



# Africa

EXPORT-IMPORT BANK OF THE UNITED STATES

## Success Stories

### 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.



### SOUTH AFRICA

Legacy Medical of South Africa was able to purchase \$50,000 of nonvascular stents from Alveolus Inc. of Charlotte, North Carolina. Alveolus used an Ex-Im Bank multi-buyer, small business insurance policy to support this sale.



### NIGERIA

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.



### NIGERIA

Under the Nigerian Bank Facility, Ex-Im Bank approved a request from M&T Bank, Baltimore, Maryland for a 5 year, medium-term guarantee in the amount of \$3,954,132 to support the sale of a thermal oil recovery system to Specialty Drilling Fluids Ltd. in Nigeria by Brandt, of Houston, Texas. A local bank guarantee will be provided by Access Bank Plc.



### TOGO

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.



### LIBERIA

The United Nations Mission of Liberia purchased \$55,800 of sorbents (pads, brooms, and rolls) from Applied Fabric Technologies of Orchard Park, New York. Using an Ex-Im Bank short-term, single-buyer insurance policy, Applied Fabric Technologies was able to provide financing to its customer.



# SUB-SAHARAN AFRICA

## Ex-Im Bank Product Availability

Country	Short-term sector(s) open	Medium-term sector(s) open	Long-term sector(s) open	Open for Specially Financed Transactions
Angola	Public & Private	Public & Private		yes
Benin	Public & Private	Public & Private		yes
Botswana	Public & Private	Public & Private	Public & Private	yes
Burkina Faso	Public* & Private	Private	Private	yes
Burundi	Public* & Private*			yes
Cameroon	Public* & Private	Public & Private	Private	yes
Cape Verde Island	Public & Private	Public & Private	Public & Private	yes
Central African Republic				yes
Chad	Public* & Private*			yes
Comoros	Public* & Private*			yes
Congo	Public* & Private*			yes
Congo (D.R.)	Public* & Private*			yes
Côte d'Ivoire	Private	Private		yes
Djibouti	Public* & Private*	Private		yes
Equatorial Guinea	Public & Private	Public & Private		yes
Eritrea	Public* & Private*			yes
Ethiopia	Public* & Private*			yes
Gabon	Public & Private	Public & Private	Public & Private	yes
Gambia	Public* & Private	Private		yes
Ghana	Public & Private	Public & Private	Public & Private	yes
Guinea	Public* & Private*			yes
Guinea-Bissau	Public* & Private*			yes
Kenya	Public & Private	Public & Private		yes
Lesotho	Public & Private	Public & Private	Public & Private	yes
Liberia	Public* & Private*			yes
Madagascar	Public* & Private*			yes
Malawi	Public & Private	Public & Private	Private	yes
Mali	Public & Private	Public & Private		yes
Mauritania	Public* & Private*			yes
Mauritius	Public & Private	Public & Private	Public & Private	yes
Mozambique	Public* & Private	Public & Private	Public & Private	yes
Namibia	Public & Private	Public & Private	Public & Private	yes
Niger	Public* & Private	Private		yes
Nigeria	Public* & Private	Public & Private	Public & Private	yes
Rwanda	Public* & Private	Private		yes
São Tomé & Príncipe	Public* & Private*			yes
Senegal	Public & Private	Public & Private	Private	yes
Seychelles	Public* & Private	Private		yes
Sierra Leone	Public* & Private*			yes
Somalia				yes
South Africa	Public & Private	Public & Private	Public & Private	yes
Swaziland	Public & Private	Public & Private	Public & Private	yes
Tanzania	Public & Private	Public & Private		yes
Togo	Public* & Private*			yes
Uganda	Public & Private	Public & Private	Public & Private	yes
Zambia	Public & Private	Public & Private		yes
Zimbabwe				yes

### DEFINITIONS:

#### Short-term:

Consumables, raw materials, small capital goods – up to 360 days

#### Medium-term:

Capital goods and/or services – repayment terms up to 7 years (maximum 2 years disbursement plus 5 years repayment)

#### Long-term:

Capital goods and/or services – repayment terms over 5 years

#### Public Sector:

Entities at least 50% owned by the government

#### Private Sector:

Privately-owned companies, financial institutions, and entities less than 50% owned by the government

Project Finance transactions (projects without full recourse to established obligor or guarantor), asset-based aircraft leases or sales, arrangements offering access to foreign exchange, third country obligor or guarantor, borrowers with access to international capital markets, etc.

#### Specially Financed Transactions:

\* Sector open under the Short-term Insurance Pilot Program



For more information, contact Ex-Im Bank's Business Development Division at 800.565.3946 (EXIM), 202.565.3946 (EXIM), Fax 202.565.3839, E-mail [ExImAfrica@exim.gov](mailto:ExImAfrica@exim.gov) and visit [www.exim.gov](http://www.exim.gov)

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