



Turkey – Turkic States Economy and Trade Conference

NOVEMBER 11, 2021

Türk Eximbank at a Glance

Establishment

- 1987

Official Agency

- The official Export Credit Agency of Turkey

Relations with the Government

- Reporting to the Ministry of Trade
- 100% Ownership by the Ministry of Treasury and Finance

One Stop Shop

- Insurance/Guarantee and Direct Lending

1st

- Export credit insurance provider in Turkey

\$ 46 Bn Total Support

- \$ 29 bn Loan + \$ 17 bn Insurance provided in 2020

Mission of Türk Eximbank

Increase export
volume

Diversify
exporting
products and
markets

Increase
competitiveness
of Turkish
companies

Providing a risk
free
environment

Product Range

Domestic
Credits

Insurance /
Guarantee

International
Loans

Pre-Shipment

Post Shipment

Working Capital Loans

Export Oriented
Investment Loans

Export Credit
Insurance / Guarantee

Buyer's Credit

Short Term & Medium / Long Term Support

Domestic Credits

Working Capital Loans

Export Oriented Investment Loans

- Aims to meet the working capital needs during the pre shipment phase or the export oriented investment financing needs
- Extended directly to exporters against their export commitments
- Short / Medium & Long term

Loans for Foreign Currency Earning Services

- Extended to meet the financing needs of foreign currency earning transactions

Insurance Programs



Short / Medium & Long - Domestic



Protection for exporter against non-payment due to commercial or political risks



A good source of information and providing an indication regarding the financial standing of the buyers



Access to finance using the policy issued by Türk Eximbank as collateral

International Loans

Buyer's Credit by Nature-Meets the Financing Needs of the Buyers Procuring Goods and Services from Turkey

In the form of a Direct Loan

Financing for Projects as well as Capital Goods

Short & Medium & Long Term

Borrower

Public Sector

Sovereign Guarantee

Public Institutions under the Sovereign Guarantee

Private Sector

Facility Agreements with reputable foreign banks

Turkish Domestic Banks- Foreign Subsidiaries/Branches

Major Terms and Conditions



Maximum Amount of Support: 85% of Turkish Goods&Services



Repayment Terms: Up to 10 years (Exception applies to certain sectors such as rail, renewable energy)



Repayment profile: Semi Annual Installments



Grace Period: SPOC* (Construction Period/Mean Shipment Date) + 6 Months



Interest Rate: Reflects Cost of Funds



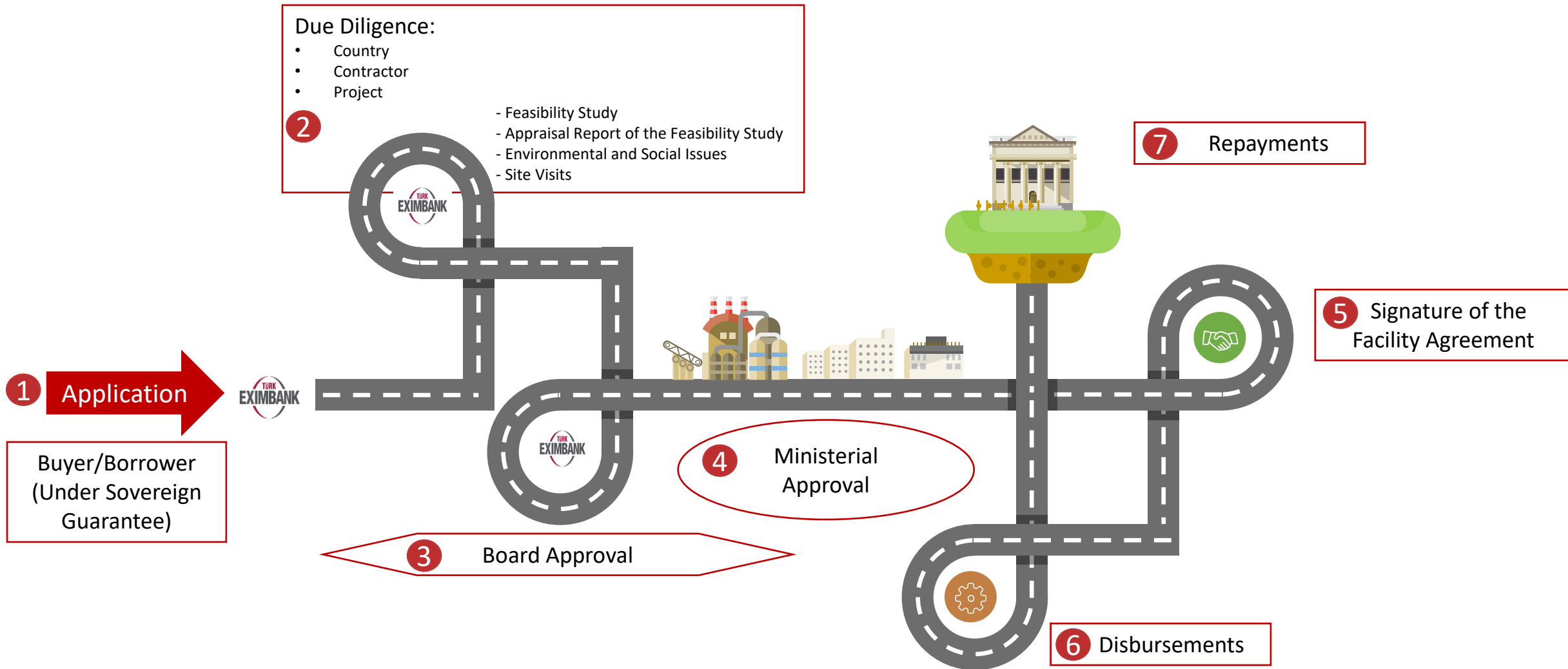
Risk Premium: Calculated in line with the OECD Arrangement

