

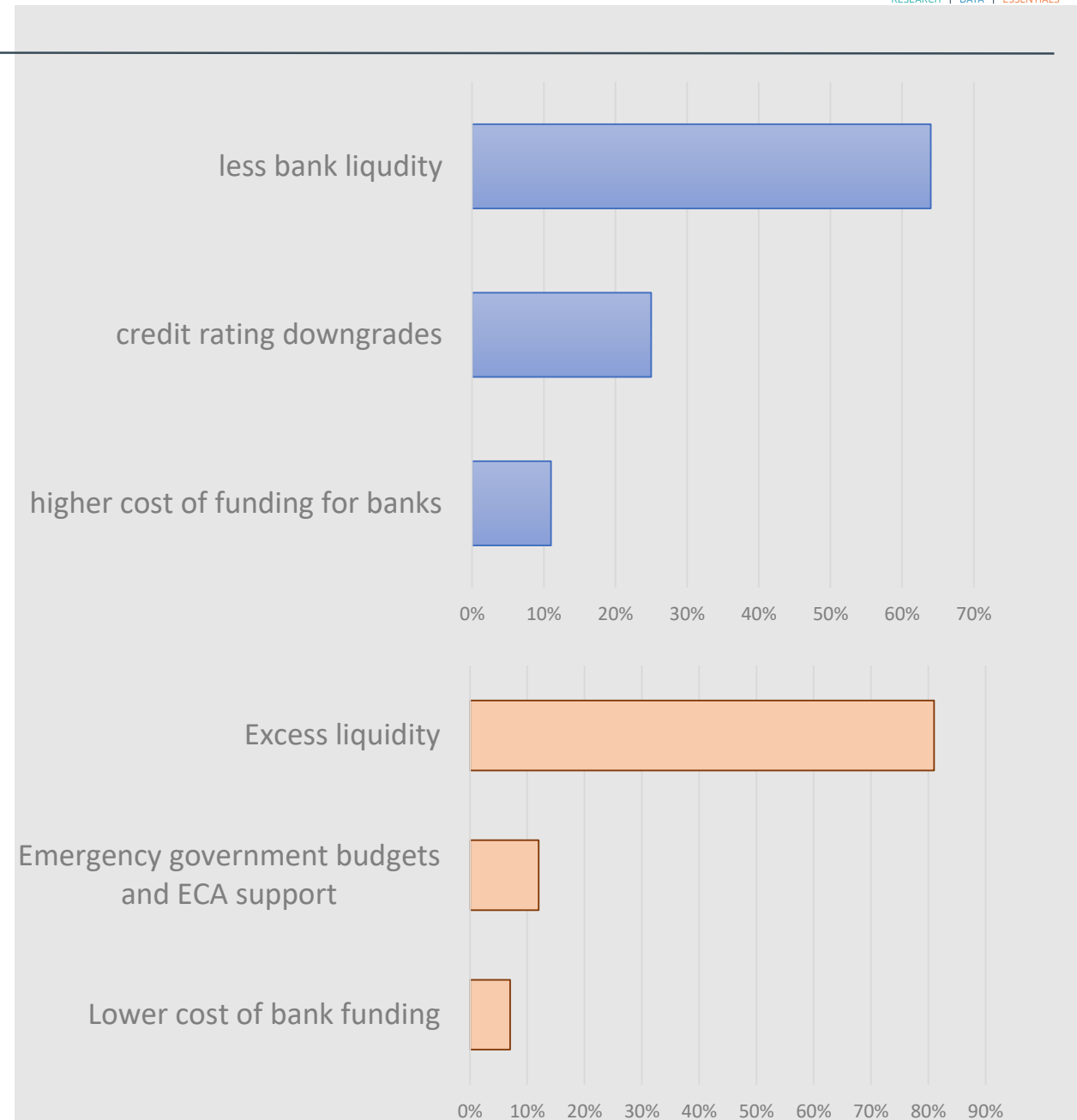
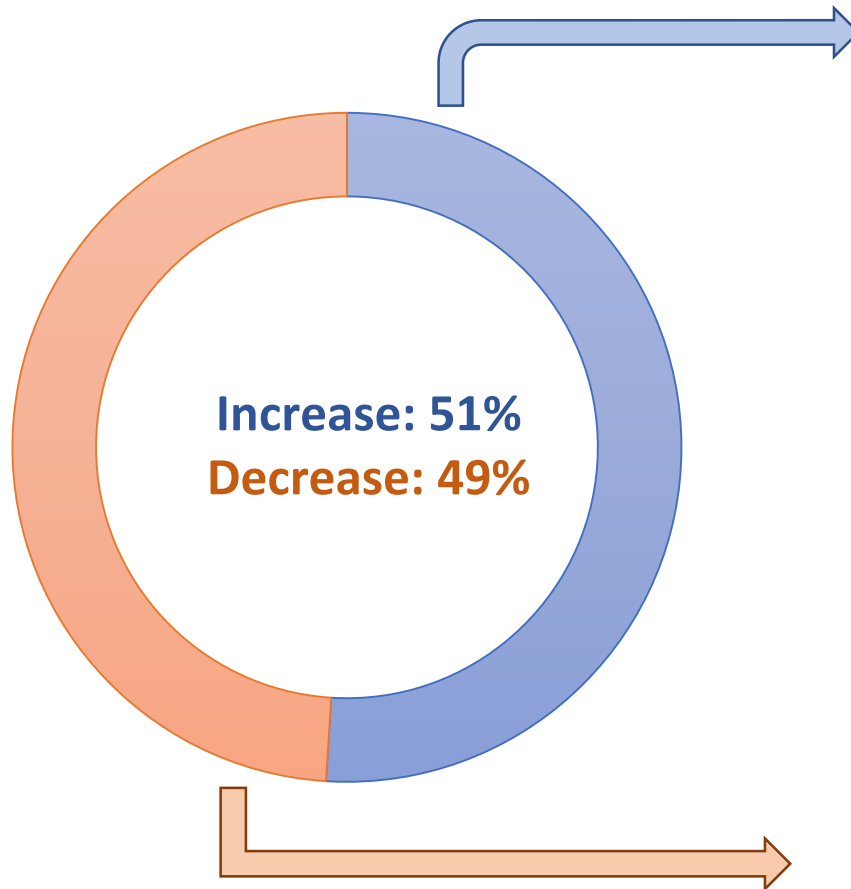
Export finance Market overview

