



ICIEC

THE ISLAMIC CORPORATION FOR
THE INSURANCE OF INVESTMENT
AND EXPORT CREDIT



MEMBER OF THE
ISLAMIC DEVELOPMENT
BANK GROUP

IsDB

magazine

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**ICIEC
ACHIEVED**

\$4
BILLION

**IN BUSINESS INSURED
DURING THE FIRST HALF OF 2018**

**EXPLORING NEW
HORIZONS IN 2018**

**ICIEC SUPPORTS
THE CONSTRUCTION OF
THE LONGEST SUSPENSION
BRIDGE IN THE WORLD**



ICIEC ACHIEVES SUSTAINABLE DEVELOPMENT AND ENHANCES CAPACITY BUILDING IN MEMBER COUNTRIES



“The coming few years certainly promise to be full of opportunities for ICIEC.”

The first half of 2018 witnessed a number of important events and developments. Most importantly, ICIEC issued this year an equity investment insurance policy worth USD 450 million to Tosyali Holding for its Group's steel factory investments in Algeria. Tosyali Algeria is the biggest investment made by a Turkish corporate abroad and it is at the same time the biggest investment in Algeria following the petrochemicals sector. Also, ICIEC provided EUR 100 million of Non-honoring of Sovereign Financial Obligation (NHSO) insurance to ING Bank for their participation in the financing of the construction of 1915 Canakkale Bridge and its motorways in Turkey for fifteen years. The project is strategically important to the Republic of Turkey covering an important part of the country's "Vision 2023", which will coincide with the centenary of the Republic of Turkey in 2023. Once completed, the bridge will be the longest suspension bridge in the world with a 2,023-meter span and 318 meter-high towers.

Moreover, the Corporation was able to deal with the negative effects of the financial crisis without major problems, a fact that was supported by the recent affirmation of ICIEC's Aa3 rating by Moody's investor services once again.

ICIEC also marked a major milestone during the first half of the year 2018 compared to the same period of the previous year. The Business Insured by the Corporation during the reporting period has

reached around USD 4 billion, an increase of 42.7% compared to the previous year. This outstanding performance demonstrates ICIEC's focus on enhancing the utilization of its services within its member countries to help their economic development. To be more precise, the highest growth in Business Insured registered for Medium Term - Documentary Credit Insurance Policy (DCIP) by 384%, Short Term - Specific Transaction Policy (STP) by 372% and Short Term Documentary Credit Insurance Policy (DCIP) by 222%.

As a part of ICIEC's mandate to expand awareness of export credit and political risk insurance in its member countries, it signed several MOUs and agreements with key partners.

Last April, ICIEC unveiled during the IsDB group annual meeting held in Tunisia its vision and plan for the future. We look forward to achieving more success in next year's annual meeting that will be held in Morocco.

The coming few years certainly promise to be full of opportunities and challenges for ICIEC. We always count on the continued support of all its stakeholders, so we may continue to achieve our mandate in supporting trade and investments in our member countries.

Finally, we believe ICIEC is a strong brand and has a unique business niche which will enable it to continue its strong growth in coming years.

Oussama Abdul Rahman Kaissi
Chief Executive Officer, ICIEC

BUSINESS INSURED

US\$ **4** Billion

Achieved during the first half of the year 2018

↑ 42.7%

(compared to the previous year)



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ICIEC Remains Confident of Sustaining Robust Performance

ICIEC CONTINUES TO SUPPORT INFRASTRUCTURE PROJECTS IN TURKEY

ICIEC provided EUR 100 million of “Non-honoring of Sovereign Financial Obligation (NHSO)” insurance to ING Bank for their participation in the financing of the construction of 1915 Canakkale Bridge and its motorways in Turkey for 15 years. The constructor is Canakkale Otoyol ve Koprusu Insaat Yatirim ve Isletme, a joint venture of Daelim-Limak-SK-Yapi Merkezi.

The overall financing package has been provided by Turkish banks and international financial institutions from 10 countries. ICIEC is the only multilateral institution taking part in the transaction.

The project is considered strategically important to the Republic of Turkey covering an important part of the country’s “Vision 2023” which will coincide with the centenary of the Republic of Turkey in 2023. Once completed, the bridge will be the longest suspension bridge in the world with a 2,023-meter span and 318 meter-high towers. The project is expected to significantly enhance the economic dynamics in Tekirdag and Canakkale provinces and contribute to the development of Marmara Region.

“ ICIEC is determined on continuing its support to infrastructure projects and this prestigious project, which involves the world’s longest span suspension bridge, helps reinforce our position in the trading and investment business as a leading financial institution not only in member countries but also worldwide.

” Oussama A. Kaissi
CEO of ICIEC

EGYPT’S RENEWABLE ENERGY FEED-IN TARIFFS PROGRAM SUPPORTED BY ICIEC

With an aim to provide relentless support for greener future in its member countries, ICIEC provided USD 68 million political risk cover support for Egypt’s Feed-In Tariffs program for renewable energy. The cover was granted to Alcazar Energy, a UAE based renewable energy developer, for their equity investment in the Benban Solar Complex located in Aswan, Egypt.

Alcazar will construct and operate four 50MW solar power plants and sell the generated electricity to the Egyptian Government via a 25 year Power Purchase Agreement. The Benban Solar Complex is expected to provide more than 1.8 GW of solar energy for Egypt.

Oussama A. Kaissi, CEO of ICIEC said, “This project reinforces the Corporation’s commitment in supporting renewable energy in its member countries as well as stemming firm belief in the bright future that awaits renewable energy resources playing a vital role in providing electricity to rural areas, and limiting carbon emissions and their repercussions.”

ICIEC attended the coordination meeting of the Bosna Bank International and the Saudi Business Committee on the promotion of Halal Industries within the member and non-member countries held in Jeddah on 6 June 2018.



DOALA-JAPOMA SPORTS COMPLEX IN CAMEROON SUPPORTED BY ICIEC

ICIEC provided USD 190.4 million cover to Turk Eximbank against the risk of Non-Honoring of Sovereign Financial Obligations (NHSO) related to their financing of Doala-Japoma project in Cameroon for a tenure of 12 years.

