

# Financing Options

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## 1 Overview

There are several international and domestic finance institutions that are willing to offer financial assistance to private sector companies that wish to create essential infrastructure in developing countries. These institutions offer a wide range of products, which include export credits, mixed credits and different types of loans. The various institutions have developed different approaches in terms of dealing with potential projects. The main defining features of the different approaches are:

- Objectives of the support program;
- Products that are offered;
- Conditions for support;
- Eligibility criteria, and,
- Application and approval procedures.

The available financial support mechanisms can broadly be divided into three groups:

- **Export Credits.** These are low-cost funding arrangements supported by Governments (either directly or through Export Credit Agencies - ECAs) in order to promote the export of goods and services from their countries.
- **Mixed Credits.** Mixed Credits are traditional export credits combined with approximately 35% grant funding, calculated on the value of the export credit. Many of the OECD-member countries offer mixed credits (or subsidized loans) in one way or another, and
- **Loans and Grants.** These include mainly debt support with different return and repayment conditions and obligations.

Several Governments, including most industrialised nations, offer export credits through Export Credit Agencies (ECAs) in support of national exports. More information can be obtained from the following website: [www.people.hbs.edu/besty/projfinportal/ecas.htm](http://www.people.hbs.edu/besty/projfinportal/ecas.htm)

The specific terms and conditions for the mixed credits products may vary from country to country. General advice to project developers, however, is to approach Development Assistance offices in the country of which the main part of the technology will be purchased for the project. See section 3 for the contact details two European Development Assistance offices.

The situation in South Africa is somewhat different. Despite that the renewable energy sector is still in its formative stages in the country, most of the financing institutions approached by the DME exhibited a positive disposition towards the development of this sector. Some of the institutions also have exposure to the sector through their international offices or associations and thus have access to product offerings relevant to renewable energy technology. Despite this, however, the level of activity in the local renewable energy sector by these institutions is very low.

The overriding and clearly defined position that the locally-based institutions espoused can be outlined as follows:

- The requirement for internationally accepted technology platforms;
- The availability of secure off-take counter-parties (i.e. power purchasing agreements) in either the private or public sector.
- Clear policy positions from government and commitment to support renewable energy in South Africa.
- The existence of markets for green energy certificates.
- The possibility of trading international credits to ameliorate certain risk positions.

In summary institutions approached are supportive of the initiative aimed at promoting renewable energy in South Africa.

## 2 Contact Details – International Mixed Credit Agencies.

Institutions	Acronym	Web address	Telephone/Fax	Postal & Physical	e-mail
Danish International Development Assistance	DANIDA	<a href="http://www.um.dk/en/menu/DevelopmentPolicy/DanishDevelopmentPolicy/DanishDevelopmentPolicy">http://www.um.dk/en/menu/DevelopmentPolicy/DanishDevelopmentPolicy/DanishDevelopmentPolicy</a> or <a href="http://www.ekf.dk">www.ekf.dk</a>	Tel: +45 33 92 00 00 Fax: +45 32 54 05 33	Royal Danish Ministry of Foreign Affairs Asiatisk Plads 2 DK 1448 Copenhagen K	<a href="mailto:um@um.dk">um@um.dk</a>
Spanish Development Aid Fund INSTITUTO DE CRÉDITO OFICIAL (ICO)	FAD	<a href="http://www.ico.es/web/pages/main">www.ico.es/web/pages/main</a>	Tel: +34 91 592 16 00 Fax: +34 91 592 17 00	Paseo del Prado, 4 - 28014 Madrid (Spain)	<a href="mailto:ico@ico.es">ico@ico.es</a>

Several Governments and International institutions offer support through mainly loans (including grants), guarantees and advisory services via “development/investment bank” type agencies. Although access to these schemes is conditional, the eligibility criteria may not be as onerous as what potential developers may perceive. It should be noted that the World Bank and European Development Finance Institutions have several groups that support investments in developing countries. The following tables summarise the key contact information of the different agencies and institutions that offer support. Potential investors and other interested parties are encouraged to visit these websites to find out more about the support they may qualify for.

### 3 Contact Details – International Country Development/Investment Bank Agencies

Institutions	Acronym	Web address	Telephone/Fax	Postal & Physical	e-mail
Nordic Investment Bank	NIB	<a href="http://www.nib.int/en/index.html">www.nib.int/en/index.html</a>	Tel: +358 9 18 001 Fax: +358 9 1800 210	Fabianinkatu 34 P.O. Box 249 FI-00171 Helsinki Finland	<a href="mailto:info@nib.int">info@nib.int</a>
Nordic Development Fund	NDF	<a href="http://www.eib.org">www.eib.org</a>	Tel: +352 43 79 31 30	Communication & Information Department ,100 boulevard, Konrad Adenauer, L-2950, Luxembourg	South Africa (SA) Bram Schim van der Loeff, <a href="mailto:a.schimvanderloeff@eib.org">a.schimvanderloeff@eib.org</a>

### 4 Contact Details – International World Bank Agencies –

<http://web.worldbank.org/WBSITE/EXTERNAL/EXTABOUTUS/0,,contentMDK:20122644~menuPK:278902~pagePK:34542~piPK:36600~theSitePK:29708.00.html>

Institutions	Acronym	Web address	Telephone/Fax	Postal & Physical	e-mail
The International Bank for Reconstruction and Development	IBRD	<a href="http://www.worldbank.org/">www.worldbank.org/</a>			
The International Development Association	IDA	<a href="http://www.worldbank.org/ida">www.worldbank.org/ida</a>			
The International Finance Corporation	IFC	<a href="http://www.ifc.org">www.ifc.org</a>	Tel: + 27 11 731-3000 Fax: +27 11 325-0729	14 Fricker Road Illovo, Johannesburg, South Africa	
The Multilateral Investment Guarantee Agency	MIGA	<a href="http://www.miga.org">www.miga.org</a>	Tel: +1 202 473-1000	MIGA 1818 H Street, N.W. Washington, D.C. 20433, U.S.A.	