Jun 2020

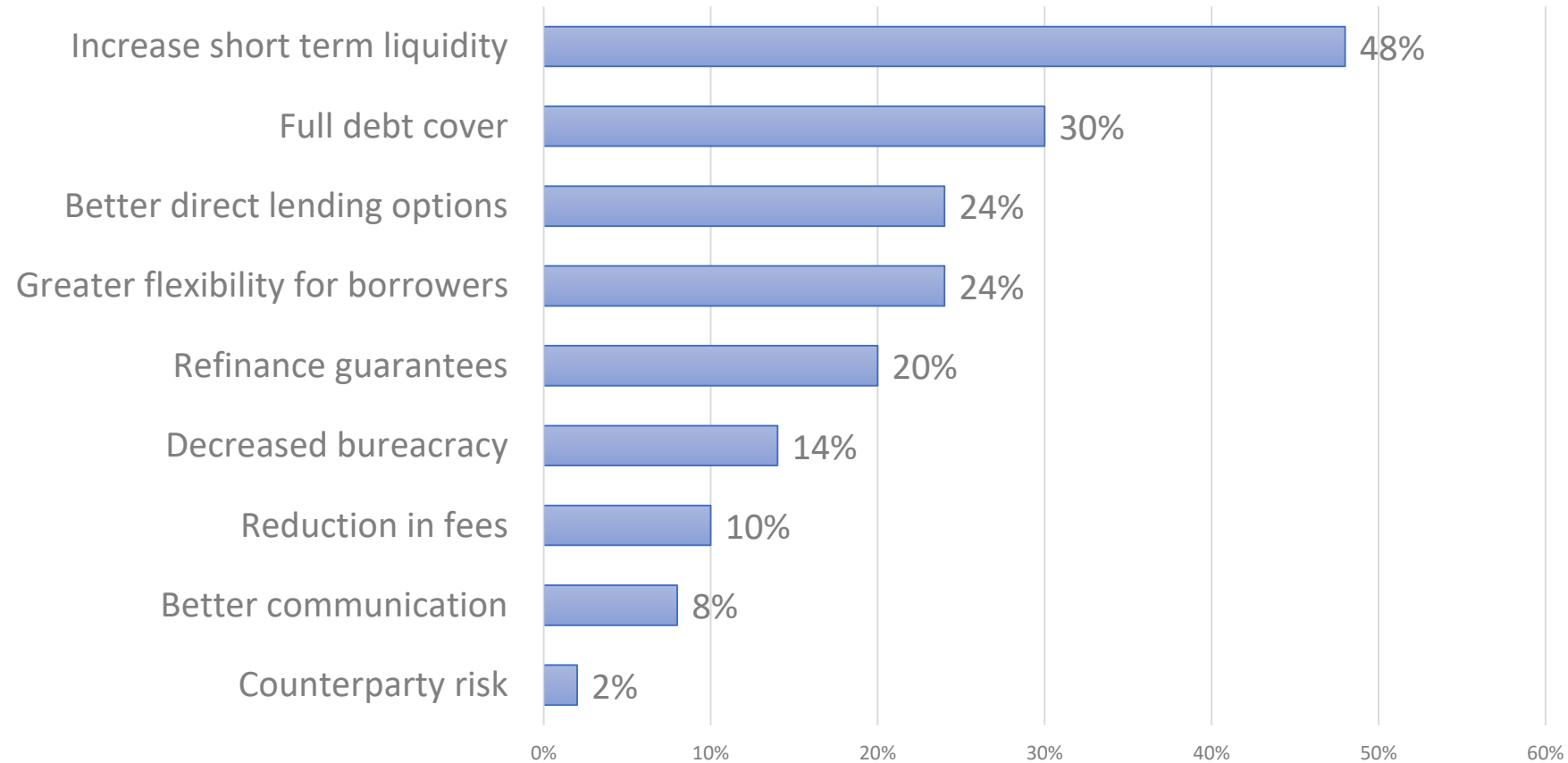
1. 2020 so far and Covid 19 impact

2020 so far

Will covid-19 increase or decrease the cost of ECA-backed debt?

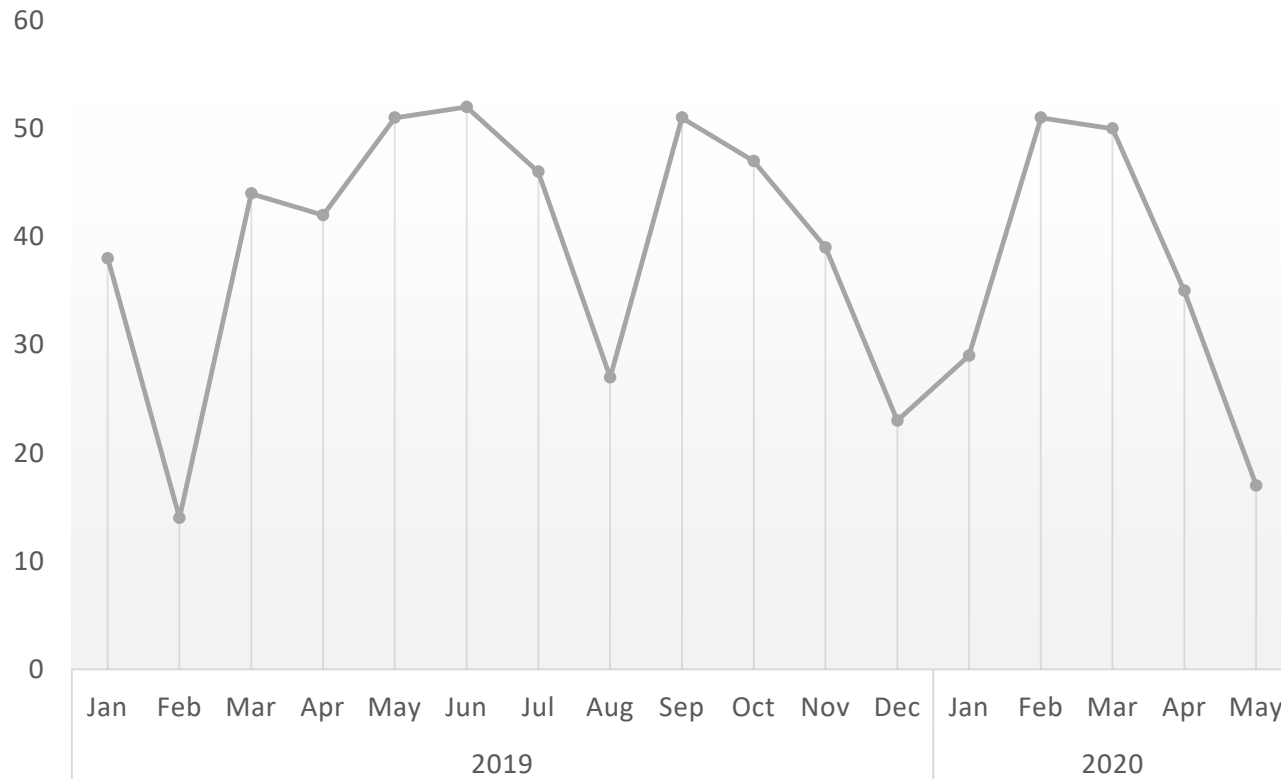


Exporter and importers perception on the most beneficial forms of ECAs support



2020 so far

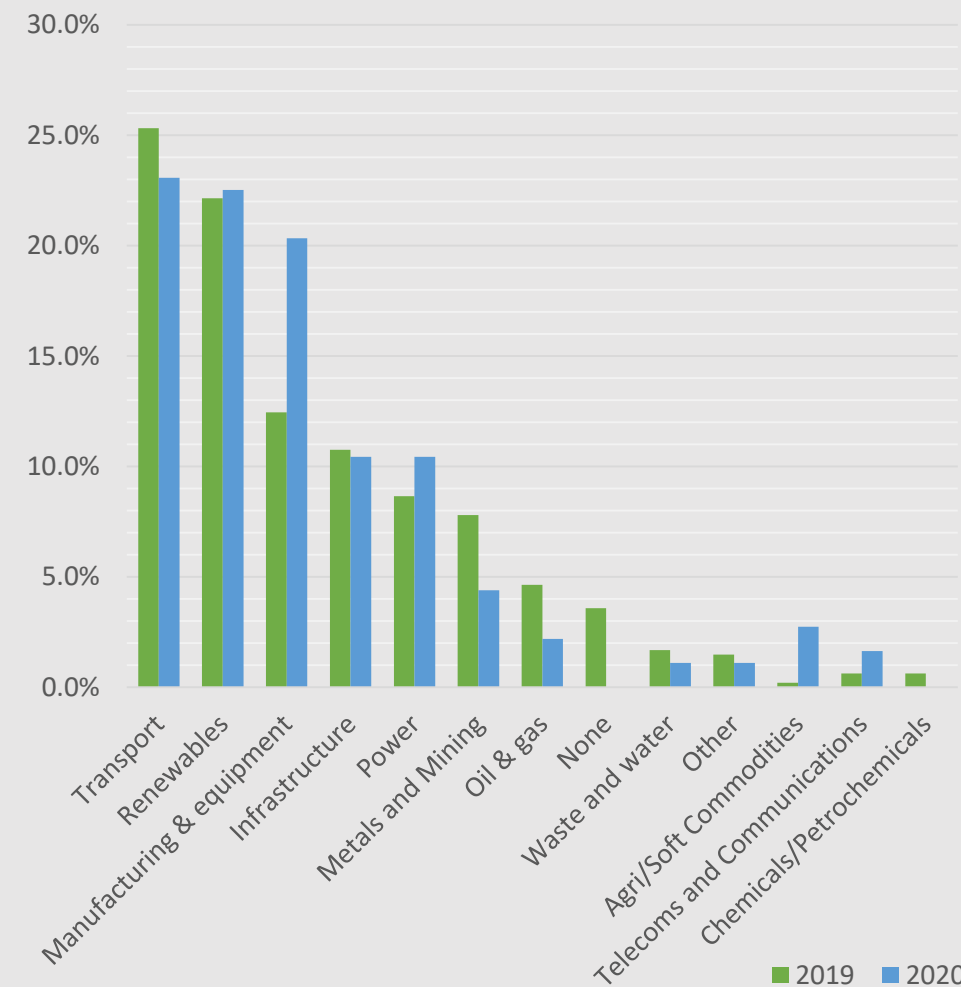
Contracts announced by exporters



# of contracts	
2019	
Jan	38
Feb	14
Mar	44
Apr	42
May	51
Jun	52
Jul	46
Aug	27
Sep	51
Oct	47
Nov	39
Dec	23
2020	
Jan	29
Feb	51
Mar	50
Apr	35
May	17

