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GUIDE TO  
THE EXPORT-IMPORT  
BANK OF KOREA



February, 2015

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I. About Korea Eximbank

Overview

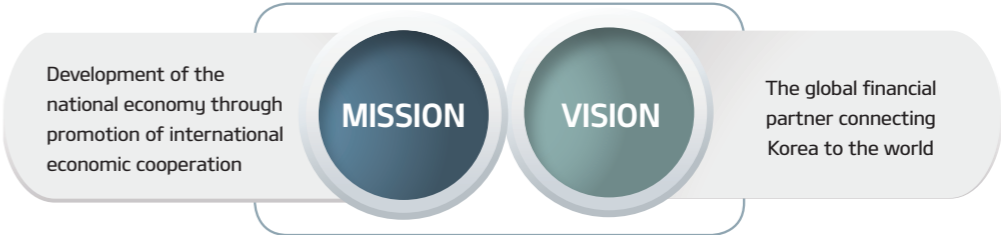
The Export-Import Bank of Korea (hereinafter referred to as “Korea Eximbank” or “the Bank”) is an official export credit agency (ECA) providing comprehensive export loan and guarantee programs to support Korean enterprises conducting business overseas. Since its establishment in 1976, Korea Eximbank has actively supported Korea’s export-led economy and facilitated economic cooperation with foreign countries.

Korea Eximbank’s primary services include export financing, trade financing, and guarantee programs structured to meet the needs of clients in a direct effort to both complement and strengthen clients’ competitiveness in global markets. The Bank also provides overseas investment financing, import financing, and financial advisory and structuring services aimed to exploit business opportunities abroad.

Furthermore, the Bank is responsible for the operation of two government funds: the Economic Development Cooperation Fund (EDCF), a Korean Official Development Assistance (ODA) program, and the Inter-Korean Cooperation Fund (IKCF), an economic cooperation program to promote exchanges with North Korea.

By continuously fostering innovation and growth throughout its operations, the Bank strives to become “the global financial partner connecting Korea to the world” as formulated in its vision.

Mission & Vision



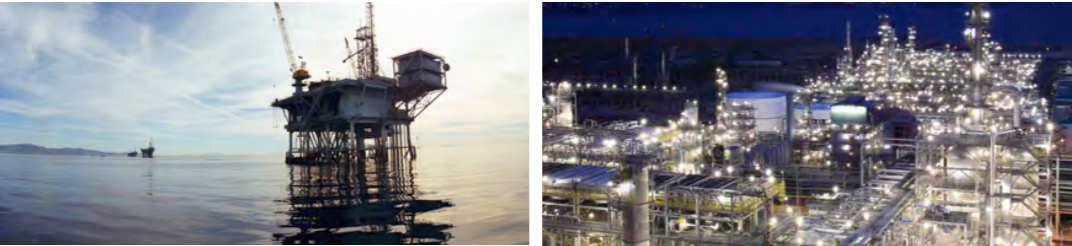
Credit Ratings



\* Equivalent to the sovereign credit rating of Korea

## II. Financing Services

### 1. Loans



• **Export-Related Loans**

**Export Promotion Loan**      The Export Promotion Loan is designed to assist Korean companies that plan to start export-related businesses (or expand their production capacity to increase exports).

Terms & Conditions	
Borrower	- SMEs - Large companies investing in <ul style="list-style-type: none"><li>• service industries (knowledge services, cultural contents, or healthcare)</li><li>• green energy sectors (renewable energy, carbon reduction, energy efficiency enhancement, or other green industries)</li></ul>
Purpose	- Capital investment - R&D - Overseas marketing activities - Other activities deemed to promote exports
Coverage	Up to 90% of the funds required
Repayment Term	- Capital investment and R&D: maximum 10 years - Other purposes: maximum 3 years
Repayment Method	- Periodic installments of at least once a year - Bullet repayment is allowed for loans with repayment terms of 3 years or less

**Export Growth Loan**      The Export Growth Loan is extended to Korean companies based on their past export performance.

Terms & Conditions	
Borrower	- SMEs - Companies with a record of exporting intellectual property rights
Coverage	Up to 60-100% of export records with the initial coverage ceiling per company of KRW 35 billion (KRW 25 billion for SMEs), which may be raised to as much as KRW 60 billion (KRW 40 billion for SMEs) depending on subsequent export performance
Repayment Term	Up to 3 years
Repayment Method	Bullet payment or installment payment

**Export Project Loan**      The Export Project Loan is designed to assist Korean exporters by providing working capital required to enhance the performance of their export contracts.

Terms & Conditions	
Borrower	Korean exporters
Coverage	Up to 90% of the export contract value
Repayment Term	Up to 30 days after the final payment date under the export contract
Repayment Method	Bullet payment or installment payment

**Export Facilitation Loan**      The Export Facilitation Loan is extended to entities (including foreign buyers) that contribute to export transactions of Korean exporters.

Terms & Conditions	
Borrower	Entities (including foreign buyers) that contribute to export transactions of Korean exporters
Purpose	- Payments by foreign governments or companies to import goods and services from Korean companies (buyer's credit) - Capital investment - Working capital - Other business operations
Coverage	Up to 90% of the funds required (For buyer's credit, within the limits set forth by the "OECD Arrangement on Officially Supported Export Credits")
Repayment Term	Maximum 30 years (For buyer's credit, the repayment term shall not exceed the limit prescribed under the "OECD Arrangement on Officially Supported Export Credits.")
Repayment Method	Periodic installments of at least once a year (a lump-sum payment can be accepted for loans with repayment terms of 3 years or less) with a maximum grace period of 3 years (5 years for loans with repayment terms of 10 years or above) (For buyer's credit, the method set forth by the "OECD Arrangement on Officially Supported Export Credits" will be used.)

• Import-Related Loans

**Import Loan** The Import Loan is extended to the Korean companies to support their import transactions.

Terms & Conditions	
Borrower	Korean companies that import goods or natural resources essential to the national economy
Coverage	Up to 80%(90% for SMEs) of the import amount
Repayment Term	- Capital goods: up to 10 years - Other imports: up to 2 years
Repayment Method	Periodic installments of at least once a year. Grace period of up to 3 years for capital goods.

**Import Facilitation Loan** The Import Facilitation Loan is extended to entities that contribute to import transactions that are essential to the national economy.

