



# **TXF MENA 2019: ECA, Project, Trade & Commodity Finance**

08 - 10 Oct 2019

Poll results

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- 9. I spend most of my day:
- 10. If you could pick one issue that's holding the market back, and that we need to do differently, which of the following would it be:
- 11. For all attendees except ECAs, describe your ideal ECA:
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- for operations in the Middle East going forward?
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# 1. Where are you based?

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Middle East



Africa



Europe



Americas



Asia Pacific



## 2. How much experience do you have in ECA Financing?

1 3 1

Rookie (up to 2 years)



Still learning (2-5 years)



Seasoned Expert (5-15 years)

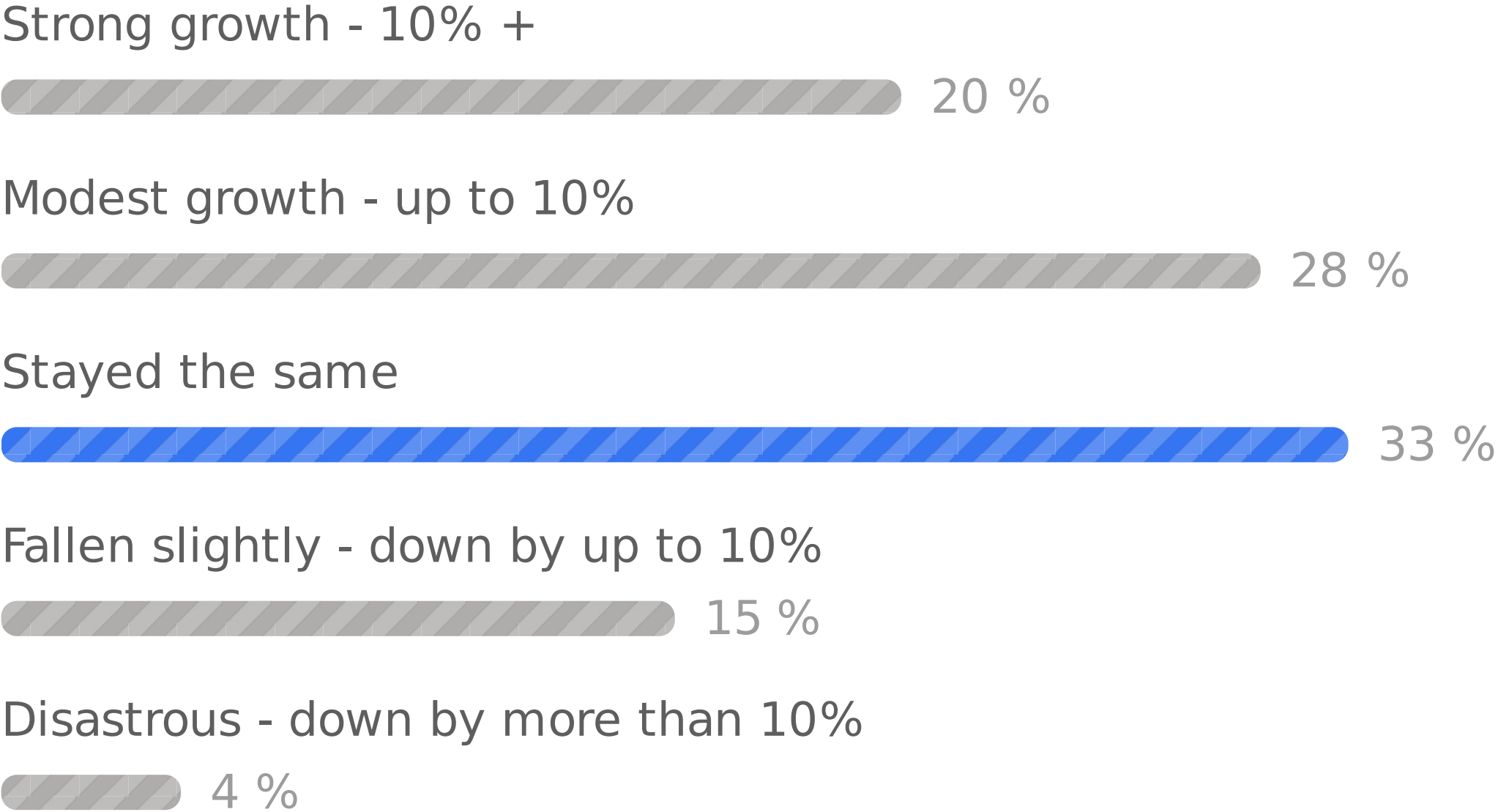


Veteran (15+ years)



