



De-risking Investments of wind projects



IEKF

DENMARK'S EXPORT CREDIT AGENCY

About EKF

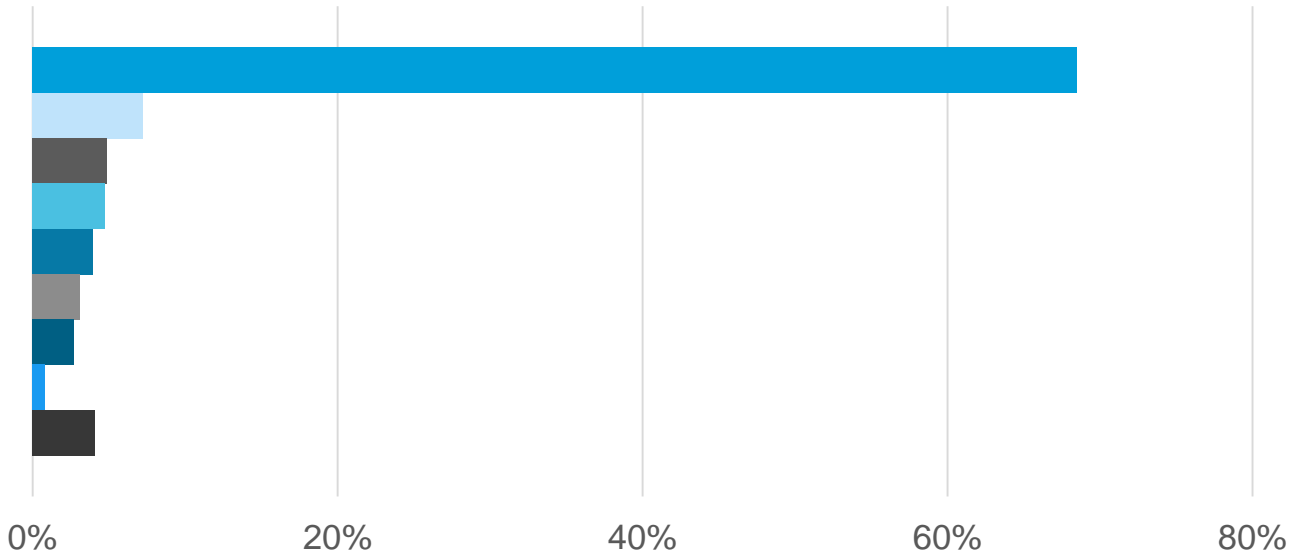
- › Denmark's official **export credit company**
- › **97 years of experience**
- › Owned and guaranteed by the **Danish state**
- › Operates on **commercial terms**





