



# BANKING ON OBSTRUCTION

KOCH PROFITS BEHIND OPPOSITION TO EX-IM BANK

**BRIDGE  
PROJECT**

THE YOUNGSTOWN  
PIPE & TUBE COMPANY

## KOCH PROFITS BEHIND OPPOSITION TO EX-IM BANK

When the Export-Import Bank came up for a vote three years ago, there was overwhelming bipartisan support for extending their charter. Fast-forward to 2015 and an intensely divided Republican party is signaling that the charter could expire on June 30 for the first time since the agency was formed in 1934. What changed? In large part, this reversal is due to advocacy by the Koch founded and controlled Americans for Prosperity, a leader in opposition to reauthorization of the Export-Import Bank.

Research demonstrates that Koch opposition to the bank may be less about ideology and more about self-interest.

While Koch-owned companies have received modest benefits from the Export-Import bank (\$16.2M), Koch competitors have received massive benefit (\$19.4B). As a result, opposition to reauthorization may serve to benefit the Kochs financially.

## EX-IM BANK IS A BOON TO U.S. ECONOMY

**U.S. Chamber Of Commerce: Financing From The Ex-Im Bank "Boosted Nearly \$28 Billion In American Exports" In 2014.** According to Politico, "But led by the U.S. Chamber of Commerce, proponents say the bank's financing boosted nearly \$28 billion in American exports and supported more than 160,000 domestic jobs last year alone." [Politico, [6/4/15](#)]

**U.S. Chamber Of Commerce: Financing From The Ex-Im Bank "Supported More Than 160,000 Domestic Jobs" In 2014 Alone.** According to Politico, "But led by the U.S. Chamber of Commerce, proponents say the bank's financing boosted nearly \$28 billion in American exports and supported more than 160,000 domestic jobs last year alone." [Politico, [6/4/15](#)]

## AMERICANS FOR PROSPERITY STRONGLY OPPOSED EXPORT-IMPORT BANK

**Americans For Prosperity President Tim Phillips Wrote An Op-Ed Titled "End Corporate Welfare? Start With The Ex-Im Bank"** [Tim Phillips Op-Ed – Wall Street Journal, [6/15/14](#)]

- **Phillips: "There Isn't A Politician In Washington Who Would Support Such Blatant Corporate Welfare On The Campaign Trail."** In an op-ed, Phillips wrote, "There isn't a politician in Washington who would support such blatant corporate welfare on the campaign trail. In September, let's hope they put their principles into practice and end the Export-Import Bank." [Tim Phillips Op-Ed – Wall Street Journal, [6/15/14](#)]
- **Phillips Claimed That "The Bank Doles Out The Vast Majority Of Its Funds To America's Biggest Corporations."** In an op-ed, Phillips wrote, "Every time Congress debates the Ex-Im Bank's future, which last happened in 2012, defenders claim that it exists primarily to serve small businesses. The bank itself proudly proclaims this near the top of its annual reports. Yet research published in April by the Mercatus Center at George Mason University shows that the bank doles out the vast majority of its funds to America's biggest corporations. Last year, 10 companies—including giants like Boeing, General Electric and Dow Chemical—received roughly three-quarters of the bank's financial assistance for exports. A similar number of companies accounted for 97% of its loan guarantees by value, along with 97% of the bank's direct loans by value." [Tim Phillips Op-Ed – Wall Street Journal, [6/15/14](#)]
- **Phillips: "The Ex-Im Bank's Benevolence Toward Major Publicly Traded Companies And Their Shareholders Leaves Taxpayers On The Hook."** In an op-ed, Phillips wrote, "The Ex-Im Bank's benevolence toward major publicly traded companies and their shareholders leaves taxpayers on the hook. In 2006 the bank's financial exposure was close to \$60 billion, according to the Mercatus Center. That number has ballooned to \$134 billion today." [Tim Phillips Op-Ed – Wall Street Journal, [6/15/14](#)]
- **Phillips Said That The Export-Import Bank Costs Taxpayers \$200 Million-A-Year And Claimed That It Was In Poor Financial Shape.** In an op-ed, Phillips wrote, "In a report released in May comparing the bank's accounting practices with fair-value accounting, the CBO concluded that for fiscal years 2015 to 2024, the 'Ex-Im Bank's six largest



programs would generate budgetary savings of \$14 billion under FCRA accounting but cost \$2 billion on a fair-value basis.”That’s a \$200-million-a-year hit for taxpayers for 10 years. But the real risk to taxpayers could be far worse. The Ex-Im Bank suffers from a number of serious internal issues—accounting and otherwise—that influence its financial well-being. The Government Accountability Office in 2013 found ‘weaknesses’ in its exposure forecasting model. In 2012, the Office of the Inspector General noted that the Ex-Im Bank ‘lacks a systematic approach to identify, measure, price, and reserve for its portfolio risk.’ Last year the IG issued a report saying the bank’s loan officers often failed to confirm ‘borrower eligibility and compliance with Ex-Im Bank credit policies and standards,’ check the ‘completeness of loan applications,’ and ensure that ‘due diligence reviews were completed and documented prior to loan approval.’” [Tim Phillips Op-Ed – Wall Street Journal, [6/15/14](#)]

**Americans For Prosperity Held A Press Conference With A Coalition Of 25 Organizations That Were Opposed To Reauthorizing The Export-Import Bank.** According to Americans for Prosperity, “Today Americans for Prosperity reveals that a broad coalition of organizations has coalesced around opposition to reauthorizing the Export-Import bank, which subsidizes loans to foreign companies to encourage them to buy American exports. The coalition will be rolling out significant efforts to ensure the Export-Import bank is not reauthorized later this year, and will hold a press conference on Monday to announce specific efforts. [...] AFP is proud to lead the coalition of more than 25 organizations that includes Heritage Action, GenOpp, R Street Institute, Council of Citizens Against Government Waste, Taxpayers for Common Sense, and many more.” [Americans for Prosperity, [4/30/14](#)]

**Americans For Prosperity Claimed That The Export-Import Bank “Interferes With The Economy By Providing Billions Of Dollars In Loans To Politically-Connected Companies Overseas.”** According to Americans for Prosperity, “The Export-Import Bank interferes with the economy by providing billions of dollars in loans to politically-connected companies overseas. Even worse, these loans are paid for by your hard-earned tax dollars. This exactly the kind of government meddling in the economy that free-market advocates should reject” [Americans for Prosperity, [6/12/14](#)]

**Americans For Prosperity: “The Export Import (Ex-IM) Bank Of The United States Has Long Been Doling Out Risky Loans To Foreign Countries And Corporations Under The Banner Of American Job Creation.”** According to Americans for Prosperity, “Why has the largest foreign holder of American debt received more than \$7 billion in loans backed by U.S. taxpayers? To prop up foreign companies which directly compete with American businesses. The Export Import (Ex-IM) Bank of the United States has long been doling out risky loans to foreign countries and corporations under the banner of American job creation. Although a handful of well-connected domestic companies benefit from these sweetheart deals, foreign companies and countries are often the biggest winners – reaping lucrative benefits thanks to the American taxpayer.” [Americans for Prosperity, [5/21/14](#)]

**Americans For Prosperity: “The Export-Import Bank By Its Nature Is A Massive Fund For Corporate Welfare.”** According to Americans for Prosperity, “The Export-Import Bank by its nature is a massive fund for corporate welfare. The large multinational corporations that benefit from ‘Ex-Im’ simply do not need an extra boost from the government. As infuriating as it should be for taxpayers that their hard-earned dollars are benefitting multi-billion dollar companies via loans to countries like China, Russia, and Saudi Arabia, it should be even more concerning that the Ex-Im Bank – by its own admission – doesn’t even seem to know where a huge chunk of the money is going.” [Americans for Prosperity, [5/20/14](#)]

**Americans For Prosperity Circulated A Petition Titled “End The Beltway Bank.”** According to Americans for Prosperity, “Sign The Petition: End The Beltway Bank! The Export-Import Bank interferes with the Economy and Enables Crony Capitalism and Corporate Welfare.” [Americans for Prosperity, <http://www.break-the-bank.org/>]

## KOCH INDUSTRIES AND ITS SUBSIDIARIES RECEIVED AT MOST \$16,205,823 IN ASSISTANCE FROM THE EXPORT-IMPORT BANK

Company	Date	Amount
Georgia-Pacific	5/17/2003 (prior to Koch ownership)	\$1,000,000-\$5,000,000
Georgia-Pacific	2007-Present	\$3,796,039

John Zink	2007-Present	\$5,414,356
Koch Heat Transfer	2007-Present	\$995,428
Molex	1/13/2009	\$0-1,000,000
<b>Total Max Benefit Under Koch Control</b>		<b>\$16,205,823</b>

[Export-Import Bank, Accessed 4/15/15] \* Note - Top number was calculated on anything with a range.

