

PRACTICAL INFORMATION



HERMES COVER SPECIAL **JANUARY 2011**

Wholeturnover Policy

EXPORT CREDIT GUARANTEES OF THE
FEDERAL REPUBLIC OF GERMANY

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Wholeturnover Policy

**THE WHOLETURNOVER POLICY:
A SUCCESS STORY OF THE FEDERAL
GOVERNMENT EXPORT GUARANTEE SCHEME**

Under the name Wholeturnover Policy, the Federal Republic of Germany has been offering a spread insurance policy covering bad debt losses from German exporters' foreign transactions for more than 25 years now. The Wholeturnover Policy has proved its worth as an instrument for the protection of short-term receivables and plays an important role in the state export credit guarantee system. It is the vehicle for a large part of the total sales insured under government cover. In the segment of short payment terms it is the predominant form of cover.

This highly successful instrument is constantly adapted to changing market conditions and further improved in accordance with the exporters' needs. Today, the Wholeturnover Policy takes its place as a flexible, easily manageable instrument which is extremely well tailored to the market's needs for protection against the commercial and political risks involved in short-term export transactions.

This brochure will attempt to give an overview of the main aspects of the Wholeturnover Policy. It cannot, however, go into every last detail. These are regulated in each specific case by the contractual basis, i. e. in the first instance the guarantee contract between you and the Federal Government. This consists principally of the General Conditions and the Special Conditions. While the General Conditions primarily represent the basis for indemnification, the Special Conditions contain many of the provisions which are relevant for the day-to-day handling of the policy, and they regulate the mechanism for obtaining cover.

**INSURING YOUR OUTSTANDINGS
AGAINST PAYMENT DEFAULT WITH A
WHOLETURNOVER POLICY**

The Wholeturnover Policy – in contrast to a single transaction policy – is a **SPREAD POLICY**. With it, you can cover the receivables from a large number of transactions against payment default.

It is primarily designed for the insurance of continuous deliveries of goods to foreign countries, which are normally traded on short payment terms. These comprise mainly semi-finished goods, consumer goods, raw materials and agricultural produce. Capital goods business in which the exporter has as a rule discharged his contractual obligations with the delivery of the goods are also eligible for Wholeturnover cover; for these transactions, the risks during manufacture can also be covered (see Product Information **MANUFACTURING RISK COVER**).

Plant and constructional works transactions as a rule need a special examination on a case-by-case basis, since they are subject under some circumstances to further requirements being fulfilled before cover can be granted (e.g. environmental aspects). This type of business is therefore unsuited to cover under a Wholeturnover Policy. For such cases, however single transaction cover is available (see Product Information **SUPPLIER CREDIT COVER**).

The origin of the goods, on the other hand, normally plays no role here. Both goods from abroad and German-produced goods are eligible for Wholeturnover cover.

You can use the Wholeturnover Policy to cover export business with **CREDIT PERIODS OF UP TO 12 MONTHS**. If you have agreed longer payment terms, the revolving supplier credit guarantee (for credit periods up to 24 months) may be a better option (see Product Information **REVOLVING SUPPLIER CREDIT COVER**). This can also be taken out in addition to the Wholeturnover Policy for certain specific customers.



PRECONDITIONS FOR GRANTING A WHOLETURNOVER POLICY

In principle **EVERY GERMAN EXPORTER** can take out a Wholeturnover Policy, irrespective of the size of the company. The Federal Government offers this instrument to large as well as small and medium-sized enterprises, and it is also independent of whether a company only trades goods or manufactures them. The branch of a foreign trading company domiciled in Germany can also be granted a Wholeturnover Policy. As an option, you can include sales made by your **DOMESTIC AFFILIATED COMPANIES** in your Wholeturnover Policy. This saves duplication of work within a group structure.

