

How EFIC could help you grow your business in the Middle East

June 2011



Australian Government



Export Finance
& Insurance Corporation

Overcoming financial barriers for exporters

About EFIC

- Australia's export credit agency (ECA)
- Purpose is to support growth of Australian business internationally
- Provides financial and insurance solutions for Australian exporters and offshore investors
- 100% owned by the Government of Australia
- AAA rating (S&P)
- Over 50 years experience

Our role

- Fill 'market gap' when commercial finance unavailable/insufficient
- Role complementary to commercial lenders
- Operate on a commercial basis
- Eligibility criteria apply for solutions
- Support Australian involvement in:
 - export of goods or services
 - domestic export-related transactions and projects
 - overseas investment
- Customers range from SMEs to large listed companies

How can EFIC assist?

Pre-shipment finance:

- General purpose working capital via Headway
- Contract specific via Export Working Capital Guarantee

Post-shipment finance:

- Financing of overseas receivables
- Documentary Credit Guarantees

Finance to overseas buyers:

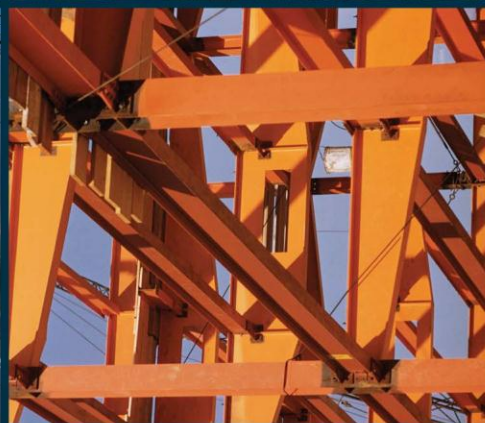
- Direct Lending
- Export Finance Guarantees
- Project Finance

Bonding:

- Advance Payment Bonds
- Performance & Warranty Bonds

EFIC client profile

- Australian based companies and their export customers
- Successful track record in exporting
- Financially stable
- Experiencing financial challenges in growing their export business
- Sizeable export contract/s requiring support
- Bank unable to assist further without EFIC support



Case studies



Case study – Designer Concrete Coatings, 2010

Customer

NSW-based manufacturer of a reflective interior swimming pool finish, Designer Beadcrete®, which is used in international resorts and major hotels

Need

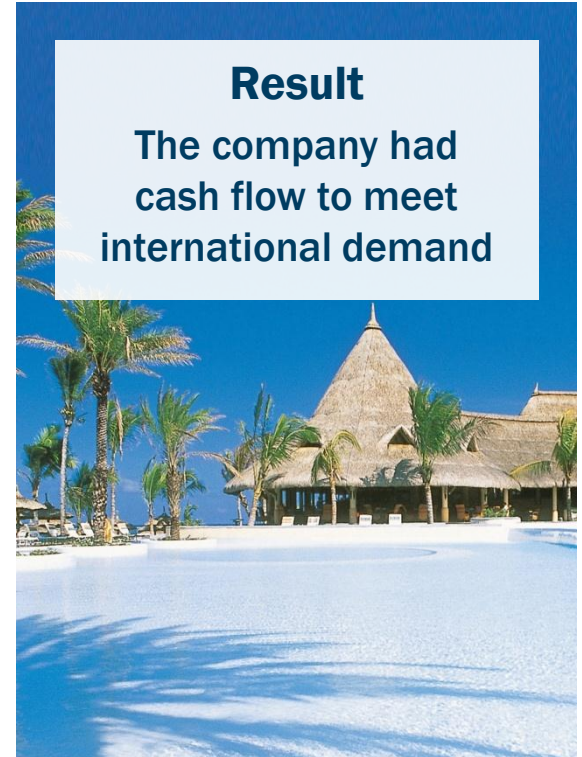
Although there was strong demand for the company's product, overseas customers required payment terms of up to 60 days. This put pressure on the company's cash flow

