

While the \$300 million facility is not included in the total FY 2006 authorizations figures in this report, the Bank expects to report authorizations in subsequent fiscal years under this facility as it is utilized.

2. **Three-Day Training Seminar for African Financial Institutions:**

Ex-Im Bank hosted a three-day seminar for African financial institutions at its headquarters in Washington, D.C., on August 1-3, 2006. Ex-Im Bank Chairman and President James H. Lambright welcomed 45 representatives of African and U.S. banks, and Ex-Im Bank's Africa team of trade finance professionals conducted all-day training sessions on the Bank's financing products and underwriting and review processes.

The Bank is committed to building U.S.-African trade by working with African lenders, particularly in markets such as Nigeria where the banking sector has undergone major reform and consolidation. Representatives of numerous Nigerian banks, as well as banks in Cameroon, Egypt, Gambia, Ghana, Kenya, South Africa,

Tanzania, Togo and Uganda participated in the seminar, along with representatives from U.S. banks with African portfolios.

3. **Africa Short-Term Insurance Initiative Renewed and Expanded:**

Reflecting growing awareness and use of Ex-Im Bank programs in Africa, Ex-Im Bank has renewed its Short-Term Insurance Pilot Program for Africa (STIPP) for three years beginning March 31, 2006, with a facility limit of \$100 million. After reviewing the eligibility status of all sub-Saharan African nations, the Bank added five countries to the program -- Burundi, Comoros, Congo D.R., Liberia and Sierra Leone – for public and private sector financing.

At the same time, improvements in country conditions enabled three nations – Chad, Equatorial Guinea and Ghana -- to graduate from the program and become eligible under Ex-Im Bank’s routine cover policies for medium-term financing in both the public and private sector. Ghana also is eligible for Ex-Im Bank long-term financing.

In addition, in August 2006, recent changes have been made to Ex-Im Bank’s cover policy in the following sub-Saharan African countries:

Gabon - Now open for medium term and long term transaction support in the Public Sector

Mali - Graduated from the Short Term Insurance Pilot Program to standard cover

Zambia - Graduated from the Short Term Insurance Pilot Program to standard cover

The Short-Term Insurance Pilot Program for Africa helps businesses in sub-Saharan Africa buy U.S.-made goods and services, including spare parts, raw materials and agricultural commodities. Under the Pilot Program, Ex-Im Bank can insure short-term export credit transactions involving various payment terms, including open account terms.

4. **Ex-Im Bank Sponsored Annual Conference Panel: “Working Entrepreneurs Opportunities & Challenges”:**

Of the over 1,050 people attending the 2006 Ex-Im Bank annual conference, Ex-Im Bank hosted 35 registered attendees from Africa, representing 13 different countries. One of the popular sessions held at the conference was the Africa Panel, which attracted 200+ attendees. This panel was moderated by Ambassador Howard Jeter, of Goodworks International. Those in attendance heard remarks from an esteemed panel comprised of the following guests:

Mr. Bobby Pitman, Jr., Principal Deputy Assistant Secretary of State, Africa Bureau

Ms. Evelyn Oputu, MD & CEO, Bank of Industry, Nigeria

Mr. Acha Leke, Partner, McKinsey & Co, South Africa

Mr. Jeff Midzuk, Project & Finance Unit, Barclay’s Bank, South Africa

The presenters shared their views on the current landscape of the African entrepreneurial scene as well as their optimism on the future prospects throughout Africa.

5. **Nigerian Oil & Gas Contractor Financing Program:**

The Nigerian government has imposed a 40% local participation requirement on all upstream contracts let by the major oil companies. This requirement has driven a need for local companies to access foreign goods and services to supply the oil and gas sector. These local providers typically do not meet Ex-Im Bank's credit standards because they are startups, have limited credit history, weak financial condition, are heavily leveraged and do not have local bank guarantees.

