

**Baker  
McKenzie.**

# Export Credit Agency Export Finance



# Our ECA Export Finance Capabilities

We have a proven track record of advising on export credit agency export financings, regularly advising financial institutions, export credit agencies, exporters, producers and corporate borrowers on financing solutions.

## GLOBAL COVERAGE IN KEY JURISDICTIONS

Globally we have dedicated export finance practitioners in key jurisdictions including UK, U.S., The Netherlands, Germany, France, Italy, South Africa, Mexico, Tokyo and Hong Kong. These ECA specialists serve both local and global clients on the full range of export finance related transactions.

**EMEA:** Austria, Belgium, Czech Republic, Egypt, France, Germany, Gulf Offices, Hungary, Italy, Luxembourg, Morocco, Netherlands, Poland, Russia and CIS, South Africa, Spain, Sweden, Switzerland, Turkey and United Kingdom. **Asia Pacific:** Australia, China/Hong Kong, Indonesia, Japan, Korea, Malaysia, Myanmar, Singapore, Thailand, Taiwan, Philippines and Vietnam. **Latin America:** Venezuela, Brazil, Argentina, Peru, Colombia and Chile. **North America:** **Canada:** Toronto **Mexico:** Guadalajara, Juarez, Mexico City, Monterrey and Tijuana **United States:** Chicago, Dallas, Houston, Los Angeles, Miami, New York, Palo Alto, San Francisco and Washington, DC

## GEOGRAPHIC INITIATIVES

Drawing on our global expertise and a strong network of leading local firms, we are able to assist our clients navigate the Indian market, as well as newly opening markets in Africa and Asia.

### Our CIS and Turkey capabilities

**CIS:** first international firm to open in the CIS. More than 250 legal professionals, we are one of the largest law firms in the CIS. We also have associates admitted to practise in Belarus and Uzbekistan, and work with numerous correspondent law firms to serve as a full service one-stop-shop for companies active in CIS countries.

**Turkey:** Esin Attorney Partnership, a member firm of Baker McKenzie International. We have over 60 lawyers, with a reputation for providing excellence in service. Esin Attorney Partnership was named Legal Adviser of the Year in Turkey at the European M&A Awards in 2010 and 2016 by the Financial Times and MergerMarket.

### Our Africa capabilities

We have a global network of multi-lingual lawyers allowing us to practice seamlessly across Arabophone, Anglophone, Francophone and Lusophone Africa.

#### Sub-Saharan Africa

From our hubs in Johannesburg, London, Paris and Dubai we act as international or deal counsel on matters for multinationals and small clients alike. Our Johannesburg office alone comprises more than 80 lawyers with both English and South African law capabilities.

Through our years of experience in the region, we have also developed strong relationships with the top firms in each Sub-Saharan country.

### North Africa

Our deep understanding of legal and business issues in North Africa helps our clients capture opportunities in the region.

Our office in Cairo has been named IFLR Egypt's "Law Firm of the Year" 6 times, and has been ranked Tier 1 by the IFLR 1000, Legal 500 and Chambers & Partners for Banking & Finance and M&A since 2008. Our office in Casablanca is ranked tier 1 by the IFLR 1000 and has been named in the top 5 law firms operating in Francophone Africa by Jeune Afrique.

### Francophone Africa

We have extensive experience in Francophone Africa, and our lawyers combine sector and transaction expertise, legal understanding and linguistic ability to provide both commercial and legal solutions for our clients.

The ability of both our Paris and highly-ranked Casablanca offices to assist on transactions in Francophone Africa is greatly enhanced by their ability to leverage off experience in OHADA Treaty Countries.

### Our African Relationship Firm (ARF) initiative

Essential to delivering value to clients is being able to help them work with the best local firms across a diverse range of business and legal environments in various jurisdictions.

We have built close relationships with our referral network of African Relationship Firms (ARFs) which allows us to provide a seamless service to clients across the region.

## OUR SELECTED AWARDS

Tier 1 - 2018 - Emerging Markets – **Legal 500**

Best Export Finance Law Firm 2016 – **TXF Trade Export Finance**

Best Trade/Export Finance Law Firm (Global) | Best Commodity Finance Law firm (Global) | Best Trade Finance Law Firm (Latin America & North America) – **Trade Finance Awards 2016**

# Our Selected ECA Export Finance Experience

ADVISED THE FINANCE PARTIES ON ROUND 1 OF SOLAR FIT PROJECT IN THE ARAB REPUBLIC OF EGYPT. THE FINANCING WAS PARTIALLY HERMES-BACKED AND THE OFF-TAKE ARRANGEMENTS ARE GUARANTEED BY THE MINISTRY OF FINANCE OF THE ARAB REPUBLIC OF EGYPT.

ADVISED UKEF AND LENDERS ON A LARGE FINANCING (COMPRISING DIRECT, COVERED AND COMMERCIAL TRANCHES) TO A MENA SOVEREIGN IN CONNECTION WITH THREE INFRASTRUCTURE PROJECTS.

ADVISED DEVELOPMENT BANK OF SOUTHERN AFRICA AND KFW AS SOUTH AFRICAN AND ENGLISH LAW COUNSEL ON THE SOVEREIGN FINANCING OF AN AIRPORT IN ANGOLA FOR THE ANGOLAN MINISTRY OF FINANCE.

