

How to work with The Export-Import Bank of Korea For the third countries' market

August 27 2013



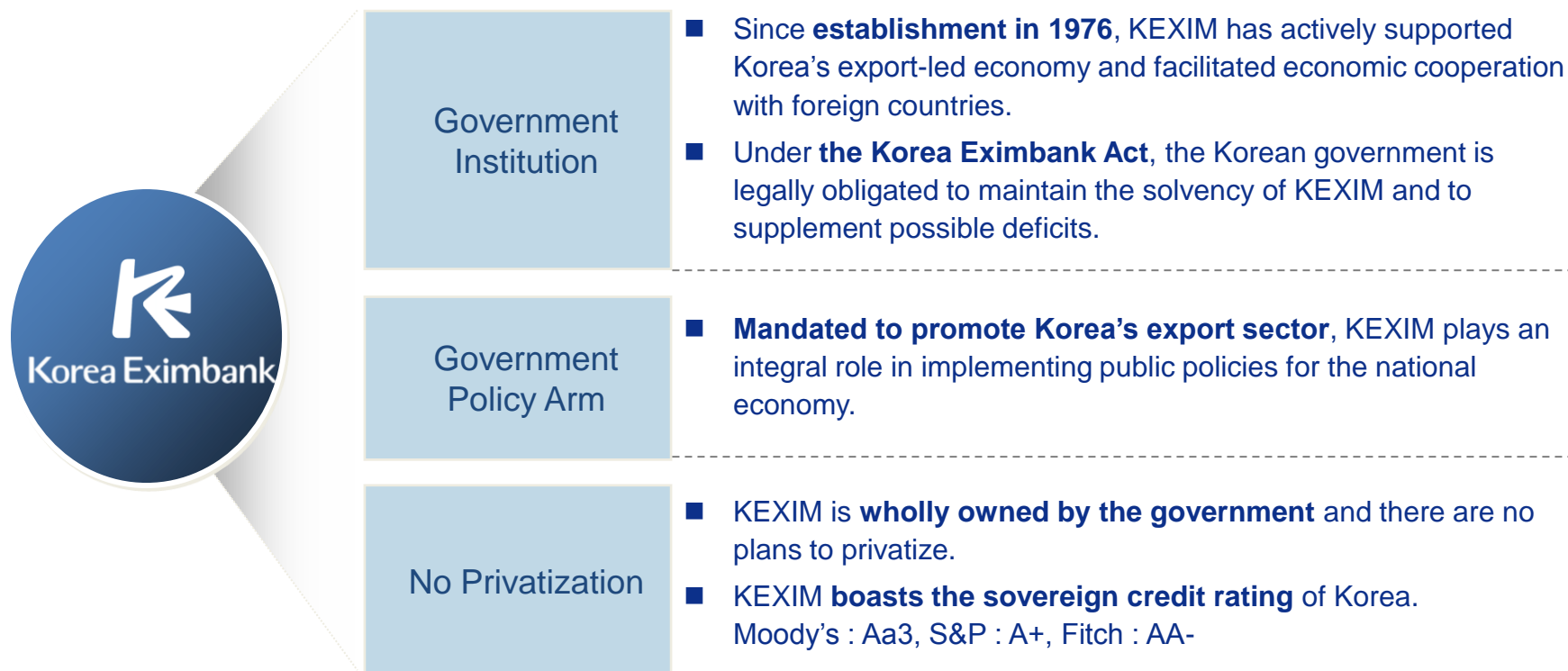
Turkey – Korea Contracting Sector Cooperation Forum



1. KEXIM, Sovereign Status

The Export-Import Bank of Korea (“Korea Eximbank” or “KEXIM”) is an **official export credit agency** providing comprehensive export credit and guarantee programs to support Korean enterprises conducting overseas business.