• (Main Determinants; the Country Risk Classification, Borrower Category, Construction Period, Repayment Term)

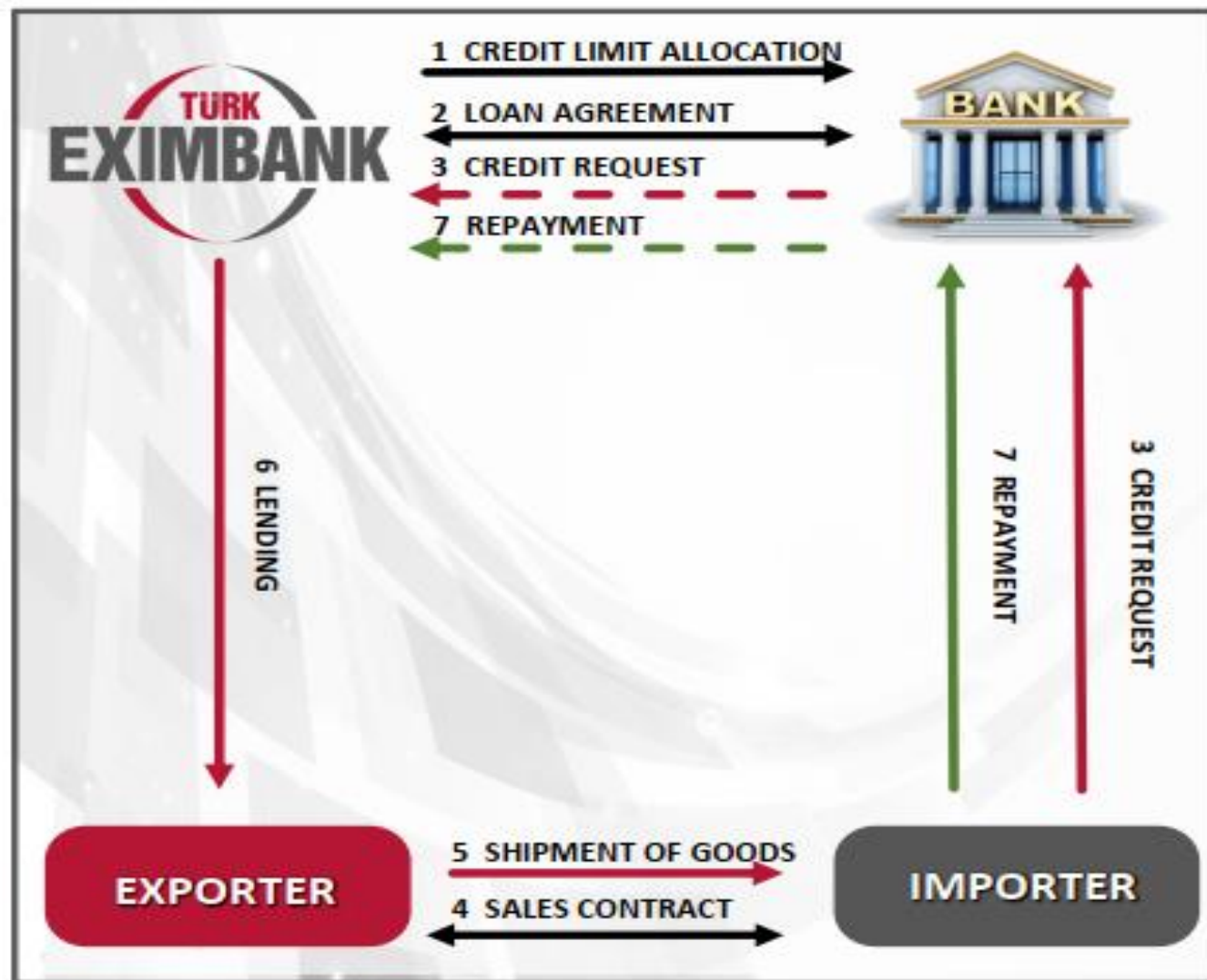
Terms and conditions of any support that has a repayment term of two years or longer is determined in line with the OECD Arrangement

