



中国出口信用保险公司
CHINA EXPORT & CREDIT INSURANCE CORPORATION

Project Insurance:

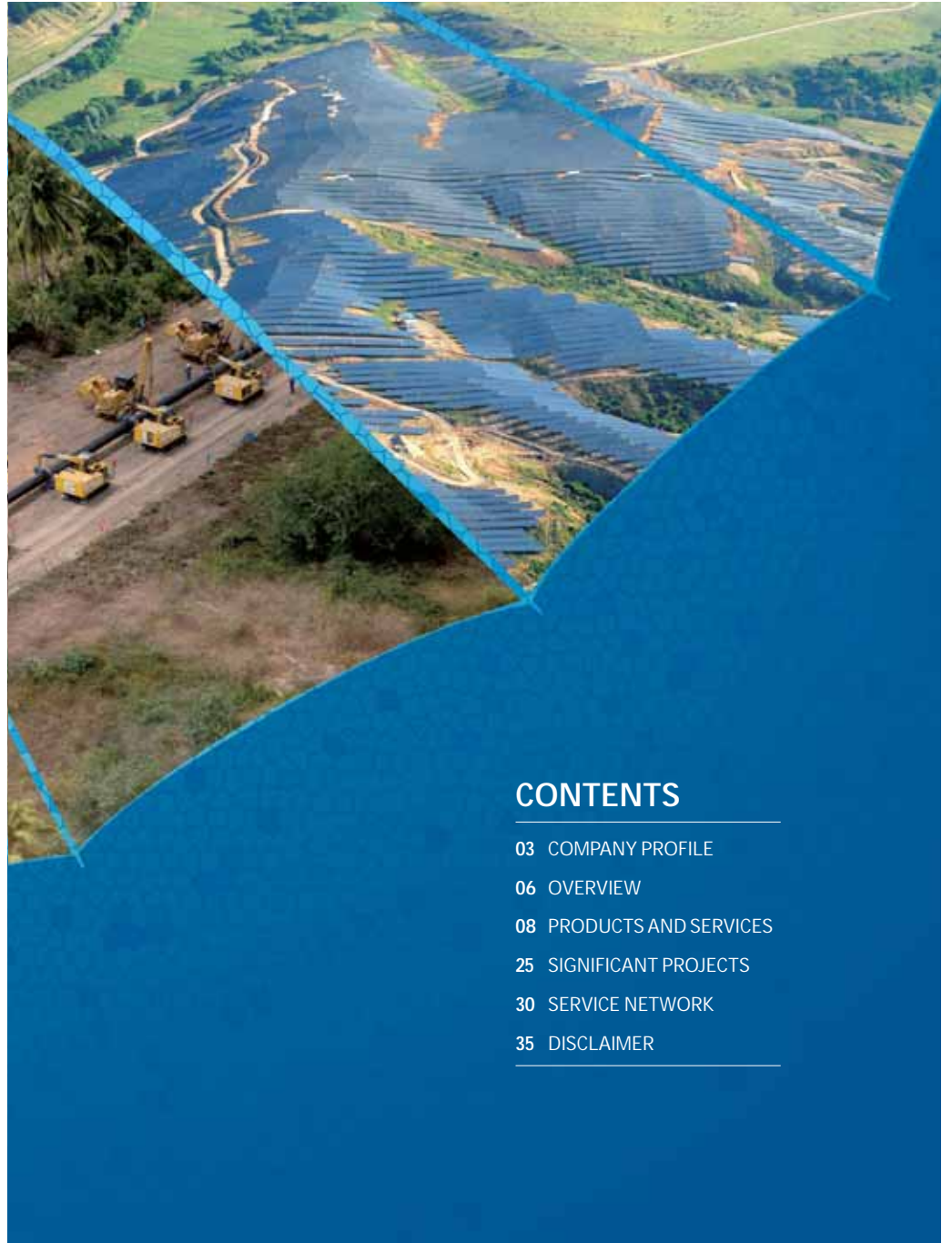
