

CRATONE ADVISORY SERVICES

EXPORT FINANCE

BUYER CREDIT COVER

Very long repayment plans for investment goods up to 5 years and
Access to cheap source of financing compared to local banks with the
Cratone Advisory Services Team support



CONTACT

Sezer Koyun - İstanbul/Turkey

m: +(90) 532 671 5822 e: sezerkoyun@cratone.com

Oğuz Dirlik - Hamburg/Germany

m: +(49) 176 706 78190 e: oguzdirlik@cratone.com

Head Office:

t+(90) 216 266 5888 w: www.cratone.com

TYPICAL TERMS & CONDITIONS

- Contracts between €100k & 5m (maximum financeable amount is €4m)
- Finance only in Euros
- Average interest rate of 5-10% p.a., depending on maturity and credit worthiness
- of buyer
- 6 to 60 months finance, if more than 2 years at least 15% down payment required
- Repayment plan quarterly or bi-annually

TARGET PROFILE OF POTENTIAL CUSTOMERS

- Good financial records
 - Profitable last 2 years
 - Not more than 3.0 x net debt / EBITDA
 - Equity ratio >20%
 - Contract value not more than 50% of equity
- Company at least 5 years old (unless it's an SPV for e.g. renewable energy projects)
- Purchaser of German investments goods, e.g. textile producers, automotive suppliers, manufacturers of electronic products (SMT, semiconductors, etc), water filtration companies, gas and electric companies, metal processing and manufacturing
- No military or defense

REQUIRED DATA & DOCUMENTS

- Latest two annual reports, ideally audited and in English (not a must)
- Alternatively, unconfirmed L/Cor bank guarantee (if annual reports not to be provided)
- Ideally credit agency report, e.g. Credit Reform, Bürgel, Equifax, etc.

OTHER FRAMEWORKS CONDITIONS

- Investment goods, e.g. machines, medical devices, renewable energy equipment
- Goods that are at least 51% of German origin
- Projects including services component are possible, if share of services is not exceeding 30%
- Maximum local costs of 23% in projects (e.g. for energy projects)

A product "Made in Germany" must fulfill the following requirements

- Those services and components which are crucial to the quality and valuation of the goods must have been performed or manufactured in Germany
- The description "Made in Germany" is not justified by simply assembling parts that have been prefabricated abroad, carrying out a final inspection or labeling the goods in Germany
- Some parts or components of an industrial product may certainly be supplied from abroad, but the essential parts of the final product must have been originated in Germany
- A significant refinement may justify the description "Made in Germany", but the above mentioned statement still applies here:
the refinement must be crucial to the quality and valuation of the product