In 2016, Turk Eximbank and ICIEC have started implementing the Buyer's Credit Program, whereby ICIEC provides political risk insurance to Turk Eximbank. The project, Doala-Japoma Sports Complex in Cameroon is the first outcome of this collaboration.

Within the scope of the project, Yenigun Insaat, one of the leading construction companies in Turkey, builds a sports complex, which will host the 2019 Africa Cup of Nations. The project, financed by Turk Eximbank, will include a 50,000-seat stadium, a sports hall, an Olympic swimming pool, two training courts and tennis courts. After the completion, it will be a Cameroon's largest sports complex.

ICIEC INSURED FOREIGN DIRECT INVESTMENT IN ALGERIA

ICIEC issued an equity investment insurance policy worth USD 450 million to Tosal Holding (TH) for its Group's steel factory investments in Algeria. Tosal Algeria (TA) is the biggest investment made by a Turkish corporate abroad. It is at the same time the biggest investment in Algeria following the petrochemicals sector. When completed TA will be the biggest integrated steel producer in Africa. The policy covers war and civil disturbance, expropriation and transfers restriction risks.

TH has been investing in Algeria since 2010. So far it has invested USD 2.250 billion and has completed the first three phases. TH will continue to invest in the final phase four in 2018 and is aiming to increase the annual production capacity to 8 million tons.

When completed the products of TA will range from steel bars to pipes and flat products. Currently, the products are sold locally substituting a huge import volume from Europe. With the completion of all phases, TA will also start to export to Europe, Sub Saharan Africa and MENA.

Oussama A. Kaissi, CEO of ICIEC, said, "This FDI can be used as a vehicle to achieve sustainable economic growth in Algeria. We continuously work to adopt policies and structures that will ultimately provide us with the right environment to not only be able to insure FDI, but also retain its positive effects and desired spillovers"

Established in 1954, Tosal Holding's foundation was initiated by the late Mr. Serif Tosal who build a 9m2 workshop to produce hand-made boilers and stoves. In time the company became the biggest private steel producer with 18 facilities in three countries, namely Turkey, Algeria and Montenegro. TH has a JV company with Toyo-Kohan, Japan to produce ultra-thin steel products for the electronics and food packaging industries. In 2018, four companies of TH are listed among the biggest 500 companies of Turkey.

Under the Corporate Social Responsibility (CSR) of Tosal Holding, Mr. Fuat Tosal, chairman of the board, has been donating to social causes and financing mosques, schools, in Turkey and Algeria. In Oran, Tosal is building the Emir Abdelkader Mosque on the main road to Algiers with more than 8,000 people capacity.

“

This FDI can be used as a vehicle to achieve sustainable economic growth in Algeria. We continuously work to adopt policies and structures that will ultimately provide us with the right environment to not only be able to insure FDI, but also retain its positive effects and desired spillovers.

”

Oussama A. Kaissi

CEO of ICIEC





SUPPORTING INTRA-OIC TRADE

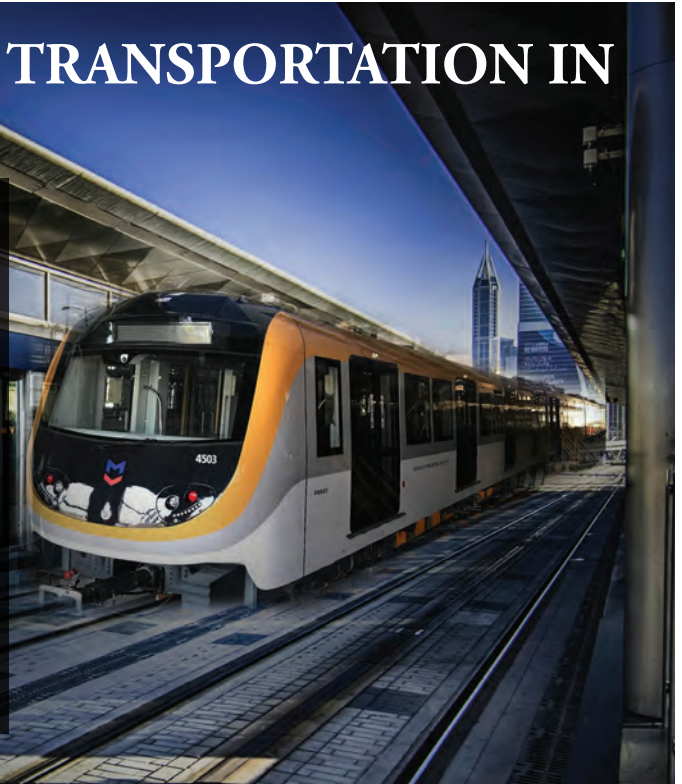
As a part of its strategy to support member countries exports, ICIEC provided a USD 40 million insurance cover to the global leader Itochu Corporation, Japan which entered into an agreement with Saudi Goody products, part of Basamh Group, a leader in the Saudi canned food market. The transaction involves the supply of canned fruits, fish and tuna from Indonesia to Saudi Arabia.

ICIEC SUPPORTS PUBLIC TRANSPORTATION IN TURKEY

ICIEC provided a “Non-Honoring of Sovereign Financial Obligations” coverage to Deutsche Bank AG London Branch covering their financing of Istanbul Metropolitan Municipality for Uskudar-Umraniye-Cekmekoy Metro line amounting to EUR 113 million with 5 years tenure.

This project contributes to the development of public transport in Istanbul having a population of 15 million. This is the first fully driverless electric metro in Turkey, targeting to carry about 1.5 million people a day for 17.5 km double track railway through 16 underground stations in 27 minutes. It ranks second in the world in terms of passengers capacity.

Widening the metro-based transportation network is very important for Istanbul and the region, in order to carry a huge number of passengers and decrease the number of vehicles creating road traffic. Moreover, it will absorb a large part of the road transportation that affects the environment especially in terms of congestion and CO2 emission.