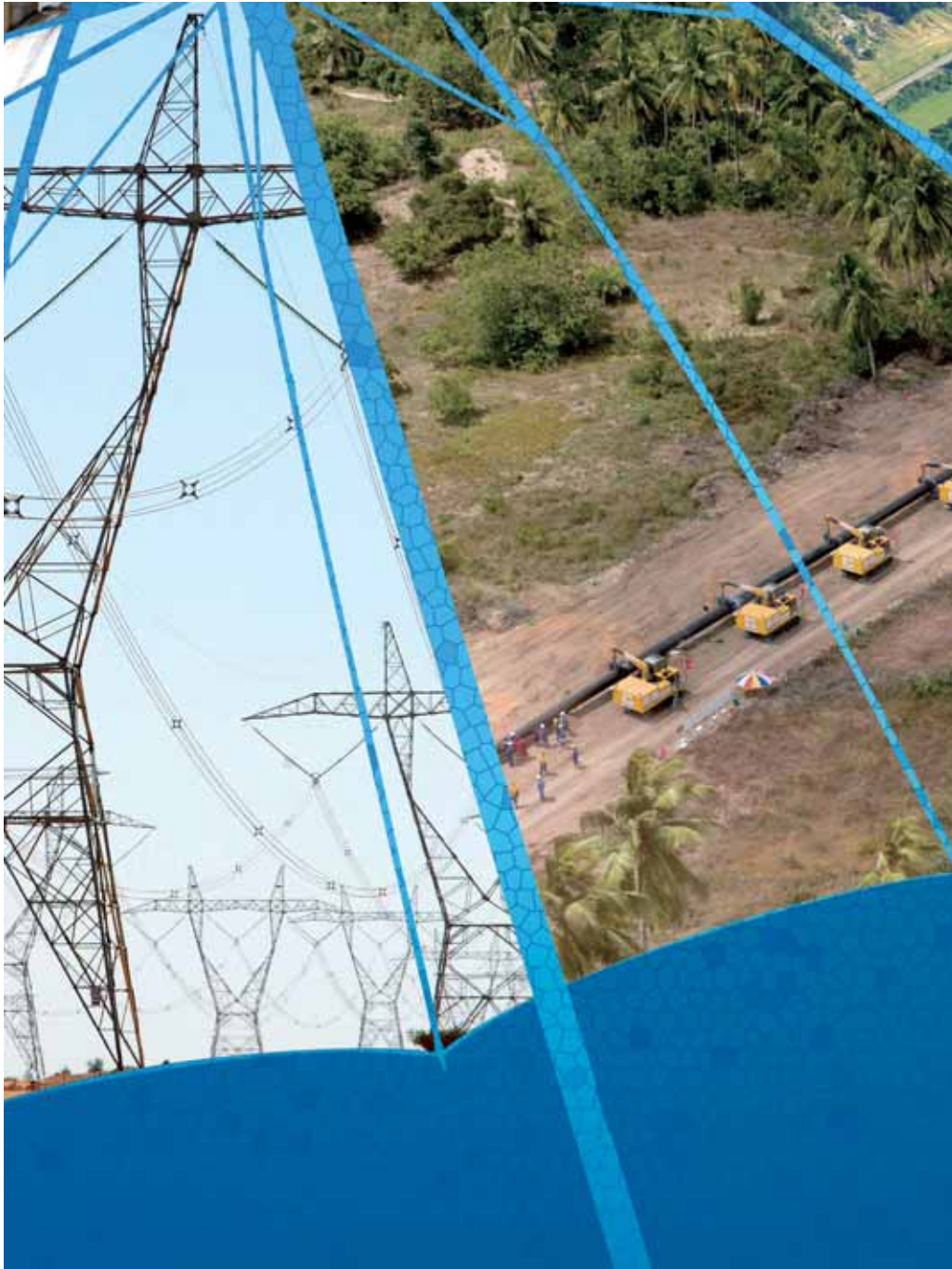
Introduction to Products and Services



