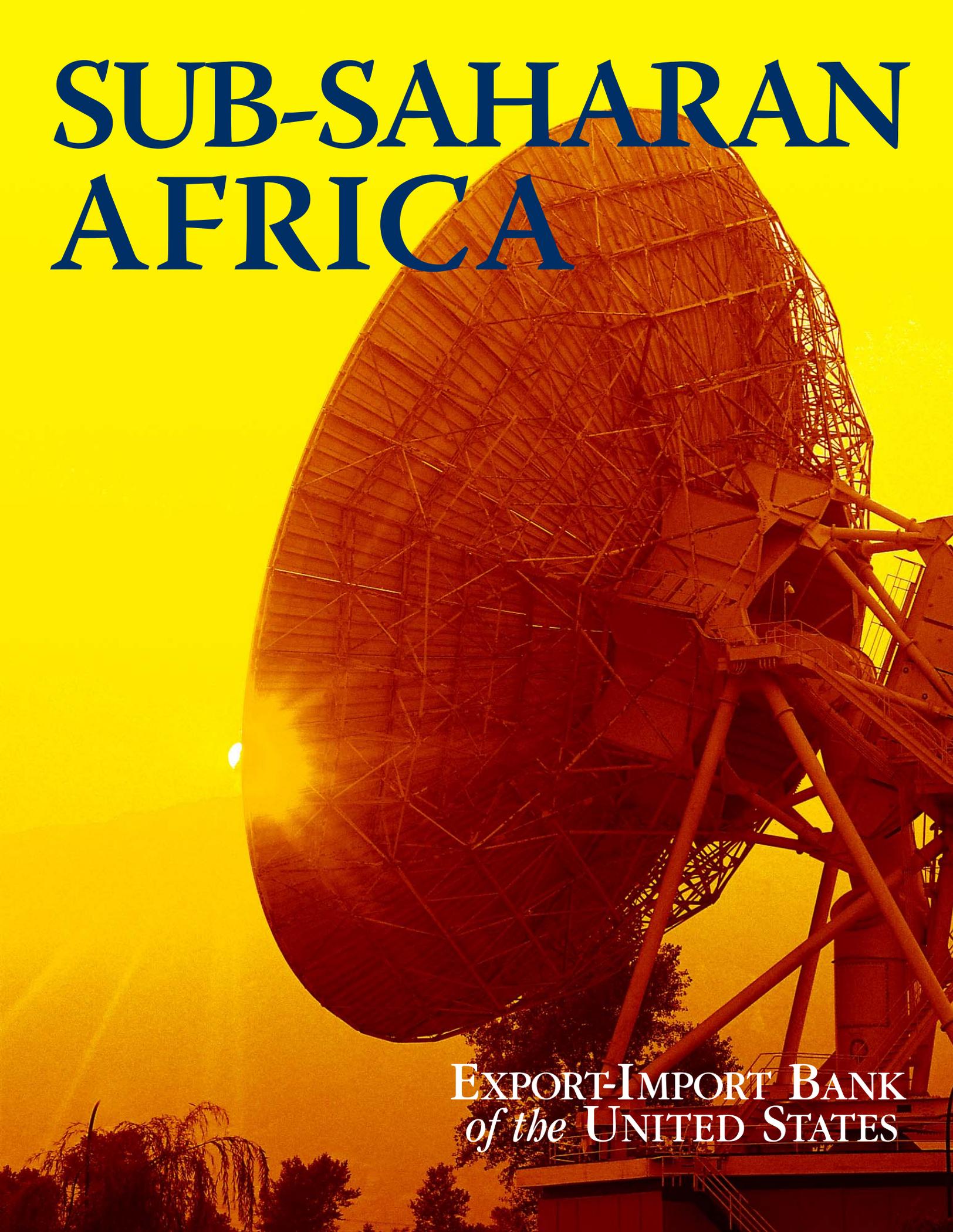


SUB-SAHARAN AFRICA

A large satellite dish antenna structure is the central focus of the image. The dish is a complex lattice of metal beams, forming a parabolic shape. It is supported by a sturdy metal framework of thick pipes and beams. The background is a bright, golden-yellow sky, suggesting a sunset or sunrise. The sun is visible as a small, bright white circle on the left side of the dish. The overall tone of the image is warm and industrial.