ICIEC PROVIDED INSURANCE COVER TO TURK EXIMBANK FOR DIAMNIADIO HOTEL, CONGRESS CENTER & SPORTS COMPLEX PROJECT IN SENEGAL



ICIEC provided a Non-honoring of Sovereign Financial Obligation (NHSO) cover of EUR 134 million to Turk Eximbank for 12-year financing facility to Ministry of Economy, Finance and Planning in Senegal.

It is a turnkey contract including design and construction work planned for an integrated expo center, business hotel and sports complex. ICIEC supports in this project has two developmental impacts; promoting Turkey’s export of goods and services and supporting Senegal’s economic infrastructure in line with its development program. This project aims at promoting business, expo-tourism sector, in addition to creating job opportunities during and after the construction period.

The signing of the policy took place during the Exporters and Investors Summit that was organized jointly by IsDB Group and Turk Eximbank on 27 April 2018 in Izmir, Turkey.



REINSURANCE REMAINS CORE TO CAPITAL MANAGEMENT IN ICIEC

ICIEC works with reinsurance partners on practically all business lines. Reinsurance is a critical element for the Corporation, which allows it to leverage its capital/capacity and is one of the risk mitigation tools being used by ICIEC to manage and ensure risk concentrations do not exceed acceptable levels in countries/sectors.

Outward reinsurance relationships can be of two types, treaty based reinsurance and facultative reinsurance. Treaty based reinsurance involves ceding business to reinsurance partners on an automatic basis, as long as the business being ceded meets certain pre-defined criteria. Currently ICIEC has two types of outward reinsurance Treaties. One Treaty is for Short-Term business and another one is Treaty for Medium-Term (MT)/Foreign Investment Insurance (FII) business. ICIEC's MT/FII Treaty was recently concluded and implemented from July 1, 2017. This new MT/FII Treaty would support the increase in the ICIEC's reinsurance capacity required for MT and FII policy.

Both Short Term and MT/FII Treaties are supported by a host of reputable private market reinsurers in the world, led by Munich re.

Outward facultative reinsurance involves ceding

business to reinsurance partners on a case-by-case basis. This type of reinsurance is used commonly for medium-term and political risk insurance transactions.

In the outward facultative reinsurance business, which the Corporation may not be able to accommodate fully on its own books, ICIEC has been approaching the reinsurance market for such reinsurance on a case by-case basis, for large short-term, medium-term, and political risk insurance.

One notable success story in this respect is the USD 450 million 5-year Foreign Investment Insurance (FII) transaction that ICIEC covered for Mr Fuat Tosyali and Other Investors on equity investment in Tosyali Iron and Steel Industry, in Algeria. ICIEC only retains 10% of the total insured investment and another 90% was supported by the MT/FII Treaty as well as the private facultative market. Without this reinsurance support, it will be difficult for ICIEC to provide cover and to support the investment and economic activities in its member countries.

This suggests ICIEC's high standing and its risks underwriting performance, are on par with some of the best insurers around the world, which is further manifested by the fact that many of the transactions it bring to the market are well oversubscribed by reinsurers.

In addition, under its mandate, ICIEC is also required to give reinsurance support to National ECAs from Member Countries. This is done through its Inward Reinsurance Treaty and Inward Reinsurance Facultative Agreement (RFA).

HIGH-LEVEL MEETING OF ICIEC HELD IN GUINEA CÔTE D'IVOIRE AND BENIN



ICIEC Delegation in Conversation With the Director of Cabinet Ministry of Energy Côte d'Ivoire.

ICIEC delegation led by the CEO, Manager of Sub-Saharan Africa & Europe and ICIEC Representative in IsDB Regional Office in Dakar, Senegal, visited three West African countries- Guinea, Côte D'Ivoire and Benin in March 2018 with an aim to engage more with its member countries (MCs). During the visit, the delegation met with various ministries, director of cabinet, secretary general, central banks, governors as well as Chambers of Commerce and Investment Promotion Agencies of the selected countries. The objective of the meetings was to understand the priorities of the Governments and identify a list of the most important projects that ICIEC can support in the visited countries.



Meeting with the Minister of Energy in Benin.



ICIEC and Central Bank of Cote d'Ivoire Discuss Collaboration.



Meeting with the Ministry of Finance in Benin.



Signing of Ceremony MOU between ICIEC & APIP in Guinea.

An MOU was signed between Mr. Oussama Kaissi, CEO of ICIEC and Mr. Gabriel Curtis, CEO of Agence de Promotion des Investissement Prive (APIP-GUINEE) on the 22 March 2018. The objective behind the MOU was to provide a general framework to facilitate cooperation between APIP-GUINÉE and ICIEC in promoting foreign investments and contribute to the effective socio-economic development of Guinea.

The MoU will deal mainly with the promotion and communication of services provided by ICIEC to investors and financial institutions working with Guinea, information sharing on investment opportunities and private investors willing to come in Guinea with ICIEC, in addition to, capacity building of APIP staff by training them on ICIEC products and services in Jeddah along with reverse linkage for knowledge sharing in best business practice and ways to conduct priority projects successfully.

INVEST WITH CONFIDENCE IN AFRICA



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ICIEC
HELPS MANAGING
SOVEREIGN RISKS IN AFRICA



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ICIEC PARTICIPATED IN THE 20TH AFRICA ENERGY FORUM HELD IN MAURITIUS

ICIEC participated in the 20th Africa Energy Forum (AEF) that took place in Mauritius from 19 to 22 June 2018. The Forum, held annually, is an international energy conference that brings together African policymakers as well as heads of utility companies and investors in the energy sector from across Africa and the world.

This year's event, which also marked the 20th anniversary of AEF and its first time being hosted on the African continent, was held under the theme "Reflections on the Last 20 Years and Setting Goals and Action Points for the Next 20 Years". It was attended by over 1,000 delegates including over 10 ministers in charge of energy from across Africa and Europe, thus creating a platform for sharing fresh insights around how the public and

private sectors can effectively work together to achieve energy targets of the future.

Bessem Soua, Manager of ICIEC Sub-Saharan Africa and Europe region participated in one of the panels that focused on the strategy of the government of Senegal in developing the energy mix toward the end of 2030. As a panelist, he explained that ICIEC can play a major role in supporting Senegal projects in the energy sector, through providing credit & political risk insurance services. He has also shared the Corporation's experience in this sector in west Africa.

