



TRADE FINANCE
Deal of the Year

Improving civil security in Ghana

PDI-GNFS Ghana – ECA buyer credit

MLA:	Société Générale CIB
Borrower:	The Republic of Ghana, acting by and through its Ministry of Finance and Economic Planning
Exporter:	Project Development International, USA
Importer:	Ghana National Fire Service of the Republic of Ghana
Amount:	\$48.8 million (\$41.8 million buyer credit, \$7 million commercial loan)
Tenor:	10 years (buyer credit), 4 years (commercial loan)
ECA:	US Ex-Im

This is a particularly important deal that will improve civil security in Ghana making it a key priority for the Ghanaian government. It was also the only deal closed by the Export-Import Bank of the United States (US Ex-Im) with the Republic of Ghana in 2010, in a context of limited borrowing capacity from the Bretton Woods Institutions. The transaction is structured as a 10-year \$41.8 million buyer credit, and a four-year \$7 million commercial loan arranged by Société Générale CIB (SG CIB).

The purpose of these funds is to modernise the Ghana National Fire Service (GNFS). GNFS will purchase 121 fire fighting vehicles, related equipment and uniforms

through the Ministry of Interior.

These US manufactured exports will replace existing vehicles, add new equipment for urban fire fighting, and help planned expansion of fire stations in both rural and urban areas. The US contractor is Project Development International, a small and specialised project management company. Various US sub-suppliers are participating in the project and will supply pumper trucks, tanker trucks, and aerial ladder trucks. This deal demonstrates the type of specialised exports that US Ex-Im is keen to promote around the world in its mission to create and preserve US jobs.

Fire outbreaks are daily occurrences in Ghana. Numerous buildings including the 10-storey office building of the Ministry Of Foreign Affairs have been damaged by fire, and even when the Ghanaian Fire Service has been able to get to the scene, limited resources have constrained their efficacy at battling fires. The new equipment will greatly enhance the ability of the Fire Service to ensure safety for the population.

Jean-Baptiste Piette, vice president of export finance – United States at SG CIB in New York, comments: “SG is pleased to finance a transaction with such vital importance to the basic civil security in Ghana. Our expertise in export finance combined with the support from US Ex-Im Bank allowed for the successful closing of this financing. SG’s close relationship with both Project Development International (PDI) and the Ghanaian government also contributed to this success.” ■