OeKB AG - general overview

- established in: 1946
- aim: provision of specialised services for the Austrian economy
- legal form: joint stock company
- owners: commercial banks
- share capital: EUR 130 mn
- staff: 400
- Rating: Aaa (Moody’s)/AA+ (S&P)
Main activities

- export services
  - export credit insurance (on government’s account)
  - export financing (on own account)
- services for the Austrian capital market, i.e.
  - organization and administration of domestic bond issues
  - service for issuers
  - stock exchange clearing
  - central depository
- financial and business information
Export service
Wide range of instruments under one roof

- **insurance** and

- **financing** (indirect, it is via banks) of
  - short and medium/long term supply contracts and export credits
  - Austrian foreign direct investments
  - material production and services (except nuclear and defence)
  - pre-shipment and credit period
  - commercial transactions and concessional lending (“soft loan”)
  - bonds and counter guarantees ...
Risks covered

- non-marketable risks
  - political risks
  - commercial risks

- cover percentages:
  - political risks: 95% - 100%
  - commercial risks: 80% - 95%
Export and investment guarantee portfolio by regions – 12/2012

- **Asia**: 29% (EUR 4.6 bn)
- **CEE countries**: 40% (EUR 6.4 bn)
- **turnover guarantees**: 13% (EUR 2.2 bn)
- **Turkey**: 9% (EUR 1.4 bn)
- **Africa**: 4% (EUR 0.7 bn)
- **Latin America**: 4% (EUR 0.7 bn)
- **other countries**: 1% (EUR 0.2 bn)
Export guarantee portfolio by industrial sectors – 12/2012

- Metal and metallurgy: 22%
- Energy and electrical industry: 21%
- Traffic, transport, vehicles: 12%
- Water and environment: 7%
- Construction industry: 7%
- Pulp and paper industry: 7%
- Chemical and plastic industry: 7%
- Telecommunication: 6%
- Agriculture and food: 4%
- Other goods and services: 3%
- Other machinery: 1%
- Other: 2%
Guarantees outstanding 2012
(export and investment guarantees; mn EUR)
**Financing: Interest rates (valid as of 1 October 2013*)**

<table>
<thead>
<tr>
<th>Terms of the export contract</th>
<th>Tranche A/B</th>
<th>Floating rate**</th>
<th>Fixed rate</th>
<th>Blended rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>under 2 years</td>
<td>40/60</td>
<td>1.35 % p.a.</td>
<td>1.40 % p.a.</td>
<td>1.389 % p.a.</td>
</tr>
<tr>
<td>from 2 to under 5 years</td>
<td>30/70</td>
<td>1.35 % p.a.</td>
<td>1.95 % p.a.</td>
<td>1.883 % p.a.</td>
</tr>
<tr>
<td>from 5 to under 8 years</td>
<td>20/80</td>
<td>1.35 % p.a.</td>
<td>2.60 % p.a.</td>
<td>2.534 % p.a.</td>
</tr>
<tr>
<td>from 8 to under 12 years</td>
<td>10/90</td>
<td>1.35 % p.a.</td>
<td>3.10 % p.a.</td>
<td>3.073 % p.a.</td>
</tr>
<tr>
<td>12 years and more</td>
<td>10/90</td>
<td>1.35 % p.a.</td>
<td>3.50 % p.a.</td>
<td>3.466 % p.a.</td>
</tr>
</tbody>
</table>

* interest is payable quarterly in arrears
** for the forth quarter 2013
### Financing: Interest rates (valid as of 1 October 2013*)

<table>
<thead>
<tr>
<th>Terms of the export contract</th>
<th>Base rate</th>
<th>Surplus</th>
</tr>
</thead>
<tbody>
<tr>
<td>under 2 years</td>
<td>3 months EURIBOR**</td>
<td>+ 80 BP</td>
</tr>
<tr>
<td>from 2 to under 5 years</td>
<td>3 months EURIBOR**</td>
<td>+ 85 BP</td>
</tr>
<tr>
<td>from 5 to under 8 years</td>
<td>3 months EURIBOR**</td>
<td>+ 100 BP</td>
</tr>
<tr>
<td>from 8 to under 12 years</td>
<td>3 months EURIBOR**</td>
<td>+ 120 BP</td>
</tr>
<tr>
<td>12 years and more</td>
<td>3 months EURIBOR**</td>
<td>+ 130 BP</td>
</tr>
</tbody>
</table>

* interest is payable quarterly in arrears  
** 3 months EURIBOR according to the TARGET2 bank calendar as of 26 September 2013 0.221 % p.a.
**OeKB and Sub Sahara Africa**

- cover facilities for most countries available

<table>
<thead>
<tr>
<th>Country</th>
<th>OECD-Cat.</th>
<th>PC (%)</th>
<th>Cover</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angola</td>
<td>5</td>
<td>100</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Botswana</td>
<td>2</td>
<td>100</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Namibia</td>
<td>3</td>
<td>100</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>South Africa</td>
<td>3</td>
<td>100</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>Cameroon</td>
<td>6</td>
<td>95</td>
<td>R</td>
<td>eligible for financing on concessional terms</td>
</tr>
<tr>
<td>Congo</td>
<td>6</td>
<td>95</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Gabon</td>
<td>5</td>
<td>100</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Ghana</td>
<td>5</td>
<td>100</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Kenya</td>
<td>6</td>
<td>95</td>
<td>R</td>
<td>eligible for financing on concessional terms</td>
</tr>
<tr>
<td>Lesotho</td>
<td>5</td>
<td>100</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Mozambique</td>
<td>6</td>
<td>95</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Nigeria</td>
<td>5</td>
<td>100</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Swaziland</td>
<td>6</td>
<td>95</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Uganda</td>
<td>6</td>
<td>95</td>
<td>R</td>
<td></td>
</tr>
<tr>
<td>Zambia</td>
<td>5</td>
<td>100</td>
<td>R</td>
<td></td>
</tr>
</tbody>
</table>
OeKB and Sub Sahara Africa

- cover policy for 20 countries improved in 2012
- all insurance and financing instruments available
- sectors supported so far:
  - health, transportation, communication, energy, education, paper, agriculture, water, ...

*flexible approach – case by case solution*
OeKB and Sub Sahara Africa

- concessional financing facilities for several countries available

  - Soft Loans for projects
    - eligible countries
      - Cameroon, Cape Verde, Ghana, Kenya, Nigeria
      - Sub Sahara *

  - Project Preparation Programme Soft Loan
    - eligible countries – according to OECD/DAC list including selected LDCs in Sub Sahara *)

* Angola, Ethiopia, Lesotho, Mozambique, Zambia, Senegal, Tanzania, Uganda - on request
for updates please visit also OeKBs website (www.oekb.at)
OeKB and Sub Sahara Africa

Export and Investment Guarantees outstanding (mn EUR)

- Gabon: 250
- Ghana: 120
- South Africa: 40
- Kenya: 30
- Uganda: 20
- Senegal: 10
- Mozambique: 5
- Namibia: 3
- Cape Verde: 2
- Sudan: 1

Values shown are in million EUR.
OeKB and Sub Sahara Africa

Offers of Cover (mn EUR)

Ghana: 70
Nigeria: 80
Cote d'Ivoire: 30
Cape Verde: 20
Senegal: 10
Kenya: 5
Lesotho: 0
Namibia: 0
Insuring and financing export activities

Dependable success as an exporter and in foreign investment requires good risk management and attractive financing. With the export guarantees of the Austrian government and with ÖeKB funding via clients’ own bank, ÖeKB provides the facilities to boost the competitiveness of Austrian companies and their partners in the global marketplace.