

TURK EXIMBANK

CREDIT AND INSURANCE PROGRAMS

FUNDA BAYDAR
Regional Manager

*2nd Meeting of the COMCEC Trade Working Group –
Improving SMEs Access to Trade Finance in the OIC Member States*

October 31, 2013

ANKARA



Türk Eximbank;

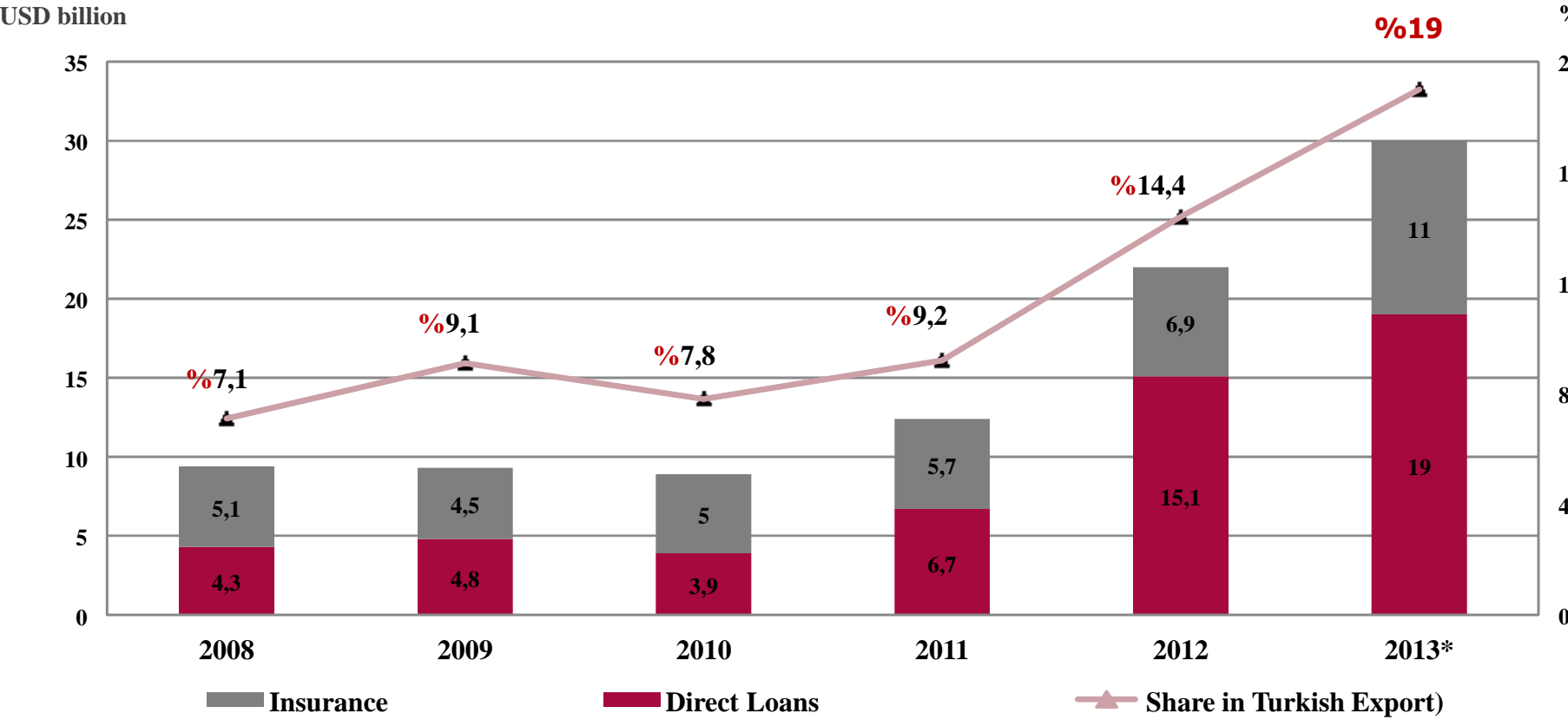
Official Export Credit Agency of Turkey

Wholly owned by the Turkish Treasury

Political risk losses are indemnified by the Turkish Treasury



Support to Export on Yearly Basis



* Target



Provides

**Insurance
guarantee**

exporters

**overseas
contractors**

**foreign
exchange
earning
sectors**

**Direct
loans**



Export credit facilities...

ST Export Credits

Loans for Foreign Currency Earning Sectors

Investment and Working Capital Programs (M/L-T)

Specific Credit Program

**Country Credits/Guarantee (Buyers' Credit/Guarantee)
Programs**



Common Features

ELIGIBLE COMPANIES

- **Export-Oriented Manufacturers**
- **Manufacturer-Exporters**
- **Exporters**
- **Foreign Trade Corporate Companies**
- **SMEs**
- **Overseas contractors**

LOAN COLLATERAL

- **Letter of Guarantee**
- **Credit Guarantee Fund Warranty**
- **ST insurance policy ***

MATURITY

- **Up to 360 days for ST**
- **Between 360 and 720 days for MT**
- **Up to 10 years for LT**

INTEREST RATES

- **Ranges between LIBOR+0,75 and LIBOR+3,25**
- **Determined in accordance with market conditions and cost of funding**



Recent Developments in Buyers' Credit

Credit lines of USD 1 billion for Egypt and USD 200 million for Tunisia

Over USD 300 million has been allocated for projects in Ghana and Senegal

USD 259 million of limit for the banks in the target markets

Letters of Intent destined for 33 countries for a support of USD 10,4 billion



Export Credit Insurance Facilities...



ST Insurance Program

M/L-T Insurance Program

Overseas Contractors' Political Risk Insurance Program

ST Domestic Insurance Program



Insurance Programs provides...



Recent Developments in Insurance Programs

In 2012, USD 2 billion of USD 7 billion was for SMEs.

In 2013 (Q3), USD 1,5 billion of USD 7 billion was for SMEs.

Domestic Insurance Program has been put into effect in the 2nd half of 2013 as a pilot program.

Overseas Contractors' Services Political Risk Insurance Program has been put into in the 2nd half of 2013.

Cooperation with the international export credit and investment insurance agencies has been intensified



Positive Discrimination for SMEs

SMEs are eligible for all of loan/insurance programs

A special credit program for SMEs-only

67% of the companies benefited from our loans are SMEs

Maturity option of 360 days for SMEs only in RCP

Reservation of 30% of the credit limits in commercial banks

Priority in many respects under all programs



Developments in Credit and Insurance Facilities (January – September 2013)

Loans (direct loans)

USD 14,5 billion

31 % ↑

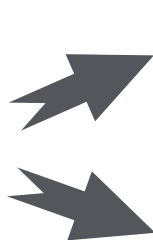
ST Credits

USD 13,6 billion

M/L-T Loans

USD 872 million

■ Credits



- 74 % in FX
- 26 % in TL
- 83 % direct loans
- 17 % via intermediary banks

■ Number of companies : 2010 September 2013

Credits 2.314 3.697

Insurance 1.213 1.850

48% of the
loans in
2013 for
SMEs

67% of the
firms in
2013 are
SMEs





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