

# Insurance and Financing of Export Credits with OeKB

Forum Kazakhstan

28 September 2018

EXPORT  
SERVICES

OeKB 

# OeKB Export Services

- Export Credit Agency since 1950
- Export Financing since 1960
- 3 500 Customers
- 400 employees
- Cover for more than 150 countries

# OeKB Export Services in 2017

- Utilisation of the guarantee exposure limit of 24.4 bn. EUR
- New guarantee contracts issued: 5 355 mn. EUR
- Total lending commitments outstanding of 20.6 bn. EUR
- New lending commitments issued: 5 282 mn. EUR

# OeKB Export Insurance

- **Protection against non-payment**
  - Credit default risk in export transactions (political and economic risks)
- **Protection of investments**
  - Political risks in foreign investments



# Insured Risks

## Political Risks

- War, revolution, sanctions, embargo
- Lack of foreign exchange
- Official measures that hinder transfer of foreign exchange
- Expropriation

## Economic Risks

- Order cancellation by the foreign buyer
- Non-payment of receivables (payment default)
- Insolvency
- OeKB-insurance includes collection costs

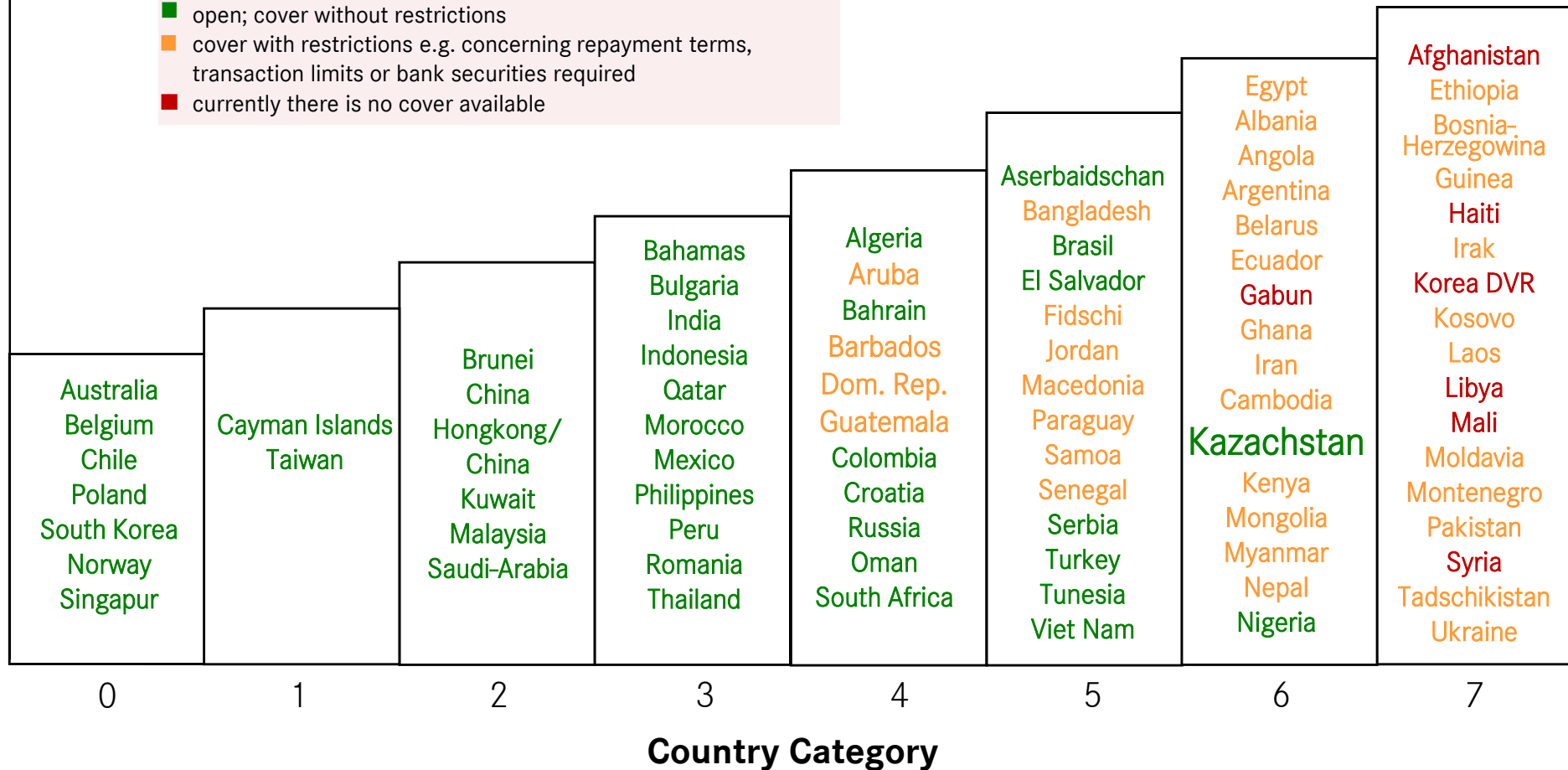
# Political Risk

## OECD country risk classification

Risk

**Legend**

- open; cover without restrictions
- cover with restrictions e.g. concerning repayment terms, transaction limits or bank securities required
- currently there is no cover available



# OeKB Cover Policy for Kazakhstan

- OECD country category 6
- Tenors up to 10 years
- Cover percentage for political risks 99 %
- Cover percentage for economic risks 95 %
- Premium for short term-risks 2.4 – 3.9 % p.a., dependent on the buyer's/the bank's credit standing
- Premium for Investment Guarantees (G4) 0.75 % p.a.

# OeKB Export Financing Solutions

- Supplier and buyer credits
- Purchase of receivables
- Working capital loans
- Avals for bank guarantees
- Foreign investment
- Since 2016: Domestic investment
  - Based on an export contract or
  - Based on the export quota



# How to begin

Exporting company provides OeKB with the key figures of the project.



OeKB responds with fast and unbureaucratic information about the possibilities and conditions.



Exporting company hands in the application.



Insurance cover and/or financing is authorized.

OeKB accompanies you actively through the whole process.

# Your Contact to OeKB

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