



DEVELOPMENT & STRUCTURED EXPORT FINANCE

SOCIETE GENERALE – FOOTPRINT IN AFRICA

COORDINATION WITH SCANDINAVIAN EXPORTERS

1

DEVELOPMENT & STRUCTURED EXPORT FINANCE

OUR MISSION

A Global Finance Approach for Clients

- SG CIB is a global leader in delivering export and import financial solutions together with development financing.
- We present Financial solutions, Risk cover and Advisory services related to import or export contracts whose underlying assets are capital goods and/or services.
- We are responsible for all business solutions relating to Export Credit Agencies (ECAs) and Multilateral Finance Institutions (MFIs) for A/B loans and guarantees.

Based in **18**
countries

over **75**
employees

23
private insurers

42
countries
including
33
importing
countries
and
9
exporting
countries

22
export credit
programs

TXF Best in Class
3rd Best Export Finance
Bank
2018

40
years of knowledge and
practice with their
export credit programs



Health



Environment



Infrastructure



Energy



Transport



Media & Telecoms

KEY FIGURES

Based in **18**
countries

over **75**
employees

23
private insurers

42

countries
including
33 importing
countries and
9 exporting
countries

22

export credit programs

Société Générale Export
Finance ranked #3

- Africa ranked #1
- Europe #1
- Middle East #2

40

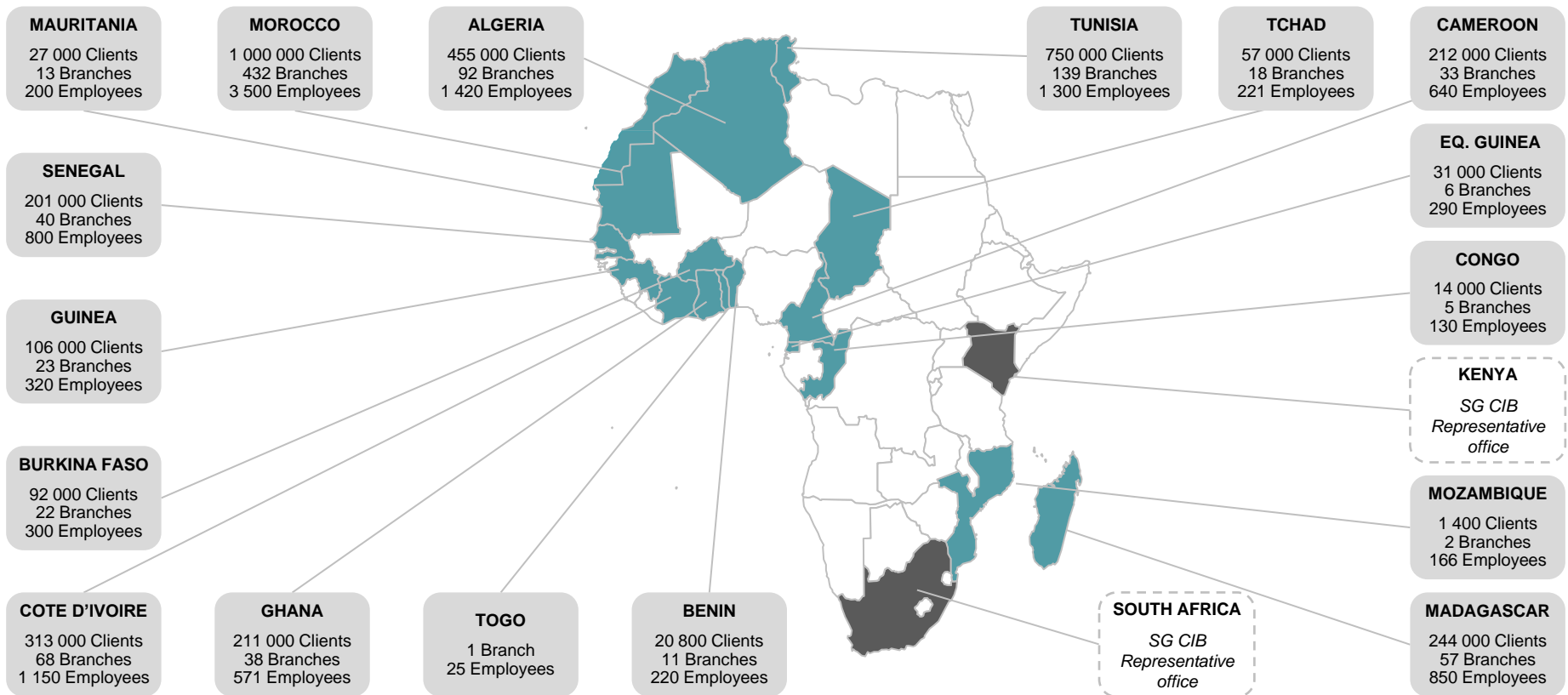
years of knowledge and practice
with their export credit
programs