ADVISED BAYERISCHE LANDESBANK AND DTEK RENEWABLES TO COMPLETE A SIGNIFICANT HERMES-BACKED FINANCE TRANSACTION IN THE UKRAINIAN RENEWABLE ENERGY SECTOR, AIMED AT FINANCING THE CONSTRUCTION OF THE FIRST STAGE (100MW) OF THE PRIMORSKA WIND ELECTRIC PLANT IN ZAPORIZHZHYA REGION OF UKRAINE.

ADVISED FINANCE PARTIES ON EXPORT CREDIT (HERMES AND OEKB) AND COMMERCIAL FACILITIES TOTALLING USD 1.4 BILLION TO SAUDI IRON & STEEL COMPANY (HADEED).

ADVISED JP MORGAN AND UKEF ON A USD 500 MILLION UKEF COVERED FACILITY AGREEMENT FOR PETROBRAS TO FUND OIL AND GAS CAPEX EXPORTS BY GENERAL ELECTRIC.

ADVISED SOCIÉTÉ GÉNÉRALE ON THE EUR 200 MILLION FINANCING OF 300 BUSES FOR BAKUBUS WITH COFACE- AND HERMES-COVER.

ADVISED UKEF AND STANDARD CHARTERED BANK IN RELATION TO A UKEF DIRECT LENDING AND A COMMERCIAL FACILITY TO THE MINISTRY OF FINANCE OF THE REPUBLIC OF UGANDA FOR THE CONSTRUCTION OF KABAAL AIRPORT.

**GTR 2017 DEAL OF THE YEAR**

ADVISED HSBC BANK PLC AS ARRANGER OF THE USD 353 MILLION ECA FINANCING OF THE TRANSANTIAGO BUS NETWORK IN SANTIAGO, CHILE SUPPORTED BY EKN, NIPPON EXPORT AND INVESTMENT INSURANCE AND NORDIC INVESTMENT BANK.

ADVISED MTN NIGERIA ON ITS LARGEST FINANCING TO DATE - A USD 3 BILLION FINANCING PROVIDED BY GLOBAL FINANCIAL INSTITUTIONS (PART COVERED BY VARIOUS ECAS).

ADVISED DEKA BANK ON THE APPLICABILITY OF ECA BUYER CREDIT PRODUCTS (14 JURISDICTIONS) WITH REGARD TO THE CAPITAL REQUIREMENT REGULATION DIRECTIVE AND OTHER MATTERS.

ADVISED STANDARD CHARTERED BANK AND OTHER INTERNATIONAL BANKS ON THE USD 2 BILLION AND USD 1.5 BILLION SYNDICATED RECEIVABLES BACKED FINANCINGS FOR SONANGOL.

ADVISING A EUROPEAN BANK ON SEVERAL FINANCING TRANSACTIONS, INCLUDING AN ECA-COVERED FACILITY TO A LEADING RUSSIAN PULP AND PAPER COMPANY, AN ECA-COVERED FACILITY TO A LARGE TURKISH WHITE GOODS MANUFACTURER AND AN ECA-COVERED FACILITY TO A MAJOR INDIAN EQUIPMENT FINANCIER.

ADVISED THE FINANCE PARTIES IN CONNECTION WITH A USD150 MILLION EKN-COVERED FINANCING FOR TURKCELL.

ADVISED THE MANDATED LEAD ARRANGERS IN RELATION TO A USD1 BILLION RECEIVABLES BACKED K-SURE COVERED CREDIT FACILITY FOR SONANGOL.

ADVISING A GERMAN BANK ON AN ECA FRAMEWORK AGREEMENT AND TWO RELATED ECA BACKED INDIVIDUAL LOAN AGREEMENTS FOR THE MINISTRY OF FINANCE OF AN AFRICAN STATE.

ACTED FOR SOCIÉTÉ GÉNÉRALE IN RELATION TO 3 PARALLEL ECA COVERED FINANCINGS (COFACE, HERMES AND EGAP, IN AGGREGATE EUR 130 MILLION) PROVIDED TO BAKUBUS LLC FOR THE IMPORT OF BUSES FOR THE EUROPEAN GAMES HELD IN AZERBAIJAN.

ADVISED BNP PARIBAS, CREDITAGRICOLE, CREDIT INDUSTRIEL ET COMMERCIAL AND ING IN RELATION TO A USD 470 MILLION SACE COVERED FACILITY TO THE EGYPTIAN ELECTRICITY HOLDING COMPANY.

**DEAL OF THE YEAR - EMEA  
EXPORT FINANCE POWER -  
TRADE FINANCE AWARDS 2017**

ADVISED SOCIÉTÉ GÉNÉRALE, AKA BANK, HSBC AND BAYERNLB IN RELATION TO EUR178 MILLION HERMES COVERED FINANCING TO THE EXPORT-IMPORT BANK OF CHINA FOR IT TO ON-LEND THE SAME TO FINANCE BENXI IRON & STEEL LLC IN ORDER THAT IT MAY COMPLETE THE IMPROVEMENT OF A HIGH-STRENGTH COLD-ROLLED STEEL PROCESSING PROJECT IN BENXI CITY IN THE PEOPLES' REPUBLIC OF CHINA.

ACTING FOR A SYNDICATE OF BANKS LED BY NATIXIS IN RELATION TO A COFACE COVERED LOAN PROVIDED TO THE MINISTRY OF FINANCE OF INDONESIA TO FINANCE THE IMPORT OF CERTAIN EQUIPMENT BY THE MINISTRY OF DEFENCE OF INDONESIA.



# Key Contacts



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