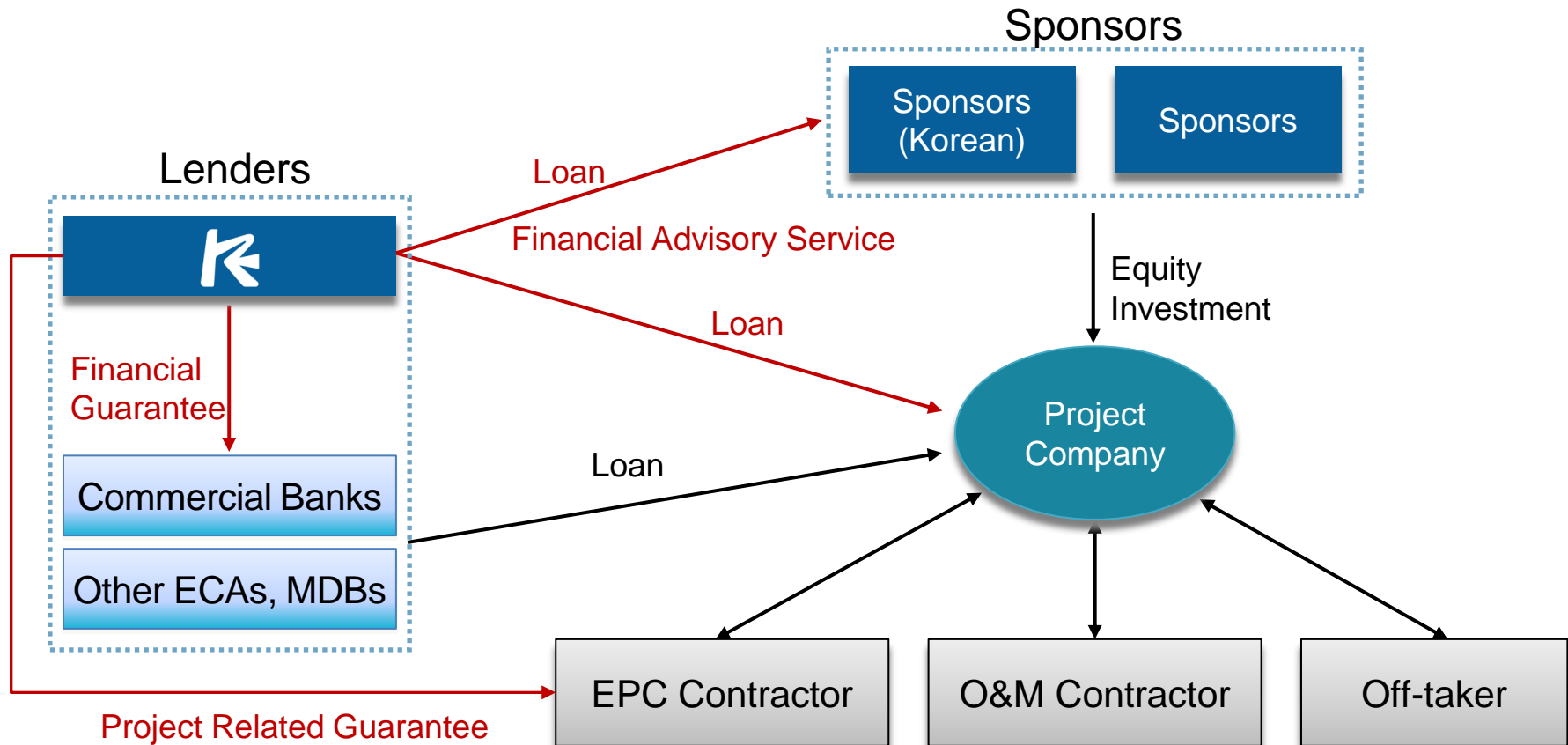
KEXIM’s sovereign status





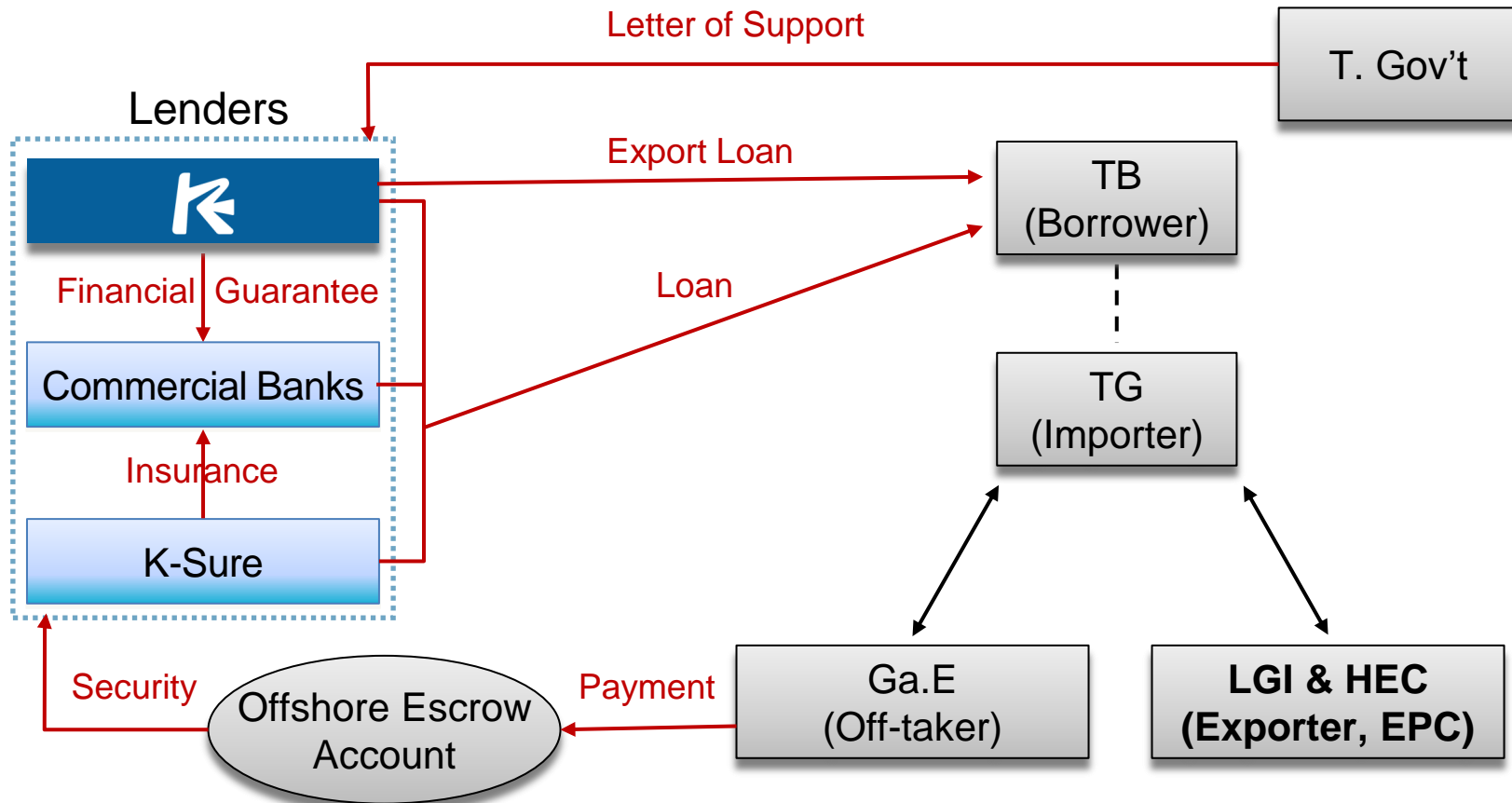
2. KEXIM's Key Financing – Full Service Provider

KEXIM's support for projects ranges from loans and guarantees to financial advisory & arranging services