中国出口信用保险公司
CHINA EXPORT & CREDIT INSURANCE CORPORATION

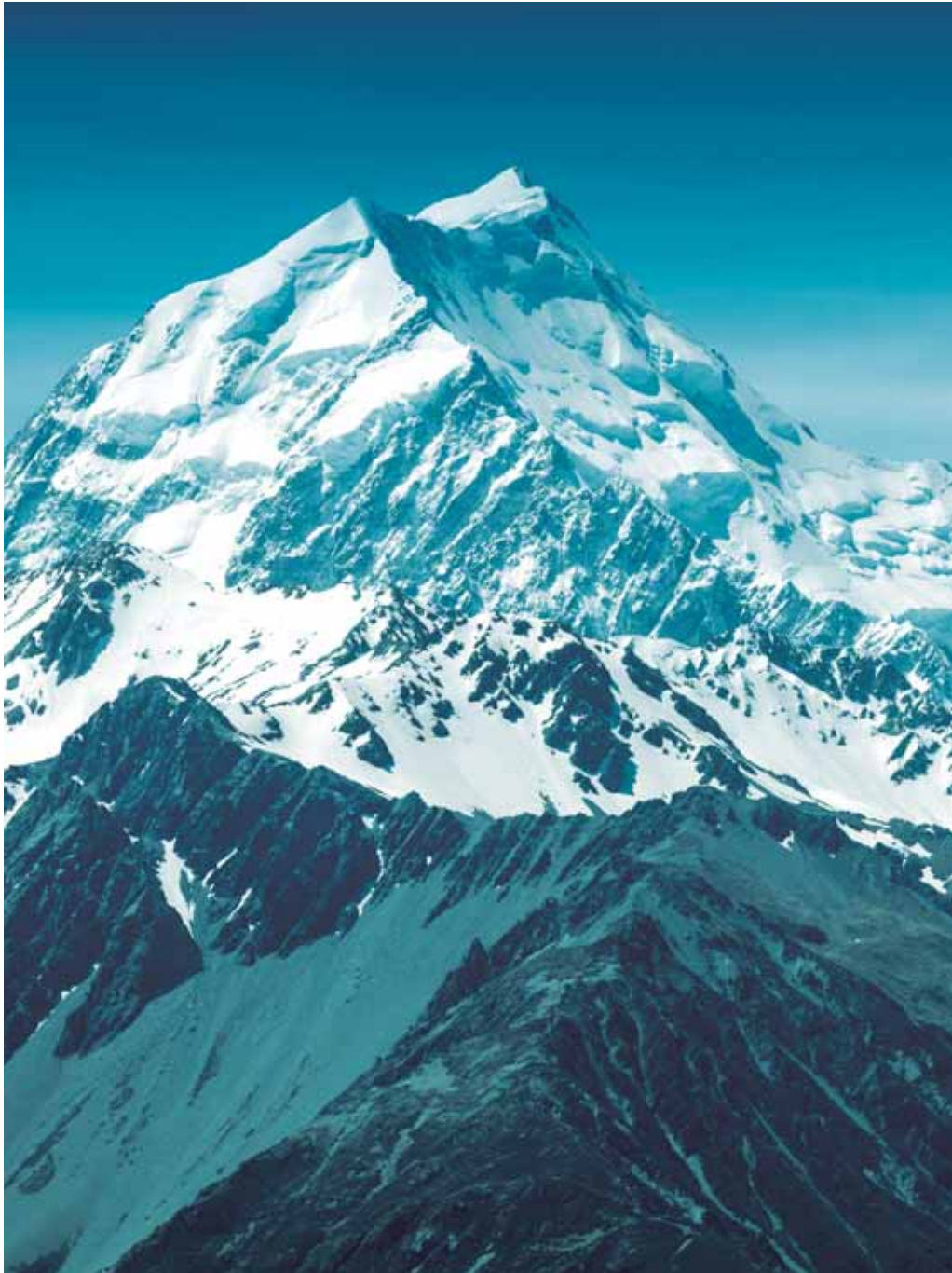
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COMPANY PROFILE

China Export & Credit Insurance Corporation (Sinosure) is a state-funded and policy-oriented insurance company tasked with the mission of promoting China's foreign trade and international economic cooperation. Sinosure is the official Export Credit Agency (ECA) of the Chinese Government. Since its establishment in 2001, Sinosure has experienced exceptional year-on-year growth while facilitating the financing of numerous strategic projects around the world.

The two primary products provided by Sinosure under project insurance are Medium & Long Term Export Buyer's Credit Insurance and Medium & Long Term Export Supplier's Credit Insurance. Additional products and services include Overseas Investment Insurance, Overseas Lease Insurance, Bonds & Guarantees, and Credit Rating services by SinoRating, a fully-owned subsidiary under Sinosure.

The global financial crisis since 2008 highlighted Sinosure's role as an important growth stabilizer and risk mitigator. With enhanced lending security provided by Sinosure's insurance products, sustainable funding resources for projects and sponsors again became available in the export credit market at competitive all-in costs. Sinosure has been identified by lending banks as a reliable and responsible partner throughout the volatility in the global economy.

As China continues to further integrate with the global economic community, Sinosure will remain a key player on the front lines of this trend. Sinosure is committed to facilitate outbound Chinese enterprises in embracing opportunities for economic globalization while presenting systematic risk mitigating solutions to our clients and global partners.



The ONLY Official Export Credit Agency in China.



The ONLY Policy Insurance Company in China.



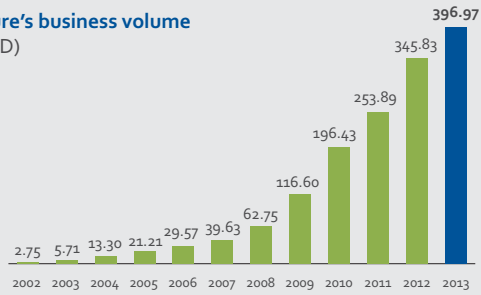
Issuing Policies on behalf of The Ministry of Finance of China:
Sovereign Level Credit.



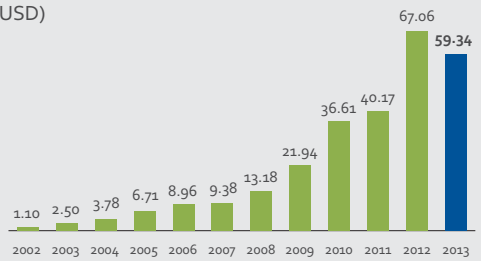
FULLY SUPPORTED by The Chinese Government.