Terms & Conditions	
Borrower	Korean companies, foreign governments, or foreign companies that contribute to import transactions that are essential to the national economy
Purpose	- Capital Investment - Working capital - Other business operations
Coverage	Up to 90% of the funds required
Repayment Term	- Working capital: up to 3 years - Others: up to 30 years
Repayment Method	Periodic installments of at least once a year with a maximum grace period of 3 years (5 years for loans with repayment terms of 10 years or above)



• Overseas Business-Related Loans

**Overseas Investment Loan** The Overseas Investment Loan is extended to Korean companies that invest abroad in the form of capital subscription, acquisition of stocks, or long-term credit to the overseas subsidiary.

Terms & Conditions	
Borrower	Korean companies investing abroad
Purpose	Overseas investment
Coverage	Up to 80% (90% for SMEs, 100% for natural resources development projects) of the funds required
Repayment Term	Up to 30 years
Repayment Method	Periodic installments of at least once a year with a maximum grace period of 3 years (5 years for repayment terms of 7 years or above, 7 years for repayment terms of 10 years or above)

**Overseas Project Loan** The Overseas Project Loan is provided to Korean companies engaged in any business outside Korea without establishing an overseas subsidiary.

Terms & Conditions	
Borrower	Korean companies conducting business overseas
Purpose	- Capital investment - Working capital - Other business operations
Coverage	Up to 80% (90% for SMEs, 100% for natural resources development projects) of the funds required
Repayment Term	Working capital: up to 3 years Others: up to 30 years
Repayment Method	Periodic installments of at least once a year with a maximum grace period of 3 years (5 years for repayment terms of 7 years or above, 7 years for repayment terms of 10 years or above)



**Overseas Business Loan**      The Overseas Business Loan is extended directly to foreign companies in which Korean companies have an equity share.

Terms & Conditions	
Borrower	Overseas subsidiaries of a Korean company
Purpose	- Capital investment - M&A - Working capital - Other business operations
Coverage	Up to 90% (100% for working capital and/or natural resources development projects) of the funds required
Repayment Term	- Working capital: up to 3 years - Others: up to 30 years
Repayment Method	- Periodic installments of at least once a year with a maximum grace period of 3 years (5 years for repayment terms of 7 years or above, 7 years for repayment terms of 10 years or above)

**Overseas Business Facilitation Loan**      The Overseas Business Facilitation Loan is extended to entities that contribute to promoting overseas business (including overseas investment) activities of Korean companies.

Terms & Conditions	
Borrower	Korean companies, foreign governments, or foreign companies that facilitate overseas business or investment activities of a Korean company
Purpose	- Capital investment - Working capital - Other business operations
Coverage	Up to 90% (100% for Inter-bank credit) of the funds required
Repayment Term	Up to 30 years
Repayment Method	Periodic installments of at least once a year with a maximum grace period of 3 years (5 years for repayment terms of 7 years or above, 7 years for repayment terms of 10 years or above)



• **Interbank Credit Facility**

**Interbank Export Loan (IEL)**      The Interbank Export Loan is a credit facility extended to foreign banks, from which loans can be made to foreign buyers of Korean goods or services for the purpose of financing their payments to Korean exporters.

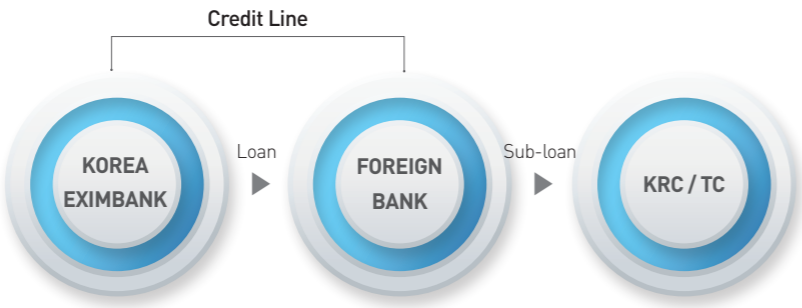


- Eligibility**
- **Foreign bank:** a creditworthy financial institution in a foreign country
  - **Foreign importer:** a foreign company purchasing eligible items from Korea
  - **Eligible items:** goods and services not prohibited for trade under applicable laws and international conventions

Terms & Conditions		
	Short-Term Loans	Long-Term Loans
Max. Loan Amount	Up to 100% of contract amount	Up to 85% of contract amount
Interest Rate	(fixed) Swap Rate + margin (floating) LIBOR + margin	CIRR + minimum premium risk + margin
Repayment Period	Less than 2 years	2-10 years



**Untied Interbank Loans (UIL)** The Untied Interbank Loan is a credit facility extended to foreign banks for the provision of loans to Korea-Related Companies (KRC) or Transacting Companies (TC). UIL does not necessarily require underlying trade transactions with Korea.



- Eligibility**
- **KRC:** any local company in which a Korean company holds at least 10% of total capital stocks or equity shares
  - **TC:** any local company which purchases or supplies goods or services from/to KRC

Terms & Conditions		
	KRC Loan	TC Loan
Eligible Transaction	- Purchase & installation of equipment - Strategic equity investment - Working capital requirement	Purchase or supply of goods or services from/to KRC
Max. Loan Amount	Up to 90% of contract amount (up to 100% in case of working capital requirement only)	Up to 100% of contract amount
Interest Rate	(fixed) Swap Rate + margin (floating) LIBOR + margin	
Repayment Period	Determined according to the nature of the contract (max. up to 3 years in case of working capital)	Determined according to the nature of the contract

2. Guarantees



Financial Guarantees

**Export-Related Financial Guarantee** The Bank takes responsibility for obligor's financial obligation incurred in relation to eligible transactions. The financial obligations guaranteed could be in the form of bank loans, bonds or other financial obligations.

Terms & Conditions	
Applicant (Borrower)	Companies eligible for Export-Related Loans
Beneficiary	Domestic/foreign financial institutions that: i) lend to the applicant ii) purchase bonds issued by the applicant
Coverage	Up to the amount of principal and interest on the debt covered
Guarantee Period	Up to 60 days after the maturity date of the debt covered

Import-Related Financial Guarantee

Terms & Conditions	
Applicant (Borrower)	Companies eligible for Import-Related Loans
Beneficiary	Domestic/foreign financial institutions that: i) lend to the applicant ii) purchase bonds issued by the applicant
Coverage	Up to the amount of principal and interest on the debt covered
Guarantee Period	Up to 60 days after the maturity date of the debt covered

Overseas Business-Related Financial Guarantee	
Terms & Conditions	
Applicant (Borrower)	Companies eligible for Overseas Business-Related Loans
Beneficiary	Domestic/foreign financial institutions that: i) lend to the applicant ii) purchase bonds issued by the applicant
Coverage	Up to the amount of principal and interest on the debt covered
Guarantee Period	Up to 60 days after the maturity date of the debt covered

- Performance Guarantees**

The Bank guarantees performance of the obligor under the eligible contracts. In the event the obligor fails to perform its obligation, the Bank makes payment to the sponsors or buyers upon their demand for payment of the guaranteed amount on valid grounds.