In cooperation with the U.S. Trade and Development Agency, an outreach process incorporating U.S. oil and Nigerian oil services companies has been underway for a period of time. Ex-Im Bank has been working to develop a sub-supplier program with the oil companies, which would enhance the creditworthiness of transactions with local African companies that are contracting to do work for the major oil companies. This participation could take the form of collateralization/securitization of contract proceeds to secure re-payment of loans for equipment needed by local African companies to complete contracted work. Major oil producers in Nigeria have expressed interest in this arrangement.

6. **Staff Travel:**

Ex-Im Bank representatives traveled to SSA on several occasions in FY 2006. The International Business Development team of John Richter - Regional Director for Africa and Ricardo Michel - Business Development Officer for Africa conducted trips to Nigeria, Senegal, Cameroon, Gabon, and Ghana to educate potential international buyers on the credit standards required for Ex-Im Bank support. In addition, Michael Forgione, Vice President of the International Business Development Division along with officers from Credit Underwriting and Asset Management visited West Africa to reinforce Ex-Im Bank's message. In Nigeria, Cameroon, Gabon and Ghana, Ex-Im Bank held press conferences which outlined its historical efforts in the respective markets and its continued commitment to doing good business in the region. In Nigeria, given the recent recapitalization in the banking sector, Ex-Im Bank took the opportunity to meet with several of the local banks to discuss their current positioning and outlook on the sector.

7. **Domestic Outreach Efforts:**

In FY2006 Ex-Im Bank made a concerted effort to increase its domestic outreach to U.S. exporters and increase their awareness of the Bank's products and services. Training seminars were conducted in Atlanta, Georgia, Houston, Texas and Los Angeles, California in February, June and July, respectively. These half-day training sessions were specifically targeted for U.S. exporters interested in exporting to Africa. The focus of the seminars was to explain export credit support available through Ex-Im Bank programs. Ex-Im Bank covered its initiatives in Africa and

specifically reviewed the Short-Term and Medium-Term products. In addition, the Business Development officers participated by speaking at various Africa-focused events throughout the year:

With the help of the Houston regional office, Ex-Im Bank presented to an audience of 50 U.S. exporters, financial institutions and trade financial specialists at the offices of The Greater Houston Partnership in downtown Houston. This event provided the audience an opportunity to hear not only from Ex-Im Bank, but also from the local representatives of the Department of Commerce (DOC) and the U.S. Small Business Administration.

Ex-Im Bank's training seminar held in Los Angeles (Inglewood), California was opened with remarks from Congresswoman Maxine Waters, of the 35th District. Congresswoman Waters stated, *"In the past six years, Ex-Im Bank has supported over \$3 billion in exports to Africa. I am pleased to take part in this worthwhile seminar along with the Export-Import Bank and the Department of Commerce. Together, we can increase the opportunities for American companies to trade with Africa so that we can all benefit and grow, economically and socially."* Ex-Im Bank received support from the city of Inglewood and the DOC's Los Angeles Export Assistance Center which hosted the 40 person event.

The 5th East Africa-America Trade and Investment Summit was held in Atlanta, Georgia on May 15-17, 2006. The summit highlighted business, trade and investment opportunities in East Africa, and brought together key government and business leaders from both the U.S. and the East African region to discuss ways to create and maximize the value of partnerships. The Summit also focused attention on the emerging female entrepreneurial class, the vast telecommunication and transport opportunities, public companies on sale and the natural agro-economy. As part of the "Access to Capital and Development Initiatives" workshop, Ricardo Michel, Business Development Officer for Africa, presented Ex-Im Bank's historical efforts and current products designed for the African market. This workshop was facilitated in conjunction with representatives from The Bank of Uganda and the Finance Specialists Group, LLC.

The 5th AGOA Summit was held in Washington D.C. on June 5-7, 2006 and representatives from Ex-Im Bank took part in all three forums. Vice Chair Linda Conlin along with John Richter, Regional Director for Africa presented Ex-Im Bank's initiatives in Africa to audiences participating in the Private Sector Forum. Ricardo Michel, Business Development Officer for Africa, discussed Ex-Im Bank's strategies and role in financing SME development in the Ministerial and Civil Society Forums, respectively.

