

OUR PRESENCE IN AFRICA

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EMPOWER TOGETHER



SELECT SUCCESS STORIES OF INDIA EXIM BANK'S
ENGAGEMENTS WITH AFRICA



ABOUT INDIA EXIM BANK

India Exim Bank was set up in 1982 by an Act of Indian Parliament for financing, facilitating and promoting India's foreign trade. It is the principal financial institution in the country for coordinating the working of institutions engaged in financing exports and imports. The Bank is fully owned by the Government of India.

The African continent has always been a focus for Exim Bank, and thus a critical component of its strategy is to promote and support two-way trade and investment. As a partner institution to promote economic development in Africa, the commitment towards building relationships with the African region is reflected in the various activities and programmes, which Exim Bank has set in place.

Exim Bank has Representative Offices in Addis Ababa, Ethiopia; Johannesburg, South Africa; and Abidjan, Côte d'Ivoire, which play a key role in facilitating economic cooperation with the African region, and are closely associated with several of the Bank's initiatives. The Representative Offices interface with multilateral institutions such as the African Development Bank, Afreximbank, regional financial institutions such as Eastern and Southern African Trade and Development Bank, West African Development Bank, ECOWAS Bank for Investment and Development, Development Bank of Southern Africa, besides other national level development financing institutions, as well as Indian Missions in the region with the aim of increasing bilateral commercial engagement between India and countries in the African continent.

INDIA EXIM BANK'S ENGAGEMENTS WITH AFRICA SELECT SUCCESS STORIES

LINES OF CREDIT












To enhance bilateral trade and investment relations, Exim Bank has in place several Lines of Credit (LOCs) extended to a number of institutions and agencies in Africa. These LOCs supplement the 'Focus Africa' programme of the Government of India (GoI) and are extended especially to priority sectors, identified for mutual cooperation and benefit. Besides the LOCs extended at the behest of GoI, Exim Bank also extends commercial LOCs to various financial institutions and other entities in Africa. Through such LOCs, deferred credit is offered to the African nations to build capacities using appropriate, affordable, and adaptable technologies from India. The total number of signed GOI-LOCs as on March 31, 2023, stood at 272, with an aggregate value of USD 27.99 bn, extended to 61 countries and a multilateral development bank i.e. the Ecowas Bank for Investment and Development (EBID). Out of this, the number of GoI supported LOCs in Africa stood at 195 to 42 countries (including 4 LOCs to EBID) with credit value aggregating USD 11.97 billion.

GUIDELINES FOR IMPLEMENTING PROJECTS UNDER LOCs

As a major proportion of LOC portfolio is directed towards financing turnkey projects, preparation of a Detailed Project Report (DPR) preceding the project execution activity is not only desirable but mandatory.

All further project execution activities will follow once the DPR is accepted by GoI. The preparation of DPR is followed by selection of a Project Management Consultant (PMC) which is selected through a competitive and transparent bidding procedure. A PMC enables the entire project to be supervised, starting from the bidding and procurement stage till final acceptance by the LOC recipient.

The contract for Engineering, Procurement and Construction (EPC) is also awarded after conducting a competitive bidding process. Delivery of project is a function of both efficient implementation and diligent approval process.

Sectors Financed		LOC Recipient Countries
Agriculture		Benin, Burkina Faso, Burundi, Cameroon, Chad, Côte d'Ivoire, Eritrea, Eswatini, Gambia, Guinea Bissau, Ghana, Kenya, Mauritania, Madagascar, Malawi, Mali, Mozambique, Rwanda, Senegal, Sierra Leone, Sudan, Tanzania, Togo, Uganda
Automobile		Central African Republic, D. R. Congo, Ghana, Niger, Senegal, Tanzania, Zambia
Healthcare		Cote d'Ivoire, Guinea, Senegal, Seychelles, Zambia
Construction		Burundi, Burkina Faso, Eswatini, Gambia, Ghana, Malawi, Mozambique
Irrigation		D. R. Congo, Ghana, Lesotho, Malawi, Mozambique, Rwanda, Senegal, Sierra Leone, Sudan, Zimbabwe
Power		Burkina Faso, Burundi, Chad, Central African Republic, Cote d'Ivoire, Comoros, D. R. Congo, Equatorial Guinea, Ethiopia, Gambia, Guinea Bissau, Kenya, Liberia, Mali, Mozambique, Niger, Rwanda, Senegal, Sierra Leone, Sudan, Togo, Uganda, Zambia, Zimbabwe
Railway		Angola, Benin, Ethiopia, Ghana, Mali, Mozambique, Senegal, Sudan
Road		Central African Republic, Côte d'Ivoire, Ghana, Mozambique, Niger, R. Congo, Rwanda, Senegal
Cement		Central African Republic, Congo, D. R. Congo, Djibouti
Industrial Parks		Angola, Benin, Burundi, Chad, Côte d'Ivoire, Gambia, Mozambique, Sudan
Technology Parks		Benin, Côte d'Ivoire, D. R. Congo, Eswatini, Mozambique, Senegal
Sugar		Ethiopia, Ghana, Malawi, Sudan



