

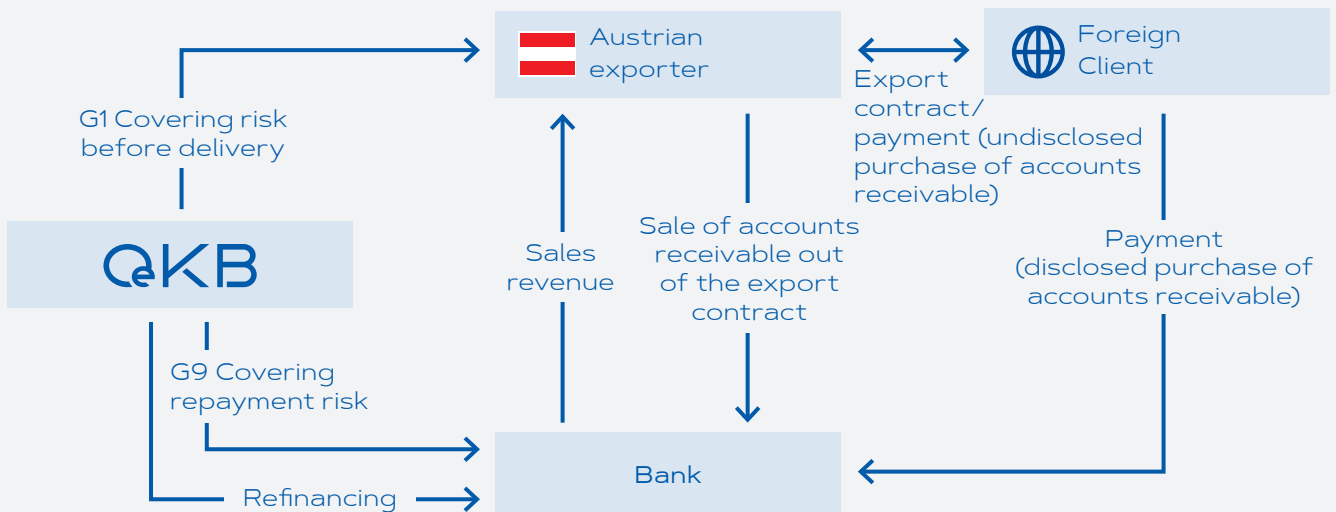
## Guarantee for the sale of accounts receivable

### 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 plan to grant him medium to long-term payment conditions. You do not want to keep these accounts receivable in your books. Additionally you seek insurance during production phase against the risk that your client does not fulfill its contractual obligations.

### Your solution

You can grant your contract partner medium to long-term payment conditions and do not need to keep the accounts receivable in your balance sheet if you sell them to your bank. The buyer pays the accounts receivable back as agreed in the export contract either to you (on an undisclosed basis) or to your bank (on a disclosed basis). 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 longer payment conditions.
- 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 cover both short and long payment conditions, as well as difficult countries and major projects.
- Improvement of the liquidity situation of your company

## 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.