



# ECIC NEWS

STAKEHOLDER NEWSLETTER | ISSUE 7 | SEPTEMBER 2018

**INSIDE  
THIS  
ISSUE**

**Page 01**  
**MESSAGE FROM  
THE CEO**

**Page 02**  
**AN-  
NOUNCE-  
MENTS**

**Page 03**  
**MEDIA  
FEATURES**

**Page 04**  
**LATEST  
NEWS**

**Page 05**  
**RECENT  
EVENTS**

**Page 05**  
**UP-  
COMING  
EVENTS**

## MESSAGE FROM THE CEO

In pursuit of its mandate, Export Credit Insurance Corporation of South Africa (ECIC) continues to provide, on behalf of the South African government, exporters of capital goods and services locally with commercial and political risk insurance that supports medium- and long-term loans from banks and other financial institutions. Since its establishment in 2001 the company has grown substantially and has developed a network of repeat clients across all sectors. Much of our growth over the years can be attributed to our continued attention to the delivery of quality service. As part of our value system ECIC ensures that the focus on all of our projects is the provision of a quality finished product and an exemplary service.

Technology, automation and globalisation are dramatically changing the expectations that customers have of organisations and the services that they deliver. As an organization built on a stringent value system we ensure that every corner of our business has the right culture and tools to work towards a customer centric vision. Further to this, it also requires being innovative,

proactive, and agile enough to move with our clients continually changing preferences.

Over the 17-year period in which we have been in business it has been our pleasure to have worked on a diverse range of projects and developments extending from the recent Afreximbank partnership to landmark developments like Nacala Logistics Corridor. Our portfolio covers hundreds of prestigious contracts both locally and internationally. At ECIC our primary focus is always on delivering projects to the exacting standards of our clients. In every project we take time to fully understand our client's expectations and in so doing ensure that our project delivery is always in line with these expectations.

It is integral to our sense of purpose as an organisation to make sure that what we do has a positive impact on the economy. We strive to boost economic growth by taking a more holistic view of socio-economic development on the continent. Perhaps more importantly, we deliver innovative political and commercial risk insurance solutions that drive the transformation



**KUTOANE KUTOANE**

of all, thereby fostering economic growth, regional integration and greatly improving the quality of people's lives.

We continue to seek new partners who share our organisation's vision and who will contribute to our continued growth and prosperity.

**YOUR EXPORT RISK PARTNER**



## ANNOUNCEMENTS

### AFREXIMBANK ECIC ANNOUNCE \$1 BILLION PROGRAMME TO PROMOTE SOUTH AFRICA-AFRICA TRADE

The African Export-Import Bank (Afreximbank) and the Export Credit Insurance Corporation of South Africa SOC Limited (ECIC) officially launched South African-Africa Trade and Investment Promotion Programme (SATIPP), a \$1 billion financing programme to promote and expand trade and investments between South Africa and the rest of Africa.

Under the terms of the South Africa-Africa Trade and Investment Promotion Programme (SATIPP), Afreximbank and ECIC will work together to identify, prepare and appraise trade transactions and projects; explore co-financing and risk-sharing opportunities; and share knowledge, with particular emphasis on intra-African trade matters, through technical cooperation, staff exchange, research and

joint events. Addressing businesspeople, media and stakeholders from the public and private sectors, who attended the signing ceremony, Dr. Benedict Oramah, President of Afreximbank, said that the joint initiative would support businesses through capacity building and market information initiatives and would help small and medium-sized entrepreneurs to join regional supply chains. It would also provide advisory services and guarantees to South African investors seeking trade and investment opportunities in Afreximbank African member countries, added Dr. Oramah.

According to him, the initiative, provides a platform for the realization of Afreximbank's strategic objectives in line with its strategy, IMPACT 2021: AFRICA TRANSFORMED, which

prioritizes intra-African trade, industrialization and export manufacturing. It also aligns with South Africa's strategic goal of expanding trade with the rest of Africa. Also speaking, Kutoane, CEO of ECIC, said, "We realise that one of the best ways to enhance our exporting capabilities as a country is by intensifying mutually beneficial trade with the rest of the continent."

The ceremony also served as a platform to introduce and discuss the Intra-African Trade Fair (IATF) being organised by Afreximbank in Cairo, Egypt, from 11 to 17 December 2018. The Fair is being held in collaboration with the African Union and hosted by the Government of Egypt represented by the Export Development Authority on behalf of the Ministry of Trade and Industry.

