

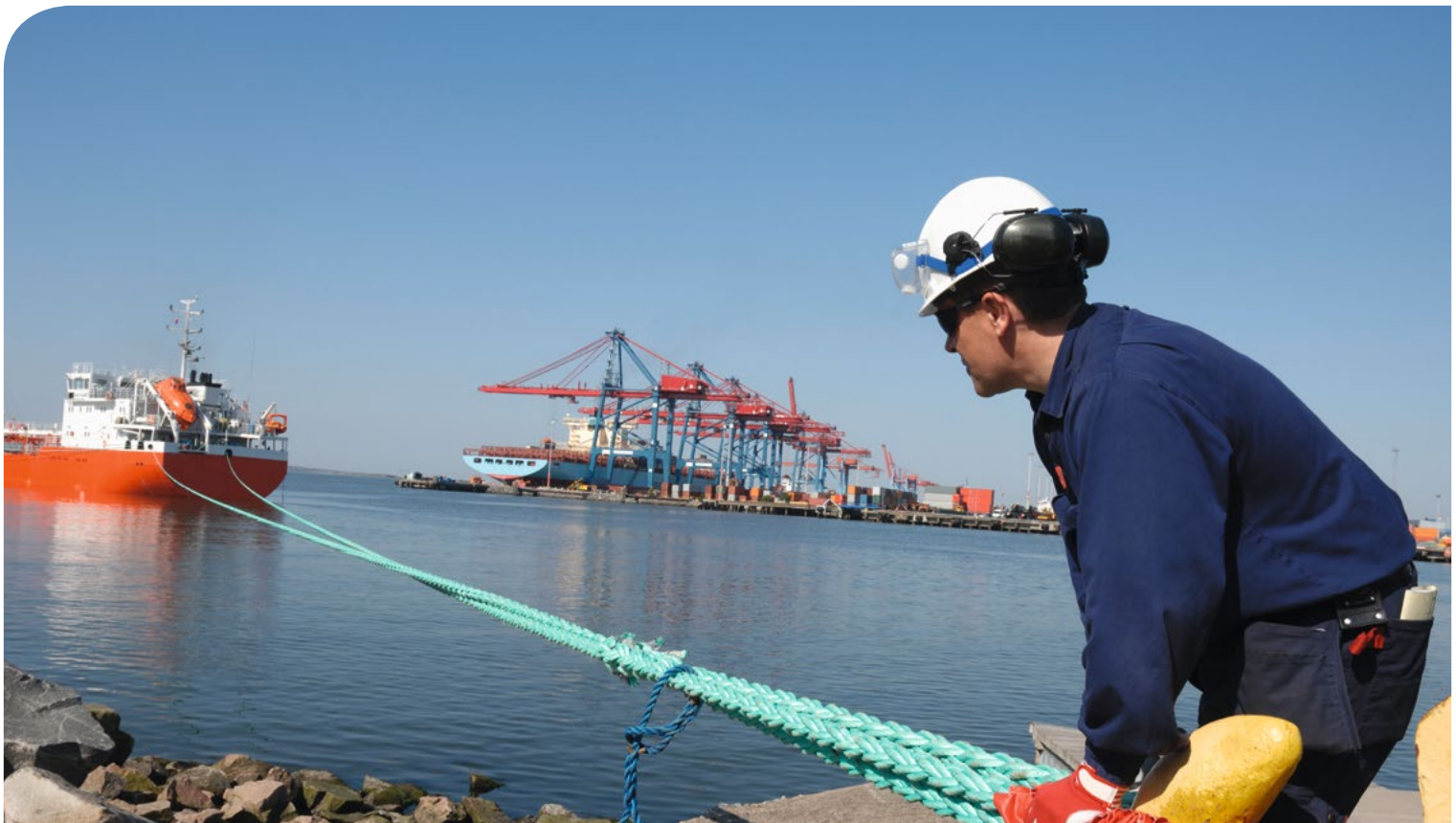
YOUR EXPORT – OUR OBJECTIVE



YOUR PARTNER FOR THE PROTECTION OF YOUR EXPORTS

EXPORT CREDIT GUARANTEES OF THE
FEDERAL REPUBLIC OF GERMANY

► **Hermes Cover**



You can obtain cover for exports world-wide



Current assessments of the risk situation and information on the cover policy for individual countries can be found at www.agaportal.de under the heading "Country Cover Policy".