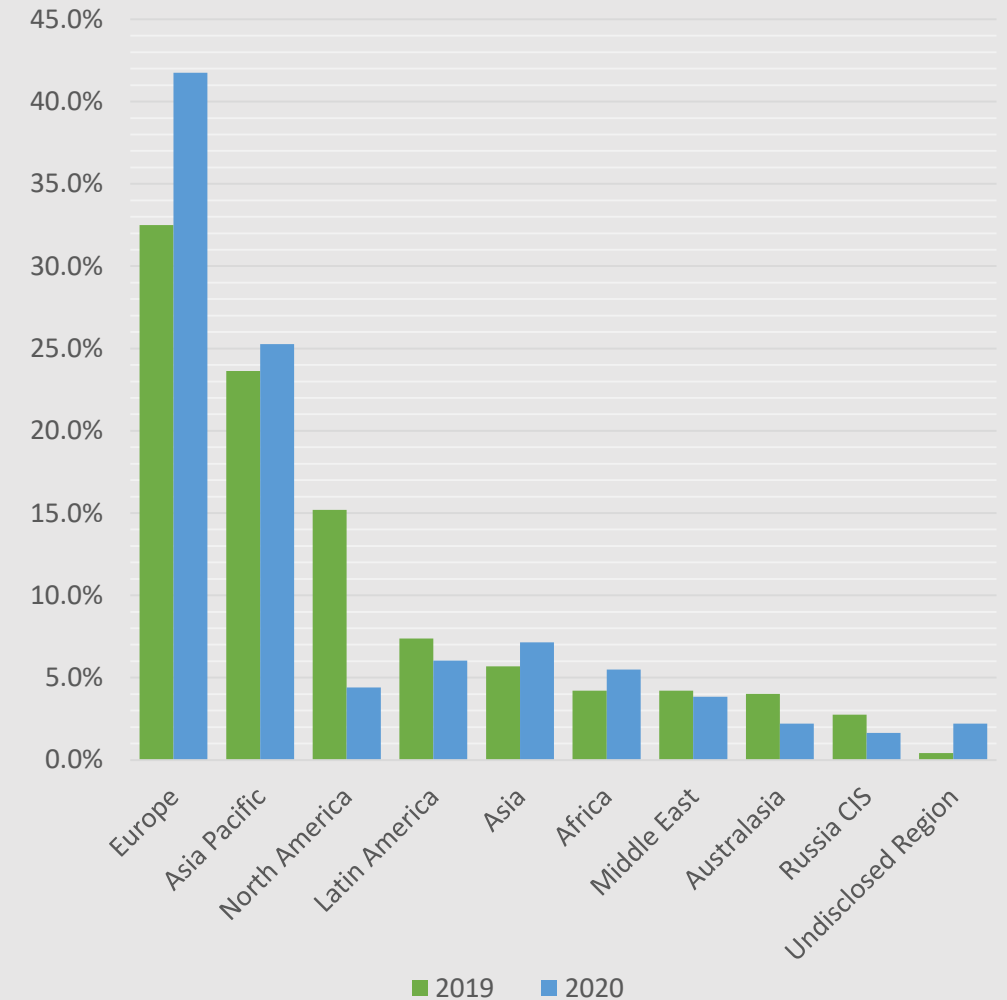
2020 so far

	2019		2020	
	contracts	%	contracts	%
Transport	120	25.3%	42	23.1%
Renewables	105	22.2%	41	22.5%
Manufacturing	59	12.4%	37	20.3%
Infrastructure	51	10.8%	19	10.4%
Power	41	8.6%	19	10.4%
Metals and Mining	37	7.8%	8	4.4%
Oil & gas	22	4.6%	4	2.2%
None	17	3.6%	0	0.0%
Waste and water	8	1.7%	2	1.1%
Other	7	1.5%	2	1.1%
Agri/Soft Commodities	1	0.2%	5	2.7%
Telecoms	3	0.6%	3	1.6%
Chemicals/Petrochem.	3	0.6%	0	0.0%
Grand Total	474	100.0%	182	100.0%



2020 so far

	2019		2020	
	contracts	%	contracts	%
Europe	154	32.5%	76	41.8%
Asia Pacific	112	23.6%	46	25.3%
Asia	27	5.7%	13	7.1%
Latin America	35	7.4%	11	6.0%
Africa	20	4.2%	10	5.5%
North America	72	15.2%	8	4.4%
Middle East	20	4.2%	7	3.8%
Australasia	19	4.0%	4	2.2%
Undisclosed Region	2	0.4%	4	2.2%
Russia CIS	13	2.7%	3	1.6%
Grand Total	474	100.0%	182	100.0%

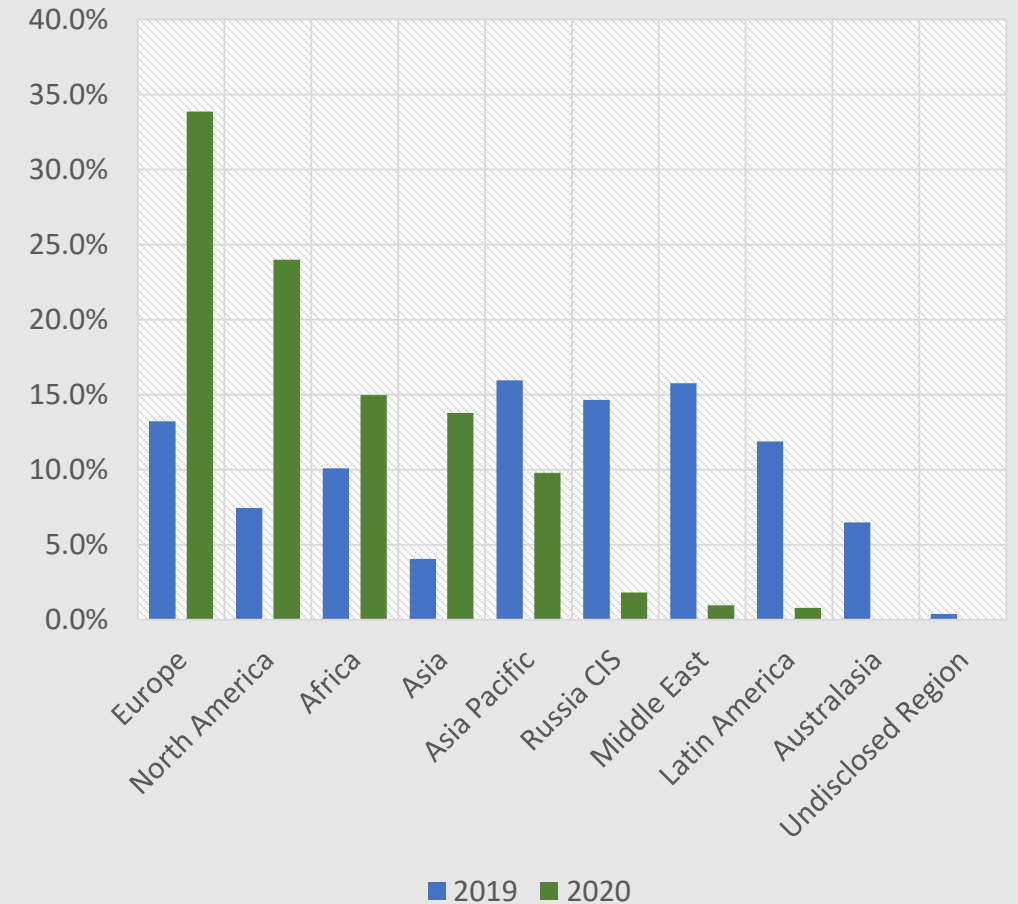


2020 so far

Deals by destination region. 2020

	Vol \$m	%	# of deals
Europe	6,217	33.9%	16
North America	4,404	24.0%	7
Africa	2,748	15.0%	17
Asia	2,531	13.8%	6
Asia Pacific	1,800	9.8%	7
Russia CIS	335	1.8%	5
Middle East	177	1.0%	3
Latin America	147	0.8%	3