Type of Guarantees	
Bid Bond	A bond (guarantee/security) supplied during the bidding process, which ensures that the beneficiary (buyer) will be reimbursed for any loss caused by the bidder's breach of bid-related regulations
Advance Payment Bond	A bond (guarantee/security) supplied by an exporter to receive advance payment from the beneficiary, which ensures that the beneficiary will be reimbursed for the advance payment in the event of failure by the exporter to fulfill its contractual obligations
Performance Bond	A bond (guarantee/security) which ensures that a certain portion of the contract amount will be reimbursed to the beneficiary in the event of failure by the exporter to fulfill its contractual obligations
Warranty Bond	A bond (guarantee/security) which ensures that the beneficiary will be reimbursed for any loss incurred during the warranty period after delivery
Retention Bond	A bond (guarantee/security) supplied by the exporter seeking to collect the retention money withheld by the beneficiary as provision for repairs and maintenance, and which ensures that the beneficiary will be reimbursed for any loss caused by the failure of the exporter to fulfill its contractual obligations in connection to the retention money

Export-Related Performance Guarantee	
Terms & Conditions	
Applicant	Korean companies or overseas subsidiaries of a Korean company
Eligible Transaction	All transactions that serve to promote exports and enhance export competitiveness
Beneficiary	Buyers/sponsors/importers (or their agents) in an export transaction
Coverage	Up to the amount required under the Invitation to Bid (ITB) or export contract for the transaction covered

Import-Related Performance Guarantee	
Terms & Conditions	
Applicant	Korean companies
Eligible Transaction	All transactions that serve to promote exports and enhance export competitiveness
Beneficiary	Buyers/sponsors/importers (or their agents) in an export transaction
Coverage	Up to the amount required under the Invitation to Bid (ITB) or export contract for the transaction covered

Overseas Business-Related Performance Guarantee	
Terms & Conditions	
Applicant	Korean companies or overseas subsidiaries of a Korean company
Eligible Transaction	All transactions that facilitate overseas investment or overseas business activities
Beneficiary	Buyers/sponsors (or their agents) in the transaction covered
Coverage	Up to the amount required under the Invitation to Bid (ITB) or contract for the transaction covered

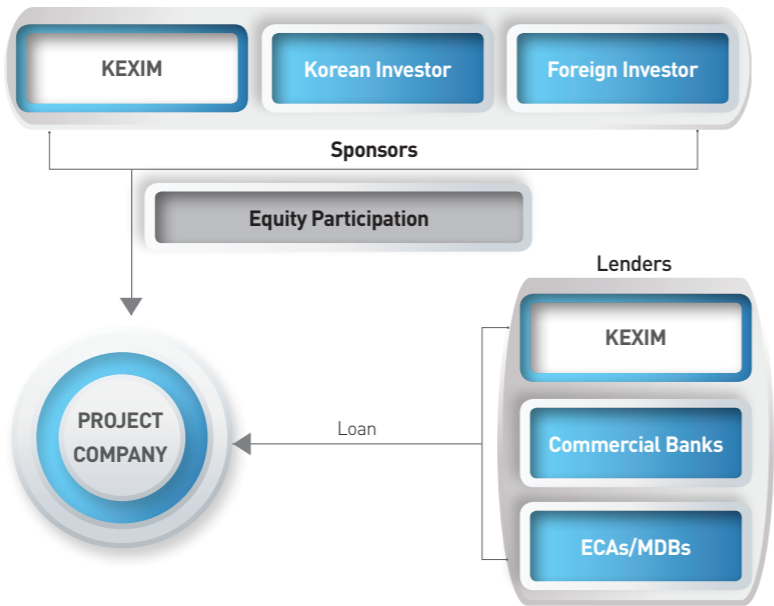


3. Investment

Direct Equity Investment

Having acquired greater flexibility to engage in equity investment as a result of the amendment of the Korea Eximbank Act, the Bank newly launched the Financial Investment Department in June 2014 to promote the participation of Korean companies in 'investment-development type projects' that involve Korean players at every stage, spanning from early development and equity investment to construction and operation.

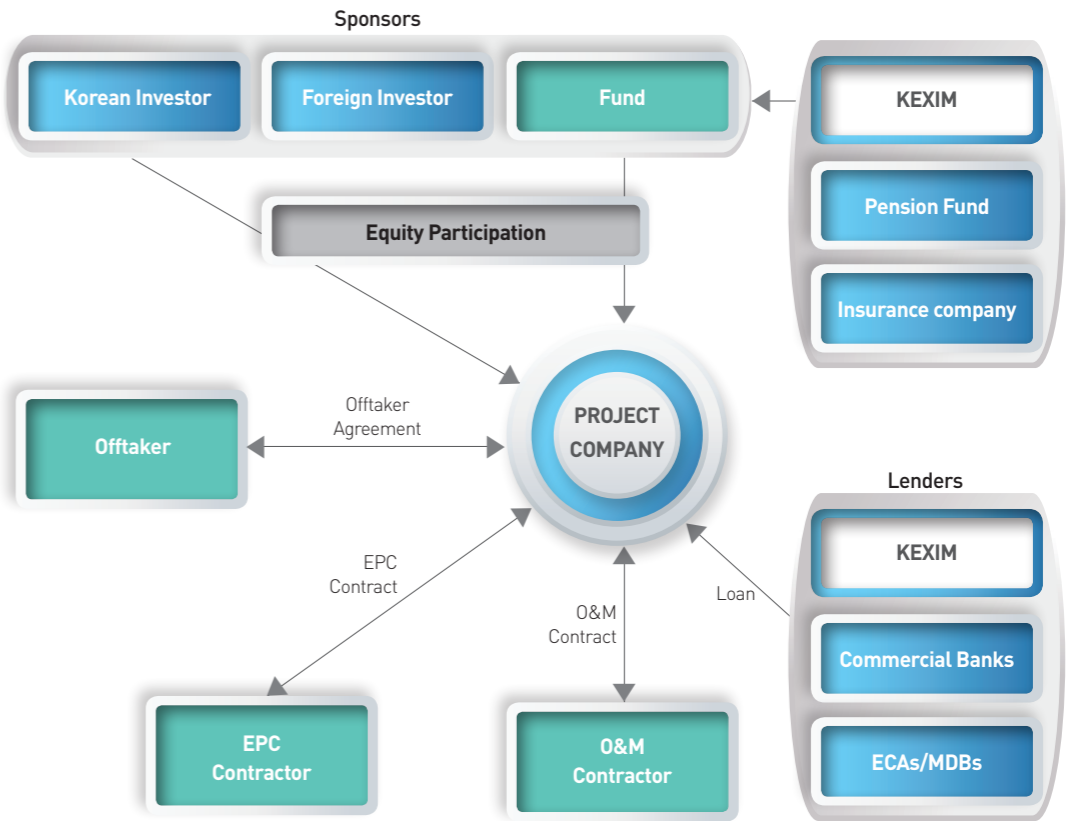
Eligible Projects	- Projects for which Korea Eximbank provides loans or guarantees - Projects of which the purposes are in line with Korea Eximbank's policies such as promoting the participation of Korean companies in 'investment-development type projects'
Eligible Investees	- Companies in which Korean companies directly or indirectly hold no less than 10% of the total outstanding equity shares - Companies in which Korea Eximbank's equity investment would not make it the largest shareholder among Korean shareholders
Investment Amount	- No more than 15% of the total outstanding equity shares
Types of Investment	- Preferred shares, common shares, etc.