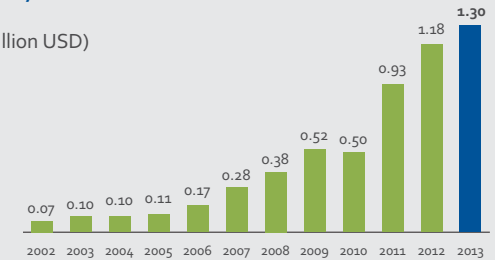
The fast growth of Sinasure's business volume
Insured Amount (billion USD)



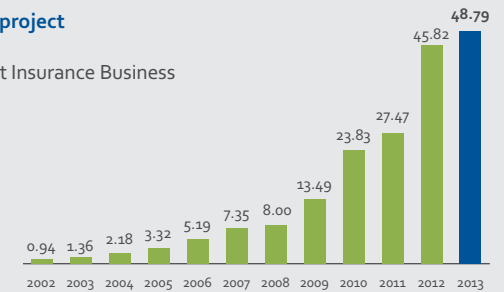
The amount of Financing supported by Sinasure
Amount of Finance (billion USD)



The compensation made by Sinasure to insured parties
Amount compensated (billion USD)

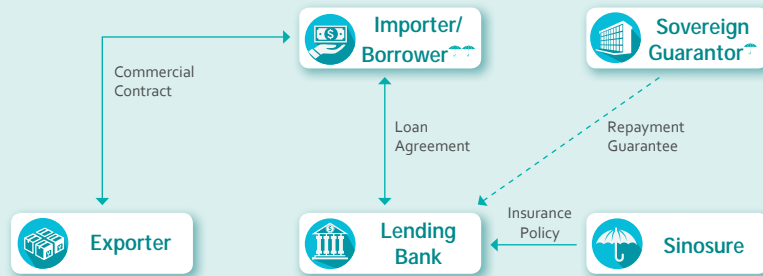


The growth of Sinasure project insurance business
Insured Amount in Project Insurance Business (billion USD)



MEDIUM & LONG TERM EXPORT CREDIT INSURANCE – BUYER’S CREDIT

Sovereign Guarantee/Sovereign Borrower



The Sovereign Guarantor could be the Ministry of Finance, the Central Bank or any other governmental agency authorized to provide a sovereign guarantee on behalf of importing country.

In the event that the Borrower's creditworthiness can be accepted by Sinosure, or the Borrower is the Ministry of Finance, the Central Bank or any other governmental agency authorized to conduct sovereign borrowing of the importing country, an additional sovereign guarantee is not required.

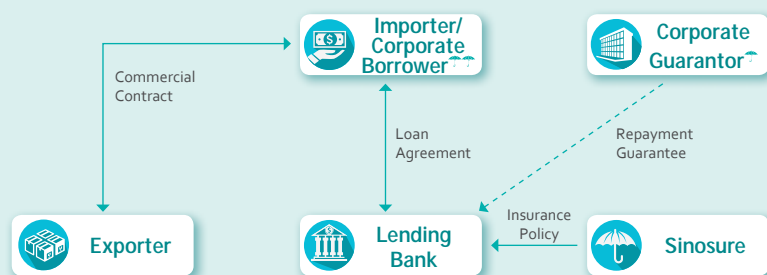
Bank Guarantee/On-Lending



& Under this structure, a bank could act as the guarantor (Bank Guarantor) or the direct borrower (On-Lending Bank).



Corporate Guarantee/Corporate Risk



The Corporate Guarantor could be the parent company of the Borrower or any other affiliated company with the legal and financial means to provide the guarantee.

In the event that the credit and risk of the Corporate Borrower is acceptable to Sinosure and Lending Bank, the Corporate Guarantor would not be required.



Sovereign Guarantee/Sovereign Borrower Bank Guarantee/On-Lending Corporate Guarantee/Corporate Risk

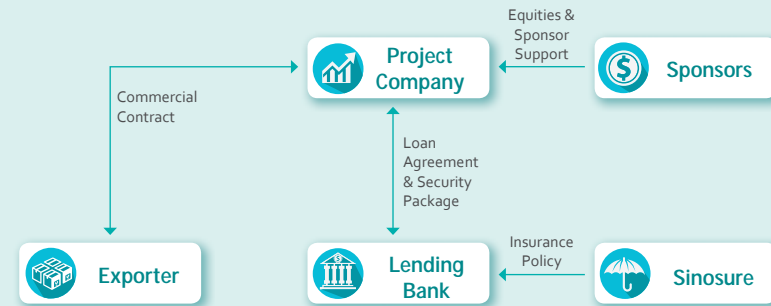
Main Eligibilities

Exporter	A legal entity registered in China (Hong Kong, Macau and Taiwan excluded), and licensed to conduct foreign trade and international economic cooperation, with no deficient record in previous collaborations with Sinosure.
Chinese Content	Generally not below 60% of project commercial contract value (CCV); for civil works, not below 15% of CCV.
Cash Down Payment	Typically not below 15%, and the financed amount percentage should not exceed 85% of CCV.
Currency	USD, RMB, EUR or other currencies acceptable to Sinosure.
Lending Bank	A legally registered lending institution. In case that an international bank will be the insured party, the following conditions regarding the international bank must be fulfilled: <ol style="list-style-type: none"> 1. Total asset not below 10 billion USD, and 2. The bank has experience in providing export credit in past two years, with no illicit records in prior collaborations with Export Credit Agencies.