For a Wholeturnover Policy an **INSURABLE EXPORT TURNOVER OF AT LEAST 500,000 EUR ANNUALLY** is expected. Other forms of export credit guarantee are available for companies with turnover below this figure: for instance there is a spread policy specially tailored to the needs of companies with a low level of insurable export turnover, the Wholeturnover Policy Light, which covers several foreign customers. But the Revolving Supplier Credit Guarantee, which only covers the business with a single foreign customer, is also an option here. The Wholeturnover Policy, in addition, is not available for the insurance of single transaction risks. In view of the all-inclusive nature of this form of cover, a certain minimum balance of country and/or buyer risks is necessary (the **MINIMUM RISK MIX**). Thus cover depends on the particular circumstances of each individual case.

The administration of the Wholeturnover Policy can be handled to a large extent via the Internet. For the use of the **ONLINE SERVICE OF THE EXPORT CREDIT GUARANTEE SCHEME** you sign an agreement with Euler Hermes Kreditversicherungs-AG.

INSURABLE COUNTRIES: THE FEDERAL GOVERNMENT'S WORLDWIDE COMMITMENT

Under a Wholeturnover Policy you can obtain cover for exports to **EVERY COUNTRY WORLDWIDE**. The only exceptions are the EU member states together with their associated territories and the OECD countries Australia, Canada, Iceland, Japan, New Zealand, Norway, Switzerland and the USA. The reason for this restriction is that the Federal Government is in principle not permitted, as a state export credit insurer, to grant short-term cover for so-called marketable countries as a result of a mandatory ruling from the EU Commission (the Communication from the Commission). This presupposes that the private credit insurance market will make sufficient cover available in the long term for these countries.

THE ADVANTAGE OF FLEXIBILITY: YOU DECIDE HOW YOUR WHOLETURNOVER POLICY IS CONFIGURED

The Wholeturnover Policy gives you the opportunity to tailor the policy broadly to your particular cover needs. You can **DECIDE YOURSELF WHAT COUNTRIES YOU WANT INCLUDED IN COVER**. There is no obligation to include all countries. If you choose to include a country in your Wholeturnover Policy, all deliveries to private buyers in that country must be offered for cover, unless the deliveries are secured on a letter of credit or the buyer is an affiliated company.

In addition you can include certain types of receivable for the entire policy period which has the consequence that the respective turnover must be offered for cover. You can exercise the following **OPTIONS** on a country-by-country basis:

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RECEIVABLES DUE TO YOUR FOREIGN SUBSIDIARIES from their foreign customers can be included in your Wholeturnover Policy, irrespective of whether the goods are delivered by your subsidiary to a third country or to an end buyer within the country it is domiciled in. The precondition for this, however, is that you have first delivered the goods in question to your subsidiary and that the subsidiary assigns the proceeds from the sale to you prior to shipment. All options which you have chosen in respect of your own export transactions also apply to the deliveries of your subsidiary.

You additionally have the option of including **YOUR OWN RECEIVABLES DUE FROM YOUR FOREIGN AFFILIATES**. In this case, however, the Federal Government only covers

political events of loss. Affiliates are deemed to be companies in which you are a majority shareholder or on which you can exert a controlling influence over management decisions for other reasons.

If you also deliver to **PUBLIC BUYERS** such as foreign regional governing bodies (municipalities, cities) or the central government, you can include receivables due from these corporations.

A further option is for the inclusion of receivables for which a **LETTER OF CREDIT** has been opened prior to shipment of the goods. No difference is made here between sight letters of credit and deferred payment credits.

An example for the use of your options

- The exporter and his subsidiary in Austria (distributor for the CIS) have buyers in seven countries
- There are no affiliates in the buyer countries
- Receivables from Turkey are not to be insured
- Services are to be insured (they only occur in business with Argentina and Brazil)
- Public buyers (only in Algeria) are to be included
- Receivables due from Thai customers on letter of credit terms are to be included in cover.