Contributions to Funds

With its top-tier reputation in project finance, the Bank also makes equity investments via funds in Korean companies to support their global activities, including exports of goods and services, overseas direct investments, and overseas natural resources development.

The Bank's equity participation not only enhances the competitiveness of Korean companies in the global market, but also attracts new investments in their overseas projects since the Bank's involvement increases the likelihood of successful project implementation and ensures the soundness and profitability of projects.



Terms & Conditions	
Eligible Transactions	- Funds that Korean entities or MDBs/ECAs invest in or operate jointly with the Bank - Project funds which are in line with the Bank’s policies such as supporting Korean firms conducting business overseas, etc.
Investment Purpose	- To facilitate the export of goods and services, overseas projects, and overseas natural resources development - To strengthen the competitiveness of Korean companies in the global market - To support the overseas operations of SMEs - To help prevent climate change and preserve the global environment
Investment Amount	- Up to 25% of a fund size
Currency	- In KRW or a foreign currency



4. Structured Trade Finance



Export Transaction Support

Export Bill Purchase

Export Bill Purchase is a trade finance facility whereby Korea Eximbank purchases export bills arising from export transactions based on L/Cs or other arrangements.

Once an exporter completes product shipment as required by the L/C or terms of the contract, and requests Korea Eximbank to purchase export bills and shipping documents, the Bank pays the contract amount to the exporter and then proceeds to collect the payment from the importer’s bank or directly from the importer on the due date.

Eligibility

- **Beneficiary:** Companies with export records
- **Eligible instrument:** L/C transactions or others with payment terms of less than 2 years

Terms & Conditions	
Eligible Amount	More than U\$50,000 per transaction
Currency	USD, JPY, EUR, etc.
Repayment Term	30 days to 2 years
Type of Credit	Revolving credit
Exchange Commission Rate	LIBOR + margin
Security	Unsecured in the case of creditworthy borrowers; guarantee letter, real estate, tradable securities, etc. for others

Export Factoring

Export Factoring is a form of trade financing for Korean exporters in which the Bank purchases account receivables arising from open-account export transactions on a without-recourse basis.

Eligibility

- **Beneficiary:** Korean exporters
- **Eligible transaction:** open-account export transactions (including D/A based transactions)

Terms & Conditions	
Amount Paid for Account Receivables	80-100% of the export amount (The rest of the export amount is to be paid to the exporter upon payment by the importer)
Discount Fee	LIBOR + margin
Repayment Term	Maximum 1 year

Forfaiting

Forfaiting is a form of trade financing for Korean exporters in which the Bank purchases the exporter's trade bills at a discount on a without-recourse basis.

By purchasing these receivables - which are usually guaranteed by the importer's bank - the Bank frees the exporter from the risk of non-payment by the importer who purchased goods on credit.

Eligibility

- **Beneficiary:** Korean exporters
- **Eligible instrument:** trade bills drawn under usance L/C

Terms & Conditions	
Eligible Amount	US\$10,000 to US\$50,000,000
Discount Rate	LIBOR + margin
Repayment Term	30 days to 2 years

L/C Confirmation Facilities

L/C Confirmation Facilities guarantee payment to Korean exporters on L/Cs issued by foreign banks for exported goods or services. Through the L/C Confirmation Facility, Korea Eximbank covers the risk of non-payment by foreign banks.

Eligibility

- **Eligible bank:** foreign banks that have a credit line with Korea Eximbank
- **Eligible instrument:** L/Cs

Terms & Conditions	
Applicant	Korean exporters or foreign banks
Beneficiary	Korean exporters
Maximum Coverage	Up to 100% of contract amount
Confirmation Period	Less than 2 years after shipment
Confirmation fee	Determined on a case-by-case basis

Import Transactions Support

Letter of Credit

A Letter of Credit is a document issued by Korea Eximbank guaranteeing payment to a foreign seller on behalf of an importer. The Bank opens L/Cs for importers to facilitate the import of essential materials and natural resources.

Terms & Conditions	
Applicant	Korean companies that import goods or natural resources that are essential to the national economy
Currency	KRW, USD, JPY, EUR, etc.
Eligible Amount Confirmation fee	More than US\$50,000 per transaction
Commission	Determined as per importer's credit rating

Rediscount on Trade Bills

Rediscount on Trade Bills provides funding to domestic commercial banks which purchase trade bills from Korean exporters or importers by rediscounting promissory notes issued by the commercial banks. Rediscount on Trade Bills is offered on the basis of trade finance provision records of commercial banks regarding Korean exporters and importers, and allows Korea Eximbank to indirectly support Korean exporters and importers.