Main Terms & Conditions

Insured Amount	Loan principal plus interest.
Tenor	Door to door, up to 15 years.
Premium Rate	Depending on factors such as country risk, tenor, borrower credit risk, and guarantor credit risk.
Premium Financing	Generally allowed. Up to 85% of the due premium could be financed.
Premium Installments	Generally allowed. The premium should be paid within 3 installments and match the disbursement schedule.
Security	Depending on the degree of acceptance of Borrower's creditworthiness, additional security arrangements, including but not limited to escrow accounts, pledge, mortgage, collateral etc., may be required.
Interest Rate	Typically a floating rate would be applicable, such as LIBOR + Margin.
Coverage Percentage	Up to 95% for both political and commercial risk coverage.

Limited or Non-Recourse Project Finance



Limited or Non-Recourse Project Finance

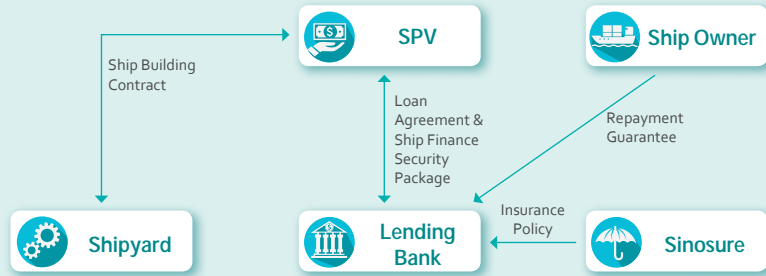
Main Eligibilities

Exporter	A legal entity registered in China (Hong Kong, Macau and Taiwan excluded), and licensed to conduct foreign trade and international economic cooperation, with no deficient record in previous collaborations with Sinosure.
Chinese Content	Generally not below 60% of project commercial contract value (CCV); for civil works, not below 15% of CCV.
Cash Down Payment	Typically not below 15%, and the financed amount percentage should not exceed 85% of CCV.
Currency	USD, RMB, EUR or other currencies acceptable to Sinosure.
Lending Bank	A legally registered lending institution. Lead bank(s) should have a strong track record in project finance. In case that an international bank will be the insured party, the following conditions regarding the international bank must be fulfilled: <ol style="list-style-type: none"> 1. Total asset not below 10 billion USD, and 2. The bank has experience in providing export credit in past two years, with no illicit records in prior collaborations with Export Credit Agencies.
Sponsor	Should have a strong track record in project finance transactions. Expertise and experience in related industries are strongly preferred. Should have the capability to provide equity funding and other necessary sponsor support.

Main Terms & Conditions

Insured Amount	Loan principal plus interest.
Tenor	Generally up to 15 years. Could be adjusted according to the project financial performance.
Premium Rate	To be decided on a case by case basis. Factors affecting premium rate include country risk, tenor, sponsor support, results of due diligence etc.
Premium Financing	Generally allowed. Up to 85% of the due premium could be financed.
Premium Installments	Generally allowed. The premium should be paid within 3 installments and match the disbursement schedule.
Security Package	Typical security arrangement in international project finance, such as escrow accounts, ownership interests pledge, asset mortgage, and collateral may be required.
Interest Rate	Typically a floating rate would be applicable, such as LIBOR + Margin.
Financial Covenants	In principal, the minimum equity ratio should be 20% of total investment, and consistent with regular industrial practices ; the minimum and average Debt Service Coverage Ratio should be at least 1.10 and 1.30, respectively.
Commercial Insurance	Typical commercial insurance arrangement in international project finance is required.
Sponsor Support	Contingent equity and project cost overrun supports from the sponsor, together with other sponsor supports as necessary for the project, are required.
Coverage Percentage	Up to 95% for political risks. Generally 50% for commercial risks, which could be increased on a case-by-case basis.