TABLE OF THE COUNTRIES INCLUDED IN THE WHOLETURNOVER POLICY

Receivables due to the German exporter and its Austrian subsidiary	Debtor is located in...						
	Algeria	Argentina	Brazil	Russia	Thailand	Turkey	Ukraine
From private buyers	x	x	x	x	x		x
From affiliates							
From public buyers	x						
On letter of credit terms					x		
In respect of services	x	x	x	x	x		x



If you also provide **SERVICES**, these can be covered under your Wholeturnover Policy too. The inclusion of services – unlike the four inclusion options set out above – applies to all the countries included in the policy. The specific type of services to be provided to your foreign customers must be explicitly included in the Wholeturnover Policy.

COMPREHENSIVE COVER FROM THE FEDERAL GOVERNMENT

The Wholeturnover Policy covers the comprehensive catalogue of loss events which characterize the Federal export credit guarantee scheme as a whole (comprehensive cover). Receivables are insured against uncollectability due to both **COMMERCIAL** and **POLITICAL RISKS**, as well as against **PROTRACTED DEFAULT**.

The insured event is deemed to have occurred in particular when

- ▶ the buyer fails to make payment within six months after due date (protracted default)
- ▶ the foreign buyer becomes insolvent or the debt is no longer enforceable
- ▶ adverse measures taken by foreign governments, war or warlike events, civil commotion or revolution abroad prevent the payment or collection of the receivables
- ▶ amounts paid in local currency are not converted or transferred (the conversion and transfer risk)
- ▶ goods are confiscated for political reasons
- ▶ contract performance becomes impossible due to political circumstances

The exact wording of the loss events can be seen in the General Conditions. The loss which occurs most frequently in practice is **PROTRACTED DEFAULT**. If your foreign

buyer fails to pay within six months of the due date for your receivables and if you have taken the necessary measures to collect the debt, the Federal Government will indemnify the loss, provided that all other preconditions for paying a claim are fulfilled. The cause of non-payment is thus irrelevant. There is no exclusion of risks, for instance due to a contributory influence of political events.

The general rule is that the claim to the receivables must be legally valid and past due and must be regarded as being uncollectable for one of the reasons listed under the loss events above (payment default) before a claim can be paid. As soon as all the required claims documentation has been received, the claims settlement will be made within two months. After being acknowledged by the exporter, indemnification will be paid within one further month. These deadlines are maximum periods, so that it does not necessarily always take so long.

The export loss to be indemnified is paid less a **SELF-RETENTION**. For political risks this is as a rule only **5%**, for all other risks **10%**. As part of the Federal Government's economic stimulus package 2009 the uninsured portion can be uniformly reduced or all risks to 5% upon request. This measure is limited in time until the end of 2013.

More details of the indemnification process can be found in the Hermes Cover Special brochure **INDEMNIFICATION**.

HOW THE WHOLETURNOVER POLICY WORKS: CREATING THE COVER FOR YOUR SALES

When you have taken out a Wholeturnover Policy (master policy), this does not mean that the receivables due to you for deliveries of goods and/or services you carry out are automatically covered. But only three steps need to be taken to get cover for your receivables:

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Before the commencement of the Wholeturnover Policy or during the policy period limits (maximum amounts) must be fixed for each buyer. Deliveries/services for these debtors are notified online through a special service tool and then counted towards the relevant limit.

Technically the limit consists of a maximum amount for commercial risks and a maximum amount for political risks. The reason for this is that isolated cover of political risks can be offered if the debtor's creditworthiness is insufficient.

The three steps in detail:

STEP 1: APPLYING FOR A CREDIT LIMIT

In order to insure a delivery to a foreign debtor (normally your buyer) in one of the countries already included in your Wholeturnover Policy, make an application via the Online Service for an approved credit limit. The limit you request should be high enough to cover the entire sum of open outstandings which you expect from this foreign customer at any one time. If it later becomes apparent from your turnover declarations that an existing limit is insufficient to cover your actual outstandings due from a customer, you must apply for a corresponding increase in the limit on that buyer. If the expected outstandings from a customer who is otherwise eligible for inclusion in cover lie below a **DECLARATION LIMIT OF EUR 15,000**, you do not need to apply for a limit and can deliver the goods at your own risk. But if you prefer, you have the option to apply for an approved limit for these lower sales volumes too.