COTE D'IVOIRE

The Bank extended a USD 25.50 million LOC to Cote d'Ivoire for construction of Mahatma Gandhi IT & Biotechnology Park. The project has given first computer assembling line in the country. The IT Park is the first step in the Government's plan to build a Green Smart City for employment for 40,000 citizens and attract USD 2 billion of investments in the ICT & biotechnology sectors.

KENYA

An LOC of USD 15 million was extended to Kenya for development of various small and medium enterprises in the country. The project involved supply of machinery for food packaging, fried snacks, wire drawing, egg tray making, milk processing, biomass briquetting, and candy making. This LOC has supported local manufacturing industry and provided employment opportunities in MSMEs, not only in Kenya but India as well.





KENYA

The Bank extended an LOC of USD 29.95 million to the Government of Kenya for upgradation of Rift Valley Textile (RIVATEX East Africa) Ltd. The modernisation included installation and commissioning of plant, supply of machinery as well as training and skill development of technicians. RIVATEX has played a huge role in revival of cotton growing in Kenya and now exports textiles to East African countries, Italy and the US. In the domestic market, RIVATEX is supplying

readymade garments to the military, police, schools and hospitals. RIVATEX's facility was also used for production of masks and personal protective equipment to combat the COVID-19 pandemic outbreak.



MALAWI

The Bank extended a USD 23.50 million LOC to Malawi for construction of new water supply system from Likhubula river in Mulanje to Blantyre. The project involved construction of structures, laying of pipelines and installation of pumps and motors. More than 300,000 people in Blantyre city and surrounding areas including Mzedi, Bangwe, Namiyango, Limbe, BCA Hill, Mpingwe, Chiradzulu and a university in Thyolo have benefitted by the

water supply. The project has helped the authority in reducing the exorbitant electricity cost, as the new water supply system largely operates under gravity.

MOZAMBIQUE

Exim Bank extended an LOC of USD 13 million to Mozambique for manufacturing technology transfer of solar photo-voltaic modules, supply and installation of equipment and spares, as well as training of personnel. The project has enabled Mozambique to manufacture solar PV modules locally and reduced dependence on its import. According to a World Bank report, the air quality in the country has drastically improved due to increased dependence on solar power.



ESWATINI

An LOC of USD 37.90 million was extended to Eswatini for development and mechanisation of agriculture in the country. The objective was to ensure food security through increased maize production. The project has ensured ease of access to all services in crops production in the high precipitation areas, leading to food security in the country.





MALI & COTE D'IVOIRE

Under the USD 250 million LOC to EBID, a project of USD 30 million was supported for electricity grid interconnection between Mali and Cote d'Ivoire. The project involved supply and installation of transmission line of 225 kV interconnection and completion of substation of Koutiala-Segou. The project has led to an increased production of electricity by 50 MW and provided electricity to additional 24,000 households and businesses. It has generated employment

and reduced expenditure on import of hydrocarbon or thermal power, thereby saving foreign exchange resources of Mali.



TOGO

Under the USD 250 million LOC to EBID, Exim Bank sanctioned an amount of USD 13 million for upgradation of power generation and distribution capacity in Togo. The project involved supply and erection of minimum voltage network in Maritime, Kara and Savana regions of Togo covering 35 villages. Due to this project, electricity is accessible to rural areas, connecting over 50 rural communities comprising 12,000 residents. This has resulted in the

improvement in the living conditions of the urban and rural populations.

TOGO

A healthcare project for supply and installation of ultrasound scanners, maternity and sterilization equipment, valued at USD 20.04 million, under the USD 250 million LOC to EBID, was executed in Togo. The project has improved healthcare, made health services affordable and has contributed to the improvement of overall standard of living of the people of Togo.