 EFIC	 JBIC & NEXI
 OeKB	 KSURE & KEXIM
 Credendo	 ODL
 EDC	 Atradius
 SINOSURE	 GIEK
 EGAP	 KUKE
 EKF	 CESCE
 OYJ	 EKN
 Bpifrance AE	 SERV
 Euler Hermes	 UKEF
 SACE	 Ex Im Bank

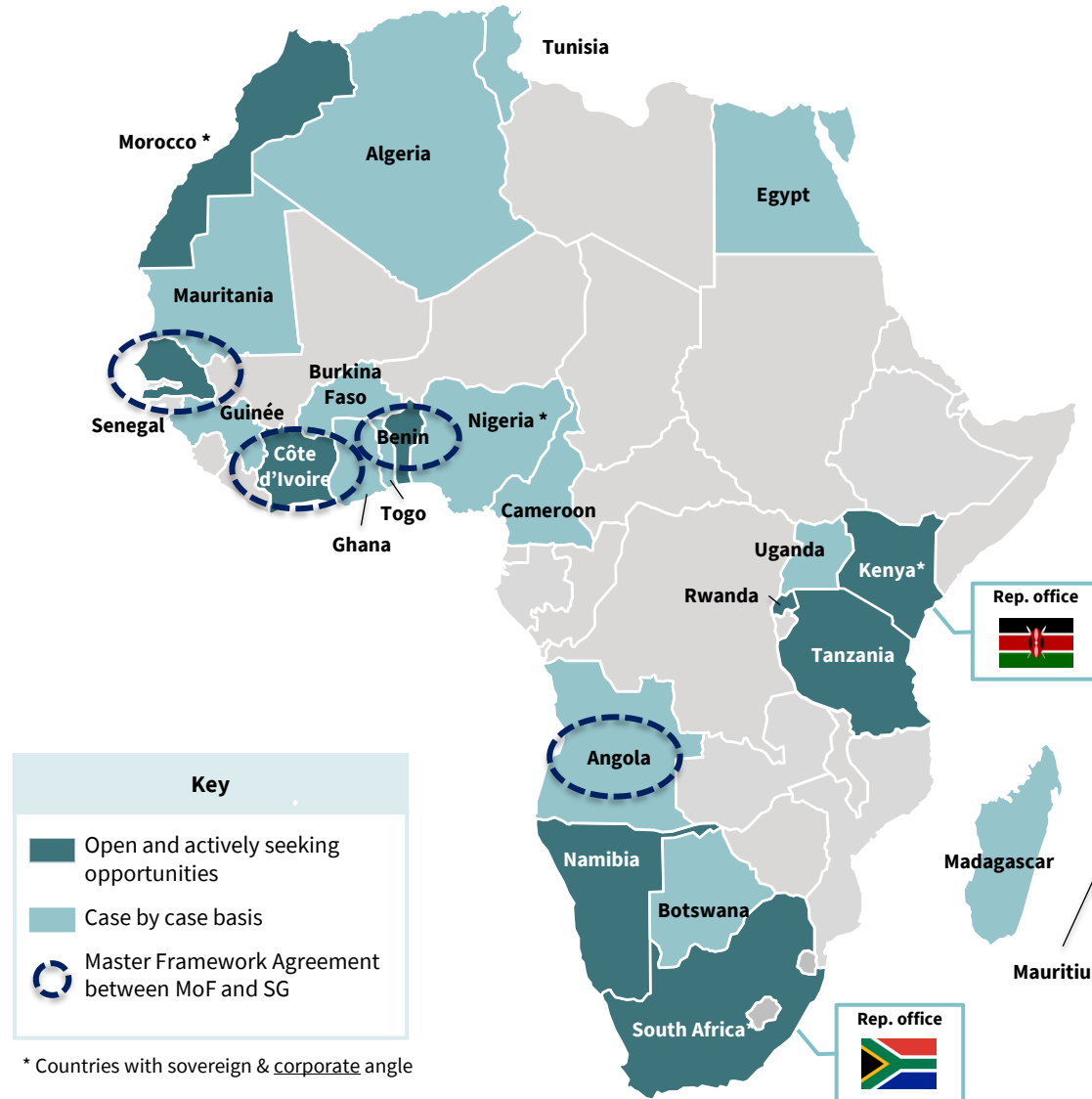
2

OUR FOOTPRINT IN AFRICA

SG LOCAL PRESENCE IN AFRICA



MAPPING SG EXPORT FINANCE CAPABILITIES IN AFRICA 2022



LANDMARK TRANSACTIONS IN AFRICA




Solar Street Lights

BPI AE Buyer Credit & Tied Commercial Loan

EUR 132,229,036

Coordinator, MLA and Lender
2021 Senegal




Construction of the regional CHU of GAOUA

CREENDO Buyer Credit

EUR 83,013,000

Coordinator, MLA and Lender
2021 Burkina Faso




Cable Car Transport

BPI AE Buyer Credit

EUR 102,388,643

Mandated Lead Arranger & Lender
2021 Madagascar




Solar Street Lights

BPI AE Buyer Credit & Tied Commercial Loan

EUR 70,680,837

Coordinator, MLA and Lender
2021 Senegal



Bitá Water Project


THE WORLD BANK
IBRD + IDA

African Trade Insurance Agency
Agence pour l'Assurance de Commerce en Afrique

IBRD Guaranteed Facility

USD 910,000,000

Mandated Lead Arranger
2021 Angola




Eastern Corridor Road & bridges rehabilitation

UKEF Buyer Credit & Tied Commercial Loan

EUR 176,793,925

Sole Mandated Lead Arranger
2021 Côte d'Ivoire



Construction of a greenfield crude oil refinery in Nigeria

SACE Buyer Credit

USD 300,000,000
Agent, Arranger & Lender

2020 Nigeria



Design & Construction of the Tour F in Abidjan

Credendo Green Buyer Credit

EUR 150,000,000

Sole Mandated Lead Arranger
2020 Côte d'Ivoire




NAT & MOF Arab Republic of Egypt

UKEF Buyer Credit

EUR 1,885,630,553

Mandated Lead Arranger & Lender
2020 EGYPT



Construction of the CHU of Abomey-Calavi in Benin

BPI AE Buyer Credit
Tied Commercial Loan

EUR 175,000,000
Mandated Lead Arranger

2020 Benin




Construction of a standard gauge railway in Tanzania

EKF Buyer Credit

USD 992,907,801
Mandated Lead Arranger

2020 Tanzania




Civil works for the installation of 40 potable water treatment units

Tied Commercial Loans

EUR 50,518,068
Mandated Lead Arranger

2019 Côte d'Ivoire



Two Drill Ships

K-SURE Buyer Credit

EUR 570,000,000

Mandated Lead Arranger & Lender
2019 Angola




Potable Water Supply Plant of la Mé

BPI AE Buyer Credit & Tied Commercial Loan

EUR 132,229,036
Mandated Lead Arranger

2018 Côte d'Ivoire




Security Equipment

Epifrance AE Buyer Credit & Tied Commercial Loan

EUR 49,933,359
