

플랜트 산업협회

MDB 활용 해외 플랜트 프로젝트 개발전략 세미나

TAEGYUN KIM

Seoul Korea, 1 Dec 2017



BNP PARIBAS

The bank for a changing world

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BNP PARIBAS OVERVIEW

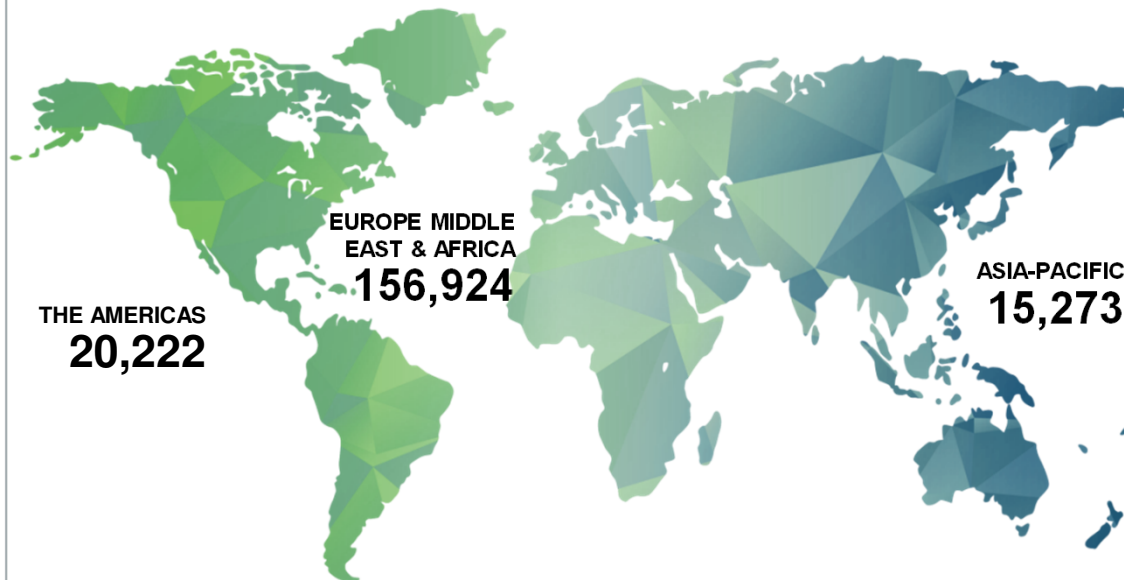
EXPORT FINANCE KOREA



BNP Paribas, The Bank for a Changing World

- With strong roots anchored in Europe's economic history, BNP Paribas supports its clients in today's changing world and has positioned itself as a leading bank in the Eurozone and a prominent international banking institution.

Being the bank for a changing world means being able to innovate on behalf of our customers and our employees and supporting them through the changes that affect them.



