



EKF

Protect your export

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

**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.

Danish architecture practice safe against risk in Abu Dhabi

In 2015, Danish CEBRA architecture won a dream assignment to design a cultural centre and a park in Abu Dhabi. However, immediately the assignment posed an economic headache.

In order to win the order of about DKK 70 million CEBRA had to issue a delivery guarantee covering 10 % of the contract, which was more than the total equity of the practice.

EKF helped cure CEBRA's headache by offering a guarantee protecting CEBRA against unfair calling of the delivery guarantee to the developer. In this way, CEBRA would

not lose any sleep over their deposit of about DKK 7 million on an "open" account.

"1 % of the risk amount is a small price to pay for peace of mind about the seven million kroner deposit", says Kolja Nielsen, CEO of CEBRA architecture.

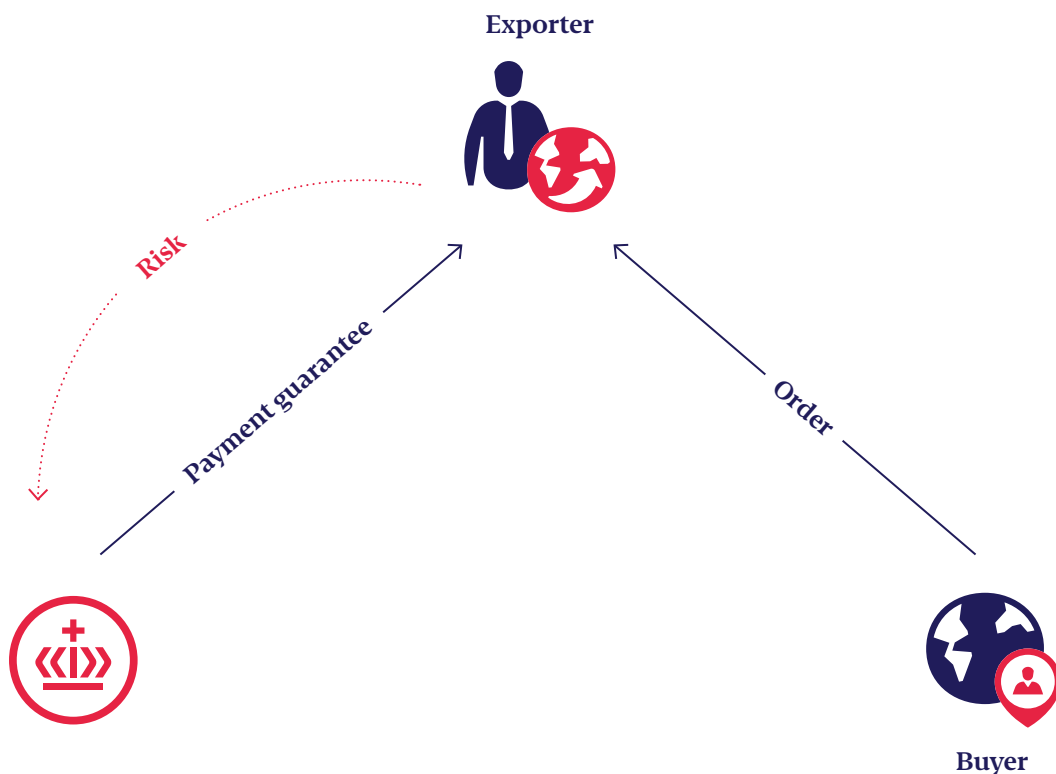
Furthermore, EKF issued a Contract Guarantee of DKK 3 million covering CEBRA's remaining outstanding amounts with the developer in Abu Dhabi. The guarantee provided CEBRA with the security that they would receive payment for the work they had done.



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.





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

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. Find out more at ekf.dk