## 5 Contact Details - European Development Finance Institutions (EDFI)

Institutions	Acronym	Web address	Telephone/Fax	Postal & Physical	e-mail
Wirtschaftsservice Gesellschaft m.b.H.	AWS	<a href="http://www.awsg.at">www.awsg.at</a>	Tel: +43 1 501 750 Fax: +43 1 501 75 360	Ungargasse 37 1030 Vienna, Austria	<a href="mailto:awsq@awsq.at">awsq@awsq.at</a>
Belgian Investment Company for Developing Countries	BIO	<a href="http://www.b-i-o.be">www.b-i-o.be</a>	Tel.: +32 2 778 9999 Fax: +32 2 778 9990	Avenue de Tervurenlaan 188 A, 4th floor 1150 Brussels, Belgium	<a href="mailto:info@b-i-o.be">info@b-i-o.be</a>
CDC Group	CDC	<a href="http://www.cdcgroup.com">www.cdcgroup.com</a>	Tel: +44 20 7484 7700 Fax: +44 20 7484 7750	6 Duke Street London SW1Y 6BN, United Kingdom	<a href="mailto:enquiries@cdcgroup.com">enquiries@cdcgroup.com</a>
Compañía Española de Financiación del Desarrollo	COFIDES	<a href="http://www.cofides.es">www.cofides.es</a>	Tel.: +34 91 562 6008 Fax: +34 91 561 00 15	Principe de Vergara 132, Planta 12, 28002 Madrid, Spain	<a href="mailto:cofides@cofides.es">cofides@cofides.es</a>
Deutsche Investitions- und Entwicklungsgesellschaft m.b.H.	DEG	<a href="http://www.deginvest.de">www.deginvest.de</a>	Tel.: +49 221 4986-0 Fax: +49 221 4986-1290	Belvederestrasse 40 D-50933 Köln (Cologne), Germany	<a href="mailto:BusinessRelations@deginvest.de">BusinessRelations@deginvest.de</a>
Finnish Fund for Industrial Cooperation Ltd.	FINNFUND	<a href="http://www.finnfund.fi/en_GB">www.finnfund.fi/en_GB</a>	Tel: +358 9 348 434 Fax: +358 9 3484 3346	Ratakatu 27, PO Box 391 00121 Helsinki, Finland	<a href="mailto:firstname.lastname@finnfund.fi">firstname.lastname@finnfund.fi</a>
Netherlands Development Finance Company	FMO	<a href="http://www.fmo.nl">www.fmo.nl</a>	Tel.: +31 70 314 9696 Fax: +31 70 324 6187	Anna van Saksenlaan 71 2593 HW The Hague, The Netherlands	<a href="mailto:info@fmo.nl">info@fmo.nl</a>
Danish International Investment Funds	IFU / IØ	<a href="http://www.ifu.dk">www.ifu.dk</a> <a href="http://www.ioe.dk">www.ioe.dk</a>	Tel.: +45 33 63 7500 Fax: +45 33 32 2524	Bremerholm 4 - PO Box 2155 1016 Copenhagen K, Denmark	<a href="mailto:ifu@ifu.dk">ifu@ifu.dk</a> <a href="mailto:ioe@ioe.dk">ioe@ioe.dk</a> <a href="mailto:ifv@ofv.dk">ifv@ofv.dk</a>
Norwegian Investment Fund for Developing Countries	NORFUND	<a href="http://www.norfund.no">www.norfund.no</a>	Tel: +27 11 325 1940 Fax: +27 11 325 1944	Lancaster Gate, Hyde Park Lane, Hyde Park Postnet Suite 52, Private Bag x11, Johannesburg, South Africa	<a href="mailto:post@norfund.no">post@norfund.no</a>
Société de Promotion et de Participation pour la Coopération Economique	PROPARCO	<a href="http://www.proparco.fr">www.proparco.fr</a>	Tel: +33 1 53 44 3737 Fax: +33 1 53 44 3838	5, Rue Roland Barthes 75598 Paris Cedex 12, France	<a href="mailto:proparco@afd.fr">proparco@afd.fr</a>
Belgian Corporation for International Investment	SBI-BMI	<a href="http://www.bmi-sbi.be">www.bmi-sbi.be</a>	Tel. +32 2 776 0100 Fax +32 2 770 6638	Avenue de Tervurenlaan 168 / b.9 • 1150 Brussels • Belgium	<a href="mailto:info@bmi-sbi.be">info@bmi-sbi.be</a>
Società Italiana per le Imprese all'Estero	SIMEST	<a href="http://www.simest.it">www.simest.it</a>	Tel.: +39 06 686 351 Fax: +39 06 686 35220	Corso Vittorio Emanuele II, 323, 00186, Rome, Italy	<a href="mailto:info@simest.it">info@simest.it</a>

<b>Institutions</b>	<b>Acronym</b>	<b>Web address</b>	<b>Telephone/Fax</b>	<b>Postal &amp; Physical</b>	<b>e-mail</b>
Swedfund International AB	SWEDFUND	<a href="http://www.swedfund.se">www.swedfund.se</a>	Tel.: +46 8 725 9400 Fax: +46 8 20 3093	Sveavägen 24-26, PO Box 3286 10365 Stockholm, Sweden	<a href="mailto:info@swedfund.se">info@swedfund.se</a>

## 6 Contact Details – South African Based Agencies and Institutions

<b>Institutions</b>	<b>Acronym</b>	<b>Web address</b>	<b>Telephone/Fax</b>	<b>Postal &amp; Physical</b>	<b>e-mail</b>
Central Energy Fund	CEF	<a href="http://www.cef.org.za">www.cef.org.za</a>	Tel: +27 11 280 0300	4th floor 158 Jan Smuts avenue Rosebank  Contact: Manny Singh	<a href="mailto:manny@cef.org">manny@cef.org</a>
Development Bank Of South Africa	DBSA	<a href="http://www.dbsa.org">www.dbsa.org</a>	Tel: +27 11 313-3911 Fax: +27 11 313-3086	1258 Lever Road, Headway Hill P O Box 1234, Halfway House, Midrand, 1685 South Africa.	<a href="mailto:info@dbsa.org">info@dbsa.org</a>
Empowerment Through Energy Fund	ETEF	<a href="http://www.grofin.com">www.grofin.com</a>	Tel: +27 12 998 8280 Fax: +27 12 998 8401	224 Loristo Street Pretorius Park, Pretoria  P.O. Box 34921 Glenstantia, 0010	<a href="mailto:info@grofin.com">info@grofin.com</a>
Infrastructure Finance Corporation Limited	INCA	<a href="http://www.inca.co.za">www.inca.co.za</a>	Tel: +27 11 202 2219 Fax: +27 11-202 2232 Cell: +27 82 571 6371	Building 3 Pinewood Office Park 33 Riley Road, Woodmead Ext 3, Sandton	<a href="mailto:faried.manuel@inca.co.za">faried.manuel@inca.co.za</a>
Investec Bank Limited		<a href="http://www.investec.com">www.investec.com</a>	Tel: +27 11 286 7932 Fax: +27 11 286 7200	100 Grayson Drive, Sandown, Sandton, Johannesburg  Contact: Peter Hunt Davis: Head - Project & Infrastructure	<a href="mailto:phunt-davis@investec.co.za">phunt-davis@investec.co.za</a>

