

# **EIC AUTUMN CONFERENCE**

**October 5th, 2018**

**FINANCING INFRASTRUCTURE  
IN SUBSAHARAN AFRICA  
YAPI MERKEZİ EXPERIENCE**

# YM Overview 1

## Galata Tower Restoration

1965-1968

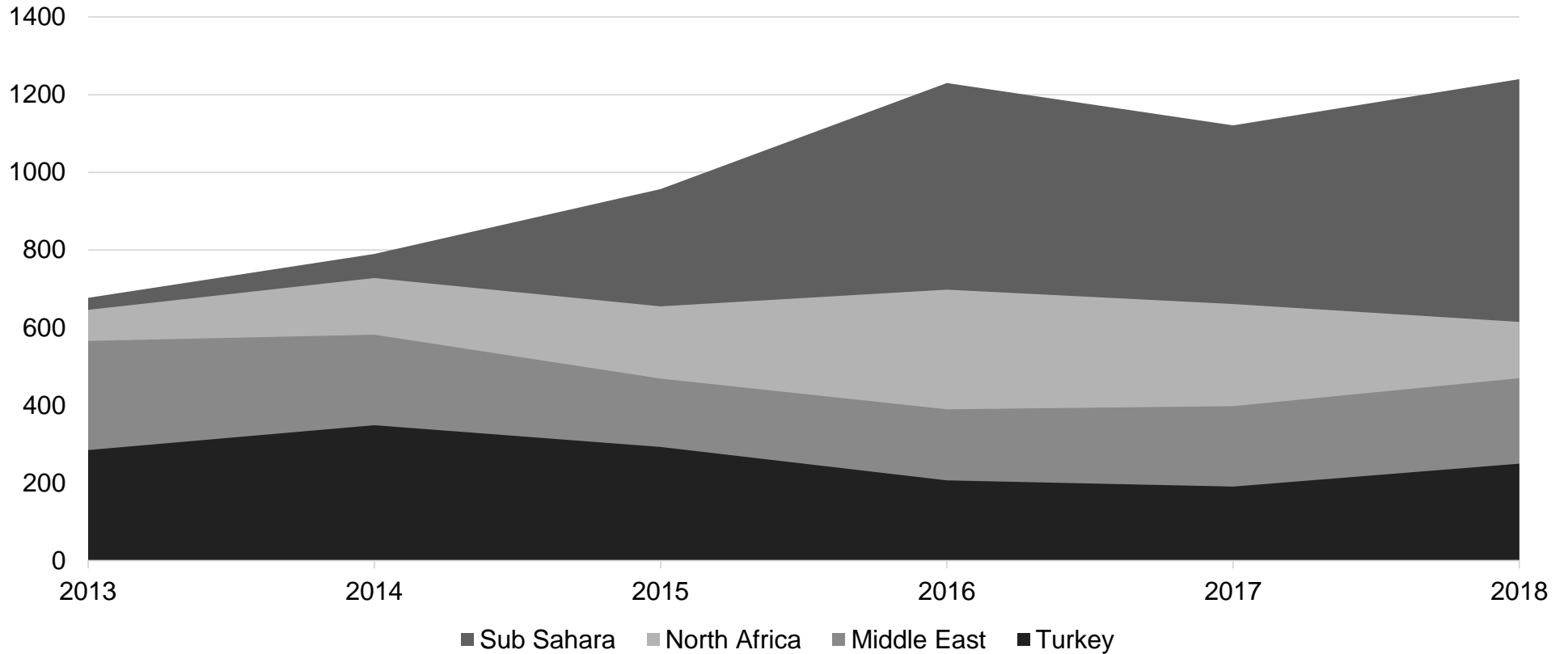
Founded  
in 1965  
as a  
Research  
and  
Design  
Company