*Starting Point of Credit: Determined in line with the provisions of the OECD Arrangement

Buyer's Credits Through Sovereign Guarantee



Buyer's Credits Through Foreign Banks



Limits Allocated to Foreign Banks



4 Countries, 8 Banks, 3 Multinational Banks

Bilateral Trade and Turk Eximbank in the Region



Country	Turkey's Export (USD) (2020)	Turkey's Import (USD) (2020)	Insured Export by Turk Eximbank (USD) (2016-2020)	Buyer Credits (USD) (1992-2020)	First Loan Dates Back to
Azerbaijan	2 bn	410 mn	350 mn	104 mn	1993
Kazakhstan	985 mn	1.2 bn	138 mn	213 mn	1993
Kyrgyzstan	417 mn	91 mn	40 mn	48 mn	1993
Uzbekistan	1.2 bn	969 mn	100 mn	424 mn	1992
Turkmenistan	786 mn	319 mn	33 mn	133 mn	1992

Completed Projects



AZERBAIJAN – BAKU AIRPORT (1999)

Project Amount

\$ 64 mn

Loan

\$ 20 mn

**52.000 m2
construction area**



**Serving 1.600
passenger hourly**





KAZAKHSTAN –ANKARA HOTEL–MACARONY FACTORY

Loan Amount

\$ 52 mn