The Kenya Development Network Consortium (KDNC) hosted its 4th Business Workshop at World Bank Headquarters in Washington D.C. on August 4-6, 2006. KDNC was founded two years ago as a grass-roots-based effort by Kenyan diaspora nationals to pursue sustainable economic development. The workshop was held in collaboration with the Kenya Staff Association at the World Bank and International Monetary Fund and attended by Ex-Im Bank representatives. John Richter, Regional Director for Africa, presented Ex-Im Bank's initiatives in the region and explained how KDNC's constituents can work with Ex-Im Bank

The Corporate Council on Africa (CCA) hosted its 1st annual U.S.-Africa Infrastructure Conference from September 27 through September 29 in Bethesda, Maryland. This conference featured sector-specific workshops, networking events and forums on global best practices and lessons learned. Workshop panelists included African Ministers of Planning and Finance, leading U.S. infrastructure companies, financial institutions, and international organizations. Ex-Im Bank was represented by Director J. Joseph Grandmaison who spoke at the plenary session titled “Financing Your Products” along with Mr. Robert Mosbacher, President of OPIC, and Mr. Tony Elumelu, CEO, United Bank for Africa. John Richter, Regional Director for Africa, participated in a panel discussion entitled “Credit Risk Mitigation

8. **Sub-Saharan Africa Advisory Committee (SAAC):**

The Sub-Saharan Africa Advisory Committee (SAAC) provides a forum where outside practitioners offer ideas on how the Bank can increase its support for exports to the region while still satisfying its reasonable assurance of repayment requirement. The SAAC also discusses issues facing the private sector, including banks, when using Ex-Im Bank for transactions in SSA.

The SAAC, as directed by the U.S. Congress, was created as a result of the Bank’s reauthorization legislation of 1997, and was originally composed of five members representing commerce, banking, trade finance and small business. In 1999, the Bank increased the number to eight, and by 2000 the SAAC had grown to ten members. Brief biographies of the 2006 SAAC members can be found as an attachment to this report.

The SAAC met three times in fiscal year 2006 to review existing initiatives and provide suggestions for further improvements with regard to the Bank’s activities in SSA. In addition to its regular meetings, the SAAC formed two sub-committees, which met individually with Ex-Im Bank staff to concentrate on improvements for Business Development and Product Transparency.

November 16, 2005

The 2006 Sub-Saharan Africa Advisory Committee convened its first meeting on November 16, 2005 at which the new SAAC Board members were introduced. Ambassador Howard Jeter, Executive Vice President, Goodworks International, again served as the Chairperson of the 2006 Committee.

The SAAC members were updated on the following Ex-Im Bank efforts: Status of the 2005 SAAC recommendations; updates on FY 2006 business development efforts in the region, and a report on the 2006 International Business Development strategy for Africa.

May 17, 2006

The 2006 Sub-Saharan Africa Advisory Committee convened its second meeting of the fiscal year on May 17, 2006.

The SAAC members were updated on the following Ex-Im Bank efforts:

The Ex-Im Bank Annual Conference, the upcoming AGOA Forum, West Africa trip to Nigeria & Senegal, FY 2005 Congressional Report, China's activities in Africa, upcoming International Business Development activities and upcoming Trade Finance and Insurance/Credit Underwriting activities.

October 11, 2006

The 2006 Sub-Saharan Africa Advisory Committee convened its final meeting of the fiscal year on October 11, 2006.

The SAAC formed two sub-committees, which met individually with Ex-Im Bank staff to follow up on the progress made on the 2005 SAAC recommendations for Business Development and Product Transparency and discuss additional recommendations for the upcoming fiscal period. From this discussion, the SAAC members made several new recommendations detailed later in this report.

In addition, the SAAC members were updated on the Bank's outreach to African Regional Financial Institutions, the "Working with African Lenders" training seminar, Ex-Im's participation in the 5th Annual AGOA forum, and International Business Development's strategic efforts for Africa.