## Georgia-Pacific

**2003: Before GP Was Purchased by Koch Industries, Export-Import Bank Approved \$1 To \$5 Million In Financing For Texas Industries, Georgia-Pacific And Manufactures And Traders Trust Corporation To Export Construction Materials To Mexico.** According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States, "Item No. 1 Country: Mexico Policy No. MSM-254755 Request for: Policy (New) Policy Type: Single Sale/Multiple Shipments Coverage Type/Term: Comprehensive/MT Insured: Manufacturers and Traders Trust Corporation Buyer/Obligor: Agricola de Tampico, S.A. de C.V., Tampico, Mexico End User: Same Guarantors: Jose Chow Pangtay, Maria Antonieta del Campo de Chow, and Jose Benjamin Chow del Campo Exporter: Machinery & Parts Export Co., El Paso, TX 79925-2053 Suppliers: Texas Industries, Inc., Dallas, TX 75247-6913 Georgia-Pacific Corp., Atlanta, GA 30303-1808 Manufacturers and Traders Trust Corporation Broker: International Risk Consultants Products/Use: Building structure for fashion/entertainment center Ex-Im Bank Liability (Millions): \$1 - \$5 Credit Committee Decision: Approved[.]" [Export-Import Bank of the United States, [5/17/03](#)]

**Georgia-Pacific and Subsidiaries \$3,796,039 In Insured Shipments, Guaranteed Credit, or Disbursed Loans In Georgia from Export-Import Bank Since 2007.** [Export Import Bank, Export Data, Accessed [6/29/14](#)]

## Invista

**2006: Export-Import Bank Denied Invista A Loan For A Project Involving Equipment For A Polyester Staple And Machinery In India.** According to an Export-Import Bank of the United States summary of minutes of meeting of Credit Committee, "ITEM NO 1 Country INDIA Policy No. MSM-291161 Request for Commitment/New Policy Type: Single Sale/Multiple Shipment Coverage Type/Term: Comprehensive/MT Exporter(s) CHEMTEX INTERNATIONAL INC., WILMINGTON, NC 28403 CARRIER CORPORATION, FARMINGTON, CT 060 2 Supplier(S) DM&E CORP., SHELBY, NC INVISTA PERFORMANCE TECHNOLOGIES, WICHITA, KS FRISCHKORN, INC., RICHMOND, VA Insurance Broker: INTERNATIONAL RISK CONSULTANTS, INC., COLUMBUS, OH 43215 Products VARIOUS MACHINERY & EQUIPMENT FOR A POLYESTER STAPLE Credit Committee Decision DENIED." [Export-Import Bank, [2/28/06](#)]

## John Zink

**John Zink Company Received \$5,514,356 In Insured Shipments, Guaranteed Credit, or Disbursed Loans In Oklahoma from Export-Import Bank since 2007.** . [Export Import Bank, Export Data, Accessed [4/15/15](#)]

## Koch Heat Transfer

**Koch Heat Transfer Received \$995,248 In Insured Shipments, Guaranteed Credit, or Disbursed Loans In Texas from Export-Import Bank Since 2007, for a Total Export Value of \$1,230,090.** [Export Import Bank, Export Data, Accessed [6/29/14](#)]

## Molex

**2009: Before Koch Purchased Molex, Export-Import Bank Approved \$0 To \$1 Million In Loans For Molex Company Inc. To Export Mixed Amines, An Organic Chemical, To India.** According to an Export-Import Bank of the United States summary of minutes of meeting of Credit Committee, "Item No. 1 Country: INDIA - Ex-Im Online Case #443304 Transaction Type: Issuing Bank Credit Limit (IBCL) / New ELC Policy #211888 Exporter: Molex Company, Inc.

Products: Mixed amines (organic chemical) Ex-Im Bank Liability (Millions): \$0 - \$1 Credit Committee Decision: Approved.”  
[Export-Import Bank, [1/13/09](#)]

## TOP KOCH INDUSTRIES COMPETITORS RECEIVED A MAXIMUM OF \$19.4 BILLION IN SUPPORT FROM THE EXPORT IMPORT BANK

Company	Main Competitor	Country/Region	Date	Amount
BP	Koch	Azerbaijan	12/25/2003	\$160,000,000
BP Solar	Koch	Argentina	7/25/2001	\$753,090
BP Solar	Koch	Peru	8/19/2003	\$2,502,980
Chevron	Koch	Caucasus Region		\$160,000,000
Chevron	Koch	Venezuela	6/22/2001	\$628,000,000
Chevron	Koch	Qatar	7/26/2005	\$623,000,000
ConocoPhillips	Koch	India	12/4/12	\$1,060,000,000
ConocoPhillips	Koch	Australia	5/8/12	\$2,950,000,000
ConocoPhillips	Koch	Qatar	12/15/2005	\$403,500,000
ExxonMobil	Koch	Central Africa	6/14/2000	\$300,000,000
ExxonMobil	Koch	Colombia	4/7/2011	\$2,840,000,000
ExxonMobil	Koch	Papua New Guinea	6/18/14	\$3,000,000,000
ExxonMobil	Koch	Qatar	11/18/2004	\$909,900,000
Royal Dutch Shell	Koch	China	10/25/2002	\$200,000,000
Royal Dutch Shell	Koch	Turkey	5/1/2000	\$523,000,000
International Paper	Georgia-Pacific	Peru	8/15/2006	\$5,000,000-\$20,000,000
International Paper	Georgia-Pacific	Mexico	10/5/2004	\$1,000,000-\$5,000,000
Kimberly-Clark	Georgia-Pacific	Mexico	8/22/2002	\$14,875,656
Kimberly-Clark	Georgia-Pacific	Mexico	1/25/2001	\$14,880,509
Kimberly-Clark	Georgia-Pacific	Mexico	8/12/1991	\$13,700,000
Kimberly-Clark	Georgia-Pacific	Mexico	1/19/1981	\$25,000,000
Kimberly-Clark	Georgia-Pacific	Mexico	9/26/1979	\$3,600,000
Alfa SA	Invista	Mexico	9/10/1980	\$178,100,000
Alfa SA	Invista	Mexico	1/2/1988	\$350,000,000
Dow Chemical	Invista	Spain/South Africa	9/19/2013	\$33,600,000
Dow Chemical	Invista	Saudi Arabia	6/25/2014	\$4,975,000,000
Milliken & Company, Inc	Invista	Honduras	6/24/2014	\$1,116,288
Mohawk Industries, Inc.	Invista	Mexico	1/4/2008	\$1,000,000-\$5,000,000
<b>Total Max Benefit:</b>				<b>\$19,400,528,523</b>

[Export Import Bank, Accessed 6/29/2014]\* Note – Anything in italics was a project that benefited two companies, and was only counted once. Top number was calculated on anything with a range.

## Anadarko Petroleum

### MOZAMBIQUE

As Of 2014, The Export-Import Bank Was In Talks With Anadarko To Finance A Project Between Anadarko, Italian Oil Company, And The Government Of Mozambique. According to Fuel Fix, “The bank is considering financing all or part of the U.S. portion of a project involving The Woodlands-based Anadarko Petroleum, Italian oil company Eni, and the government of Mozambique. Since other governments have similar entities, Hochberg said, it’s critical that the Export-Import Bank continue as well.” [Fuel Fix, [5/2/14](#)]

- **Export-Import Bank President Fred Hochberg Said The Bank Was In Talks To Fund Anadarko’s “Socially Responsible” Projects In Mozambique.** In an op-ed, Export-Import Bank President Fred Hochberg wrote, “Recent

discoveries of major new natural gas supplies off the northern coast are part of that progress. For example, Ex-Im Bank is in discussions with Anadarko about providing some of the necessary financing for its projects here such as socially responsible projects that include local partners and opportunities for technology transfer, job creation, and industrial development. Small businesses need to be a part of this, to create job growth, and to provide opportunities for people to move into the middle class.” [Fred Hochberg Op-Ed – The Business Year, [2013](#)]

## BP

**Hoover’s Lists BP as Top Competitor to Koch Industries.** [Hoover’s, Accessed 6/24/14]

## AZERBAIJAN

**2003: Export-Import Bank Approved \$160 Million Long-Term Guarantee To Build The Baku-Tbilisi-Ceyhan Pipeline Project; BP And State Oil Company Of Azerbaijan Together Owned A Majority Of The Pipeline.** According to a press release from the Export-Import Bank of the United States, “The Export-Import Bank of the United States (Ex-Im Bank) today approved a \$160 million long-term guarantee to support the export of U.S. equipment and services for construction of the Baku-Tbilisi-Ceyhan Pipeline project (BTC). The Bank acted after referring the transaction to Congress and the expiration of a statutory 35-day waiting period during which no comments were received. [...] Baku-Tbilisi-Ceyhan Pipeline Co. is owned by 11 sponsors, including three from the United States, which are major oil companies that are investing in the project. BP Plc of the United Kingdom and the State Oil Company of Azerbaijan together account for more than 55 percent of the project company’s ownership.” [Export-Import Bank of the United States – Press Release, [12/25/03](#)]

