



ČESKÁ EXPORTNÍ BANKA  
C Z E C H   E X P O R T   B A N K

# Czech Export Bank

Financing Opportunities  
of Business Projects in Africa



ČESKÁ EXPORTNÍ BANKA

# Czech Export Bank In A Nutshell

CZECH EXPORT BANK plc (CEB) is a **100% government-owned specialized banking institution**, one of main vehicles in the Czech government's export promotion scheme. Integral part of the Czech Republic's banking system, fully **subject to standard banking regulations**.

Operating **in line with the international rules on export credits**, i.a. **OECD Arrangement on Officially Supported Export Credits**, **OECD Principles and Guidelines to Promote Sustainable Lending Practices** in the Provision of Official Export Credits to **Low-Income Countries**.

Utilizing standard **insurance cover of EGAP**, another Czech Export Credit Agency.

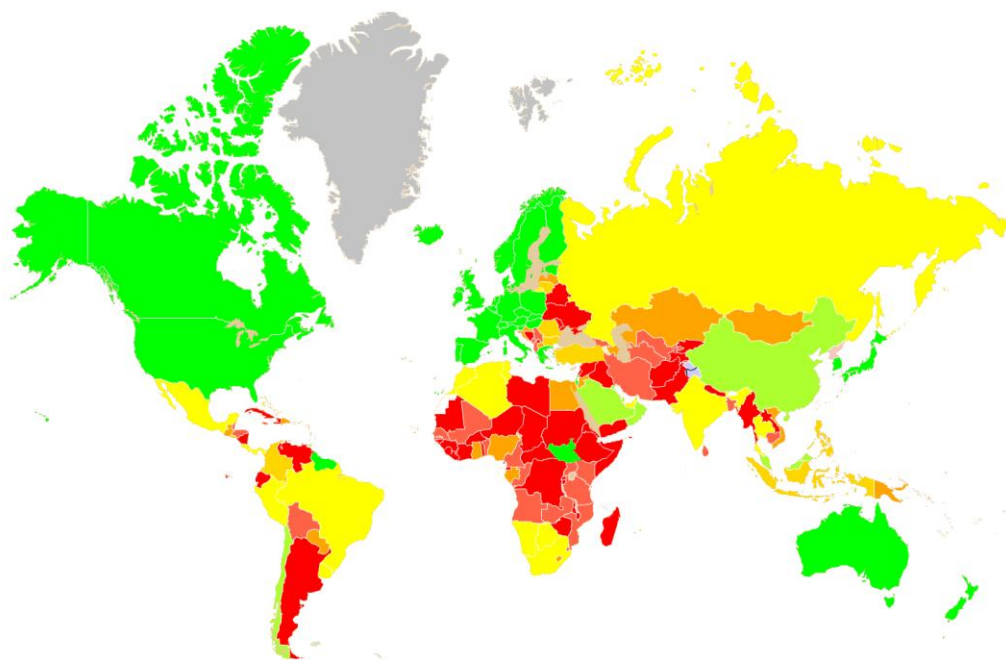
Rating mirrors that of the Czech Republic:









**Moody's**      **A1**  
**S&P**          **AA-**

# CEB's Main Product Portfolio

Borrower	Product
<b>CZECH EXPORTER</b>	Financing of production for export Financing of market research Supplier's credit Guarantees Purchase of export receivables
<b>CZECH INVESTOR</b>	Financing of investments abroad
<b>FOREIGN IMPORTER</b>	Buyer's credit
<b>EXPORTER'S BANK</b>	Refinancing of supplier's or buyer's credit
<b>IMPORTER'S BANK</b>	Refinancing of buyer's credit

# CEB's Product Portfolio vs. Czech Exports by Risk Classification



	Czech exports (%)	CEB's credit portfolio (%)
 Category 0	84,7%	17,14%
 Category 1	0,4%	0,33%
 Category 2	1,6%	0,0%
 Category 3	5,9%	43,81%
 Category 4	2,8%	16,11%
 Category 5	0,8%	8,03%
 Category 6	0,3%	9,67%
 Category 7 and non-classified	2%	4,89%

Sources: OECD, Ministry of Finance, CEB – 2012

# CEB's Financing Solutions in line with Sustainable Lending Principles

CEB is ready to **provide assistance to African partners** in their search for the most suitable financing solutions for their projects involving Czech supplies, however must respect **IMF's and World Bank's regulations on Sustainable Lending**.

Under these regulations, provision of official export credits to **public buyers and publicly guaranteed buyers** (private buyers are not concerned) in most of the African countries is currently **subject to restrictive conditions**.

For instance, IMF and WB's rules allow provision of **only concessional loans to certain country categories**. These loans are unfortunately not provided by the Czech Republic.

For some other country categories, CEB's non-concessional loans are permitted, but require the local Government's confirmation on their **compliance with the country's borrowing and development plans**, etc.

# CEB's Financing Solutions for Private Buyers

On the other hand, provision of loans to **private buyers** is not constrained by IMF and WB's rules

Therefore, CEB can consider providing for example some of the following financing structures to private buyers (subject to EGAP's insurance) :

- **Buyer's credit** through a leading public or private bank;
- **Direct buyer's credit secured by a guarantee** issued by a respectable guarantor;
- **Bank guarantees** covering Czech exporters' obligations.

Credits are granted in a convertible currency, typically **EUR or USD**.

# MFA and CEB's Co-operation Project: ODA Commercialization

Project: **Commercialization of the Czech Official Development Aid**

Goal: set up an efficient **liaison mechanism between MFA and CEB** in view of **financing commercially viable private projects** in developing countries, investment projects in particular.

Expected Outcome: multiplication of commercially viable projects in developing countries financed by CEB.

Procedure: Czech Embassies will search for commercially viable private business opportunities within their respective assigned regions, and deliver the information to CEB, who will approach the investor and structure the financing options of the project.





**Thank you for your kind attention**

**Czech Export Bank plc**

Prague 1, Vodickova 34

Czech Republic

[www.ceb.cz](http://www.ceb.cz)

**Petr Krizan, Deputy CEO**

[petr.krizan@ceb.cz](mailto:petr.krizan@ceb.cz)