III. SAAC RECOMMENDATIONS TO THE EXPORT-IMPORT BANK

The Sub-Saharan African Advisory Committee (SAAC) to the Export-Import Bank of the U.S. acknowledges the substantial progress that has been made during 2006 in implementing the previous year's recommendations and compliments the Bank's management and professional staff for positive contributions and cooperation.

To further the goal of increasing U.S. exports to Africa by recognizing the unique nature and challenges of doing business on the continent, we respectfully offer the following priority recommendations for the Bank's consideration:

1. Build on the previous outreach efforts by the Bank in partnering with Africa-based commercial banks specifically including regional financial institutions (i.e. Africa Ex-Im Bank, Africa Development Bank, etc.) while still being responsive to opportunities in smaller markets; continue to focus on the Gulf of Guinea countries, South Africa, Nigeria as well as Kenya and Tanzania in East Africa; and prioritize sectors where U.S.-manufactured goods are especially competitive (i.e. oil and gas sector, telecommunications, transportation, medical and agriculture) as well as unique opportunities to become involved such as in the Nigerian aviation sector in the Bank's business development efforts.
2. Provide the required resources—both as it relates to personnel and business development budget—that accepts the reality that doing business in Africa is more time consuming and therefore more costly than other regions of the world where American products are already part and parcel of the marketplace including the practicality of physical U.S. Ex-Im presence in one or more priority countries, thereby fully accepting in practice the priority to serve the sub-Saharan African market as called for by the congressional mandate.
3. Recognizing that U.S. Ex-Im Bank's role in sub-Saharan Africa often includes contributing to raising the level of banking know-how specifically as it relates to medium-term financing, the Advisory Committee recommends that in addition to accelerating Bank sponsorship of seminars such as that held in Washington in August 2006, the Bank utilize its prestige and contacts to organize an annual Africa specific event involving buyers, exporters and financiers.
4. Focus special attention to maximize the Bank's web site as a primary source of information relative to the Bank, its procedures and policies, including adding appropriate linkages on the web site listing broader export related sources of contact (i.e. in-country U.S. Embassy personnel, other USG agencies, Ex-Im Bank contacts in partner banks, etc.) while specifically and clearly listing special Bank required credit requirements in a particular country and market (i.e. local bank guarantee, equipment liens, etc.).

5. Expanding the Bank's recent initiative in establishing the \$300 million bank guarantee facility for well-capitalized Nigerian banks to similarly qualified commercial banks in other countries with an overall business development strategy of facilitating a risk sharing partnership with those same entities while accepting the need for the Bank to provide any training that might be necessary to achieve the necessary level of comfort for sharing risk.
6. Recognizing the significant improvements relative to transaction processing time that have been made, the development and implementation of a "real-time" web-based transaction status report capacity with milestones that allows for exporters, brokers and lenders to track transactions within the U.S. Ex-Im Bank operational system will significantly contribute to the on-going successful effort in improving customer service.
7. Reviewing, clarifying and strengthening the Bank's policies as they relate to earlier involvement of local banks in pre-qualifying transactions; facilitating the potential relationships between the Bank and leasing companies; a policy as it relates to claim experience and the continuing relationship with that exporter and/or guaranteed party; the method of disbursements (letters of credit vs. invoices) for medium-term transactions; shortening the medium-term default notice to 90 days; option of restructuring the initial due date on guaranteed loans when unusual circumstances exist; consideration of authorizing high-risk policies on a case-by-case basis with appropriate changes in special conditions; and possibly tailoring the Foreign Dealer Insurance policy to fit the need in Africa.
8. Continuing to monitor the overall impact of concessional financing by non-OECD countries in Africa, including the effect of U.S. Government policy limitations specifically relating to post-Paris Club debt forgiveness, thereby assisting in furthering a more comprehensive and thoughtful discussion both within the U.S. Government as well as with other countries concerning the pricing and structure of products offered by their export credit agencies.

IV. SUB-SAHARAN AFRICA ACTIVITY

In FY2006, Ex-Im Bank supported 140 transactions in 23 sub-Saharan African countries for \$532 million. FY 2006 included one aircraft deal for \$338 million.