WE SUPPORT YOUR EXPORT BUSINESS

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The Federal Republic of Germany supports your efforts to open up new markets abroad. The Export Credit Guarantees of the Federal Republic of Germany protect you against non-payment for political and commercial reasons. You can benefit from the advantages of an export credit guarantee regardless of your company's size, the industry sector it belongs to, the order value and the credit period.

+49 (0)40/8834-9000
We support you at every step



You wish to ...

- ▶ enter new markets
- ▶ protect your business against non-payment
- ▶ offer your customer flexible terms of payment
- ▶ obtain cover for exports for which the private insurance market does not offer any insurance
- ▶ enable your customer to obtain finance at attractive conditions
- ▶ maintain your trade relations with your customer even if the general economic conditions have changed

... in that case we are your partner in your export business.

SAFE RIGHT FROM THE BEGINNING

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We offer cover for the entire export transaction – from the lead-up to a contract until the payment of the last instalment. Together we will find a solution suited for your transaction.

Lead-up to
a contract

Contract
negotiations

Conclusion of
the contract

Manufacturing
stage

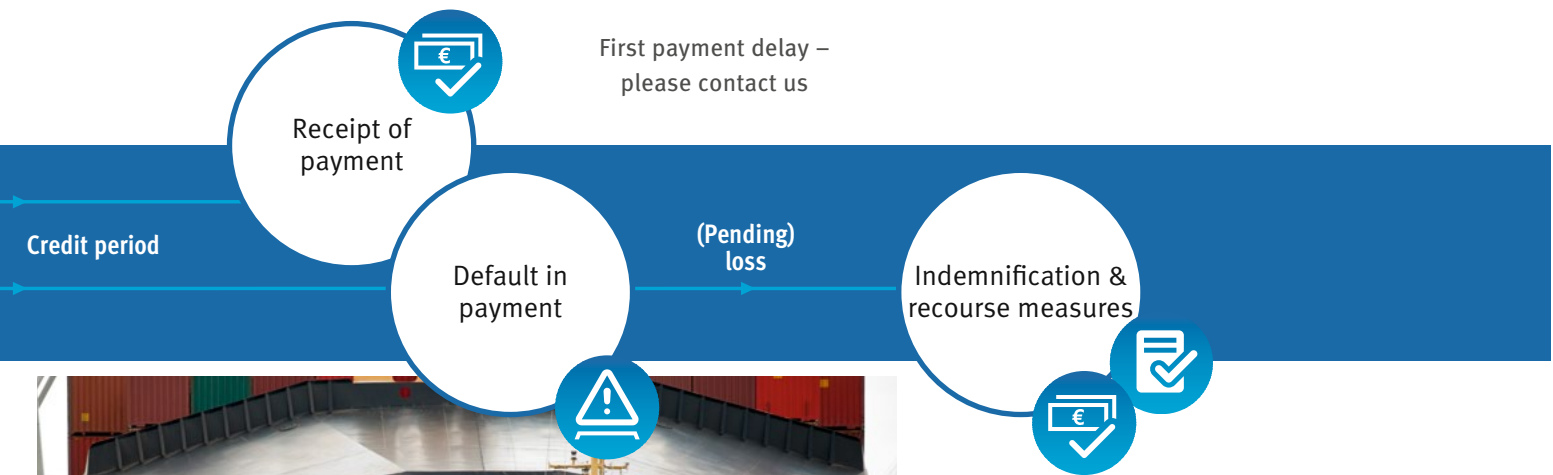
Delivery

Can the Federal Export Credit
Guarantees help you to realise and
finance your transaction?
Please contact us.



We provide cover against risks along the entire value chain:

- ▶ pre-shipment risks during the manufacturing stage
- ▶ export risks after the delivery of the goods
- ▶ risks arising from contract bonds at all stages of your transaction



HOW TO GET AN EXPORT CREDIT GUARANTEE

6 ■

Please contact us

We assist you with advice

You submit an application

- ▶ +49 (0) 40 / 88 34 - 90 00
- ▶ info@exportkreditgarantien.de
- ▶ Submit a preliminary inquiry free of charge online

- ▶ by telephone
- ▶ at your company premises

- ▶ application form on the Internet www.agaportal.de
- ▶ application fee depending on your transaction

Premium for single transaction cover:

The costs of cover depend on:

- ▶ the credit period
- ▶ the country risk
- ▶ the creditworthiness of your foreign buyer

Examples in accordance with the criteria stated:

- ▶ Short-term cover (credit period up to 12 months):
Ø 0.6% of the contract value
- ▶ Medium and long-term cover (credit period of more than 12 months): Ø 3.8% of the contract value



Detailed information on costs
(agaportal.de > English > Process > Costs)

We review your application

We provide cover for your export transaction

Key criteria are:

- ▶ Creditworthiness of the foreign buyer
- ▶ Country risk
- ▶ German added value
- ▶ Customary conditions of contract (terms of payment and contract period)
- ▶ Environmental, social and human rights standards

You will receive:

Before the conclusion of the contract:

- ▶ Binding offer of cover

After the conclusion of the contract:

- ▶ Letter of acceptance (commitment of cover)
- ▶ Cover policy (guarantee document)
- ▶ Premium invoice



WHAT YOU SHOULD ALSO KNOW

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Your export transaction will be covered if it is eligible for support and the risk involved is justifiable.

