



MANSA Platform Benefits for Corporates & SMEs

1. Access to the African market for exporters – the platform exposes participants to the African market for their produce.
2. Access to information on import goods and potential suppliers – by participating on the platform, entities will have access to a wide number of suppliers across Africa.
3. The MANSA Platform can be used to market institution's activities at a low cost.
4. MANSA provides a platform for accessing investors for both equity and investment purposes through showcasing the company profile, which in turn will be accessed by all subscribers.
5. The platform promotes good governance and enhances transparency and accountability.
6. It also promotes intra-African trade by providing information on all African countries' natural endowments.

MANSA is Afreximbank's KYC/CDD platform and is a key requirement for financial institutions to access Afreximbank's products and initiatives as summarised below:

Products

i. Lines of Credit

The Bank offers export and import lines of credit, pre- and post-export financing, letters of credit confirmation and correspondent banking services.

ii. Syndications

Afreximbank participates in and facilitates the arrangement of syndicated loans with a maturity of up to seven years.

iii. Note Purchase

The Bank purchases promissory notes or similar instruments providing financing to corporates; recourse to issuers and acceptors.

iv. Direct Financing

The Bank provides direct lending to entities with a balance sheet of at least US\$2 million and annual revenue of more than US\$10 million. Pre- and post-export financing up to a maximum of 80 per cent of the value of the consignment.

v. Future Flow Pre-Financing

The Bank deals in future-flow debt offerings that rely upon receivables not generated from export of physical goods, e.g. credit cards, royalties and migrant remittances.

vi. Asset-Backed Lending

This entails African content promotion in Africa's oil, gas and other mining sectors, maritime transport, railways and airline industries.

vii. Project-Related Financing

The Bank offers limited recourse financing in support of export projects (e.g. mining, manufacturing and related projects) and infrastructure projects (e.g. power, ports and telecoms).



viii. Receivables Purchase/Discounting

The Bank facilitates the purchase of specific receivables of goods and services sold to foreign or domestic buyers.

ix. Afreximbank Guarantee

Afreximbank provides a guarantee of credit exposure to African borrowers against certain risk events.

x. Export Development Programme (EDP)

Under this programme, the Bank combines credit, risk-bearing, twinning and market access, as well as advisory services geared towards creating non-commodity export products for sale to a broad range of export markets.

xi. Construction and Tourism-Linked Relay Financing Facility (CONTOUR)

The Bank supports the development of tourism infrastructure by financing the construction of premium hotels across the continent.

xii. Health and Medical Tourism Financing Product (CONMED)

The Bank is working to improve healthcare and medical tourism in Africa by financing the construction of first-class health and medical facilities.

xiii. Trade Finance

The Bank provides letters of credit, pre- and post-shipment financing.

xiv. ECA Loans Facilitation

The Bank selectively works with other ECAs to promote the acquisition of essential goods, especially capital goods by African institutions.

Initiatives

8. Equity Funding

Afreximbank, through its subsidiary Fund for Export Development in Africa (FEDA), provides equity funding for both corporates and SMEs in Africa. The fund, which was established in 2019, is initially targeting US\$500 million in its Equity Fund size. It is expected that the fund size will rise rapidly to US\$1 billion through attracting funds from other investors. In addition, FEDA will aim to raise US\$500 million for its Credit Fund, which will seek to leverage Afreximbank's nearly three decades of solid track record in trade finance, to further develop FEDA's role in intra-African trade and export.

9. Pan-African Payments and Settlement System (PAPSS)

PAPSS is the first centralised payment market infrastructure solution for processing, clearing and settling of intra-African trade and commerce payments. Financial institutions, corporates and SMEs trading across Africa can enjoy easy and affordable electronic payments and settlement for goods imported and exported across Africa.

10. The Trade Information Portal

This is an Afreximbank-pioneered portal intended to provide a detailed picture of African supply chains, including trade investment opportunities by company, sector, market, prices and trade flows to help users identify the best African countries for selected products if they believe any Contributor Information on the Platform is inaccurate or suspicious.

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