Eligibility

- **Applicant:** commercial banks purchasing trade bills from Korean exporters or importers
- **Beneficiary:** Korean exporters or importers

Terms & Conditions	
Eligible Amount	Based on trade finance provision records of the commercial bank
Currency	KRW, USD, etc.
Repayment Term	Up to 6 months
Type of Credit	Revolving credit
Discount Rate	LIBOR + margin
Security	Unsecured



### III. Support Programs for SMEs

**Korean Hidden  
Champion Initiative**

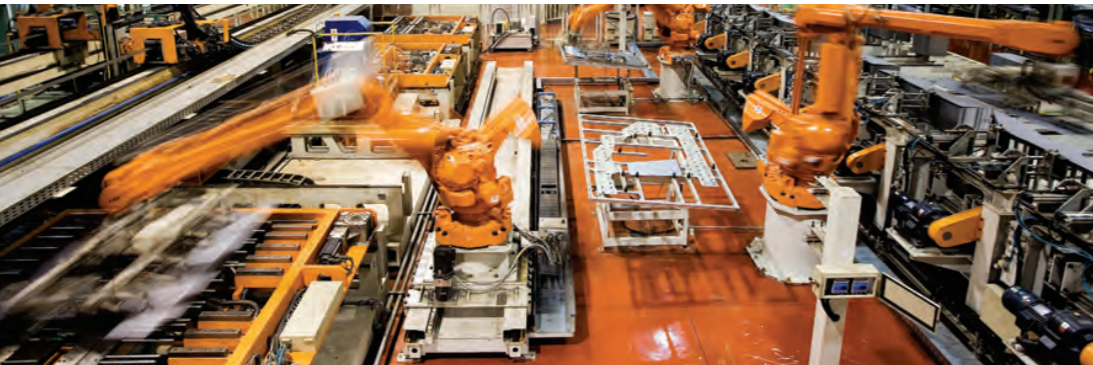
The Korean Hidden Champion Initiative aims to incubate 100 Korean Hidden Champions\* in order to balance and strengthen Korea’s corporate ecology by fostering the growth of SMEs, and furthermore facilitating exports which are essential for the sustainable growth of the national economy.

\* SMEs can be certified as Korean Hidden Champions ①if their annual exports exceed USD 100 million and their products rank within the top three in terms of global market share, or ②if their annual exports exceed USD 300 million and their products rank within the top five of global market share, or ③if their annual sales exceed USD 1 billion and their exports account for more than 50% of their sales.

**Shared Growth Program**

“Shared Growth” refers to the collaborative efforts between large companies and SMEs to identify and support SMEs with high growth potential, with an aim to preserve and improve the business ecosystem in the long run. The Shared Growth Program is focused on creating a more favorable business environment for SMEs. The program draws much of its strength from the active participation of large corporations and utilization of the Bank’s expansive global network with foreign banks. The program is comprised of two sub-programs: Partnership in Overseas Business and Sustainable Growth with SMEs.

Shared Growth Program	Partnership in Overseas Business - For SMEs entering overseas markets with large corporations
	Sustainable Growth with SMEs - For SMEs supplying large corporations certain designated items for their export projects



### IV. Priority Sectors

**Infrastructure & Plant  
Financing**

Korean companies have proven their mettle in the global infrastructure and plant construction market over the last few decades. To provide optimal support to Korean companies through every stage of the projects they are involved in – from equity investment, bid award, and construction to commissioning and operation – Korea Eximbank provides a total finance solution to relevant parties in such projects.

**Eligibility**

- Oil & gas, LNG, power, water treatment, and other industrial infrastructure-related projects
- Airport, highway, bridge, tunnel, and other transportation-related infrastructure construction projects

\*Conditional on the participation of one or more Korean companies as sponsor(s), EPC contractor(s) or operator(s)

**Types of Financing**

- Export Facilitation Loans
- Overseas Business Loans
- Financial Guarantees
- Performance Guarantees

\*The amount is subject to negotiation with consideration to Korea’s interest in the project.



• Maritime Financing

Korea Eximbank initiated support for the shipping industry in 2003, providing loans and guarantees to foreign buyers purchasing Korean vessels. KEXIM now provides financing for purchases of offshore platforms, acquisitions of vessels by Korean shipping companies, and vessel constructions by Korean shipyards. Korea Eximbank’s maritime financing now accounts for about a third of its total assets.

Establishment of the Marine Finance Center

The Marine Finance Center (“the Center”) commenced operations in late September 2014 with 77 specialists and support staff from Korea Eximbank, Korea Trade Insurance Corporation (K-SURE), and Korea Development Bank (KDB). The Center is spearheading the development of maritime finance in Korea with an aggregate financing volume of KRW 58 trillion (balance outstanding).

The main purpose of the Center is to support not just traditional sectors of the maritime industry— shipbuilding, offshore platforms, and maritime transport—but also other industry-related services such as port systems and onshore logistics. Additionally, the Center is exploring ways to structure and provide effective co-financing.

In October 2014, Korea Eximbank, along with K-SURE, successfully closed the first co-financing deal in Busan. As the maritime industry trends move towards larger transactions (e.g. offshore production and processing facilities and series vessels), the number of co-financing deals is expected to increase as well. KEXIM, K-SURE, and KDB will continue to cooperate and seek further avenues of joint support through the Maritime Finance Committee which is comprised of heads of Maritime Finance Group of three institutions.



Providing increased access to capital markets: inflows from alternative funding sources

Since the 2008 financial crisis, an overall downward trend in the traditional loan market for the maritime industry has been partially offset by an influx of funds from the capital market. Responding to the growing demand for direct access to the capital market, Korea Eximbank introduced new financial products to attract capital from both bond and equity markets. The Bank will increase its focus on these new products in upcoming years to help broaden the funding sources available to the industry.

Korea Eximbank Maritime Finance Departments and Services

Korea Eximbank has been a long-standing partner of the shipbuilding industry and has in-depth knowledge in the field. Since its establishment, Korea Eximbank has supported Korean shipbuilders by providing loans and performance-related guarantees to finance construction of vessels.

In addition to conventional direct loans and financial guarantees, Korea Eximbank’s maritime financing includes a range of services to promote exports of Korean ships and offshore platforms and the development of adjacent sectors that have positive spillovers on the export competitiveness of Korean shipbuilders.

Korea Eximbank Bond Guarantee

As part of its expanded scope of services, Korea Eximbank offers cover for bonds issued to finance purchase of Korean ships. The Korea Eximbank Ship Bond Guarantee takes effect upon issuance of the bond and exercise of option, helping buyers (issuers) flexibly use their time to issue bonds under more favorable capital market conditions. The Bank provided its first Ship Bond Guarantee last year for purchase of Scorpio Tankers.

Korea Eximbank Eco-Ship Fund

Utilizing pension funds, insurance companies, financial institutions and other institutional investors, Korea Eximbank has established a fund to invest in a new project building Korean eco-ships. The fund is sized at KRW 1 Trillion (USD 1 billion), of which a quarter (USD 250 million) will be contributed by Korea Eximbank. The fund has already made funding commitments to two separate projects which will be disbursed in 2015, and more will be forthcoming to help Korean shipbuilders and shipping firms which build and purchase the next-generation environmentally-friendly vessels.

