



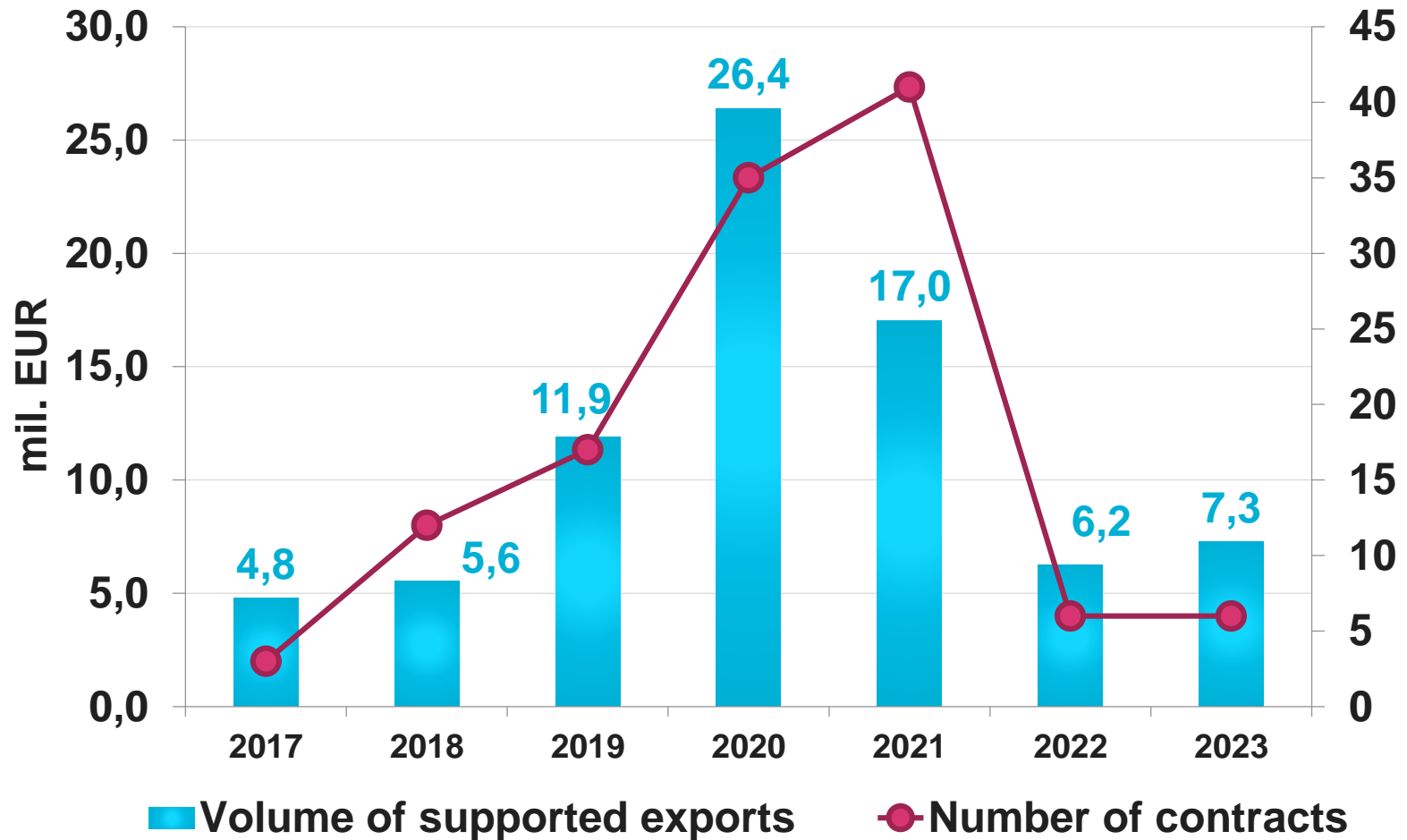
UKRAINE FUND: EXPORT SAFELY TO UKRAINE WITH EGAP INSURANCE

MICHAL JANKŮ

OCTOBER 9, 2024

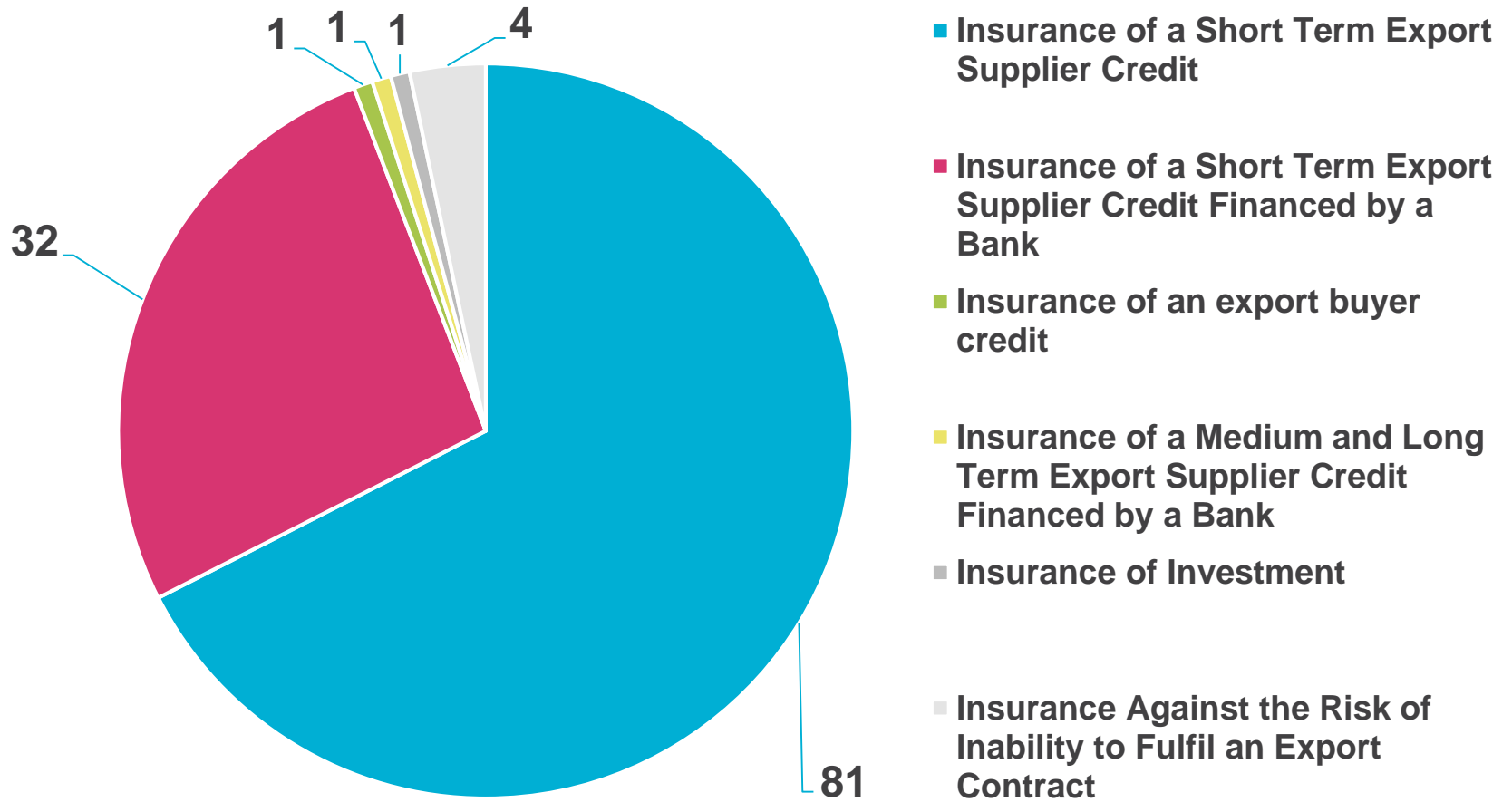