<b>Institutions</b>	<b>Acronym</b>	<b>Web address</b>	<b>Telephone/Fax</b>	<b>Postal &amp; Physical</b>	<b>e-mail</b>
Macquarie Bank Africa (Pty) Ltd		<a href="http://www.macquarie.com.au/au/corporations/sfpc/saif/overview.htm#">www.macquarie.com.au/au/corporations/sfpc/saif/overview.htm#</a> or <a href="http://www.macquarie.com.au/au/about_macquarie/international_activities/africa_region/south_africa/profile.htm">www.macquarie.com.au/au/about_macquarie/international_activities/africa_region/south_africa/profile.htm</a>	Tel: +27 11 666 0360 Fax: +27 11 784 6251	17th Floor, The Forum 2 Maude Street, Sandton 2146 Johannesburg South Africa  Contact person(s): Charlie Lewis – Director, Owen Jenkins - Associate Director, Andy Rankin	
Standard Bank of South Africa Limited		<a href="http://www.standard.co.za">www.standard.co.za</a>	Tel: +27 11 636 6416/7446 Fax: +27 11 636 6481	3 Simmonds Street, Johannesburg 2001  Contact person(s): Greg Babaya: Director - Project Finance Alastair Campbell: Project Finance	<a href="mailto:Greg.Babaya@standardbank.co.za">Greg.Babaya@standardbank.co.za</a>

## 7 International Agencies and Institutions

### 7.1 NIB - Nordic Investment Bank

Key Areas	Description
General Information	NIB provides loans that are suited to investments that secure energy supplies. In South Africa, NIB can offer funding for public projects with the State as the borrower or for private projects either through one of the local banks as mentioned below or directly to a private enterprise
Products Offered	Funding from NIB can cover local costs and can be offered up to the value of the Nordic content in the supply, however, not exceeding 50% of the project value. There is no fixed maximum amount for one transaction. However, the normal scheme varies between USD 5 mill and USD 50 mill. Application for a loan from NIB can be presented either directly to NIB or to one of the local banks having a pre-negotiated credit line with NIB.
Contact details	See Tables above

### 7.2 NDF - Nordic Development Fund

Key Areas	Description
General Information	The NDF, is a multilateral development financing organisation with headquarter in Helsinki, Finland. NDF grants: <ul style="list-style-type: none"> <li>• Very long-term credits on concessional terms to poor developing countries. The credits are granted for high-priority projects, which promote economic and social development. NDF's lending strategy is governed by the principles of the Nordic countries' international development co-operation with particular focus on poverty reduction.</li> <li>• Loans that are co-financed with other sources of funding - primarily other multilateral financial institutions such as the World Bank Group and the major regional development banks. Co-financing is also undertaken with the Nordic Investment Bank (NIB) and with Nordic bilateral development assistance agencies.</li> </ul>
Products Offered	NDF offers loans with 40 years loan period including 10-year grace, and an interest of 0,25% p.a. (service charge). In terms of net present value these conditions equal a grant element of approx. 80%. <ul style="list-style-type: none"> <li>• NDF supports private sector development in cooperation with Nordic companies, Nordic/regional/international development institutions and local partners. The Nordic participation may either be as suppliers or as investors</li> <li>• There are specific guidelines for NDF's activities and involvement within the private sector.</li> </ul> <p>An application for NDF financing to the private sector should come from the Nordic enterprise that is involved in the project, either as an investor or as a supplier to the project.</p>
Other Support	NDF is also able to participate in the financing of private sector activities in developing countries without government guarantee. In South Africa the private sector financing is the only financing that is currently available from NDF.
Contact details	See Tables above

### 7.3 IBRD - The International Bank for Reconstruction and Development

Key Areas	Description
General Information	IBRD aims to reduce poverty in middle-income and creditworthy poorer countries by promoting sustainable development through loans, guarantees, and (non-lending) analytical and advisory services.
Products Offered	The income that IBRD has generated over the years has allowed it to fund several developmental activities and to ensure its financial strength, which enables it to borrow in capital markets at low cost and offer clients good borrowing terms.
Contact details	See Tables above

### 7.4 IDA - The International Development Association

Key Areas	Description
General Information	Contributions to IDA enable the World Bank to provide approximately \$6 billion to \$9 billion a year in highly concessional financing to the world's 81 poorest countries (home to 2.5 billion people).
Products Offered	IDA's interest-free credits and grants are vital because these countries have little or no capacity to borrow on market terms. In most of these countries, the great majority of people live on less than \$2 a day.
Other Support	IDA's resources help support country-led poverty reduction strategies in key policy areas, including raising productivity, providing accountable governance, improving the private investment climate, and improving access to education and health care for poor people.
Contact details	See Tables above

### 7.5 IFC - The International Finance Corporation

Key Areas	Description
General Information	IFC promotes economic development through the private sector. Working with business partners, it invests in sustainable private enterprises in developing countries without accepting government guarantees.
Products Offered	It provides equity, long-term loans, structured finance and risk management products, and advisory services to its clients. IFC seeks to reach businesses in regions and countries that have limited access to capital. It provides finance in markets deemed too risky by commercial investors in the absence of IFC participation and adds value to the projects it finances through its corporate governance, environmental, and social expertise.
Other Support	See Tables above

## 7.6 MIGA - The Multilateral Investment Guarantee Agency

<b>Key Areas</b>	<b>Description</b>
General Information	MIGA helps promote foreign direct investment in developing countries
Products Offered	MIGA provides guarantees to investors against non-commercial risks, such as expropriation, currency inconvertibility and transfer restrictions, war and civil disturbance, and breach of contract.
Other Support	MIGA's capacity to serve as an objective intermediary and to influence the resolution of potential disputes enhances investors' confidence that they will be protected against these risks. In addition, MIGA provides technical assistance and advisory services to help countries attract and retain foreign investment and to disseminate information on investment opportunities to the international business community.
Contact details	See Tables above

## 7.7 ICSID - The International Centre for Settlement of Investment Disputes

<b>Key Areas</b>	<b>Description</b>
General Information	ICSID helps encourage foreign investment
Products Offered	The agency provides international facilities for conciliation and arbitration of investment disputes, thereby helping foster an atmosphere of mutual confidence between states and foreign investors. Many international agreements concerning investment refer to ICSID's arbitration facilities.
Other Support	ICSID also issues publications on dispute settlement and foreign investment law.
Contact details	See Tables above