Ship Finance



Ship Finance

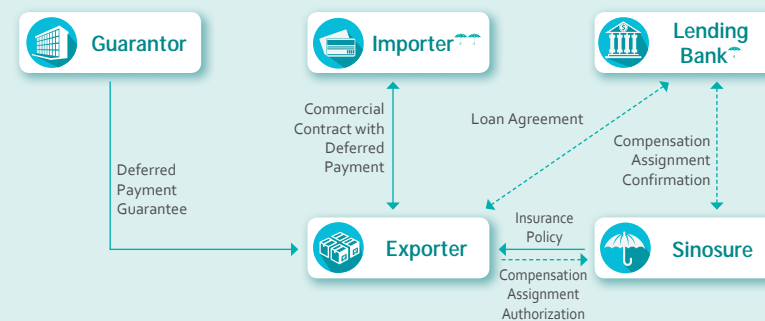
Main Eligibilities

Shipyard	A legal entity registered in China (Hong Kong, Macau and Taiwan excluded), and licensed to conduct foreign trade and international economic cooperation, with no deficient record in previous collaborations with Sinosure.
Chinese Content	Not below 40%.
Cash Payment	Typically not below 20% of the shipbuilding contract, and the financed amount should not exceed 80% of the ship market value.
Currency	USD, RMB, EUR or other currencies acceptable to Sinosure.
Lending Bank	<p>A legally registered lending institution. In case that an international bank will be the insured party, the following conditions regarding the international bank must be fulfilled:</p> <ol style="list-style-type: none"> 1. Total asset not below 10 billion USD, and 2. The bank has experience in providing export credit in past two years, with no illicit records in prior collaborations with Export Credit Agencies. 3. Banks with strong track record in ship finance are preferred.
Ship Owner	Well established with good track record. Adequate capabilities of management and operation. Good cooperation with financial institutions.

Main Terms & Conditions

Insured Amount	Loan principal plus interest.
Tenor	Disbursement period should match with shipbuilding period, typically not exceeding 3 years. Repayment period not exceeding 12 years. For some special types of ships or vessels, the tenor could be adjusted.
Premium Rate	To be decided on a case by case basis. Factors affecting premium rate include country risk, tenor, vessel type, charter arrangement, guarantee and security arrangement.
Premium Financing	Generally allowed. Up to 85% of the due premium could be financed.
Premium Installments	Generally allowed. The premium should be paid within 3 installments and match the disbursement schedule.
Security	Various forms of security are acceptable, including but not limited to shipowner guarantee, mortgage over vessel, charter arrangement and assignment, escrow accounts, and collateral.
Interest Rate	Typically a floating rate would be applicable, such as LIBOR + Margin.
Financial Covenants	Loan/Value Ratio typically not exceeding 1.20. Other requirements may apply according to specific conditions of the project
Commercial Insurance	Maritime Insurance consistent with regular industry practices is required.
Charter Arrangement	For the vessels to be leased by the shipowner to other parties, charter arrangement matching with financing is required.
Coverage Percentage	Up to 95% for both political and commercial risks.

MEDIUM & LONG TERM EXPORT CREDIT INSURANCE – SUPPLIER’S CREDIT (VENDOR FINANCING)



⚡ In the event that the Exporter does not demand facility support, the Lending Bank is not necessary.

☂ In the event that the Exporter and Sinosure can accept the credit and risk of the Importer, the Guarantor and Deferred Payment Guarantee are not required.



Main Eligibilities

Exporter	A legal entity registered in China (Hong Kong, Macau and Taiwan excluded), and licensed to conduct foreign trade and international economic cooperation, with no deficient record in previous collaborations with Sinosure.
Chinese Content	For equipment export projects, not below 60%; for EPC projects, not below 15%.
Cash Payment	Typically not below 15%, and the financed amount percentage not exceeding 85%.
Currency	USD, RMB, EUR or other currencies acceptable to Sinosure.

Main Terms & Conditions

Insured Amount	Deferred payment amount plus related interest.
Tenor	Generally up to 15 years.
Premium Rate	To be decided on a case by case basis. Factors affecting premium rate include country risk, tenor, borrower/guarantor credit risks etc.
Security	In addition to the borrower/guarantor credit, additional security arrangements, including but not limited to escrow accounts, pledge, mortgage, and collateral may be required.
Deferred Payment Interest Rate	To be discussed and agreed by exporter and importer.
Coverage Percentage	Up to 90% for both political and commercial risks.

OTHER PRODUCTS & SERVICES

Overseas Investment Insurance	This product primarily covers political risks of the host country/region to which Chinese investors and lending banks are exposed.
Overseas Lease Insurance	This product is provided to lessors or financial institutions for the purpose of insuring payment risks of receivable rents under overseas leasing arrangement.
Export Deferred Payment Refinancing Insurance	This product is provided to financial institutions for the purpose of insuring debtor repayments risks under refinancing arrangement, after the financial institutions buy out the medium and long term receivables on a non-recourse basis from the exporter.
Bonds & Guarantee	Includes Financial Guarantee connected with export projects, Overseas Financial Guarantee with domestic counter-guarantee, Advance Payment Bond, Performance Bond, Warranty Guarantee
Credit Rating services by SinoRating	Includes credit investigation and rating, consultation and other relevant services.

MAIN RISKS COVERED BY SINOSURE

Commercial Risks

The Debtor declares bankruptcy, winding-up and/or dissolution or The Debtor's payment default of the principal or interest due and payable on the due date under the Loan Agreement or commercial contract.