An export transaction is **eligible for cover** e.g. if it

- ▶ includes German added value
- ▶ safeguards or creates jobs in Germany
- ▶ promotes German small or medium-sized enterprises
- ▶ meets international environmental, social and human rights standards

Whether the **risk is justifiable** depends, among other things, on

- ▶ the foreign buyer's creditworthiness
- ▶ the macroeconomic conditions in the buyer's country
- ▶ the default probability of the receivables



SELECTED PRODUCTS AND THEIR ADVANTAGES

Single transaction guarantees (e.g. supplier credit and manufacturing risk cover)

- ▶ many possible combinations
- ▶ tailored cover solutions
- ▶ cover prior to shipment possible

Spread policies (e.g. Wholturnover Policy (APG))

- ▶ flexible cover
- ▶ simple and swift handling
- ▶ small administrative burden
- ▶ lower costs

Buyer credit cover

- ▶ immediate relief for the balance sheet
- ▶ increased liquidity
- ▶ negotiations about credit terms unnecessary
- ▶ revolving: simple and swift handling

Supplier credit cover: Suitable for exporters who wish to protect the supply of specific goods and/or the rendering of a specific service abroad against non-payment.

Manufacturing risk cover: This type of cover provides protection during the manufacturing stage from the start of production until the delivery of the goods against risks that prevent the completion or the delivery of the goods as well as the risk of an embargo being imposed.

Wholturnover Policy (APG): It provides cost efficient and easy-to-handle protection of short-term receivables (credit period up to 12 months) for German exporters who repeatedly supply several buyers in different countries.

Buyer credit cover: A loan the exporter's bank grants to the buyer enables him to pay for the goods supplied immediately upon receipt. Buyer credit cover protects the bank against the risk that the borrower fails to repay this loan.

The fast track to all products
(agaportal.de > English > Exports > Basics > Products)



Export credit guarantees have been a key element of foreign trade promotion of the Federal Republic of Germany since 1949.

The **Federal Ministry for Economic Affairs and Energy**, which has the lead function, decides on the merits of applications for cover with the Federal Ministry of Finance approval and after agreement has been reached with the Federal Foreign Office and the Federal Ministry for Economic Cooperation and Development. Applications for cover having a value of up to 5 million euros are decided by Euler Hermes Aktiengesellschaft as mandatary in line with the directions and under the supervision of the Federal Government.

Bundesministerium für Wirtschaft und Energie
Referat VC2
Scharnhorststr. 34 - 37
10115 Berlin
Internet: www.bmwi.de

The export credit guarantees are managed by **Euler Hermes Aktiengesellschaft**, Hamburg, as mandatary of the Federal Republic of Germany.

You can find more details and request information material as well as advice on the options and procedures open to you under the export credit guarantee scheme of the Federal Republic of Germany either from the head office of Euler Hermes Aktiengesellschaft or from the regional branch office for your area. You can also dial up more information via the Internet: e.g. the latest AGA-Report, the General Terms and Conditions and information leaflets, the Annual Report in German and English as well as information on events. You can also find us in the social media.



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Federal Ministry
for Economic Affairs
and Energy

OUR PARTNER



Cover from the Federal Republic of Germany for foreign business

Export Credit Guarantees and Untied Loan Guarantees have been established and effective foreign trade promotion instruments of the Federal Government for decades. Export Credit Guarantees (“Hermes Cover”) protect German exporters and the banks financing them against political and commercial risks. Untied Loan Guarantees are to support raw material projects abroad regarded as eligible for promotion by the Federal Government. Both promotion instruments play an important role in fostering economic growth as well as in protecting and creating jobs.

They are managed on behalf of the Federal Republic of Germany by Euler Hermes Aktiengesellschaft as mandatary of the Federal Government.

Information on other foreign trade promotion instruments of the Federal Government can be found at www.bmwi.de under the search term “Promotion of foreign trade and investment”.

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