

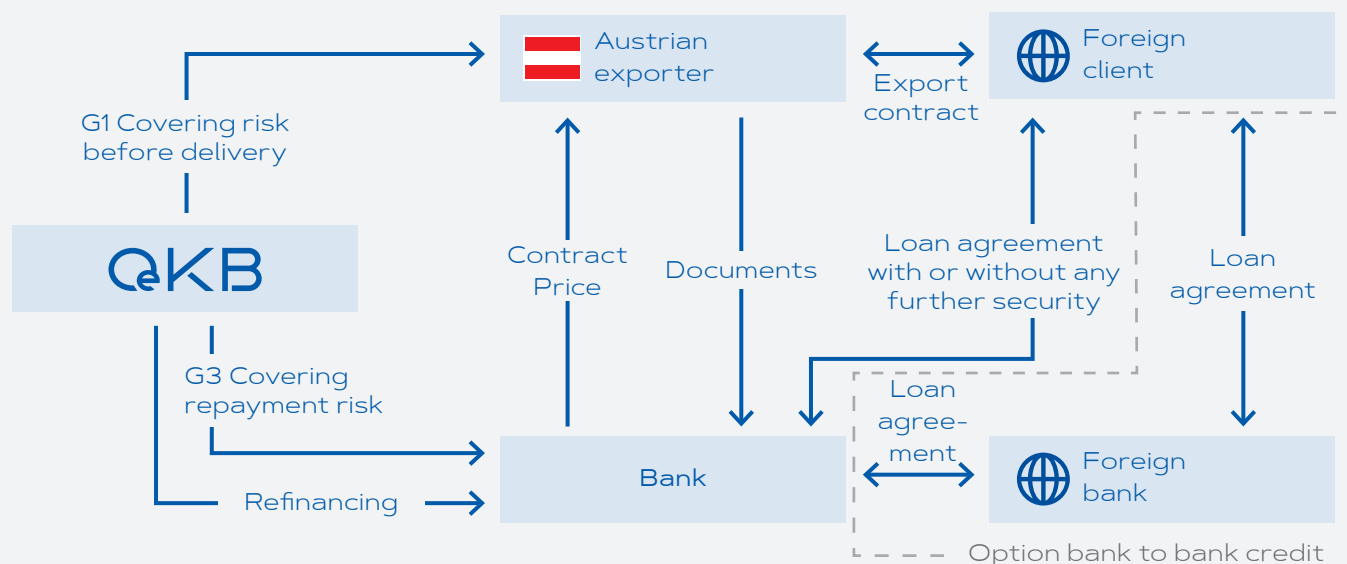
## Guarantee for Buyers' Credits - tied financial credits

### Your situation

You are an Austrian company exporting capital goods or services. You are planning to conclude a contract for deliveries or services with a foreign client and seek insurance during production phase against the risk that your client does not fulfill his contractual obligations. Additionally you would like to offer him reasonable financing conditions via your bank/international financing institutions.

### Your solution

The Buyer's Credit offers your client access to reasonable and long-term financing conditions. You receive your payments out of the buyer's credit during the production period and your contract partner pays the credit back to your bank. OeKB insures your contract during the production and repayment phase against political and commercial risks.



### Your benefits

- OeKB protects you and your bank during the production and repayment phase against commercial and political risks.
- Your quotation may become more attractive as you can offer a longer repayment period.
- High cover ratios: political risk usually 100%, commercial risk usually 95%, in case of bank-secured transactions and depending on your client's creditworthiness up to 98%
- We can also cover long repayment terms, difficult countries and major projects.

## Your price

### Guarantee premium

depends on client's country, client's creditworthiness, risk period, amount insured etc.

### Handling fee

0.1% of the amount insured; min. 10 EURO, max. 720 EURO

## Based on our insurance cover we can offer you 3 types of financing:

- Financing at fixed interest rates in EUR or USD
- Financing at floating interest rates in EUR or USD
- Financing in foreign currency (excl. USD) – on request, we will provide you with an individual offer

The current interest rates for the Export Financing Scheme (EFS) are available online: [www.oekb.at/interest](http://www.oekb.at/interest)

After you have agreed with your bank, we will be happy to give you details such as the max. amount of the credit, the max. credit period, the drawdown and repayment modalities based on the key data of your business case.

## Fast and easy implementation

You and your bank provide us with the key figures of your project and receive our price estimate.



You and your bank apply for cover.



We assess your project. After approval you and your bank will receive an offer of cover.



You inform us that you have signed the export contract and apply for a Guarantee. Your bank informs us that the loan agreement has been signed and applies for a Guarantee.



We will issue the Guarantee by which the Republic of Austria takes on the risk. Acceptance of the refinancing offer, OeKB disburses the funds to the bank.

## Our tip

Visit OeKB's customer platform [my.oekb.at](http://my.oekb.at) for calculating indicative premium rates for covering your export projects.