



Black Sea Trade and Development Bank

Turkey

March 2011



BSTDB – Target Clients

1. Corporates in general industries, shipping, telecom and energy
 2. Financial institutions as intermediaries and syndication partners
 3. BOT projects
 4. Regional investors
- Co-finances with commercial banks and IFIs (EBRD, IFC, etc.)



BSTDB Products

- **Project finance**
- **Corporate finance**
- **Equity investments**
- **Guarantees**
- **Trade finance**
- **Credit lines to financial intermediaries**



Medium and Long Term Loans

- **Amount:**
 - minimum EUR 4 million
 - maximum EUR 38 million
 - for *sovereign* loans – no ceiling
- **Maturity:**
 - 5 to 7 years on average
 - 10 – 15 years for sovereign loans
 - grace period: up to 2 years
- **Competitive interest rates**



Equity Investment

- **Minority stake (up to 33% but generally less than 25%)**
- **No direct participation in company management**
- **Seat on the Board of Directors**
- **Possible Put / Call arrangement for BSTDB exit**



Project and corporate finance - What can BSTDB finance?

Public sector:

- Investments with high development impact – e.g. transport infrastructure, municipal infrastructure etc.

Private sector:

- Green-field investments
- Investments for modernisation and technology improvements
- Investments for expansion of production capacity
- Post-privatisation investments
- Working capital needs



Priority Projects

- **Cross-border projects**
- **Projects of investors in another member country**



How to apply?

- **Send a substantial proposal (Project summary – feasibility etc., loan amount, term etc.) to the contact person at the end of this presentation**
- **The proposal should be in English and as detailed as possible, in order to speed up the decision**
- **A list of initial information requirements can be provided to those interested**



Approval process



How long does it take from “first call” to signing?



Avrg. 3 months, depending on availability of info



Criteria

■ Borrower:

- Solid financial situation (debts, revenues, liquidity etc.)
- Ability to service current and foreseen debt
- Commitment to the Project (own financial and human resources allocated for the Project etc.)
- Project management ability (solid track record, adequate organisational arrangements in place etc.)

■ Project:

- Project “maturity” (feasibility study, environmental assessment, market analysis etc.)
- Technical feasibility, financial soundness
- Development impact
- Environmental impact



Security Requirement

- Standard pledge of shares, assets, etc., depending on the project
- Guarantee from acceptable corporates
- In a cross-border investment, the security can be based in the country of investment
- While possible, sovereign guarantee is not required



Why BSTDB?

- **Stringent, but quick approval process**
- **No political or macroeconomic conditionality attached to BSTDB financing**
- **Team blending international and local expertise**



What has BSTDB achieved so far? (Signed operations)

TOTAL

EUR 1.616 million

Project and corporate finance	EUR 1.004 million
SME finance	EUR 459 million
Trade finance	EUR 125 million
Equity	EUR 28 million

as of 31 December 2010



BSTDB Operations in Turkey

Ankara Esenboga Airport

- **Scope of the operation:**
Construction, operation and financing of a new domestic and international terminal at the Esenboga Airport in Ankara
- **Total project cost:**
EUR 196 million
- **BSTDB participation:**
EUR 18 million
- **Co-financiers:**
Proparco and other Commercial Banks



BSTDB Operations in Turkey

Adana Light Rail Transit System

- **Scope of the operation:**

Construction of 13.6 km bi-directional light rail system for inner-city transportation under a turn-key contract

- **Total project cost:**

EUR 490 million

- **BSTDB participation:**

EUR 33 million

- **Co-financiers:**

SEB, ING, UBS, Nordic Investment Bank, Societe Generale, West LB, Vakifbank and several commercial banks



BSTDB Operations in Turkey

Avea

- Scope of the operation:

Further development of a nationwide GSM-based wireless telecommunications network in Turkey

- Total project cost:

EUR 1,4 billion

- BSTDB participation:

EUR 18 million

- Co-financiers:

IFC, DEG, FMO, PROPARCO and several International and Turkish banks



BSTDB Operations in Turkey

Köprübasi Hydroelectric Power Plant

- Scope of the operation:
Construction of a Hydroelectric Power Plant
- Total project cost:
EUR 40 million
- BSTDB participation:
EUR 13.2 million
- Co-financiers:
DEG



BSTDB Operations in Turkey

Sabiha Gokcen Airport

- **Scope of the operation:**
Provision of a project finance facility for construction of a new international terminal building
- **Total project cost:**
EUR 451 million
- **BSTDB participation:**
EUR 29 million
- **Co-financiers:**
A syndication of banks led by RBS and Yapı ve Kredi Bankası A.Ş.



BSTDB Operations in Turkey

Istanbul Metro Otogar-Olympic Village Line

- **Scope of the operation:**

Extension of the existing metro system between Otogar-Bagcilar and Olympic Village with 17.6 km long double-track system

- **Total project cost:**

EUR 391 million

- **BSTDB participation:**

EUR 15.4 million

- **Co-financiers:**

Several international banks and ECAs



BSTDB Operations in Turkey

Istanbul Metro Kadikoy - Kartal Line

- **Scope of the operation:**

Construction of a double track system along the D-100 highway between Kadikoy and Kartal

- **Total project cost:**

EUR 751 million

- **BSTDB participation:**

EUR 50 million

- **Co-financiers:**

Other Club banks: Fortis, Dexia, Calyonbank, Societe Generale, Unicredito, West LB, Vakifbank



BSTDB Operations in Turkey

- Pinar Sut EUR 7.35 million
- Vestel White EUR 10 million
- Korteks (Zorlu) EUR 8 million
- Efes Breweries EUR 17 million
- Opet EUR 15.5 million





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