Solution

Additional funds through a Headway working capital guarantee with ANZ

Result

The company had cash flow to meet international demand



Case study – Plant Lighting, 2009

Customer

A family-owned company that is a world-leading maker of architecturally designed lighting fixtures and glassware

Need

Three contracts to supply feature lighting fixtures to the Dubai Metro project. Planet Lighting could not finance the advance payment bonds required

Solution

EFIC issued three advance payment bonds to the buyer in the UAE



Case study – Gasco Pty Ltd, 2009

Customer

One of Australia's leading combustion and process engineering companies

Need

The company won a US\$6.5m contract to supply and install two fired heaters for the 240 km Taweelah-Fujairah gas pipeline in the UAE. Gasco could not finance the performance bond the buyer required

Solution

EFIC provided a guarantee to Gasco's bank, ANZ, which in turn provided a performance bond to the buyer

Result

Gasco boosted its exports to the Middle East



Case study – JML ENGINEERED FACADES , 2011

Customer

A New South Wales-based specialist in glass façade engineering

Need

A QAR 33,587,480 (approximately AUD10.6 million) contract at the New Doha International Airport in Qatar required a performance bond that would tie up working capital that JML preferred to utilise for development of other new business in the region

Solution

EFIC issued a guarantee to Citibank, which has an established network in the Middle East, which in turn issued a bond to the customer through the bank's Qatar branch

Result

JML's working capital is freed up for development of new business



Case study – Aircraft Support Industries, 2009

Customer

Sydney-based company which provides specialised aircraft hangars and maintenance equipment

Need

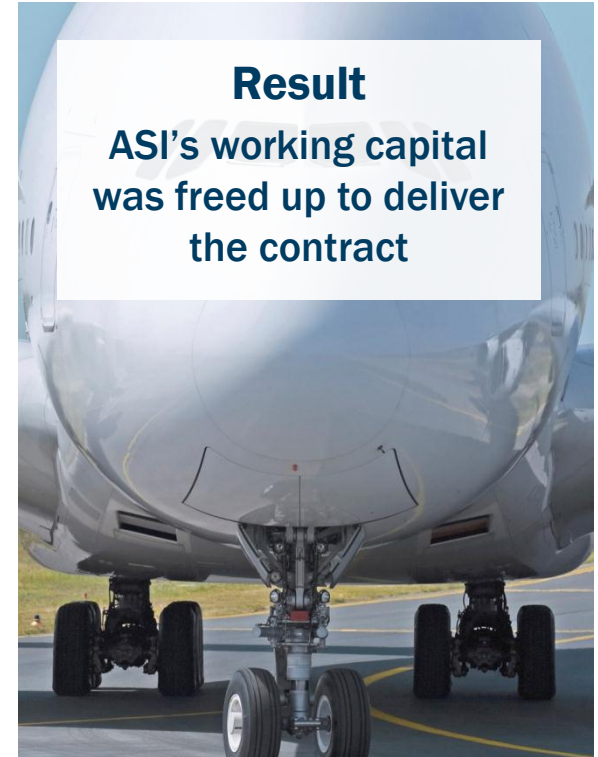
ASI won a \$US68.2m contract to design and construct an aircraft maintenance hangar at Abu Dhabi International Airport in the UAE. ASI could not finance the 10% performance bond required for the contract

Solution

EFIC provided guarantees to ASI's bank, NAB. NAB issued a standby letter of credit to a bank in the UAE, which issued the performance bonds

Result

ASI's working capital was freed up to deliver the contract



Contacts

Jonathan Reso

Director SME Origination

Phone: +61 2 8273 5267

Email: jreso@efic.gov.au

Paul Kyriacou

Director SME Origination

Phone: +61 2 8273 5203

Email: pkyriacou@efic.gov.au

Leela Hanson

Director SME Origination, WA

Phone: +61 2 8273 5267

Email: LHanson@efic.gov.au

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