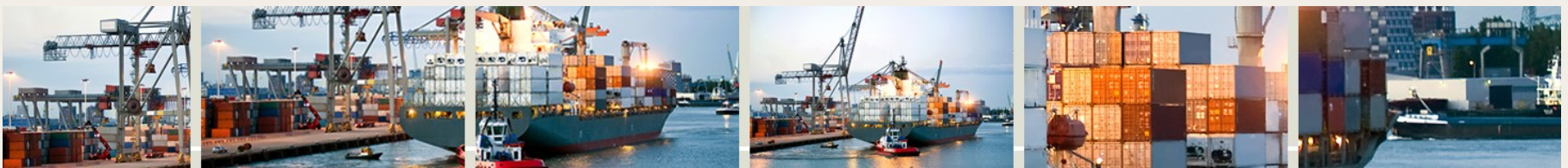


# Oesterreichische Kontrollbank AG

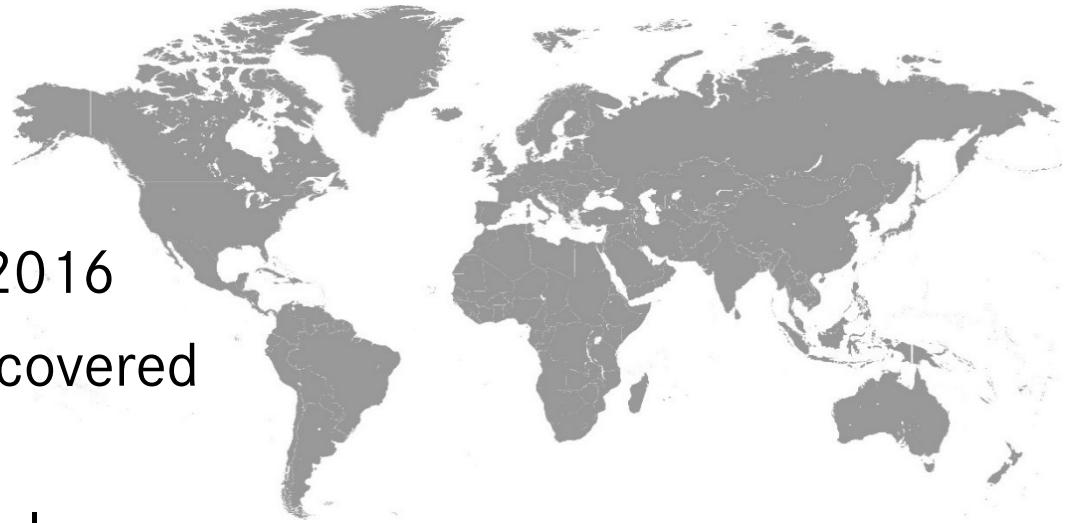


Financing Waste Management Projects in Brazil  
September 2017

EXPORTSERVICE

# OeKB Group – insuring your success

- 3.500 clients of our export service
- approx. 400 employees
- covering more than 150 countries
- EUR 3.4 bn turnover in 2016
- approx. EUR 23.7 bn of covered transactions worldwide
- EUR 17.6 bn financing volume



# Support for Austrian exporters and their international clients

## ■ Risk cover for export transactions

- Payment risk and production risk
- Political and economic risk

## ■ Refinancing of export transactions

- Austrian exporter gets liquidity fast
- Client abroad gets long repayment term at very low interest rates



# Support for Austrian Investments

- **Risk cover for FDI**
  - Against political risk
- **Refinancing of FDI**
  - Very attractive interest rates
  - Long repayment terms
  - Risk sharing with Austrian bank
- **Refinancing of investments in Austria**
  - For Austrian exporters



## Characteristics of ECA support

- Risk cover for exporters and banks
  - exporter's government takes the risk of non-payment
  - for economic or political reasons
  - in order to promote exports
- OECD: internationally standardized conditions
  - 15 % down payment required
  - max. semi-annual installments
  - max. 6 months grace period
  - up to 18 years for renewable energy/climate protection/water
  - up to 10 years for other projects in Brazil
  - minimum insurance premium