## BP SOLAR

### Bush Administration

**2002: BP Solar COO Atul Arya Was On The Export-Import Bank’s Renewable Energy Exports Advisory Committee.** According to a press release from the Export-Import Bank of the United States, “The Export-Import Bank of the United States (Ex-Im Bank) today held the first meeting of its 2002 Renewable Energy Exports Advisory Committee at Ex-Im Bank’s headquarters in Washington, D.C. In accord with President Bush’s National Energy Policy, the advisory committee will provide Ex-Im Bank’s Board of Directors with expert guidance on increasing support for U.S. exports of market-ready, renewable energy products and technologies that generate efficient energy and preserve a clean environment. Members of the Renewable Energy Exports Advisory Committee represent U.S. renewable energy technology firms, related trade associations, financial institutions, academia and the non-governmental organization community. The chairman is former Deputy Secretary of Energy W. Henson Moore, who also served in the U.S. House of Representatives for Louisiana’s Sixth Congressional District from 1975 to 1987. Moore is currently president and chief executive officer of the American Forest and Paper Association. Members are: [...] ATUL ARYA Chief Operating Officer BP Solar Linthicum, Md.” [Export-Import Bank of the United States – Press Release, [6/10/02](#)]

### Argentina

**2001: Export-Import Bank Approved \$753,090 Medium-Term Loan To Finance Solar Energy Exports From BP Solar To Argentina.** According to a press release from the Export-Import Bank of the United States, “BP Solar in Linthicum Heights, Md., the world’s leading solar electric company, is exporting solar energy equipment to rural Argentina with the help of a \$753,090 medium-term loan that is guaranteed by the Export-Import Bank of the United States (Ex-Im Bank). The financing will enable BP Solar to sell 1,500 photovoltaic energy panel systems to Empresa Jujena de Sistemas Energeticos Dispersos, S.A. (EJSEDSA), a private utility that is responsible for supplying electricity to rural areas of Jujuy province. The transaction will provide financing for the purchase of units for individual homes and will be supplemented by a grant from the World Bank and the Global Environmental Facility to the government of Argentina. The loan is being provided by Allfirst Bank in Baltimore, Md.” [Export-Import Bank of the United States – Press Release, [7/25/01](#)]

### Peru

### **2003: Export-Import Bank Approved \$2,502,980 Loan To Finance Solar Energy Exports From BP Solar To Peru.**

According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States, "ITEM NO 1 Country PERU AP078796XX Request for AMENDMENT OF FINAL COMMITMENT Applicant MANUFACTURERS AND TRADERS TRUST COMPANY, BALTIMORE, MD Borrower GILAT TO HOME PERU S.A., LIMA, LM 27 PERU Guarantor GILAT SATELLITE NETWORKS LTD., PETAH TIKVA 49130 ISRAEL Guarantor GILAT TO HOME LATIN AMERICA (N ANTIL) NV, WILLEMSTAD, CURACAO NETH. ANTILLES Guarantor GILAT TO HOME LATIN AMERICA (HOLLAND) NV, 1076 EE AMSTERDAM NETHERLANDS Buyer GILAT TO HOME PERU S.A., LIMA, LM 27 PERU End-user GILAT TO HOME PERU S.A., LIMA, LM 27 PERU Exporter B P SOLAR INTERNATIONAL LLC, LINTHICUM HEIGHTS MD Supplier B P SOLAR INTERNATIONAL LLC, LINTHICUM HEIGHTS MD Gteed Lender MANUFACTURERS AND TRADERS TRUST COMPANY, BALTIMORE, MD Project Description TELECOMMUNICATION SERVICES Product Description SOLAR MODULAR SYSTEMS Financed Amount changed to \$2,502,980 Credit Committee Decision APPROVED[.]" [Export-Import Bank of the United States, [8/19/03](#)]

## **Chevron**

**Hoover's Lists Chevron as Top Competitor to Koch Industries.** [Hoover's, Accessed 6/24/14]

## **CAUCASUS REGION**

**The Export-Import Bank Approved \$160 Million For The BTC Pipeline In The Caucasus.** According to the Lexington Herald-Leader, "The United States has aggressively sought its own oil foothold in the Caucasus region. The U.S. Overseas Private Investment Corp. and the World Bank provided credit guarantees for the building of the BTC pipeline, whose biggest stakeholder is British Petroleum at 30 percent. The U.S. Export-Import Bank provided about \$160 million in financing for the project for construction giants Bechtel Corp. and Petrofac LLC, a British company with U.S. operations in Tyler, Texas." [Lexington Herald-Leader, 8/12/08]

- **Chevron Had A Nearly 9% Stake In The Project.** According to the Lexington Herald-Leader, "U.S. oil giant Chevron had a nearly 9 percent stake in the project, while ConocoPhillips and Hess Corp. had stakes of 2.5 percent and 2.36 percent, respectively." [Lexington Herald-Leader, 8/12/08]

## **VENEZUELA**

**The Export-Import Bank Approved \$628 Million For The Hamaca Oil Production Project In Venezuela.** According to a Texaco press release obtained via Business Wire, "Texaco (NYSE:TX) and its Hamaca Project partners announced today that the group has secured approximately \$1.1 billion in project financing for the Hamaca oil production and upgrading project in Venezuela, where the company holds a 30 percent interest. The Project has secured an investment grade rating by both Moody's and Fitch. The financing represents a significant project milestone by securing both export credit agency and commercial bank funding. The United States Export-Import Bank has approved approximately \$628 million under their comprehensive guarantee, and the commercial bank group has participated with capacity for an additional \$470 million." [Texaco press release, 6/22/01]

- **A Chevron Subsidiary Had A 30% Share In The Project.** According to a Fitch Ratings press release obtained via Business Wire, "All of the outstanding senior debt of the Hamaca heavy oil project (rated 'B-') was prepaid in full on Dec. 14, 2007. Fitch will withdraw the rating upon receipt of the Trustee Certificate. Prepayments were made out of project-level funds. The senior debt consisted of a syndicated bank credit facility and a bank credit facility guaranteed by the Export-Import Bank of the United States. The new ownership structure is CVP with a 70% share and Texaco Orinoco Resources Company, a wholly-owned subsidiary of Chevron Corporation, with a 30% share." [Fitch Ratings press release, 12/19/07]



## QATAR

**The Export-Import Bank Approved A \$623 Million Loan Guarantee For The Q Chem II Petrochemical Project In Qatar.** According to a State Department press release, “The Export-Import Bank of the United States (Ex-Im Bank) has approved a \$263 million loan guarantee to support the export of equipment and engineering services by Technip USA Corp. of Claremont, Calif., Chevron Phillips Chemical Company LP of The Woodlands, Texas, and other U.S. suppliers for the Q Chem II Petrochemical Project in Qatar.” [State Department press release, 7/26/05]

- **The Project Was Co-Sponsored By Chevron.** According to a State Department press release, “The project company is Qatar Chemical Company II Ltd. The project sponsors are Qatar Petroleum and Chevron Phillips Chemical International Qatar Holdings LLC, the same companies that developed the existing Q-Chem I Project in 2003.” [State Department press release, 7/26/05]

## ConocoPhillips

**Hoover's Lists ConocoPhillips as as Top Competitor to Koch Industries.** [Hoover's, Accessed 6/24/14]

## INDIA

**2012: Export-Import Bank Approved A \$1.06 Billion Loan Guarantee To Enable Expansion Of Reliance's Petrochemical Plant In India; ConocoPhillips Was One Of Many Exporters Who Would Benefit.** According to a press release from the Export-Import Bank of the United States, “Continuing its efforts to support American jobs by boosting American exports, the board of the Export-Import Bank of the United States (Ex-Im Bank) has voted to extend a \$1.06 billion direct loan and to guarantee a \$1.06 billion JPMorgan Chase loan to Reliance Industries Ltd. (Reliance) of Mumbai, India, for the export of American goods and services destined for use in Reliance's expansion projects at Jamnagar in the Indian state of Gujarat. The transaction is the single largest Ex-Im Bank has ever authorized for Reliance, and it represents Reliance's first attempt at funding through the capital markets with an Ex-Im Bank guaranteed bond issuance. [...] Among the more than 65 exporters and suppliers involved in the transaction are Fluor Corporation, Lummus Technology, Univation Technologies LLC, Bechtel, and ConocoPhillips. [...] Located on the Gulf of Kutch, the Jamnagar complex oversees the largest single-location refinery operation in the world. Reliance intends to increase the complex's petrochemical output by constructing a petcoke gasification unit that will top the world's rosters in size and significantly enhance the efficiency of the company's refinery business.” [Export-Import Bank of the United States – Press Release, [12/4/12](#)]