Country	Short Term Multi-Buyer		Short Term Single Buyer		MT Insurance		M/LT G'tees		Working Capital		Total \$ Amount
	Number	\$ Amount	Number	\$ Amount	Number	\$ Amount	Number	\$ Amount	Number	\$ Amount	
Angola	1	\$50,000					1	\$338,462,258		\$14,550,000	\$353,062,258
Burkina Faso	1	\$100,000								\$1,725,000	\$1,825,000
Cameroon					1	\$744,808	1	\$517,257			\$1,262,065
Cape Verde	1	\$50,000					1	\$345,878			\$395,878
Chad	2	\$254,000								\$3,150,000	\$3,404,000
Equatorial Guinea	3	\$1,200,000								\$4,950,000	\$6,150,000
Ethiopia			1	\$180,000						\$450,000	\$630,000
Ghana	9	\$3,040,620					1	\$830,334		\$2,062,500	\$5,933,454
Guinea	3	\$105,000									\$105,000
Kenya	4	\$275,000								\$300,000	\$575,000
Liberia	1	\$50,000	2	\$100,800							\$150,800
Malawi										\$150,000	\$150,000
Mali	1	\$100,000					1	\$346,040			\$446,040
Mauritania			1	\$447,300							\$447,300
Namibia	1	\$800,000								\$630,000	\$1,430,000
Niger					2	\$774,919					\$774,919
Nigeria	27	\$50,076,900	1	\$45,000			6	\$35,201,228		\$18,937,500	\$104,260,628
Senegal	1	\$50,000									\$50,000
South Africa	27	\$5,029,776	1	\$965,250	1	\$151,063				\$42,004,235	\$48,150,324
Tanzania	2	\$1,200,000									\$1,200,000
Togo			2	\$35,598							\$35,598
Uganda	1	\$50,000								\$150,000	\$200,000
Zambia			1	\$180,000						\$1,350,000	\$1,530,000
TOTAL	85	\$62,431,296	9	\$1,953,948	4	\$1,670,790	11	\$375,702,995	31	\$90,409,235	\$532,168,264

Note: Working Capital guarantees supporting U.S exporters typically cover international sales to several markets. As a result, more than one sub-Saharan African country may be identified per guarantee provided. The number of working capital transactions for sub-Saharan Africa is reflected in total only, as reporting this activity at the individual country level may result in the double counting of an Ex-Im Bank guarantee.

V. APPENDICIES

APPENDIX A: FY2006 EX-IM BANK SUCCESS STORIES SUB-SAHARAN AFRICA

The following success stories are a representative sample of the various transactions and countries that have been supported by Ex-Im Bank in FY2006:

Cape Verde

November 2005

A.C.E. Products Inc. of Baymon, Puerto Rico, used an Ex-Im Bank small business, multi-buyer export credit insurance policy, for \$50,000, to support the sale of new heavy equipment to Intercabo, Lda, of Isla de Sal, Cape Verde.

Ethiopia

May 2006

Givens International of Corydon, Kentucky, used an Ex-Im Bank short-term, single buyer insurance, to support the sale of hammer, bits and drilling supplies valued at \$180,000 to Saba Engineering Private, Ltd. of Ethiopia.

Ghana

August 2006

Health Products Corp. of Yonkers, New York, used an Ex-Im Bank multi-buyer, small business insurance policy, to support the sale of \$50,000 of vitamins, over-the-counter drugs, and health and beauty care products to Cedar Point Chemist Ltd. of Ghana.

Sovereign Bank of Boston, Massachusetts, used an Ex-Im Bank 3 year, medium-term guarantee in the amount of \$830,334 to support the sale of used construction equipment, from Target Shipping Company of Cranford, New Jersey to Tatop Company Ltd., of Ghana for its civil engineering projects.

July 2006

UMB Bank N.A. of Saint Louis, Missouri, used an Ex-Im Bank letter of credit policy to confirm a letter of credit from Cal Merchant Bank Ltd. of Ghana, to support the sale of starch products valued at \$40,000, from Faultless Starch/Bon Ami Company of Kansas City, Missouri, to Morgate Industries, Ltd. in Kumasi.

