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Panel 1: Financing

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Brief History of Deutsche Bank in Angola

Deutsche Bank has been active in Angola since 2003, when DB signed the first Western non-oil-backed framework agreement with the Ministry of Finance.

Today, DB is a leading player in the country, offering a full suite of corporate and investment banking products and services

End of the Civil War 1989

- DB was a lender and MLA on the syndicated 3-year US\$ 200 million PXF via BP into Sonangol

2003

- DB signed the first Western non-oil-backed **framework agreement** with MoF
- DB established long-standing relationships with select Angolan banks, collaborating in LCs, Guarantees and short-term financings

Reconstruction

2003 - 2015

- Over 130 deals have been financed under the framework agreement signed between DB and MoF, in different sectors such as health, energy, communications, infrastructures and agriculture, representing over **US\$ 3 billion** financing

2004 - 2005

- DB took part in two consecutive 8-year PXFs as Lender, MLA and Hedge Provider.

2013 - 2014

- DB participated in the 2013 and 2014 5-year jumbo PXFs as MLA, Underwriter and Bookrunner

Inaugural International Sovereign Bond 2015

- On the back of DB's long-standing cooperation in Trade, Export and Commodity finance, DB was selected as one of the country's partners of choice for the **inaugural international sovereign bond** issuance in 2015
- DB acted as joint-lead manager and joint-bookrunner on Angola's successful US\$ 1.5 billion benchmark 10-year bond offering priced in early November 2015
- In the summer of 2016, DB played a key role in arranging a series of non-deal related investor meetings for Angola in London and the US

New Government 2017 - 2018

- After a two-year absence, Angola embarked on a return to the international markets in 2018
- DB was again selected as a joint-lead manager and joint-bookrunner of an aggregate **US\$ 3 billion in term financing** through two landmark tranches priced in early May 2018
- The Government of Angola is firmly committed to diversify the economy and **develop the private sector**, and DB is now working on the signature of four new framework agreements with BPC, BDA, BAI and BFA under MoF guarantee for the financing of private sector projects