**staff numbers as of December 2016*

BNP PARIBAS KEY FIGURES - 2016



€43.4 BILLION
in revenues



192 419 EMPLOYEES



74 COUNTRIES

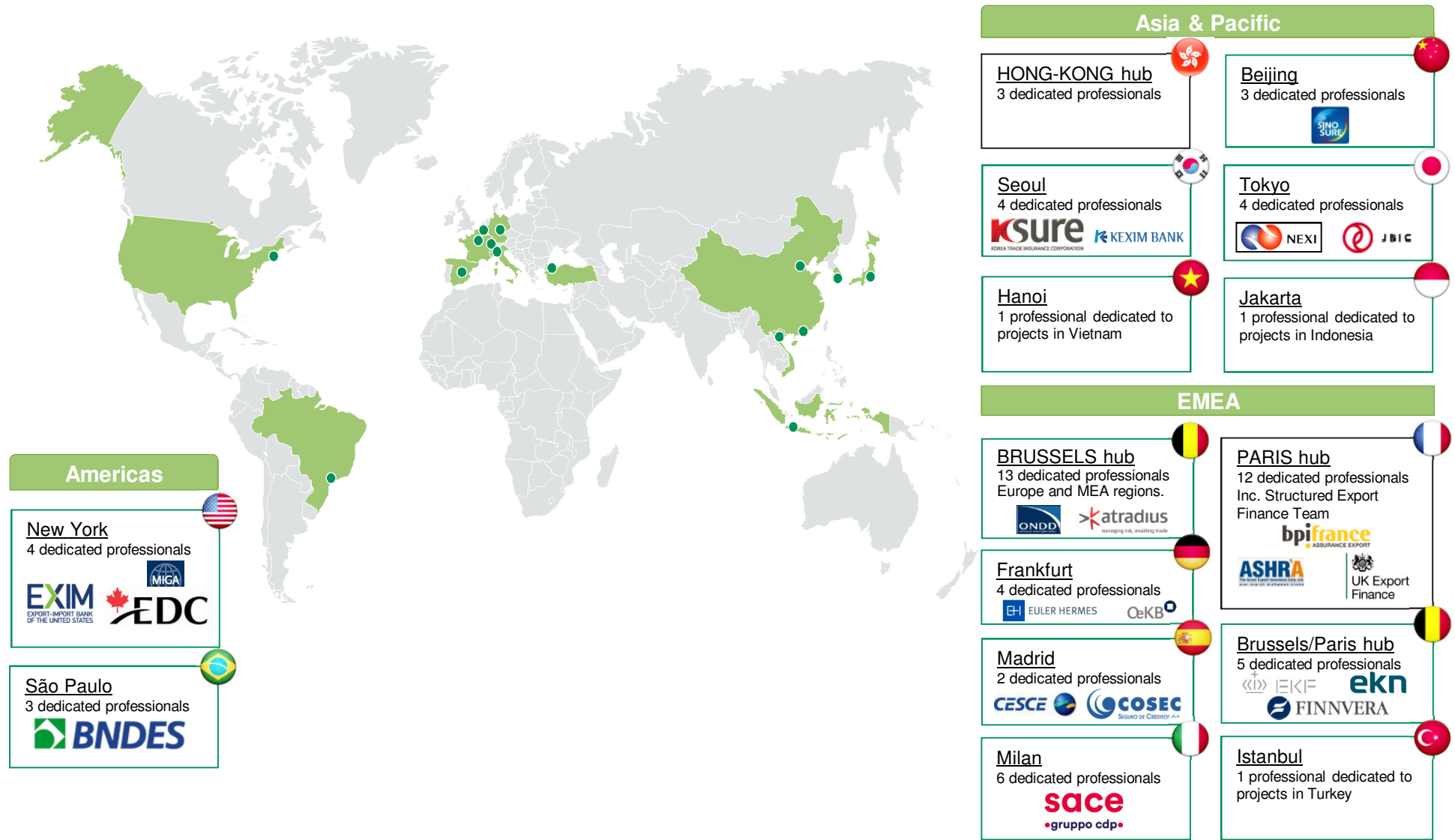


€7.7 BILLION
Net income
attributable to Equity
holders, excluding
exceptional items



BNP Paribas – Export Finance

Dedicated Export Finance Teams covering main ECAs and importing markets in all regions



BNP Paribas – Export Finance

Unique worldwide set-up covering all the process from origination and structuring to execution and syndication

- **BNP Paribas Export Finance is organized in two kinds of teams : The Origination Desks and the Regional Teams**
- **11 Origination Desks (32 Front Officers)** in major OECD countries in daily contact with the ECAs and the exporters
 - dedicated to exporters with sector expertise for a better understanding and structuring; experienced in ECA procedures and the relation with the relevant Authorities
 - and **covering up to 20 ECAs.**
 - Building innovative financial solutions and developing creative ideas with the ECAs

New York	Sao Paulo	Madrid	Paris	Benelux	Brussels	Milan	Frankfurt	Beijing	Seoul	Tokyo
Eximbank, EDC, OPIC	SBCE, BNDES	CESCE, COSEC	BPI France, UKEF	DJD, ODL, Atradius	EKN, Finnvera, GIEK, EKF	SACE	Euler Hermes, UFK, SERV, OeKB	Sinosure	K-Sure, KEXIM	JBIC, NEXI

- **3 Regional Teams (20 Front Officers):** Europe Middle-East Africa (based in Brussels, Paris & Istanbul), Americas (hub in New York) and Asia Pacific (hub in Hong Kong) covering more than 200 clients in 100 countries
 - benefiting from geographic expertise on the importing countries (market conditions, risk analysis, position of the ECAs, etc.);
 - And developing relationship and partnership with the importer.
 - Origination between USD 2 billion and USD 5 billion of new deals every year
- a **Structured Export Finance team (6 Front Officers)** dedicated to ECA financing within limited recourse structures;
- **Middle office teams (23 officers)** with long experience in loan administration and managing of ECA procedures;

Through the worldwide presence and experience of its Export Finance teams, BNP Paribas has developed:

- Expertise in all sectors and country-specific knowledge;
- Expertise with all main ECAs;
- Strong execution capabilities.



