

FINANCING DANISH GOODS

Danish small and medium-sized enterprises have an attractive offer for their foreign business partners. They can help you secure a long term credit from a Danish bank, when you place an order with them of up to DKK 25 million (EUR 3.3 million/ USD 4.4 million).

The solution is called an SME guarantee, as it is designed to help Danish small and medium-sized enterprises (SMEs) to do business abroad. It is backed by EKF, Denmark's official export credit agency owned by the Danish state. Here is how it works:

- 1 You want to do business with a Danish company. You would prefer a credit period of between six months and five years. >>
- 2 The Danish company approaches their bank and asks them to offer you the credit for the specific order. >>
- 3 The bank is interested in the business, but wants security for the payments before it is willing to grant you the credit facility. The bank asks EKF for an SME guarantee. >>
- 4 If EKF considers your company creditworthy, EKF will provide the bank with a guarantee for the credit facility. You are now able to make your purchase from the Danish company on very attractive terms.

» Access to long term credit when you buy goods from Denmark.

TERMS AND CONDITIONS FOR AN SME GUARANTEE

DANISH SUPPLIER	A Danish company with fewer than 250 employees and less than EUR 50 million in turnover or less than EUR 43 million in balance sheet total.
EXPORT GOODS AND/OR PROJECT	Capital goods, projects, semi capital goods and other transactions where credit terms above 180 days can be accepted.
CONTRACT AMOUNT	The maximum contract amount is DKK 25 million (EUR 3.3 million/ USD 4.4 million). Very small contracts will be considered case-by-case.
CREDIT TERMS	<ul style="list-style-type: none"> > No special terms apply for credits up to one year. > For credits above one year, 85% of the export contract amount can be financed. > The maximum credit period is five years
BANK	A Danish bank provides the credit. A list of accepted banks is available on EKF's website (www.ekf.dk).
PRICING	The relevant Danish bank can provide an indication of the total costs.

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More information about the SME guarantee and EKF is available on www.ekf.dk/uk