



## OUR SERVICES

Whether you are an importer, an exporter of German goods, or a bank - contact us. We are happy to help!

- ▶ Advisory Services on Euler Hermes ECA instruments
- ▶ Consultation on Euler Hermes ECA covered finance schemes (Supplier Credit Covers, Buyer Credit Covers, etc.)
- ▶ Transactional support during the acquisition and structuring phase
- ▶ Guidance on cover policies
- ▶ Calculation of the Euler Hermes premium
- ▶ Transactional support
- ▶ Further services subject to consultation

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**Deutsch-Singapurische  
Industrie- und Handelskammer**  
Singaporean-German Chamber  
of Industry and Commerce

Supported by:



**Federal Ministry  
for Economic Affairs  
and Energy**

on the basis of a decision  
by the German Bundestag

### **Singaporean-German Chamber of Industry and Commerce (SGC)**

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**FOR GERMAN EXPORT FINANCE**



**Deutsch-Singapurische  
Industrie- und Handelskammer**  
Singaporean-German Chamber  
of Industry and Commerce

**FEDERAL EXPORT CREDIT AND  
UFK-GUARANTEES**

▶ **Hermes Cover**  
▶ **Untied Loan Finance**



## EXPANDED ADVISORY SERVICE

German exporters and banks are largely familiar with the Export Credit Guarantee program of the Federal Republic of Germany as a cover and financing instrument. Abroad, the so-called **HERMES COVER** and the various instruments available are sometimes not so well known, despite its numerous advantages for importers of German goods and services and exporters alike.

For this reason, the Federal Government has expanded its advisory services for selected regions. Financing **EXPERTS** provide advice and support locally to importers, German exporters and financing banks.

## WHAT IS NEW

The Experts are offering their services from the **GERMAN CHAMBERS OF COMMERCE (AHKs)** in Dubai, Nairobi and Singapore. Their support is closely coordinated with the well-established advisory service of the Federal Government's mandatory and **EXPORT CREDIT AGENCY (ECA)**, Euler Hermes Aktiengesellschaft, in order to guarantee interlocking assistance from Germany and in the country of destination. The Experts' focus will be on the foreign buyers and financing banks active in their respective regions, which will receive individual advice on the spot according to their needs. In addition, exporters – especially small and medium-sized enterprises – are offered support at meetings locally.

## BY YOUR SIDE

The ECA-experts are active on a regional level. They support customers and banks in Southeast Asia + Bangladesh (from Singapore), the East African region (from Nairobi) and the MENA region + Pakistan (from Dubai). Permanent presence in these regions and the fact that the Experts are located in the respective German Chambers of Commerce with their established local networks and the wide range of services they offer, provide for additional synergies.

		
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## BENEFITS FOR IMPORTERS

Financing issues, particularly with capital goods purchases, play a key role in the investment decision making. Importers' access to bank financing, longer loan tenors and preferable financing margins can significantly benefit from a backing by the Federal Government of Germany. Hence, the importer benefits from Germany's **EXCELLENT CREDIT RATING**. In many cases, it is this fact that makes financing possible in the first place. Thus, ECA-supported finance "Made in Germany" is an interesting alternative to local loans or bond financing

## BENEFITS FOR EXPORTERS

Export credit guarantees protect exporters against bad debt losses stemming from commercial or political reasons and, in many cases, they are a prerequisite for the necessary funding of a transaction to be made available.

Particularly when exporting to emerging economies and developing countries, ECA-support helps to open up markets that would otherwise be difficult to access, and to maintain business relations in challenging circumstances. Whether it is at the production stage or during export and collection of payment, your risk of losses can be covered.