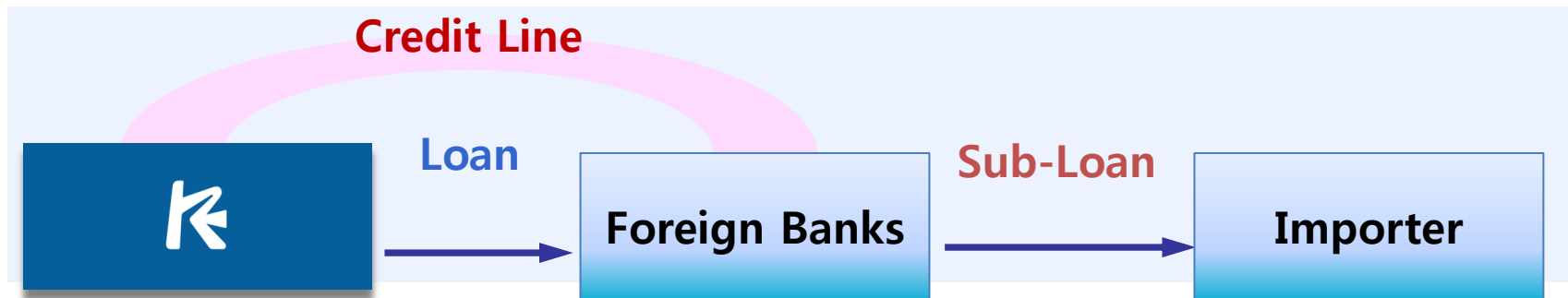


3. Case Study (KEXIM's Key Financing)





4. Interbank Export Loan (KEXIM Financing)



- Export Loan (Tied Loan) to local importers of Korean goods



5. Untied Two-Step Loan (KEXIM Financing)



➤ Untied Loan

- **KRC(Korea Related Company)** : owned by Korean company with no less than 10% of total shares
- **TC(Transacting Company)** : Any local company having business relations with a KRC



6. Economic Development Cooperation Fund (EDCF)

KEXIM is entrusted by the Korean government with EDCF operation as the executing agency