May 2006

The Connell Company of Berkeley Heights, New Jersey, used an Ex-Im Bank short-term, multi-buyer comprehensive insurance policy, to support the sale of \$1,500,000 of fork lifts and HVAC equipment to African Mining Services of Ghana.

Liberia

June 2006

Applied Fabric Technologies of Orchard Park, New York, used an Ex-Im Bank short-term, single-buyer insurance policy, to support the sale of \$55,800 of sorbents (pads, brooms, and rolls) to the United Nations Mission of Liberia.

Nigeria

July 2006

House of Cheatham of Stone Mountain, Georgia, used an Ex-Im Bank multi-buyer, small business insurance policy, to support the sale of \$100,000 of health and beauty aids to Kuddy Cosmetic International of Nigeria.

June 2006

ABRO Industries Inc. of South Bend, Indiana, used Ex-Im Bank's short-term, multi-buyer comprehensive insurance policy, to support the sale of new ABRO Branded automotive/industrial supply products valued at \$10,000,000 to Coshcharis Motors Limited of Nigeria.

April 2006

Sovereign Bank of Boston, Massachusetts, used an Ex-Im Bank letter of credit policy, to accept a letter of credit from First City Monument Bank PLC, of Nigeria, to support the purchase of computer components and peripherals valued at \$250,000 by Max Group Corp. headquartered in Los Angeles, California and ASI Corp of Fremont, California.

DWD International Ltd. of Houston, Texas, used an Ex-Im Bank's multi-buyers, small business insurance product, to support the sale of an air conditioning system valued at \$250,000 to Intercontinental Bank, PLC, of Nigeria.

February 2006

HSBC Bank PLC of Houston, Texas, used Ex-Im Bank's guarantee, to support a loan of \$11.5 million to Drillog Petro Dynamics Ltd. of Rivers State, Nigeria for the purchase of Well Logging Equipment from Halliburton Energy Services of Houston, Texas. Diamond Bank Ltd., of Nigeria, provided a local bank guarantee for this transaction.

Bluefield Associates of Ontario, California, used an Ex-Im Bank small business, multi-buyer export credit insurance policy, for \$100,000, to support the sale of cosmetics and toiletries to Diplomat Investment of Lagos, Nigeria.

Miller and Lents, Ltd. of Houston, Texas, used an Ex-Im Bank short-term, multi-buyer export credit insurance policy, for \$100,000, to support the sale of oil and gas consulting services to Conoil Producing Limited of Lagos, Nigeria.

South Africa

July 2006

Alveolus Inc. of Charlotte, North Carolina, used an Ex-Im Bank multi-buyer, small business insurance policy, to support the sale of \$50,000 of non-vascular stents to Legacy Medical of South Africa.

Southern Green, Inc. of Zachary, Louisiana, used an Ex-Im Bank's multi-buyer, small business insurance policy, to support the sale of new soil aerification units and related parts valued at \$50,000 to Afgri-Golf Pty. Ltd. of South Africa.

June 2006

First Tennessee Bank of Memphis, Tennessee, used Ex-Im Bank's letter of credit policy, to confirm a letter of credit from First Rand Bank Ltd of South Africa, to support the sale of laundry presses valued at \$98,176 from Foreinta, of Morristown, New Jersey, to Lead Laundry and Catering, Pty. Ltd. of Durban, South Africa.

May 2006

Delta Technology Corporation of Houston, Texas, used an Ex-Im Bank medium-term insurance policy, to support the sale of two electronic color peanut sorters in the amount of \$151,063 to P-Farms Agente BK of Hartswater, South Africa, enabling it to directly finance this transaction over a two year period with a medium-term transaction financed directly by the exporter.

Star Parts, Inc. of Wharton, Texas, used an Ex-Im Bank multi-buyer, small business insurance product, to sell \$45,000 of general heavy duty truck parts to Eagle International Spares, Pty. of South Africa.

Bentoli, Inc of Miami, Florida, used an Ex-Im Bank multi-buyer, small business insurance policy, to support the sale of \$100,000 of new animal health products and feed ingredients to Indiana Ocean Aquafeeds Pty. of South Africa.