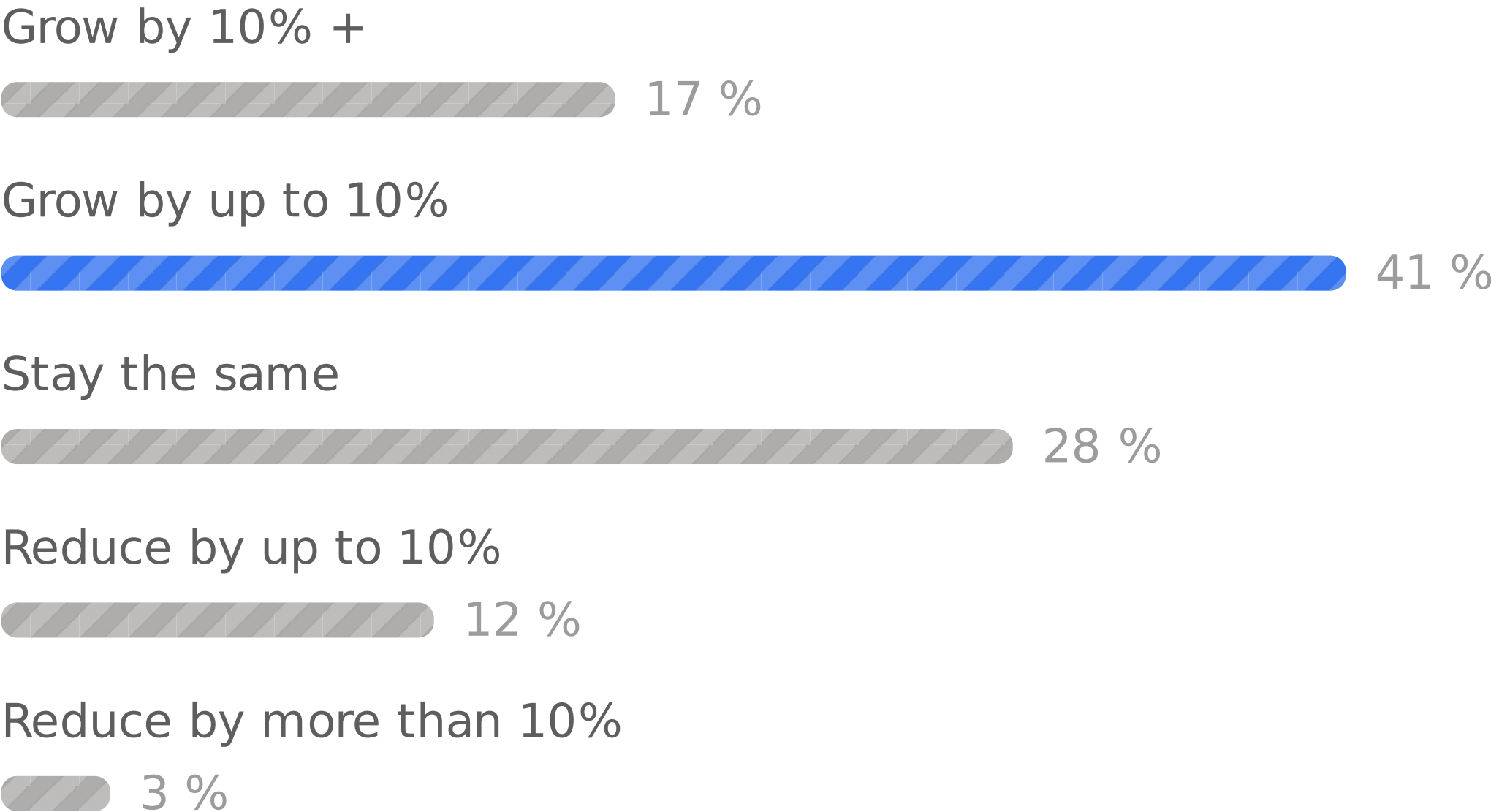
### 3. How has your business performed over the last 12 months?

1 4 1



# 4. How do you expect ECA financing volumes in MENA to develop over the next 12 months?

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# 5. Which country will provide the most opportunities in ECA Financing over the next 12 months?

(1/2)

Bahrain

1 %

Egypt

18 %

Iraq

23 %

Kuwait

5 %

Oman

5 %



# 5. Which country will provide the most opportunities in ECA Financing over the next 12 months?

1 4 8

(2/2)

Saudi Arabia



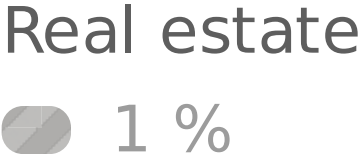
UAE



# 6. Which sector will see most growth in ECA financing?

1 4 1

(1/2)



## 6. Which sector will see most growth in ECA financing?

1 4 1

(2/2)

Transport Infrastructure



Other



# 7. Which ECA will be the most active in MENA over the next 12 months?

1 3 7

(1/2)

BPI



Hermes



JBIC/NEXI



KEXIM/KSure



SACE



## 7. Which ECA will be the most active in MENA over the next 12 months?

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(2/2)