Mandated Lead Arranger

2018 Côte d'Ivoire



MOF - Train Maintenance Centre

CESCE Buyer Credit & Tied Commercial Loans

EUR 109,454,831

Mandated Lead Arranger & Agent
2018 Angola




Ministry of Economy, Finance and Planning

Bpifrance AE Buyer Credit & Tied Commercial Loan

EUR 225,905,275

Mandated Lead Arranger
2018 Sénégal



Modernization of Meteorological System

Epifrance AE Buyer Credit & Tied Commercial Loan

EUR 67,246,222

Agent, Arranger & Lender
2018 ANGOLA




MoF Angola - Makiber Kuito Hospital

CESCE Buyer Credit & Tied Commercial Loan

EUR 55.3M

Mandated Lead Arranger
2017 Angola




Konza Technopolis

SACE Buyer Credit & Tied Commercial Loan

EUR 441,404,103
Mandated Lead Arranger & Lender

2017 Kenya



RABAI-KILIFI 132 kW Power Transmission Line, KETRACO

CESCE Buyer Credit & Tied Commercial Loan

EUR 25,169,529

Mandated Lead Arranger, CESCE & Facility Agent, Sole Lender
2017 Kenya

FINANCING FOR THE CONSTRUCTION OF A POTABLE WATER SUPPLY PLANT LINKED TO THE MÉ RIVER – VEOLIA & PFO PARTNERSHIP



Why is this deal significant ? The project addresses the Ivorian Authorities needs to diversify water supplies in Abidjan and meet the increasing demand after 2020 for clean water and especially in the poorer districts of the city.

It is also a key project as it demonstrated to both customers of SG CIB and SG Côte d'Ivoire their ability to support them with a comprehensive financing solution and enabling them to offer their expertise and knowledge of an international bank with the proximity of a local bank.

Eventually this deal is a very positive development as it represents a positive impact project meeting the "Sustainable Development Goals" (SDG) of the Export Finance business line and the Group's strategy:

- The new water supply system will grant poor populations access to new sources of water and help improving their living conditions in the country, as targeted by goal #1 "End poverty in all its forms everywhere";
- By providing a new source of drinkable water for the country, the project fits perfectly within the goal #6 "Ensure access to water and sanitation for all";
- Development of basic infrastructures such as water sanitation and distribution facilities is crucial to achieving sustainable development and empowering communities in Côte d'Ivoire (#9 Build infrastructure, promote sustainable industrialization and foster innovation).