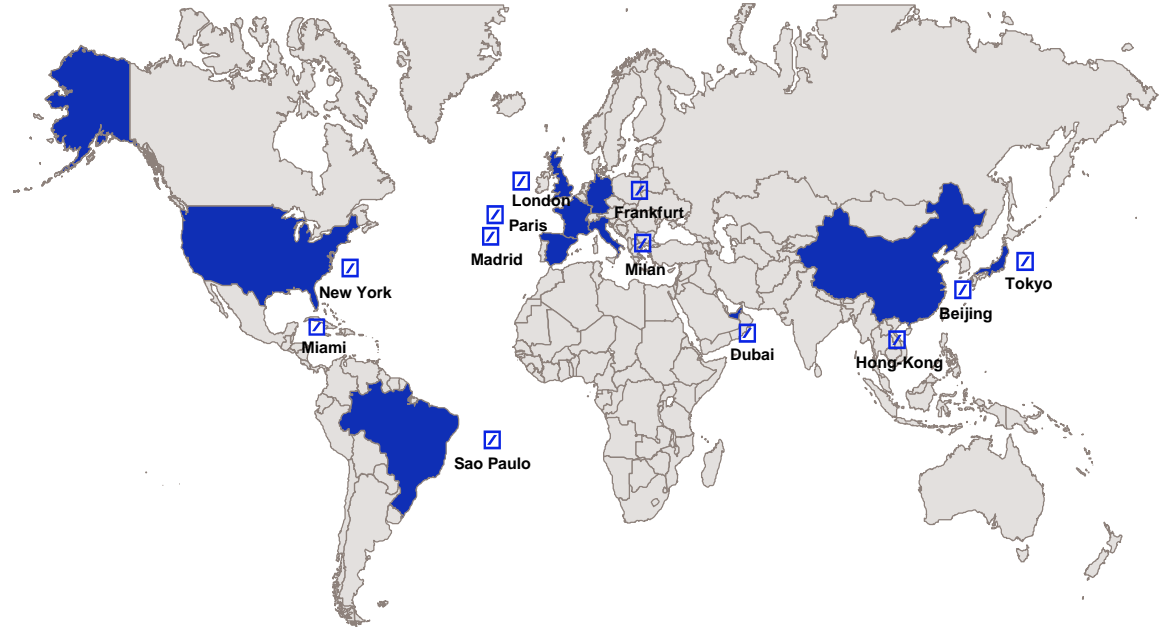




Deutsche Bank / Angola - ECA capacities worldwide







































Country	ECA	DB coverage team
Austria	CeKB	STEF Frankfurt
Belgium	CREDENDO	STEF London
Canada	EDC	STEF NY
China	SINO SURE	STEF China
France	bpifrance ASSURANCE EXPORT	STEF Paris
Finland	FINNVERA	STEF London
Germany	EULER HERMES	STEF Frankfurt
Italy	SACE	STEF Milan
Japan	JBIC NEXI	STEF Tokyo
Netherlands	Atradius Dutch State Business	STEF London
South Korea	Korea Eximbank ksure	STEF HK
Spain	CESCE	STEF Madrid
Sweden	ekn	STEF London
Switzerland	serv	STEF Frankfurt
United Kingdom	UK Export Finance	STEF London
United States	EXIM	STEF NY



- With over 60+ dedicated trade and export finance professionals based in 12 hubs, Deutsche Bank has capacity to arrange financings in Angola working with multiple ECAs globally.
- Deutsche Bank is also able to arrange complementary Commercial Loans to finance up to 100% of total project costs.
- In this respect, Deutsche Bank is interested in studying the financing of public & private sector projects prioritized by the Government of Angola and executed by DB clients with proven technical & financial capacity, considering the Ministry of Finance as direct Borrower or Guarantor.

Selected Credentials in Angola (I)





 <p>Republic of Angola Ministry of Finance</p> <p>EUR 7.99 million</p> <p>Development project to improve the management of the company Mecanagro, E.P</p> <p>Mandated Lead Arranger</p> <p>2015</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>EUR 7.98 million</p> <p>Preparation of studies for conversion into irrigated of 10,000 hectares in properties managed by Gesterra, S.A.</p> <p>Mandated Lead Arranger</p> <p>2015</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 9.6 million</p> <p>Construction and equipment of 3 protocolary residences and 20 residences in Catepa</p> <p>Mandated Lead Arranger</p> <p>2015</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 87 million</p> <p>Financing for the reconstruction and rehabilitation of Namibe airport</p> <p>Mandated Lead Arranger</p> <p>2014</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>EUR 176.3 million</p> <p>Financing Phase 2 of a multi service telecom network</p> <p>Mandated Lead Arranger</p> <p>2014</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 160.1 million</p> <p>New Phase of the Construction of a Distribution and Logistics Center in Luanda</p> <p>Mandated Lead Arranger</p> <p>2014</p> <p>Deutsche Bank </p>
 <p>Republic of Angola Ministry of Finance</p> <p>EUR 23.7 million</p> <p>Extension of the design and execution of passenger airport terminals and admin.buildings in Dundo, Luena, Saurimo and Soyo</p> <p>Mandated Lead Arranger</p> <p>2014</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 3.4 million</p> <p>Project related to the supply of agricultural equipment and technical assistance in relation to the agro industrial complex in Cubal</p> <p>Mandated Lead Arranger</p> <p>2014</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 7.9 million</p> <p>Supply of agricultural equipment and technical assistance in relation to the agro industrial complex in Quizenga</p> <p>Mandated Lead Arranger</p> <p>2014</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>EUR 141.5 million</p> <p>Financing of design, rehabilitation and extension of four airports</p> <p>Mandated Lead Arranger</p> <p>2013</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 9.45 million</p> <p>Restoration and rehabilitation of the municipal hospital of Negare and construction and supply of a maternal and child health centre</p> <p>Mandated Lead Arranger</p> <p>2013</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>EUR 13.2 million</p> <p>Firefighting equipment</p> <p>Mandated Lead Arranger</p> <p>2013</p> <p>Deutsche Bank </p>
 <p>Republic of Angola Ministry of Finance</p> <p>EUR 46.6 million</p> <p>Supply of agricultural equipment in Namibe Benguela and Lobito</p> <p>Mandated Lead Arranger</p> <p>2012</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>EUR 306.7 million</p> <p>Design, engineering construction, rehabilitation and maintenance of five bridges</p> <p>Mandated Lead Arranger</p> <p>2011</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 44.95 million</p> <p>Development of agro-industrial complex in Cubal, province of Benguela</p> <p>Mandated Lead Arranger</p> <p>2011</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 50.2 million</p> <p>Financing for development of an agro-industrial complex in Quizenga</p> <p>Mandated Lead Arranger</p> <p>2011</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 28.9 million</p> <p>Financing for equipment in relation with the construction of asphalt plants</p> <p>Mandated Lead Arranger</p> <p>2010</p> <p>Deutsche Bank </p>	 <p>Republic of Angola Ministry of Finance</p> <p>USD 23.7 million</p> <p>Construction of two asphalt plats in Benguela and Namibe</p> <p>Mandated Lead Arranger</p> <p>2010</p> <p>Deutsche Bank </p>