Sinosure



UKEF



US Exim

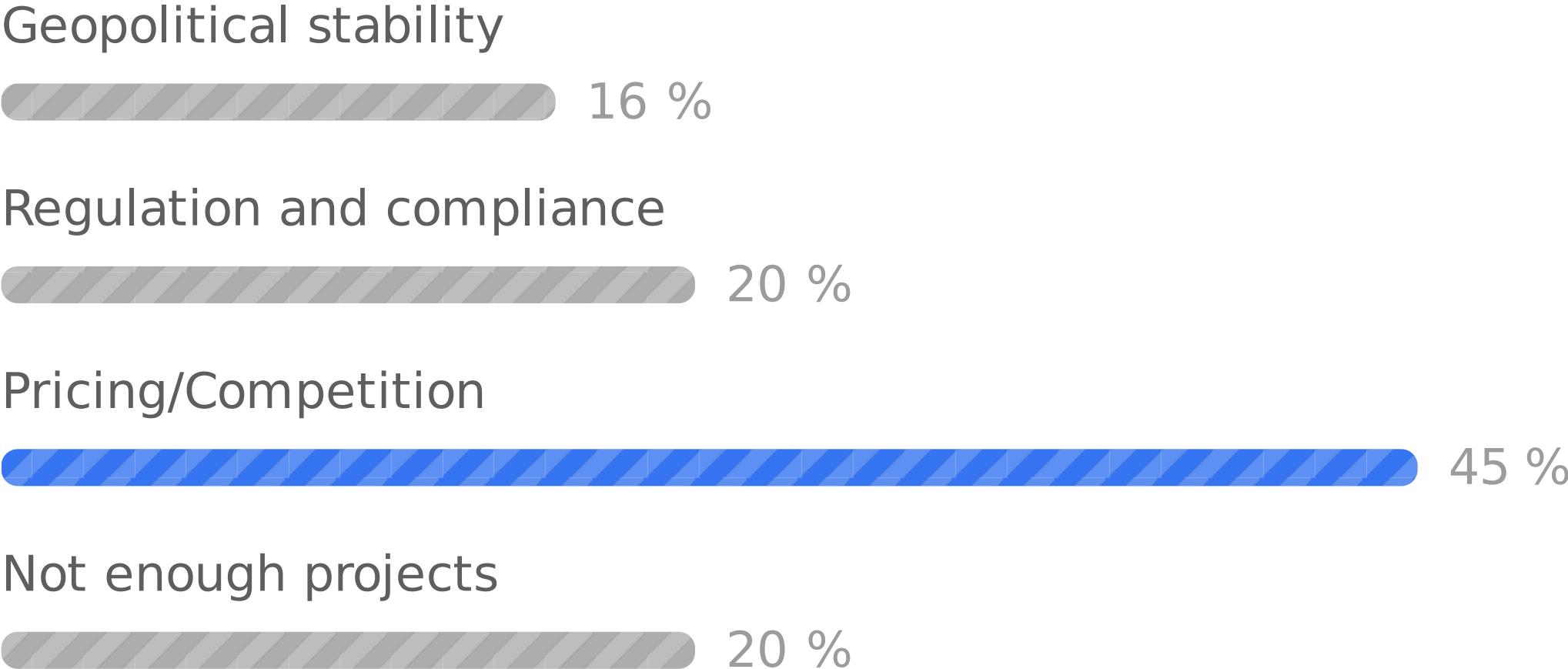


Other



# 8. What's the biggest challenge to your business currently?

1 4 8



## 9. I spend most of my day:

1 3 5

Dealing with international bureaucracy ("fire fighting")



Managing regulatory and other external compliance requests



Seeing customers/clients



Structuring and executing new transactions



Developing new strategies/product innovation



**10. If you could pick one issue that's holding the market back, and that we need to do differently, which of the following would it be:**

(1/2)

Reducing timelines - there's too much process & procedure in procuring ECA support



Relaxing content eligibility, local costs, etc.



ECA premium determination - more transparency, greater commerciality



Relaxing regulatory requirements





**10. If you could pick one issue that's holding the market back, and that we need to do differently, which of the following would it be:**

(2/2)

Harmonising ECA documentation & attracting broader participation



# 11. For all attendees except ECAs, describe your ideal ECA:

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An ECA which takes documentation risks and is fully "hands-on" in the transactions



An ECA which does NOT take documentations risks but is "hands-on" in the transactions



An ECA which does NOT take documentation risks and is "hands-off" in the transactions



A direct lender at CIRR



# 1) How do you see ECA covered financing evolve for operations in the Middle East going forward?

020

a. Increasing



b. Stable



c. Decreasing



## 2) Where do you see the benefits of ECA covered financing?

0 1 9

- Tenors
- Additional source of liquidity at more competitive pricing
- Longer tenor Relatively cheaper financing
- Trust
- Building capacity. Mitigating pol risk
- Funding diversification
- Long tenor, low cost
- Tenor and stability
- Pricing. Capital reserves. Smcs
- Long term with improved pricing
- Long-term
- Ling tenor
- Tenor
- ????
- Flexibility
- Cheaper
- Stable
- Longer tenors
- Liquidity

# Q1 - Which North African country attracts the most foreign direct investment?

052

1) Egypt



2) Morocco



3) Algeria



4) Tunisia



5) Libya



# Q2 - Which sectors are you most excited about in North Africa?

051



### Q3 - What is your greatest fear of doing business in North Africa?

045



## Q4 - Which country in North Africa do you feel most excited about?

048

1) Egypt



2) Morocco



3) Algeria



4) Tunisia



5) Libya

