



# COOPERATION WITH FINANCIAL INSTITUTIONS

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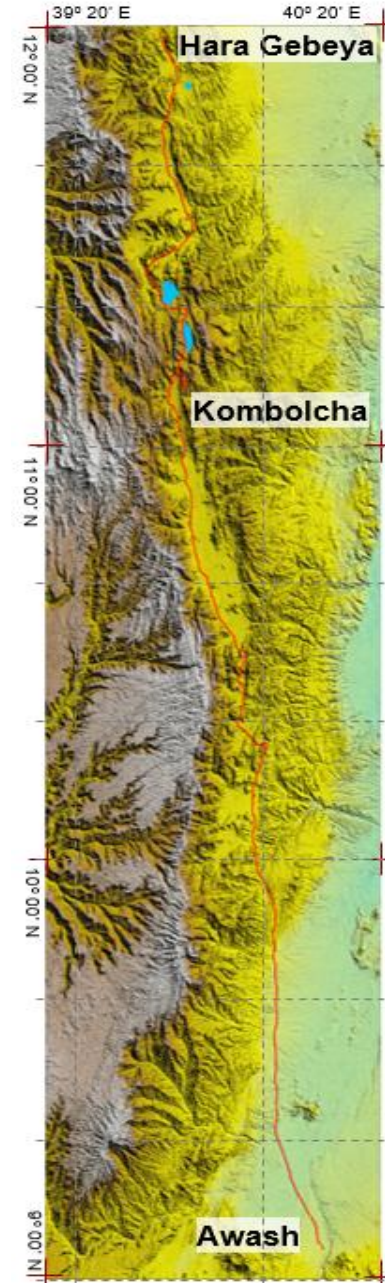
April 2019

# Case Study – Parallel Financing

## ETHIOPIA

### AWASH-WOLDIA RAILWAY PROJECT

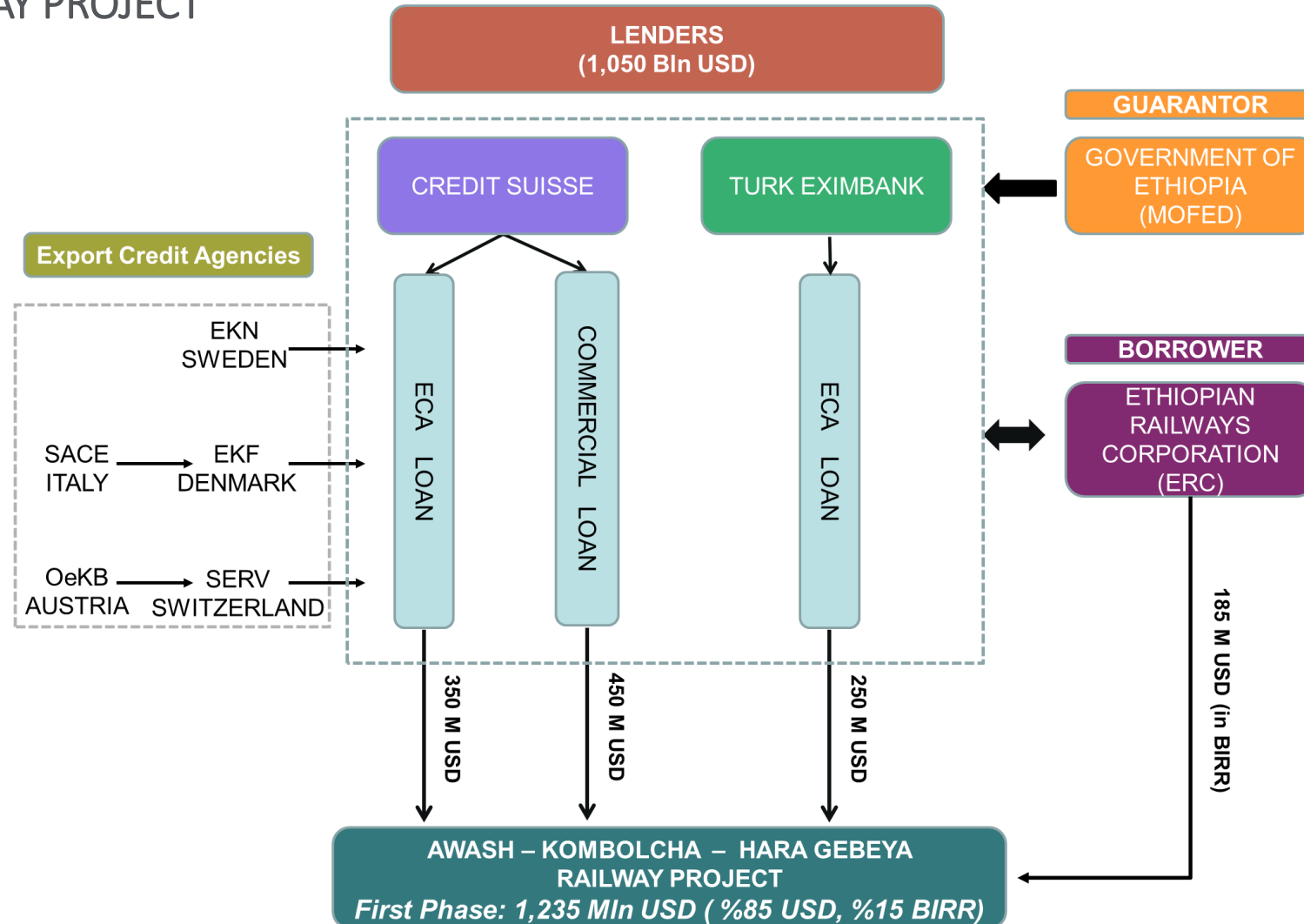
- 391 km long Awash-Woldia Railway Construction
- Consists of two phases
- **Total Project Amount:** USD 1,700 Mln
  - **1st Phase:** USD 1,235 Mln
  - **2nd Phase:** USD 465 Mln
- **Turk Eximbank Loan Amount:** USD 300 Mln (*risk Premium included*)
- The Highest Loan Amount Provided by Turk Eximbank