Deals by region

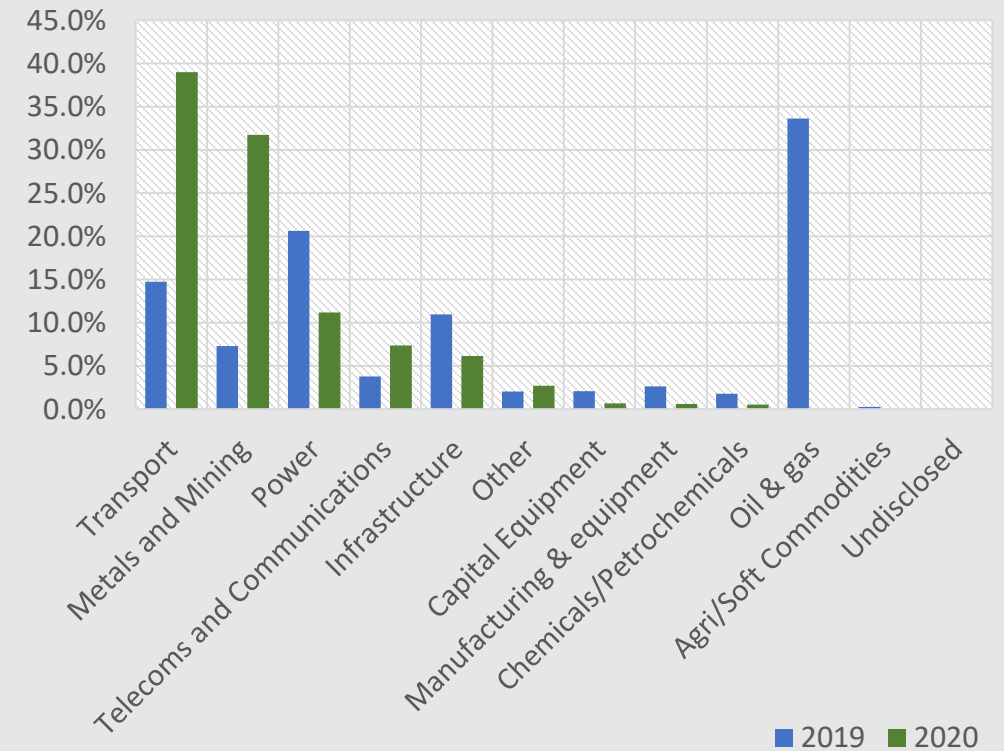


2020 so far

Deals by sector. 2020

	Vol \$m	%	# of deals
Transport	7,163	39.0%	18
Metals and Mining	5,830	31.8%	12
Power	2,056	11.2%	11
Telecoms and Communications	1,353	7.4%	4
Infrastructure	1,131	6.2%	6
Other	495	2.7%	4
Capital Equipment	126	0.7%	5
Manufacturing & equipment	108	0.6%	3
Chemicals/Petrochemicals	94	0.5%	1

Deals by sector



2. Market exposure to different industries and what lies ahead of the industry

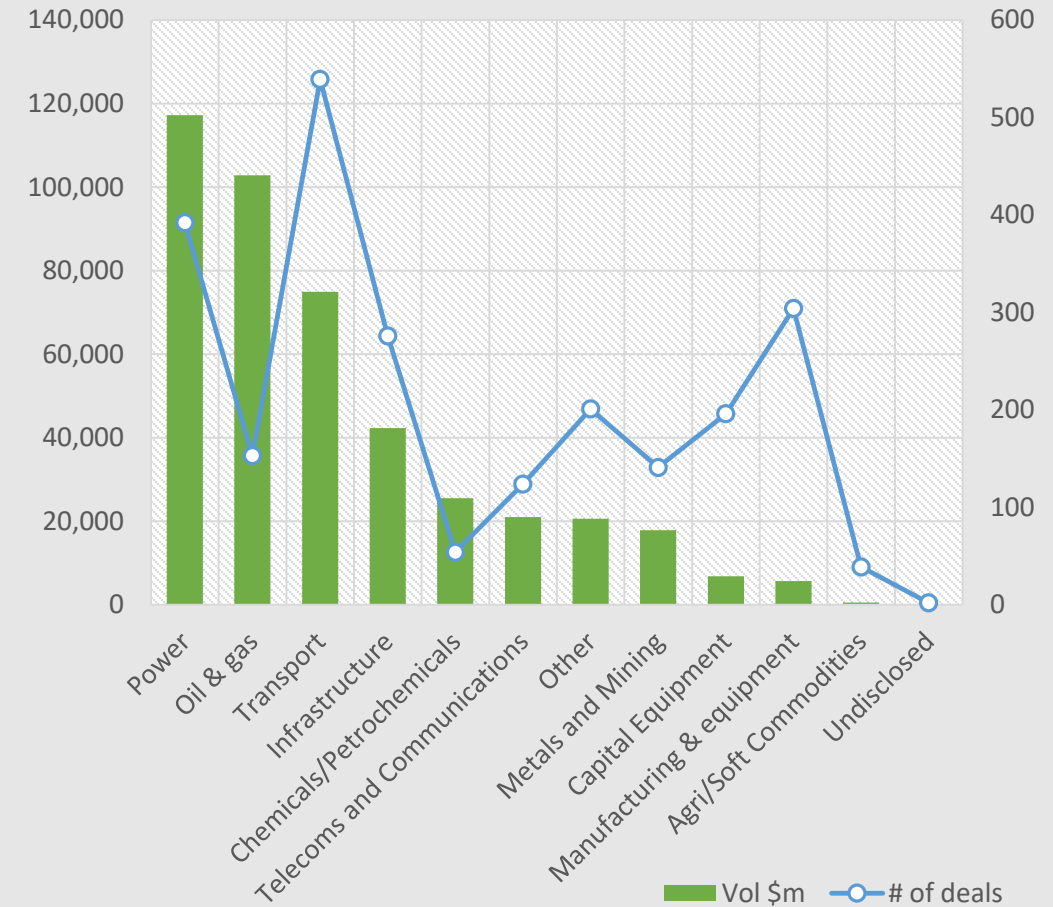
Outstanding deals. Sectors

Outstanding deals by sector. End of 2019

	Vol \$m	%	# of deals
Power	117,212	26.9%	392
Oil & gas	102,841	23.6%	153
Transport	74,967	17.2%	539
Infrastructure	42,333	9.7%	276
Chemicals/Petrochemicals	25,511	5.9%	54
Telecoms and Communications	20,982	4.8%	124
Other	20,654	4.7%	203
Metals and Mining	17,899	4.1%	141
Capital Equipment	6,819	1.6%	196
Manufacturing & equipment	5,670	1.3%	304
Agri/Soft Commodities	527	0.1%	39

Assumptions:

- Drawdown period is 2 years for every deal except aircraft and ships, where it is 0.
- Average life half of the repayment period