Selected Credential for Korean ECA Financing

2017




Coral Floating offshore LNG

US\$5,300,000,000
Export Credit Facility




MLA

2017



Kuwait National Petroleum Company
Modernization of Refineries

US\$4,250,000,000
Export Credit Facility



MLA

2017



MARAN GAS MARITIME INC.
Angelicoussis Group
Financing of 2 Tankers

US\$91,840,000
KEXIM Export Credit



MLA, Agent
Global Coordinator

2016



CMA-CGM
3 Container Vessels

US\$410,000,000
KEXIM & K-Sure Export Credit



MLA, KEXIM Agent
Global Coordinator, Agent

2016



Orpic
Liwa Plastics Complex

US\$660,000,000
KEXIM & K-Sure Export Credit



Mandated Lead Arranger
Agent

2015



Semangka
55 MW Hydropower Plant

US\$132,810,000
KEXIM Untied



Mandated Lead Arranger
Agent

2015



Gas Log
8 LNG Carriers

US\$1,300,000,000
KEXIM & K-Sure Export Credit



Mandated Lead Arranger

2015




Hapag-Lloyd
5 New Containership

US\$372,000,000
KEXIM & K-sure Export Credit




Mandated Lead Arranger

2015



CMA-CGM
K-Sure Covered Project Bond

US\$76,500,000
K-Sure Export Credit



Mandated Lead Arranger
Agent

2015



Emarat Maritime
RBS Exposure in the Aframax Syndication

US\$223,000,000
K-Sure Export Credit



Mandated Lead Arranger

2015



CSP
Steel Mill Project

US\$2,100,000,000
KEXIM & K-Sure Export Credit



Mandated Lead Arranger

2014




Sprint
Tower Equipment

US\$750,000,000
K-Sure Export Credit




Lender

2014



Star Refineri A.S.
Complex Crude Oil Refinery

US\$664,600,000
K-Sure Export Credit



Mandated Lead Arranger

2014



Roy Hill
Iron Ore Mine & Infrastructure

US\$1,100,000,000
KEXIM & K-Sure Export Credit



Financial Advisor
Mandated Lead Arranger

2014



MARAN GAS MARITIME INC.
Angelicoussis Group
Financing of 12 LNG Vessels

US\$908,000,000
K-Sure Export Credit



Mandated Lead Arranger

2

MULTILATERAL DEVELOPMENT BANK (“MDB”)

CASE STUDY (NENSKRA PROJECT)



Multilateral Development Bank (“MDB”) or Multilateral Agencies

- ❑ Definition : Multilateral Development Bank (MDB) is an international financial institution chartered by two or more countries for the purpose of encouraging economic development

- ❑ Principal Agencies :
 - World Bank
 - International Bank for Reconstruction & Development (“IBRD”)
 - International Finance Corporation (“IFC”)
 - Multilateral Investment Guarantee Agency (“MIGA”)

 - Asian Development Bank (“ADB”)

 - African Development Bank (“AfDB”)

 - European Investment Bank (“EIB”)

 - European Bank for Reconstruction & Development (“EBRD”)

 - Asian Infrastructure Investment Bank (“AIIB”)



Multilateral Development Bank (“MDB”)

□ Key Notes :

- “Shareholders” are the relevant states – generally run on a “not for profit” basis
- Participation in projects is driven by political and economic considerations in “developing countries”
- Typically a catalyst for other funding sources (e.g. IFC will not fund on its own account more than 25% of project cost. **Do not compete against commercial sector.**)
- Strong “advisory” role in their involvement in the financing process
- Clearly defined application process, including requirements for filing environmental reports.
- A Loan vs. B Loan

Multilateral Development Bank (“MDB”)

❑ Advantages

- Political risk mitigation/cover – “most favoured lender” status, 동일지위를 요구하는 Korean ECAs와 충돌
- Long repayment terms
- Catalytic effect on mobilising other source of finance

- Take difficult country risks (Pakistan, Bangladesh, Laos, Georgia, etc.)