February 2006

ANCSAC, of Westport, Connecticut, used Ex-Im Bank's short-term, single sale policy, for \$965,000, to support the sale of soda ash to CHC Global Pty. Ltd. of Green Hills, South Africa.

Tanzania

May 2006

The Connell Company of Berkeley Heights, New Jersey, used Ex-Im Bank's short-term, multi-buyer comprehensive insurance, to support the sale of fork lifts and HVAC equipment valued at \$500,000 to Placer Dome Tanzania Ltd. of Tanzania.

Togo

July 2006

Polytrade International of Herndon, Virginia, used an Ex-Im Bank short-term, single buyer insurance policy, to support the sale of fuel additives, plastic bottles, and hand pumps valued at \$10,000 to Logistique Commerciale of Togo.

Zambia

February 2006

The Connell Company of Berkeley Heights, New Jersey, used an Ex-Im Bank short-term, single sale export credit insurance policy, to support the purchase of \$180,000 worth of mining equipment by Konkola Copper Mines Plc. of Chingola, Zambia.

**APPENDIX B:
SUB-SAHARAN AFRICA ADVISORY COMMITTEE MEMBERS
2005**

AMBASSADOR HOWARD JETER, CHAIR

Goodworks International
1700 K Street, Ste. 430
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Representing Commerce

Ambassador Jeter is currently Executive Vice President of Goodworks International and a retired Foreign Service Officer. He served as U.S. Ambassador to Nigeria in 2001-03. He was Deputy Chief of Mission in Namibia in 1990-93, during which period he also served as Charge d' Affairs. He was also Deputy Chief of Mission and later Charge d' Affairs in Lesotho. In addition, Mr. Jeter has held political, economic, commercial, and consular positions in U.S. Embassies in Mozambique, Tanzania, and in the Temporary Liaison Office in Windhoek, Namibia. Mr. Jeter has a B.A. in Political Science from Morehouse College, an M.A. in International Relations and Comparative Politics from Columbia University, and an M.A. in Africa Area Studies from the University of California.

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Mr. Baumann is Corporate Treasury Director for Harris Corp. He was previously manager of corporate treasury and held this position since 1999. He is the primary resource for transactional support to Harris Corporation's divisions and subsidiaries in all areas involving foreign currency management. He advises divisions on bonding practices and appraises them of conditions and changes in the bonding market with regard to rates and country risks. He has authored several articles on international trade finance, including some that have been published in local newspapers. He additionally serves as a member of the Wachovia Large Corporate Advisory Board. Mr. Baumann joined Harris Corp in 1997 as the International Finance Manager and was tasked to negotiate financing of international broadcasting networks and structure supplier credits. Mr. Baumann worked at SunTrust Bank for three years as a Vice President for overseas credit and two years as Branch Manager 1989. He was born and educated in Switzerland and he has a BS in Marketing from Jones College and a MBA from City University in Zurich, Switzerland.

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Ms. Desvergers is Vice President and CEO of Global Trading International. She is involved in management planning for projects related to infrastructure, the housing industry and the environment. She has also consulted an identity system project in Chad and was an advisor for the Angola Government for mining projects. Prior to her current position, she was Business Director Specialist for Iget International Group in France, where she served as a consultant for Petrozi Gas (Côte d'Ivoire), Accor Afrique (Ghana) and Vivendi Group France for their business strategy in South Africa. While at Iget, she was also a consultant on a beverage factory project in Angola. Ms. Desvergers has an MBA from HEC School of Management, Paris, France in 1992 and a Bachelor of Science in Economics from Bessieres University in France, 1989.

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Mr. Dubois is currently Senior Vice President and Director of International Trade Banking, Global Solutions Group, Sovereign Bank. He has over 25 years of banking experience with Fortune 1000, middle market companies, asset-based borrowers, multinational corporations, government and financial institutions. In his position at Sovereign he manages the International Trade Banking Group. He previously managed U.S. sales and marketing of trade finance products for Bank of America and also held numerous other high level management, sales and marketing positions in multinational corporate finance, as well as in international cash management. Mr. Dubois holds a M.A. in Economics and a Bachelor's degree from the University of Helsinki, Finland.