### ABOUT AFREXIMBANK

The African Export-Import Bank (Afreximbank) is the foremost pan-African multilateral financial institution devoted to financing and promoting intra- and extra-African trade. The Bank was established in October 1993 by African governments, African private and institutional investors, and non-African investors. Its two basic constitutive documents are the Establishment Agreement, which gives it the status of an international organization, and the Charter, which governs

its corporate structure and operations. Since 1994, it has approved about \$60 billion in credit facilities for African businesses, including about \$8.5 billion in 2017. Afreximbank had total assets of \$11.9 billion as at 31 December 2017 and is rated BBB+ (GCR), Baa1 (Moody's), and BBB- (Fitch). The Bank is headquartered in Cairo. For more information, visit:

[www.afreximbank.com](http://www.afreximbank.com)



### ABOUT ECIC

The Export Credit Insurance Corporation of South Africa (ECIC) was established 17 years ago, in July 2001, when it was given the mandate of filling a market gap through the provision of medium to long-term export credit and investment guarantees by underwriting bank loans for political and

commercial risk insurance cover, on behalf of the South African government. The ECIC is committed to sustainable business through innovative solutions, operational and service excellence, business development and strategic partnerships. In enabling frontier markets to optimise production, the ECIC is effectively

motivating a positive socio-economic impact. Our mission is to provide export credit and investment insurance solutions in support of South African capital goods and services by applying best practice risk management principles. For more information, visit:

[www.ecic.co.za](http://www.ecic.co.za)



## MEDIA FEATURES

### 01

#### REUTERS LONDON

ECIC has been featured in Reuters London under the topic **Anadarko seeks to raise \$14-\$15 billion for Mozambique LNG project.**

[CLICK HERE TO READ MORE](#)

### 02

#### POWER FM

ECIC CEO Kutoane Kutoane was featured on Power FM under the topic **Focus on intra African trade.**

[CLICK HERE TO READ MORE](#)

### 03

#### CNBC AFRICA

ECIC CEO Kutoane Kutoane was featured on CNBC Africa yesterday under the topic **SA's role in the development of Intra-African Trade.**

[CLICK HERE TO READ MORE](#)

### 04

#### THE TELEGRAPH

ECIC has been featured in the Telegraph which is a national British daily broadsheet newspaper published in London under the topic **Afreximbank, NEPC plan session on Intra-Regional Trade.**

[CLICK HERE TO READ MORE](#)

### 05

#### ENGINEERING NEWS

ECIC has been featured in Engineering News, under the topic **Funding for SA firms seeking to increase African trade and investment exposure** featuring ECIC Spokesperson Head of Business Development Ms Portia Dube and dti DDG Ms Lerato Mataboge.

[CLICK HERE TO READ MORE](#)



## LATEST NEWS

### 01

#### RISK AFRICA

ECIC has been featured in Risk Africa under the topic **ECIC Spreads Investment**.

[READ MORE](#)

### 02

#### AFRICA INVEST AND POLITY

ECIC has been featured in Africa Invest and Polity under the topic **South Africa set to play significant role in Congo potash project**.

[READ MORE](#)

### 03

#### LEADERSHIP MAGAZINE

ECIC has been featured in Leadership Magazine, under the topic **Proudly supporting South African exporters and investors** featuring ECIC CEO Kutoane Kutoane.

[READ MORE](#)

### 04

#### YOUR MONEY

ECIC has been featured in Your Money, under the topic **KZN Exporter of the Year Awards**.

[READ MORE](#)

### 05

#### ENGINEERING NEWS

ECIC has been featured in Engineering News, amongst other media, under the topic **Nacala corridor transaction reaffirms 'Africa open for business'**

[READ MORE](#)

## RECENT EVENTS

### 01 AFRICAN UTILITY WEEK

ECIC participated at the annual **African Utility Week** Power and Energy conference, from the 15 – 17 May 2018 at the Cape Town ICC, as a silver sponsor.

The event was an African business gathering/ networking opportunity for governments, international financiers, investors, large power users, IPP's, consultants, engineers and EPC's.

ECIC Senior Underwriter, Lebohang Moseu, participated on a panel discussion under the topic **"Understanding the significance and mitigating against the key project risk, preventing bankability"** moderated by David Donnelly who is a partner at Mazars Global Infrastructure Finance based in London.