**The U.S. Export-Import Bank Extended A \$1.06 Billion Loan JPMorgan Chase Loan To Reliance Industries For Reliance To Buy American Goods And Services.** According to an Export-Import Bank press release obtained via PR Newswire, “Continuing its efforts to support American jobs by boosting American exports, the board of the Export-Import Bank of the United States (Ex-Im Bank) has voted to extend a \$1.06 billion direct loan and to guarantee a \$1.06 billion JPMorgan Chase loan to Reliance Industries Ltd. (Reliance) of Mumbai, India, for the export of American goods and services destined for use in Reliance's expansion projects at Jamnagar in the Indian state of Gujarat.” [Export-Import Bank press release, 12/4/12]

- **ConocoPhillips Was One The Exporters Involved In The Deal.** According to an Export-Import Bank press release obtained via PR Newswire, “Among the more than 65 exporters and suppliers involved in the transaction are Fluor Corporation, Lummus Technology, Univation Technologies LLC, Bechtel, and ConocoPhillips.” [Export-Import Bank press release, 12/4/12]

## AUSTRALIA

**2012: Export-Import Bank Authorized \$2.95 Billion Loan Guarantee To Enable The Construction Of The Australia Pacific LNG Project; ConocoPhillips And Bechtel International Were Principal U.S. Exporters For The Project.** According to a press release from the Export-Import Bank of the United States, “The Export-Import Bank of the United States (Ex-Im Bank) has authorized a \$2.95 billion direct loan to support U.S. exports to the Australia Pacific liquefied natural gas (LNG) project. The transaction is Ex-Im's second-largest single-project financing in history and is also the Bank's first LNG project in Australia. The project on Curtis Island in south-central Queensland will produce natural gas from coal-seam

wells and will have total capacity of nine million metric tons per year. China Petroleum and Chemical Corp. (Sinopec) and Kansai Electric Power Co. Inc. of Japan will purchase most of the LNG produced. China Ex-Im Bank and commercial lenders are also providing debt financing for the project. Ex-Im's financing is expected to support an estimated 11,000 American jobs. Principal U.S. exporters are ConocoPhillips Co. and Bechtel International, both of Houston, Texas. Additional exporters and suppliers include numerous small businesses in Texas, Colorado, Nevada, California, Oregon and Oklahoma." [Export-Import Bank of the United States – Press Release, [5/8/12](#)]

**2012: Export-Import Bank Approved \$2.95 Billion In Financing For ConocoPhillips, Among Other Companies, To Build A Liquefied Natural Gas Plant In Australia.** According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States, "ITEM NO 5 Country AUSTRALIA AP085675XX Request for FINAL COMMITMENT Applicant AUSTRALIA PACIFIC LNG PROCESSING PTY LTD, BRISBANE AUSTRALIA Borrower AUSTRALIA PACIFIC LNG PROCESSING PTY LTD, BRISBANE AUSTRALIA Guarantor NONE Buyer AUSTRALIA PACIFIC LNG PROCESSING PTY LTD, BRISBANE AUSTRALIA End-user AUSTRALIA PACIFIC LNG PROCESSING PTY LTD, BRISBANE AUSTRALIA Exporter BECHTEL POWER CORPORATION, HOUSTON TX Exporter CONOCOPHILLIPS, HOUSTON TX Exporter ADDITIONAL EXPORTERS Supplier CONOCOPHILLIPS, HOUSTON TX Supplier WILLIS OF TEXAS INC, ADDISON TX Supplier ADDITIONAL SUPPLIERS Gteed Lndr NONE Project Name AUSTRALIA PACIFIC Project Description LNG PROJECT Product Description ENGINEERING SERVICES Total Financed Amount \$ 2,951,624,030 Repayment Term 11.6 YEARS[.]” [Export-Import Bank of the United States, [5/3/12](#)]

**The U.S. Export-Import Bank Authorized A \$2.95 Billion Loan To Support U.S. Exports To The Australia Pacific Liquefied Natural Gas Project.** According to an Export-Import Bank press release obtained via States News Service, "The Export-Import Bank of the United States (Ex-Im Bank) has authorized a \$2.95 billion direct loan to support U.S. exports to the Australia Pacific liquefied natural gas (LNG) project. The transaction is Ex-Im's second-largest single-project financing in history and is also the Bank's first LNG project in Australia." [Export-Import Bank press release, 5/8/12]

- **ConocoPhillips Was One Of Two "Principal U.S. Exporters" For The Project.** According to an Export-Import Bank press release obtained via States News Service, "Ex-Im's financing is expected to support an estimated 11,000 American jobs. Principal U.S. exporters are ConocoPhillips Co. and Bechtel International, both of Houston, Texas. Additional exporters and suppliers include numerous small businesses in Texas, Colorado, Nevada, California, Oregon and Oklahoma." [Export-Import Bank press release, 5/8/12]

## QATAR

**2005: Export-Import Bank Approved Loan Guarantee Of Up To \$403.5 Million To Enable ConocoPhillips, Among Other Exporters, To Build A Liquefied Natural Gas Plant In Qatar.** According to a press release from the Export-Import Bank of the United States, "The Export-Import Bank of the United States (Ex-Im Bank) today approved a loan guarantee of up to \$403.5 million to support the export of U.S. equipment and services to Qatar Liquefied Gas Company 3 Ltd. (Qatargas 3) to build a natural gas liquefaction plant and related facilities in Qatar. U.S. exporters participating in the project include Air Products and Chemicals, Allentown, Penn., General Electric Co. Inc., Fairfield, Conn., and ConocoPhillips Company, Houston, Tex." [Export-Import Bank of the United States – Press Release, [12/15/05](#)]

**The U.S. Export-Import Bank Guaranteed A \$403.5 Million Loan To Support A Natural Gas Liquefaction Plant In Qatar.** According to an Export-Import Bank press release obtained via States News Service, "The Export-Import Bank of the United States (Ex-Im Bank) today approved a loan guarantee of up to \$403.5 million to support the export of U.S. equipment and services to Qatar Liquefied Gas Company 3 Ltd. (Qatargas 3) to build a natural gas liquefaction plant and related facilities in Qatar." [Export-Import Bank press release, 12/15/05]

- **The Project Was Owned By ConocoPhillips And Qatar Petroleum.** According to an Export-Import Bank press release obtained via States News Service, "Qatargas 3 is owned by project sponsors Qatar Petroleum, the state oil and gas company of Qatar, and ConocoPhillips Company. U.S. exporters participating in the project include Air Products and Chemicals, Allentown, Penn., General Electric Co. Inc., Fairfield, Conn., and ConocoPhillips Company, Houston, Tex." [Export-Import Bank press release, 12/15/05]

Hoover's Lists ExxonMobil as Top Competitor to Koch Industries. [Hoover's, Accessed 6/24/14]

### CENTRAL AFRICA

**2000: Export-Import Bank Gave Preliminary Approval To A \$300 Million Loan Guarantee To Build An Oil Pipeline From Chad To The Atlantic Coast Through Cameroon; ExxonMobil Was One Of The Three Sponsors Of The Pipeline Project.** According to a press release from the Export-Import Bank of the United States, "The Board of Directors of the Export-Import Bank of the United States (Ex-Im Bank) today gave preliminary approval to a \$300 million loan guarantee to finance the export of equipment and services by Willbros Engineers Inc., Tulsa, OK, and numerous US suppliers to build a pipeline system to transport crude oil from southwest Chad through Cameroon to the Atlantic coast for export. The transaction has been referred to Congress for a statutory 30-day review period. The sponsors of the oil transportation project are three major international oil companies: Exxon Mobil, Chevron, and Petronas. Exxon Mobil is the project manager, to be assisted during pipeline construction by Stanhope Management, a subsidiary of Fluor Daniel Inc., Sugar Land, TX." [Export-Import Bank of the United States – Press Release, [6/14/00](#)]

### COLOMBIA

**2011: Export-Import Bank Gave Preliminary Approval To A \$2.84 Billion Direct Loan/Loan Guarantee To Build An Oil Refinery In Colombia; ExxonMobil Would Benefit From The Loans.** According to a press release from the Export-Import Bank of the United States, "The Board of Directors of the Export-Import Bank of the United States today voted to grant preliminary approval for a \$2.84 billion direct loan/loan guarantee to Colombia's Refinería de Cartagena S.A. (Reficar). The financing, when finally approved, will support the purchases of equipment and services from over 150 large and small U.S. engineering/design, equipment supply, contracting and process license firms, including Chicago Bridge & Iron, Foster Wheeler, Exxon/Mobil and UOP. This is part of a \$5.18 billion refinery and upgrade project in Cartagena, Colombia supplying petroleum products to the domestic and export markets. About four percent of the transaction will directly benefit small businesses. The transaction will help create or sustain over 15,000 American jobs for a total of four years." [Export-Import Bank of the United States – Press Release, [4/7/11](#)]