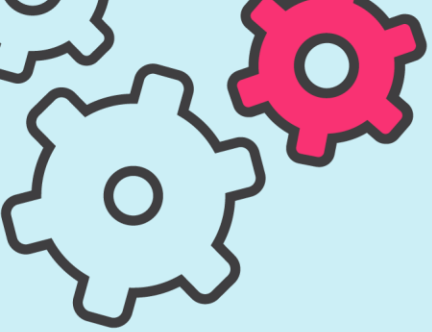
EXPORT TO UKRAINE (2017-2023)



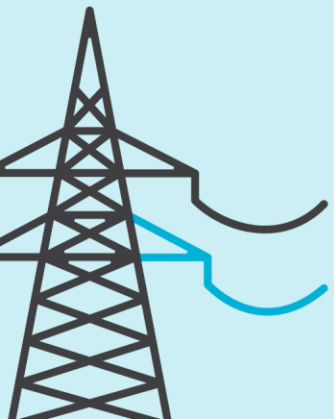
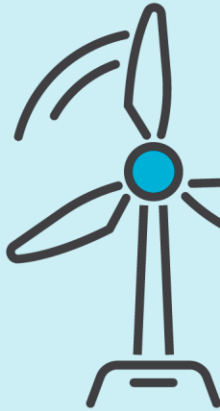
EXPORT TO UKRAINE (2017-2023)