❑ Disadvantages

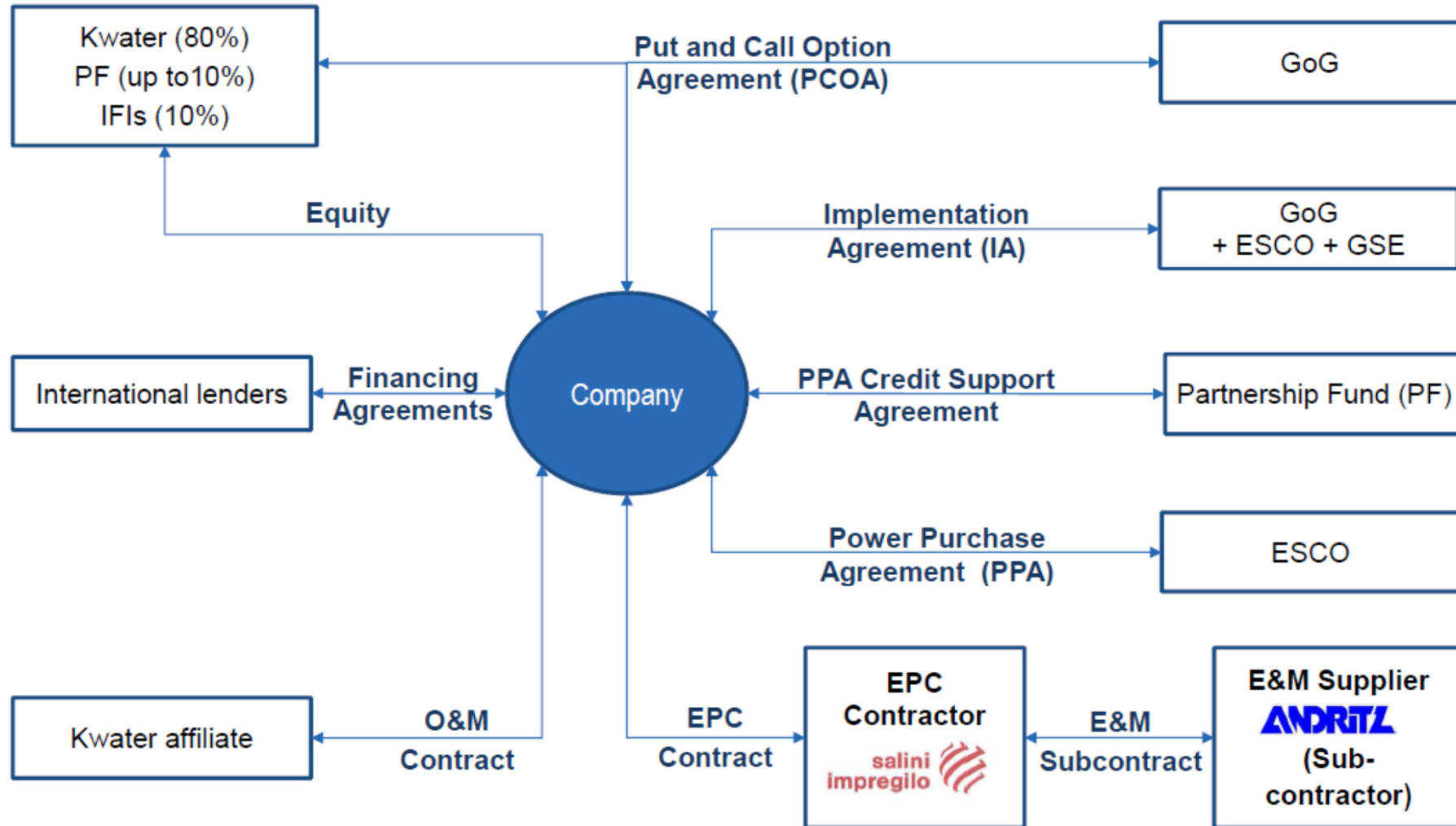
- Lengthy and detailed due diligence requirements and approval process
- Potential conflicting interests in problem loan situations (political vs. economic perspectives), 경제성 보다는 해당설비의 공공성에 더 중점을 둠.