Selected Credentials in Angola (II)




**Republic of Angola
 Ministry of Finance**
EUR 11.11 million
 Supply of medical
 equipment for Huambo
 Mandated Lead Arranger
 2009
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 85.73 million
 Supply of fixed and
 mobile scales
 Mandated Lead Arranger
 2009
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 18.7 million
 Supply and construction of
 industrial freezers
 Mandated Lead Arranger
 2009
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 8.5 million
 Supply and equipment of
 slaughterhouses
 Mandated Lead Arranger
 2009
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 46.3 million
 Supply of equipment for
 agricultural sector
 Mandated Lead Arranger
 2009
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 38.3 million
 Warehouses and
 laboratories for agriculture
 sector
 Mandated Lead Arranger
 2009
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 120 million
 Supply and drainage of
 Ondjiva and Xangongo-
 Ondjiva water treatment
 Mandated Lead Arranger
 2008
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 80.75 million
 Supply of modular
 bridges
 Mandated Lead Arranger
 2008
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 225 million
 Construction, rehabilitation
 and refurbishment of
 certain streets of Luanda
 Mandated Lead Arranger
 2008
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 32.8 million
 Logistic and distribution
 centre in Luanda
 Mandated Lead Arranger
 2007
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 69.3 million
 Supply of TV equipment
 Mandated Lead Arranger
 2007
 Deutsche Bank 



**Republic of Angola
 Ministry of Finance**
USD 9.7 million
 Construction and supply of
 medical equipment for
 Prenda Hospital
 Mandated Lead Arranger
 2006
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 19.9 million
 Construction and supply of
 medical equipment for
 Bocoio and Cuito
 Carnavale Hospitals
 Mandated Lead Arranger
 2006
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 14.2 million
 Supply of medical
 equipment
 Mandated Lead Arranger
 2006
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 50.12 million
 Supply and installation of
 national radio system
 equipment
 Mandated Lead Arranger
 2005
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 8.5 million
 Supply of medical vehicles,
 ambulances and hospital
 equipment
 Mandated Lead Arranger
 2005
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
EUR 15.9 million
 Supply and installation of a
 sewage water station for the
 city of Luanda
 Mandated Lead Arranger
 2004
 Deutsche Bank 


**Republic of Angola
 Ministry of Finance**
USD 8.5 million
 Supply of heavy vehicles for
 an asphaltic plant
 Mandated Lead Arranger
 2004
 Deutsche Bank 