Contractor  
since  
1969



# YM Overview 2

## Construction Turnover by Region



Figures in million USD

# Some References - 1

## Istanbul Metro Line 1 – 1985-1995





# Some References - 2

İzmir Metro – 1995-2001





# Some References - 3

Dubai Metro – 2004-2011





# Some References - 4

Ankara Konya High Speed  
Railway – 2009-2012





# Some References - 5

**Haramain Rail System**

**Medina Station 2011-2016**





# Some References - 6

Eurasia Tunnel  
2012-2016





# Some References - 7

Doha Metro Goldline –  
2014-2018





# Some References - 8

Çanakkale Bridge – 2017-2022

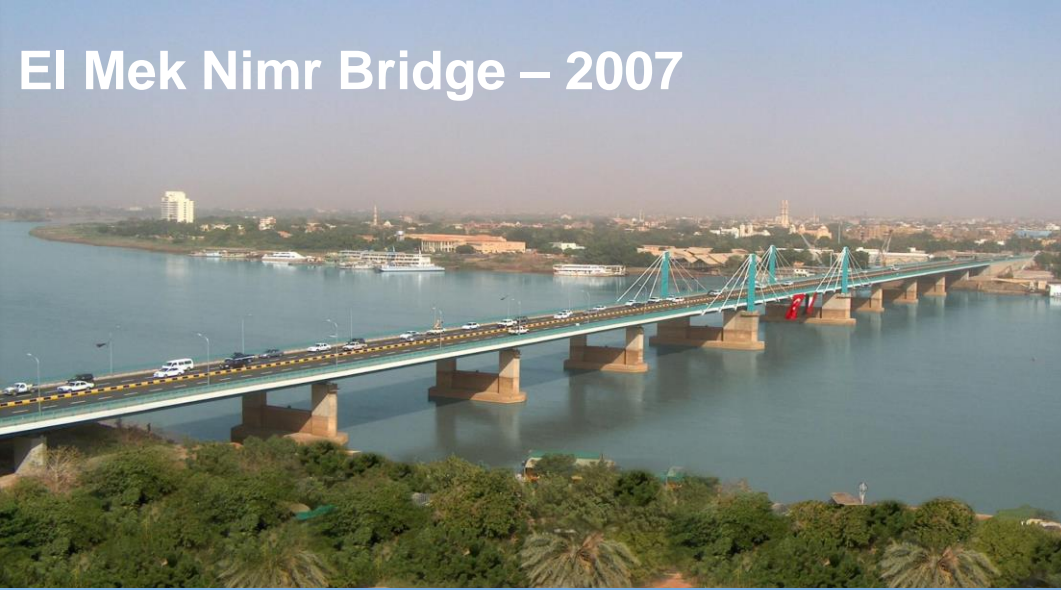


# Presence in Africa





# References in Africa - Sudan



El Mek Nimr Bridge – 2007



Al Wahat Office/Mall – 2010



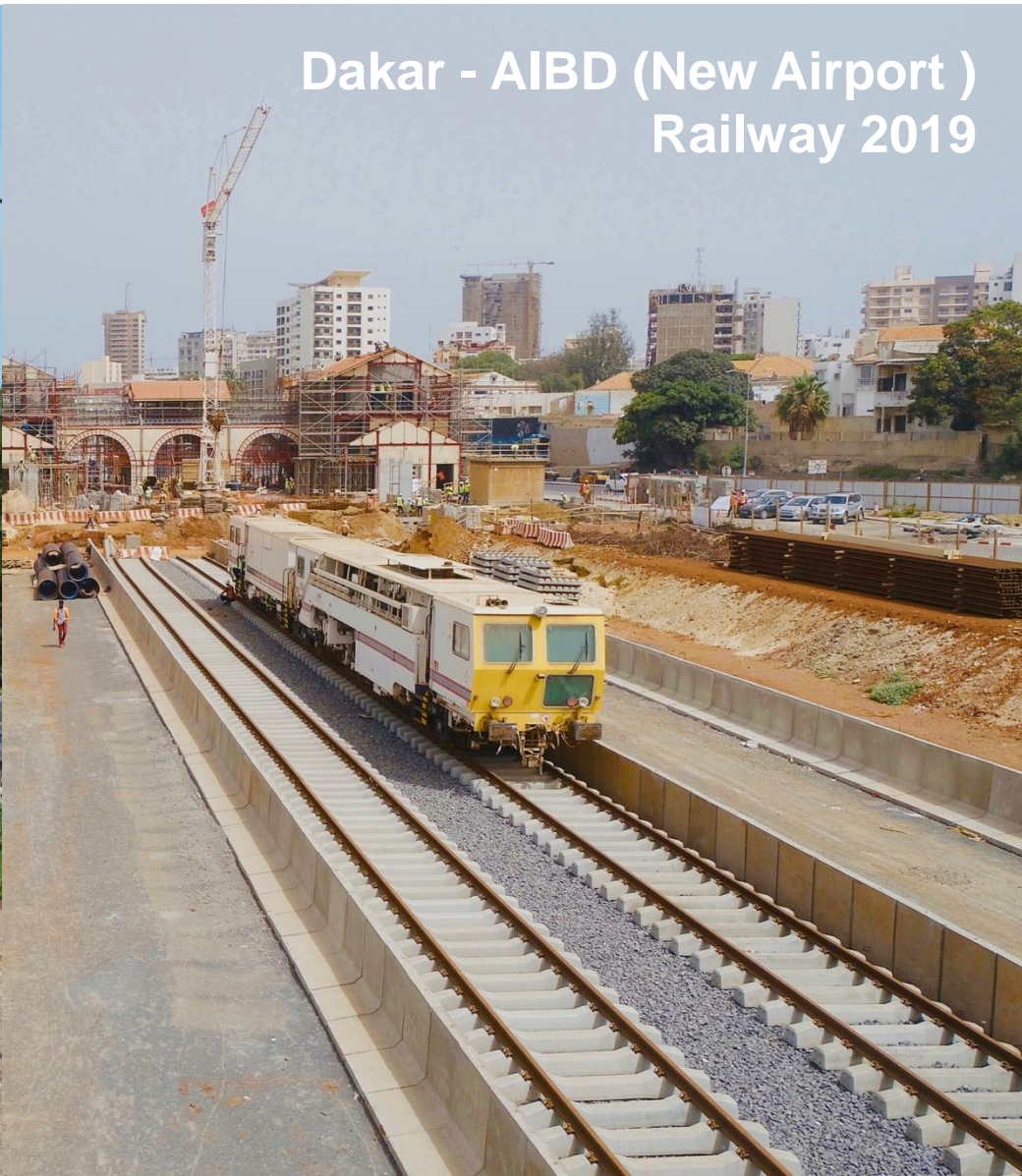
Al Halfaya Bridge – 2010



# References in Africa – Morocco + Senegal



Casablanca Tram – 2012 and 2018