### PAPUA NEW GUINEA

**2009: Export-Import Bank Extended A \$3 Billion Financing Project To LNG Drilling Project In Papua New Guinea, Consisting Of A \$2.2 Billion Direct Loan And An \$800 Million Guaranteed Bank Loan; ExxonMobil Was The Lead Sponsor And Principal Owner Of The Project.** According to a report on the Papua New Guinea liquefied natural gas project (LNG) financing from the Export-Import Bank of the United States, published by the Office of Inspector General, "When completed, the Project will be capable of producing up to 6.9 million metric tonnes<sup>1</sup> per annum ('mtpa') of LNG and will generate annual revenue of approximately , which equates to of the 2012 GDP of Papua New Guinea. Exxon Mobil Corporation (ExxonMobil) is the lead sponsor and a principal owner of the Project with a 32.9% interest. ExxonMobil PNG, Ltd., an ExxonMobil subsidiary, is the operator (the 'Operator') of the Project pursuant to an ownership agreement between the four other Project owners. The engineering, procurement and construction ('EPC') firms building the Project are global firms from Australia, Italy, France and Japan. In December of 2009, Ex-Im Bank extended a \$3 billion, 17.5 year financing to the Project, consisting of an US \$2.2 billion direct loan and an \$800 million guaranteed bank loan." [Office of Inspector General – Export-Import Bank of the United States, [6/18/14](#)]

**The U.S. Export-Import Bank Approved \$3 Billion In Financing For Exxon-Mobil's Natural Gas Project In Papua New Guinea.** According to Bloomberg, "Exxon Mobil Corp. will receive \$3 billion in financing from the U.S. Export-Import Bank for a natural gas project in Papua New Guinea that would be the largest foreign investment in that nation's history." [Bloomberg, [12/5/09](#)]

- **An Export-Import Bank Vice President Said The Funding Would Allow Exxon To Build A \$15 Billion Pipeline And Liquefaction Plant.** According to Bloomberg, "The funding from the U.S. and about \$5 billion coming from export-credit agencies of three other governments will allow a consortium of companies to build a \$15 billion pipeline and

liquefaction plant, Phil Cogan, an Ex-Im vice president, said in an interview. The project, led by a subsidiary of Irving, Texas-based Exxon, will provide the island nation with \$30 billion in revenue during its projected lifetime, according to the company. Papua New Guinea's gross domestic product is \$8.2 billion, according to the World Bank." [Bloomberg, [12/5/09](#)]

## QATAR

**2004: Export-Import Bank Approved Financing \$909.9 Million For ExxonMobil, Among Others Companies, To Build Liquefied Natural Gas Plant In Qatar.** According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States, "ITEM NO 3 Country QATAR AP080217XX Request for FINAL COMMITMENT Applicant QATAR LIQUIFIED GAS COMPANY (II) LTD., DOHOA QATAR Borrower QATAR LIQUIFIED GAS COMPANY (II) LTD., DOHOA QATAR Guarantor NONE Buyer QATAR LIQUIFIED GAS COMPANY (II) LTD., DOHOA QATAR End-user QATAR LIQUIFIED GAS COMPANY (II) LTD., DOHOA QATAR Exporter EXXONMOBIL DEVELOPMENT CO, HOUSTON TX Exporter AIR PRODUCTS AND CHEMICALS, ALLENTOWN PA Exporter ADDITIONAL EXPORTERS Supplier EXXONMOBIL DEVELOPMENT CO, HOUSTON TX Supplier AIR PRODUCTS AND CHEMICALS, ALLENTOWN PA Supplier ADDITIONAL SUPPLIERS Gteed Lender BARCLAYS BANK INTERNATIONAL, NEW YORK NY Project Name QATARGAS II Project Description NATURAL GAS LIQUEFACTION PLANT Product Description ENGINEERING SERVICES Financed Amount \$ 909,871,942 Repayment Term 12 YEARS Board Decision APPROVED[.]" [Export-Import Bank of the United States, [11/18/04](#)]

## Royal Dutch Shell

**Hoover's Lists International Paper as Top Competitor to Koch Industries.** [Hoover's, Accessed 6/24/14]

## CHINA

**2002: Export-Import Bank Approved Financing \$200 Million CNOOC-Shell Joint Energy Production Venture.** According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States, "ITEM NO 4 Country CHINA (MAINLAND) AP078352XX Request for FINAL COMMITMENT Applicant CNOOC & SHELL PETROCHEMICALS COMPANY LTD, BEIJING 100027 CHINA(MAINLAND) Borrower CNOOC & SHELL PETROCHEMICALS COMPANY LTD, BEIJING 100027 CHINA(MAINLAND) Guarantor NONE Buyer CNOOC & SHELL PETROCHEMICALS COMPANY LTD, BEIJING 100027 CHINA(MAINLAND) End-user CNOOC & SHELL PETROCHEMICALS COMPANY LTD, BEIJING 100027 CHINA(MAINLAND) Exporter SINOPEC USA INC, NEW YORK NY Supplier BECHTEL CORPORATION, SAN FRANCISCO CA Supplier SINOPEC USA INC, NEW YORK NY Supplier ADDITIONAL SUPPLIERS Gteed Lender FINANCIAL INSTITUTION ACCEPTABLE TO EIB, UNKNOWN CHINA(MAINLAND) Project Name NANHAI Project Description NANHAI PETROCHEMICAL COMPLEX Product Description PROJECT MGMT, ENGRG, CONSTRU SERVICES Financed Amount USD 200,000,000 Repayment Term 12.5 YEARS Board Decision APPROVED[.]" [Export-Import Bank of the United States, [10/25/02](#)]

- **Export-Import Bank's Working Capital Financing Program Helped Aquatech International, An Industrial Water And Wastewater Treatment Company, Successfully Compete For Water Projects For A Major CNOOC-Shell Petrochemical Facility.** According to an excerpt of an Annual Report of the Export-Import Bank of the United States, "Aquatech International Corporation in Canonsburg, Pa, is a leader in providing industrial water and wastewater treatment solutions through its engineered systems, products and services. Aquatech, a mid-sized company, has been using Ex-Im Bank's working capital guarantee for the past five years to expand its exports to international markets in Asia, the Middle East and Latin America. [...] Ex-Im Bank's working capital financing has also helped the company to compete successfully for water projects for a major petrochemical facility in China for Shell and China National Offshore Oil Corporation (CNOOC) and LG Electronics in South Korea for the supply of ultra-pure water for microelectronics applications." [Export-Import Bank of the United States – Annual Report, [2004](#)]

## MEXICO



**2000: Export-Import Bank Financed A Loan Guarantee To Enable InterGen, Co-Owned By Bechtel Enterprises And A Subsidiary Of Royal Dutch Shell, AEP And GE Power Systems To Build A \$204 Million Power Plant In San Louis De La Paz Mexico.** According to a press release from the Export-Import Bank of the United States, “US exporters will supply \$204 million of equipment and services to build a 601-megawatt combined cycle power plant in San Louis de la Paz, Mexico, financed by a loan guarantee from the Export-Import Bank of the United States (Ex-Im Bank). Bechtel International Inc., Gaithersburg, MD, the primary exporter, will design and build the Bajio Power Plant in the state of Guanajuato 160 miles northwest of Mexico City. General Electric Power Systems, Schenectady, NY, will supply gas turbines and a steam turbine totaling \$119 million. Scores of other US companies will also will supply equipment for the project. The sponsors of the project are InterGen Energy, Inc., Boston, MA, owned by Bechtel Enterprises Inc. and Shell Generating Ltd.; and AEP Resources, Inc., a subsidiary of American Electric Power Co., Inc., a large electric utility in Columbus, OH. The sponsors jointly own the project company, Energia Azteca VIII, S. de R.L. de V.C. The guaranteed lender is Citicorp, Chicago, IL.” [Export-Import Bank of the United States – Press Release, [5/1/00](#)]