EXPORT-IMPORT BANK
of the UNITED STATES

African Growth and Opportunity Act and Ex-Im Bank

The African Growth and Opportunity Act (AGOA) provides certain sub-Saharan African countries duty-free and/or quota-free U.S. market access. To take advantage of this opportunity, sub-Saharan African manufacturers will need to increase production capacity.

Ex-Im Bank is ready to help sub-Saharan African manufacturers expand their businesses by financing U.S. exports of manufacturing equipment and services.

Success with AGOA

PNC Bank of Pittsburgh, Pennsylvania, financed \$551,600 of new and used textile manufacturing equipment from Southern Textile Exchange, LLC, in Chattanooga, Tennessee, to Overseas Knitwear Fabrics in Ghana. The transaction was supported with an Ex-Im Bank medium-term loan guarantee. Partially finished socks will be supplied and finished in Ghana and re-exported to the United States under AGOA.



EX-IM BANK FINANCES OPPORTUNITY

The Export-Import Bank of the United States (Ex-Im Bank) provides U.S. exporters with the financing tools they need to successfully compete for business in sub-Saharan Africa.

Ex-Im Bank support provides protection against international political and commercial risk, and gives U.S. exporters the ability to offer competitive financing to their international buyers through export credit insurance and loan guarantees.

EXPORT CREDIT INSURANCE

Export credit insurance supports the export of U.S. goods and services, including raw materials, semi-

manufactured, and finished goods. Lenders are more likely to discount insured receivables and include them in an exporter's borrowing base, which increases the working capital available to their business. Ex-Im Bank currently offers supplier and buyer credits, as well as Letter of Credit insurance for U.S. lenders. Short-term insurance policies support the export of U.S. goods and services with repayment terms of up to one year and cover up to 100 percent of the U.S. contract value. Medium-term insurance policies support the export of U.S. goods and services with repayment terms of up to seven years and cover up to 85 percent of the U.S. contract value.

LOANS AND GUARANTEES

Ex-Im Bank guarantees the repayment of medium- and long-term loans extended by commercial lenders to African buyers to finance the purchase of U.S. goods and services. Ex-Im Bank's loan guarantees cover 85 percent of the U.S. contract value. With Ex-Im Bank's cover, U.S. exporters and commercial lenders are able to provide attractive financing terms critical to achieving export success in today's challenging global marketplace.

USED AND REFURBISHED EQUIPMENT GUARANTEE

Ex-Im Bank will extend financing to support U.S. exports of equipment that has been previously owned or placed into service. Ex-Im Bank support for used equipment is subject to certain criteria which can be found on Ex-Im Bank's website at www.exim.gov.

AIRCRAFT FINANCE

Ex-Im Bank supports U.S. exports of new and used commercial and general aviation aircraft with its loan guarantee and insurance products. Ex-Im Bank offers financial support for both large and small commercial aircraft. In sovereign-guaranteed large aircraft transactions, Ex-Im Bank may also finance spare parts, ground equipment, training costs and transaction expenses.

WORKING CAPITAL GUARANTEE

Ex-Im Bank's Working Capital Guarantee encourages U.S. commercial lenders to make working capital loans to U.S. exporters by providing a 90 percent guarantee. An Ex-Im Bank guaranteed working capital loan can cover multiple export sales or individual contracts. There is no maximum dollar limit on these loans.



PROJECT FINANCE

Ex-Im Bank is able to consider project financing in most African countries. Ex-Im Bank's Project Finance program helps U.S. exporters compete in industries such as private power, telecoms, and other infrastructure sectors.