After receiving the credit limit application, Euler Hermes checks the financial strength of your customer. This is done at no cost to you. It helps to speed up the check if you submit any financial statements you have or credit

reports on the customer together with the application. The result of the creditworthiness check is notified to you in a **CONFIRMATION OF COVER**. Depending on the country cover policy adopted by the Federal Government for the country in question, this stipulates the conditions on which you can deliver to this customer with insurance cover. These refer primarily to the payment terms, including any security which may be required.

The confirmation of cover also sets the maximum amount (the limit) up to which the Federal Government is prepared to insure eligible business with this customer. Both a **LIMIT FOR COMMERCIAL RISKS** and a **LIMIT FOR POLITICAL RISKS** are set here. The former covers all the commercial loss events according to the policy conditions, including protracted default. The political risk limit covers (in addition) all political loss events. The political cover is automatically tied to the commercial risk cover. It is only optional if and when the Federal Government has chosen not to give a commercial limit or only a reduced limit.

The buyer's creditworthiness is thus the crucial criterion in **SETTING THE AMOUNT OF COVER** for the two limits, leaving aside special aspects connected with the country concerned. There are three main cases which may occur:

Case 1 (no cover restrictions):

If the buyer's creditworthiness presents no problems in the view of the Federal Government, a commercial limit equivalent to the sum you have applied for is granted, plus an equal amount for political risk.

Case 2 (isolated political risk cover):

If no commercial limit can be granted, the political risk limit is set in the amount you applied for, assuming of course that you ticked the appropriate box.

If you decide in the application form against isolated political cover, no confirmation of cover will be issued.



Case 3 (limited commercial and unrestricted political risk cover):

If the commercial limit applied for can only be partially granted (e.g., the buyer's creditworthiness is insufficient to justify covering the whole expected outstandings) the political limit is always accepted in the full amount applied for.

OPTIONS FOR THE SHAPING OF THE COVER

CASE 1: UNRESTRICTED COVER

EUR 100,000

▼ Commercial risk limit

EUR 100,000

▼ Political risk limit

CASE 2: ISOLATED POLITICAL RISK COVER

EUR 100,000

▼ Political risk limit

CASE 3: LIMITED COMMERCIAL AND UNRESTRICTED POLITICAL RISK COVER

EUR 50,000

▼ Commercial risk limit

EUR 100,000

▼ Political risk limit

STEP 2: NOTIFYING YOUR TURNOVER WITH THE CUSTOMER

The second step in getting cover is declaring to us the amount of your turnover with your buyer. Starting from the effectiveness of a credit limit, as soon as you have made shipments or carried out services you should notify Euler Hermes via Online Service of the receivables for them (your turnover) in the following month on a regular date to be agreed with us in advance (e.g. the 15th of the month). The **DECLARATION OF TURNOVER** only needs to list the total amount of sales broken down by country and payment terms. It is not necessary to give the amounts due in respect of goods and services from the individual buyers.

STEP 3: CHECKING WHETHER THERE IS ROOM WITHIN THE CREDIT LIMIT FOR THE TURNOVER YOU NOTIFY

The declaration of turnover is a necessary condition for getting cover, but not sufficient in itself. Whether particular receivables notified to us in this way are in fact insured by the Federal Government – meaning that they can be indemnified if the claim is valid – depends on whether there is room for it within one of the two limits set.

You yourself check whether there is still room for the receivables within a credit limit or whether it is already exhausted. Since the Federal Government only receives a declaration of the turnover for the individual countries, it cannot usually determine when a declaration is received whether a specific account is insured or not. A check on this would only be made in the event of any claim you might make, based on the documentation you submit with the claim (e.g. customer accounts and export contracts).

