

**WELCOME TO
THE EXPORT-IMPORT BANK
OF THE UNITED STATES
AFRICA UPDATE
May 2007**

Welcome to the Ex-Im Bank Africa Update, a publication of the Export-Import Bank of the United States (Ex-Im Bank).

Ex-Im Bank is an independent U.S. government agency that helps finance the export of U.S. goods and services primarily to emerging markets throughout the world by providing loan guarantees and export credit insurance.

This e-mail publication highlights the Bank's activities and continued commitment to expand trade with sub-Saharan Africa.

HIGHLIGHTS:

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Ex-Im Bank's Annual Meeting Features ---- AFRICA!!!!

Africa's presence at the Export-Import Bank of the United States (Ex-Im Bank) Annual Conference on April 12th and 13th was -- in the words of one participant -- "overwhelming!"

Never before has the opening plenary session for the annual gathering of over 1,000 international trade financiers, exporters and prospective buyers featured one country -- in this case, South Africa. Transnet Group Chief Executive Maria Ramos outlined \$10 billion in prospective procurement over the next five years, while Brian A. Dames, managing director of Eskom, laid out its \$15 billion in expansion plans over a similar time period.

Eskom generates, transports, and distributes electricity to 95% of South Africa, and provides 60% of the electricity consumed on the African continent. Transnet operates and controls the major transport infrastructure within South Africa including rail transportation of freight, port and terminal operations, and the pumping, managing and storage of petroleum and gas products. Those interested in learning about Transnet and Eskom projects may select the appropriate PDF attachment accompanying this newsletter.

For the past several years, Ex-Im Bank has taken special pride in the number of Nigerian guests who attend the conference. This year's Nigerian participants were led by Mrs. Evelyn Oputu, managing director and CEO of Bank of Industry. East Africa was represented by, among others, Michael Gondwe, president of PTA Bank, and Africa Trade Insurance Agency CEO Peter M. D. Jones.

This year's annual meeting also focused on Ex-Im Bank's priority initiative to develop a closer relationship by reaching out to Africa's regional financial entities. Christel Fredrikson, U.S. commercial liaison to the African Development Bank, participated on the Multilateral Development Bank panel. An Africa-specific session included presentations by Demba Ba, director, Private Sector Development Branch from the Africa Group at the World Bank, and Ini Urua, director of the NEPAD Division at the African Development Bank. The session was chaired by Willene Johnson, president of Komaza, Inc. and chair of the Ex-Im Bank's Sub-Saharan Africa Advisory Committee.

Unquestionably the busiest corner in the Annual Conference's exhibit area was Ex-Im Bank's "Africa" booth, manned primarily by members of Ex-Im Bank's "Internal Africa Group." In addition to the networking going on at the booth, special transactions were discussed that the Bank expects to be able to finance.

Ex-Im Bank's Nigeria Roundtable Event Focuses on Continued Progress and Improving Trade Relationships

In response to the suggestion from several Nigerian banks that partner with Ex-Im Bank, the Bank hosted a "Nigerian Roundtable" on March 15th at Ex-Im Bank headquarters in Washington, D.C. The event was designed to encourage U.S. companies to become more active in the Nigerian marketplace.

The opening session featured presentations by former Nigerian Finance and Foreign Minister Ngozo Okonjo-Iweala; Access Bank Managing Director and CEO Aigboje Aig-Imoukhuede; and Bert C. Ubamadu, managing director of Fairmont Capital Strategy Group. Attendees began the discussion with a strong base of knowledge about changes in the Nigerian economy and banking sector.

Ex-Im Bank senior vice-presidents John McAdams and Kenneth Tinsley stressed the high priority the Bank places on supporting U.S. exports to Nigeria, and discussed plans to widen its reach in this important market. Describing their respective agencies' activities in Nigeria were Ned Cabot, regional director, Sub-Sahara Africa, the U.S. Trade & Development Agency; Holly Vineyard, deputy assistant secretary, the U.S. Department of Commerce; and Deborah Erb, director, Housing Program, the Overseas Private Insurance Corporation.

Among the companies attending were Air Tractor, Inc., Alcatel-Lucent, Inc., Bechtel, Boeing Capital, Caterpillar, Chadbourne & Parke, Cisco, Citigroup, Fluor, GE, Halliburton, Harris Corp., HSBC, Hughes Network Systems, IBM, International Truck, John Deere, JP Morgan, KBR, M&T Bank, Medtronic, Motorola, Patton Boggs, Siemens, SocGen, Sovereign Bank, The Shaw Group, United Bank for Africa, U.S. Energy Association, and UPS Capital.

U.S. companies interested in receiving a printed copy of the Roundtable report may request the same by sending an e-mail request to eximafrika@exim.gov.

Ex-Im Bank to Conduct Seminar in Miami, Florida on Exporting to Africa

Ex-Im Bank is scheduled to conduct an exporter training seminar in Miami, Florida on June 7, 2007. This half-day training session is targeted to U.S. businesses interested in exporting to Africa. The focus of the seminar will be to explain export credit support available through Ex-Im Bank programs. Ex-Im Bank will cover its initiatives in Africa and specifically review the Short-Term and Medium-Term products.