Additionally, for smaller projects under \$30 million, Ex-Im Bank will consider performing the necessary financial and legal analysis at no cost to the U.S.

exporter or international buyer. By substantially reducing transaction costs, Ex-Im Bank enables the U.S. exporter to offer a more comprehensive financing package to African purchasers during the construction period.

MEDICAL, ENVIRONMENTAL, AND TRANSPORTATION SECURITY INITIATIVES

Ex-Im Bank has special programs that provide enhanced support for medical equipment exports, environmentally beneficial exports, and exports related to international transportation security. The benefits include extended repayment terms and coverage of local costs for up to 15 percent of the U.S. contract value.

BACKING FOR RAND AND CFA DENOMINATED LOANS

U.S. exporters will find it easier to sell their products in West and Southern Africa because African companies can now arrange Rand and CFA denominated loans guaranteed by Ex-Im Bank. The Rand and the CFA have been added to the list of major pre-approved currencies for inclusion in Ex-Im Bank's Foreign Currency Guarantee Program.

Short-Term Insurance Pilot Program Success in sub-Saharan Africa

Guinea

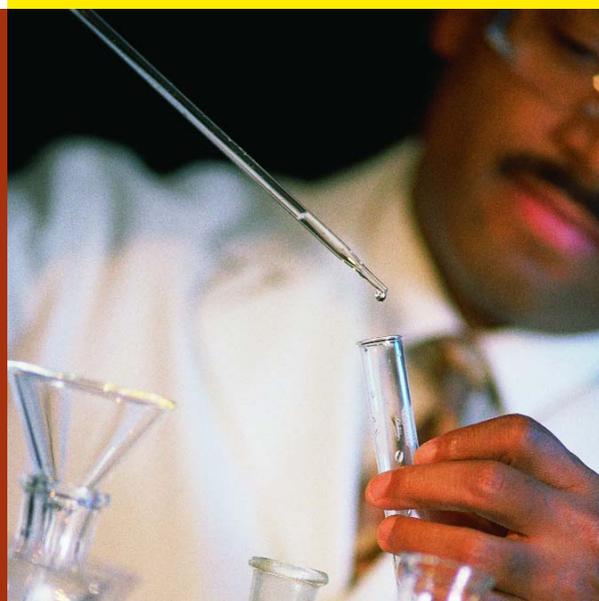
Ex-Im Bank approved a \$200,000 short-term, single-buyer policy for the Connell Company of New Jersey, to support the sale of mining equipment to the Alumna Company of Guinea.

Mauritania

Ex-Im Bank approved a commitment for a financial institution buyer credit insurance policy under the Africa Pilot Program to facilitate the sale of a \$450,000 shipment of soybean oil, dry milk, and canned tomatoes to ETS Bechir Ould Mohamed Fadel of Mauritania. East West Bank is the insured lender.

Short-Term Insurance Pilot Program

Ex-Im Bank revised and expanded its Short-term Insurance Pilot Program in sub-Saharan Africa. The program allows Ex-Im Bank to insure short-term financing, including open account terms, to *public and private sector* buyers in Angola, Chad, Congo (Brazzaville), Djibouti, Equatorial Guinea, Eritrea, Ethiopia, Guinea, Guinea Bissau, Madagascar, Malawi, Mauritania, Rwanda, Sao Tome & Principe, Togo, and Zambia. Ex-Im Bank is also open for short-term *public sector* transactions under the Insurance Pilot Program in Burkina Faso, Cameroon, Gabon, Gambia, Ghana, Mali, Mozambique, Niger, Nigeria, and Tanzania.