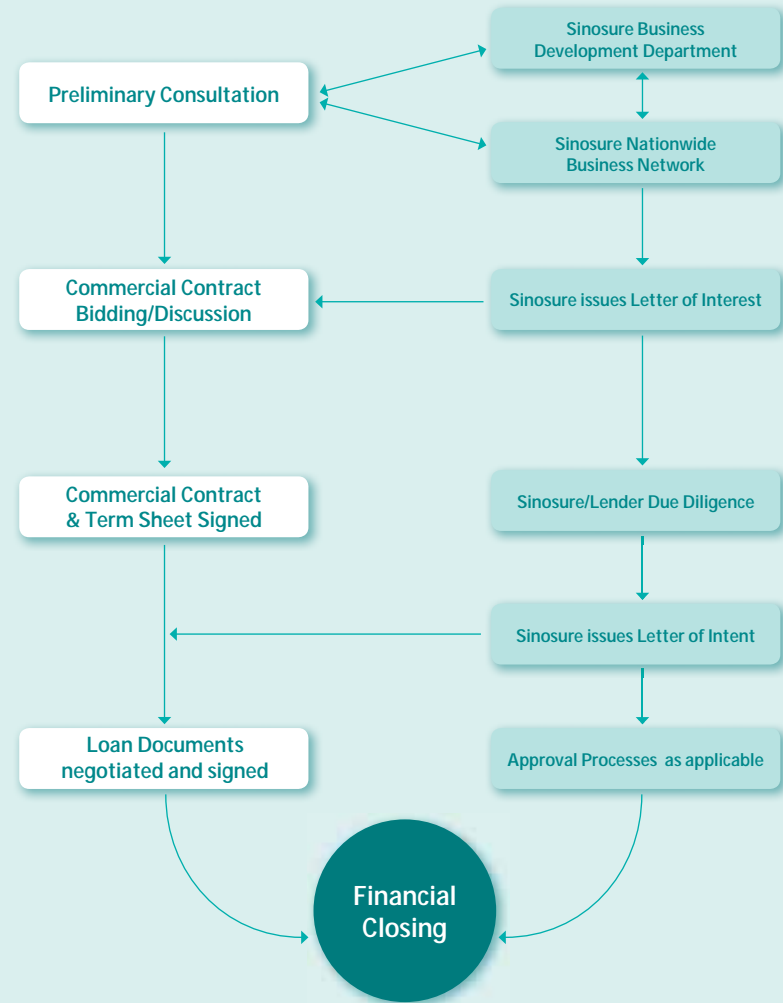
Political Risks

The Debtor is being prohibited or inhibited from repaying its debt to the Insured with the currency agreed in the Loan Agreement or with other freely convertible currencies as a result of the promulgation of any law, decree, order, rule or adoption of any administrative measure by the government of the debtor's country (or region) or a third country (or region) through which the repayment must be effected.

The debtor being unable to implement its repayment obligations under the Loan Agreement as a result of any moratorium order announced by the government of the debtor's country (or region) or a third country (or region) through which the repayment must be effected.

The occurrence of war, revolution or riots in the debtor's country (or region) or other applicable political events to be determined by Sinosure.

GENERAL PROCEDURES



GENERAL LIST OF APPLICATION MATERIALS AND DOCUMENTS


In Connection with	Materials and documents
Owner, Borrower, Guarantor and Sponsor, as respectively applicable	<ol style="list-style-type: none"> 1. General introduction and other relevant background information (e.g. Annual Report, Company Credentials etc.); 2. Audited Financial Statements for the past three years;
Project, as applicable	<ol style="list-style-type: none"> 3. General project introduction; 4. Commercial contracts or a summary of key terms; 5. Project technical feasibility study; 6. Project economic and financial feasibility study; 7. Project legal and regulatory feasibility study, and the related approvals, licenses, certificates etc.; 8. Project environmental impact study.


Notes:


- The above is a general list of materials and documents, which may be adjusted, simplified or expanded based on the specific conditions of the project. Please consult with us before you start to prepare.
- In a limited or non-recourse project financing transaction, the list of require materials and the due diligence process are typically very complicated. Sinosure and lending banks would usually discuss and develop a detailed document requirement list, and also the scope and depth of due diligence to be conducted. All expenses incurred by this additional work should be borne by the sponsor/borrower.

SELECTED MILESTONE PROJECTS IN RECENT YEARS

Export Credit Syndicate in developing economy: Indramayu Power Plant in Indonesia (2008)

 **Location:** Indramayu, Indonesia

 **Description:** A 2x300MW coal-fired power plant. This was the first execution of the 'Fast-Track Program' promoted by Government of Indonesia to deliver more reliable and affordable electricity to this quickly-developing economy. Together with other power projects supported by Sinosure, the Indramayu project was recognized as a milestone and a flagship example of Sinosure's efforts in assisting southeastern Asian countries to modernize their energy infrastructure.