EKF's sectors

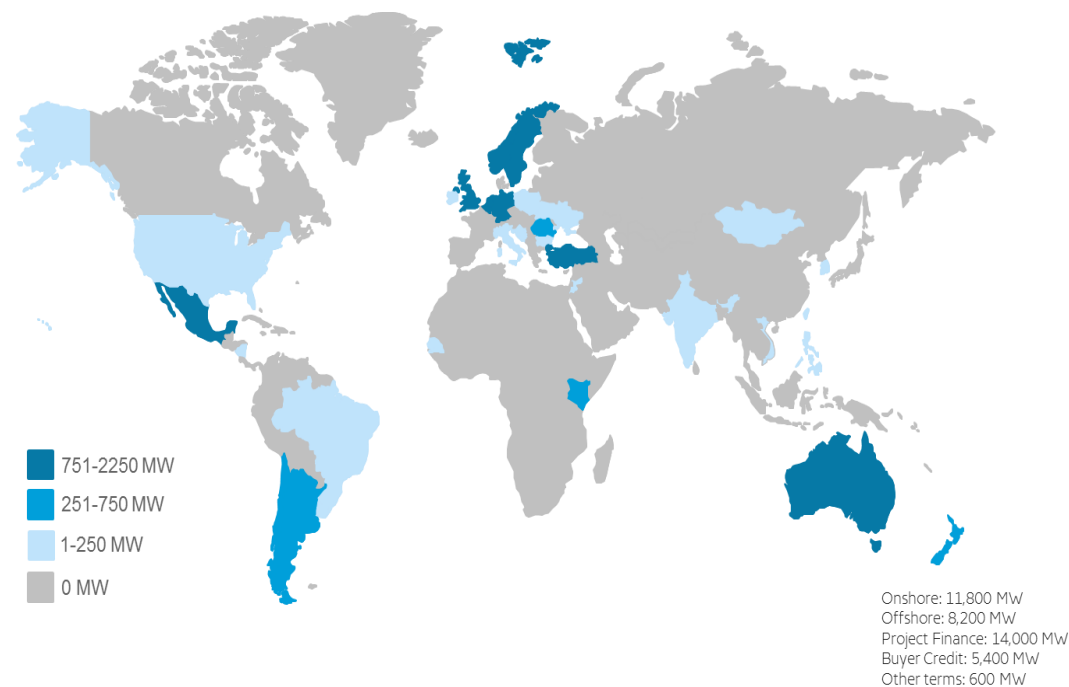
Guarantee & loan exposure



- Wind
- Infrastructure & supply
- Agricultural & food technology
- Cement
- Manufacturing industry
- Oil and gas industry
- Biomass
- Ships & ports
- Other

EKFs world of wind financing

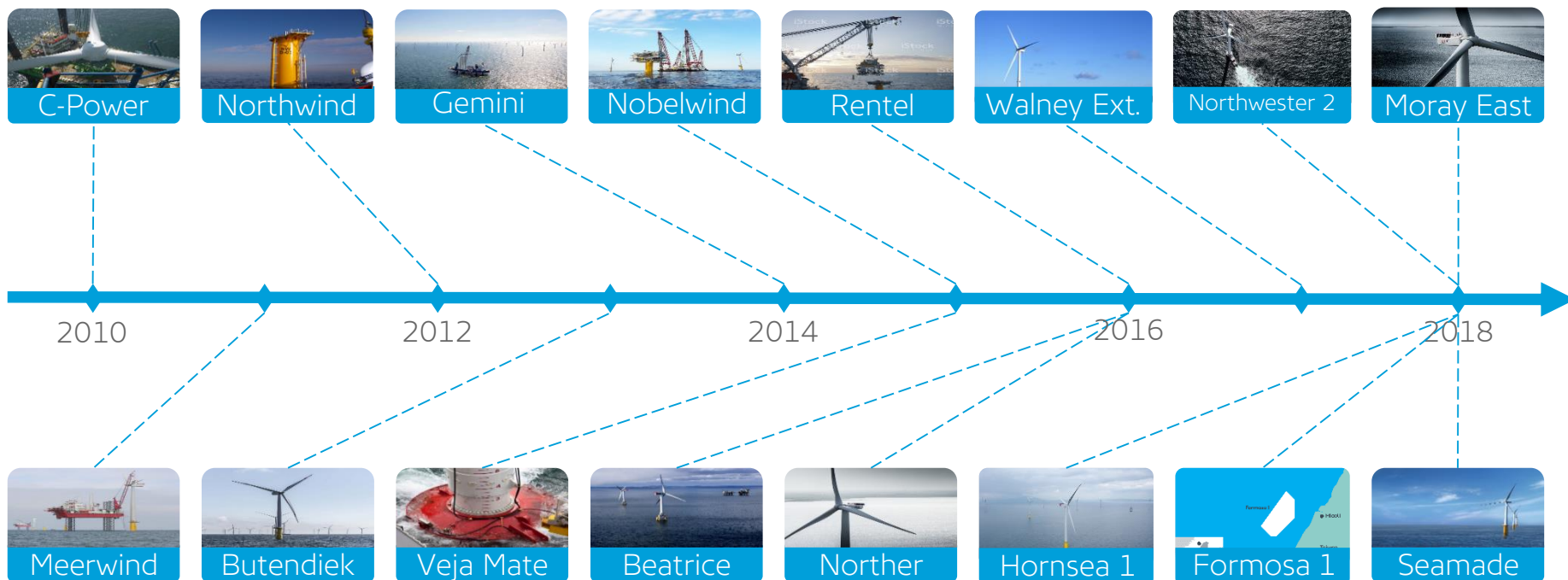
- › EKF Denmark's Export Credit Agency is one of the world's most experienced financial partners in wind financing and the world's leading [export credit agency](#) in the field
- › Since our first transaction in 1998, we have helped finance more than [125 wind farms](#) in more than [30 countries](#) all over the world, worth a total of more than [USD 20 billion](#)
- › So far, we have helped finance [20GW](#) of installed capacity (11.8 GW onshore and 8,2 GW offshore)