Ex-Im Bank Product Availability

Country	Short-term sector(s) open	Medium-term sector(s) open	Long-term sector(s) open	Open for Specially Financed Transactions
Angola	Public* & Private*			yes
Benin	Public & Private	Public & Private		yes
Botswana	Public & Private	Public & Private	Public & Private	yes
Burkina Faso	Public* & Private	Private	Private	yes
Burundi				yes
Cameroon	Public* & Private	Private		yes
Cape Verde Island	Public & Private	Public & Private	Private	yes
Central African Republic				yes
Chad	Public* & Private*			yes
Comoros				yes
Congo	Public* & Private*			yes
Congo (D.R.)				yes
Côte d'Ivoire	Private	Private	Private	yes
Djibouti	Public* & Private*			yes
Equatorial Guinea	Public* & Private*			yes
Eritrea	Public* & Private*			yes
Ethiopia	Public* & Private*			yes
Gabon	Public* & Private	Private	Private	yes
Gambia	Public* & Private	Private		yes
Ghana	Public* & Private	Private		yes
Guinea	Public* & Private*			yes
Guinea-Bissau	Public* & Private*			yes
Kenya	Public & Private	Public & Private		yes
Lesotho	Public & Private	Public & Private	Public & Private	yes
Liberia				yes
Madagascar	Public* & Private*			yes
Malawi	Public* & Private*			yes
Mali	Public* & Private	Private		yes
Mauritania	Public* & Private*			yes
Mauritius	Public & Private	Public & Private	Public & Private	yes
Mozambique	Public* & Private	Private	Private	yes
Namibia	Public & Private	Public & Private	Public & Private	yes
Niger	Public* & Private	Private		yes
Nigeria	Public* & Private	Private		yes
Rwanda	Public* & Private*			yes
São Tomé & Príncipe	Public* & Private*			yes
Senegal	Public & Private	Public & Private	Private	yes
Seychelles	Public & Private	Public & Private		yes
Sierra Leone				yes
Somalia				yes
South Africa	Public & Private	Public & Private	Public & Private	yes
Swaziland	Public & Private	Public & Private	Public & Private	yes
Tanzania	Public* & Private	Private		yes
Togo	Public* & Private*			yes
Uganda	Public & Private	Public & Private		yes
Zambia	Public* & Private*			yes
Zimbabwe				yes

DEFINITIONS:

Short-term:

Consumables, raw materials, small capital goods – up to 360 days

Medium-term:

Capital goods and/or services – repayment terms up to 7 years (maximum 2 years disbursement plus 5 years repayment)

Long-term:

Capital goods and/or services – repayment terms over 5 years

Public Sector:

Entities at least 50% owned by the government

Private Sector:

Privately-owned companies, financial institutions, and entities less than 50% owned by the government

Specially Financed Transactions:

Project Finance transactions (projects without full recourse to established obligor or guarantor), asset-based aircraft leases or sales, arrangements offering access to foreign exchange, third country obligor or guarantor, borrowers with access to international capital markets, etc.

** Sector open under the Short-term Insurance Pilot Program*

Current as of July 2004. Please refer to www.exim.gov, under Country Limitation Schedule (CLS), for the most recent listing or call 800.565.3946 (EXIM) or 202.565.3946 (EXIM).

E-MAIL AFRICA



HOW CAN I JOIN?

Send your request by e-mail to ExImAfrica@exim.gov. You can also contact us through the Africa fax line at 202.565.3839 or visit our website at www.exim.gov, where you can click on our Africa page and receive further information about E-mail Africa and our other Africa initiatives.

WHAT IS IT?

Ex-Im Bank has a marketing outreach program based on Internet communication. E-mail Africa provides monthly Africa updates via e-mail. This timely format highlights Ex-Im Bank's activities in Africa, including new initiatives, programs, information on upcoming Ex-Im Bank trips, special events, and information on additional U.S. government resources.

HOW DO I FIND A LENDER OR INSURANCE BROKER THAT PARTICIPATES WITH EX-IM BANK?

Ex-Im Bank will provide you with a list of commercial lenders and insurance brokers active under Ex-Im Bank's loan guarantee and insurance products. Please call our Business Development Group at 202.565.3946 to obtain the lender referral list or Ex-Im Bank's most active broker list. The lender referral list is also on our website at www.exim.gov under the "Partners" section within "About Ex-Im."



More Information

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