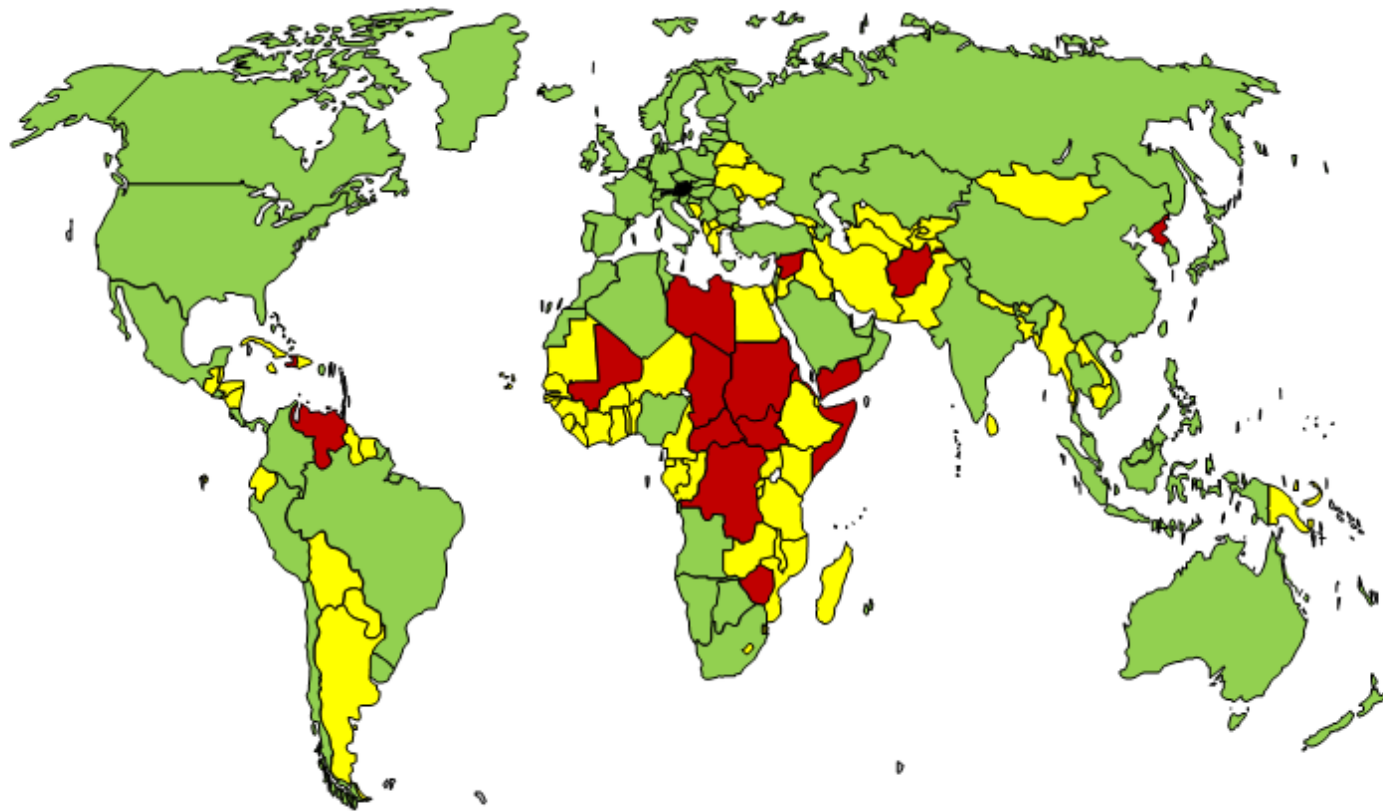
## Advantages of ECA support

- Easier to find a financing bank
  - political risk cover
  - large projects
- More attractive financing conditions
  - long-term loans
  - lower interest rates
- International environmental and social standards
  - good reputation internationally
  - higher social acceptance by local population

## Specialities of the Austrian system

- One-stop-shop: Risk cover and re-financing by OeKB
- Indirect lending: OeKB gives loans to financing banks
- High-speed decision making: risk committee every week
- TXF award 2016: OeKB was elected best ECA
- Cooperation with Austrian chamber of commerce
  - Regular gold or silver medallist in the „Best Trade Promotion Organisation award“
  - Information gathering for OeKB’s decision making process
  - Support for exporters in project preparation and execution