## TURKEY

**2000: Export-Import Bank Financed \$523 Million Loan Guarantee To Enable InterGen, Co-Owned By Bechtel Enterprises And A Subsidiary Of Royal Dutch Shell, And GE To Build Two Power Plants In Turkey.** According to a press release from the Export-Import Bank of the United States, “The Export-Import Bank of the United States (Ex-Im Bank) has approved a total of \$523 million in financing to support the export of US equipment and services to build two power plants in Turkey - the Gebze and Adapazari electricity generation projects. The primary US exporters are Bechtel Power Corp. and General Electric Co. The project sponsors are InterGen, Boston, MA, owned by Bechtel Enterprises Inc. and Shell Generating Ltd.; and Enka Insaat ve Sanayi A.S., one of the largest construction companies in Turkey. The transactions are limited recourse project financings in which repayment comes from project revenues. The Board approved: a \$334 million long-term guarantee to finance US exports to the Gebze Electricity Generation project company for the design, procurement, construction and ownership of a 1554-megawatt gas-fired combined-cycle power plant located in Adapazari about 100 miles east of Istanbul. a \$189 million long-term guarantee to finance US exports for the Adapazari Electricity Generation project company for design, procurement, construction and ownership of a 777-megawatt gas-fired combined cycle power plant in Adapazari.” [Export-Import Bank of the United States – Press Release, [5/1/00](#)]

## GEORGIA-PACIFIC COMPETITORS

### International Paper

**Hoover's Lists International Paper as Top Competitor to Both Koch Industries and Georgia-Pacific.** [Hoover's, Accessed 6/24/14]

## PERU

**2006: Export-Import Bank Approved \$5 To \$20 Million Financial Institution Buyer Credit For International Paper To Export Paper Cellulose And Derivative Products To Peru.** According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States, “Item No. 1 Country: PERU ¿ [sic] Policy No. FB-A-296665 Request for: Commitment Policy Type: Financial Institution Buyer Credit (FIBC) Coverage Type/Term: Comprehensive/ST Exporter: International Paper, Stamford, CT 06921-2423 Supplier: Ekman & Co. Inc., Miami, FL 33131-2310 Insurance Broker: International Risk Consultants Products: Paper cellulose and derivative products Ex-Im Bank Liability (Millions): \$5 - \$20 Credit Committee Decision: APPROVED[.]” [Export-Import Bank of the United States, [8/15/06](#)]

## MEXICO

**2004: Export-Import Bank Approved \$1 To \$5 Million Financial Institution Buyer Credit For Cellmark Price & Pierce, International Paper And Other Companies To Export Kraft Liner Board And Related Products To Mexico.** According to the summary of minutes of a meeting of the Board of Directors of the Export-Import Bank of the United States,

“Item No. 1 Country: Mexico - Policy No. FB-251967 Request for: Policy Renewal Policy Type: Financial Institution Buyer Credit (FIBC) Coverage Type/Term: Comprehensive/ST Insured: Wells Fargo HSBC Trade Bank, Dallas, TX Exporter(s): Cellmark, Price & Pierce, International Paper and various others Supplier(s): Cellmark, Price & Pierce, International Paper and various others Insurance Broker: Structured Trade Services Products: Kraft liner board and other related products Ex-Im Bank Liability (Millions): \$1 - \$5 Credit Committee Decision: Approved[.]” [Export-Import Bank of the United States, [10/5/04](#)]

## Kimberly-Clark

**Hoover's Lists International Paper as Top Competitor to Georgia-Pacific.** [Hoover's, Accessed 6/24/14]

### MEXICO

**2002: Export-Import Bank Approved \$14,875,656 To Kimberly-Clark Crop. For A Bathroom Tissue Mill Expansion And Paper Converting Machine In Mexico.** According to an Export-Import Bank of the United States summary of minutes of meeting of Credit Committee, “ITEM NO 7 Country MEXICO AP078468XX Request for FINAL COMMITMENT Applicant KIMBERLY-CLARK DE MEXICO, S A DE C V, LOS MORALES, CIUDAD DE MEXICO. DIST. FEDL MEXICO Borrower KIMBERLY-CLARK DE MEXICO, S A DE C V, LOS MORALES, CIUDAD DE MEXICO. DIST. FEDL MEXICO Guarantor NONE Buyer KIMBERLY-CLARK DE MEXICO, S A DE C V, LOS MORALES, CIUDAD DE MEXICO. DIST. FEDL MEXICO End-user KIMBERLY-CLARK DE MEXICO, S A DE C V, LOS MORALES, CIUDAD DE MEXICO. DIST. FEDL MEXICO Exporter PAPER CONVERTING MACHINE CO, GREEN BAY WI Supplier PAPER CONVERTING MACHINE CO, GREEN BAY WI Gteed Lender DEUTSCHE BANK AG, NEW YORK BRANCH, NEW YORK NY Project Description BATHROOM TISSUE MILL EXPANSION Product Description PAPER CONVERTING MACHINE Financed Amount USD 14,875,656 Repayment Term 7 YEARS Board Decision APPROVED.” [Export-Import Bank, [8/22/02](#)]

**2002: Export-Import Bank Approved \$14,941,776 To Kimberly-Clark Crop. For A Paper Converting Machine In Mexico.** According to the Export-Import Bank of the United States FY 2012 Loans and Long-Term Guarantees Authorization Listings Annual Report, “Kimberly-Clark de Mexico S.A. de C.V. Product: Paper Converting Machine. Long-Term Guarantees: \$14,941,776.” [Export-Import Bank, [8/22/02](#)]

**2001: Export-Import Bank Approved \$14,880,509 To Kimberly-Clark Crop. For Engineering And Design Services To Mexico.** According to an Export-Import Bank of the United States summary of minutes of meeting of Credit Committee, “ITEM NO 10 Country MEXICO AP076651XX Request for FINAL COMMITMENT Applicant BANCO NACIONAL DE MEXICO, MEXICO D.F. 01210 MEXICO Borrower KIMBERLY-CLARK DE MEXICO,SA DE CV,LOS MORALES,CIUDAD DE MEXICO DIST FEDL MEXICO Guarantor NONE Buyer KIMBERLY-CLARK DE MEXICO,SA DE CV,LOS MORALES,CIUDAD DE MEXICO DIST FEDL MEXICO End-user KIMBERLY-CLARK DE MEXICO,SA DE CV,LOS MORALES,CIUDAD DE MEXICO DIST.FEDL MEXICO Exporter KIMBERLY CLARK CORP., ROSWELL GA Supplier KIMBERLY CLARK CORP., ROSWELL GA Supplier BLACK CLAWSON COMPANY\*, FULTON NY Supplier ADDITIONAL SUPPLIERS Gteed Lender BANCO NACIONAL DE MEXICO, MEXICO D.F. 01210 MEXICO Project Description DISPOSABLE DIAPER MFG Product Description ENGINEERING SERVICES & DESIGN Financed Amount USD 14,880,509 Repayment Term 8 YEARS Board Decision APPROVED.” [Export-Import Bank, [1/25/01](#)]

- **2001: Kimberly-Clark Received Export-Import Bank Assistance.** According to the Associated Press, “The U.S. House of Representatives voted Wednesday to reauthorize the Export-Import Bank through 2005, brushing aside complaints that its programs amounted to corporate welfare for Enron Corp. and other huge multinational companies. [...] Last year, 90 percent of Ex-Im transactions involved small businesses, but the total number of dollars involving small businesses was just 18 percent. The rest went to support exports from such companies as Boeing, Caterpillar, Enron, Lucent, General Electric, Kimberly Clark, Raytheon and Case. The largest single category was aircraft, which got dlrs 2.5 billion to finance sales of 53 planes around the world.” [Associated Press, 5/1/02]

**1991: Export-Import Bank Approved A \$13.7 Million Loan To Kimberly-Clark Crop. For The Sale Of Machinery To Make Paper Diapers In Mexico.** According to the North American Report on Free Trade, “The Export-Import Bank will guarantee a \$13.7 million loan on 5-year terms for the sale of machinery to make paper diapers in Mexico. The transaction

involves the sale of paper-converting machinery by the Paper Converting Machine Co., Green Bay, Wis., to Kimberly-Clark de Mexico (KCM). KCM is Mexico's largest paper manufacturer. The machinery will be installed in KCM's facility just north of Mexico City, and will be used to make disposable diapers. It is part of a \$32 million expansion. Private Export Funding Corp. (PEFCO) will finance the \$15.7 million sale." [North American Report on Free Trade, 8/12/91]

**1987: Export-Import Bank Approved A \$25.03 Million Loan To Kimberly-Clark To Help Purchase A \$58.9 Million In U.S. Manufacturing Equipment And Manufacturing Plants In Mexico.** According to the Washington Post, "Export-Import Bank: A \$8.5 million loan to Empresa Minera del Centro del Peru, a government-owned mining company, for the purchase of U.S. goods and services for a microwave communications system to serve its extensive mining operations and to expand its Cobriza copper mine production. An \$11.3 million loan to Svenska Varv AB, the government-owned company that owns all of Sweden's ship-yards, for the purchase of U.S. equipment to build three offshore jackup drilling rigs. A \$252.45 million loan to the Korean Ministry of Communications for the purchase of U.S. goods and services for the second phase of the \$2 billion Korean telecommunications network expansion program. A 25.03 million loan to Kimberly-Clark de Mexico, S.A. for the purchase of \$58.9 million in U.S. paper manufacturing equipment for its Bajio, Cuautitlan and Orziba plants and for a new pulp mill to be built at Tampico." [Washington Post, 1/19/81]

