

# Main strengths of ING's Structured Export Finance team in Paris

## SEF Paris Team

The SEF Paris team is responsible for advising, originating and arranging export & project finance transactions for French customers and foreign borrowers

## Lead BPIFRANCE Arranger

In-depth expertise in BPIFRANCE products, arranged and participated in around 30 BPIFRANCE-supported transactions

Ranked no. 2 among Mandated Lead Arrangers of BPIFRANCE financing league table for 2014\*

## Strong Cooperation

In French ECA-covered natural resource or TMT related financings and in acting as MLA in joint cooperation with ING Sector-Based Structured Finance teams

**Chile 12/14**  
**Empresa de Transporte de Pasajeros Metro SA**  
**US\$800m**  
 CESCE & Coface Covered Export Credit Facility + Commercial Term Loan  
**METRO DE SANTIAGO**  
 Mandated Lead Arranger

**Turkey 11/14**  
**Düzce Cam Sanayi ve Ticaret A.S.**  
**EUR 67.1m**  
 Hermes, Coface & ONDD Covered Export Facility  
**DÜZCECAM**  
 Mandated Lead Arranger

**India 09/13**  
**Reliance Industries Ltd.**  
**USD 200m**  
 Coface Covered Export Credit  
**Reliance Industries Limited**  
 Joint MLA

**Russia 08/11**  
**RusVinyl**  
**EUR 450m**  
 Coface and ONDD supported Project Finance Facility  
**RusVinyl**  
 ML, Documentation Bank, Environmental Bank, ONDD Agent, Technical Serv.  
 \*Mand. Arranger, 1st Priority Project Finance

**UK 01/10**  
**O3b Networks**  
**US\$510m**  
 Coface-backed Project Finance  
**3b Networks**  
 3b Networks & Technis Bank

Source: Dealogic Trade Finance Review, January, 2015



COFACE – Full Year 2014				
Rank	Mandated Lead Arranger	Value \$m	Deals	% Share
1	Citi	1,055	5	23.9
2	ING	328	5	7.4
3	Santander	305	4	6.9
4	BNP Paribas	298	7	6.7
5	Credit Agricole CIB	289	6	6.5
6	SG Corporate & Investment Banking	267	8	6.0
7	HSBC	237	9	5.4
8	Sumitomo Mitsui Financial Group	221	3	5.0
9	Natixis	195	5	4.4
= 10	NordLB	190	1	4.3
= 10	Credit Suisse	190	1	4.3
	<b>Total</b>	<b>4,421</b>	<b>31</b>	<b>100</b>