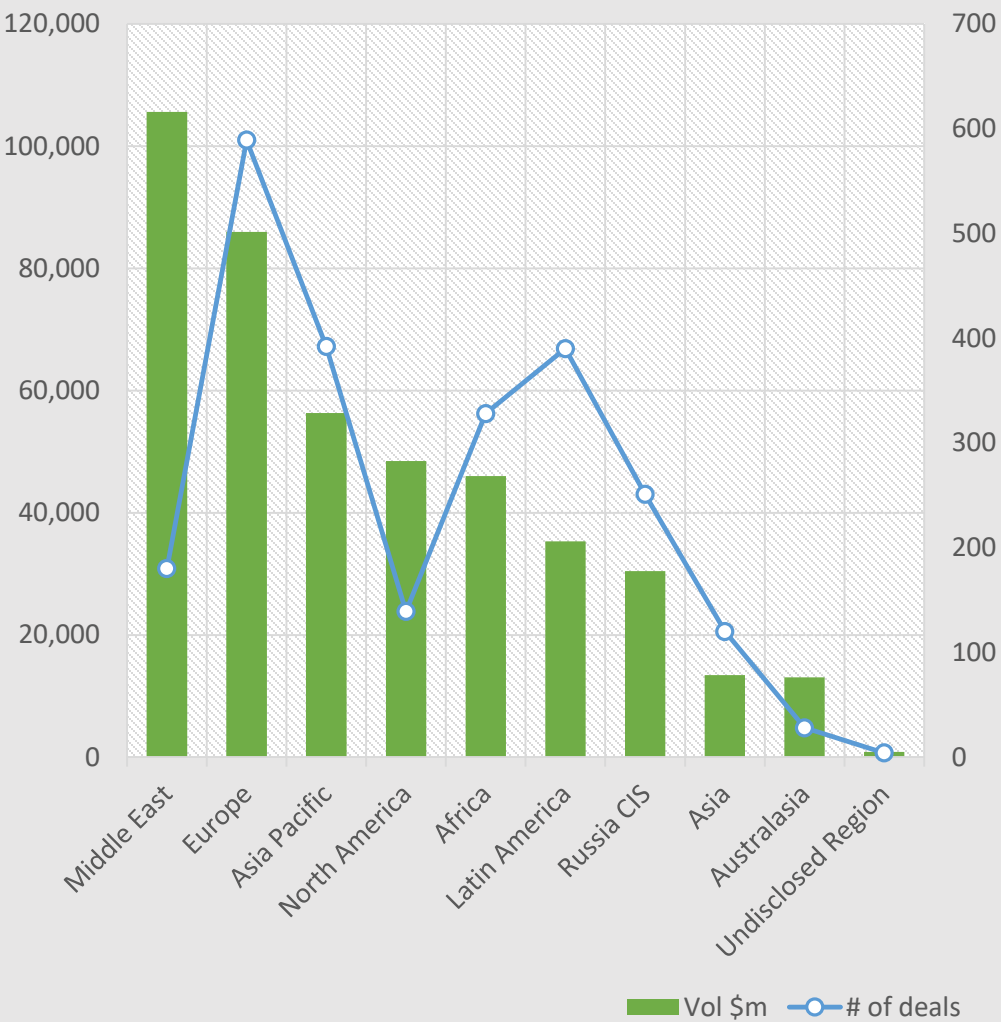
Outstanding deals. Sectors

Outstanding deals by region. End of 2019

	Vol \$m	%	# of deals
Middle East	105,578	24.2%	180
Europe	85,979	19.7%	589
Asia Pacific	56,301	12.9%	392
North America	48,441	11.1%	139
Africa	46,011	10.6%	328
Latin America	35,323	8.1%	390
Russia CIS	30,440	7.0%	251
Asia	13,412	3.1%	120
Australasia	13,055	3.0%	28

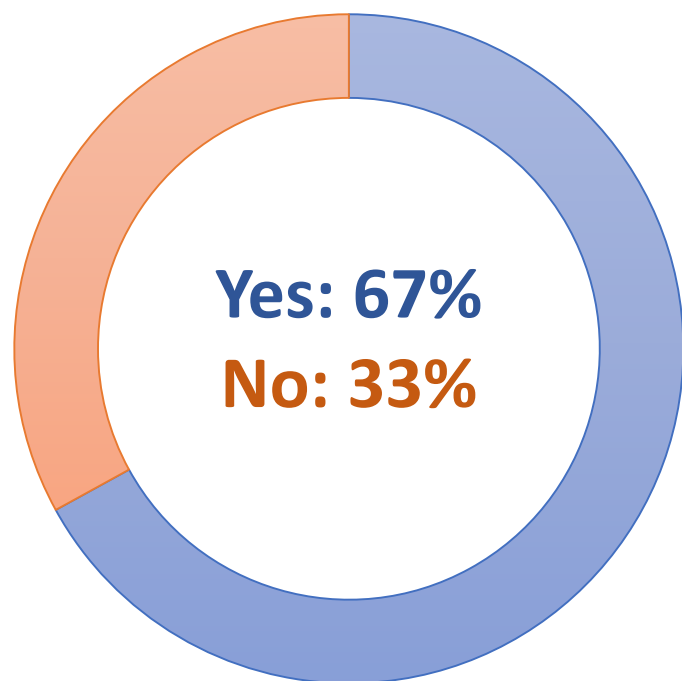
Assumptions:

- Drawdown period is 2 years for every deal except aircraft and ships, where it is 0.
- Average life half of the repayment period



What lies ahead...

Has covid-19 caused you to reassess your strategic and operational outlook?









Greatest challenges for the export finance industry



3. ESG – Sustainable deals: market switch from oil & gas to power & renewables

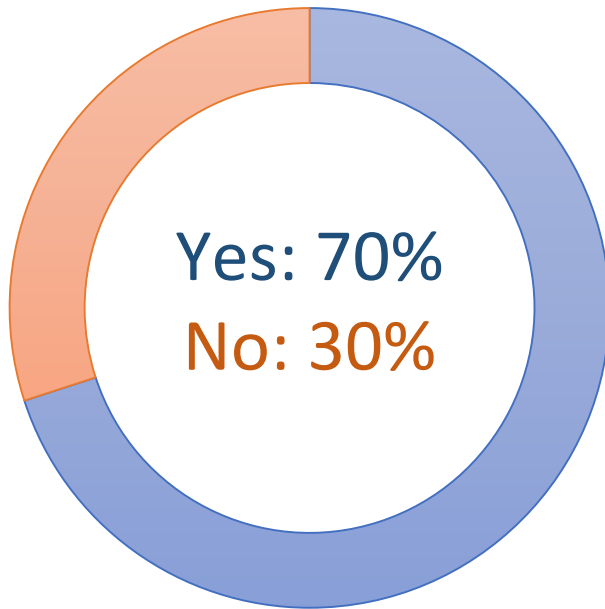
Sectors of operation

		Total			
			Bank	Exporter and Importer	ECA
Reconsidering	Capital equipment	83%	18%	66%	9%
	Coal (thermal e.g. power stations)	30%	19%	61%	10%
	Coal (metallurgical e.g. met coal or coking coal)	31%	30%	50%	10%
	Defence	32%	30%	52%	17%
	Infrastructure	88%	21%	65%	10%
	Manufacturing	75%	22%	61%	12%
	Metals and mining	72%	33%	51%	9%
	Nuclear	29%	45%	50%	-
	Oil & gas	76%	34%	54%	6%
	Petrochemicals	68%	34%	50%	5%
	Power	86%	22%	63%	10%
	Telecommunications	65%	26%	55%	10%
	Transport	75%	21%	63%	9%

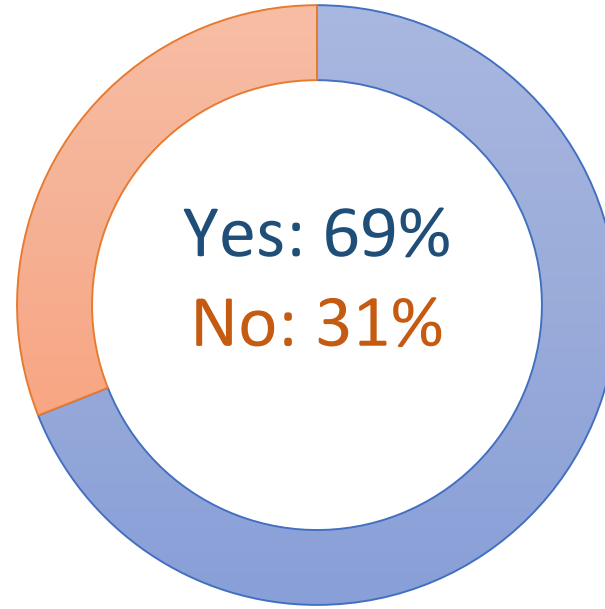
		Total			
			Bank	Exporter and Importer	ECA
We will no longer work in this sector	Capital equipment	17%	11%	89%	0%
	Coal (thermal e.g. power stations)	70%	43%	41%	12%
	Coal (metallurgical e.g. met coal or coking coal)	69%	37%	48%	11%
	Defence	68%	30%	60%	2%
	Infrastructure	12%	-	86%	0%
	Manufacturing	25%	14%	79%	0%
	Metals and mining	28%	18%	76%	6%
	Nuclear	71%	28%	60%	8%
	Oil & gas	24%	6%	75%	19%
	Petrochemicals	32%	11%	78%	11%
	Power	14%	0%	88%	13%
	Telecommunications	35%	6%	94%	0%
	Transport	35%	14%	86%	0%