EKF's world of offshore wind

Offshore wind co-financed by EKF 8,2 GW



Our cover policy on Vietnam

- › Vietnam is rated in risk category 5 out of 7 by the OECD; i.e. moderate risk (~BB+)
- › EKF cover policy on Vietnam:
 - › Sovereign: Acceptable,
 - › Other public buyers: case-by-case
 - › Banks: All creditworthy banks
 - › Corporates: Min. B+ on long tenors
 - › Non-recourse project finance: Currently not acceptable
- › Country limit: High availability
- › Ticket sizes: up to USD 200 million



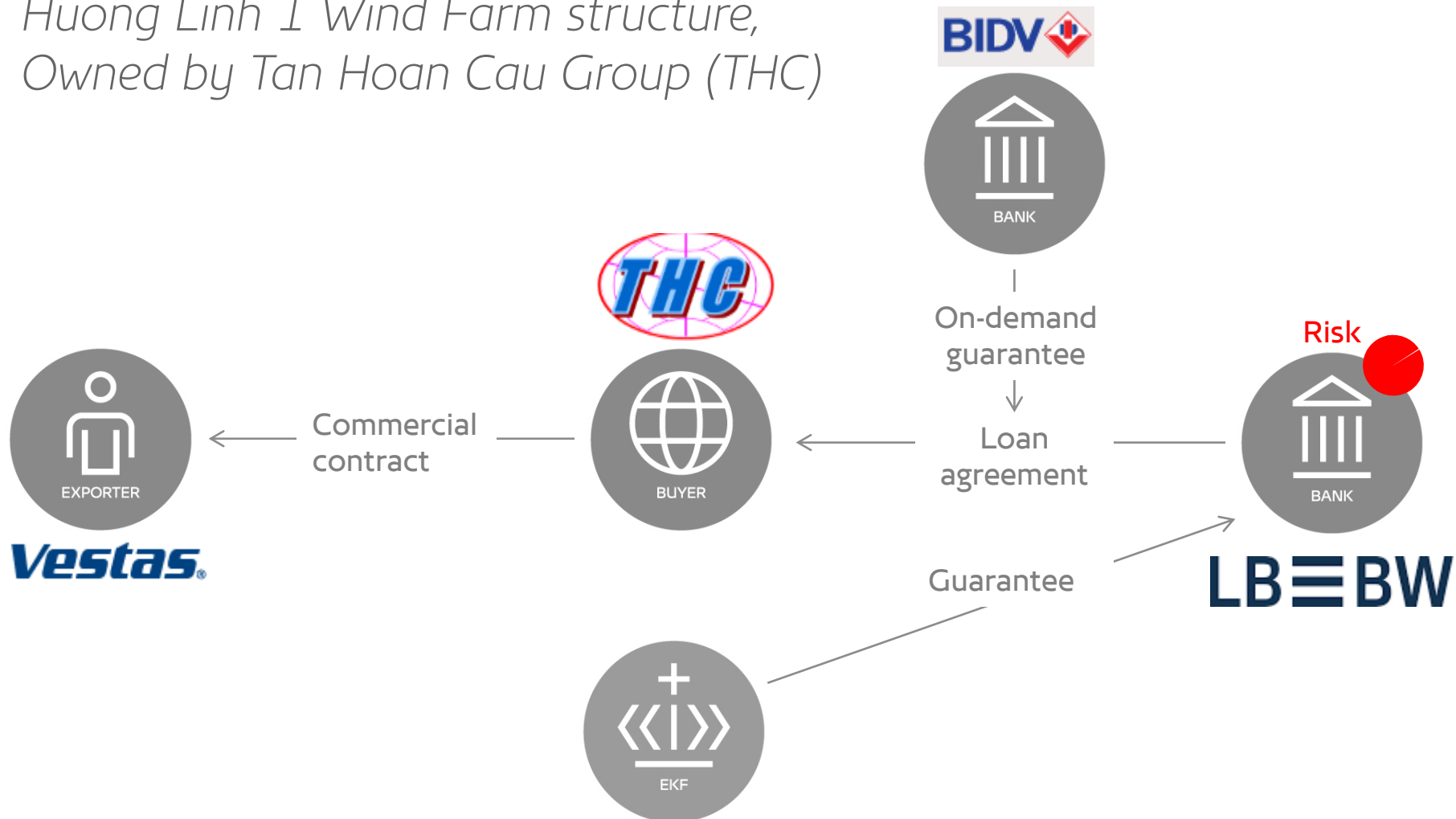
**Banks pre-approved for
long tenors and large
tickets**