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EXAMPLE OF A DECLARATION OF TURNOVER

Declaration of turnover 15th April

Despatched on 04.03.	EUR 320,000 to customer X in Brazil	Brazil	EUR 370,550
Despatched on 10.03.	EUR 50,550 to customer Y in Brazil		
Despatched on 14.03.	EUR 440,000 to customer A in Russia	Russia	EUR 472,800
Services carried out on 15.03.	EUR 28,000 for customer B in Russia		
Despatched on 29.03.	EUR 12,000 to customer C in Russia		

The utilization of the two limits works as follows: an account which has been notified takes up part of both the commercial and the political limit. When an account is paid by the foreign buyer, an equivalent amount is freed up in each of the two limits. This room is available for new receivables (the revolving principle).

It should be noted that the two limits are to be regarded as being separate. In the normal case of the commercial limit applied for being fully granted (see p.7 Case 1), the receivables concerned fill both the commercial and the political limit – that is to say, you are covered against all the loss events under the policy in the event of payment default by your buyer, whether commercial or political.

If, however, your commercial cover is restricted (a lower commercial limit as described in Case 3), an account which you notify will only be included in the limit if there is free cover available for it. The same is also true of the political limit, but since this as a rule is sufficiently high, the account is usually included in it in full. You should note that the Federal Government offers you maximum flexibility in the case of restricted commercial cover: you have the option of declaring turnover in full, only partially or not at all.

THE WHOLETURNOVER POLICY – EASY TO HANDLE

Many of the functionalities needed for the administration of the Wholeturnover Policy can be carried out easily and conveniently via the Internet (the Online Service of the export credit guarantee scheme). Besides limit applications and the monthly declarations of turnover, you can also use this medium to send messages and information to Euler Hermes electronically. Country-related terms of cover, confirmations of cover and important letters from Euler Hermes such as the cancellation of a limit will be sent to you additionally by post as in the past.

THE ONLY COSTS OF THE WHOLETURNOVER POLICY: THE PREMIUM BASED ON YOUR TURNOVER

Euler Hermes charges an **INDIVIDUALLY CALCULATED PREMIUM** for your Wholeturnover Policy based on your particular risk situation, which applies for the entire insurance year. The major material aspects such as short-term country risks and the payment terms you have agreed with your foreign buyers are factored into this. Other criteria in handling the policy, e.g. the amount of turnover insured, both overall and/or per individual limit, influence the level of premium. In principle it can be said



that the greater the risk in the spread of cover under the policy, the higher the premium rate. A well-balanced risk mix, on the other hand, will mean a more favourable premium. You can therefore influence the premium in a positive direction by including less risky countries and/or less risky turnover.

The premium rate is set out in the Wholeturnover Policy. It distinguishes between turnover with payment terms up to six months and that with credit periods between six and 12 months.

Premium is invoiced monthly on the basis of the turnover you declare. This means that premium is only charged on the turnover you actually make, not on amounts outstanding. All costs for the Wholeturnover Policy are covered by this **PREMIUM ON TURNOVER**. There are no additional credit rating fees, handling or renewal fees. Nor is VAT or insurance premium tax payable. As well as this, any excess premium charged and paid can be refunded on request.

The premium rate is recalculated when the routine annual renewal takes place and the new premium – together with any changes in conditions – is offered for your acceptance. In response to a widespread wish of exporters, the Federal Government tailors this to the individual loss experience of a Wholeturnover Policy by employing a system of **PREMIUM LOADING POINTS**. This is only applied from the third consecutive insurance year onwards. The starting premium rate determined as a result of the initial risk assessment mentioned above is then adjusted, either adding a surcharge or deducting a discount on the basis of the loss experience made with the Wholeturnover Policy up to then. The amount of surcharge or discount is calculated by setting the premium paid in relation to the claims actually paid out less any subsequent payments from the foreign buyer (recoveries). The period under review for this is normally the 12 months preceding the renewal offer. If the proportion is favourable for the Federal Government, you profit from

this in the shape of a discount on the original premium rate. Conversely, if it is negative, a premium surcharge will be applied for the following insurance year.