## 7.8 AWS - Austria Wirtschaftsservice Gesellschaft m.b.H.

Key Areas	Description
General Information	<p>FGG has been merged into Austria Wirtschaftsservice Gesellschaft m.b.H. (AWS) as of 1 October 2002. AWS has not just integrated FGG but also several other institutions that provide support for Austrian companies.</p> <p>AWS assumes financing and project risks of investments based on the prospects for the business enterprise and the project concerned. AWS guarantees are top-rated instruments that cover the economic risk, as the Republic of Austria has assumed a counter-guarantee in the event that AWS defaults (AWS also offers grants and loans).</p>
Products Offered	<p>AWS guarantees covering credit and project risks have a wide variety of applications. They can bear investment risks directly or can be used as security for banks in order to reduce the cost of external financing. They can also mobilise equity capital when used as capital guarantees for financial investors and funds.</p> <p>The Direct Guarantee is the traditional AWS risk-sharing tool in the East-West Fund. It can be used when an enterprise is looking to share its project-related economic risk in respect of an equity investment or a direct investment abroad. Based on the risk profile of the project concerned, AWS agrees guarantee terms tailored to the client's specific requirements. In the event that the project has to be regarded as having failed according to the relevant provisions of the guarantee agreement, AWS will refund part of the equity funds employed.</p> <p>In the Financing Guarantee with Risk Sharing, AWS combines security for the financing with assuming part of the direct project risk. This form is used where, because of the special risks involved, the client is looking for a partner to share the economic risk and to help with the funding of the investment funds. Here, too, AWS agrees upon a definition of a project failure, based on the circumstances of the project concerned.</p> <p>AWS issues guarantees for (fund) investment companies, which hold equity interests in different enterprises as well as for financial investors buying shares of such investment companies. AWS capital guarantees provide security for the investors' paid-in capital and encourage the establishment of equity participation companies.</p>
Other Support	<p>Within the Study Fund AWS can support Austrian companies with the planning and preparation of foreign investments, by assuming up to 50% of the costs of a preparatory study (maximum € 100,000.).</p>
Contact details	See Tables above

## 7.9 BIO - Belgian Investment Company for Developing Countries

Key Areas	Description
General Information	<p>BIO is a Belgian Development Finance Institution established in 2002. Its shareholders are the Belgian State, represented by the State Secretary for Development Co-operation, and the Société Belge d'Investissement International/SBI, already member of EDFI. Each of the shareholders holds 50% of the capital amounting to € 5 million. Furthermore, the Belgian State will make a non-equity contribution of € 97.5 million, spread over 4 years.</p> <p>BIO has been set up as an instrument to support the private sector - and more particularly the SMEs - in developing countries, with the aim of fostering economic and social progress in these countries.</p> <p>About 70% of BIO's funds should be invested in intermediary financial structures, such as investment funds, non-banking financial institutions, etc.. With regard to its geographical focus, BIO has to develop its activities in countries belonging to one of the following categories (OECD-classification) : (i) least developed countries, (ii) low-income countries, (iii) countries with an average income, lower category, with an emphasis on the LDCs (about 35% of its investments).</p>
Products Offered	<p>BIO operates on a commercial basis and charges market rates for its products and services. BIO offers the following products: (i) equity financing, always as a minority shareholder (usually not more than 35%), (ii) quasi-equity products which combine equity and debt features and (iii) long-term loans at fixed as well as variable rates. These loans are usually issued in € or \$, but can also be provided in local currency. Their term typically varies between 3 to 10 years</p>
Contact details	See Tables above

## 7.10 CDC – CDC Group

Key Areas	Description
General Information	<p>Over the past 50 years, CDC has been helping businesses grow in Africa, Latin America, South Asia and Asia Pacific. CDC has an extensive network of offices and a good understanding of risk. CDC has specialist expertise in the following areas - power, transport, consumer businesses, telecoms/IT, financial institutions, minerals, oil and gas, property and healthcare – and remains a significant investor in the agribusiness sector.</p> <p>CDC generally invests in businesses looking for expansion capital or financing for change of control transactions. These businesses are good quality businesses with strong (or potentially strong) market positions and first class management capabilities. CDC takes significant equity positions in businesses which will achieve competitive rates of return and which comply with CDC’s code of best practice on social, environmental, health and safety issues.</p> <p>CDC is organising its investment activities through specialised funds targeted at private businesses in South Asia, Africa, power and small to medium enterprises (SMEs). The South Asia, Africa and SME funds will continue to invest in a broad range of businesses, including healthcare, financial institutions, consumer goods (primarily food &amp; beverages), agribusiness, property, and minerals, oil and gas. The funds for power and SMEs will also operate in South Asia and Africa, as well as Latin America and South-East Asia. CDC’s existing investment businesses in China, Malaysia and infrastructure are intended to be taken forward through smaller funds. CDC aims to mobilise private finance into developing countries. This can be directly through co-investment opportunities, investment with third parties into private equity funds, or by demonstrating that it is possible to operate commercially within developing countries.</p> <p>In 2002, CDC Globeleq was set up as CDC’s power business, dedicated to owning and operating power plants in emerging markets. It has since acquired significant power operating assets in Africa and South Asia. CDC currently manages a portfolio of US\$1.2bn, invested in businesses across Latin America, Africa and Asia</p>
Products Offered	<p>CDC Capital Partners looks to provide equity finance for private sector business initiatives in emerging markets. They aim to make fully commercial returns on their investments and by seeking to identify and invest in sustainable and socially responsible businesses. CDC aims to promote the enlargement of the business base in these countries and improve the competitiveness of the underlying economies. CDC generally provides finance for expansion capital, management buy-outs, management buy-ins and privatisations.</p>
Other Support	<p>Alongside CGNU (now named Aviva) CDC is a joint venture partner in a Chinese private equity company, China Capital Partners. Alongside Norfund, CDC is also a joint investor in Aureos Capital, a private equity fund manager, dedicated to the SME sector, with 14 funds located across Central America, Africa, South Asia and Asia Pacific.</p>
Contact details	See Tables above

## 7.11 COFIDES - Compañía Española de Financiación del Desarrollo

Key Areas	Description
General Information	<p>Operating since 1990, COFIDES provides cost-effective financial support for projects in developing, transition and emerging countries in which Spanish companies are involved as investors. With own resources of €46 Million, COFIDES is majority owned (61%) by the Spanish Government through different public institutions, such as the Spanish Institute for Foreign Trade (ICEX), the Institute for Official Credit (ICO) and the National Innovation Enterprise (ENISA). The remaining 39% are held by the three largest Spanish commercial banking groups (BBVA, SCH and Banco Sabadell).</p> <p>COFIDES invests its own resources or mobilises third party funding from different instruments managed by COFIDES. Thus, COFIDES manages two Spanish Government trust funds recently established to support Spanish investments abroad (FIEX and FONPYME) and co-financing facilities established with Multilateral Financial Institutions such as the European Investment Bank (EIB), the European Bank for Reconstruction and Development (EBRD) and the Inter-American Development Bank (IADB) / Multilateral Investment Fund (MIF).</p> <p>COFIDES has supported projects in 43 different countries and has today a global investment capacity of nearly €600 million with an upper limit of €25 million per individual project.</p>
Products Offered	<p>Equity investments: COFIDES can take minority and temporary equity stakes in the projects it supports through ordinary or preferred shares. There is normally a put option agreement to sell the shares to the investors after a certain period of time.</p> <p>Quasi-equity: COFIDES also offers quasi-equity products, such as subordinated, convertible or income participating loans with the aim to reinforce the financial strength of the project by increasing the project company's own resources.</p> <p>Loans: COFIDES can also provide financial support through senior medium or long term loans to the project companies or the Spanish investors.</p>
Other Support	<p>COFIDES counsels potential investors to optimise the project financial scheme considering the various sources available and gives advice on project-related environmental matters. Moreover, it makes available to investors the experience acquired after twelve years of operations and offers institutional support to the investments.</p>
Contact details	See Tables above