"During the session, Dr. Boubacar Mbodji, the special advisor to the President indicated that Senegal wants to move from 911 MW of mix energy in 2017 to 2465 MW in 2030 with a key

focus on renewable energy. Under the National Development Plan (PSE), the Government underlined the need for diversifying the sources of electricity productions by developing the production based on coal power, gas, hydro, solar and wind energy," he said adding, "The intervention of private financing for the development of energy production plant has been highly encouraged by the Government of Senegal."

The conference essentially attempted to give answers to energy issues regarding land requirement, grid stability and affordability such as solar on-grid solutions, the sustainability of off-grid solutions as well as how regional power pools can better support member countries in achieving their energy targets.

FINANCING INVESTMENT & TRADE IN AFRICA FORUM HELD IN TUNISIA

The Tunisia-Africa Business Council (TABC) organized in partnership with the ministries of Investment and International Co-operation, Trade and Foreign Affairs the 1st edition of the Financing Investment & Trade in Africa (FITA 2018) Forum on February 6-7 in Tunis. This initiative is based on the fact that foreign-exchange regulations and access to funding remain a challenge for Tunisian economic operators as part of their growth projects for export and investment in Africa. ICIEC participated as a panelist in the forum to discuss credit insurance and guarantee.

However, the forum aims to present financing offers and mechanisms on the African continent, offer a space of opportunities and meetings between Pan-African economic development organisms, bankers, venture capitalists, investment funds and experts, present the emerging alternative financial solutions (development capital, crowdfunding, credit insurance) that may complement the traditional African banking offer and contribute to



the rapprochement between Tunisian banks and their Pan-African counterparts to facilitate access to financial services in Africa.

The conference gathered 500 African officials and decision-makers, several African ministers of investment, international co-operation and trade in addition to heads of Pan-African and international financial institutions, senior officials and experts.

Oussama A. Kaissi, CEO of ICIEC, mentioned, "**The forum focused on the best means to improve the financing systems and techniques that will help support the development of the intra-African trade and investment. Moreover, ICIEC had an opportunity to share its experience and discuss the role of export credit and political risk insurance.**"

He added that ICIEC through this forum conducted business meetings with existing clients and new prospects to explore cooperation and partnership.

KEY INVESTMENT SUMMIT HELD IN TURKEY'S IZMIR



The Islamic Development Bank Group (IsDB) and Turk Eximbank, the official export credit agency in Turkey organized an “Exporters and Investors Summit” on 26-27 April 2018 in the western province of Izmir, Turkey.

More than 300 Turkish private sector leaders, industrialists, entrepreneurs and investors attended the summit to discuss past achievements, challenges and opportunities in the two-day summit.

Plenary Session was followed by a panel discussion entitled ‘Supporting Turkey’s Aspirations for Private Sector-led Growth’ moderated by H.E Osman Celik, Undersecretary of Treasury of the Republic of Turkey. Mr. Oussama Kaissi, the CEO of ICIEC gave a speech on ICIEC’s experience in Turkey and supporting Turkish investors’ projects in Africa as well as the importance of reverse linkage program to take Turkey’s experience such as in the PPP sector to ICIEC member countries. He also highlighted the relationship with Turk Eximbank by underlining the collaboration areas such as reinsurance supporting Turkish contractors’ projects in ICIEC member countries.

Subsequent to the panel discussion, representatives of IsDB Group

in Turkey made their presentations. Mrs. Gamze Sarioglu, ICIEC representative in Turkey delivered a presentation explaining ICIEC’s mandate in assisting the member countries in promoting and diversifying their exports and investments. She focused on ICIEC’s operations in Turkey and supporting Turkish investors for their investments in member countries.

Likewise, in the following panel discussion “Cross-border Trade and Investments: Challenges and Opportunities” moderated by Mr. Ender Yorgancilar, Chairman of the Board of Aegean Region Chamber of Industry, Mr. Bessem Soua, Manager, ICIEC Sub-Saharan Africa & Europe, gave a speech on the challenges that ICIEC come across with and how it deals with those challenges. He also underlined the potential that the member countries have for exporters and investors as well as enlightened the audience about the products and services ICIEC offer to exporters, investors and the banks.

Within the scope of the two-day summit, investors, exporters, and contractors explored on how IsDB Group and Turk Eximbank can provide support and assistance to boost Turkish exports and services in the world markets.

TURKEY-ECOWAS BUSINESS AND ECONOMIC FORUM SEEK TO ENHANCE THE COOPERATION

Turkey - Economic Community of West African States (ECOWAS) Economic and Business Forum was co-organized by Foreign Economic Relations Board of Turkey (DEIK) and Ministry of Economy of the Republic of Turkey under the main theme “Deepening Economic Partnership between Turkey and ECOWAS Members” on 22-23 February 2018 in Istanbul, Turkey. It was attended by 15 ECOWAS member states as well as officials from government institutions, banks, investors and exporters.

The forum followed by a panel discussion led by Turk Ekonomi Bankası that provided a broad perspective in “Financing Trade and Projects in ECOWAS Region.”

Mrs. Gamze Sarioglu, ICIEC representative in Turkey explained to the panel the importance of Foreign Direct Investments in the economy as well as the role Investment Insurance plays in facilitating the flows of Foreign Direct Investments along with the experience of ICIEC. She also pointed out ICIEC’s collaboration with Turk Eximbank in export credit



insurance and financing projects and with Turkish companies having investments in African member countries. Other panelists were Turk Eximbank, Gama, Value in Healthcare.

ECOWAS was established in 1975 in order to promote West African countries’ integration in various areas such as industry, transport, telecommunications, energy, agriculture, natural resources, commerce, monetary and financial questions, and social and cultural issues.

ICIEC PARTICIPATED IN THE 3RD MEETING OF TRADE AND INVESTMENT SUB-COMMITTEE OF ACMOI

Oussama Kaissi, CEO of ICIEC and his accompanying delegation participated in the 3rd Meeting of the Trade and Investment Sub-Committee (TISC) of Annual Coordination Meeting of the Organization of Islamic Cooperation Institutions (ACMOI) organized by the Islamic Centre for Development of Trade (ICDT) held on the 08-09 March 2018 in Marrakesh, Kingdom of Morocco.