# OeKB World Risk Map

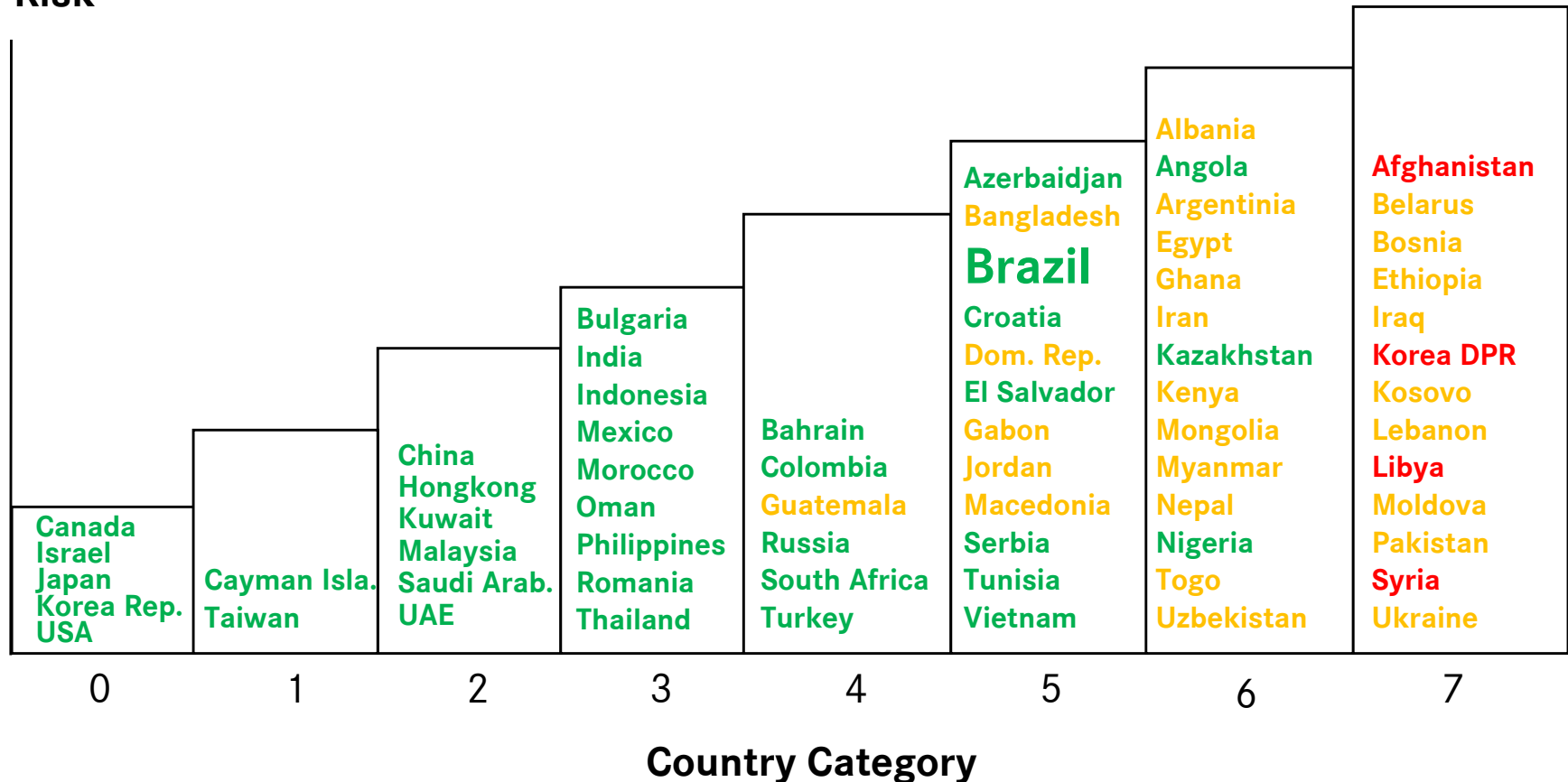




# OECD country risk classification