# Case Study

## ETHIOPIA

### AWASH-WOLDIA RAILWAY PROJECT (1st Phase)



# Case Study

## ETHIOPIA

### AWASH-WOLDIA RAILWAY PROJECT

#### *OVERCOMING THE CHALLENGES with Parallel Finance Structure*

- Cooperation with the ECAs
  - EKN (Sweden), EKF (Denmark), SERV (Switzerland), SACE (Italy), OeKB (Austria)
  - Learning from each other's experiences
- Completion of the financial package
  - Difficult to Finance USD 1,7 billion by a single Lender
- Convincing the authorities
  - Easy to convince BoD and Ministry of Treasury and Finance
- Ease of documentation
  - Preparation of common documents to be submitted once
- Strengthening ability of repayment collections
  - Probability of triggering certain clauses of the Facility Agreement





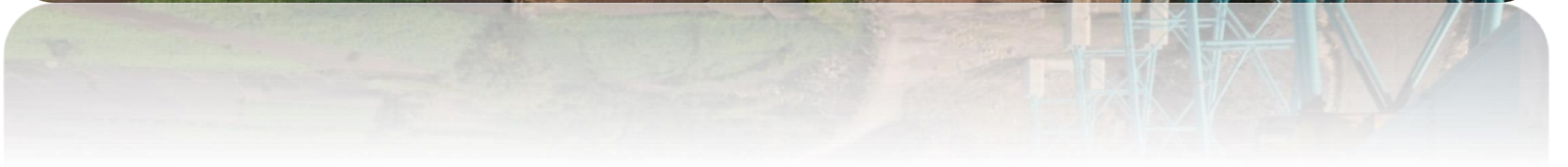








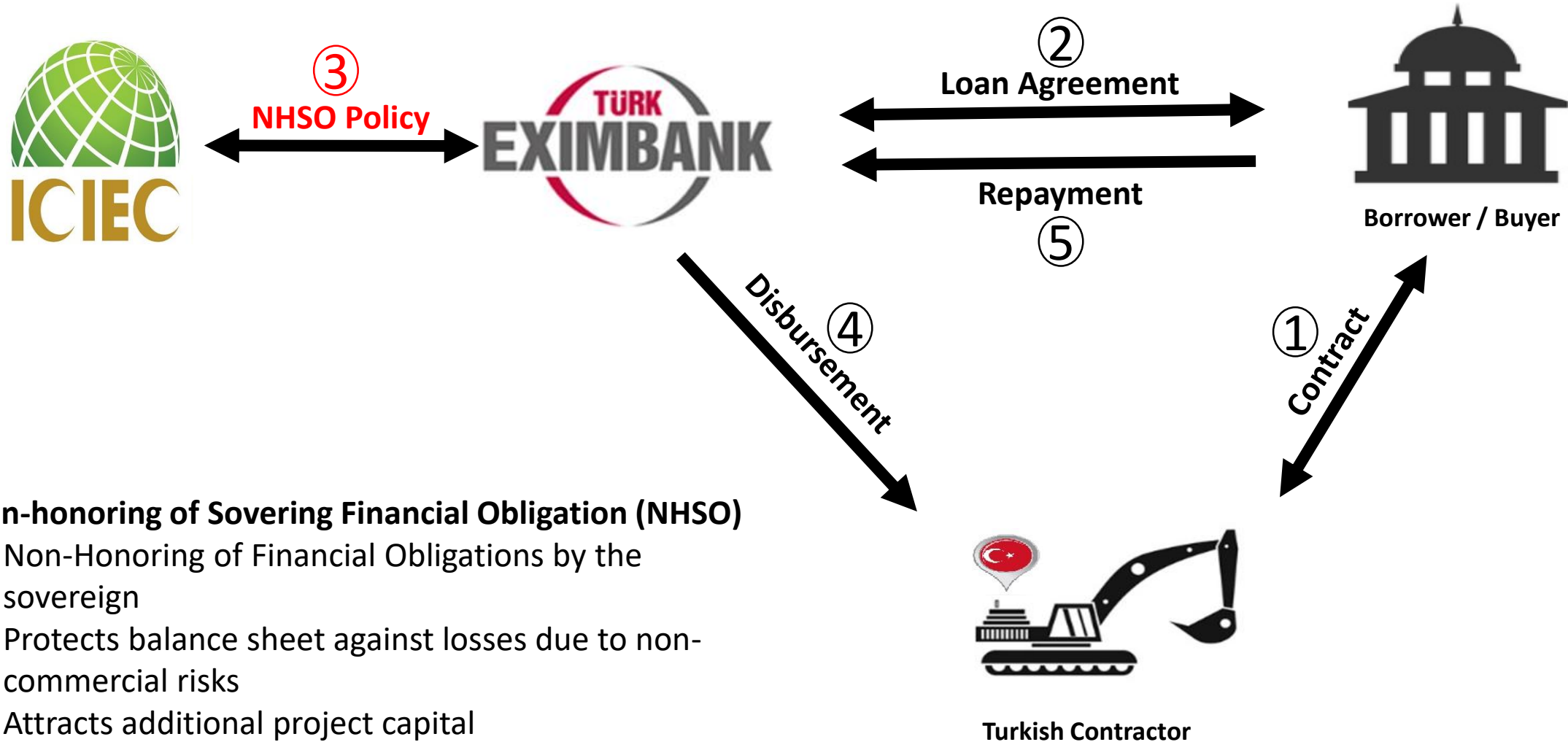






# Case Study – ICIEC NHSO Insurance Policy

## CAMEROON - SENEGAL



### Non-honoring of Sovereign Financial Obligation (NHSO)

- Non-Honoring of Financial Obligations by the sovereign
- Protects balance sheet against losses due to non-commercial risks
- Attracts additional project capital
- Enables to penetrate high-risk markets

# Case Study – ICIEC NHSO Insurance Policy

## CAMEROON - SENEGAL

### Japoma Douala Sports Complex Project

- Stadium with 50.000 person capacity
- Olympic Pool, Multipurpose Sports Hall, Training fields
- **Total Project Amount:** USD 230 M
- **Turk Eximbank Loan Amount:** USD 190 M  
(risk Premium included)
- **ICIEC Insurance Amount:** USD 181 M



### Business Hotel of Cicad, Expo Center of Cicad and Diamniadio Multi-Functional Sport Center Project

- Expo Center with 5 exhibition hall
- Sport Center with 15.000 person capacity
- Business Hotel with 150 rooms
- **Total Project Amount:** EUR 148 M
- **Turk Eximbank Loan Amount:** EUR 134 M  
(risk Premium included)
- **ICIEC Insurance Amount:** EUR 127 M



### Market of National Interest and Truck Station Project

- 147 Sales Office
- 13.200 m<sup>3</sup> cold room for food
- 505 car park capacity
- **Total Project Amount:** USD 106 M
- **Turk Eximbank Loan Amount:** USD 89 M  
(risk Premium included)
- **ICIEC Insurance Amount:** USD 74 M