Dakar - AIBD (New Airport) Railway 2019



# References in Africa - Algeria



Caroubier Workshop – 2011



Sidi bel Abes Tram – 2017



Bir Touta Zeralda Line – 2017



Setif Tram – 2018



# Ethiopia Project 1

**Yapı Merkezi  
Experience in Africa**

**Successful Project Finance  
Example in Ethiopia**

**Awash – Kombolcha –  
Hara Gebaya Railway**





# Ethiopia Project 2



Length of alignment:  
426 km

Project Cost:  
1.7 b USD

Project Scope:  
Civil Works  
Track  
Catenary  
Power Supply  
Signaling  
Telecom Systems

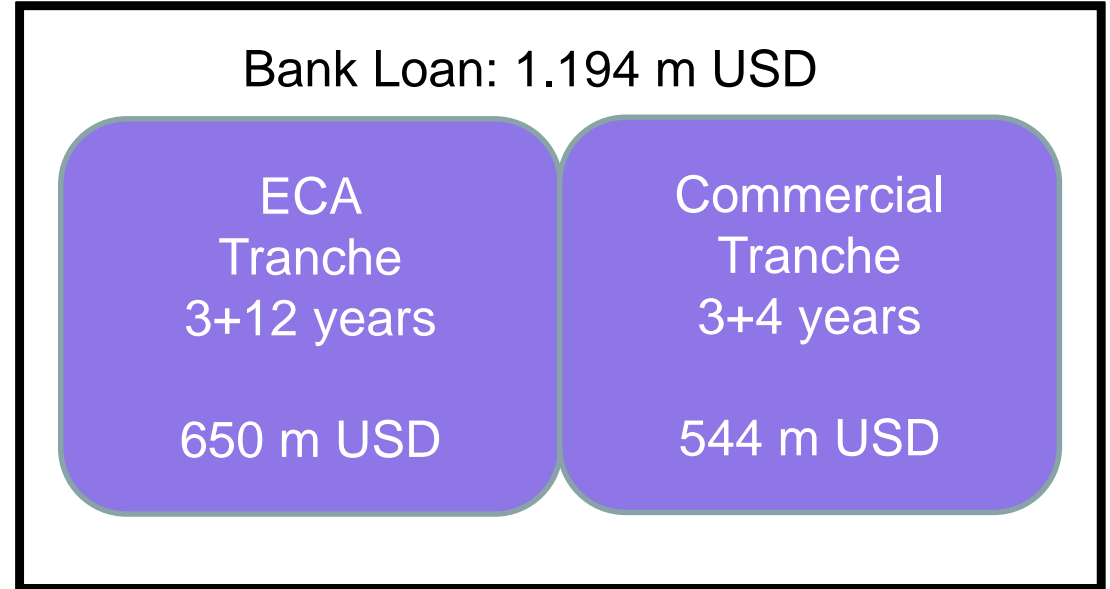
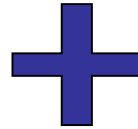
Financing Arranged by Contractor:  
1.450 million USD

Financed by the Government:  
250 m USD equivalent in BIRR

# Ethiopia Project 3

## Structure of the Financing:

1.450 million USD



ECA's Involved:  
EKN – Sweden  
SACE – Italy  
OEKB – Austria  
EKF – Denmark  
SERV - Switzerland