Willingness to accept lower economic returns

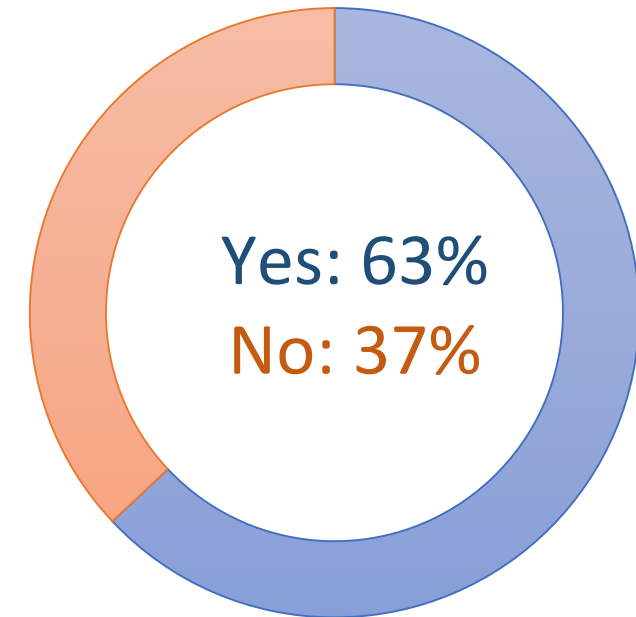
Banks



ECAs



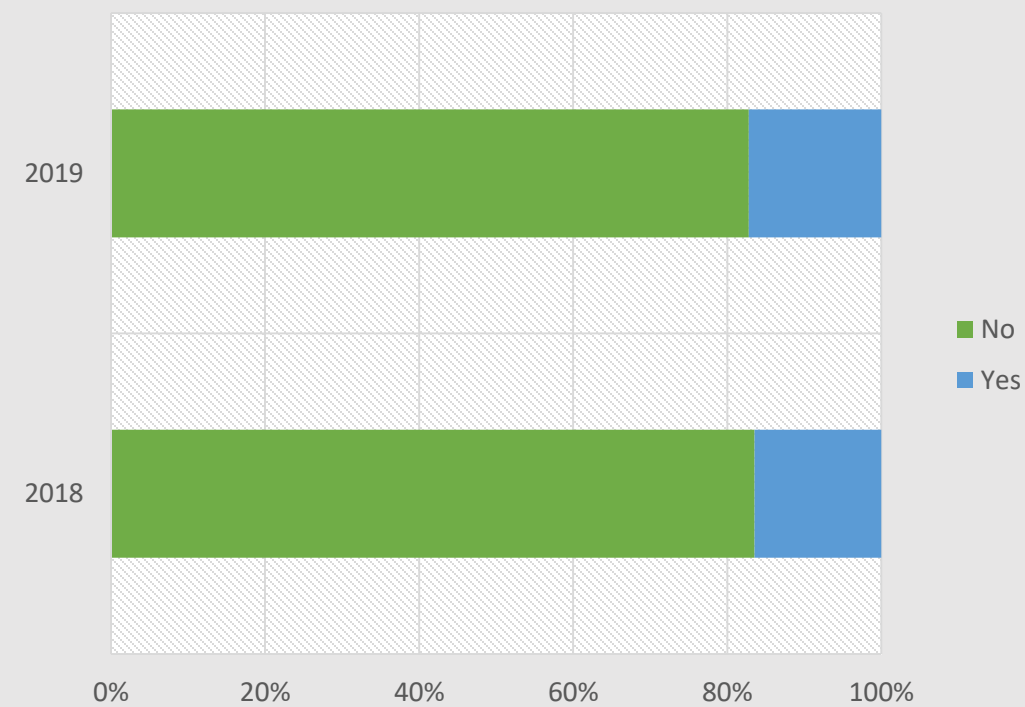
Exporters and importers



Sustainable deals

Sustainable deals 2018 vs 2019

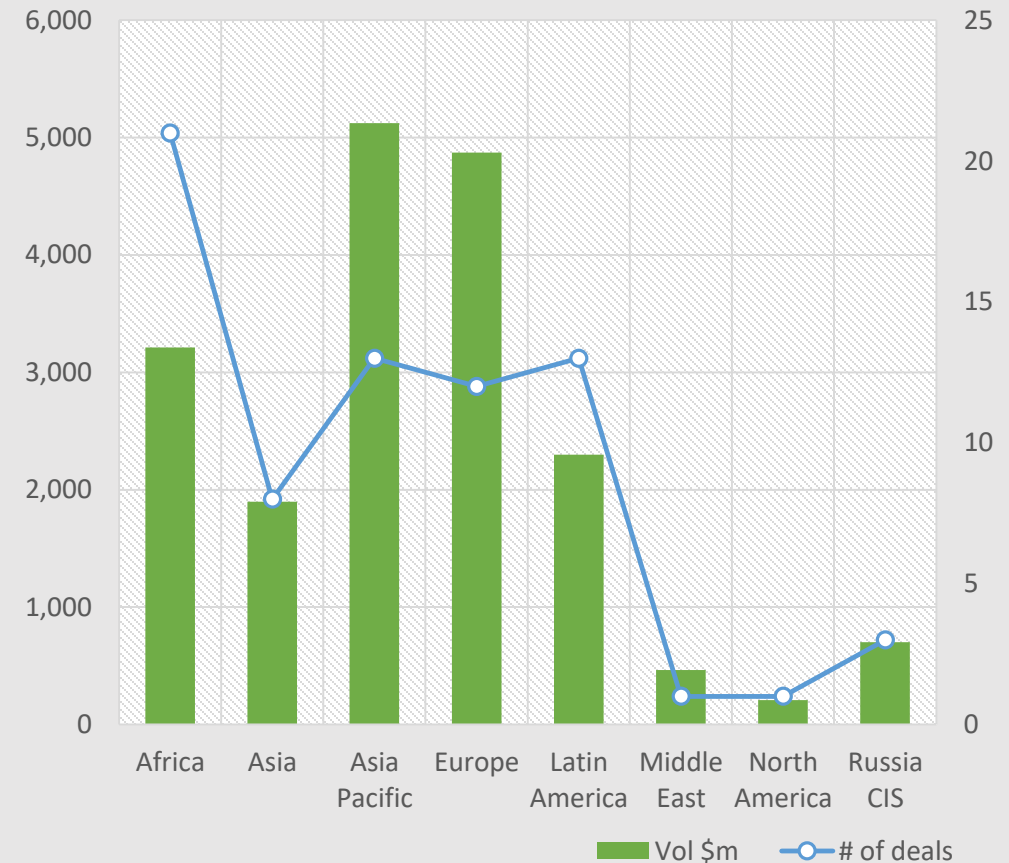
	No		Yes	
	Vol (\$m)	%	Vol (\$m)	%
2018	115,341	83.5%	22,723	16.5%
2019	90,461	82.8%	18,783	17.2%