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Mrs. Johnson is a Development Economist with experience in Africa and Latin America. She 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 recently retired from the Board of Governors of the Federal Reserve System, where she served as Adviser in the Division of International Finance, conducting research on financial reform in emerging market economies. From January 2000 to September 2001, Dr. Johnson served as United States Executive Director at the African Development Bank (AfDB), overseeing the development of policies, programs, and projects aimed at improving the economic and social well being of African countries. Prior to her appointment to the AfDB, Dr. Johnson was a vice president at the Federal Reserve Bank of New York where her career included assignments in economic research, foreign exchange, international financial markets, international affairs, and equal employment opportunity. Dr. Johnson's education includes a Bachelor of Arts degree from Radcliffe College, Harvard University, a master of arts in African history from Saint John's University, and a doctor of philosophy in economics from Columbia University.

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Mr. Kennedy is currently the Director of Equator Management. He retired as CEO of HSBC Equator Bank Plc in 2002, where he had served from 1976 and acted as CEO since 1988. He continues to serve as Director of the Corporate Council on Africa, where he chairs the Task Force on Increasing Capital Flows to Africa. He is a Director of the African Export Import Bank and senior advisor to Africa Global. Other affiliations include serving as Chair of the Board of Trans Africa Holdings Ltd, INDEBank Malawi and as Chair of the Investment Committee of ShoreCap International. Previous appointments include serving as a Member of Ex-Im Bank's Sub-Saharan Africa Advisory Committee in 1998-99. Mr. Kennedy, a Canadian citizen, received an Honors B.A. in Business Administration from the Ivey School of Business at the University of Western Ontario.

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Mr. Obioha is currently the Vice President of Policy and Planning of Bluefield Associates, Inc. He is responsible for implementing policies and work procedures and also the companies' compliance program for Federal and State regulations. He joined Bluefield Associates, Inc in 1995. He previously worked for Clear Essence Cosmetics USA, Inc as President/Chief Operating Officer. Mr. Obioha received his Masters in Science Engineering degree from Columbia University of New York. Bluefield Associates Inc. was named Ex-Im Bank Small Business Exporter for 2004.

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Mr. Turley is currently is currently the Director of Accounting for the Connell Company. He is responsible for the day-to-day accounting of this privately held corporation. In addition, he is responsible for maintaining credit lines/export insurance with the divisions that ship internationally. Prior to this position, he worked for EnableVision as a Principal Consultant implementing Lawson accounting software. He received his BS in Accounting from Babson College and his MBA from Bentley College.

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Mr. Worthington has served as Executive Director of the U.S. Energy Association since 1988. Prior to this, he served as a Vice President of the Thomas Alva Edison Foundation. Mr. Worthington is also Chairman of the National Energy Foundation and a member of the Board of Directors of the World Environment Center and the U.S.-China Energy Environment Center, as well as a Trustee of the Energy & Mineral Law Foundation. He has written extensively on energy and environmental matters, and has addressed many conferences on national and international energy issues.

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Mr. Zadikoff is CEO for G.M. Selby & Associates, Inc. His experience assisted in opening international markets specializing in emerging economies and transferring skills to certain markets. He was instrumental with Chairman Kennard and his FCC delegating during their Africa Initiative “Connecting the Globe”. He has assisted various companies in obtaining equity and debt financing for infrastructure projects in Africa. He previously was an Assistant Professor of Engineering at the Florida Institute of Technology. Additionally, he serves on the Board of Directors as Executive Director for Two Rivers Communications, Guinea, SA, and on Board of Directors for G.M. Selby Nigeria, Ltd, Abuja, Nigeria. He joined G.M. Selby & Associates, Inc. in 1990 as President. His accomplishments include the first GSM wireless network launched in the USA. Mr. Zadikoff has a Master of Science from the University of Rhode Island.