This premium loading system works as follows:

- ▶ If the Federal Government has paid no claims during the period under review or if claims indemnified come to no more than 10% of the premium paid, you benefit from a discount of 5% on the original premium for the following insurance year.
- ▶ If the claims paid during the period under review exceed the premium paid, a surcharge of at least 10% on the original rate will be applied.
- ▶ If claims came to more than 10% of premium paid, but total premium was not exceeded, neither a surcharge nor a discount is applied. The surcharge or discount calculated on renewal remains in place and is raised or reduced each subsequent year by the amount of the newly calculated surcharge or discount. The accumulated discount can reach a maximum of 25%, the accumulated surcharge can go up to 30%.

THE SIMPLE WAY TO GET YOUR WHOLETURNOVER POLICY

Just a few steps and you can have a Wholeturnover Policy:

1. Get in touch with one of the special advisers at your regional Euler Hermes office who only deal with the Federal Government export credit guarantee scheme. They will clarify together with you the best way to address your insurance needs and explain the appropriate type of cover, and can give you a first rough estimate of what it would cost.
2. If a Wholeturnover Policy is suitable for you, you give details of your insurable turnover and other related information in a proposal and use the optional choices to decide yourself the amount of cover you want.

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AN EXAMPLE SHOWING HOW THE PREMIUM LOADING SYSTEM IS APPLIED

Year	Reasons for the premium calculation	Discount/ surcharge	accumulated	premium rate in %	loss experience in observation period
1	Starting premium	./.	0 %	0.50	no claims
2	Premium loading not yet applied	./.	0 %	0.50	no claims
3	No claims, so discount, rounded off to 0.475 %	5 % discount	- 5 %	0.48	claim of EUR 1,900
4	Claims in previous year less than 10 %, so discount	5 % discount	- 10 %	0.45	no claims
5	No claims, so discount, rounded off to 0.425 %	5 % discount	- 15 %	0.43	claim of EUR 1,000
6	Claims in previous year less than 10 %, so discount	5 % discount	- 20 %	0.40	claim of EUR 1,900
7	Claims now over 10 % (in contrast to last 3 years), but under premium so neither discount nor surcharge	./.	- 20 %	0.40	no claims
8	No claims, so discount, rounded off to 0.375 %	5 % discount	- 25 %	0.38	claim of EUR 24,000
9	Claims exceed premium, so surcharge	10 % surcharge	- 15 %	0.43	(..)

For the sake of simplicity, a constant annual turnover of EUR 4 million with a constant risk is taken as a starting point. The starting premium rate is 0.5 %, i.e. the first annual premium is EUR 20,000.

- Euler Hermes calculates the definitive premium appropriate for your individual risk situation on the basis of this information and draws up a non-committal draft policy.
- If the suggested conditions are in line with your expectations, you send the application for a Wholeturnover Policy back to Euler Hermes together with an application to become a subscriber to the Online Service of the Export Credit Guarantee Scheme.
- The Wholeturnover Policy will be sent to you shortly afterwards. This comprises the General and the Special Conditions. Your contractual partner is the Federal Government; Euler Hermes merely acts on their behalf and handles the entire administration of the Wholeturnover Policy.
- The Wholeturnover Policy then runs for one year from the date stipulated in the policy documents. It is not necessary to give notice of cancellation. You will re-

ceive an offer from Euler Hermes to renew the policy automatically, as a rule about three months before it is due to expire. If you do not inform us that you do not want to renew, the policy, with the new conditions which may be set out in the offer, will be continued for a year.