The objective of TISC meeting is to design and implement integrated projects that include specific activities and deliverables, for example, in the areas of strategic commodities like cotton, halal industry, trade facilitation like a single window, investment promotion, SMEs development with a view of enhancing intra-OIC Trade.

However, under the leadership of Director General of ICDT, the TISC initiative was welcomed in an opening session along with the support provided by the host country of ICDT. Also, some pertinent observations were raised and discussed during the sessions.

Against 2017 Agreed Action Plan endorsed during the Annual Coordination Meeting of OIC Institutions, held in December 2017 in Jeddah, ICIEC is committed to financially and technically assist during 2018 to implement joint activities with the member of TISC.

The CEO of ICIEC thanked the ICDT, ITFC, and OIC for inviting ICIEC and be a part of TISC. In the meeting, he made valuable inputs and in a session reminded the audience that OIC organs are facing immense challenges in their day-to-day activities. "A systematic and structured approach in terms of coordination and reporting of TISC activities is highly required," he said.

Moreover, he added that synergy and coordination among TISC members remain one of the main challenges for which he suggested that it is important to identify team leaders who are fully engaged in this kind of exercise.

ICIEC remain fully engaged in the implementation of agreed activities under

sub-group "Intra-OIC Investment promotion."

Djamel Gharib, Senior Technical Assistant to CEO briefed the audience on ICIEC activities, challenges faced in the implementation of the TISC program, ways for ICIEC's contribution to the TISC and gave recommendations.

ICIEC will deploy more effort to mobilize additional funds in partnerships with other MDBs and business partner.

On the sidelines of the ACMOI, ICIEC attended several bilateral meetings. The CEO of ICIEC met Deniz GOLE, Program Manager of COMCEC Coordination Office. Kaissi briefed Deniz GOLE on the COMCEC's Business Intelligence Centre as well as the COMCEC's resolution. He mentioned the crucial need for COMCEC to continue supporting such initiative and also ICIEC readiness on behalf of the IsDB Group to provide all needed support.

ICIEC will coordinate with SESRIC and ICDT to come up with a final detailed proposal for the forthcoming COMEC conference in November 2018 in Istanbul.

TRAINING SESSION HELD FOR TURKISH CONTRACTORS ON ICIEC PRODUCTS

Turkish Contractors Association (TCA) in Ankara, Turkey hosted a training programme on ICIEC products and services for Turkish Contractors on March 05, 2018. The training program which was attended by 25 participants from Turkish contractors, started with the opening remarks of Mrs. Cigdem Cinar, Assistant General Secretary of TCA and Mr. Adil Babiker, General Counsel of ICIEC.

Mrs. Fatma Gamze Sarioglu, ICIEC Representative in Turkey and Mr. Oguz Aktuna, Business Development Manager of ICIEC made a presentation on the Corporation's products and services and the role of investment insurance in facilitating foreign direct investments and financing projects. The presentation was supported by case studies and real examples along with a question & answer session that drew interactions with the participants.



Turkish Contractors Association is a non-governmental, non-profit, independent professional organization established in Ankara in 1952. The Association currently represents the leading construction companies in Turkey. Almost all of these companies work as international contractors and many are well-known global players. The business volume of TCA members encompasses nearly 70% of all domestic and 90% of all international contracting realized by Turkish companies.

Starting their international activity with the Libyan market in the early 70s, the Turkish

contractors have spread across the globe in four decades. By the end of December 2017, Turkish contractors have undertaken almost 9300 projects in 119 countries with a total business volume of USD 356 billion.

Turkey ranked second with 46 contractors after China as well as for the number of contracting companies with the largest volume of projects across the world according to the latest list of the world's "top 250 contractors" by the magazine Engineering News-Record (ENR).

ICIEC, CREDENDO TEAMS UP TO BOOST EXPORTERS' COVER



ICIEC and Credendo, Belgian Export Credit Agency entered into a reinsurance framework agreement that will open up additional cover possibilities for international exporters and promote trade relations by providing medium-term and long-term trade credit insurance cover.

Under the agreement, Credendo can take out a reinsurance policy even if the goods are not being exported to ICIEC member countries, with the required condition that the goods and services are ultimately headed for an ICIEC member country.

The ICIEC, which includes 44 member countries from Africa, Asia and the Arab world, provides investment and export credit insurance and offers reinsurance facilities for both its members and export credit agencies that are not members of ICIEC.

Commenting on the agreement, ICIEC

Chief Executive Officer Mr. Oussama Kaissi said "the agreement is more relevant as such Export credit agencies are a useful tool to help drive exports into ICIEC member countries while providing a range of products that cover risks. They also provide insurance to protect suppliers against the risk of a buyer defaulting on payment for goods. Hence, this allow us to bring the best of both worlds to our clients. We not only offer top-notch services, but Credendo also applies intimate reinsurance expertise in order to support our clients from both a process and a risk management perspective.

Credendo has undergone significant changes, evolving from a traditional export credit insurance agency into an international player and by offering financial guarantees and direct financing. Its solidity is underlined by its AA rating from Standard & Poor's and cover capacity of EUR 30 billion.



IsDB LAUNCHES NEW BRAND AFTER 44 YEARS OF SUCCESSFUL DEVELOPMENT INTERVENTION



For the first time in its four-decade history, the Islamic Development Bank (IsDB) unveils a new brand identity that reflects values, strategic direction and relationship with its 57 member countries. The IsDB has been undergoing significant strategic reform under the stewardship of H.E. Dr. Bandar M. H. Hajjar. As development enters a new era, Al-Hajjar is reimagining the traditional role of a development bank, making the organization more global, placing partnerships, technology and innovation, and global engagement at the heart of his modernizing program.

The new brand identity maintains the core elements of the IsDB heritage while heralding modernity, independence and transparency as the bank's identity evolves for an international audience.

H.E. Al-Hajjar, while explaining the concept of the new logo, said, "As the IsDB embarks on its next chapter of its evolution its brand is evolving too. A new identity is an evolution not a revolution. Its rich green to blue colors represents the bank's Islamic tradition while also representing sustainability, progress, growth and our planet."