TANZANIA

The Bank extended an LOC of USD 178.13 million to Tanzania for augmentation of water supply schemes of Dar es Salaam and Chalinze regions in Tanzania. The project not only provides an increased volume of potable water that improves the overall health situation and contributes to poverty alleviation in general but also attracts further economic investment, resulting in greater employment opportunities. More than 1 million residents of Dar es salaam and its surrounding urban areas have benefitted with the successful completion of the project. The benefits of construction phase contributed to employment opportunities.





MAURITIUS

The Bank extended an LOC of USD 500 million to SBM (Mauritius) Infrastructure Development Company Ltd. for investment in various infrastructure projects in Mauritius. This included supply of 13 trailer mounted flood pumps to the Mauritius Fire and Rescue Services. The flood pumps are helping the island deal with flash floods in a timely and efficient manner.



RWANDA

The Bank extended two LOCs aggregating USD 80 million to the Government of Rwanda for financing a hydro-electric power project. The scope of the project involved construction of a concrete gravity dam located at the starting of loop of Nyabarongo river. The project is the largest hydropower installation in Rwanda, contributing more than 28 MW of electricity to the national grid. The power generated from the project has increased the electrical capacity of Rwanda's

national grid to 18% of the country's energy needs. According to the World Bank, post completion of the project, there has been tremendous increase in access to electricity, from 19.4 % of the population in 2014 to 34.1 % in 2017.

MAURITIUS

Another project under this LOC is the construction of the Mauritius Metro Express project. The project entails construction of dual-track standardgauge Light Rail Transit system between Port Louis and Curepipe. The project will enhance the network of public transportation in the country, which contributing to a clearer environment, thereby, benefitting the island's population.



ZAMBIA

The Bank extended an LOC of USD 10 million to Zambia for financing supply of 4X4 pick-ups, trucks, buses and spare parts. The vehicles were procured for various departments of Zambia Police, Zambia National Services, and the Zambia Defence Forces. The supply of vehicles has improved the police presence and patrolling all over the country, even in far flung remote areas, thereby contributing to internal security.





ZAMBIA

An LOC of USD 18 million was extended to Zambia for financing the construction of 650 prefabricated health posts across the country. The construction improved the access to cost-effective, quality healthcare infrastructure in the rural areas of Zambia.



GAMBIA

The Bank extended an LOC of USD 22.50 million to the Gambia for an electricity expansion project in the Greater Banjul area. A total of 77 communities under Phase-I and 13 communities under Phase-II have been electrified, including schools and hospitals, along with households. More than 80,000 people have benefitted through 10,000 electricity connections under the project.

GAMBIA

An LOC of USD 22.50 million to the Gambia enabled replacement of hazardous asbestos water pipes with UPVC pipes in the Greater Banjul area catering to one third of the country's population. The project provides access to clean drinking water supply in the adjoining areas, from an hour a day to up to 11 hours a day. Further, a control system installed gives real time performance of the utilities.



PROJECT EXPORTS

In recent years, Indian project exporters have secured diverse contracts, exemplifying their versatility and technological capabilities. Exim Bank has been one of the prime movers in encouraging project exports from India, enabling Indian companies to secure contracts across various geographies, including Africa, and supplementing the development objectives of the host countries. Exim Bank has been providing a steady stream of support to project activities in engineering, procurement and construction (civil, mechanical, electrical or instrumental). This includes the provision of special equipment related to supplies, construction and building materials, consultancy, technical know-how, technology transfer, design and engineering. Exim Bank also supports existing or new projects, plants or processes that require additional assistance in processes, such as international competitive bidding including multilateral funded projects in India.

BUYER'S CREDIT UNDER NATIONAL EXPORT INSURANCE ACCOUNT

In order to provide further impetus to capacity building in Africa, Exim Bank, in conjunction with ECGC Ltd., has introduced another long-term financing product called Buyer's Credit under National Export Insurance Account (BC-NEIA). Under this programme, Exim Bank extends medium to long term credit facility to overseas sovereign governments and government-owned entities on deferred credit terms. Presently, a positive list of 59 countries, 57 have been identified by ECGC who can avail BC-NEIA. As of March 31, 2023, Exim Bank has sanctioned loans aggregating USD 2.38 billion for 22 projects, valued at USD 2.55 billion to the African countries. The projects include power transmission and distribution network in Cameroon, Senegal, Zambia, Mauritania and Guinea; integrated LPG and bitumen storage facility in Mozambique; supply of vehicles to Côte d'Ivoire, Senegal, Tanzania and Zimbabwe; construction of a railway line in Ghana; supply of blast hole drill and mining equipment to Zimbabwe; city de-congestion project in Zambia; road project in Ghana; agriculture projects in Ghana and Madagascar and water supply and irrigation projects in Uganda and Cameroon.



