



Sell more with a Supplier Credit Guarantee

A Supplier Credit Guarantee safeguards you against unpleasant surprises when you offer your customer long-term credit. There is no bank involved in the credit; the credit agreement is between you and your foreign customer.

We guarantee the main part of the risk. It means that we will pay compensation for the main part of your loss if, contrary to expectations, the customer does not pay as agreed. It sets your mind at ease, and you can say yes to providing credit.

What are the advantages of a Supplier Credit Guarantee?

Financing for your customer

You can help your customer obtain credit for placing orders with you.

Use credit as a competitive parameter

You can use a financing solution actively to promote sales. You are one step ahead of your competitors if you are able to offer your customer an attractive financing solution.

Between you and your customer

There is no third party involved in the transaction. It is only between you and your customer.

A good deal

Why not make your liquidity available so your customer can place the order with you. At the same time you can charge your customer for extending the credit.

A supplement to the Supplier Credit Guarantee

You can extend your cover with a supplement, which will provide you with more options in case your customer, contrary to expectations, does not pay as agreed. Contact EKF for more information.

What does a Supplier Credit Guarantee cover?

Application

When you provide credit to your customer

Cover

Your loss if your customer does not pay as agreed

Percentage of cover (of your loss) up to

90 %

Amount up to

Unlimited

Credit period

180 days

What are the steps in the process?

Clarification

Offer

Guarantee

Need

You wish to offer your customer credit but want extra security. We can provide that.

1

Offer

We issue an offer and send it to you. The offer includes the premium and terms.

Acceptance

You and your customer negotiate the credit agreement, and you apply for a guarantee from us.

Yes!

We issue a Supplier Credit Guarantee. The borrower repays the credit to you without us being involved. You have security for the credit during the full credit period.

Contact

You call or write to us.

2

4

5

6

Credit assessment

We assess your customer.

3

YES!

Three practical questions

How much?

You pay a premium to us for a Supplier Credit Guarantee.

The premium is calculated on the basis of

- › your customer's creditworthiness
- › the political situation in the customer's country
- › credit period

The premium ranges from 0.5% p.a. to 4.25% p.a.

What does it require?

A foreign customer.

Your customer must be creditworthy.

It should be relevant for you to offer credit exceeding six months.

The credit covers a single order.

Your company must help generate economic growth in Denmark.

You have to sign a declaration stating that the process of filling the order is conducted in an environmentally and socially responsible manner.

You must be able to obtain an enforceable legal decision in case of a possible dispute between you and your buyer.

What can you do?

Contact one of our advisors.

Obtain a credit report on your customer.

If the value of the order exceeds DKK five million, you can obtain your customer's annual accounts covering the last three years.

Obtain a credit approval of your customer from us and use financing as an extra selling point.

Visit www.ekf.dk for information on success stories, requirements and terms.