“

The IsDB has been a symbol of trust, credibility, strength and stability for over 44 years, with a proud heritage of providing resources, fighting poverty and restoring dignity to our member countries as we build on our successes of the past, we must look to the future. I believe that this new brand identity is one of a world class institutions tackling the challenges of today's modern world.

”

H.E. Dr. Bandar M. H. Hajjar
The President of IsDB Group

THE 16TH EXECUTIVE COUNCIL MEETING OF AMAN UNION HELD IN ISTANBUL



A delegation from ICIEC attended the 16th Executive Council Meeting of the AMAN UNION held in Istanbul on 28th June 2018. The meeting was chaired by Oussama A. Kaissi, CEO of ICIEC and Chairman of the Executive Council of AMAN UNION and attended by delegates from ICIEC, DHAMAN, CAGEX, COTUNACE, Turk Eximbank and Credit Oman.

During the meeting, the members discussed several important issues, among them was most notably the budget utilization and audit of the UNION's financial report for 2017, arrangements and preparation for organizing the 9th Annual Meeting of the General Assembly that will be hosted by the Export Guarantee Company of Egypt (ECGE) as well as the topics to be included in the agenda.

Moreover, the meeting also discussed the update reports on the AMAN UNION Database Center, selection of the provider for the online certificate, proposed topics for the 2nd Technical Training in 2018, in addition to

the proposed amendments in the AMAN UNION Charter. The Council also considered establishing the Short-Term Export Credit Insurance Committee and the Structured Finance Insurance Committee as means for the sake of effective business.

The Secretariat General of the UNION informed the meeting about the new membership applications and voting results regarding those applications and accordingly the applications were accepted to join the UNION.

The meeting also took note of the reports submitted by the Secretariat General on the technical training course that was hosted by the Jordan Loan Guarantee Corporation (JLGC) in March 2018, where more than 25 trainees from 12 member institutions attended this technical training. The training course was delivered by professionals from Turk Eximbank and LCI and focused on the topics of credit information and underwriting.

"Such professional assembly will help to build a better understanding of export credit insurance that will ultimately lead to stronger networking opportunities and real desire to achieve the mutual business targets," said Oussama KAISSI, Chairman of the Executive Council of AMAN UNION.

The AMAN UNION is a professional forum assembling Commercial & Non-commercial Risks Insurers & Reinsurers in member countries of the Organization of the Islamic Cooperation and the Arab Investment & Export Credit Guarantee Corporation (DHAMAN). It was launched on 28th October 2009 following an agreement between the Arab Investment and Export Credit Guarantee Corporation (DHAMAN) and ICIEC to join their efforts for establishing a union for commercial and non-commercial risks Insurers and Reinsurers in their respective member countries.

ICIEC PARTICIPATED IN BERNE UNION SPRING MEETING HELD IN KENYA

The African Trade Insurance Agency (ATI) and the government of Kenya co-hosted the Berne Union Annual Spring Meeting in Kilifi, Kenya, between 18 and 22 March 2018. The delegation of ICIEC, headed by Mohamud Khalaf, the Acting-Director (DUW) participated at the Berne Union MLT Committee, ST Committee programs, and the plenary meeting.

The Berne Union Annual Spring Meeting was attended by over 200 representatives of 80 insurance companies and multilateral financing and insurance organizations from 46 countries. Member institutions of the Berne Union together support around 14% of global exports, representing over USD 2,330 billion in facilitated cross-border trade. The meeting was a great opportunity for bilateral meetings and information sharing. The ICIEC delegation attended Prague Club Workshop on ST Credit Insurance Underwriting that covered a number of aspects. It served as an opportunity for different ECAs to compare notes on ST underwriting.

The delegation also attended the Prague Club Committee Meeting and provided an overview of the latest organization structure and update of policy wordings for Basel III compliance. Likewise, ICIEC provided a presentation on the new DCIP Module that ICIEC is developing, including its impact on managing current exposure and limit utilization. Osama Elsheikh, Country Manager of ICIEC UAE (Mena Region) represented ICIEC in the Prague Club Meeting and participated in a panel with KazakhExport, KUKE (Poland) and AOFI (Serbia) to discuss the various

legal aspects of ECA structures and on National ECAs providing state support. "Through a presentation, we gave an overview of how ICIEC is structured as a self-governed multilateral entity," he said.

The ST Committee meeting was held in parallel with the Investment Committee and the Prague Club meetings. The key event of this meeting was a session led by CESCE under the title "Simplification of requirements for underwriting process". This session discussed reports, level of transactions and recommendations.

Among several other sessions, the Berne Union meeting focused on Africa, the assessment of economic opportunities and risks on the continent, and sharing of information and practices. Africa is a very important area right now, as it has six of the world's ten fastest-growing economies. In 2017 Berne Union members collectively covered trade to African countries for an amount of USD 80 billion. In addition, last year Berne Union members also supported USD 9 billion of foreign direct investment in Africa, in areas such as infrastructure, power generation including renewable energy, and mining.

On the sidelines of the meeting, the delegation met officials from different institutions such as K-SURE, OPIC, UKEF, Euler Hermes, EKF, Sovereign, Atradius and Turk Eximbank (TEXB) to discuss business opportunities, projects and ways to enhance cooperation in the member countries.



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TRADE EXPECTED TO GROW IN 2018 DESPITE INCREASED RISK ENVIRONMENT

Credit insurers see growth in 2018, but higher claims and a soft market provide a cautious footnote

Members of the International Union of Credit and Investment Insurers (Berne Union) and the International Credit Insurance and Surety Association (ICISA) indicate a positive, but cautious outlook for 2018 in their latest joint annual state of the industry survey. Overall, they expect an increase in insured turnover, coupled with a rise in the volume of claims. Developed markets are expected to remain soft, while emerging markets are thought to remain neutral to hard.