Sustainable deals

Sustainable deals by region. 2019

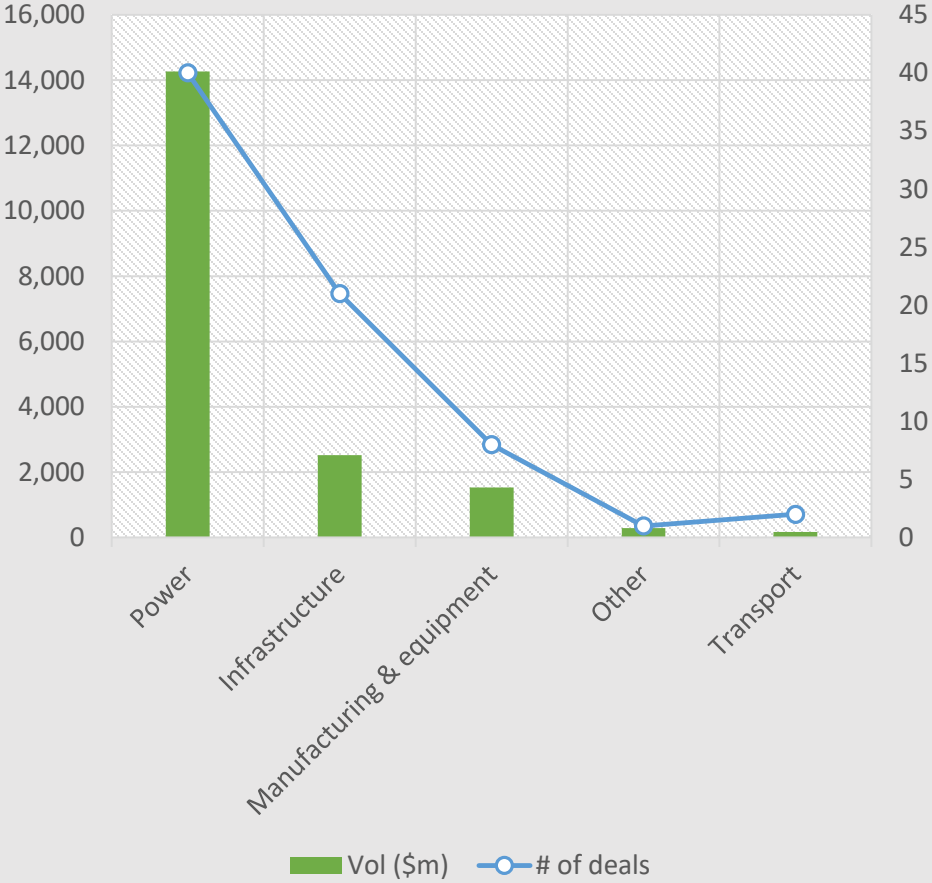
	Vol (\$m)	%	Vol (\$m)
Africa	3,213	17.1%	21
Asia	1,899	10.1%	8
Asia Pacific	5,123	27.3%	13
Europe	4,874	25.9%	12
Latin America	2,300	12.2%	13
Middle East	465	2.5%	1
North America	208	1.1%	1
Russia CIS	701	3.7%	3
Grand Total	18,783	100.0%	72



Sustainable deals

Sustainable deals by sector. 2019

	Vol (\$m)	%	Vol (\$m)
Power	14,262	75.9%	40
Infrastructure	2,522	13.4%	21
Manufacturing & equipment	1,536	8.2%	8
Other	287	1.5%	1
Transport	176	0.9%	2
Grand Total	18,783	100.0%	72



Sustainable deals

Sustainable deals in the power sector. 2019

	Vol (\$m)	# of deals	%
Wind	8,974	15	62.9%
Solar	2,134	11	15.0%
Hydro	2,096	6	14.7%
Gas-fired combined cycle	405	1	2.8%
Waste to energy	352	1	2.5%
Electricity transmission	205	2	1.4%
Renewables other	44	2	0.3%
Biomass	28	1	0.2%
Geothermal	23	1	0.2%

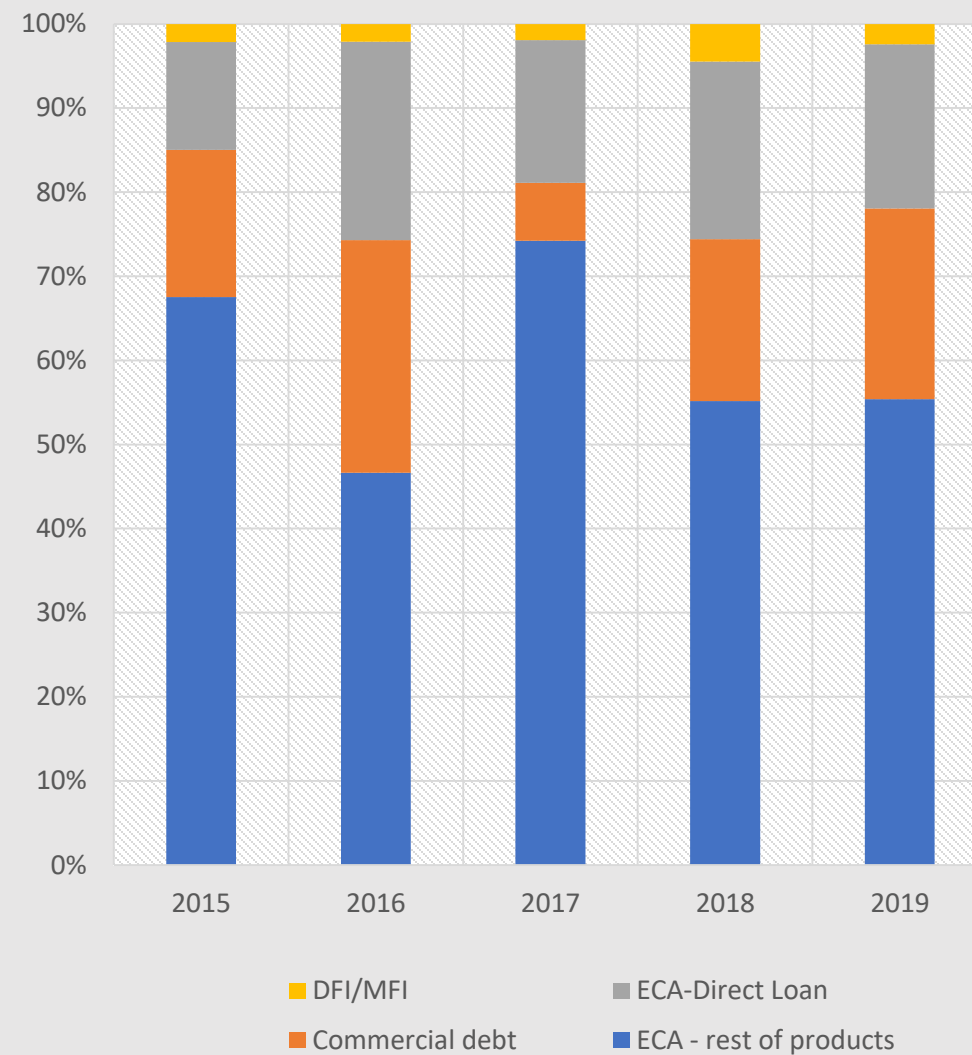
4. Direct lending & DFI support

Direct lending & DFI support

Deals by tranche type

	2015	2016	2017	2018	2019
Commercial debt*	16,252	29,234	5,706	26,595	24,764
DFI/MFI	2,004	2,230	1,590	6,177	2,650
ECA	74,580	74,279	75,409	105,313	81,828

*Some commercial deals in this category can be PRI-backed



Direct lending & DFI support

Deals with DFIs involved by region

	2015	2016	2017	2018	2019	Total
Europe	804	1,180	813	1,881	144	4,822
Africa	445	650	151	1,487	680	3,413
Latin America			177	893	1,248	2,318
Asia Pacific	700	400	73	758	131	2,061
Russia CIS				1,000	26	1,026
Asia	55				420	475
Middle East			377	50		427
Australasia				108		108