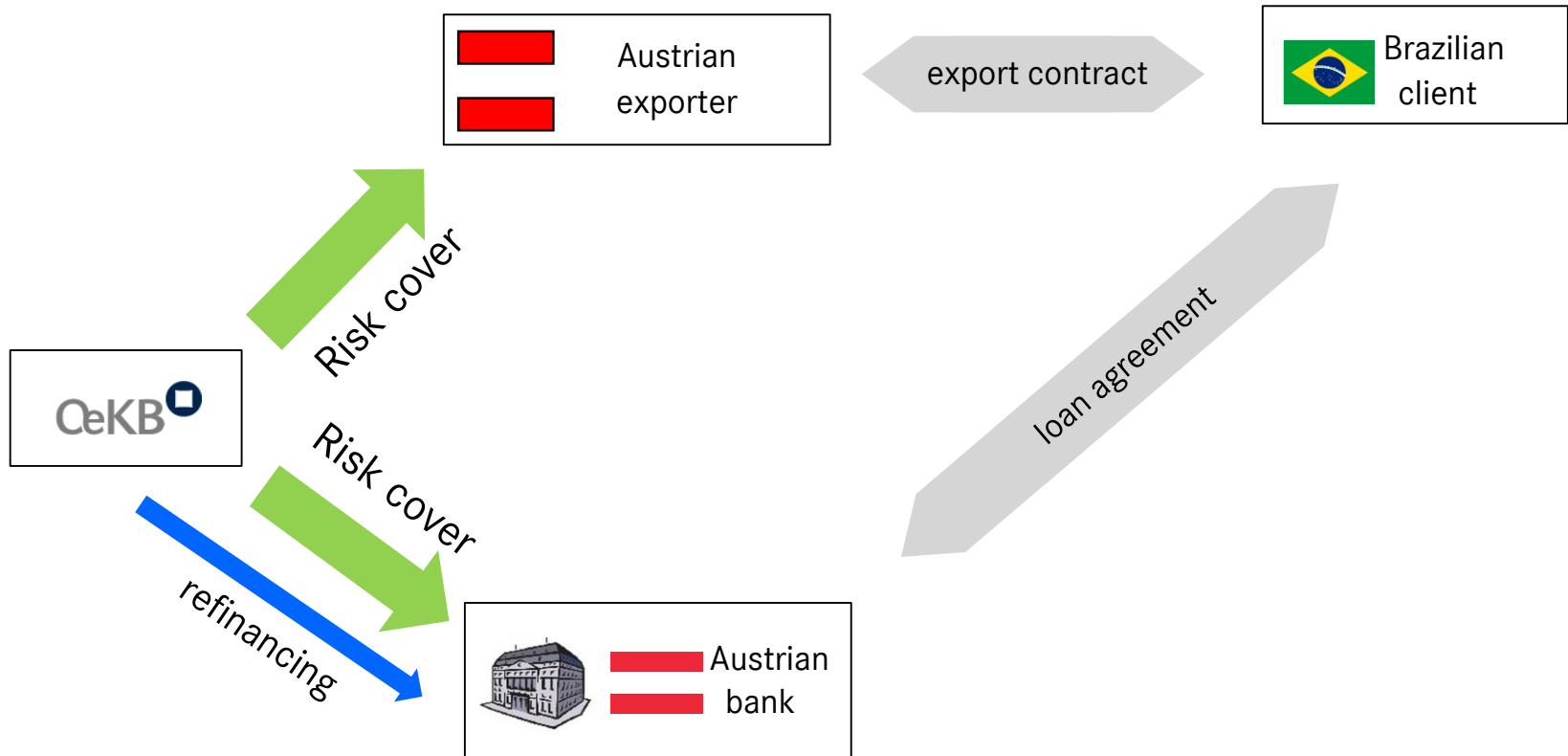
see [www.oekb.at/countries](http://www.oekb.at/countries) for up-to-date list

