



“Ex-Im Bank’s help was instrumental on this project,
which will maintain manufacturing jobs at CAI and at our suppliers
in California and elsewhere around the country.”

Kusum Kavia
Vice President

Top photo: CAI Benin team member Victor Gbenou (in black suit) examines the future site of the Maria Gleta I power plant with officials from the government of Benin. An Ex-Im Bank insurance policy is supporting the financing of the multimillion-dollar project for which CAI is supplying eight electric-power generating systems.

Right photo: CAI team members use heavy industrial equipment in the construction of a generator skid.

COMBUSTION ASSOCIATES INC.



Sub-Saharan Africa is home to tremendous opportunities for U.S. exporters. That's why Ex-Im Bank has made it a top priority to assist U.S. firms in expanding their business in the region. Ex-Im Bank can facilitate financing for African buyers in both the public and private sectors in most countries.

Combustion Associates Inc. (CAI), a small, growing company in Corona, Calif., is just one of many companies to take advantage of this support. Using an Ex-Im Bank insurance policy, CAI is expanding its global business and workforce through a multimillion-dollar sale of eight 10-megawatt electric-power generating systems to the government of Benin. To fulfill the contract, CAI is nearly doubling its workforce from 35 to 65 employees.

This turnkey contract covers all aspects of the project, including the provision of engineering, construction management, installation, training and post-installation services for Benin's Ministry of Mines, Energy and Water. The completed 80-megawatt power plant will use mostly natural gas to generate power for the national grid.

The transaction is being supported through a collaborative effort in which Ecobank, through its subsidiaries in Benin and Nigeria, is providing a letter of credit facility confirmed by Citibank, N.A. Ex-Im Bank is supporting the financing through its bank letter of credit policy.

Ecobank, which is owned by Ecobank Transnational Inc., is a pan-African bank with a network of more than 500 branches in 26 countries. It is also one of 14 banks participating in Ex-Im Bank's \$1 billion Nigerian banking facility to expedite processing of short-term and medium-term insurance

and guarantee transactions supporting U.S. exports to Nigeria.

CAI is a minority-owned and woman-owned company, founded in 1989 by Kenyan immigrants, Mukund and Kusum Kavia. The company began as an environmental consulting firm and later expanded into manufacturing and installation of electrical power-producing equipment and auxiliary systems. Today CAI offers an array of skid-mounted and stationary combustion and gas-powered systems with multiple fuel capabilities that include natural gas, diesel oil and landfill methane gas.

Ex-Im Bank offers a range of financing solutions for U.S. exporters and African buyers. Products include working capital guarantees, export-credit insurance, commercial loan guarantees, and project and structured finance. These products help U.S. exporters obtain the funds to fulfill export contracts, protect against commercial and political risks of buyer non-payment and enable them to offer financing to their African buyers on competitive repayment terms.

In FY 2008, Ex-Im Bank authorized \$555.3 million in insurance, loan guarantees and direct loans to support U.S. exports to sub-Saharan Africa. In addition, the Bank assisted U.S. exporters with more than \$20 million in working capital loan guarantees made to support their exports to 20 sub-Saharan African countries.

