

Protect your export

Let EKF take the risk when
you trade internationally
and get security for your
payments





PHOTO: PER AARSLIEFF A/S

EKF can safeguard you against surprises so that you get your money if your international transactions do not go as planned

You can export without taking any unnecessary risks with a guarantee from EKF



Sometimes you have to take a chance to become a successful company. But it doesn't mean you need to take unnecessary risks.

Perhaps you're dreaming of

- > covering your losses if your customer suddenly goes bankrupt or cancels an order
- > accepting orders even though there is a risk of war and political unrest in the country
- > being able to concentrate on new business instead of the risk of losses on old business?

We can help.

Use EKF if you want to export with confidence

We can safeguard you against unpleasant surprises so that you get your money if your international deals do not go as planned.

Although the laws, regulations and business culture in other countries are very different to Denmark, we make selling to international customers safe. With a guarantee from EKF, we safeguard you against the financial risks of your customer cancelling a contract early or going bankrupt.

We can also protect you against losses resulting from political risks such as war, import bans and foreign exchange restrictions, or the intervention of public authorities in your export transactions.

Our guarantees can protect you financially throughout a big project involving several part-deliveries. We can help you to find the solution that matches your company and your transactions.

What does it cost?

The cost of a guarantee depends, among other things, on the term of the contract, your counterpart's finances and the circumstances in the country to which you are exporting. The greater the uncertainty, the higher the cost, but the money is well spent. Both you and your bank sleep better at night knowing that your export transactions are secured against serious losses.

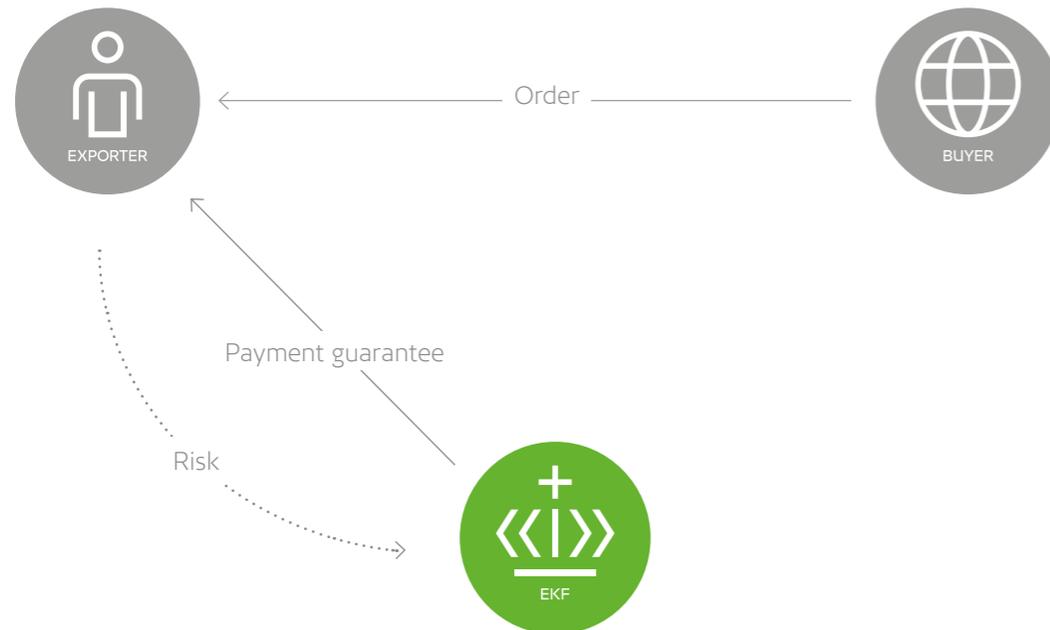
If you would like a quick indication of the cost, please do not hesitate to call us.

EKF offers free advice. You only pay if we provide you with a guarantee.

Protect your export – this is how it works

You are to supply *goods or services to a buyer abroad*, but you want to have *security for the payments*. *The solution starts with EKF.*

EKF will provide you with a guarantee for the payments, and by doing so, we assume most of your risk. If something goes wrong, we will compensate you. Once you have security for payments, you can accept the order from your buyer with peace of mind.



Arrange a meeting with EKF by calling **+45 3546 2600**, or find out more at ekf.dk

PROTECT YOUR EXPORT

CASE

Per Aarsleff gets security for port project



"When we do a job we like to get paid for it. We make sure we get paid with a guarantee from EKF," says Knud Kjærgaard Christensen, Senior Project Manager at Per Aarsleff A/S.

The Danish construction company is to expand the existing container terminal in the powy 122,500 m² (1,318,579 sq ft). Per Aarsleff A/S is to design and execute new berths, among other things. The project is worth approximately DKK 170 million but considering the difficult business climate in the country, it was crucial that Per Aarsleff A/S could be certain to receive payment.

"Lebanon is a difficult market. We wanted to participate in the project only if a substantial part of the political and commercial risks in the project could be covered. For-

tunately, that was possible," says Knud Kjærgaard Christensen.

An EKF guarantee makes sure that EKF will cover the risk, if payments are not being made during the three-year project period"

"The guarantee gives us peace of mind and the capacity to bid for projects we otherwise would have refrained from participating in," says Knud Kjærgaard Christensen. EKF has previously issued similar guarantees to Per Aarsleff A/S covering projects in Sri Lanka, Russia and Ukraine.

Moving forward

EKF is Denmark's official export credit agency. We are owned by the Danish state but operate as a modern financial institution. We help Danish companies make it attractive for others to buy goods from Denmark. We do this by protecting you against the financial and political risks involved in trading with other countries.

When EKF takes on the risk, Danish companies and their customers have a much better opportunity to get financing for their mutual business transactions under competitive conditions. A guarantee from EKF can therefore determine whether Danish companies can secure or retain a contract.

We help both large and small companies move forward. Perhaps we can help you too.

Find out more at ekf.dk



EKF
Lautrupsgade 11
DK-2100 Copenhagen
Denmark

T +45 3546 2600
ekf@ekf.dk
www.ekf.dk