## Risk



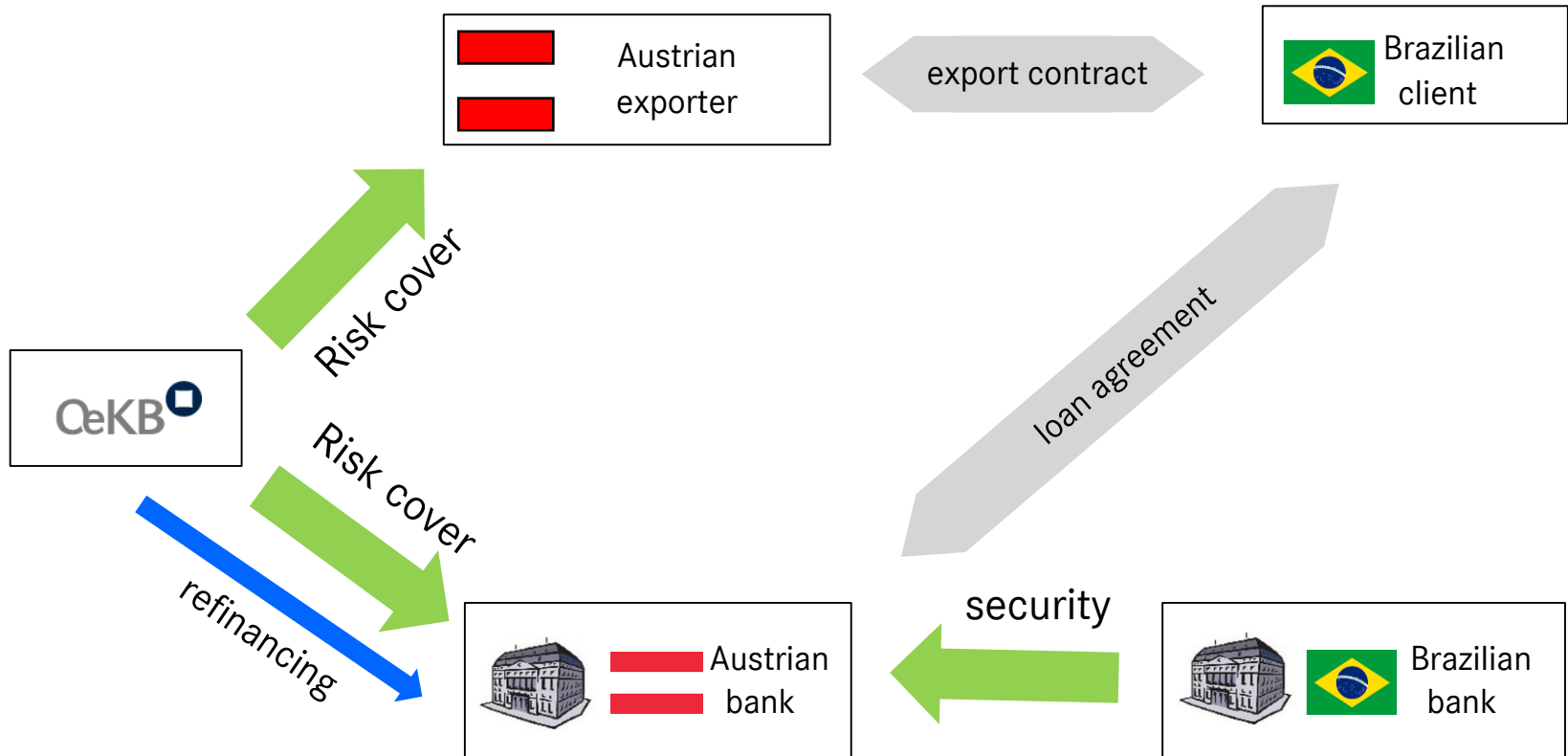
# Buyer's credit (1)