Potable water supply plant of la Mé

Bpifrance AE Buyer Credit & Commercial Loans

EUR 246,910,195

Mandated Lead Arranger,
Lender & Agent

2018

Côte d'Ivoire



DEVELOPMENT & STRUCTURED EXPORT FINANCE AFRICA TEAM



Philippe Le Roch

Head of DSE Africa

Tel: +33 (0)1 42 14 72 85

Bby: +33 (0)6 18 88 98 80

philippe.leroch@sgcib.com



Randolph Davis Fotso

DSE Africa

Tel: +33 (0) 1 58 98 58 83

Bby: +33 (0)6 31 83 53 14

randolph-davis.fotso@sgcib.com



Vincent Montrichard

DSE Africa

Tel: +33 (0)1 42 14 69 38

Bby: +33 (0)6 88 89 81 04

vincent.montrichard@sgcib.com



Elsa Rougier

DSE Africa

Tel: +33 (0)1 57 29 13 17

Bby: +33 (0)6 38 38 87 95

elsa.rougier@sgcib.com



Idriss Satouri

DSE Africa

Tel: +33 (0)1 58 98 56 09

Bby: +33 (0)7 60 98 34 50

idriss.satouri@sgcib.com



Valérie Tortelier

DSE Africa

Tel: +33 (0)1 42 14 26 03

Bby: +33 (0)6 84 73 84 51

valerie.tortelier@sgcib.com



Philippe Laclef

DSE Africa

Tel: +33 (0)1 58 98 10 69

Bby: +33 (0)6 65 75 70 20

Philippe.laclef@sgcib.com



Haifa Triki

DSE Africa

Tel: +33 (0)1 42 14 24 86

Bby: +33 (0)6 82 87 32 86

