

Energizing Sustainable Industrialization

Financing Industrialization and Export Development

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Afreximbank - Corporate Profile

Who We Are

- A pan-African multilateral trade finance institution created in 1993 under the auspices of the African Development Bank.

Vision

- To be the Trade Finance Bank of Africa.

Mission

- To stimulate a consistent expansion and diversification of African trade to rapidly increase Africa's share of global trade; and in doing so, to operate as a first-class, profit-oriented, socially responsible financial institution and a "Centre of Excellence in African Trade Matters."

Mandate

- The mandate of the Bank is to finance, promote and facilitate intra- and extra-African trade while operating commercially through three broad services:
 - Credit (trade and project financing)
 - Risk Bearing (guarantees and credit insurance)
 - Trade information and advisory services

Physical Presence

- With 52 participating African member countries, Afreximbank is headquartered in Cairo, Egypt and has five regional offices
 - Abuja, Nigeria - Anglophone West Africa
 - Abidjan, Côte d'Ivoire - Francophone West Africa
 - Harare, Zimbabwe - Southern Africa
 - Kampala, Uganda - East Africa
 - Yaoundé, Cameroon - Central Africa.

Key Financing Programmes and Facilities

Trade Finance	Pre-Export and Post-shipment financing, structured & Commodity Finance with Collateral Management.
Line of Credit	Export and import line of credit, pre- and post-export financing, letters of credit confirmation and correspondent banking services.
Note Purchase	Purchase of promissory notes or similar instruments providing financing to corporates; recourse to issuer and acceptor.
Direct Financing	Direct lending to entities with a balance sheet of at least US\$ 2m and annual revenue of more than US\$ 10m. Pre- and post-export financing up to a max 80% value.
Future Flow Pre-Financing	Future-flow debt offerings that rely upon receivables not generated from export of physical goods e.g. credit cards, royalties and migrant remittances.
Receivables Purchase/Discounting	Purchase of specific receivables of goods and services sold to foreign or domestic buyers.
Asset-Backed Lending	African content promotion in Africa's oil, gas and other mining sectors, maritime transport, railways and airline industries.
Project Related-Financing	Limited recourse financing in support of export projects (e.g. mining, manufacturing & related projects), and infrastructure projects (e.g. power, ports and telecom).

Plan VI: Impact 2022 – 2026 Extending the Frontiers

Pillar 1

IAT & AfCFTA Implementation



- Promote and finance intra-African trade and investment
- Facilitate intra-African Trade

Pillar 2

Industrialisation & Export Development



- Promote and support export manufacturing
- Promote industrialisation (Industrial Parks, SEZs, Agro-processing Zones)

Pillar 3

Leadership in Global Trade Banking in Africa



- Expand and deepen trade finance offerings
- Improve Africa's capacity in trade and access to trade finance

Pillar 4

Financial Sustainability



- Maintain solid profitability, liquidity, capital adequacy and asset quality.
- Make a meaningful impact on African trade

Introduction

Energizing sustainable industrialization in Africa through strategic financing.

Outline of the Presentation

- Afreximbank's Strategic Focus
- Export Development
- Financing Industrialization
- Key Priority Sectors
- Industrial Parks and Special Economic Zones (SEZs)
- Quality Assurance Initiatives
- Case Studies and Success Stories
- Conclusion and Future Outlook



Export Development

To act as a catalyst for industrialization by financing and supporting infrastructure and market access initiatives

Role and Functions

Facilitate Infrastructure Development: Support both "soft" and "hard" infrastructure projects to promote industrial growth.

Support Market Access: Provide financing to institutions that enhance market access for African goods and services.

Improve Production Efficiency and Quality: Offer financial and advisory support to improve the efficiency and quality of production.

Specific Functions

Financing Institutions: Provide funds to entities that facilitate market access for African exports

Advisory Services: Assist in policy and strategy development to create an enabling environment for industrialization.

Capacity Building: Offer training and technical assistance to strengthen industrial and export capabilities.

Financing Industrialization

Export Development Finance Initiatives

Credit Risk Bearing and Market Access Support

Support projects promoting non-commodity export production.