Short-term trade credit insurance

The trade credit insurance members of the Berne Union and ICISA signal positive expectations for 2018. The vast majority of the respondents (85%) anticipate an increase in insured commitments, while the remainder expect business volumes to be comparable to 2017. This is attributed to a relatively positive global economic outlook and corresponding increase in business confidence, combined with an attractive financing environment to increase exports. Some members also cite internal drivers of growth including product development and expansion into new markets. At the same time almost 45% of members expect at least a small increase in volumes of claims over 2018, confirming an ongoing higher risk environment. "Following the credit crisis we have seen high but sustainable levels of claims. While the number and volumes of claims will likely grow due to the increase in business, loss ratios are not expected to change significantly," commented Vinco David, Secretary General of the Berne Union.

Broadly speaking, there is a divide between developed markets (Europe, North America, Australia), which are currently seen as quite soft, and emerging markets (Asia, MENA, Sub-Saharan Africa and Latin America), which are seen as neutral to hard. Over the course of 2018, members expect a potential softening in Latin America. For all other regions, the current status quo is expected to be maintained.

The respondents particularly expect growth in new insured commitments in Asia (69%), Europe (62%), North America (41%) and MENA (40%). The top regions where claims are expected (MENA - 57%,

Europe - 54% and Asia - 43%) somewhat mirror those for new insured commitments. "Credit insurers continue to have a positive risk appetite despite the elevated claims environment. A rise in fraud remains a concern, but does not deter insurers from supporting their clients to grow in new markets," explains Rob Nijhout, Executive Director of ICISA.

Medium and long-term export credits

78% of respondents anticipate an increase in MLT cover provided through the course of 2018, both on the basis of new enquiries and offers in pipeline to be realized.

Rising oil prices are driving expectations of increased investment in large resource infrastructure projects along with a corresponding rise in capital goods exports. Along with infrastructure and transport, energy production and transmission are seen as presenting the best opportunities, while metals and mining are viewed as currently more fragile. MENA (76%), S.S. Africa (68%) and Asia (62%) are highlighted as regions most likely to attract growth in new business.

Recent indemnifications and restructurings may have helped produce some relative stability with respect to claims in MLT business, which for 2018 is likely to be comparable to the previous year. Almost 60% of respondents to the survey indicated no expected change, while 90% recorded no significant change. However, despite the recent rebound, commodities producing countries remain vulnerable to adjustments in oil price and there is some potential for increased defaults here.

Berne Union President, Topi Vesteri comments that "broadly speaking, the economic environment seems to be on an upward trend; but at the same time this has effectively de-coupled from geopolitics, which is in many ways now more unpredictable than ever. Public and private insurers of export credit continue to adapt to these circumstances and we expect to see more innovation through technology, policy, and better risk sharing."



ICIEC 25th ANNUAL MEETING

ICIEC REMAINS CONFIDENT OF SUSTAINING ROBUST PERFORMANCE

The Board of Governors of the Islamic Development Bank Group (IsDB Group) held its 43rd annual meeting to discuss development issues and institutional matters in Tunisia from 1st April 2018 – 5th April 2018.

The meeting attracted over 1,000 participants and offered an ideal platform for decision makers to discuss challenges and explore opportunities facing IsDB Group member countries.

The Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC), a member of the Islamic Development Bank Group (IsDB) during the annual meeting revealed its annual report and financial statements approved by its Board of Governors.

On the back of the strong performance, ICIEC has maintained, for the 10th year in a row, its Aa3 by Moody's rating, which happens to be one of the strongest in the export credit and political risk insurance industry.

ICIEC once again demonstrated its resilience in 2017 despite a year of general volatility, with total business insured of US\$7.5 billion in its member countries. The Corporation also generated a total premium income of USD 35.39 million. The proportion of business insured in the short-term line of business decreased from 79% in 2016 to 76% in 2017 as opposed to the investment insurance increasing from 16% in 2016 to 21% in 2017. The medium term remained the same at 5%. The positive outcome is attributable to various economic, political and social reforms that are sweeping through the region, resulting in a much improved business environment conducive to foreign and domestic direct investments.

Commenting on it, Mr. Oussama A. Kaissi, CEO of ICIEC, expressed his optimism, saying: "On the basis of the expertise gained over the last 23 years in this field, ICIEC will continue to work hard, allowing the Corporation to carry out its developmental agenda toward its 44 Member Countries in a sustainable manner."

He added, "While none of us can predict the future with absolute certainty, I believe the forward-looking policy of the Corporation states unequivocally the commitment to pursue unabashed measures that harness this opportunity to foster economic growth."

He went on to say: "I am confident that building on its robust performance in 2017, ICIEC will continue to meet its stakeholders' expectations and will remain well placed to play its role of a catalyst in promoting trade and foreign direct investments in our member countries."



ICIEC Session during the Annual Meeting Revealed its Annual Report and Financial Statements

"This meeting marks a historic year for ICIEC. At a time of continued global economic and financial vulnerability, the Corporation with the strong support from IsDB, has yet again proven its leadership and commitment to the progress of member countries where it is actively present. It has continued to bolster investor confidence, attracting new investments into areas characterized by high risk," Mr. Kaissi remarked at the conclusion of the meeting.

In 2017, ICIEC started to pursue the full implementation of all policies and procedures as recommended and adopted by the Group Risk Management's Guidelines (GRMD) for insurance operations, including the Credit Risk Assessment Guidelines for corporates, financial institutions/banks, and projects. These guidelines have been modified to suit ICIEC's specific needs and has been approved by the Board.

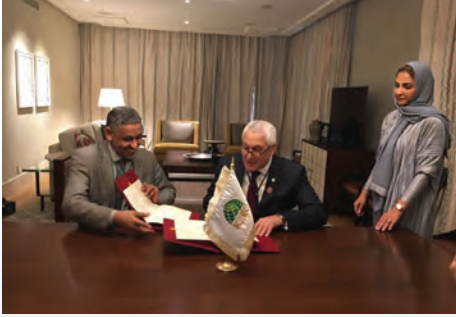
Moreover, intra-trade among OIC member countries covered by ICIEC, during 2017 reached USD3.18 billion, representing exports from 17 OIC member countries to 38 other OIC, which is equivalent to 54% of trade credit insured by ICIEC during the year

The intra-trade and intra-investments among OIC member countries, which ICIEC facilitates, has been growing, on average, by 35% per annum over the last five years. It jumped from USD 1.3 billion in 2013 to USD 4 billion in 2017.