## 7.12 DEG - Deutsche Investitions- und Entwicklungsgesellschaft m.b.H.

Key Areas	Description
General Information	<p>DEG, a member of the KfW banking group, has been specialising in long-term project and corporate financing since 1962. As one of Europe's large development finance institutions, DEG structures and finances investments by private companies in Africa, Asia and Latin America, as well as in Central and Eastern Europe. DEG invests in profitable projects that contribute to development and are ecologically and socially sustainable. DEG's aim is to establish and expand private enterprise structures in developing and transitional countries as the basis for sustainable economic growth and a lasting improvement in the living conditions of the local population.</p>
Products Offered	<p>DEG offers equity participations and long term loans as well as guarantees and mezzanine finance for investments in private companies, i.e. investments in start-ups or subsidiaries as well as in joint ventures. The financings are tailor-made and designed in such a way that the risk involved is commensurate with the specifics of the respective project.</p> <p>Equity capital:</p> <p>Equity participation in the project usually about 5-25%. Variable arrangement of the risk components. In certain cases, voting rights and seat on the board of directors of the company. Clearly defined exit strategies.</p> <p>Long-term loans:</p> <p>Euros or US dollars. Term usually between four and ten years. Interest rate fixed or variable; market oriented according to project and country risks. Collateral security as fixed assets in the country of investment; project-specific arrangement. DEG share of finance usually up to 35%.</p> <p>Mezzanine finance:</p> <p>Financing forms combining formative elements of equity participation and bank loan. Interest and repayments are subordinated to senior loans. Collateral is subordinated. Interest rates reflect risk. Conversion to equity is possible at fixed price and within a set time frame.</p> <p>Guarantees:</p> <p>Mobilisation of long-term local currency loans or bonds. Reduction of exchange rate risks by repayment of the loan in local currency. Guarantee fee for DEG is oriented according to the loan margin. Partial credit guarantee desired (local bank or bond holders take partial risk) Tailor-made financing: Development of a finance solution tailored to the project and the country's risk situation. Commitment of additional financing from commercial banks or international financing institutions.</p>
Other Support	<p>Project monitoring: Support in case of possible required restructuring. Environmental consulting with regard to ecological production and product risks. Legal support. Advice from DEG representative offices.</p>
Contact details	<p>See Tables above</p>

### 7.13 FINNFUND - Finnish Fund for Industrial Cooperation Ltd.

Key Areas	Description
General Information	<p>Finnfund invests mainly with Finnish companies but can also finance their local partners, such as long-term customers, suppliers, subcontractors and companies that license technology. In addition, Finnfund can co-invest with other development finance institutions in projects that do not directly involve Finnish business but that generate significant environmental or social benefits for countries that are Finland's development cooperation partners. Finnfund's financing is on market terms and is not tied to Finnish exports. While continuing to operate in CIS-countries, Finnfund intends to make the bulk of its future investments in low-income and lower middle-income countries.</p>
Products Offered	<p>Equity and quasi-equity investments:  Finnfund invests as a minority shareholder in projects managed by experienced and committed industrial sponsors. Its participation in ordinary or preference shares is determined on a case-by-case but is generally no more than 30 percent of the capital of the company being financed. Finnfund exits after operations have become established, usually after a 5- 10-year holding period. Exit terms are typically negotiated prior to committing funds. Also loans with equity features can be considered.</p> <p>Investment loans:  Finnfund offers medium to long-term loans on market terms. The interest rate on investment loans depends on the project and the country risk, as well as on loan collateral and the length of the grace and repayment period. Maturities and grace periods are tailored to suit the project. Loans are typically denominated in dollars or euros. In several countries, Finnfund is exempt from withholding tax on interest.</p> <p>Guarantees:  In exceptional cases Finnfund can provide guarantees to help mobilise financing in local currency.</p>
Other Support	<p>Finnfund's network with Finnish and international financiers is at the client's disposal for the project</p>
Contact details	<p>See Tables above</p>

## 7.14 FMO - Netherlands Development Finance Company

Key Areas	Description
General Information	FMO supports the private sector in developing countries with capital and technical know-how. Its aim is to achieve the highest possible development impact and to generate a favourable return on investment.
Products Offered	<p>FMO arranges financial support for private companies and banks in developing countries, concentrating on some 40 developing countries and countries in transition. Its focus in those countries is on exporting companies; the financial sector; infrastructure (physical infrastructure, transport, telecom, energy and water); and on micro, small and medium-sized enterprises. FMO's operations allow it to develop valuable working relationships between developing countries and international trade and industry.</p> <p>The Company's operations are carried out by two business units: FMO Finance and FMO Investment Promotion:</p> <p>FMO Finance extends financing on commercial terms to enterprises and financial institutions in developing countries in the form of loans, mezzanine financing, equity investments, guarantees and syndicated loans. The main criteria for investment are commercial and financial viability, but FMO also attaches a great deal of importance to corporate social responsibility. Besides its own resources, FMO is able to deploy special Dutch government funds, meaning that the Company is in an excellent position to invest in some of the more high-risk countries and sectors.</p> <p>FMO Investment Promotion. FMO is also the "one-stop investment shop" for companies aiming to do business in developing countries and countries in transition. FMO implements financial assistance programs for such companies on behalf of the Dutch government. The criterion is that the activities concerned focus on investment promotion; for example the supply of capital goods, feasibility studies during the pre-investment phase and management support in the post-investment phase. Some of these programmes are linked to the supply of goods and services by Dutch companies.</p>
Other Support	In all its activities, FMO seeks active collaboration with partners. FMO works with local enterprises and banks, international commercial banks; other development banks; and international companies. FMO devotes special attention to its relationship with Dutch and European businesses.
Contact details	See Tables above

## 7.15 IFU/IFV/IØ - Danish International Investment Funds

Key Areas	Description
General Information	<p>IFU, the Industrialisation Fund for Developing Countries is a financial institution established by the Danish Government as a self-governing Fund. IFU can co-finance projects in developing countries with a per capita income below USD 5,115 (2004). Sister Funds are IØ, the Investment Fund for Central and Eastern Europe and IFV, the Investment Fund for Emerging Markets. IFV has stopped for new investments from 1 January 2004.</p> <p>All Funds share the same Supervisory Board and Management. It is a condition for the Funds' financial participation in a project that there is a private Danish co-investor.</p>
Products Offered	<p>Equity investments: The Funds' equity stakes are always minority. The Funds normally withdraw from a project, when it has become self-sustaining, typically 5-10 years after start-up. When the Funds withdraw from a project, the shares are normally offered to the other partners.</p> <p>Loans: The Funds can offer loans denominated in convertible currencies, up to 5-7 years' life and with a grace period of 1-2 years. The interest rate is commercial and based on LIBOR plus a risk margin. The Funds can also offer loans with equity features or subordinated loans.</p> <p>Guarantees: The Funds can issue guarantees for loans to the projects offered by third parties, including local financial institutions.</p>
Contact details	See Tables above

## 7.16 NORFUND - Norwegian Investment Fund for Developing Countries

Key Areas	Description
General Information	<p>Norfund makes risk capital investments through profitable private enterprises in developing countries, with the objective to create capital and employment in these areas. Norfund supports the realisation of viable projects that balance economic, social and environmental considerations.</p> <p>Norfund is a separate legal entity with limited liability. The fund commenced operations in 1998 and has, 03 of April 2002, a capital of approx €137.7 million, which is expected to grow. Last year, Norfund was allocated €49.4 million. All capital is supplied by the Norwegian state and the board of directors is appointed by the Norwegian government.</p>
Products Offered	<p>Equity investments: Norfund generally pursues two investment strategies: Direct investments or investments in local venture funds that in turn invest in profitable, local businesses. Norfund invests risk capital in profitable projects in countries with a GNP below USD 5,185 per capita. The capital invested is either share capital (ordinary or preference shares) or convertible or equity-linked loans.</p> <p>Fund management: In 2001, Norfund and CDC Capital Partners established Aureos Capital, a fund management company targeting small and medium sized enterprises ("SME") in developing countries. Aureos manages 15 country funds in Central America, Africa, South Asia and Pacific Islands, that make investments typically between €225,000 to €2.25 million.</p>
Contact details	See Tables above

## 7.17 PROPARGO - Société de Promotion et de Participation pour la Coopération Economique

Key Areas	Description
General Information	<p>The Société de Promotion et de Participation pour la Coopération Economique (PROPARGO) is a subsidiary of the Agence Française de Développement (AfD), dedicated to private sector financing. Its capital is €142.6 million held by AfD (68.1 %) and private shareholders.</p> <p>PROPARGO operates mainly in Africa, South East Asia, the Caribbean and in the French Overseas Departments and Territories (equity investment only in ODT). Its role is to promote and support the creation, development, modernisation and restructuring of private companies. It operates in all manufacturing, infrastructure and service sectors, including financial services, but not property development. PROPARGO must evaluate the projects it funds to assess the sustainability of its impact on private sector development. PROPARGO must always satisfy itself that there are no other private sector financial institutions, which have the available resources to contribute towards projects it is invited to participate in. Financial flows associated with the Company operations must be transparent, complying with the French and international laws and regulations aimed at combating money laundering and prejudicial fiscal policies.</p>
Products Offered	<p>Equity and quasi-equity: PROPARGO's investments are always minority shareholdings. They are intended for transfer to other shareholders, or sale on the financial market after an average period of six years, when the company has reached a sustainable level of maturity. The project's internal rate of return must be at least 15 %. PROPARGO engages in all forms of capital investment permitted by company law and regulations: shareholders' current accounts, convertible bonds, shareholders' loans and junior debt. PROPARGO participates in national and regional investment funds, which specialise in capital investment.</p> <p>Loans: PROPARGO offers its clients different type of long-term loans. The loans are denominated in Euros and United States dollars for a period of up to fifteen years, with a grace period of up to five years.</p> <p>Guarantees: PROPARGO's signature provides a guarantee of solvency and makes it easier for private sector borrowers (credit institutions or private companies) to mobilise resources in local currency, by guaranteeing reimbursement of capital and interest thereon to subscribers.</p>
Other Support	Drawing on its business experience, PROPARGO also provides services such as advice on strategy, networking, project appraisal, financial and legal structuring, or arrangement mandates.
Contact details	See Tables above

## 7.18 SBI-BMI - Belgian Corporation for International Investment

Key Areas	Description
General Information	<p>BMI-SBI's main objective is to provide medium to long-term co-financing to foreign investments made by Belgian companies. The activities are oriented towards financing the creation of new joint ventures or subsidiaries worldwide and the acquisition, restructuring and development of existing companies. Flexible and attractive financing packages, supplemented by advice based on its extensive experience in financing foreign investment projects, is provided to its clients.</p>
Products Offered	<p>Equity investments:            BMI-SBI is generally a minority shareholder and intends to sell its shares to the other shareholders once the project has been launched. BMI-SBI's will usually exit from the investments after 5 to 8 years. BMI-SBI's equity holding can be either at full risk or taken with a mitigated risk where a guaranteed return or a guaranteed capital redemption is given by either the local or Belgian partner.</p> <p>Loans:            Credits are usually denominated in Euro up to 5 to 8 years' life with a grace period of 1 to 2 years. The loans can be either straight or convertible on the basis of the value of the shares "Blended operations", consisting of equity holdings and term loans, can also be envisaged. BMI-SBI can grant loans to one or several of its partners so as to finance their own stockholding in those ventures.</p>
Other Support	<p>In addition to direct financing schemes BMI-SBI can also offer other advantages of a non financial nature such as:</p> <ul style="list-style-type: none"> <li>• Assistance in the conduct or the review of feasibility studies; identification of partners and long-term sources of financing and co-financing facilities from the European Union</li> <li>• Cooperation of its legal department especially for the drawing-up of contracts and setting-up of companies abroad.</li> </ul> <p>SBI has a 50:50 Joint Venture with the Belgian Government, BIO – Belgian Investment Company for Developing Countries - whose purpose is to invest risk capital primarily in SME's in developing countries and in particular in « priority countries » as defined by the Government.</p>
Contact details	See Tables above