haifa.triki@sgcib.com



Badr Lachgar

DSE Africa

Tel: +33 (0)1 56 37 87 52

Bby: +33 (0)6 65 78 23 96

badr.lachgar@sgcib.com

CONTACT OF SCANDINAVIAN DESK



Agnes DESCHENES VOIRIN

Director – Head of
Scandinavian Desk

Tel: +33 1 42 13 94 01

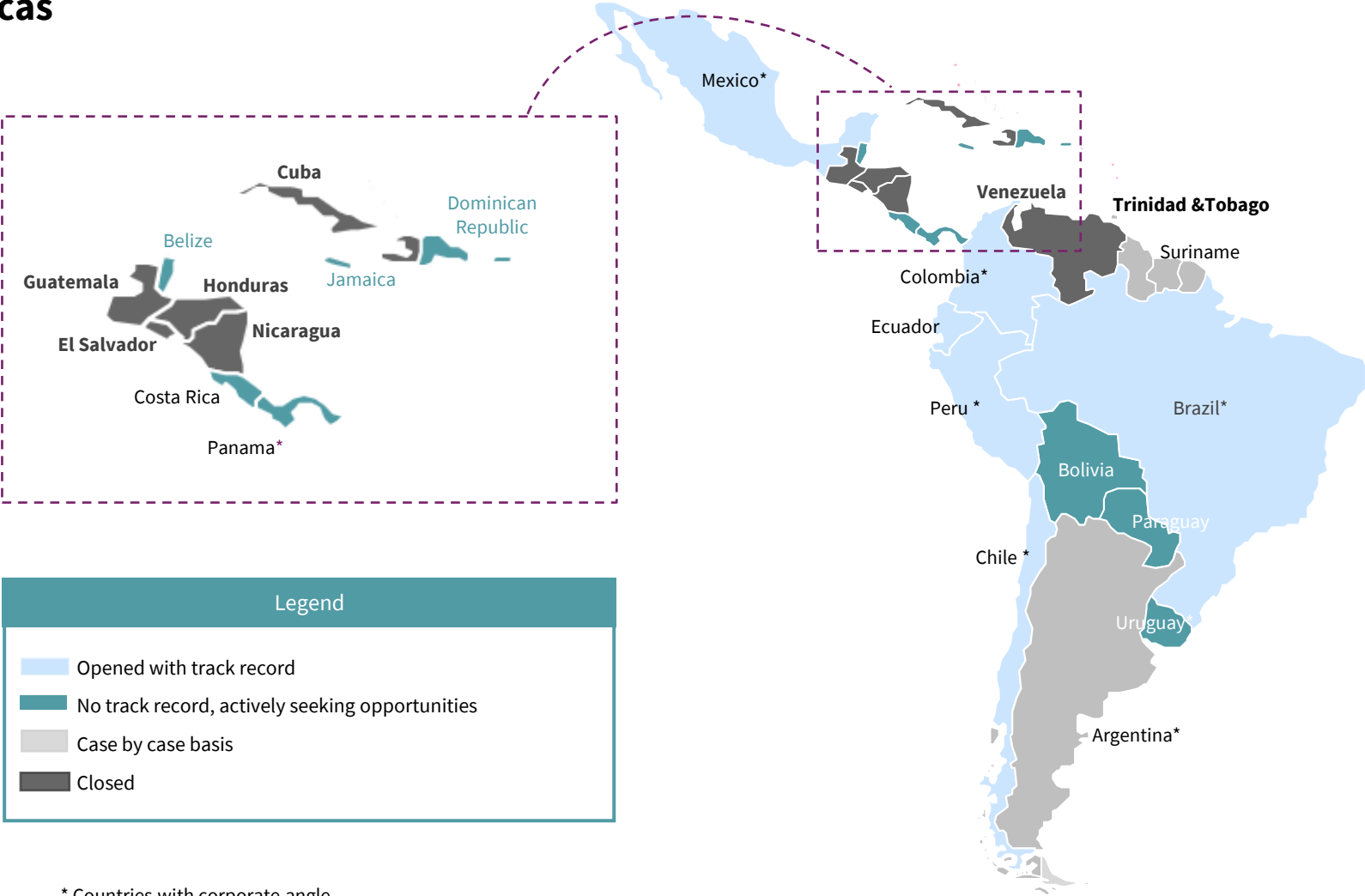
agnes.deschenes-voirin@sgcib.com

3

OTHER GEOGRAPHICAL FOOTPRINTS

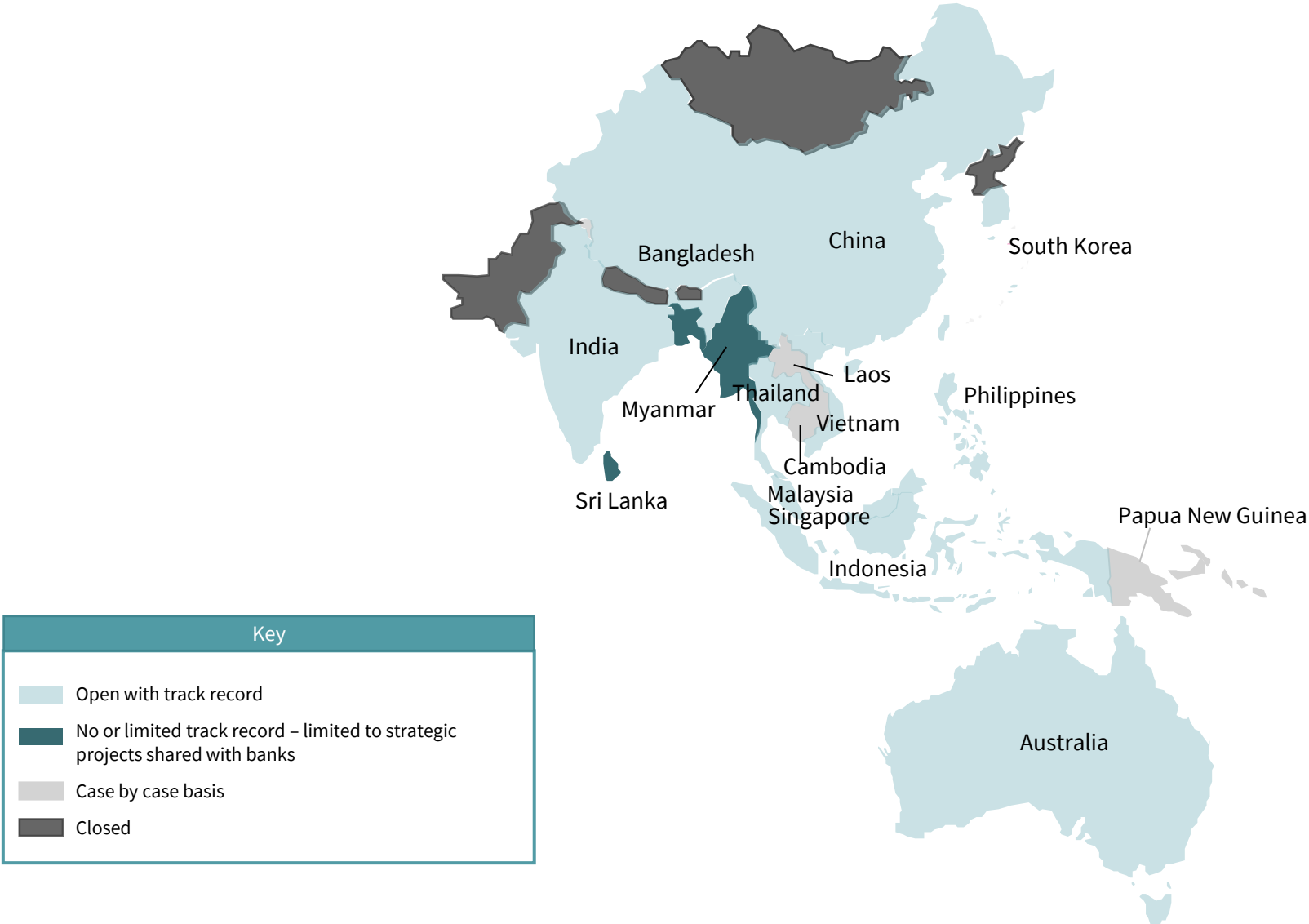
MAPPING SG EXPORT FINANCE CAPABILITIES

Americas



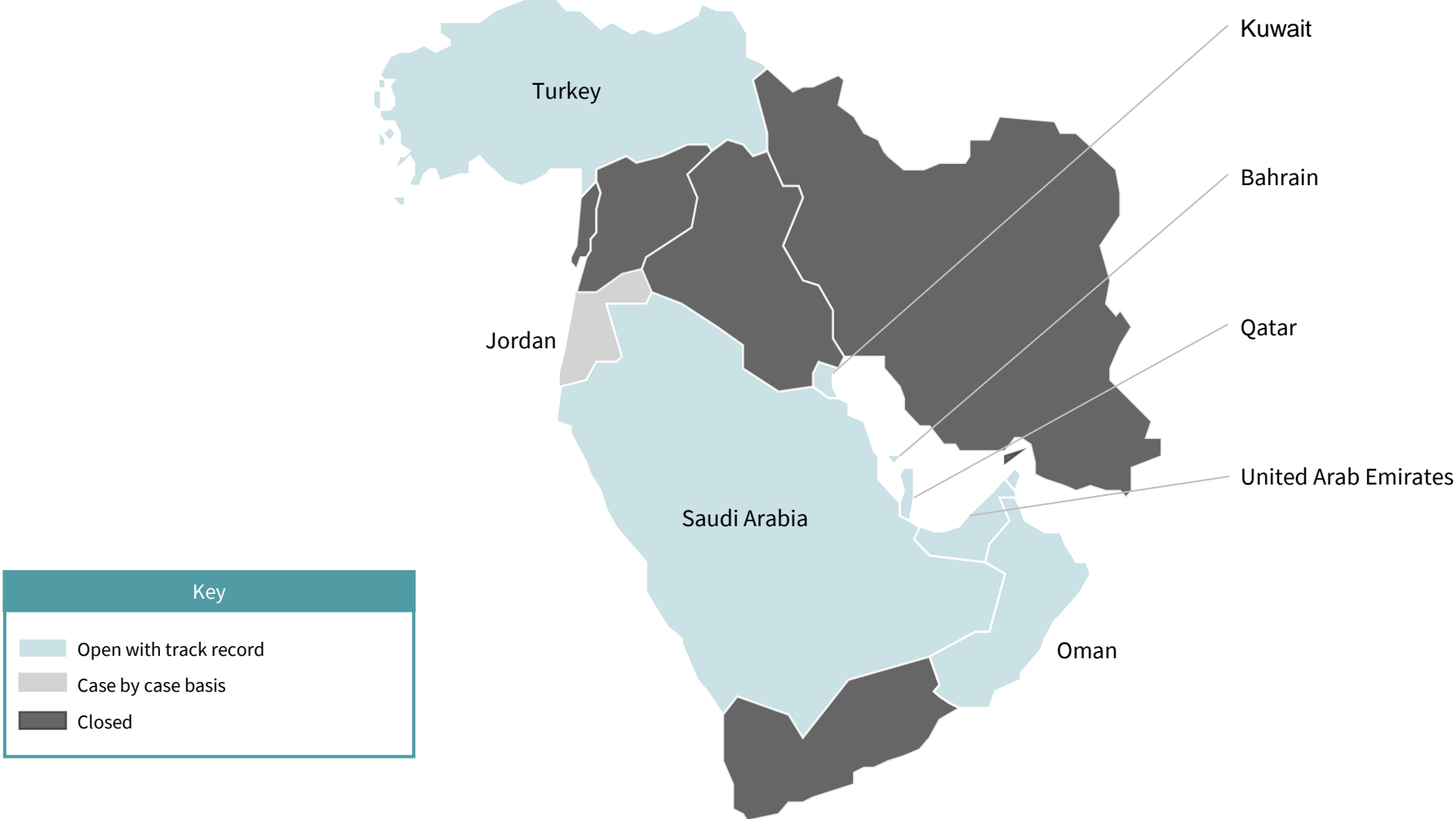
MAPPING SG EXPORT FINANCE CAPABILITIES

Asia



MAPPING SG EXPORT FINANCE CAPABILITIES

Middle East & Turkey



MAPPING SG EXPORT FINANCE CAPABILITIES

Europe, Russia & CIS



Legend

- Light Blue: Opened with track record
- Dark Green: No track record, actively seeking opportunities
- Purple: Marketing strategy focused on export capabilities
- Brown: Active and further development
- Grey: Case by case basis
- Black: Closed

*Focused on core Russian clients of SGCIB with hard ccy revenues and not impacted by sanctions, with exporters which are core clients of the bank

**THE FUTURE
IS YOU**



**SOCIETE
GENERALE**