Lebohang, also participated on the Finance and Investment Forum discussion panel under the topic **"What are private equity investors looking for in a project"** moderated by Lolu Adubifa who is the Chief Executive Officer at Lavayo Energy Advisers in Lagos, Nigeria.

ECIC had an exhibition stand at the conference to promote and build the brand, and grow the business through the origination of possible energy and power deals. The conference programme included, power and energy topics such as revenue cycle management and metering, water, generation, transmission and distribution, and energy revolution Africa.

African  
Utility Week

15 - 17 May 2018  
Cape Town, South Africa  
[www.african-utility-week.com](http://www.african-utility-week.com)

### 02 AFRICA RAIL CONFERENCE

ECIC participated at the annual **Africa Rail Conference**, from the 11 – 13 June 2018 at the Sandton Convention Centre as a bronze sponsor of the event.

Africa Rail is the biggest Rail Sector gathering that brings together key leaders for networking purposes as well deal making opportunities. The event also brings together governments, international financiers, investors, suppliers, engineers etc. within the Rail sector. It is an unrivalled platform for the continent's railways industry to come together in order to learn, network and to do business. It's where they form new and lucrative relationships

& partnerships and where they source and invest in new railway solutions.

ECIC Economist Sibusiso Ngobese delivered a presentation at the conference based on the recently published research report by the PEAR department, the **"Trade and Investment opportunities in Africa, Rail and Freight Sector"**.

As a sponsor to the event, ECIC is participated in a number of meetings at the conference with Rail organisations from key African Countries. Business Development specialists are discussing opportunities available for SA exporters in SADC, EAC and West African economies.

**AfricaRail 2018**

Africa's Largest Rail Conference & Exhibition

12 – 13 June 2018 - Sandton Convention Centre, Johannesburg, South Africa

## RECENT EVENTS

### 03 TXF WEST AFRICA

ECIC participated at the **TXF West Africa**, Cote d'Ivoire event in Abidjan as a gold sponsor. TXF is a leading global trade finance media, networking, events, training and data intelligence company, organising TXF events around the globe.

The rapidly growing economy of Cote d'Ivoire and its neighbouring countries in West Africa have excited both African and international investors in recent years. Cote d'Ivoire's impressive GDP growth of more than 7% year on year has neighbouring countries such as Senegal hot on its heels. West Africa proves a strong commodities market, with many power, manufacturing and infrastructure

projects demanding liquidity. The region has proven vast investment opportunities with strong returns.

ECIC's Business Development Specialist Dr. Mbiya Baudouin participated in a roundtable discussion under the topic "Infrastructure development: Liquidity provision by ECA's, DFI's, commercial bank and institutional investor".

The ECIC has produced various economic research reports on "**Trade and Investment Opportunities in Africa**" and three of the reports were focused on Cote d' Ivoire, Senegal and Cameroon.

#### TXF West Africa, Cote d'Ivoire

Export, Agency, Project & Commodities Finance

Sep 19, 2018

African Development Bank, Cote D'Ivoire (Ivory Coast)

### 04 CIDEF SADC REGIONAL CONFERENCE

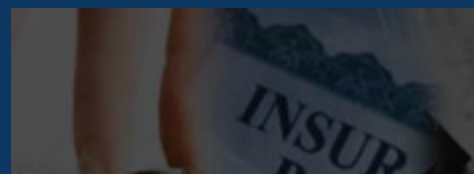
ECIC partnered with the Chartered Institute of Development Finance (CIDEF) SADC Regional conference through a sponsorship. The event was hosted by CIDEF and the Development Bank of Southern Africa from the 26-27 September 2018, at the DBSA's Vulindlela Centre in Midrand. The theme of the event was "**Strengthening Cross Border Trade, Investment and Financial Services in the SADC**".

The conference discussed challenges and solutions on various topics including, strategies for optimizing intra-country trade and investments in SADC, advantages and challenges of free movement of goods and services, formulation and implementation of

common trade and investment policies in the region.

ECIC's Head of Business Development, Ms. Portia Dube was part of the high-level panel discussion under the topic "**Maintaining banking sector stability and sustainability in Africa: Way forward**".

The Chartered Institute of Development Finance (CIDEF) is the professional body for development finance specialists. The Institute works with academic institutions, development finance institutions and other development finance support agencies to support and maintain professionalism in development finance globally.