**1979: Export-Import Bank Approved A \$3.6 Million Loan To Kimberly-Clark Of Mexico To Buy Paper Processing Machinery.** According to the Associated Press, "Loans to buy U.S. goods and services worth \$90 million were announced Wednesday by the U.S. Export-Import Bank for France, Israel, Mexico, Finland and Australia. Air France is borrowing \$26.4 million to help buy four Boeing Co. 727s, at a total cost of \$62 million. It will pay 8.5 percent interest over 20 years, with repayments beginning March 15, 1982. Bank Hapoalim of Tel Aviv will get \$4.5 million at 8 percent, repayable in five years. The money will go for U.S. goods and services. Kimberly-Clark of Mexico is borrowing \$3.6 million to buy paper processing machinery. It will pay 8.125 percent." [Associated Press, 9/26/79]

## Invista Competitors

### Alfa SA

**Hoover's Lists Alfa SA as Top Competitor to Invista.** [Hoover's, Accessed 6/24/14]

## MEXICO

**1980: Export-Import Bank Approved \$178.1 Million In Loans And Guarantees To Hysla SA To Cover Alfa SA Unit's Steel Works And Port Facilities Expansion Costs In Tampico, Mexico.** According to the Wall Street Journal, "Export-Import Bank tentatively approves \$178.1 Million in loans and guarantees to Hysla SA (Mexico) to cover part of cost of US equipment and services to expand Grupo Industrial Alfa SA unit's steel works and port facilities at Tampico (S)." [Wall Street Journal, 9/10/80]

### Alestra

**Alestra Was A Joint Venture Between AT&T Corp. And Alfa SA.** According to Latin Finance, "As competition begins in the long distance telecommunications industry in Mexico, spurred by the government's decision to privatize in 1996, Alestra closed a deal for \$ 350 million of non-recourse project financing for the completion of its fiber optic telecommunications network. The loan is one of the largest to receive backing from the Export-Import Bank of the United States. The loan is being syndicated by NationsBanc Montgomery Securities, Inc. The international law firm of Milbank, Tweed, Hadley & McCloy represented the long distance telecommunications company in structuring and negotiating the loan. Alestra is a joint venture of AT&T Corp. and Alfa SA. Equity participants include Bancomer and Valores Industriales. The firm noted that market share has increased both for Alestra and Avantel, also a new competitor in the market, at the expense of Telmex. While the Alestra network is operational, it is not expected to be fully complete until March 1998. The network will include the cities of Monterrey, Guadalajara, Mexico City, Ciudad Juarez and Tijuana." [Latin Finance, 1/2/1988]

**1998: Export-Import Bank Approved A \$350 Million Deal With Alestra For A Fiber Optic Telecommunications Network.** According to Latin Finance, "As competition begins in the long distance telecommunications industry in Mexico, spurred by the government's decision to privatize in 1996, Alestra closed a deal for \$ 350 million of non-recourse project financing for the completion of its fiber optic telecommunications network. The loan is one of the largest to receive backing

from the Export-Import Bank of the United States. The loan is being syndicated by NationsBanc Montgomery Securities, Inc. The international law firm of Milbank, Tweed, Hadley & McCloy represented the long distance telecommunications company in structuring and negotiating the loan. Alestra is a joint venture of AT&T Corp. and Alfa SA. Equity participants include Bancomer and Valores Industriales. The firm noted that market share has increased both for Alestra and Avantel, also a new competitor in the market, at the expense of Telmex. While the Alestra network is operational, it is not expected to be fully complete until March 1998. The network will include the cities of Monterrey, Guadalajara, Mexico City, Ciudad Juarez and Tijuana.” [Latin Finance, 1/2/1988]

## Dow Chemical

**Hoover’s Lists Dow Chemical as Top Competitor to Invista.** [Hoover’s, Accessed 6/24/14]

### SPAIN AND SOUTH AFRICA: ABENER ENERGÍA S.A

**The Export-Import Bank Approved Two Directs Loans Valued At \$33.6 Million To Facilitate The Export Of Dow Chemical Products For Use In Solar Projects In Spain And South Africa.** According to an Export-Import Bank press release, “As part of its renewable-energy push, the Export-Import Bank of the United States (Ex-Im Bank) has authorized a pair of direct loans totaling \$33.6 million to Abengoa of Seville, Spain, that will facilitate the export of American heat-transfer fluid produced by The Dow Chemical Company for use in solar projects in Spain and South Africa.” [Export-Import Bank press release, [9/19/13](#)]

- **Export-Import Bank Approved \$22,576,730 For An Abener Energía S.A Heat Transfer Fluid Project.** According to the 2103 Export-Impact Bank Long-Term Loans and Guarantees Authorizations Annual Report, “On August 15, 2013, Abener Energía S.A was authorized \$22,576,730 for Heat Transfer Fluid. Dow Chemical Co. was the principal supplier and Abengoa S.A. was the guarantor.” [Export-Import Bank Annual Report, [8/15/13](#)]

**The Export-Import Bank Authorized \$33.6 Million To Abengoa.** According to an Export-Import Bank press release, “As part of its renewable-energy push, the Export-Import Bank of the United States (Ex-Im Bank) has authorized a pair of direct loans totaling \$33.6 million to Abengoa of Seville, Spain, that will facilitate the export of American heat-transfer fluid produced by The Dow Chemical Company for use in solar projects in Spain and South Africa.” [Export-Import Bank press release, [9/19/13](#)]

- **Dow Chemical And Abengoa Specialized In Energy Technology.** According to an Export-Import Bank press release, “DOWTHERM™ A heat-transfer fluid from Dow is a key component of the steam-heating process in concentrated solar power plants and replaces conventional fossil-fuel boilers. Headquartered in Midland, Mich., The Dow Chemical Company, and its consolidated subsidiaries (Dow), delivers a broad range of technology-based products and solutions through the production, marketing, and sales of specialty chemicals and advanced materials and plastics. Dow operates manufacturing sites in 36 countries and employs approximately 54,000 people. [...] Abengoa is an international company that applies technology solutions for sustainability in the energy and environment sectors. The company operates two parabolic-trough solar plants in Logrosan, Spain, and is currently building two plants in the Northern Cape Province of South Africa with the Industrial Development Corporation. The two plants in Spain and one of the two in South Africa will rely upon DOWTHERM A.” [Export-Import Bank press release, [9/19/13](#)]

**The Loan Was To Help Export American Heat-Transfer Fluid Produced By The Dow Chemical Company For Use In Solar Projects In Spain And South Africa.** According to an Export-Import Bank press release, “As part of its renewable-energy push, the Export-Import Bank of the United States (Ex-Im Bank) has authorized a pair of direct loans totaling \$33.6 million to Abengoa of Seville, Spain, that will facilitate the export of American heat-transfer fluid produced by The Dow Chemical Company for use in solar projects in Spain and South Africa.” [Export-Import Bank press release, [9/19/13](#)]

**The Loan Helped Support 200 American Jobs.** According to an Export-Import Bank press release, “Ex-Im Bank’s financing will support approximately 200 U.S. jobs, according to bank estimates derived from Departments of Commerce and Labor data and methodology. ‘Ex-Im Bank’s consistent support of renewable-energy projects demonstrates our commitment



to supporting high-skilled jobs in an important homegrown industry and improving the environment,' said Ex-Im Bank Chairman and President Fred P. Hochberg. 'In addition to contributing to cleaner sources of energy and supporting U.S. jobs, these two transactions will support President Obama's goal of doubling access to power in sub-Saharan Africa.' [Export-Import Bank press release, [9/19/13](#)]

## SAUDI ARABIA: SADARA-DOW CHEMICAL JOINT VENTURE

### Sadara Chemical Company Transaction is Awarded Ex-Im Bank Deal of the Year

**Dow Chemical And Sadara Had A Join Venture** According to the Dow Chemical investors website, "Sadara Chemical Company (Sadara), a joint venture formed in 2011 between Dow and Saudi Arabian Oil Company (Saudi Aramco), continued to advance in 2012. When completed, Sadara's world-scale operations, supported by strong backintegration to competitive feedstocks, will be a key enabler of Dow's strategy to drive long-term profitable growth in its downstream, innovation-driven businesses and in fastgrowing regions [...] Ownership: Dow: 35%, Saudi Aramco: 65%." [Dow Chemicals, Accessed [6/25/14](#)]

