

Buyer's credit under Euler Hermes / ECA cover with bank guarantee.

Landesbank Baden-Württemberg (LBBW) is generally interested in financing your export transactions through a Euler Hermes or other public sector export credit agencies (ECA) covered buyer's credit with the following details. Below is a sample of acceptable countries – without any obligation on our part:

Argentina	Belarus	Brasil
Chile	India	Kazakhstan
Mexico	Russia	Turkey
Ukraine	some African countries	

Importer.

your customer

Borrower/Guarantor.

Acceptable bank in the country of the importer (often under general loan agreement).

Lender.

LBBW

Loan Amount.

max. 85 % of contract value (min. T€ 500)

Goods according to the Export Contract.

Capital goods (Country of origin Germany). Up to max. 49 % - subject to the respective country - of the goods supplied may be of non German country origin.

Payment Terms/Repayment.

Normally 5 years from starting point (i.e. weighted average date of deliveries or commissioning date); in 10 equal consecutive semi annual instalments.

Security.

Euler Hermes export credit guarantee in the form of Finance Credit from the Government of Federal Republic of Germany represented by Euler Hermes Kreditversicherungs-AG or other export credit agency (ECA) acceptable by LBBW. 5 % uncovered risk is to be borne by LBBW as financing bank.

Required Documents.

- Delivery contract (commercial part)
- Application for export cover
- Letter of undertaking issued by the Exporter
- Exporter's Declaration
- Additional documents if necessary

Euler Hermes / ECA- Charges.

Can be charged to the importer separately or can be financed together with the loan.

Main advantages.

- It is possible to offer a low price longterm financing to the importer
- Low financing costs (i.e. up to 10 % lower than interbank financing)
- Euler Hermes/ECA-charges can be financed together with the loan
- Simplified, uncomplicated and speedy procedure for the conclusion of an individual loan agreement under our General Loan Agreement (we have concluded General Loan Agreements with a large number of foreign banks)

Please note that deliveries from other EU countries under cover of a national Export Credit Agency (ECA) can be financed by LBBW for example France (COFACE), Belgium (ONDD), Switzerland (SERV), Austria (ÖKB), Italy (SACE), Finland (FINNVERA), Netherland (Atradius) and the USA (US-Exim). Other on request.

In the case that national ECA cover (subject to the OECD Consensus) is not available please note that it is possible to obtain buyer's credit financing under private risk insurance.