



Export Finance Australia



Australian Government

export
finance
australia

Our mandate



Supporting SMEs, corporates and governments to realise export opportunities



Helping finance sustainable infrastructure in the Pacific and broader Indo-Pacific region



Providing finance for defence exports, including through the Defence Export Facility



Enabling broader government objectives by supporting other Commonwealth entities

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We provide a range of financial services



Loans

We provide loans to Australian exporters to support export contracts, or to overseas buyers of Australian goods and services.



Guarantees

We issue guarantees to an Australian exporter's bank if the business cannot provide further security and the bank won't extend additional finance.



Bonds

We offer bonds to help Australian companies with their security obligations under overseas contracts.



Insurance

We protect Australian exporters against the possibility of non-payment due to certain commercial and political risks.

Our impact

2018-2019 highlights:



147

transactions completed
supporting 107 businesses



\$377.6 m

in support provided



\$2.29b

in export contracts
supported



\$1.64b

contributed to
Australia's GDP



13,622

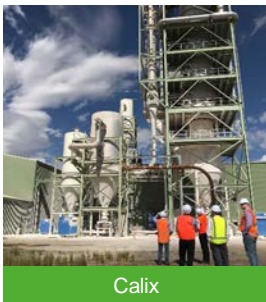
Australian jobs supported



\$36.8m

in pre-tax profit

Some of our international success stories: SMEs



Australian innovation solving global environmental challenges

Australian innovation is making a real impact in reducing CO2 emissions globally – and that's the driving force behind Calix.

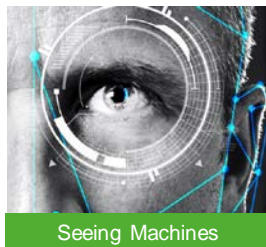
We provided Calix with over A\$5.5m in loans to enable them to take their innovative 'CO2 reduction and capture' technology to Europe to reduce carbon emissions in the concrete and lime manufacturing industries.



From humble beginnings to a purer world

Down Under Enterprises specialises in the farming, production, export, and distribution of a wide range of wholesale natural Australian oils and other ingredients for global personal care markets.

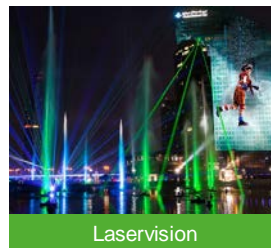
We were able to provide a guarantee to Down Under Enterprises' bank to support export order delivery to the US and China.



Life saving technology for drivers across the world

Seeing Machines is at the forefront of driver monitoring technology and has more than 200 staff and operations across the world; including the US, the UK, South America, Europe and in South East Asia.

Our Export Line of Credit gave Seeing Machines the ability to deliver 8,000 units of the Guardian driver monitoring system to a Thai-based transport logistics company.



Creating unique and unforgettable experiences on the world stage

Laservision is a designer and producer of multimedia entertainment attractions. Awarded the Dubai Festival City contract to design and install a multi-media attraction for a flagship store redevelopment, the business couldn't get capital from its bank.

In partnership with their bank, we helped create a multi-option finance package, comprising a guarantee and performance bond.

Some of our international success stories: Project & Structured Finance



Oyu Tolgoi

Driving economic growth for the people of Mongolia

Oyu Tolgoi is the largest single investment in Mongolia's history, expected to boost GDP by over 30% when fully operational.

As part of a syndicate involving other international credit agencies and commercial lenders, we provided a US\$150m loan to the project.

More than 200 Australian SMEs have already been involved in the initial development phase (with contracts worth more than US\$147m).



Escondida

Financing the world's largest Copper mine

The Escondida mine is the world's largest copper producer, located in Northern Chile. We provided a US\$100m loan to the project, which was predicated on substantial Australian involvement in the project.

In all, over 80 Australian companies were involved in various stages throughout the project, which saw considerable benefits flow through to Australia.



PNG LNG

Providing local energy production in Papua New Guinea

The ExxonMobil-led liquefied natural gas project in the Southern Highlands of Papua New Guinea is the world's largest project finance transaction.

