

NEW SERVICE - CEE REGION ADVICE ON EXPORT FINANCING



Focus countries:

- Poland
- Czech Republic
- Slovakia
- Hungary
- Bulgaria
- Romania

Service fully available in Poland from Q1 2013, other countries gradually included in Q3 and Q4 2013.

WHATS OFFERED

Information and advice about financing possibilities:

- Danish sources (EKF - Eksport Kredit Fonden)
- Local opportunities (loans, grants, tax exemptions, banks)
- International sources (EU funds, investment banks)

Conditions:

General advice and information is provided **free of charge**.

Specific tasks are charged e.g. arrangement of meetings, dedicated reports, individual case analysis. The fee for paid assistance: DKK 925 per 1 hour. Possible to use Eksportstart Programme with 35% subsidy: www.eksportstart.dk



SECTORS COVERED

All sectors and activities related to export or investment of Danish companies abroad are included.

Note: EKF is allowed to cover only transactions with risk period of min 2 years.

Majority of opportunities are focused on those areas:

- Environment & energy
- ICT
- Agriculture and food processing
- Machine industry
- Projects incl. R&D elements, use of innovative technologies, establishment of shared service centers.



EKF SUPPORT & PRODUCTS

EKF offers credit guarantees to Danish exporters of goods and services (no subsidies) & traditional bank funding (large projects)

Example products: buyer credit guarantee, working capital guarantee, investment guarantee or bond guarantee

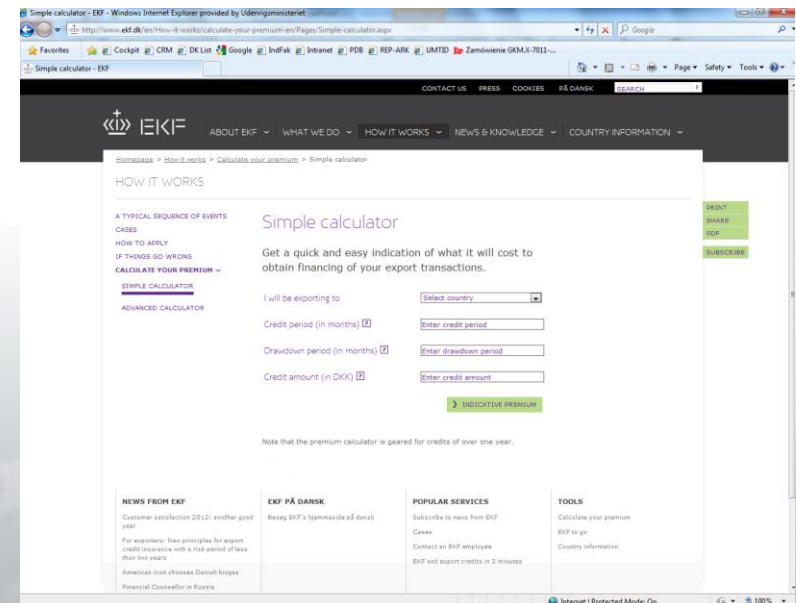
- Risk period min. **2 years** for OECD countries.
Other countries – e.g. Russia & Ukraine – min. 181 days.
- Support is available also to **branches of Danish companies** registered abroad. Not just mother companies in Denmark.
- Export element** is needed (going across borders to other countries, but **not only from DK**). E.g. Danish company having production in Poland exporting goods to Ukraine can be supported. But Danish company producing in Poland selling to Polish clients will not.
- No min or max transaction value.
- There is a cost related to provided guarantees.





EKF GUARANTEES - BASIC RULE

- ❑ Coverage: Guarantees can cover **100% of credit value** for SMEs and up to 95% of credit for large companies.
- ❑ Credit scope: Max. **85% of the export can be credited** (15% of client prepayment) + local costs (e.g. installation works) up to 30% of the imported part = EKF guarantee "finances" up to 115% of export project costs
- ❑ Max financing period: 18 years (SMEs in cleantech sector), others 8.5 years
- ❑ Costs: indicative costs, use **EKF calculator**, depends on your client, credit period, etc.
Poland, example: 0.6% (3 years)
with strong client to 4.1% (5 years)
with less secure client



HOW IT WORKS

Contact:



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Information needed:

- Country of interest & basic project time line
- What goods / services you are exporting to whom
- Expected size of order, investment value
- Type of financing needed (e.g. buyer credit guarantee)



RELATED SERVICES

The Embassy offers full scope of services related to export and investment activities:

- Partner search and market analysis
- Framework conditions verification
- Identification of clients
- Company start-up
- Recruitment of staff
- Marketing events
- Public affairs (e.g. contacts with authorities)
- Tenders or media monitoring
- Arrangement of study trips

More on our website: www.polen.um.dk, join our