### \$4.975 Billion "Deal Of The Year"

**September 2012: The Export-Import Bank Awarded A \$4.975 Billion "Deal Of The Year" Direct Loan To Sadara For The Export Of American Goods And Services Required In The Construction Of A World-Scale Integrated Chemicals Complex In Saudi Arabia.** According to an Export-Import Bank press release, "Sadara Chemical Company (Sadara), a joint venture developed by the Saudi Arabian Oil Company (Saudi Aramco) and The Dow Chemical Company (Dow), today received the 2013 Deal of the Year award from the Export-Import Bank of the United States (Ex-Im Bank). The award was presented at Ex-Im Bank's 38th Annual Conference in Washington, D.C. In September, 2012, Ex-Im Bank approved a \$4.975 billion direct loan to Sadara – the largest in Ex-Im Bank's history – for the export of American goods and services required in the construction of a world-scale integrated chemicals complex in Jubail Industrial City II in the Kingdom of Saudi Arabia. Of the total loan amount, over \$600 million will be used to purchase goods and services from U.S. small businesses, also a record for a single transaction." [Export-Import Bank press release, [4/4/13](#)]

**In 2012, The Export-Import Bank Approved A \$4.975 Billion Loan For The Export Of American Goods And Services Required For A Petrochemical Complex In Saudi Arabia.** According to an Export-Import Bank press release, "In its largest job-supporting authorization to date, the board of the Export-Import Bank of the United States (Ex-Im Bank) has approved a \$4.975 billion direct loan to Sadara Chemical Company for the export of American goods and services required in the construction of a petrochemical complex in Jubail Industrial City II in the Kingdom of Saudi Arabia." [Export-Import Bank press release, [9/27/12](#)]

- **The Loan Was The Largest In The Bank's History.** According to an Export-Import Bank press release, "In its largest job-supporting authorization to date, the board of the Export-Import Bank of the United States (Ex-Im Bank) has approved a \$4.975 billion direct loan to Sadara Chemical Company for the export of American goods and services required in the construction of a petrochemical complex in Jubail Industrial City II in the Kingdom of Saudi Arabia." [Export-Import Bank press release, [9/27/12](#)]
- **Dow Chemical Was One Of The Exporters Involved In The Project.** According to an Export-Import Bank press release, "According to estimates calculated from U.S. Census Bureau statistics, the financing will support approximately 18,400 American jobs, 12.5 percent of which come directly or indirectly from small businesses, in 13 states. Among the approximately 70 American exporters involved in the transaction are KBR, ABB Inc., and The Dow Chemical Company. More than 20 of the exporters are small businesses." [Export-Import Bank press release, [9/27/12](#)]

**The Project Involved 26 Manufacturing Units Producing Chemical Products And Specialty Projects.** According to an Export-Import Bank press release, "Located in the Eastern Province of Saudi Arabia, the mega-project will develop significant downstream capabilities for production in the fast-growing markets of the Middle East. Sadara will be comprised of 26 manufacturing units producing more than 3 million metric tons of ten major product families of chemical products and specialty plastics per year. The complex will reach full production in 2016, and its products will be available in markets throughout the world." [Export-Import Bank press release, [4/4/13](#)]

### *The Loan Created Over 18,000 American Jobs Across 13 States*

**Ex-Im Bank Chairman And President Fred P. Hochberg: “No Other Transaction In Ex-Im Bank’s History Has Supported As Many American Jobs And No Other Single Transaction Has Provided So Much Support To Small Businesses.”** According to an Export-Import Bank press release, “This record-breaking transaction will support more than 18,000 American jobs in more than a dozen states,” said Ex-Im Bank Chairman and President Fred P. Hochberg. “No other transaction in Ex-Im Bank’s history has supported as many American jobs and no other single transaction has provided so much support to small businesses.” [Export-Import Bank press release, [4/4/13](#)]

- **Ex-Im Bank’s Financing Supported 18,400 American Jobs.** According to an Export-Import Bank press release, “This historic investment from Ex-Im Bank is enabling growth,” said Carol Williams, executive vice president of Dow Operations and a member of Sadara’s Board of Directors. “The U.S. is manufacturing and delivering high-value products to Sadara – the largest industrial complex ever built in a single phase – which is creating thousands of valuable U.S. jobs.” According to estimates calculated from U.S. Census Bureau statistics, Ex-Im’s financing will support approximately 18,400 American jobs, 12.5 percent of which come directly or indirectly from small businesses, in 13 states. Among the approximately 70 American exporters involved in the transaction are KBR, ABB Inc., Fluor, Foster Wheeler and The Dow Chemical Company. More than 20 of the exporters are small businesses.” [Export-Import Bank press release, [4/4/13](#)]

### *The Loan Benefitted Small Businesses Across The United States*

**Approximately 70 American Exporters Benefitted From The Transaction.** According to an Export-Import Bank press release, “According to estimates calculated from U.S. Census Bureau statistics, the financing will support approximately 18,400 American jobs, 12.5 percent of which come directly or indirectly from small businesses, in 13 states. Among the approximately 70 American exporters involved in the transaction are KBR, ABB Inc., and The Dow Chemical Company. More than 20 of the exporters are small businesses.” [Export-Import Bank press release, [9/27/12](#)]

**12.5 Percent OF Those American Jobs Came Both Directly And Indirectly From Small Businesses.** According to an Export-Import Bank press release, “This historic investment from Ex-Im Bank is enabling growth,” said Carol Williams, executive vice president of Dow Operations and a member of Sadara’s Board of Directors. “The U.S. is manufacturing and delivering high-value products to Sadara – the largest industrial complex ever built in a single phase – which is creating thousands of valuable U.S. jobs.” According to estimates calculated from U.S. Census Bureau statistics, Ex-Im’s financing will support approximately 18,400 American jobs, 12.5 percent of which come directly or indirectly from small businesses, in 13 states. Among the approximately 70 American exporters involved in the transaction are KBR, ABB Inc., Fluor, Foster Wheeler and The Dow Chemical Company. More than 20 of the exporters are small businesses.” [Export-Import Bank press release, [4/4/13](#)]

## **Milliken & Company, Inc.**

**Hoover’s Lists Milliken & Company as Top Competitor to Invista.** [Hoover’s, Accessed 6/24/14]

## **HONDURAS**

**1999: Export-Import Bank Approved \$1,116,288 For Milliken & Company, Inc. To Export Furniture And Equipment To Honduras.** According to an Export-Import Bank of the United States summary of minutes of meeting of Credit Committee, “ITEM NO 2 Country HONDURAS AP075600XX Request for FINAL COMMITMENT Applicant MELLON BANK CORPORATION, PITTSBURGH PA Borrower BANCO LA CAPITALIZADORA HONDURENA S.A., TEGUCIGALPA, D C HONDURAS Guarantor NONE Buyer BANCO LA CAPITALIZADORA HONDURENA S.A., TEGUCIGALPA, D C HONDURAS End-user BANCO LA CAPITALIZADORA HONDURENA S.A., TEGUCIGALPA, D C HONDURAS Exporter STEELCASE INTERNATIONAL, GRAND RAPIDS MI Exporter MILLIKEN & COMPANY INC, SPARTANBURG SC Exporter ADDITIONAL EXPORTERS Supplier STEELCASE INTERNATIONAL, GRAND RAPIDS MI Supplier MILLIKEN & COMPANY INC, SPARTANBURG SC Supplier

ADDITIONAL SUPPLIERS Gteed Lender MELLON BANK CORPORATION, PITTSBURGH PA Project Description FURNITURE AND EQUIPMENT Product Description OFFICE MODULES & FURNISHINGS Financed Amount USD1,116,288 Repayment Term 5 YEARS Credit Committee Decision APPROVED.” [Export-Import Bank, [12/8/99](#)]

## **Mohawk Industries, Inc.**

**Hoover’s Lists Mohawk Industries as Top Competitor to Invista.** [Hoover’s, Accessed 6/24/14]

## **MEXICO**

**2008: Export-Import Bank Approved \$1 To \$5 Medium Term Loans For Mohawk Industries, Inc. To Export Air-Conditioning Units, Doors, Wall Paper, And Carpeting To Mexico.** According to an Export-Import Bank of the United States summary of minutes of meeting of Credit Committee, “ITEM NO 1 Country: MEXICO - Ex-Im Online Case/Transaction/Policy No.: 414607 Transaction Type: MTR / Medium-Term Exporter: AAF-Mcquay, Inc., Louisville, KY Exporter: EPKO Industries, Inc., Elk Grove Village, IL Exporter: Mohawk Industries, Inc., Calhoun, GA Broker: Export Insurance Agency, Inc., Walpole, MA Products: Air-Conditioning Units, Doors, Wall Paper, Carpeting, etc. Ex-Im Bank Liability (Millions): \$1 - \$5 Credit Committee Decision: APPROVED.” [Export-Import Bank, [1/4/08](#)]