Korea Eximbank Shipping Finance

Korea Eximbank has played an active role in promoting shipping finance by providing structured solutions tailored to meet clients’ various financial needs. Korea Eximbank, as a lead arranger, is broadening co-financing to help commercial banks facilitate capital inflows into the cash-strapped shipping industry. Moreover, the Bank offers a comprehensive range of services by financing purchase of new-build and second-hand vessels.

•  
Natural Resources Development Credits & Service Industry Financing

Natural Resources  
Development Credits

The Natural Resources Development Credits are provided to Korean companies or foreign companies with Korean equity shares which are conducting exploration, development, and production of natural resources outside Korea.

Eligibility

Natural resources projects conducted overseas by Korean companies, foreign companies in which Korean companies have equity shares, or foreign companies entering into off-take agreements with Korean companies

- All stages of oil, gas, and mining projects (exploration, development, and production)
- Forestry projects
- Agricultural resource projects

Types of Financing

- The Bank combines corporate financing, project financing, and reserve-based financing (RBF) to support projects in the eligible fields.
- The Bank also provides financial services such as overseas investment credits, export credits, import credits, and guarantees.

Service Industry Financing

In line with the Korean government’s vision to develop the service industry, the industry is anticipated to drive the Korean economy over the next 5 to 10 years, Korea Eximbank selected the software/ICT(Information & Communication Technology), healthcare, cultural contents, logistics, finance, and tourism as target service industries to support.

Eligibility

- Eligible sectors: software/ICT(Information & Communication Technology), healthcare/pharmaceutical, cultural contents, logistics, finance, and tourism

Types of Financing

Service Industry Financing can incorporate all types of credits: export credits, overseas investment credits, import credits, and guarantees.

V. Financial Advisory & Structuring Services

In response to the rapidly changing project market environment, marked especially by the ever-increasing scale of individual projects, the Bank launched the Investment Banking Office in July 2011 with the aim to strengthen its advisory role and better support Korean companies conducting projects overseas.

Despite the continuing global financial crisis in 2012, the Bank took the bold initiative of expanding the range of services offered by the Investment Banking Office and renaming it the “Financial Advisory & Structuring Department” in 2012 so that Korean companies could benefit from more systematic support from the initial stage of a project and enhance their competitiveness in an increasingly diversified and complicated global market.

The Bank provides comprehensive financial packages to its clients through close coordination among its credit departments. While credit departments provide financing as lenders and/or guarantors, the Strategic Business Coordination Department, which succeeded the role of the Financial Advisory & Structuring Department in 2014, provides a wide range of financial services including financial advisory and structuring services in transactions or projects involving Korean companies as exporters, overseas investors, natural resources developers, or M&A players.

The Bank has carried out extensive marketing activities in order to expand its global network and build stronger relationships with clients as well as international financial institutions.

Roles as Financial Adviser  
(FA)

- Assess bankability of project documents (project structure, project feasibility, etc.)
- Formulate financing plans and financial models
- Support selection of consultants (legal, market, technical, environmental, insurance, financial, etc.) and MLAs
- Prepare Preliminary Information Memorandums, Requests for Proposals, etc. for prospective lenders
- Draw up term sheets
- Support arrangements of road shows with MLAs for syndication
- Negotiate financial terms with lenders

Roles as Mandated Lead Arranger (MLA)

- Assist the preparation of Information Memorandums and syndication of lenders including commercial banks
- Revise financial models to reflect financing plans and structure appropriate sensitivity analyses
- Assess financing requirements, assist preparation of final term sheets, and conduct due diligence on financial documents
- Represent the lenders in negotiations with sponsors, reconcile interests of different lenders

Korea Eximbank as FA / MLA



Priority Projects

- Equity investment-based projects in developing countries
- Bidding projects (PPP, infrastructure projects, etc.)
- Government-to-Government projects implemented in line with economic cooperation strategies
- Overseas investment projects implemented by Korean public institutions
- Hybrid projects that can be potentially supported by EDCF and Korea Eximbank financing

# VI. The Economic Development Cooperation Fund (EDCF) Services

Overview

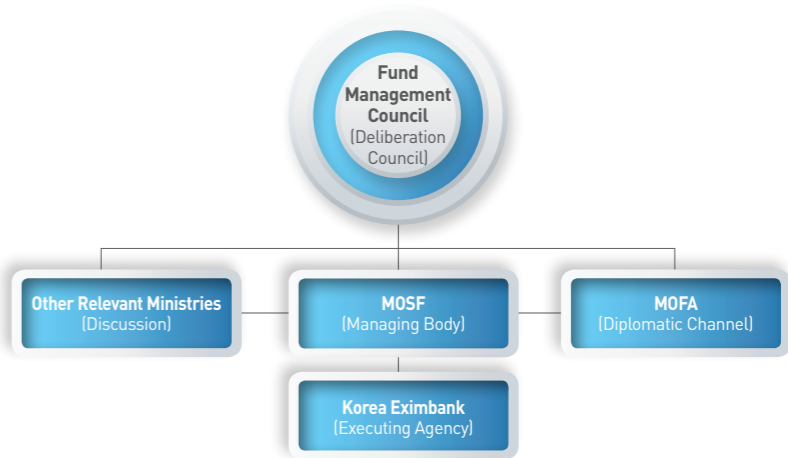
The Government of Korea established the Economic Development Cooperation Fund (EDCF) on 1 June 1987 as part of Korea's Official Development Assistance (ODA) effort with the purpose of promoting economic cooperation between Korea and developing countries. Drawing on Korea's own development experience over the years, EDCF assists developing countries by providing funding for their economic development efforts.