We provided a US\$350m loan to the project, joining a syndicate of international export credit agencies and commercial lenders to support Australian exporters.

Our participation helped Australian exporters pursue and secure supply chain contracts for the construction phase of the project.



Mina Justa

Project finance powering Peru

The Mina Justa copper mine in Peru is expected to begin operating in 2020, targeting a production rate of around 100,000 tonnes of copper. As part of an international consortium, we provided a US\$50m loan to the project.

The construction and production of this mine will include Australian content ensuring a considerable benefit to Australian SMEs.

Our Indo-Pacific infrastructure mandate

Additional financing capacity

150% increase in our capital base

- More capital means we can finance more and larger projects.
- Our maximum country and counterparty limits on our Commercial Account are increased to approximately \$420 million.

New overseas infrastructure powers

More flexible support for infrastructure

- A new power to finance overseas infrastructure projects based on a broad 'Australian benefit' test.
- This more flexible mandate enables us to finance a wider range of infrastructure projects in the Indo-Pacific.

Supporting the Government's Defence Export Strategy



- The Defence Export Strategy was launched in early 2018, to help our defence industry achieve greater export success.
- Export Finance Australia administers the US\$3 billion Defence Export Facility.

Australian Infrastructure Financing Facility for the Pacific (AIFFP)



- The Government has established the \$2 billion Australian Infrastructure Financing Facility for the Pacific (AIFFP).
- This facility will provide up to \$1.5 billion of non-concessional loans, supported by Overseas Development Assistance (ODA) grants of up to \$500 million, for the development of high priority infrastructure in the Pacific and Timor-Leste.

Support for critical minerals projects



We have a **strong record of supporting mining and resources** projects in Australia and overseas.



Projects which **boost Australia's ability to extract and process critical minerals** are eligible for support.



Export Finance Australia works closely with the **Northern Australia Infrastructure Facility (NAIF)** to support projects.

Supporting other Commonwealth entities

In addition to the AIFFP, we provide our expertise and support to other Commonwealth entities as directed by the Minister.



The Northern Australia Infrastructure Facility is a lending facility established to provide loans (which may be concessional) to infrastructure projects that benefit northern Australia.



The National Housing Finance and Investment Corporation improves housing outcomes by making loans, investments and grants to encourage investment in social and affordable housing.



The Indigenous Entrepreneurs Capital Scheme provides access to private sector capital for Indigenous businesses.

Networking for success









- Export Finance Australia partners with a range of government agencies, corporations and alliance partners which are part of the export ecosystem.
- These partnerships enable us to come together to promote complementary services that drive international business success.
- Activities include:
 - Cross promotion of services.
 - Joint participation in marketing activities including through our digital channels and events.
 - Improving customer experience through research and development.



COVID-19

- Export Finance Australia's operations are not materially affected by COVID-19.
- Our past investment in business continuity planning, cloud technology, systems and ongoing training has enabled our staff to work remotely and support our customers.
- Our SME and Project and Structured Finance teams are serving new and existing customers with finance on our Commercial Account, including exporters impacted by COVID-19.
- We are providing further support for exporters through the \$500 million COVID-19 Export Capital Facility on the Australian Government's National Interest Account.
- All of our core support functions, including Finance, Treasury, Legal & Compliance, Information Technology, Human Resources and Corporate Affairs are operating normally.

Funding

 Government Guarantee Section 62 of the EFIC Act. An explicit and unconditional Commonwealth guarantee.	 Use of Proceeds General corporate purposes.	 Debt AAA (negative) rating Repo eligible with the RBA APRA HQLA Level 1 status.
 Euro Commercial Paper An active issuer - US\$3.25 billion and €200 million in 2020 FY.	 Fixed Rate AUD Bond Maturities A\$500m 12/11/2020 A\$100m 26/07/2022 A\$235m 12/02/2026 A\$130m 15/12/2028	 Risk A matched/hedged book broadly matching the tenor of assets and liabilities.

**When it comes to financing
international business success
talk to us**





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