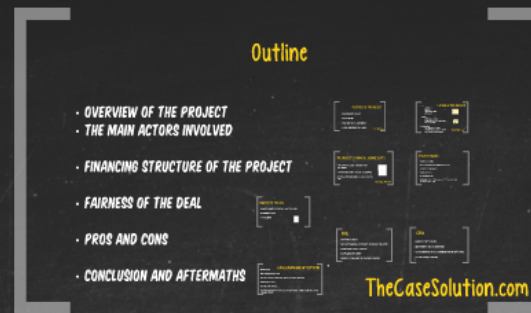


WESTLB (A): IN THE PIPELINE - RESPONSIBLE FINANCING

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Outline

- OVERVIEW OF THE PROJECT
- THE MAIN ACTORS INVOLVED
- FINANCING STRUCTURE OF THE PROJECT
- FAIRNESS OF THE DEAL
- PROS AND CONS
- CONCLUSION AND AFTERMATHS



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OVERVIEW OF THE PROJECT

- **OIL DISCOVERED IN THE 70'S**
- **OIL CONSORTIUM**
- **PUBLIC AND PRIVATE PARTNERSHIP**
- **REVENUE MANAGEMENT PLAN (RMP)**

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THE MAIN ACTORS INVOLVED

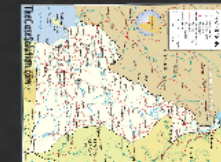
• CHAD

- OPPRESSION
- POVERTY
- HUMAN RIGHTS ABUSE
- CIVIL UNREST



• CAMEROON

- DECADE LONG RECESSION
- CORRUPTION AND HUMAN RIGHT ABUSE
- REFORM PROGRAMS



• THE WORLD BANK

- THE LENDER OF LAST RESORT
- INTERNATIONAL FINANCE CORPORATION
- WB'S IMPLICATION IN THE PROJECT

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THE PROJECT'S FINANCIAL REQUIREMENTS

- THE PRIVATE SIDE NEEDS THE WORLD BANK'S INVOLVEMENT.
- THE WORLD BANK FUNDS PROJECTS, NOT COMPANIES.
- SOLUTION: EXXON MOBIL DESIGNS A PROJECT FOR THE DEAL