The details of the seminar are as follows:

- Location:** MD International
11300 N.W 41st Street
Miami, FL
9:00 am to 12:00 noon
- Cost:** \$49 -- to defray the cost of the facilities.

Registration for this event can be completed by visiting the following link:
<http://www.exim.gov/news/seminars/index.html>.

For more information, call 202.565.3525 or 202.565.3936.

This event is co-sponsored by the Miami Export Assistance Center of the Department of Commerce.

Register early as seating is limited!

The U.S. Department of Commerce Presents the Trade Winds Forum: Africa Europe and India -- May 15-17, 2007 in Crystal City, VA

The U. S. Commercial Service is offering exporters the opportunity to identify export market opportunities and contacts in Africa, Europe and India!

35 U.S. Senior Commercial Service Officers will arrive from U.S. Embassies across Europe, Africa and India. Currently stationed overseas, these Commercial Officers are in a unique position to deliver the most up-to-date information on developing opportunities for U.S. business. While at the conference you will have the opportunity to meet privately with the U.S. Senior Commercial Officers to discuss business opportunities for your company. Private appointments are on a first come first served basis--and they are filling up quickly--so register today while space is still available.

Trade Winds Forum will also feature leading experts from the private sector and key U.S. government officials. Representatives of Boeing, General Electric, and CarGill will address important industry trends and trade topics critical to all successful U.S. exporters. From Regional Market Briefings, International Contracts, Intellectual Property Rights, to Export Controls and more, participants will be able to customize their conference experience by selecting from over 25 breakout panel sessions!

Trade Winds Forum will also feature two keynote luncheons and an evening reception. This extraordinary two-day event will feature plenty of networking opportunities with all panel speakers. The following keynote speakers have been confirmed:

- Dr. David A. Sampson, Deputy Secretary of the U.S. Commerce Department
- Paul J. Ostling, Chief Operating Officer, Ernst & Young Global
- Rajesh Subramaniam, Senior Vice President, International Marketing, FedEx Services
- Franklin L. Lavin, Under Secretary of Commerce for International Trade

For registration, schedule of events, hotel information, etc., please visit the Department of Commerce's website at the following link:

<http://www.buyusa.gov/southcarolina/tradewinds.html>

Recent Authorizations:

Ghana

- In March, 2007, Ex-Im Bank extended a Short-Term line of credit to **Citland International** of Alpharetta, Georgia in the amount of \$700,000 to export U.S. made goods to **Goldfields Ghana Limited**.
- In April, 2007, Ex-Im Bank provided a 10-year Sovereign guarantee to **Citibank**, New York, NY in support of the sale of oil storage tanks and pipelines to the **Bulk Oil Storage & Transport Company, Limited** of Accra Ghana to expand the availability of refined oil product storage and transport. **American Tank & Vessel, Inc.** of Houston, TX is the exporter of this equipment. Also identified as the project representative is **Trinity International, Inc.** of Potomac, MD.

Nigeria

- In April, 2007 Ex-Im Bank provided our Short-Term Insurance policy to **Impex of Doral**, Inc of Miami, FL in support of their sale of disposable products valued at \$100,000 to **Everyday Supermarket Limited** of Lagos, Nigeria.
- In April, 2007, Ex-Im Bank approved a request from **Sovereign Bank** of Boston, MA for a five-year, Medium-Term Comprehensive Guarantee in the amount of \$1,630,028 to support the sale of two Dragon Series Dredges to **H S Petroleum**, a company located in Lagos. There were several corporate guarantors on this transaction. The U.S. exporter is **Baltimore Dredges, LLC** of Baltimore MD.
- **Xechem Pharmaceutical Nigeria Limited** of Abuja, Nigeria will receive pharmaceutical manufacturing and laboratory equipment from several U.S. suppliers including **American Plastics Technologies, Inc** of Shiller Park, IL, **Fisher Scientific Company** of Suwanee, GA, and the **Nitra Group** of Aventura, LF. This \$9,389,000 loan is supported by a guarantee from the **Bank PHB** of Lagos, Nigeria, and the loan was provided by **UPS Capital Business Credit** of Hartford, CT. Ex-Im Bank provided a 5-year Comprehensive Guarantee to the lender.

South Africa

- In March, 2007, **Bell Equipment Company** of Johannesburg, South Africa received financing valued at \$9,775,000 from **Via Capital Financial** also of Johannesburg, South Africa for the importation of forestry and construction equipment kits from **John Deere Company** of Moline, IL. Ex-Im Bank provided Short Term Insurance cover for this transaction.

Ex-Im Bank is an independent U.S. government agency that helps finance the export of U.S. goods and services to emerging markets throughout the world by providing loans, loan guarantees, and export credit insurance.

We invite you to visit Ex-Im Bank's Web site at <http://www.exim.gov/> .

If you have any questions, please e-mail them to eximafrika@exim.gov.

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