EDCF's status

Established

- on June 1, 1987

Form

- Bilateral ODA Concessional Loan

Purpose

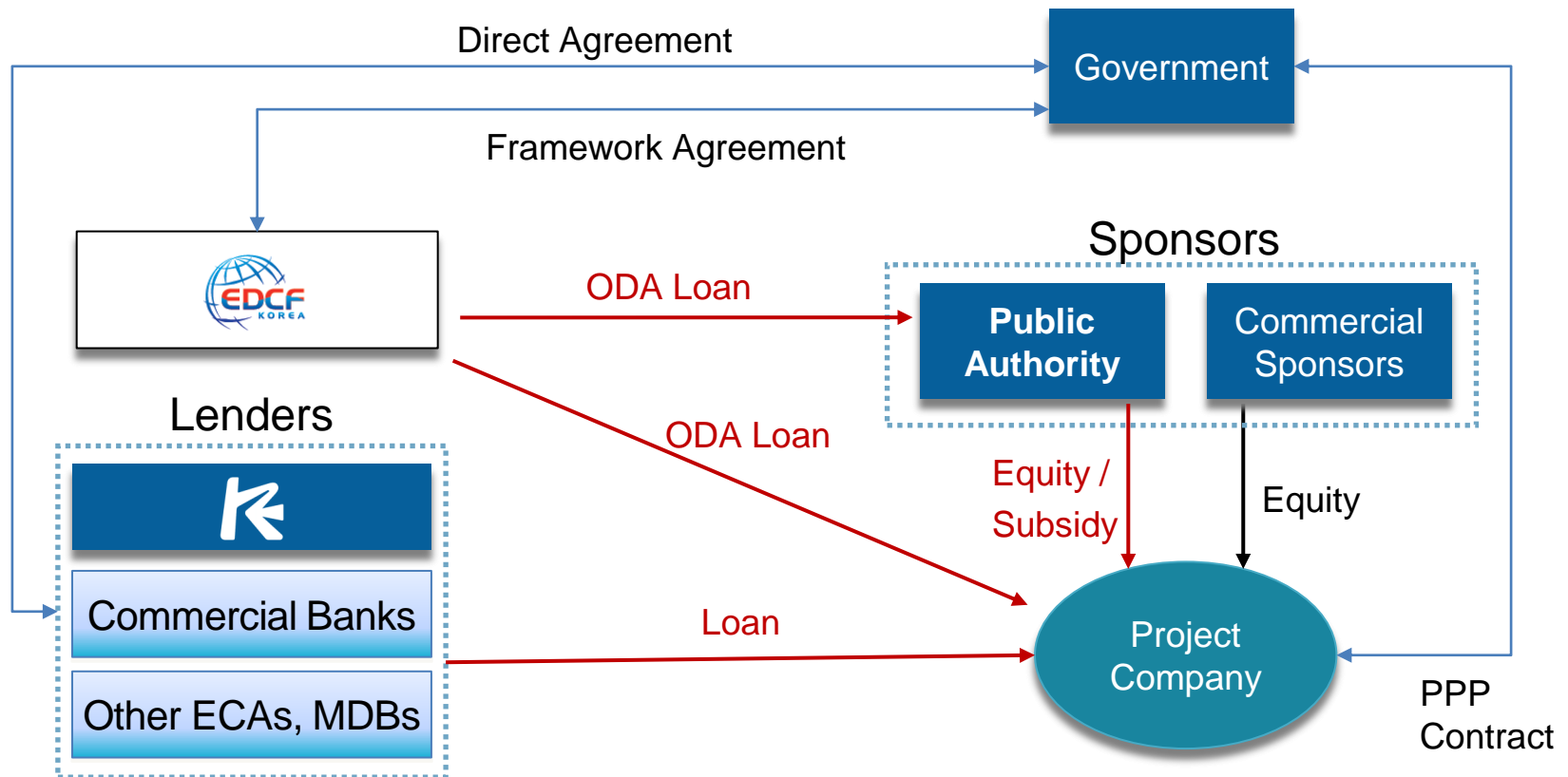
- Help developing countries achieve industrial growth & economic stability
- Share Korea's development experience and knowledge
- Strengthen bilateral economic cooperation and encourage sound development in partner countries





7. EDCF Financing Scheme to PPP Project

(Encouraging PPP scheme) In order to finance big infrastructure in collaboration with private investors, EDCF tries to develop PPP financing scheme

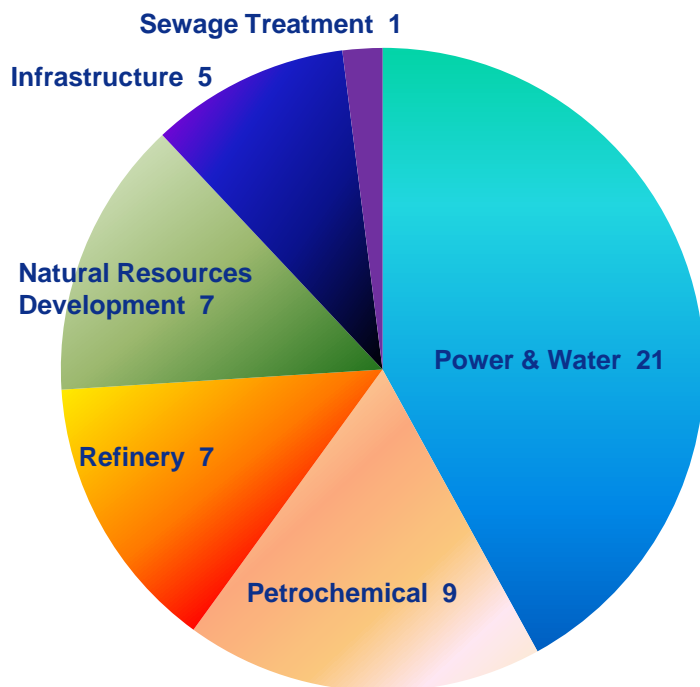




8. More about KEXIM (1) – Major Area supported

- KEXIM has financed over **USD 18.6bn** in circa **50 PF transactions** since 1999
- Since financial crisis in **2008**, KEXIM has committed over **USD 14bn** in **32 PF deals**