## Client risk



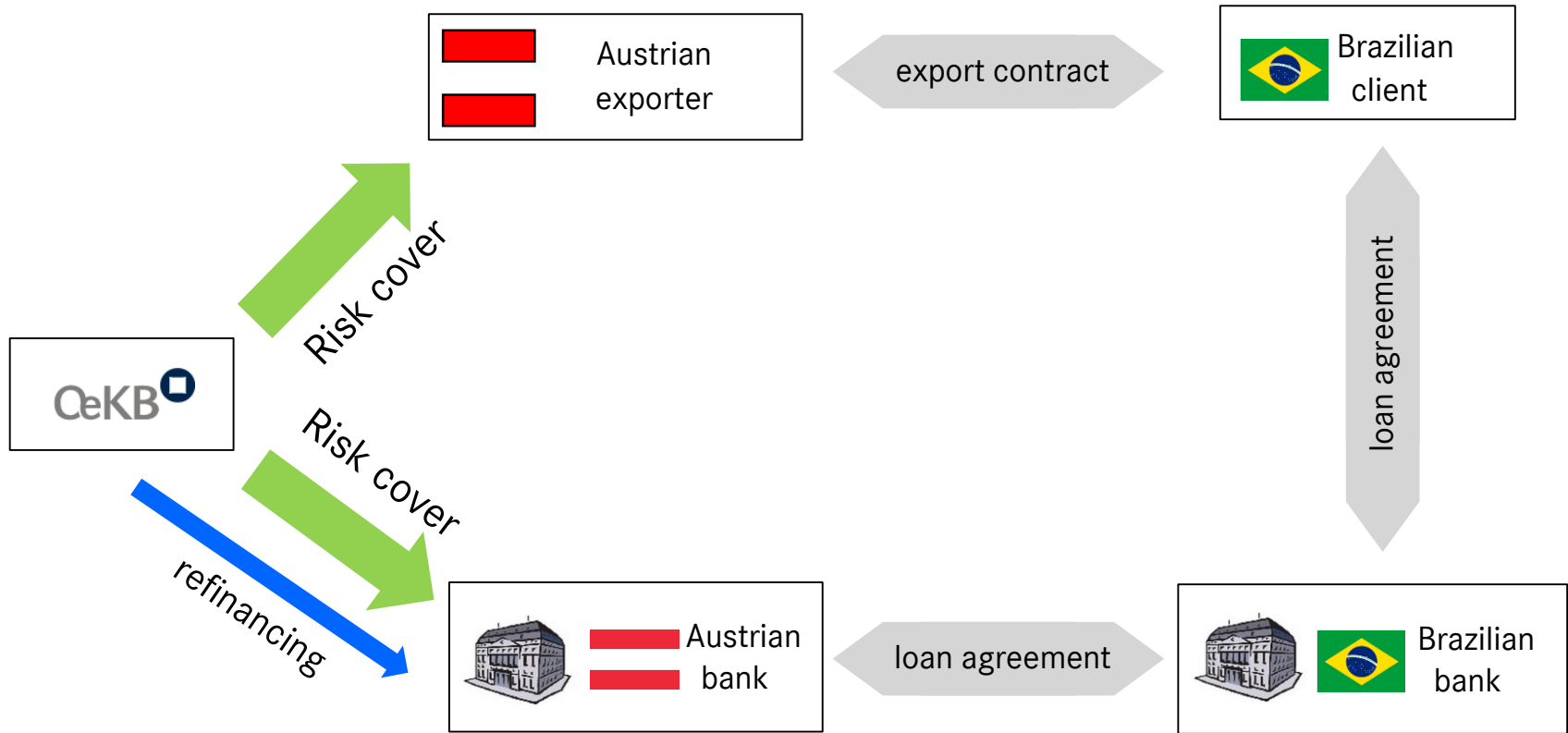
# Buyer's credit (2)

