

EXPORT PARTNER

Export Credit Guarantees

▶ Hermes Cover Guidance



▶ Hermes Cover

Benefits of financing projects with German ECA







Low Financing Costs

- Benefit from Germany's international Rating
- Finance your project at **lower** interest rates
- Competitive overall cost structure

Longer Loan Periods

- ECA financing allows longer tenors and repayment periods
- MLT transactions have repayment terms of up to 22 years
- For certain sectors loan tenors are even longer

Flexibility

- Benefit from 70 years of experience
- **Excellent reputation and long** standing relationships with banks
- Our experience spans over:
 - multiple countries
 - numerous sectors/industries
 - various transaction sizes
 - numerous transaction types and financing structures



Your benefits in a nutshell



Bilateral relations

Strengthening of bilateral relations through trade and investment



Cover policy

Open cover policy with no restrictions or other policy limitations with many destinations for German exports

Political mandate

Promote trade flows and investment between our countries, strong political support



Cross-sectoral pipeline 888

Support transactions from very small up to large infrastructure projects / large corp. investments



Hermes Cover



Low cost of debt

Provide alternative financing with lower average cost of debt





Better conditions under OECD Arrangement

Longer tenors and more flexible repayment terms will be accessible for Turkish buyers



Required changes

Significant investments needed to achieve decarbonization. Strong supports for green projects

ACT NOW!

Make the ECA option work for your project.





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Cover from the Federal Republic of Germany for foreign business

Export Credit Guarantees and Untied Loan Guarantees have been established and effective foreign trade promotion instruments of the Federal Government for decades. Export Credit Guarantees (so-called Hermes Cover) protect German exporters and banks financing exports against political and commercial risks. Untied Loan Guarantees are to support raw material projects abroad regarded as eligible for promotion by the Federal Government.

Both promotion instruments play an important rote in fostering economic growth as well as in protecting and creating jobs. Federal Government commissioned Euler Hermes Aktiengesellschaft to manage the federal funding instruments Export Credit Guarantees and Untied Loan Guarantees.

Information on other foreign trade promotion instruments of the Federal Government can be found at www.bmwk.de/en under the heading Promotion of Foreign Trade and Investment.



EXPORT CREDIT GUARANTEES OF THE FEDERAL REPUBLIC OF GERMANY

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Export Credit Guarantees and Untied Loan Guarantees: instruments to promote foreign trade and investment provided by the



Federal Ministry for Economic Affairs and Climate Action

Commissioned to implement the federal funding instruments Export Credit Guarantees and Untied Loan Guarantees:

