

>>> KfW IPEX-Bank


Your partner for international
projects and exports


Worldwide experience in the ports' sector
Case studies

Palanga, September 2022

KfW IPEX-Bank

The commercial export project financier of KfW Group

 Established in 1948 Domestic Loan Programmes & Development Aid	
› Shareholder	Federal Republic: 80% Federal States: 20%
› Rating	AAA (S&P) Aaa (Moody's) AAA (Scope)
› Headquarter	Frankfurt am Main
› Offices	80 in different countries all over the globe
› Employees	7.734*

 Spin-off in 2008 Corporate, Project & Export Finance	
› Shareholder	100% KfW
› Rating	AA+ (S&P) Aa2 (Moody's)
› Headquarter	Frankfurt am Main
› Offices	11 representations in Europe, Asia, Africa, Americas, Near East
› Employees	876*



KfW IPEX-Bank

Part of a Group with a wide range of functions

KfW

International Financing

We support internationalisation

KfW IPEX-Bank



International project and export finance

We finance development

KfW DEG **KfW**



Intergovernmental Financial Cooperation

Domestic Business

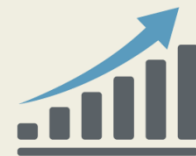
We promote Germany

KfW



SMEs Municipalities Retail Customers

KfW CAPITAL



Startups

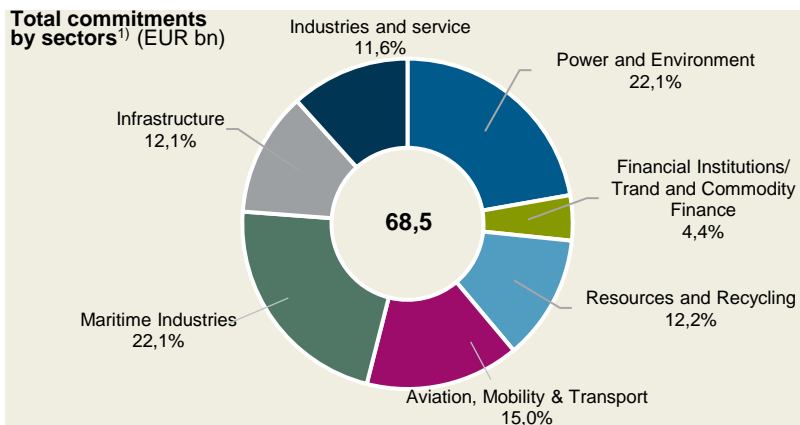
KfW IPEX-Bank

Our profile as specialist financier

Our value proposition

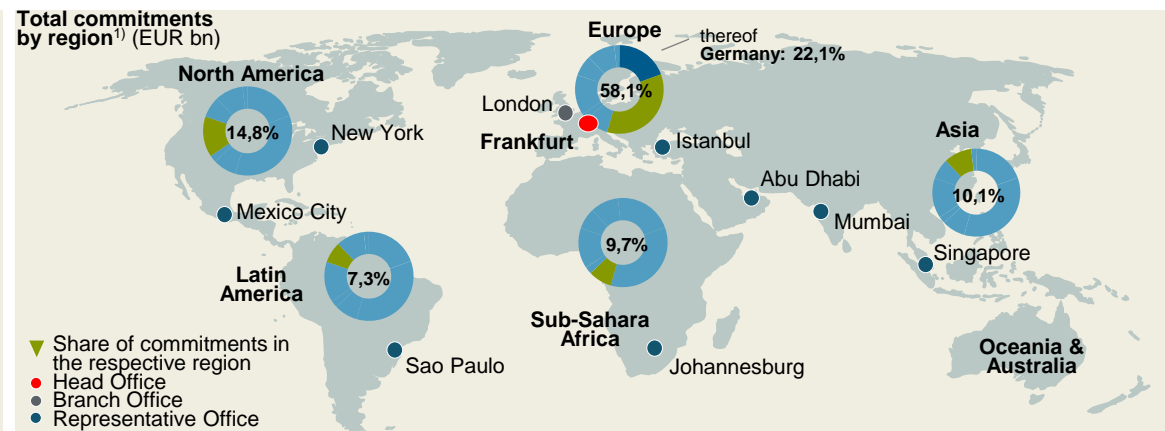
- › **Leading specialist financier** for structured export, project and asset based financing
- › **Long-standing and stable business model** – active through the cycles
- › **Focus on medium to long-term structured loan products** with outstanding commitments of ~ EUR 68,5 bn
- › **High level of expertise in export finance transactions** with a portfolio of ~ EUR 24bn of ECA-covered loans

Sectoral approach



¹⁾ As of 31-12-2021

Global orientation



KfW IPEX-Bank

Our financings support major contemporary themes

Export industry



Our financings enhance the success and boost the competitiveness of the German and European export industry.

Infrastructure and means of transport



Economic success needs modern means of transport and stable building, data and social infrastructure. Our financings support the global trade of goods.

Environmental and climate protection



Our tailored financings help make innovative energy projects and environmental protection projects possible.

Securing raw materials supplies



Production needs raw materials. We apply our sector know-how in basic industries to secure the supply of raw materials for manufacturing in Germany and Europe.

Introducing KfW IPEX-Bank Infrastructure

Our industry expertise in infrastructure financing

Sector expertise

- › **Dedicated infrastructure finance team** with over 20 years of experience in the infrastructure market
- › Providing **lending and structuring expertise worldwide** to projects with an European content
- › KfW IPEX currently manages an **infrastructure portfolio of ~ EUR 8.64bn**
- › Offering various **debt structuring solutions** – e.g. PPP Project Finance as loan and bond, Project Finance with market risk in the port sector, ECA-covered transactions, Corporate Financing, Infrastructure LBOs, Letter of Credit Lines

Our partners

We have import infrastructure companies as **clients** on 5 continents:



We maintain a close and long-standing relationships with European **equipment suppliers**:



We have a long track record of successful cooperation with established **EPC contractors**:





Case studies in the ports sector

Successful projects speak for themselves

HHLA corporate loan for development of Speicherstadt, Hamburg, Germany



Source: HHLA

Hamburger Hafen und Logistik Aktiengesellschaft, Hamburg/ Germany

- Development and renovation of the renown Speicherstadt Hamburg, Germany
- Financing volume: 60 million EUR

The challenge

- › Development of the historic and heritage-listed Speicherstadt into an energy-efficient and sustainable quarter
- › Individual financing structure to match the life cycle of the project
- › Covid 19 crisis with far-reaching effects

The solution

- › Clear definition of the requirements and excellent relationship between HHLA and IPEX facilitates cooperation and coordination
- › Establishing the most efficient structure, which caters for the client's needs
- › Fast execution

The contribution of KfW IPEX-Bank

- › Inhouse drafting of loan documentation
- › Tailor made financing solution
- › Longstanding expertise in the infrastructure sector facilitates offering financings even in times of crisis

Successful projects speak for themselves

Port La Nouvelle PPP, France



Project Participants

- The Sponsors' group comprises, is unique as it includes the Region Occitanie (grantor of the project), alongside DEME, Europort, EPICO (European Projects Investment Company), QAIR, and The Aude Chamber of Commerce and Industry.
- Financing for the EUR 400 mln project is provided by KfW IPEX-Bank, KBC Bank, as well as MEAG and EDRAM.

The challenge and the solution

- Development of Port-La Nouvelle as a sustainable green port to increase the volumes of traditional goods, with additional storage and mixing facilities. It will primarily seek to move towards sustainable flows that fully support the energy transition.
- Port-La Nouvelle will be the only port between Marseilles and Barcelona with such an amount of available land (a unique position in Europe in such a large sector), offering more than 100 hectares of space for activity. Port-La Nouvelle is also the only port directly connected to such a large hinterland; the Occitanie region alone has an economy the size of Ireland.
- Energy transition: Port-La Nouvelle is the only Mediterranean port with dedicated facilities for floating offshore wind turbines (reinforced quays and logistics spaces) and located near the best wind resource in the western Mediterranean.

The contribution of KfW IPEX-Bank

- › KfW IPEX took a leading and proactive role in structuring and negotiation of the financing solution for this transaction. We are one of the main lender in two of the facilities.
- › KfW IPEX provided total financing of c. EUR 76 mln.
- › We are also a hedging bank for our portion of the loan.

Successful infrastructure projects speak for themselves

Victoria International Container Terminal, Melbourne, Australia



The challenge

- › Concession regime not anticipating a project financing structure
- › Likelihood of a privatization of the Grantor within the lifetime of the loan
- › Traffic risk at a brownfield location

The solution

- › Suitable Direct Agreement with the Grantor
- › Stable, long-term financing structure including an export-linked, Finnvera-covered tranche
- › Well-balanced risk sharing among lenders and the sponsor ICTSI - a globally renowned international port operator

Construction and operation of new Webb Dock Container Terminal / Port of Melbourne, Australia

- › Total financing volume: AUD 398 million
- › Bank club: Citibank, Standard Chartered, Bank of China, DBS, Investec, Cathay United Bank, KfW IPEX-Bank
- › Exporters/ sponsor: Cargotec, ZPMC / ICTSI

The contribution of KfW IPEX-Bank

- › Support of European port crane manufacturer Cargotec
- › Mandated Lead Arranger providing both sector and structuring know-how
- › KfW IPEX-share: AUD 81 million

Successful infrastructure projects speak for themselves

DP World Nhava Sheva International Container Terminal, JNPT, India



DP World NSICT, JNPT, India

- › Total capex volume: approx. USD 50 million.
- › Total financing volume: USD 40 million.
- › KfW IPEX-share: USD 40 million (6y tenor).

The challenge

- › Market risk.
- › Different concession regime for different port operators distort the market dynamics for NSICT. Ongoing arbitration with the port on revenue/royalty creates uncertainty on the revenue projections over short to medium term.
- › Competition from other international players like APM and PSA.

The solution

- › Payment guarantee on first demand provided by sponsor DP World Ltd. mitigates political, economic and regulatory risks.
- › Maturity of the loan few months before the end of concession period (that is 2027).
- › Financing in hard currency (USD), as a part of the operator's earnings linked to US Dollars.

The contribution of KfW IPEX-Bank

- › Support of EU sub-supplies in new crane equipment.
- › Supporting a strategic customer with continued commitment, in spite of impact of CoVID-19 crisis to the financial markets.
- › Extensive experience in financing of infrastructure projects in the private and/or public sector worldwide.

**>>> We will be happy to
assist you.**

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