 **Banks:** A consortium consisting of eighteen (18) well-known international banks participating into the project and Bank of China, China Development Bank, Industrial and Commercial Bank of China, China Construction Bank, China CITIC Bank, BNP Paribas and Societe Generale played as Mandated Lead Arranger. This was one of the biggest export credit syndicates in recent years, which indicated the increasingly positive attitude of financial market toward Indonesian risks after it eventually recovered from Asian Financial Crisis.





 **Other Info:** PT PLN (the national power company) was backed with a repayment sovereign guarantee by the Government of Indonesia (GOI) in securing long term financing. This was the first time the GOI availed a sovereign guarantee to develop projects of strategic importance since 1997. The model of Indramayu was consistently applied in other projects. Backed by Sinosure's cover and a sovereign guarantee, PLN was able to secure an extra \$4 billion USD of financing from various Chinese Banks, just before the global financing crisis. Those projects proved to be a strong stabilizer for Indonesian economy.

Awards and Accolades:


Trade Finance: "Deal of the Year"


Greenfield Project Finance: GNPower Mariveles project in Philippines (2010)

 **Location:** Mariveles region, Bataan Peninsula, Bataan province, Luzon, the Philippines.

 **Description:** The first greenfield project finance coal-fired power plant in Philippines since 2003 Electricity Reform Act. The off-taker portfolio consisted of various highly-ranked distributional utilities and electricity cooperatives in Luzon island. Coal supply was arranged via import from Indonesia. A group of experienced private equities from US and Philippines provided equities.



 **Bank:** China Development Bank provided a 11.5-year term loan covered by Sinosure. Banco de Oro, a major Philippine commercial bank, also extended loans to the project as a senior creditor in addition to Sinosure-backed facility.

 **Other Info:** This project was the first typical project finance supported by Sinosure, with Sinosure taking 95% political risk and 60% commercial risk on a non-recourse basis. The project was also a breakthrough for the Philippine electricity industry, highlighted by a diversified and market-oriented financing structure. Sinosure took a lead in due diligence and loan documentation.

Awards and Accolades:

Project Finance International (PFI): "Asia Pacific Power Deal of the Year"

China Law & Practice: "China Project Finance Deal of the Year"


Asian-Counsel: "Deal of the Year"


China Business Law Journal: "Infrastructure & Project Finance Deal of the Year"


Euromoney Project Finance for APAC (Asia Pacific) Deals: "Multi-sourcing Financing Deal of the Year 2010"

IFLR: "Project Finance Deal of the Year"

Multi-sourcing ECA finance: Hyundai Steel Project (2008)

 **Location:** South Korea

 **Description:** Sinosure, together with five European ECAs, provided a multi-sourcing finance solution based on the corporate risk of the Hyundai Steel Company of South Korea. Equipment was procured and sourced from Germany, Austria, Finland, Luxembourg, Italy and China. Euler Hermes, OeKB, Finnvera, ODL, Sace and Sinosure jointly participated and coordinated in executing this project.

 **Other Info:** The total project capital expenditure reached \$5.5 billion USD. Multi-ECA finance has been an effective solution for sourcing large amount procurement from different countries, reflecting the inevitable continued integration of the global economy.




Awards and Accolades:


Trade Finance: "Deal of the Year"

Upgrading energy infrastructure in under-developed country: Tanzanian Gas Pipeline and Processing Facility Project (2013)


 **Location:** Tanzania


 **Description:** The project contract value exceeded 1.2 billion USD and was regarded as a key project of upgrading Tanzanian petroleum and gas infrastructure. The Sinosure-covered portion helped to form a consolidated package for the entire financing amount. The tenor was 15 years to accommodate the gradual building-up of project repayment capability. The Ministry of Finance of Tanzania provided guarantee as a risk mitigant and necessary support to the lender.




 **Other Info:** This project is an example of Sinosure's long-term commitment in supporting under-developed countries in Africa to improve their energy system and achieve sustainable development.

Cooperation with well-established shipowner: Ship finance for Lauritzen Tankers A/S (2010)

 **Location:** Denmark

 **Description:** The shipbuilding contract executed with Lauritzen Tankers A/S included five tankers with the total amount of 233.5 million USD. Sinosure covered post-delivery finance with a ten-year repayment period. J. Lauritzen A/S, as the parent company of shipowner, acted as the borrower. Typical security in ship finance was also created.

 **Other Info:** Sinosure continues to be an active financial institution in supporting ship exports from China. It encourages cooperation between Chinese shipyards and well-established foreign shipowners. The loan was provided by a combination of European and Chinese commercial banks who were active in ship finance market. This project was executed under the background of global shipping industry recession and identified as an example of the counter-cyclical function of Sinosure.



SERVICE NETWORK

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邮箱 / E-mail: xfb@sinosure.com.cn

第一营业部

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第三营业部

Headquarters Business Department Three

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天津分公司

Tianjin Branch

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河北分公司

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辽宁分公司

Liaoning Branch

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浙江分公司

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宁波分公司

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安徽分公司**Anhui Branch**

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