- Providing financial backing for export manufacturing and services.
- Combining credit risk bearing with market access initiatives to ensure project success.

Advisory Services and Capacity Building

Establish enabling environments for industrialization and export development.

- Offering advisory services to help countries and companies develop industrial policies and strategies.
- Providing technical assistance and training to improve industrial capabilities.

Key Priority Sectors

Agro-Processing

- Cashew and Other Nuts Processing
- Cocoa, Tea, Coffee Processing
- Edible and Cosmetics Oil Processing

Manufacturing

- Electronics and White Goods Manufacturing
- Packaging Materials, Textiles, and Clothing Manufacturing
- Shoes, Leather Products, Furniture, and Pharmaceuticals

Services

- Medical Tourism
- Logistics and Related Services

Industrial Parks and Special Economic Zones (SEZs)

Gabon: Integrated SEZ Focused on Timber Processing

Development of a SEZ primarily for timber processing and furniture manufacturing.

Impact: Creation of 12,500 jobs in the timber industry.

Côte d'Ivoire: Industrial Park in Abidjan PK-24

Focus on agro-processing and light manufacturing.

Impact: Boost local economy and increase value-added exports.

Nigeria: Multi-sectoral SEZ in Abia State

Part of the Made in Nigeria for Export Initiative.

Impact: Promote diversified manufacturing and exports.

Togo: Adetikope Industrial Park

Focus on processing and manufacturing.

Impact: Enhance processing capabilities and create jobs.

Quality Assurance Initiatives

The AQAC initiative aims to ensure African products meet global standards, thereby enhancing market access and competitiveness.

- **Compliance with International Standards:** Ensuring African products meet global standards to enhance market access.
- **Offering Testing, Inspection, and Certification Services:** Providing essential services to verify product quality and safety.

Pilot Project in Ogun State, Nigeria

- Partnership with Bureau Veritas as the Technical Partner.
- State-of-the-art laboratories and training rooms for testing, certification, inspection and training services.
- Chemical testing, contaminant analysis, microbiological testing, water and soil analysis, and plant analysis.

Recent Developments

On June 5th, 2024, a groundbreaking ceremony was held for a new AQAC in Imo State, further expanding the initiative's reach and impact.

Case Studies and Success Stories in Nigeria



Dangote Petroleum Refinery & Petrochemicals, Nigeria: USD2.675 billion for the construction and operations of the world's largest single train petroleum refinery in Ibeju-Lekki, Lagos.



Geometric Power Limited, Nigeria: USD50 million for commissioning a 141 MW Aba Integrated Power Project (Aba IPP) in Abia State.



Pacific Energy, Nigeria: Acquisition of the Omotosho and Olorunsogo power plants with a combined installed capacity of 670MW.



Azikel Refinery, Nigeria: USD270 million for the construction of a 12,000 barrels per day refinery.



Indorama Fertilizer, Port Harcourt, Nigeria: USD100 million for the construction of a 1.4 MTPA natural gas to UREA plant



Notore Chemicals, Nigeria: USD37 million term loan facility for turnaround maintenance, acquisition of critical plant spares, and two 22MW backup gas turbines.



Bank of Industry, Nigeria: Euros 175 million line of credit for various interventions.

Case Studies and Success Stories Cont..

Glo-Djigbé Industrial Zone, Benin

- Development of a 400 Ha integrated industrial zone focused on agro-processing and manufacturing.

Adetikope Industrial Park, Togo

- Construction of an industrial and logistics park focusing on processing and manufacturing.

Canal Sugar Project, Egypt

- Development of a sugar processing plant and agri-farm with a \$700 million investment.

Conclusion

Afreximbank's Commitment:

- Afreximbank is dedicated to driving sustainable industrialization and export development across Africa.
- Strategic initiatives in financing, infrastructure development, and quality assurance play crucial roles.

Strategic Projects and Initiatives:

- Significant investments in agro-processing, manufacturing and service sectors.
- Development of Industrial Parks and SEZs to boost local economies and create jobs.
- Establishment of African Quality Assurance Centres to ensure products meet international standards.

Success Stories:

- Case studies demonstrate the impact of strategic investments.



Thank You!

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