MOCAMBIQUE

Exim Bank extended a BC-NEIA facility of USD 30.83 million to Petroleosde Mocambique S.A. (Petromoc), Mozambique to set-up an integrated LPG storage facility at Beira port, Mozambique. The facility will enable Petromoc to receive, store, handle, distribute, and retail LPG both within Mozambique and to its neighbouring countries in the hinterland including Zimbabwe, Zambia, Malawi, and Botswana. The increased affordability of LPG will also

promote its adoption as the primary domestic cooking fuel in the region.



SENEGAL

Exim Bank sanctioned a BC-NEIA facility of USD 200 million to the Government of Senegal for construction of a 225 kV transmission line for Tambacounda - Kolda - Ziguinchor link and extension of networks in the regions. The project is enabling energy supply in the southern regions of Senegal, covering areas around the townships of Ziguinchor, Kolda and Tambacounda. This is further reducing the operating expenses and the cost per kW. Availability of cost-effective

electricity is also boosting tourism activities in the region.

SENEGAL

A BC-NEIA facility of USD 69.62 million was extended for supply of 675 vehicles, spares and related services to Dakar Dem Dikk, a public limited company promoted by the Government of Senegal. Inter-city air-conditioned buses equipped with a manual physical handicap ramp were introduced for the first time in Senegal. These buses have facilitated ease of travelling for the people of Senegal.



MAURITANIA

Exim Bank extended a BC-NEIA facility of USD 110 million to the Government of Mauritania for design, supply and assembly of 225/90 kV transmission lines from Nouakchott to Nouadhibou. The high voltage transmission line is a key component to achieve the power sector development goals for the Government. It will provide electricity supply to the Kinross goldmine and the fisheries sector in Nouadhibou. This would help the country to attract foreign investment in fish processing, which requires energy-intensive cold storage.





ZAMBIA

A BC-NEIA facility of USD 245.74 million to the Government of Zambia for design and construction of Lusaka city decongestion project. The project has reduced the traffic congestion experienced during peak hours in Lusaka City. Lusaka City's road network has been upgraded to provide a robust transportation network, which will support sustainable economic growth.



CÔTE D'IVOIRE

Exim Bank sanctioned a BCNEIA facility of USD 87.46 million to the Government of Côte d'Ivoire for purchase of 500 buses, 62 fleet maintenance support vehicles, spare parts and related services. The buses are providing access to the mass transport to the people of Côte d'Ivoire at a low cost. The highquality buses also underline the excellence of Indian companies in the automobile sector.

ZAMBIA

Exim Bank extended a BC-NEIA facility of USD 20.35 million to ZESCO Ltd., Zambia for construction of transmission lines and distribution network with allied substations. The project has helped providing electricity access to the Luangua and Rufunsa districts in Zambia, and is promoting agricultural and industrial activities. The project has benefited hospitals, educational institutes, government offices and over 200,000 residents in the region.



CÔTE D'IVOIRE

A BC-NEIA facility of USD 49.99 million to the Government of Côte d'Ivoire was extended for supply 832 vehicles and spares. This has revived fleet of vehicles for passengers and goods transportation, and created employment for the road transportation sector.





EGYPT

Exim Bank supported execution of three solar projects in Egypt with an aggregate capacity of 150 MW. The project is part of Benban Solar Park, which has a total capacity of 1.86 GW. The power generated from this project is being evacuated to meet the growing energy demand of Egypt.

GHANA

A BC-NEIA facility of USD 447.17 million extended to the Government of Ghana for design and construction of 97 km railway line between Tema and Mpakadan. The rail line is a part of multimodal transport network, which will provide impetus to the economy of Ghana by connecting Tema Port to the northern regions of the country.



OTHER FINANCING PROGRAMMES

Exim Bank supports Indian companies in their endeavour to globalise their operations through overseas joint ventures and wholly owned subsidiaries. Such support includes loans and guarantees, equity finance and in select cases, direct participation in equity along with Indian promoters, to set up such ventures overseas. In the African region, the Bank has supported several such ventures across a range of sectors including agriculture and food processing, agro-based products, auto and auto components, chemicals, construction, engineering goods, EPC services, plastics and rubber products, packaging, pharmaceuticals, and textiles. These ventures promote value addition, and also contribute to capacity building in the host countries. As on, March 31, 2023, the Bank has so far provided finance to 76 ventures set up by over 50 companies in 14 countries across Africa region. Aggregate assistance for overseas investment is ₹6,489.31 crore.