### 7.19 SIMEST - Società Italiana per le Imprese all'Estero

Key Areas	Description
General Information	SIMEST was established as a limited company in 1991. The majority shareholder is the Ministry for Productive Activities and its other shareholders include leading Italian banks and entrepreneurial associations. SIMEST promotes direct investments by Italian companies outside the European Union and manages various forms of public support for exports and the internationalisation of the Italian economy. SIMEST also provides Italian companies seeking to expand abroad with technical assistance and advisory services, such as scouting, matchmaking, pre-feasibility and feasibility studies, and advice on financial, legal and corporate questions concerning investment projects abroad to which SIMEST may contribute equity capital. SIMEST manages venture capital funds for the Ministry for Productive Activities, to be used for promoting investments abroad by Italian companies in the Federal Republic of Yugoslavia, the Balkans, Mediterranean Countries and China.
Products Offered	Equity investments: SIMEST can provide support for Italian companies by acquiring up to 25% of the equity capital of non-EU firms and joint ventures in which they invest. Its participation gives the Italian company making the investment access to interest rate support for loans granted to finance its own acquisition of equity capital. In 2001 the Board of Directors approved a total of 61 projects for an amount of €57.2 million.
Other Support	Within the Study Fund AWS can support Austrian companies with the planning and preparation of foreign investments, by assuming up to 50% of the costs of a preparatory study (maximum € 100,000).
Contact details	See Tables above

## 7.20 SWEDFUND - Swedfund International AB

Key Areas	Description
General Information	<p>Swedfund International AB offers risk capital and know-how for investments in Central and Eastern Europe, Africa, Asia and Latin America. Swedfund's vision is to contribute to the development of viable businesses thereby stimulating sustainable economic development in our investment countries. Swedfund is specialised in the field of complex investment environments with a high level of country risk. With a broad spectrum of financial solutions, combined with knowledge and experience, Swedfund gives their partners an opportunity to make more profit on their investments together with them. venture through the provision of guarantees. Swedfund's total exposure should not exceed 30 percent of the total investment. In addition to Swedfund's financial instruments and expertise in the field of complex investment environments, Swedfund can tailor-make financial solutions and assist in identifying co-financiers. Swedfund has in-house legal expertise and an extensive network of local and international development finance institutions, assisting in eliminating unnecessary risks.</p>
Products Offered	<p>Equity capital: Swedfund's equity stake is always a minority stake and can be in the form of ordinary or preference shares.</p> <p>Convertible, subordinated and secured loans: Swedfund can extend medium-term loans on commercial terms to the joint venture company. Interest is normally fixed at the same time the loan agreement is signed. Swedfund may also provide loans at variable rates and with equity features.</p> <p>Royalty loans: Consisting of a low base rate and a performance-based part. The latter can be tied to the project company's turnover or profit. A large part of the loan charges are deferred until the company has achieved a cash flow sufficient to carry the costs.</p> <p>Co-financing of leasing arrangements: Leasing is suitable for industries that supply equipment or vehicles for which there is a good second-hand market.</p>
Other Support	<p>In some cases Swedfund can also assist the financing of a venture through the provision of guarantees. Swedfund's total exposure must not exceed 30 percent of the total investment. In addition to Swedfund's financial instruments and their expertise in the field of complex investment environments, Swedfund can tailor-make financial solutions and assist in identifying co-financiers.</p> <p>Swedfund has in-house legal experts, who provide legal agreements and Swedfund has an extensive network of local and international development finance institutions, assisting in eliminating unnecessary risks.</p>
Contact details	See Tables above.

## 8 South African Based Agencies and Institutions

### 8.1 CEF - Central Energy Fund (Pty) Ltd

<b>Key Areas</b>	<b>Description</b>
General Information	The Energy Development Corporation (EDC), established in January 2004, is a wholly-owned subsidiary of the Central Energy Fund, a state-owned enterprise falling within the ambit of the Minister of Minerals and Energy. It is one of the government's institutions that are instrumental in translating policies on renewable energy into reality. At the same time it operates as a fully commercial entity, focused on commercially viable investments.
Products Offered	EDC has a great understanding of the renewable energy field and is very much championing the approach with Government. The company stands to play an important role in the development of projects, as both an equity and debt funder. Their model as an equity funder is based on having an exit mechanism in place to restore their capital base to continue funding transactions. The priority for EDC is off take agreements and the commercial performance of the technology used as a basis for projects.
Contact details	See Tables above

## 8.2 DBSA – Development Bank of South Africa

Key Areas	Description
General Information	The DBSA finances and sponsors programmes and projects formulated to address the social, economic and environmental needs of the people of southern Africa in improving their quality of life. The Bank adheres to the principles of sustainable development.
Products Offered	<p>A recent transformation at the Bank saw the institution moving away from being solely focused on development finance and becoming a key national development institution having a threefold role as financier, advisor and partner. DBSA provides a range of financial products to eligible organisations in the private and public sectors. Specific products include:</p> <ul style="list-style-type: none"> <li>• Making direct loans available at its prevailing interest rates for infrastructure;</li> <li>• Taking up an equity stake in infrastructure development, where appropriate;</li> <li>• Providing guarantees, where appropriate, to leverage private sector support by reducing the perceived risk of investment;</li> <li>• Offering a bridging financial facility to cater for the market gap regarding integrated housing, health, educational and related bulk and reticulated infrastructure;</li> <li>• Acting as a merchant bank to package risk appropriately, as well as the consequential investment and returns, in close collaboration with the private sector, government and other agencies</li> <li>• Providing technical assistance grants to clients and potential clients in order to build capacity, thus maximising the development impact of infrastructure investments and support as well as the collation, analysis and interpretation of provincial and inter-sectoral development information.</li> <li>• Mobilising internal and external specialist knowledge (development facilitation) to directly assist municipalities and communities in the above mentioned areas.</li> <li>• Providing concessionary loans through low interest rates and/or favourable repayment conditions to poor municipalities that would normally not qualify for any other development finance loans</li> </ul>
Contact details	See Tables above