**BIDV
Vietinbank
Vietcombank
Techcombank**



Corporate loan

*Huong Linh 1 Wind Farm structure,
Owned by Tan Hoan Cau Group (THC)*





De-risking Investments





Identify key risks

RISK	TECHNICAL	COMMERCIAL	SOCIAL / POLITICAL	MACRO ECONOMIC
LEVEL	Product, site, portfolio	Energy industry/sector	Regional / national	Global
Impact				
Revenue	Accurate energy predictions	Power purchase agreement	Change in incentive schemes	Inflation, currency
Cost Capex & Opex	Serial defects, unforeseen events	Interface risk	Local resistance	Commodities
Mitigation				
Sponsor control				



Power Purchase Agreements

- › Credit worthy counterpart (payment support)
- › Fixed tariff – take or pay or base-load...
- › Foreign exchange risk
- › Dispatch and transmission risk
- › Change in law/Change in tax regime
- › Termination
- › Assignment
- › Dispute resolution





How do you de-risk?

- › Experienced partners
- › Negotiate a new PPA with offtaker?
- › Buy risk insurance/PRI's?
- › Co-finance with MLB/IFI/DFI/ECAs?
- › Structuring?



Questions?





Contact

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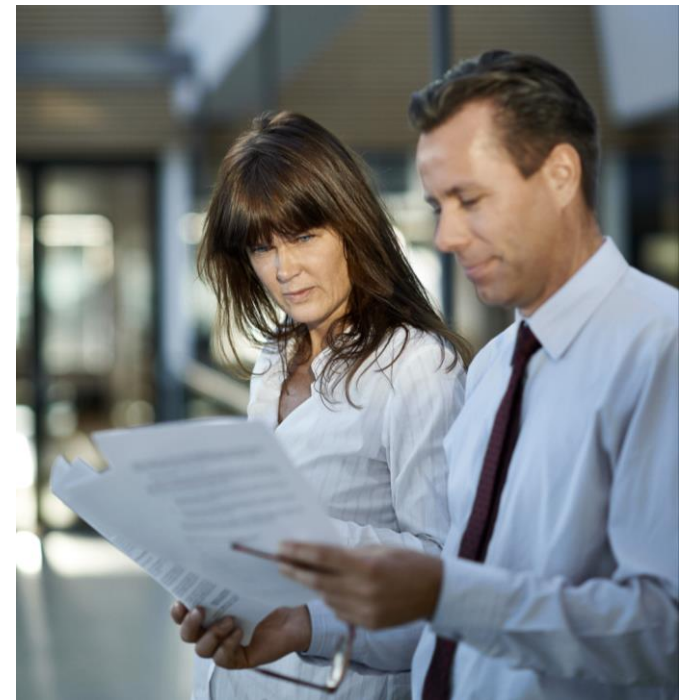
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Why cooperate with EKF (1)

- › **Reduce banks risk exposure** We guarantee the risk on large tranches of the lending banks funding
- › **Ease the burden on banks capital** Our AAA-rated guarantee cover reduces capital requirements for lending banks significantly
- › **Long guarantee tenors** Construction + up to 18 years
- › **Long-term funding** EKF can supply funding in EUR and USD for up to 18 years through our direct lending scheme. Also possible to fund in other currencies
- › **Flexibility** EKF works on commercial terms as a club deal member. This means that we have a flexible approach and adapts easily to different financing structures. We review risks the same way that banks do, and we will typically accept the same terms and conditions that banks accept



Why cooperate with EKF (2)

- › **Speed** We also work fast and typically use three months to approve a transaction
- › **Some experience from Vietnam** EKF has over the years participated in the financing of a number of transactions and co-operated with a range of Vietnam banks and financial institutions active in Vietnam
- › EKF has recently successfully closed the financing of **one wind farm** - and is currently preparing financing of the **second wind farm** in Vietnam
- › **Appetite for more** Vietnam is an important market for EKF, and we are actively seeking new projects
- › A contract with a **Danish exporter** is a precondition for EKF participation



