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Ms. Éva Kabai

Senior International International

# EXIM HUNGARY

The Hungarian export credit agency




# DOMESTIC & INTERNATIONAL ROLE



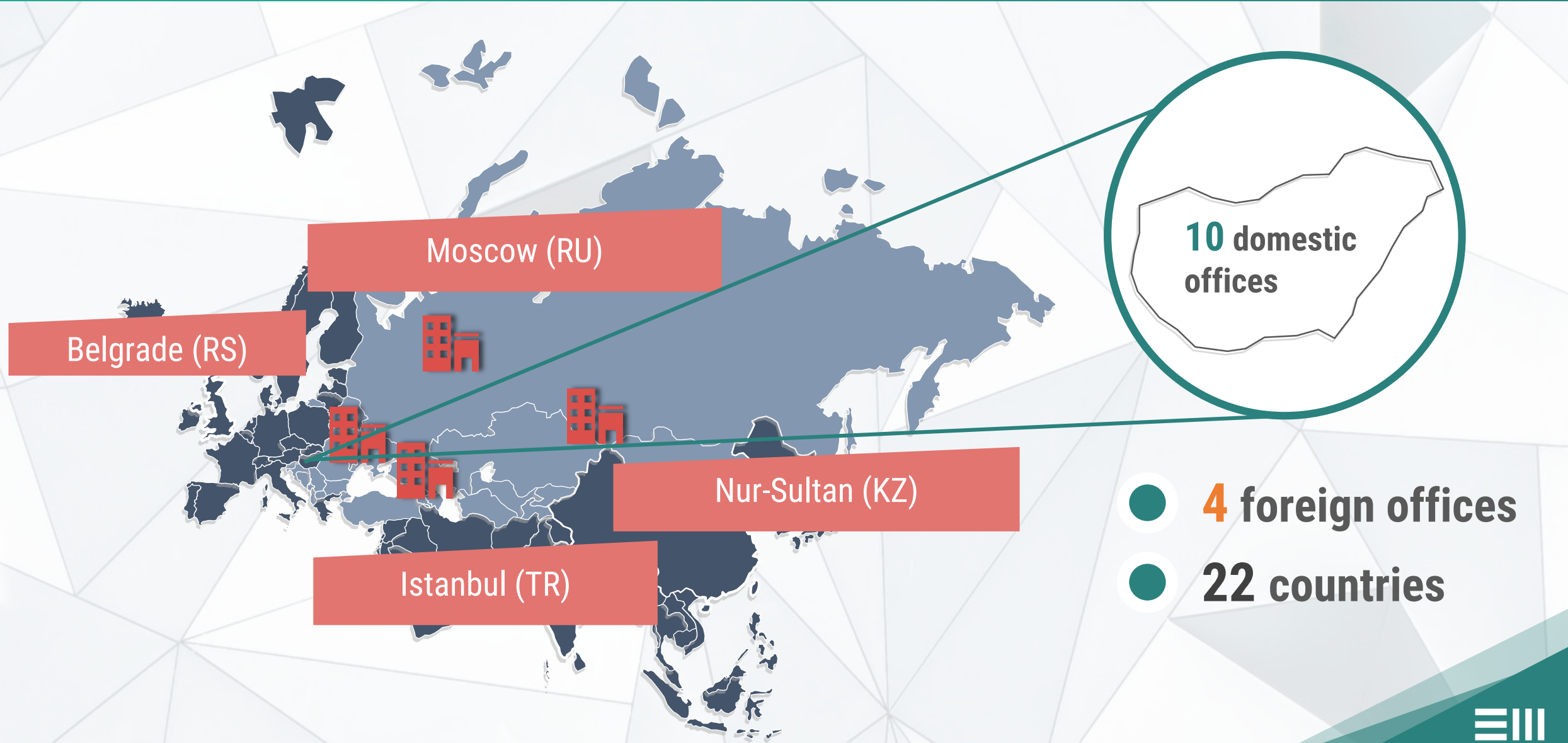
berneunion

73 countries  
84 members



 backed by the  
Hungarian State surety

# INTERNATIONAL PRESENCE



# INTERNATIONAL RELATIONS

Latest MoUs with DBs, funds  
and commercial banks



Canada

USA

Mexico

Belarus

Kazakhstan

Russia

Kyrgyzstan

Uzbekistan

Mongolia

China

Japan

Malaysia

India

Saudi Arabia

Iran

Turkey

Montenegro

Slovakia

France

Ireland

Switzerland

Georgia

Vietnam

Ghana



# FINANCING AND RISK SHARING PRODUCTS

## FINANCING PRODUCTS

- investment credit - for foreign investments
- capital expenditure loan
- leasing and investment loan
- working capital loan
- buyer's credit
- supplier's credit facilities
- forfaiting, short-term purchase of receivables
- tied aid

## RISK SHARING PRODUCTS

- investment insurance
- commercial guarantees
- manufacturing risk insurance
- loan guarantee
- export receivables insurance
- suppliers credit insurance
- supplier's credit discounting insurance
- factoring insurance

# TRADE FINANCE

## Trade guarantee types

bid bond  
advance repayment guarantee  
performance bond  
warranty bond  
confirmation



## Letter of credit (L/C)

for deferred or immediate payment



## Purchase of receivables

up to 100% of the contract value  
without reclaim



must be embodied or guaranteed  
by a banker instrument

# HUNGARIAN CONTENT - REQUIREMENTS



## PRODUCTS

>50%

at least 50% of goods exported under the financed transaction originates from Hungary



## CONSTRUCTION

>25%

at least one quarter of the value of the general contract less the costs of financing should be of Hungarian origin



## SERVICES

>50%

at least one half of the people employed by the financed client must be in a contractual relationship under a social security insurance obligation

# JOINT PROJECTS IN 3rd COUNTRIES



European Bank  
for Reconstruction and Development



THE WORLD BANK  
IBRD • IDA | WORLD BANK GROUP



IFC | International  
Finance Corporation  
WORLD BANK GROUP



European  
Investment  
Bank  
*The EU bank*





# INTERNATIONAL BUSINESS DEVELOPMENT

International  
Financial  
Institutions



Hungarian  
companies

1

Tender monitoring

2

Consortias

3

Conferences

4

Company database

**THANK YOU FOR YOUR  
KIND ATTENTION!**

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