### 8.3 ETEF - GroFin – Empowerment Through Energy Fund

Key Areas	Description
General Information	GroFin is a private group of companies based in South Africa, Kenya, Uganda and Mauritius. The group specializes in the financing and development of entrepreneur-owned-and-operated start-up and growth enterprises.
Products Offered	<p>The ETEF has a strong development focus, providing services to those small medium enterprises that embrace the country’s Black Economic Empowerment (BEE) guidelines – implying at least 25% black ownership. The ETEF undertakes investments that are between R100 000 and R3m in value.</p> <p>The ETEF’s willingness to do high-risk transactions, thereby supporting its stated target market, is partly reflected in the average collateral cover of only 38%. It is further reflected in the maturity of investee companies – 56% of the amount invested is either seed or start-up capital. The mission of the ETEF is to invest capital, skills and knowledge in viable SME’s in the modern energy industry.</p>
Other	<p>The primary focus of the Fund is on investments in the South African modern energy sector.</p> <p>The modern energy sector, inclusive of a full menu of modern energy products/services, is eligible. More specifically, the following guidelines will apply:</p> <ul style="list-style-type: none"> <li>• Businesses that manufacture, distribute and/or sell energy products and services</li> <li>• Businesses that manufacture, distribute and/or sell energy efficiency products and services</li> <li>• Businesses that apply energy for delivering downstream, value-added products and services</li> <li>• Financial assistance is in the form of one or a combination of term loans, convertible loans, equity and quasi-equity between R100 000 and R3m.</li> <li>• Shareholding is limited to minority stakes of between 10% and 49%. In each case the internal affairs of the company are governed by a shareholder agreement, which typically gives the ETEF sufficient protection even in cases of a shareholding less than 26%.</li> <li>• The targeted exit horizon is 4 years after initial investment. Longer periods are allowed depending on the merits of the specific investment proposal and subject to the approval of the ETEF’s Investment Committee. Exit mechanisms include structured repayment of principle and sale of shares to the entrepreneur(s) or strategic investors. Appropriate put and call options may be negotiated and included in the shareholder agreement.</li> </ul> <p>Investment proposals are assessed on the basis of the following broad criteria:</p> <ul style="list-style-type: none"> <li>• Management capability;</li> <li>• Viability (including technical feasibility);</li> <li>• Capital structure, and,</li> <li>• Collateral (including risk/return profile)</li> </ul>
Contact details	See Tables above

#### 8.4 INCA - Infrastructure Finance Corporation Limited

Key Areas	Description
General Information	<p>Infrastructure Finance Corporation Limited, trading as INCA, is an infrastructure debt fund in South Africa.</p> <p>INCA was established in response to the South African government's call for increased private sector involvement in infrastructure funding. As a result of its unique position INCA has become a primary financial arranger for lending to infrastructure providers. The main funding sources from which it draws are local and international market funds, raised through a series of INCA bond issues and long-term loans extended to the corporation by international financial institutions. Another source of funding available to INCA is shareholders' capital.</p>
Products Offered	<p>The appraisal process followed by INCA is underpinned by a credit risk-rating model, which focuses on all the major components impacting on the ability of the borrower to meet its commitments towards INCA. As part of the credit evaluation process, specific attention is given to:</p> <ul style="list-style-type: none"> <li>• Financial viability;</li> <li>• Management capability;</li> <li>• Economic sustainability;</li> <li>• Socio-political conditions, and,</li> <li>• Environmental impact.</li> </ul> <p>After specifically assessing the management capacity, economic future, current financial position and future prospects, with an emphasis on reliable free cash flows generated by the borrower, INCA provides a shadow rating to a borrower.</p> <p>Based on the shadow rating of the borrower and the pure size of the free cash flows generated by the borrower, INCA approves a long-term and short-term credit facility available to borrowers. These facilities reviewed annually and adjusted if needed.</p> <p>INCA provides fixed and/or floating rate finance for terms from 1 to 20 years. Transactions are concluded by way of standardized loan agreements.</p>
Other	<p>INCA is an entirely commercial agency with a focus on generating market-related returns on its investments. As such they have very specific requirements around the viability of transactions and development of economically viable opportunities. The following factors are taken into account in assessing opportunities:</p> <ul style="list-style-type: none"> <li>• Quality of revenue – focusing on the key off-take agreements with end users, who are in turn rated in terms of their risk profile;</li> <li>• Quality of management – which focuses on the capability of management to run and manage the applicant business or project effectively, and,</li> <li>• Sustainability of the business model – confirmation that the business model has quality of tenure and sufficient opportunity exists for it to succeed in the long-term.</li> </ul>
Contact details	See Tables above

## 8.5 Investec Bank Limited

Key Areas	Description
General Information	<p>Investec is an international specialist-banking group that provides a diverse range of financial products and services to a niche client base in three principal markets, the United Kingdom, South Africa and Australia.</p> <p>In South Africa, the Project finance division has little or no exposure in the energy or infrastructure sector, save for some specialized funding for Eskom Holdings. However, the group has a UK-based team that focuses primarily on the renewable energy sector but also selectively on conventional energy deals. In addition to advisory services, the bank provides equity, mezzanine and senior debt for projects in the renewable energy sector internationally.</p>
Products Offered	Investec requires secure power purchasing agreements and commercially acceptable technology. The bank's financing model is based on an approach that takes into account both asset financing (technology) and secure cash flows. They would ideally look at transactions of R 100 million and above.
Contact details	See Tables above

## 8.6 Macquarie Bank Africa (Pty) Ltd

Key Areas	Description
General Information	<p>Macquarie provides specialist investment banking and financial services in select markets around the world. The Macquarie Group is headquartered in Australia, where the bank is a leading provider of investment, financial markets and advisory products and services. Macquarie Bank listed on the Australian Stock Exchange in 1996 and has reported successive years of record profits and growth since 1992.</p> <p>In South Africa the bank operates a joint venture with ABSA and Old Mutual Asset Management</p>
Products Offered	<p>Through their specialized Investment Infrastructure fund, Macquarie participates directly in the ownership of infrastructure businesses, which traditionally have been owned by governments or private investors, or formed part of vertically integrated companies. Internationally, some of the bank's investments are in businesses involved in airport services, district energy and transportation (e.g. toll roads). The company is also invested in a regulated water utility and a communications infrastructure fund.</p> <p>Macquarie has an understanding of the renewable energy business and as such have intimated the following:</p> <ul style="list-style-type: none"> <li>• A level of equity ownership with a clear exits strategy;</li> <li>• Strong service delivery requirements;</li> <li>• Long term off take agreements with established clients, e.g. local authority;</li> <li>• Revenue model based on fixed basic fee plus usage; and,</li> <li>• Acceptable modern technology</li> </ul>
Other	Macquarie would be comfortable managing their exposure around the technology and basis of support through off-take agreements (i.e. power purchase agreements).
Contact details	See Tables above

## 8.7 Standard Bank of South Africa Limited

<b>Key Areas</b>	<b>Description</b>
General Information	Standard Bank is a South African-based financial services company with a global presence. The bank operates from 17 African countries and 21 countries on other continents, including the key financial centres of Europe, the Americas and Asia.
Products Offered	<p>The bank would look at projects which are economically viable and are identifiable by:</p> <ul style="list-style-type: none"><li>• Secure cash flow, which is backed by off –take agreements (e.g. power purchase agreements)</li><li>• Commercially-accepted technology - they are not willing to finance research and development.</li></ul> <p>The special projects team would consider investments amounting to around R 50 Million in suitable transactions.</p>
Other	The special project team has also indicated they would consider international funding lines as they are open to the prospect of co-financing.
Contact details	See Tables above