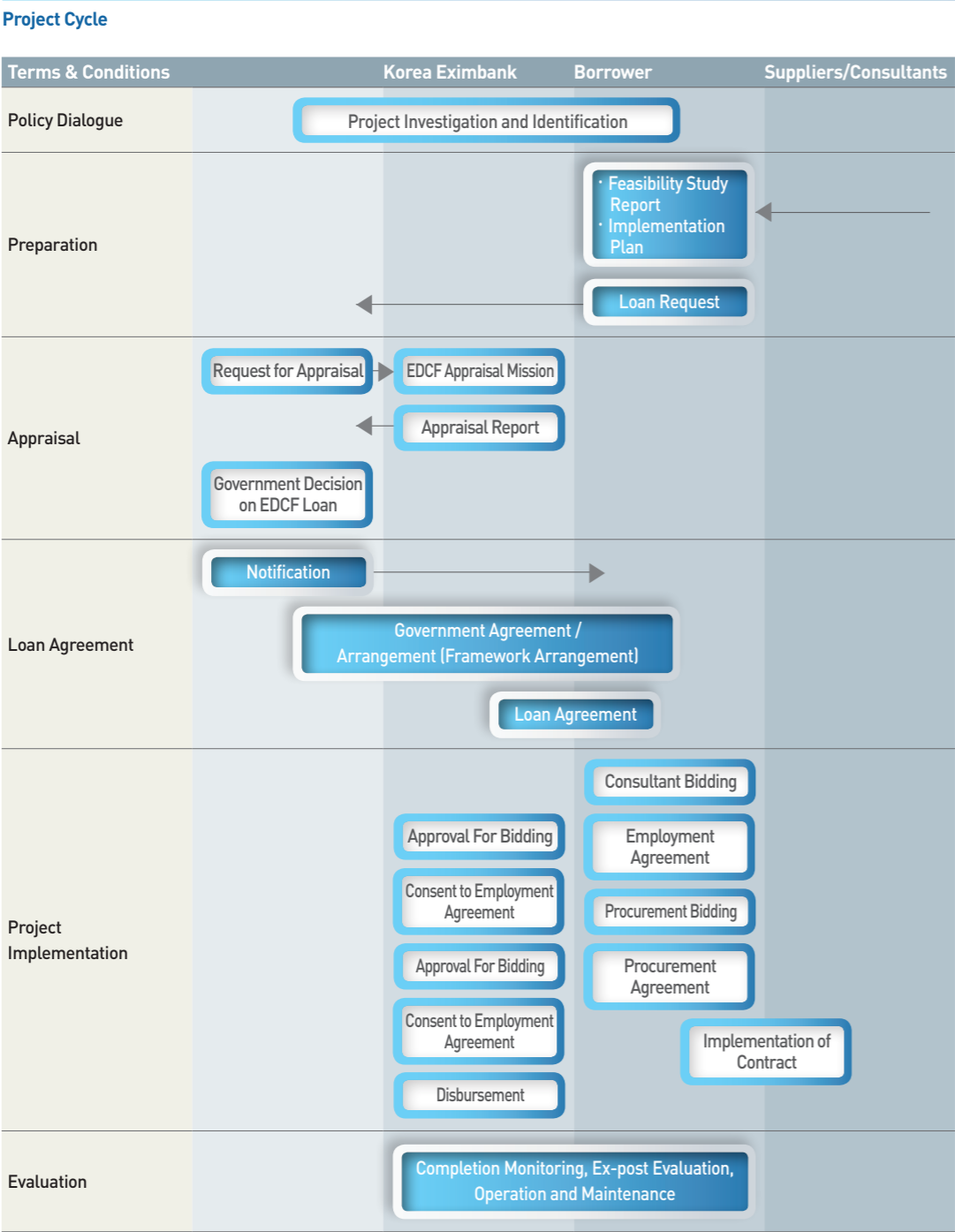
The Ministry of Strategy and Finance (MOSF) and the Ministry of Foreign Affairs (MOFA) are primarily responsible for Korea's ODA. While MOSF is primarily responsible for bilateral loans, capital subscriptions, and concessional lending to multilateral financial institutions (including the World Bank Group, the IMF, and the ADB) via EDCF, MOFA is primarily in charge of bilateral grants and grants to international development institutions (such as the UN and related agencies).

EDCF Operations

MOSF is responsible for the overall management of EDCF, including the establishment of policy direction and selection of projects to be financed by the Fund.

Korea Eximbank, entrusted with the operation of EDCF by the Korean government, administrates and executes EDCF's day-to-day functions such as project appraisal, loan execution, and evaluation.





- Types of Loans**
- The Development Project Loan assists specific infrastructure projects under economic development plans of partner countries.
  - The Equipment Loan assists the procurement of industrial equipment required in implementing any development project.
  - The Public-Private Partnership Loan assists public-private partnership projects in the area of infrastructure construction.
  - The Program Loan assists comprehensive, sectoral or thematic development plans of partner countries.
  - The Sector Development Loan assists specific sectors and projects related to their development through a simplified procedure.
  - The Loan to Private Sector assists local firms that conduct ODA-eligible projects in a partner country.
  - The Loan to Multilateral Development Banks assists partner countries through cooperation with multilateral development banks with the relevant sectoral expertise.

**Terms & Conditions**

EDCF currently classifies partner countries into 5 categories according to their stages of economic development and per capita income levels.

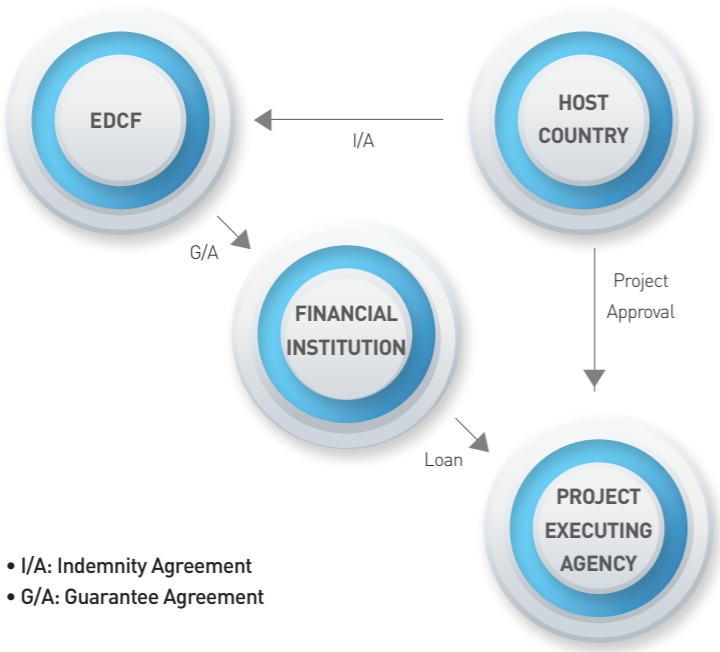
EDCF Country Group (on the basis of the 2013 World Bank data on GNI per capita)	
Group 1	Least Developed Countries identified by UN
Group 2	Countries of GNI per capita Less than or equal to U\$1,045
Group 3	Countries of GNI per capita U\$1,046~U\$1,985
Group 4	Countries of GNI per capita U\$1,986~U\$4,125
Group 5	Countries of GNI per capita U\$4,126~U\$12,745

Interest rates and repayment periods, including grace periods, may differ even within the same country categories. They may be adjusted but not in excess of the concessionality levels specified under the standard EDCF terms and conditions.