Case Study : Nenskra Hydro Power Project (Georgia)

- ❑ **Korea Water Recourses Corporation (K water)**, through an SPV, JSC Nenskra Hydro is developing **a greenfield, high head hydropower project with an installed capacity of 280MW**, in **North-Western Georgia**.
- ❑ The hydropower facility will sell 100% of dispatched electricity to the Georgian national utility, **JSC Electricity System Commercial Operator (ESCO)**, under a **36-year take-or-pay power purchase agreement (the PPA)**, with ESCO's payment obligations with MoF undertaking.
- ❑ One full, fixed price, turnkey, date-certain **EPC Contract** signed on August 31, 2015, with the world-class contractor **Salini Impregilio S.p.A. (Italy)**, for the design and construction of all project works.
- ❑ Current and long-term support from the Georgian Government (Advisor : IFC)
 - The PPA is structured as an availability-based Take or Pay
 - Support to the Project through an implementation agreement that reflects a risk allocation designed to allow for **limited-recourse debt financing by international lenders and ECAs**.

Case Study : Nenskra Hydro Power Project (Georgia)



Case Study : Nenskra Hydro Power Project (Georgia)

Source: World Bank



- Ease of doing business : 15th (2015)
- Index of economic freedom : 22th (2015)
- Total public debt to nominal GDP : 35% (2014)
- Population : 4.5 million (2014)
- GDP per Capita : US \$ 3,720 (2014)
- Taxes: VAT 18%, Personal Income Tax 20%, Corporate Income Tax 15%, Custom Duties 0%, 5% or 12%, Excise duty, Property Tax 1%

GEORGIA - SOVEREIGN CREDIT RATINGS

**STANDARD
& POOR'S**

BB- Stable

FitchRatings

BB- Stable

**MOODY'S
INVESTORS SERVICE**

Ba3 Stable



BNP PARIBAS

The bank for a changing world

Case Study : Nenskra Hydro Power Project (Georgia)

Original Funding Plan

Project Uses	USDm	%	Project Sources	USDm	%
Investment Capex		78.9 %	Total Base Equity		30.0%
EPC contract		63.5 %	K water		24.7%
Contingencies		6.3 %	Partnership Fund		2.5 %
Other capex		9.1 %	Other shareholder		2.7%
Other uses of funds		4.1%	Base Senior Debt		70.0%
DSRA funding		3.4%	EBRD Facility		23.3%
Working Capital Needs		0.6%	ADB Facility		23.3%
			Other IFIs/ECA (Korean)		23.3
Total Project Uses		100.0%	Total Project Sources		100.0%

* Confidentiality를 위해 테이블의 figures는 실제와 다르게 작성되었음을 알려드립니다.

Case Study : Nenskra Hydro Power Project (Georgia)

- ❑ Take difficult country risks (Pakistan, Bangladesh, Laos, Georgia, etc.)
- ❑ Catalytic Effect on mobilizing different source of funding

K water's Nenskra Project in Georgia (3년간 대주단의 변경과정)

- i) ADB, EBRD and KEXIM
- ii) ADB, EBRD, KEXIM, SACE and EIB (한국 EPC 부재로 KEXIM drop out.)
- iii) ADB, EBRD, SACE, EIB, KDB and AIIB
(Italian EPC를 근거로 SACE participate)
- iv) ADB, EBRD, K-sure/KDB and EIB
(까다로운 조건 때문에 SACE facility를 K-sure로 대체.)

Case Study : Nenskra Hydro Power Project (Georgia)

Final Funding Plan

Project Uses	USDm	%	Project Sources	USDm	%
Investment Capex		78.9 %	Total Base Equity		30.0%
EPC contract		63.5 %	K water		26.4%
Contingencies		6.3 %	Partnership Fund		2.2%
Other capex		9.1 %	EBRD		1.4%
Other uses of funds		4.1%	Base Senior Debt		70.0%
DSRA funding		3.4%	EBRD Facility		15.2%
Working Capital Needs		0.6%	ADB Facility		15.2%
			EIB		14.2%
			ADB/KDB (ADB B Loan)		8.3%
			K-sure/KDB		7.6%
			AIIB		9.5%
Total Project Uses		100.0%	Total Project Sources		100.0%

* Confidentiality를 위해 테이블의 figures는 실제와 다르게 작성되었음을 알려드립니다.



감사합니다.