Exim Bank also extends Buyer's Credit on commercial terms to overseas borrowers, under which the Bank facilitates Indian exports by way of extending credit facility to the overseas buyers for financing their imports from India, based on available securities. The facilities are generally extended for long-term. The Bank has sanctioned long-term Buyer's Credit for projects in sectors including oil & gas, metals, shipping, fertilizer, cement, hydro, wind and peat-based power.

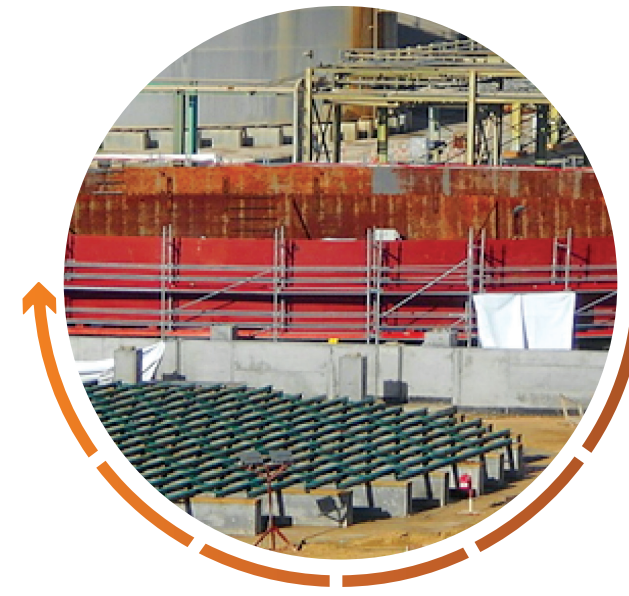
ETHIOPIA

Exim Bank supported setting up a greenfield denim fabric manufacturing facility in Ethiopia. The facility has an annual production capacity of 12 million meters.



MOROCCO

The Bank supported an Indian company for setting up a sulphur handling plant at Jorf Lasfar, Morocco.



GABON

Exim Bank supported a veneer and plywood manufacturing unit at Nkok SEZ, Gabon. The annual peeling capacity of face veneer increased from 36,000 CBM p.a. of logs in 2017 to 96,000 CBM p.a. of logs in 2019.



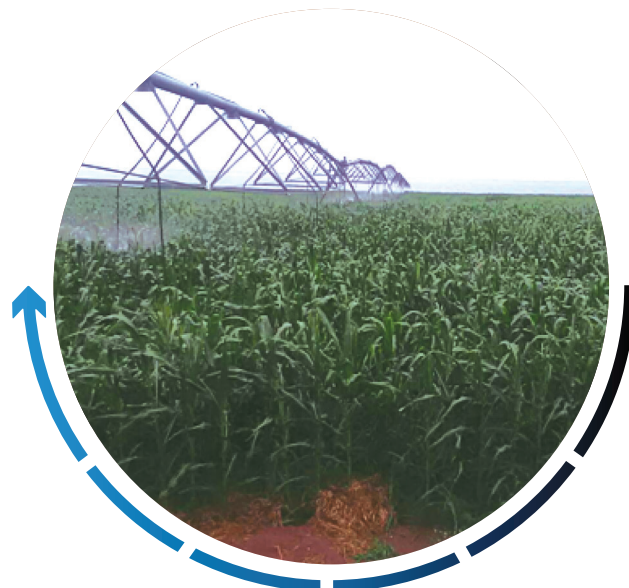
NIGERIA

The Bank financed a healthcare company for setting up a lozenges manufacturing facility in Nigeria.



GHANA

Integrated farming of corn, soyabean and poultry in Ghana was supported under Exim Bank's Overseas Investment Programme.



SOUTH AFRICA

Exim Bank extended support for supply, erection and commissioning of a wind farm, consisting of 66 wind turbines at Cookhouse, Eastern Cape Province, South Africa, with a capacity of 138.6 MW.



TRADE ASSISTANCE PROGRAMME

Under the Trade Assistance Programme (TAP), India Exim Bank provides credit enhancement to trade instruments, thereby augmenting the capacity of commercial banks and financial institutions, to support cross-border trade transactions involving markets where trade lines are constrained or where the potential has not been harnessed, and transactions may not materialise in the absence of such support.

