

## Export Development (EXDE)

Under its 5<sup>th</sup> strategic plan (2017-2021), the Bank has identified Industrialisation and Export Development (I&ED) as one of the pillars that would help to deliver on its mandate. The Export Development department therefore supports the I&ED pillar through the following mechanisms:

1. Facilitating and financing Africa's manufactured exports in particular for agro-processing and light manufacturing sectors;
2. Developing and establishing Industrial Parks and Special Economic Zones across the continent;
3. Addressing Africa's infrastructure constraints debilitating industrialization and export development;
4. Facilitating and enabling market access of Africa's manufactured exports; and
5. Supporting export of services (medical services, tourism, etc.).

The Export Development department combines **Credit, Risk Bearing, Twinning, Market Access** to support projects geared towards promoting non-commodity export production, especially export manufacturing and services in-line with the objectives of the IEDS. It also provides **Advisory Services** and **Capacity Building** towards establishing the appropriate enabling environment for industrialization and export development on the continent.

## Priority Sectors of Intervention

### 1. Industrial Parks (IPs), Export Processing Zones (EPZs), Special Economic Zones (SEZs).

This involves:

- i. Developing inside and outside the fence infrastructure within the IPs, EPZs or SEZs; and/or
  - ii. Developing specific infrastructure within these IPs, EPZs and SEZs that serves the parks or factories within it.
- ### 2. Agro-processing projects and Agri related/enabling industries with products bound for exports intra or extra Africa such as, but not limited to:
- i. Cashew and other nut processing;
  - ii. Edible and cosmetic oil processing;
  - iii. Cocoa, tea, coffee processing;
  - iv. Sugar refineries;
  - v. Meat processing and packaging;
  - vi. Fish processing and packaging with products; and
  - vii. Fertilisers and other inputs manufacturing.

3. **Light Manufacturing projects with products bound for exports intra- or extra- Africa** and contribute to industrialization and value addition in Africa such as, but not limited to:
  - i. Electronics and other white goods manufactures;
  - ii. Beverages and other FMCG products;
  - iii. Packaging materials,
  - iv. Textile and clothing manufacturing,
  - v. Shoes and leather products manufacturing;
  - vi. Furniture manufacturing; and
  - vii. Pharmaceutical manufacturing
4. **Service Exports projects** such as, but not limited to:
  - i. Hotels and Resorts (through the Bank's CONTOUR product),
  - ii. Tertiary/Specialist Hospitals (through the Bank's CONMED product).
  - iii. Utilities companies exporting services.
  - iv. Logistics related services and projects (logistics providers, logistics hubs, etcetera).

## **Tools of Intervention - Initiatives**

- **Industrial Parks & Export Processing Zones (IPs & EPZs)**

This initiative aims to facilitate the emergence and expansion of Industrial Parks/Export Processing Zones across Africa focusing on the development of agricultural product processing, industrial manufacturing, bonded logistics in addition to comprehensive functions provided by various types of facilities.

- **SME Development Programme (SDP)**

This initiative is designed to provide a range of comprehensive financial and non-financial services to support export-oriented SME's in furtherance of the Bank's Intra-African trade and Industrialization and Export Development strategic pillars.

- **African Medical Center of Excellence (AMCE)**

This initiative aims at supporting emergence of Centres of Excellence in medical services in a number of selected African countries to promote Intra-African medical tourism and reduce the need for medical treatment outside the continent.

- **Africa Quality Assurance Center (AQAC)**

The initiative aims to facilitate the emergence of internationally accredited Quality Assurance Centres across Africa that provide testing, inspection and certification services as well as training in conformity

assessment. This is to ensure that Made-in-Africa products meet applicable international standards and technical regulations. It is expected that the AQACs initiative will facilitate trade under the African Continental Free Trade Agreement (AfCFTA).

## Tools of Interventions – Products

<b>Afreximbank Guarantee</b>	Guarantee of credit exposure to African borrowers against certain risk events.
<b>Project Related Financing</b>	Limited recourse financing in support of export projects and (e.g. manufacturing & related projects), and trade enabling infrastructure projects to support the development of Special Economic Zones.
<b>AFRICOIN</b>	The Bank combines credit, risk bearing, twinning and market access services geared towards creating non-commodity export products for sale to a broad range of export markets.
<b>Construction and Tourism-Linked Relay Financing Facility (ConTour)</b>	Supporting the development of tourism infrastructure by financing the construction of premium hotels across the continent.
<b>Construction and Medical Tourism Relay Facility (CONMED)</b>	Working to improve health care and medical tourism in Africa by financing the construction of first-class health and medical facilities.
<b>ECA Loans facilitation</b>	The Bank selectively works with other ECAs to promote the acquisition of essential goods, especially capital goods by African institutions.
<b>Syndications</b>	Co-financing risk participation and arrangement of syndicated loans.
<b>Export Development Advisory</b>	The Bank provides advisory support on enabling policies, strategies and regulations to support industrialisation and export development, for sovereigns, sub sovereigns and appropriate organisations. This also includes capacity building.

## **Export Development Advisory Service Offerings**

- i. Trade, Export and Industrial Development Policies**  
Modernising services regulations and trade, supporting global and regional integration-trade negotiations; Development of National Investment and Export Strategies; Development of National Industrialisation Strategies/Policies; trade promotion and diversification; Industrial strategies for export manufacturing; Supply Chain Development; Export Guidelines et al.
- ii. Trade facilitation and logistics:**  
Strengthening trade corridors, supply chain management and trade logistics, modernising border management, enhancing connectivity between firms, markets, and consumers in collaboration with the Bank's Intra-African Trade Initiative (IATI).
- iii. Investment and Business Climate Support**  
Supporting business environment reforms and strengthening regulatory governance, compliance, assessing the investment climate, Investment policies, reducing investment restrictions and procedures, attracting private investment, and promoting linkages to local economy.
- iv. Competitive Sector Development**  
Fostering the creation of sector policies and growth: facilitating agribusiness, manufacturing, tourism, healthcare, mining, the auto sector and blue economy.
- v. AfCFTA Support Strategies**  
Helping countries develop strategies and guidelines to take advantage of market opportunities provided by the AfCFTA in specific sectors, or as part of a holistic export development strategy.
- vi. SME Development Programme – Capacity Building Support**  
The technical assistance and capacity building aspects of the Bank's SME Development Programme are covered under the Bank's EXDE Advisory Offerings.