Loan Amount	<ul style="list-style-type: none"><li>• Up to the total project cost (excluding general management expenses, taxes and utility costs, land acquisition costs, compensation costs, and other indirect costs)</li><li>• The coverage ratio ceiling will be 85% of the total project cost for untied loans provided to countries other than Least Developed Countries</li></ul>
Interest Rate	0.01-2.5% per annum (Interest will not be charged for consulting services provided by Korean firms)
Repayment Period	Up to 40 years, including a grace period of up to 15 years
Repayment Frequency	Semi-annual

**EDCF Guarantee Program** EDCF Guarantee Programs allow developing countries to mobilize sufficient private sector funding through improved access to the international debt and capital markets to meet their development needs.

Guarantee Requirement	Counter-guarantee from the host government
Eligible Institutions	Financial institutions with good credit ratings and local financial institutions
Type of Risk Covered	Political risk
Examples of Political Risk	Expropriation, currency inconvertibility or non-transfer, political violence or terrorism, etc.
Guarantee Period	The term of the loan
Eligible Countries	Countries with limited access to commercial finance among EDCF partner countries
Amount of Guarantee	Up to US\$100 million
Applicable Currency	KRW, USD, EUR
Fee	Commission of up to 0.5% per annum on guaranteed amount



## VII. The Inter-Korean Cooperation Fund (IKCF) Services

### Overview

- IKCF was established by the Korean government in 1990 and entrusted to Korea Eximbank in January 1991 to promote exchanges and cooperation between South and North Korea.
- IKCF supports projects deemed to contribute to creating a sound environment for inter-Korean economic cooperation, socio-cultural exchanges between the two Koreas and infrastructure development in North Korea. IKCF can be provided either on a bilateral basis, directly to the beneficiary, or on a multilateral basis, together with other multinational organizations or other financial institutions.
- Major funding sources of IKCF include contributions from the government, borrowings from the Public Capital Management Fund, and reserves and financial returns on IKCF portfolio investments.

### Operation System



### Project Cycle



Assistance Programs

Grants

Financial aids are provided to support reunions of separated families, address humanitarian issues, and promote social and cultural exchanges. Projects that can be supported through this program include the followings:

- Travel expenses needed for personal exchanges between the two Koreas
- Inter-Korean socio-cultural exchanges
- Exchanges between separated families including official family reunions and private-level exchanges
- Humanitarian assistance in the form of food, fertilizer, healthcare and medicines and multilateral assistance through NGOs and international organization such as the UN and WHO
- Projects deemed to contribute to creating a sound environment for economic cooperation between the two Koreas such as building infrastructure in the Gaesong Industrial Complex

Political Insurance

IKCF’s Insurance Program provides partial coverage against the consequences of political risks such as political violence, expropriation and transfer risks related to investment or trade with North Korea.

Loans

- Loans are provided to support South Korean companies engaged in inter-Korean trade and investments.
- Types of loans are categorized into Inter-Korean Trade Loans, which fund trade projects with North Korea, and Investment Loans, which finance working capital and equipment and infrastructure investment related to economic cooperation projects with North Korea.

Terms & Conditions		
Borrower	Inter-Korean Trade Loans	Companies approved by the South Korean government to be engaged in trade activities with North Korea
	Inter-Korean Investment Loans	Companies approved by the South Korean government to be engaged in investment projects with North Korea
Interest Rate	Government bond rate + credit risk adjustment rate – discount rate for small and medium enterprises (if applicable)	
Repayment Term	Inter-Korean Trade Loans	up to 2 years
	Inter-Korean Investment Loans	up to 20 years including a grace period

VIII. Environmental & Social Due Diligence

Korea Eximbank extends financial support to mid-to-long term projects to promote international development and to improve the global competence of Korean industries. While these projects bring economic benefits, they may also have negative environmental and social consequences. To address such risks, the bank established internal policies that contribute to sustainable development pursuant to the OECD Recommendation of the Council on Common Approaches for Officially Supported Export Credits and Environmental and Social Due Diligence ( “the OECD Common Approaches”).

The policies stipulate Korea Eximbank’s standards and procedures for conducting environmental and social due diligence. Each project is reviewed taking into account project-specific characteristics and potential impacts. The outcome of the bank’s environmental and social review determines the environmental and social conditions attached to the bank’s financing and is thus considered an important factor in its approval process. Moreover, the bank seeks to ensure, through its due diligence and monitoring, that the financed projects adhere to appropriate environmental and social standards.

Financing types subject to review

The financing types presented below, with repayment terms of two years or longer, are subject to E&S (“Environmental and Social”) due diligence.

Export Financing for Foreign Entities (above SDR* 10 million)	<ul style="list-style-type: none"><li>• Direct Loans</li><li>• Interbank Export loans</li><li>• Project Finance (including Financial Guarantees in each case above)</li></ul>
Others	<ul style="list-style-type: none"><li>• Financing related to nuclear sector and environmentally sensitive areas</li></ul>

\* Special Drawing Rights created by the IMF



Due Diligence Procedures

Each transaction is screened on the basis of its potential E&S risks. For category A or B transactions, E&S impact assessments are conducted to prepare relevant E&S management plans. For category C transactions, no further action is required beyond categorization.



Category A	Transaction with the potential for a serious and adverse impact
Category B	Transaction with an adverse impact, but less than that of Category A
Category C	Transaction with minimal or no adverse impact

Applicable E&S Standards

Korea Eximbank benchmarks host country regulations and internationally recognized standards, mostly World Bank Group Performance Standards and EHS guidelines.

IX. Organizational Chart



## X. Head Office & Maritime Finance Group

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Plant Finance Department 2		3779-6487	3779-6751
Natural Resources Finance Department		3779-6428	3779-6775
Interbank Finance Department		3779-6369	3779-6746
Financial Investment Department		6255-5110	6255-5881
Engineering & Environment Advisory Department		3779-6028	3779-6771
Corporate Finance Department 1		6255-5410	6255-5885
Corporate Finance Department 2		6255-5440	6255-5886
Corporate Finance Department 3		6255-5166	6255-5884
Service Industry Finance Department		6255-5275	3779-6779
SME Support Department		3779-6459	3779-6725
SME Finance Department		3779-6304	3779-6744
Structured Trade Finance Department		3779-6480	3779-6764
Corporate Restructuring Department		3779-6283	3779-6765
EDCF	EDCF Asia Department	3779-6590	3779-6756
	EDCF Latin America & Africa Department	3779-6594	3779-6757, 6780
IKCF	Inter-Korean Economic Cooperation Department	6255-5365	3779-6758
	Inter-Korean Exchange and Cooperation Department	3779-6705	3779-6723

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Maritime Corporate Finance Department	922-8872	922-8889
Maritime Corporate Restructuring Department	922-8858	922-8869

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\* To be opened