Ankara Hotel

Loan Amount

\$ 21 mn



Macarony Factory



UZBEKISTAN – HOTELS & BUSINESS CENTER

Project Amount	\$ 170 mn
Loan	\$ 144 mn



ITEC Hotel & Business Center

Project Amount	\$ 47 mn
Loan	\$ 39 mn



- Tashkent Hotel Renovation
 - Choursu Hotel
 - Dustlik Hotel



TURKMENISTAN – OIL REFINERY & HOTEL

Loan Amount

\$ 21.7 mn



Turkmenbashi Oil Refinery

Loan Amount

\$ 14.2 Mn



Grand Turkmen Hotel

Completed Projects



GHANA— AKIM ODA, AKWATIA, WINNEBA WATER PROJECTS

Project Amount	\$ 165 mn
Loan	\$ 133 mn

✓ Meeting water needs of 360k people next 30 years





ETHIOPIA – AWASH-WOLDIA RAILWAY PROJECT

Project Amount	\$ 1.7 bn
Loan	\$ 300 mn





**Rolling Plant Machine and
Equipment Export**

12 Mln \$



**Textile, Agricultural
Pesticide, Bus, Export**

49 Mln \$



**Textile Machine Plan
Parking Export**

2,5 Mln \$



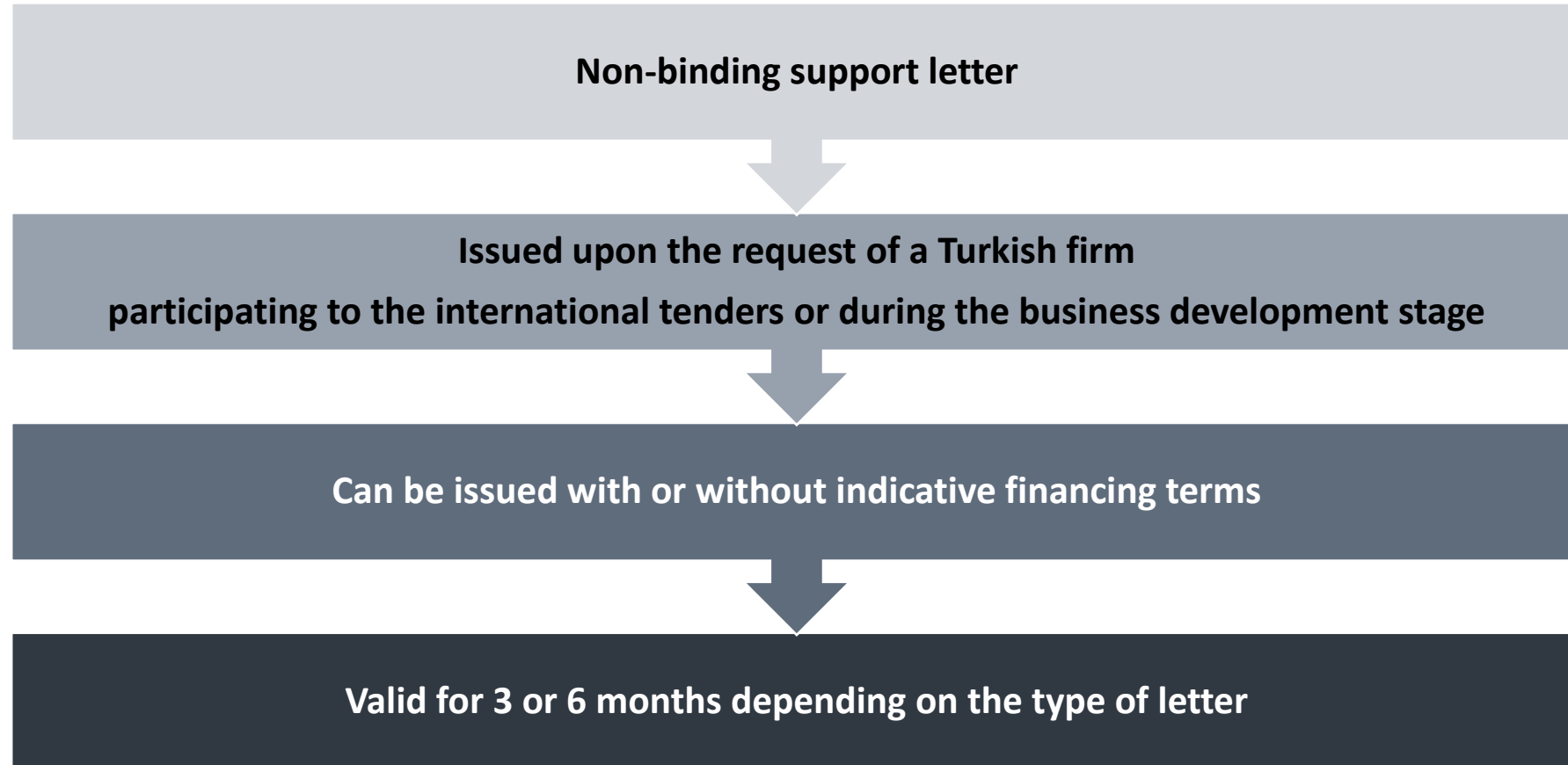
**Spare Parts, Food and
Manuf. Products**