By Number of Projects



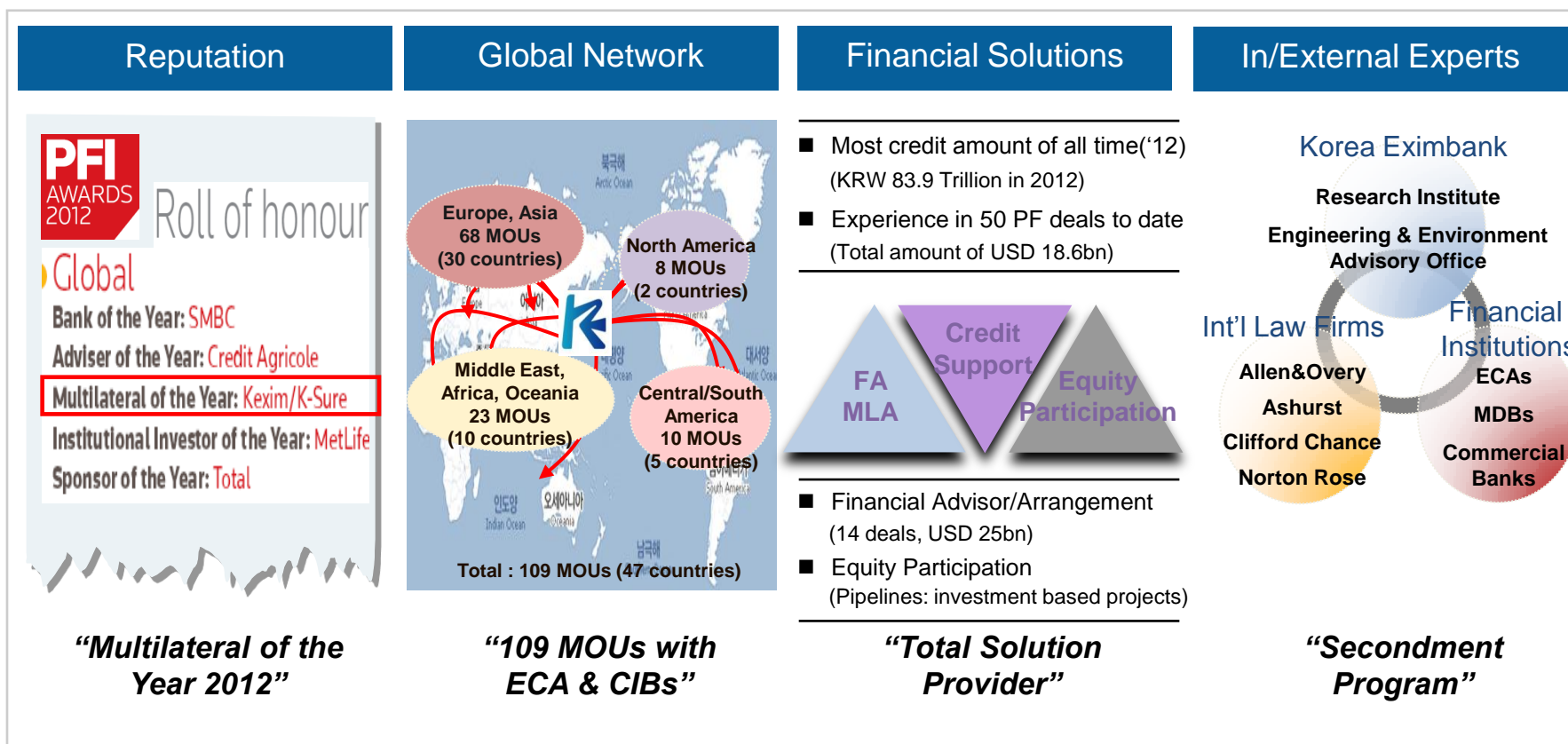
By Commitment (USD in million)

Power & Water	5,627
Petrochemical	3,719
Refinery	3,296
Natural Resources Development	4,697
Infrastructure	992
Sewage Treatment	235
Total	18,566



8. More about KEXIM (2) - Achievement

Korea Eximbank established top-tier reputation in PF, an extensive global network, proven ability to provide financial solutions and a deep pool of in-house PF professionals augmented by external experts for collective services.