THE ADVANTAGES OF A WHOLETURNOVER POLICY AT A GLANCE:

The Wholeturnover Policy has a whole raft of benefits which make it attractive both for small and medium enterprises and large exporters based in Germany. Here is an overview of the main advantages:

- As part of the Federal Government's economic stimulus package II of 2009 extended options for cover are available. Information on this can be found at WWW.AGAPORTAL.DE
- **COVER FOR BUSINESS WORLDWIDE**, with the sole exception of the EU and the core OECD countries.



- ▶ **EVERY EXPORTER CAN GET IT** irrespective of size (only insurable export turnover of EUR 500,000 necessary).
- ▶ **OVER TAILORED TO YOUR NEEDS AND VERY FLEXIBLE IN USE**
 - you choose the list of countries (there is obligation to include a country)
 - you decide what receivables to include (within an optional range)
 - declaration threshold of EUR 15,000
 - political risk cover can be freely chosen when commercial cover is restricted
- ▶ **COMPREHENSIVE COVER FOR YOUR RECEIVABLES AGAINST PAYMENT DEFAULT**
 - with payment terms of up to 12 months
 - in the normal case all commercial and political risks are covered including prompt indemnification in the event of protracted default at no extra premium and without any increase in the self-retention
 - receivables due from public buyers and your own affiliates can be covered
 - export turnover generated by your own German subsidiaries or affiliates can be included in Wholeturnover Policy
 - foreign goods are covered in principle
- ▶ **FAIR AND TRANSPARENT CONDITIONS OF COVER**
 - clear and comprehensible policy wording
 - calculable costs
 - premium charged only on declared turnover
 - no additional credit risk assessment or handling fees
 - no VAT or insurance tax
 - premium rate applies for the whole policy year
 - no minimum premium/downpayment of premium
 - no-claims discount (premium loading system)
- ▶ **FAVOURABLE CLAIMS PAYMENT**
 - a low self-retention: for a commercial risk loss including protracted default it is 10%, for political losses only 5%
 - no maximum liability in relation to the annual premium paid
- no annual aggregate deductible
- no each and every first loss
- transactions in frequently used foreign currency are indemnified in Euros at no extra premium and with no exchange rate restrictions
- insured debts are still indemnifiable even after the Wholeturnover Policy has expired or irrespective of whether it is renewed (losses attaching cover).
- ▶ **EASY TO HANDLE**
 - via the Online Service of the Export Credit Guarantee Scheme
 - simple to use without a lot of red tape
 - monthly declarations of turnover only broken down by country turnover
 - credit rating of your customers by the Federal Government
 - declaration threshold EUR 15,000
 - you can pay by direct debit
- ▶ **IT CAN BE USED FOR REFINANCING (FORFAITING)**
 - to enhance liquidity
 - to expand your bank credit lines

WE WILL BE HAPPY TO ADVISE YOU

The special advisers in your nearest regional sales office as well as the experts at Euler Hermes Head Office in Hamburg will be happy to answer any questions you may have concerning taking out and handling a Wholeturnover Policy.

You can find who to get in touch with and where on the website of the Export Credit Guarantee Scheme at WWW.AGAPORTAL.DE under "Service" > "Your contacts".

Dr. Ingo Junker

Cover from the Federal Republic of Germany for business transactions abroad

The German Government supports German business ventures abroad with its Export Credit and Investment Guarantee Schemes as well as the Untied Loan Guarantee Scheme, thus securing economic growth and safeguarding jobs. To this end, the Federal Republic of Germany provides guarantees against commercial and political risks in connection with export transactions as well as against the political risks of foreign direct investments. In addition to this framework, it is also possible to cover the commercial and the political risks of untied loans relating to projects which are in the overriding national interests of Germany.

The German Government has mandated a consortium formed by Euler Hermes Kreditversicherungs-AG and PricewaterhouseCoopers Aktiengesellschaft Wirtschaftsprüfungsgesellschaft to manage these promotion schemes.



Federal Ministry
of Economics
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OUR PARTNERS



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