The meeting wound up with the Board of Governors also appointing new external financial auditors for 2019.

During the ICIEC'S High Level Panel Discussion (HLPD) titled "Beyond the Risk Perception: Strategic Alliances between Export Credit Agencies (ECAs) and Multilateral Development Banks (MDBs) to facilitate International Trade and Investment Flows", existing opportunities and challenges that affect negatively the overall investment climate, deteriorate perceptions of investors and traders were identified, in addition to cognizant the role of governments, MDBs, ECAs and private sector business partners in enhancing the intra-OIC trade and investment.

LIST OF MOUs AND AGREEMENTS SIGNED BY ICIEC DURING THE 43rd ANNUAL MEETING OF THE ISDB GROUP IN TUNISIA



ICIEC, and BADEA, Sudan signed a framework agreement to boost cooperation in promoting trade and investment to the Arab and African regions. The purpose of this Agreement was to provide a general framework to facilitate provision of risk mitigation tools to financing facilities extended to BADEA to private and public sector in Africa. The Framework Agreement was signed by Oussama A. Kaissi, ICIEC's CEO and Dr. Sidi Ould TAH, Director General of BADEA.



ICIEC, and the Tunisia Africa Business Council (TABC) signed a Memorandum of Understanding (MOU) to explore different areas of common interest to cooperate in developing trade between Tunisia and Sub-Saharan African (SSA) member countries of ICIEC in order to enhance trade flows in the region. The MOU was signed by Oussama A. Kaissi, ICIEC's CEO and Mr. Bassem Loukil, Chairman of TABC.



ICIEC and the Tunisia Investment Authority (TIA) signed a Memorandum of Understanding (MOU) to provide a general framework to facilitate co-operation between TIA and ICIEC in promoting foreign and domestic investments and contribute to the effective socio-economic development of in Tunisia.



ICIEC, and Indonesia Eximbank sign MOU to boost trade and investment. The MOU was signed between Oussama A. Kaissi, CEO of ICIEC and Mrs. Sinthya Rosely, Chairwoman and Executive Director of Indonesia Eximbank. The objective of the MOU was to develop the relationship further with Indonesia after the inception of ICIEC representative office in Jakarta.

ICIEC and the Islamic Solidarity Fund for Development (ISFD) signed a Memorandum of Understanding (MOU) to benefit IsDBG member countries during the 43rd Annual Meeting of the IsDB Group in Tunisia. It was signed by Oussama A. Kaissi, CEO of ICIEC and Dr. Waleed Al Wohaib, Director General of ISFD. ICIEC and ISFD share common objectives in contributing to the effective economic and social development to member countries. The purpose of the MOU is to provide a general framework to facilitate co-operation between ISFD and ICIEC in jointly establishing a Takaful Fund for Economic Empowerment which aims to encourage the provision of finance to Small and Medium Enterprises (SMEs) that help in reducing poverty, creating jobs and fostering economic development in the member countries, through the provision of non-payment risk insurance services in conformity with Islamic Shariah principles.



ICIEC SIGNED CREDIT INSURANCE AGREEMENTS TO BOOST BUSINESS



ICIEC signed credit Insurance agreements with different institutions in a private forum during the 43rd annual meeting of IsDB held in Republic of Tunisia. Oussama Kaissi, CEO of ICIEC signed the policies with Mohamed Al Mutawah, CEO of Al Baraka Bank of Bahrain, Mr. Mohamed El Moncer, CEO of Al Baraka Bank Tunis, Mr. Korhan Alev, CEO of Bahrain Middle East Bank and Mr. Ahmed Karam, CEO of Amen Bank Tunisia. The agreement consists of the Documentary Credit Insurance Policy and a Master Insurance Policy, which will allow the institutions to meet the market needs to finance exports on a Sharia basis and to use receivables issued as collateral to repay the financing granted. The agreements will also help to manage the risks affecting Letter of Credit (LC) transactions in member countries where ICIEC are situated in, allowing them to play a major role in financing trade between Islamic countries.



Oussama A. Kaissi, CEO of ICIEC met H.E. IsDB Governor of Indonesia Dr. Sri Mulyani Indrawati, the Minister of Finance of Indonesia during the IsDB Group Annual Meeting in Tunisia. The discussion focused on ICIEC's strategy to further develop the relationship with Indonesia after the inception of ICIEC representative office in Jakarta.

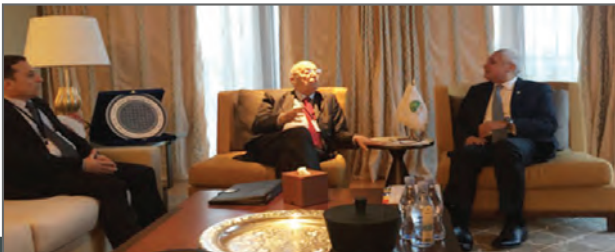
SIDE MEETINGS OF THE CEO OF ICIEC DURING THE ISDB GROUP 43RD ANNUAL MEETING



Meeting with H.E. Dr. Sahar Nasr, the Minister of International Cooperation of Egypt, the IsDB Governor of Egypt.



Meeting with H.E. Mr. Gillmore André Hoefdraad, the Minister of Finance of Surinam, the IsDB Governor of Surinam.



Meeting with H.E. Dr. Hisham El Chaar, the Acting Governor for Lebanon.



Meeting with H.E. the Alternate Governor for Maldives.



Meeting with H.E. Dr. Zul-kifi Salami, the Senior Advisor to the President of the Republic of Benin.



Meeting with Mr. Hamid Zyani, General Director of Midal Cables Group.



Meeting with Mr. Katsufumi Uchida, General Manager of SMBCE.



Meeting with Dr. Lassaad Lachaal, the Senior Advisor to the President of the African Development Bank Group.



Meeting with Mr. Malek Temsah, Assistant General Manager of Albaraka Turk Participation Bank.



Meeting with Dr. Mabouba Diagne, Regional Coverage Executive of TDB.



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