## Bank security



# Buyer's credit (3)

## Bank to bank loan



# Financing Example

## Waste Management Project in Brazil interest rates per 9/2017

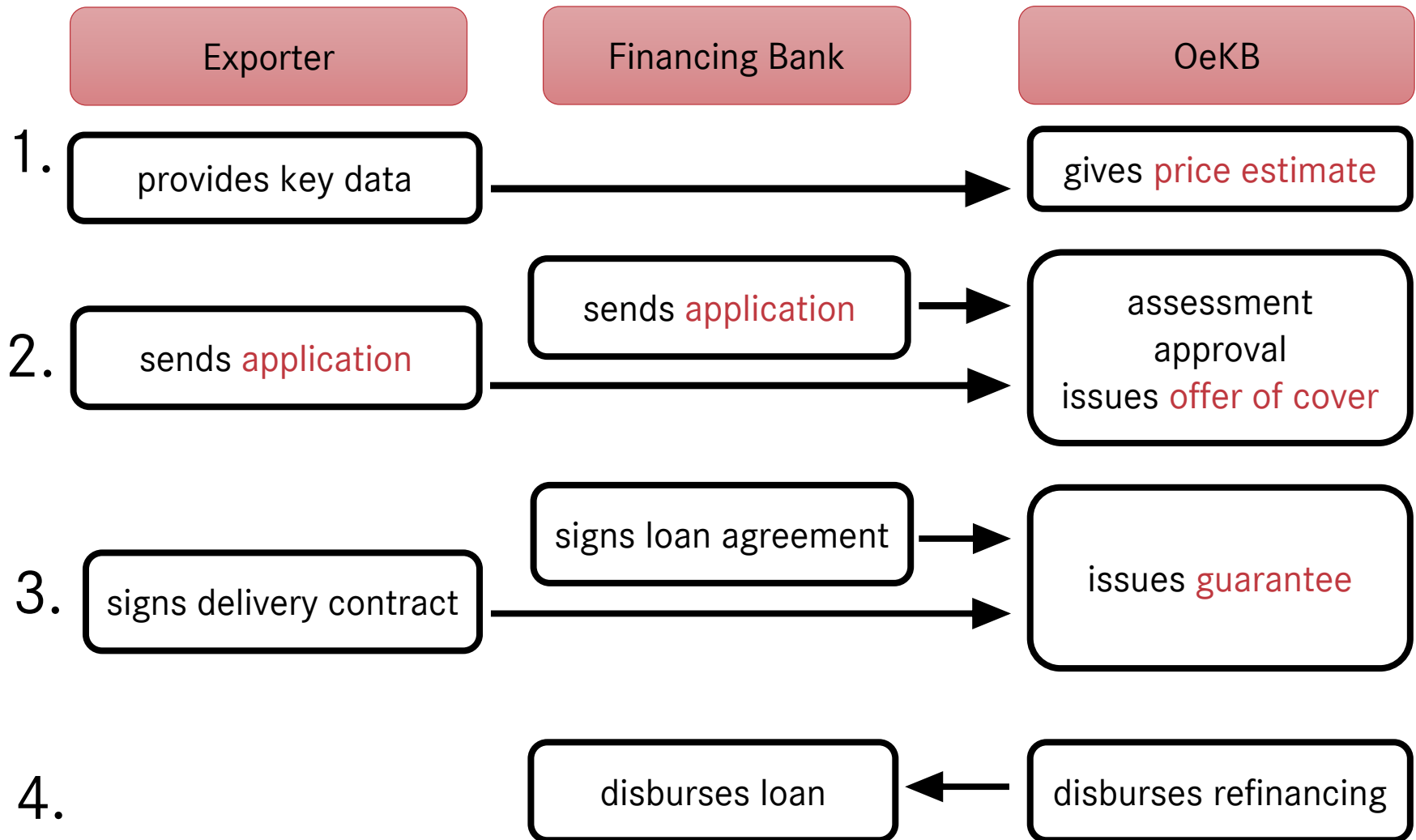
- Project value **100 MEUR**
- Client: Brazilian infrastructure company
- 15 % downpayment
- 85 % commercial loan
  - **2 years draw down**
  - **10 years repayment**
  - customer with good credit rating (bank or corporate)
- Insurance premium for ECA-Cover by OeKB **~ 1,7 - 2,2 % p.a.**
- interest rate
  - Option a) **Floating rate 6M-EURIBOR + 66 bp** + commercial bank fees
  - Option b) 95 % **fixed ~ 1,5 % p.a.** + 5 % floating (currently 0,55 % p.a.) + commercial bank fees

# Financing Example

## Waste Management Project in Brazil interest rates per 9/2017

- Project value **20 MEUR**
- Client: Brazilian infrastructure company
- 15 % downpayment
- 85 % commercial loan
  - **1 years draw down**
  - **5 years repayment**
  - customer with good credit rating (bank or corporate)
- Insurance premium for ECA-Cover by OeKB **~ 1,7 - 2,2 % p.a.**
- interest rate
  - Option a) **Floating rate 6M-EURIBOR + 50 bp** + commercial bank fees
  - Option b) 95 % **fixed ~0,65 % p.a.** + 5 % floating (currently 0,55 % p.a.) + commercial bank fees

# Application and Approval Process



## Key data required for a price estimate

- Project value
- Client
  - Corporates: financial statements (last 2 years)
  - Municipalities: budget
- Sourcing
  - Austrian content required
  - local content max. 30 %
  - Cooperation with other ECAs
- Terms of repayment and delivery
- Securities
  - Bank to bank loan, guarantee by municipality etc.



# Call us and benefit from our Export Service Consultancy



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