

**Baker  
McKenzie.**

# Export Credit Agency Export Finance

**TRANSACTIONAL  
POWERHOUSE**  
Banking and Finance

Leading and closing complex deals – every day

# 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.

### Middle East

Baker McKenzie has been active in the Middle East since the mid-1970s. In that time, we have established a substantial presence, first as an associated office in Riyadh in 1979 (Legal Advisors), then opening an associated office in Cairo in 1985 (Helmy, Hamza & Partners), Bahrain in 1998, Abu Dhabi in 2009 and Doha in 2011. On 1 July 2013, Baker McKenzie merged with leading UAE firm, Habib Al Mulla, marking the firm's arrival in Dubai, and the firm opened a further associated office in Jeddah in October 2014 (Legal Advisors).

We have over 30 partners and 130 associates who operate as an integrated team, often with colleagues from Baker McKenzie offices worldwide. Our approach eliminates logistical issues when coordinating international and local counsel, resulting in less duplication, greater efficiency, lower cost and a higher level of service.

### 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" six 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 five 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 experience in OHADA Treaty Countries.

## OUR SELECTED AWARDS

Tier 1 - 2021 - Emerging Markets – **Legal 500**

Tier 2 - 2021 - Trade Finance – **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

## \$1.6BN TANZANIAN LIGHT RAILWAY PROJECT

ADVISED STANDARD CHARTERED BANK, AS GLOBAL COORDINATOR AND STRUCTURING BANK, AND OTHERS, ON THE COMBINED **USD 1.6 BILLION** FINANCING PACKAGE TO THE TANZANIAN MINISTRY OF FINANCE AND PLANNING, INCLUDING AN **EKN** AND **SEK** BACKED FACILITY, TO FUND THE CONSTRUCTION OF A STANDARD GAUGE LIGHT RAILWAY IN TANZANIA.

**GTR 2021 DEAL OF THE YEAR**

## SOLAR FIT PROJECT IN EGYPT

ADVISED THE FINANCE PARTIES ON ROUND 1 OF A 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.



## ISTANBUL METROPOLITAN MUNICIPALITY WASTE TO ENERGY PROJECT

ADVISED SOCIÉTÉ GÉNÉRALE, BNP PARIBAS AND THE BLACK SEA TRADE AND DEVELOPMENT BANK (THE LENDERS) ON **SERV**-COVERED AND TIERED COMMERCIAL FACILITIES TO THE ISTANBUL METROPOLITAN MUNICIPALITY FOR A NEW ENERGY-FROM-WASTE PROJECT TO ESTABLISH THREE LINES OF INCINERATION WITHIN INCINERATION CAPACITY TOTALLING 1 MILLION TONNES PER YEAR.

**GTR 2020 DEAL OF THE YEAR**  
**TXF DEAL OF THE YEAR 2020**



## BNP PARIBAS, CREDIT AGRICOLE CIB, MIZUHO, SMBC AND EKN FINANCING FOR SOFTBANK

ADVISED BNP PARIBAS, CREDIT AGRICOLE CIB, MIZUHO, SMBC AND EKN ON A USD 462 MILLION FINANCING FOR SOFTBANK GROUP CORPORATION IN CONNECTION WITH THE PURCHASE OF 5G EQUIPMENT AND RELATED SERVICES.



## FINANCING OF THREE HOSPITALS IN OMAN

ADVISED STANDARD CHARTERED BANK, CREDIT AGRICOLE CIB AND UK EXPORT FINANCE IN CONNECTION WITH THE C. USD 900 MILLION FINANCING TO THE SULTANATE OF OMAN FOR THE CONSTRUCTION AND DEVELOPMENT OF THREE HOSPITALS IN OMAN.

**GTR 2020 DEAL OF THE YEAR**



## BNP PARIBAS FORTIS FINANCING FOR OCP SA, MOROCCO

ACTING FOR BNP PARIBAS FORTIS IN RELATION TO TWO **CESCE** COVERED FACILITY AGREEMENTS PROVIDED TO OCP SA IN MOROCCO TO SUPPORT IN IMPORT OF EQUIPMENT FROM SPAIN.



## ANGOLAN AIRPORT SOVEREIGN FINANCE

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.



## UKRAINIAN RENEWABLE ENERGY PLANT 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.



## ECA & TCL FACILITIES FOR SAUDI STEEL COMPANY

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



## UKEF COVERED FACILITY AGREEMENT FOR PETROBRAS

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.



## HERMES AND COFACE COVERED LOANS TO BAKUBUS

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



## UKEF COVERED FINANCING OF KABAAL AIRPORT

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**



## ECA COVERED FINANCING TO TRANSANTIAGO BUS NETWORK, CHILE

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.



## MTN NIGERIA'S LARGEST FINANCING TO DATE

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



## CRR DIRECTIVE ADVICE

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



## K-SURE COVERED FACILITY FOR SONANGOL

ADVISED STANDARD CHARTERED BANK AND AFRICAN EXPORT-IMPORT BANK IN RELATION TO A **USD 1 BILLION** RECEIVABLES BACKED DUAL TRANCHE **K-SURE** COVERED AND DFI COMMERCIAL FACILITY FOR SONANGOL.



## VARIOUS EBRD FINANCINGS

ADVISED 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.



## EKN COVERED FINANCING TO TURKCELL

ADVISED THE FINANCE PARTIES IN CONNECTION WITH A USD 150 MILLION **EKN**-COVERED FINANCING FOR TURKCELL.

**ECA FINANCE DEAL OF THE YEAR**  
**BONDS & LOANS AWARDS**  
**TURKEY 2020**



## ECA FRAMEWORK AGREEMENTS WITH AFRICAN MINISTRIES OF FINANCE

ADVISED 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.



## SACE COVERED FACILITY TO THE EGYPTIAN ELECTRICITY HOLDING COMPANY

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**



# Key Contacts

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