Direct lending & DFI support

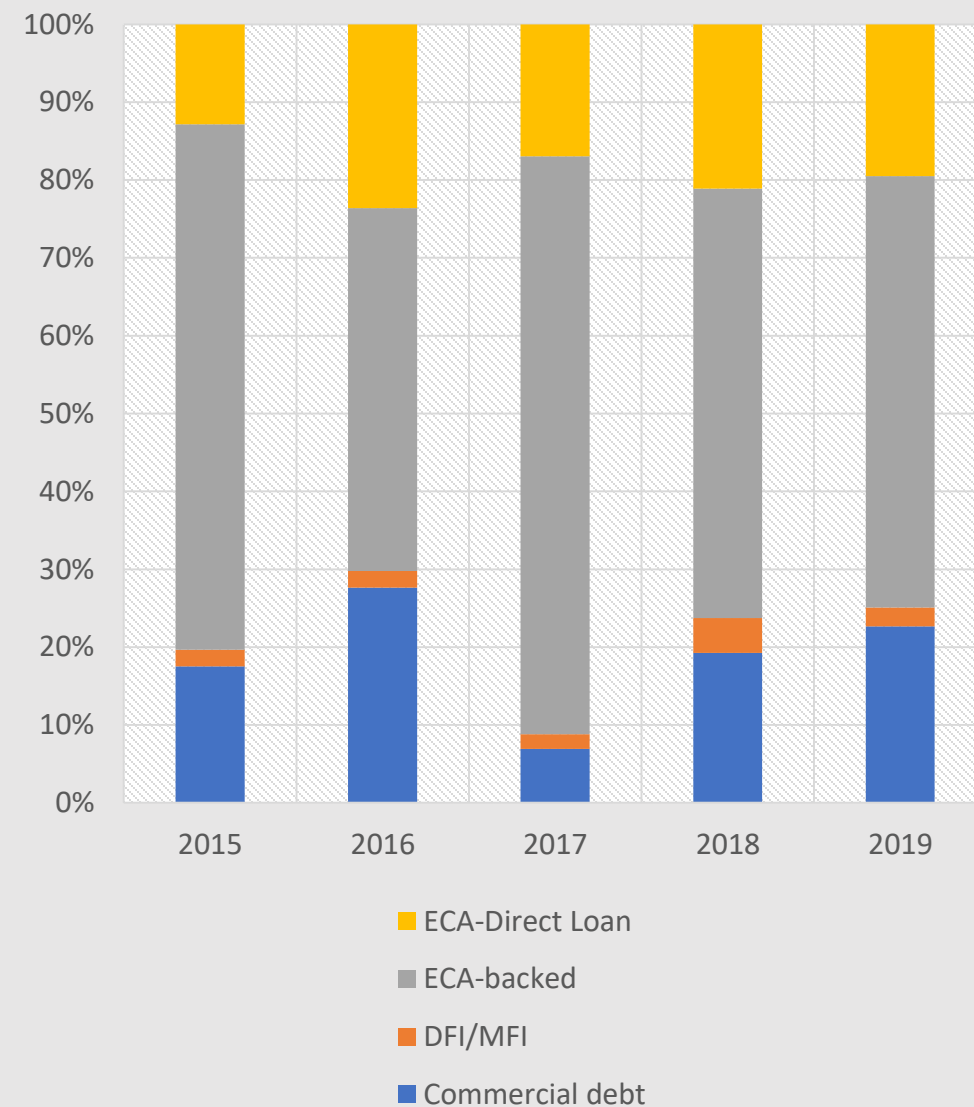
Deals with DFIs involved by sector

	2015	2016	2017	2018	2019
Power	150	743	1,570	2,581	1,285
Oil & gas	0	700	0	3,065	803
Metals and Mining	890	350	0	108	452
Infrastructure	559	437	0	423	10
Other	229	0	0	0	100
Telecoms and Communications	120	0	0	0	0

Direct lending & DFI support

ECA direct loans

	Commercial debt	DFI/MFI	ECA-backed	ECA-Direct Loan
2015	17.5%	2.2%	67.5%	12.8%
2016	27.6%	2.1%	46.6%	23.6%
2017	6.9%	1.9%	74.2%	17.0%
2018	19.3%	4.5%	55.2%	21.1%
2019	22.7%	2.4%	55.4%	19.5%
Grand Total	19.4%	2.8%	58.7%	19.2%



Direct lending & DFI support

ECA league table. Direct loans last 5 years

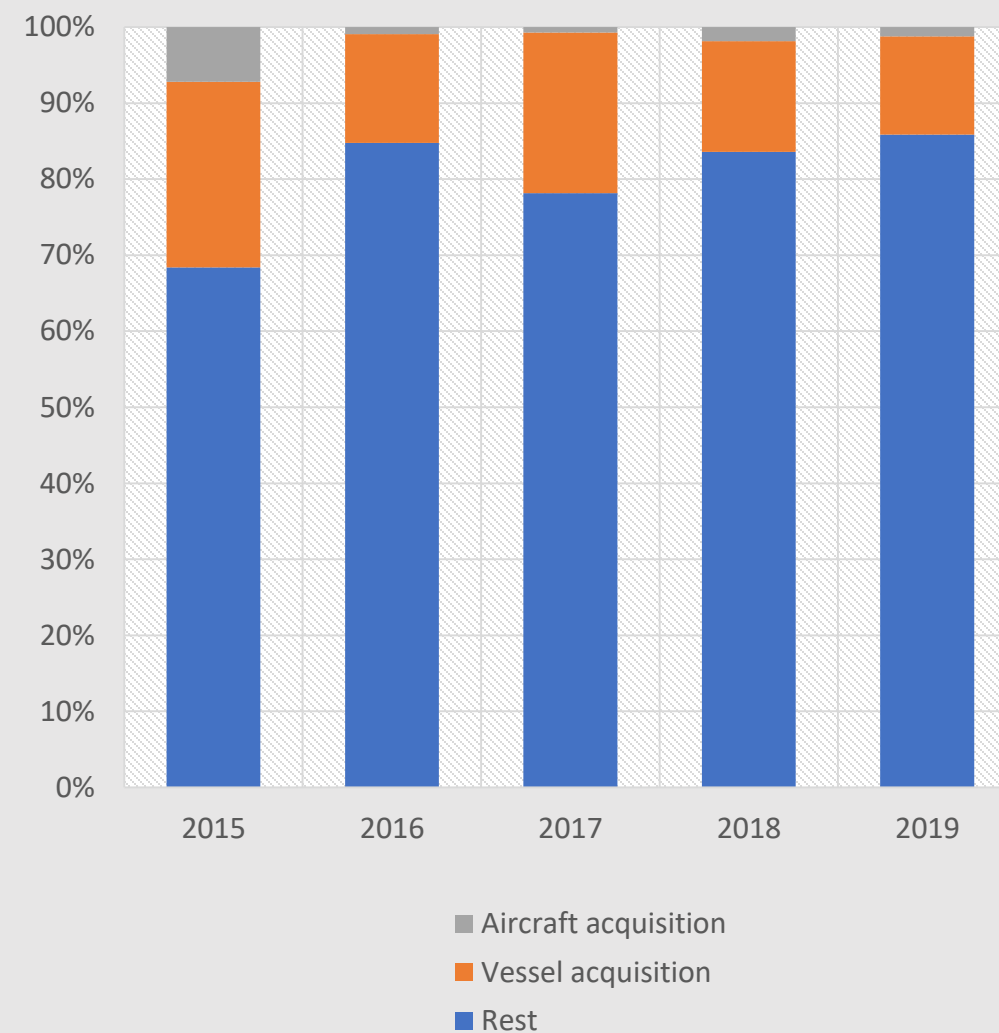
	2015	2016	2017	2018	2019	Total
1 JBIC	5,735	9,420	5,370	12,378	6,260	39,163
2 China EXIM	609	7,631	2,518	6,747	5,890	23,395
3 KEXIM	2,369	4,585	2,871	3,850	1,717	15,393
4 EDC	464	1,194	1,080	329	1,075	4,141
5 India Ex-Im	254	1,025	30	968	1,782	4,059
6 US EXIM BANK	1,006	0	0	0	2,400	3,406
7 UK Export Finance	67	345	629	578	700	2,319
8 THAI EXIMBANK	0	0	0	1,883	153	2,036
9 Afreximbank	017	0	0	449	343	809
10 BANCOMEXT	0	086	82	174	309	650
11 EKF	04	127	0	331	0	462
12 Export Finance Australia	0	0	0	380	0	380
13 SACE	0220	0	0148	0	0	368
14 Bpifrance	0	0	129	170	67	366
15 Saudi EXIM Bank	0		0	0	0350	350

5. Challenging times for transport: aircraft and shipping

Challenging times for transport

Deals by use of proceeds

	2015	2016	2017	2018	2019	Total
Rest	63,496	89,621	64,636	115,426	93,804	426,984
Vessel acquisition	22,640	15,129	17,465	20,132	14,101	89,467
Aircraft acquisition	6,699	994	604	2,527	1,337	12,161



6. What to expect from pricing?