The Bank offers partial or full guarantees to cover payment risk on banks in emerging and untapped markets, as well as facilitates Indian banks in meeting their commitment by arranging fronting of their guarantees to encourage participation of Indian contractors to secure/execute projects overseas. The various credit mechanisms offered under TAP are: (a) Supporting Trade Finance Instruments by way of SBLC; (b) Irrevocable Reimbursement Undertaking; (c) Fronting of Guarantees; and (d) Risk Participation

Under the programme, 73 countries have been identified globally, including the following 30 countries from Africa:

1.	Algeria	2.	Angola	3.	Benin	4.	Botswana
5.	Burkina Faso	6.	Cameroon	7.	Côte d'Ivoire	8.	Djibouti
9.	Egypt	10.	Equatorial Guinea	11.	Eswatini	12.	Gabon
13.	Gambia	14.	Ghana	15.	Guinea	16.	Honduras
17.	Kenya	18.	Lesotho	19.	Mauritania	20.	Mauritius
21.	Morocco	22.	Namibia	23.	Nigeria	24.	Rwanda
25.	Senegal	26.	Sierra Leone	27.	Tanzania	28.	Togo
29.	Tunisia	30.	Uganda				

Major goods supported under the programme include steel sheets, sponge iron, ductile iron pipes, aluminium ingots, roller bearings, electrolytic tinsplate and industrial salts, used in the manufacturing and construction industries. From export of raw cotton and grey fabrics to bio-degradable fibre like the viscose staple fibre, all have been supported under the programme, catering to Africa's textile and readymade garments industry.

With a vision to achieve 'Education for All', an Indian MSME, engaged in printing and supply of education material, was supported under the programme to supply study materials to various countries in Africa, such as Liberia, Mauritania, Côte d'Ivoire and Rwanda, by arranging fronting of performance and advance payment guarantees.

CREDIT LINES

In addition to assistance under TAP, to support trade transactions, the Bank has also extended credit lines to overseas financial institutions. Specifically, credit lines have been extended to African overseas financial institutions such as Bank of Industry (BOI), Nigeria (EUR 50mn) and Eastern and Southern African Trade & Development Bank (USD 50mn) during the last one year. Accordingly, as on March 31, 2023, the Bank has supported 122 transactions aggregating USD 304.76 mn (₹2500 crore), under TAP and credits lines/ refinance facilities extended to banks and FIs.

ADVISORY SERVICES

Exim Bank plays a promotional role and seeks to create and enhance export capabilities and international competitiveness of Indian companies through its Marketing Advisory Services. The Bank provides assistance to Indian firms in their globalisation efforts by locating overseas distributor(s)/buyer(s)/partner(s) for their products and services. The Bank leverages its high international standing in-depth knowledge and understanding of the international markets and well established institutional linkages, coupled with its physical presence overseas, to support Indian companies in their overseas marketing initiatives.

Under the programme, the Bank provided assistance for the development of lacustrine fisheries industry in Kibouo Lake Dalao city in Abidjan, Cote d'Ivoire. A team of competent consultants from India, identified by Exim Bank, carried out a feasibility study of the project location, followed by preparation of a detailed project report. The report recommended developing the commercial fish industry for the production of quality fingerlings, hygienic fish products; and undertaking research and development on cat fish. The project is envisaged to benefit a population of over 4000 people from 300 households in the two surrounding villages of Kibouo and Digbapea through capacity building in aquaculture practices, management and other ancillary activities.

The Bank in partnership with National Centre for Design and Product Development (NCDPD) organised a craft exchange programme between India and Zimbabwe in Agartala, Tripura. More than 50 artisans from Zimbabwe and India participated and exchanged ideas. The focus area of the programme was to demonstrate designs, patterns, processing, finishing, etc. and facilitate sharing of techniques of bamboo crafts, basketry, and allied products. The Bank along with NCDPD also organised BRICS Handicraft Artisans Exchange Programme for 46 national and international master artisans from South Africa and other BRICS nations. The 10-day programme was held in Jaipur, Rajasthan in 2016.

Exim Bank's Institutional Capacity Building assignments over the last two decades have played a quintessential role in its endeavour to constructively strengthen the institutions in global south. For instance, in Africa, the Bank engaged with Nigerian Exim Bank towards designing, developing, and implementing a programme for expanding its exposure in financing films. Later, Ghana Exim Bank also commissioned India Exim Bank to undertake an assignment for providing technical assistance across its various operational areas.

Exim Bank believes that these south-south advisory services are very relevant and important for the beneficiaries as they seek to evolve economies in the growth cycle.