**“Multilateral of the
Year 2012”**

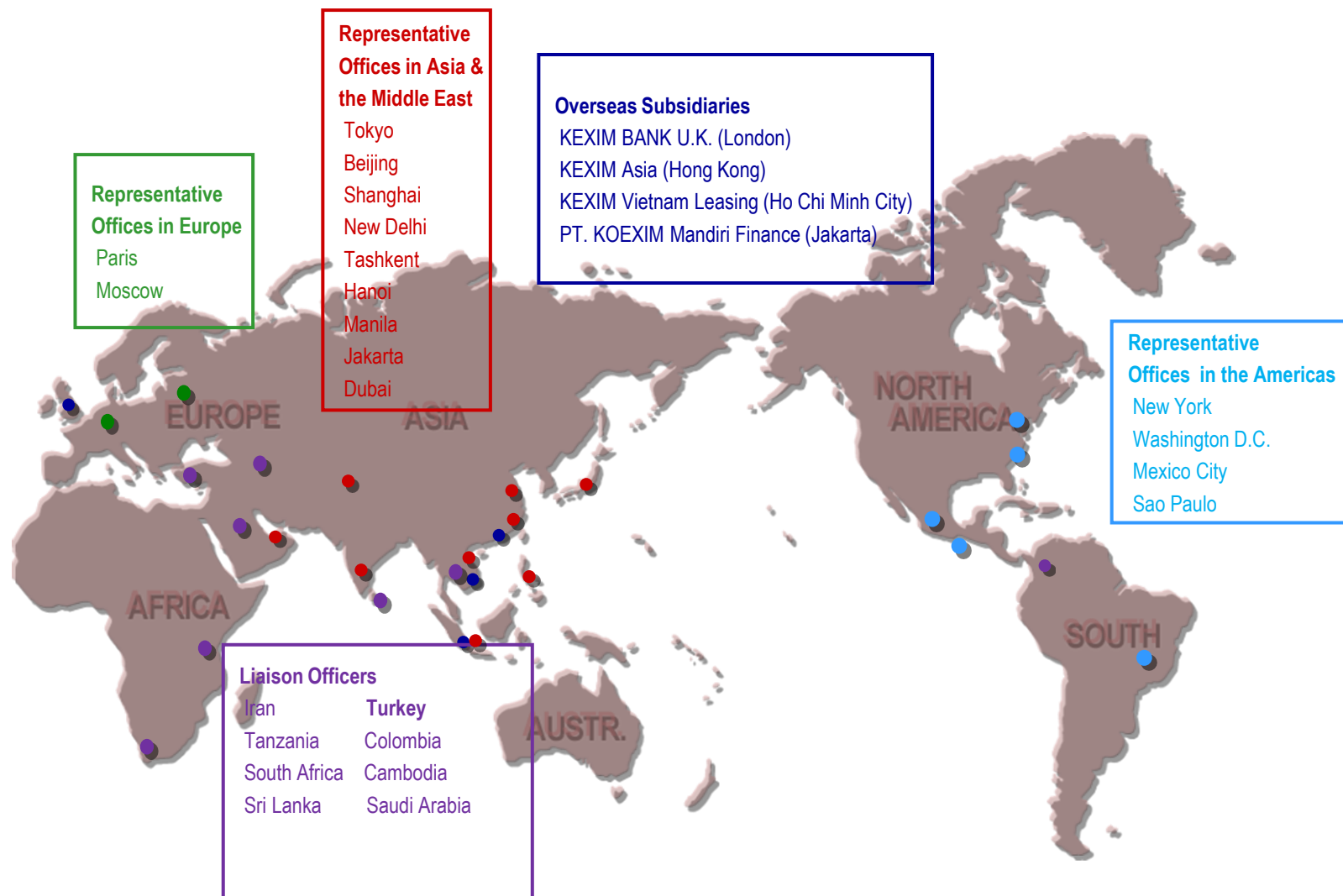
**“109 MOUs with
ECA & CIBs”**

**“Total Solution
Provider”**

**“Secondment
Program”**



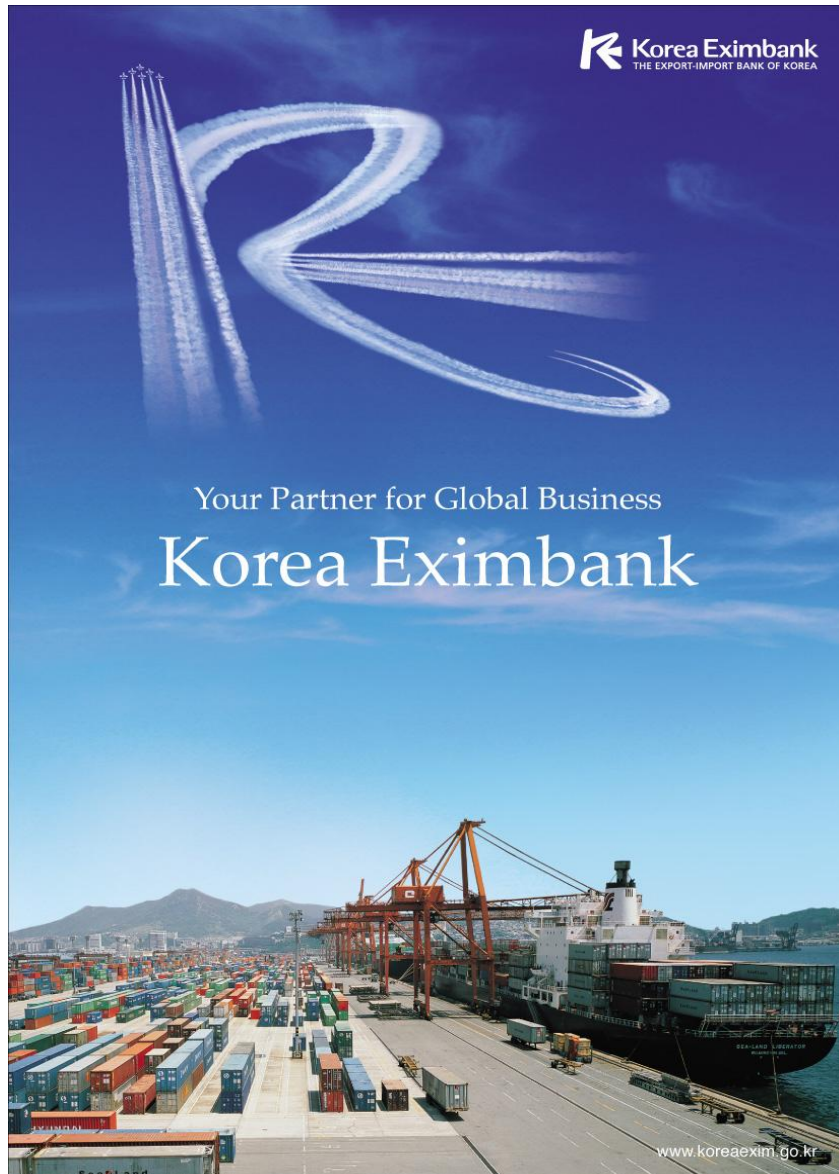
8. More about KEXIM (3) – Global Network





GLOBAL FINANCIAL PARTNER
CONNECTING KOREA TO THE WORLD

 Korea Eximbank
THE EXPORT-IMPORT BANK OF KOREA



Thank You

Online Information about KEXIM

○ www.koreaexim.go.kr