## UPCOMING EVENTS

### 01

#### TXF CAPE TOWN EXPORT AND PROJECT FINANCE



29 Nov 2018  
Table Bay Hotel,  
South Africa

[READ MORE](#)

### 02

#### INTRA-AFRICA TRADE FAIR



11 - 17 of Dec 2018  
Egypt

[READ MORE](#)

### 03

#### MINING INDABA 2019



4 - 7 Feb 2019  
Cape Town

[READ MORE](#)

### 04

#### GTR – AFRICA TRADE AND EXPORT FINANCE WEEK



14 March 2019  
Cape Town

[READ MORE](#)



# SUCCESSFULLY GROWING OUR PORTFOLIO IN FRONTIER MARKETS



MOZAL • ALUMINIUM  
**MOZAMBIQUE**



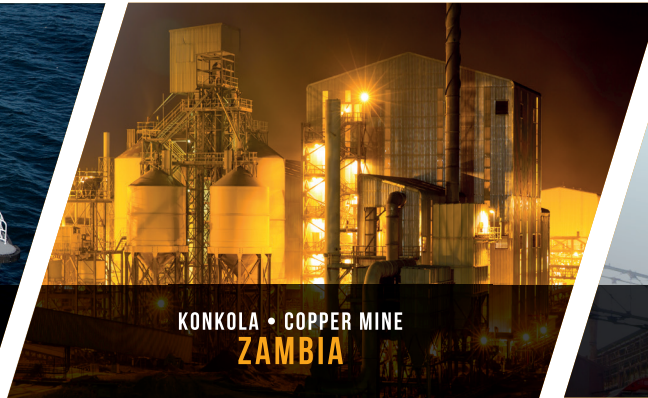
MTN IRAN • TELECOMMUNICATIONS  
**IRAN**



BELL EQUIPMENT • COPPER & COBALT MINE  
**DRC**



VEECRAFT MARINE • BOATS  
**NIGERIA**



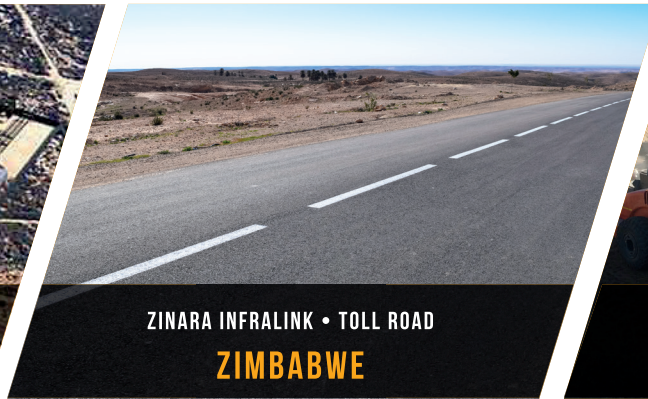
KONKOLA • COPPER MINE  
**ZAMBIA**



RRL GRINDROD • LOCOMOTIVES  
**SIERRA LEONE**



CENPOWER • GAS TURBINE POWER  
**GHANA**



ZINARA INFRA LINK • TOLL ROAD  
**ZIMBABWE**



LIQHOBONG • DIAMOND MINE  
**LESOTHO**

Since 2001 we have continued to provide commercial and political risk insurance for cross-border transactions, offering risk mitigation solutions to South African exporters of capital goods and investors. We have partnered with credible financial institutions and believe through partnerships economic growth can be achieved. As Export Credit Insurance Corporation of South Africa (ECIC) we are committed to supporting our South African businesses who export and invest in capital projects beyond our borders.

**If you're planning on exporting to or investing in capital projects beyond our borders, contact ECIC for assistance**

**+27 12 471 3800 | [info@ecic.co.za](mailto:info@ecic.co.za) | [www.ecic.co.za](http://www.ecic.co.za)**  
ECIC is a registered service provider with the FSB No. 30656



**YOUR EXPORT RISK PARTNER**

## A US\$1 Billion funding facility available for the South African-Africa Trade and Investment Promotion Programme (SATIPP)

ECIC and Afreximbank, Africa's trade finance leaders have partnered to bring you the South African-Africa Trade and Investment Promotion Programme (SATIPP), a \$1 billion funding facility aimed at boosting South African business export capacity, help them access investment opportunities on the continent and grow the country's trade activities with other African countries.

To access SATIPP please visit - [ECIC.CO.ZA](http://ECIC.CO.ZA)