40 Mln \$

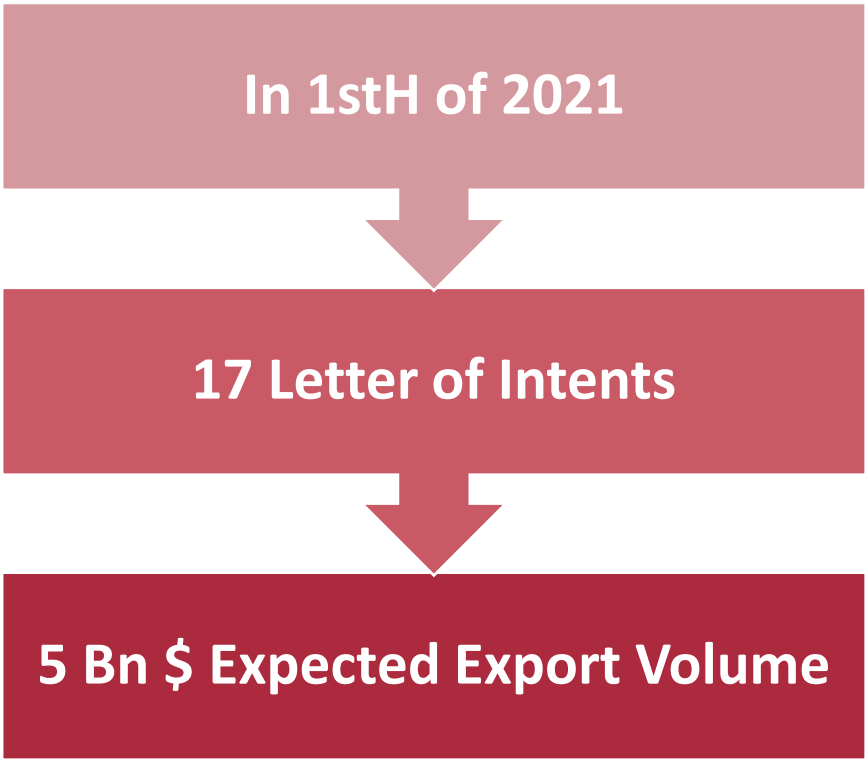


LETTER OF INTENT

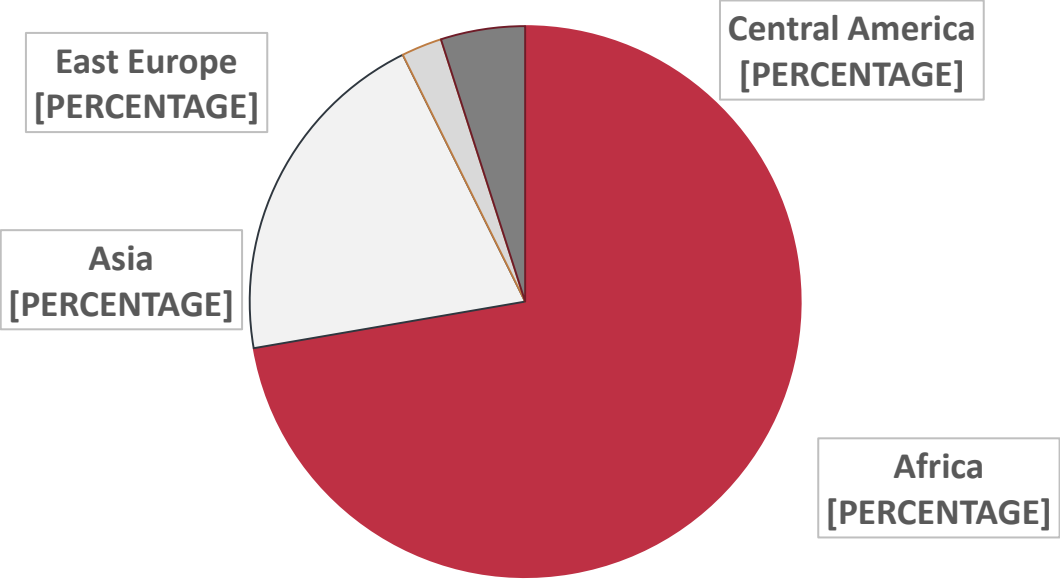
What is a Letter of Intent?



Letter of Intent Statistics



Regional Breakdown



✓ Collaborate with ECAs to promote co-financing in 3. party countries

61 Agreements

54 MoU

- 37 ECAs
- 13 Multinational FIs
- 4 Other FIs

7 Reinsurance Agreements

- 7 ECAs





THANK YOU!