# Ethiopia Project 4

## Project Completion:

Phase 1: 96 %

Phase 2: 47%



# Tanzania Project 1

## Dar Es Selam – Morogoro – Makutupora Railway

Length of alignment:  
207 + 344 km

Project Cost:  
2.35 b USD

Project Scope:  
Civil Works  
Track  
Catenary  
Power Supply  
Signaling  
Telecom Systems





# Tanzania Project 2

**Project already progressing:**

**Part 1 – 27 %**

**Part 2 – 2 %**

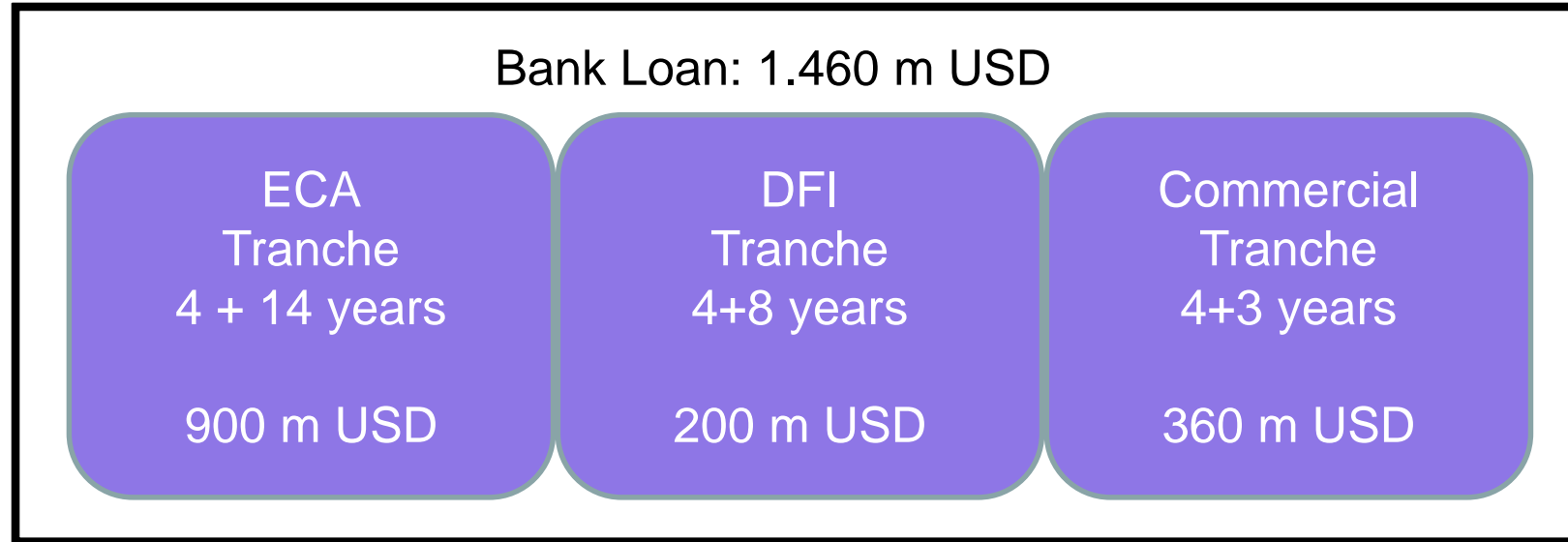
950 m USD being supplied by  
Tanzania Ministry of Finance.

Remaining 1.460 m USD  
being arranged by Yapı Merkezi.



# Tanzania Project 3

Financing Under Development: 1.460 m USD



Participating ECA's:

- EKN – Sweden
- OEKB – Austria
- SACE – Italy
- SERV – Switzerland
- EKF - Denmark

**BORROWER**  
MINISTRY OF  
FINANCE  
TANZANIA

**EMPLOYER**  
TANZANIA  
RAILWAY CO.  
(RAHCO)



# IFC Working Capital Facility

- IFC provided a \$100 million financing to Yapi Merkezi to support the company's expansion and boost the construction of transport infrastructure in challenging markets.
- The three-year term package will provide Yapi Merkezi with working capital to allow for business development, start up and bridge financing for its transport infrastructure projects in Sub-Saharan Africa, the Middle East and North Africa, and Turkey.
- This will support the company's expansion in these markets.
- Quote from IFC Press Release: "YMI has a proven track-record in investing in challenging construction markets in Africa and MENA, as well as in Turkey, which will help pave the way for increased private sector investments and close the infrastructure investment gap."

# Conclusion

## Opportunities for cooperation:

- Turkish Contractor with European Suppliers
- Turkish Contractor with European Contractor

## Formula for success:

- Flexibility and quick decision making
- Patience and close follow up
- Strong references in similar markets
- Credit lines from different countries
- Very fast planning and execution of project procurement
- Form new alliances for each market and project



# THANK YOU FOR YOUR INTEREST