NUMBER OF INSURANCE CONTRACTS





UKRAINE FUND



UKRAINE FUND

BASIC CONDITIONS

Possible types of insurance	<p>B - Insurance of a Short Term Export Supplier Credit</p> <p>Bf - Insurance of a Short Term Export Supplier Credit Financed by a Bank</p> <p>V - Insurance Against the Risk of Inability to Fulfil an Export Contract</p>
Subject of export	goods and services
Maximum insurance value	5 million EUR per foreign buyer
Fund capacity	13,5 million EUR
Maximum insurance period	<p>up to 1 year</p> <ul style="list-style-type: none"> for B/Bf - maximum maturity of the insured supplier credit for V - duration of the insurance cover according to the insurance contract

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OTHER CONDITIONS

- › positive experience with the importer (direct/non-direct)
- › geographical aspect - the importer is located outside the war zone at the time of insurance, and the mode of transport is not affected
- › a standard conditions according to the insurance product

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INTERNAL ASSESSMENT

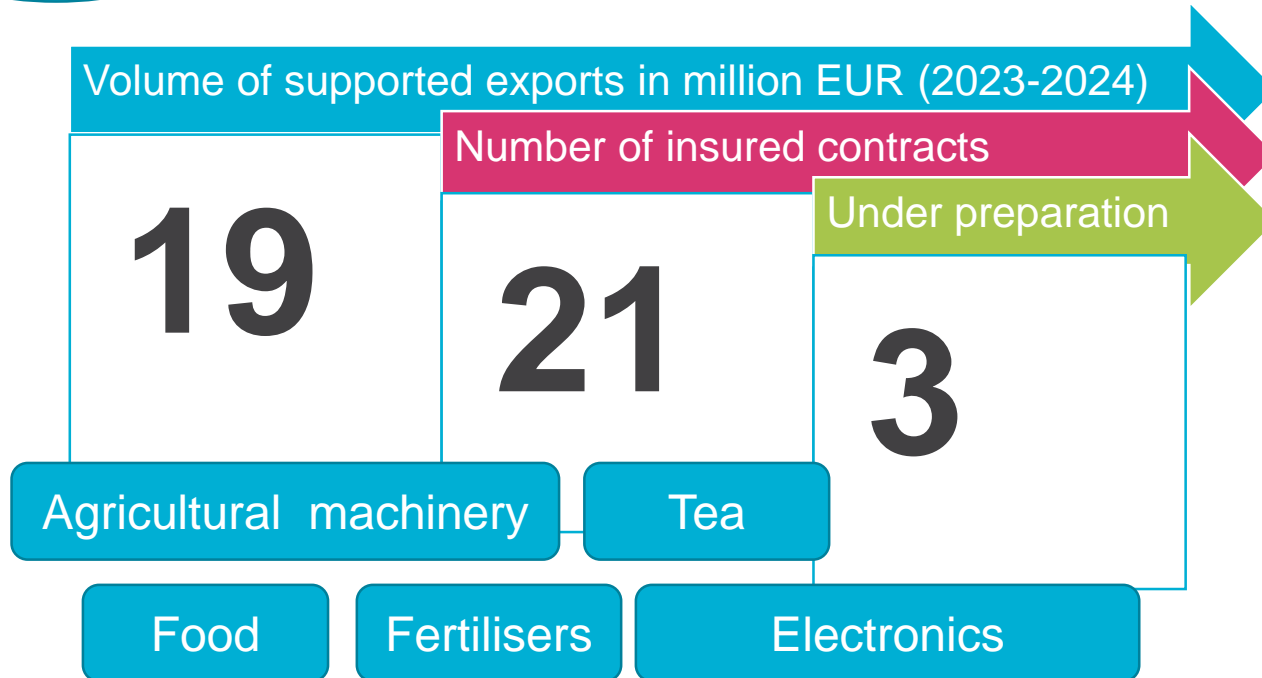
The assessment of the insurability of the Ukrainian borrower will be carried out according to EGAP's standard internal methodology based on:

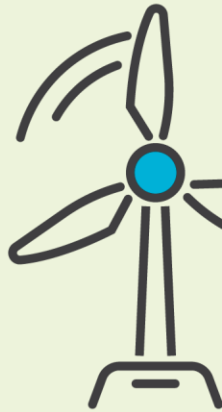
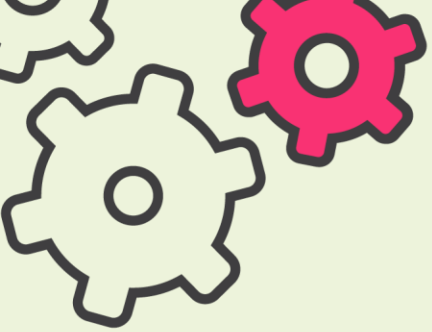
- › evaluation of the current financial situation based on the financial statements for the last 3 years
- › an acceptable internal rating and limit
- › verification of the existence of the importer and its location or operation outside the war zone

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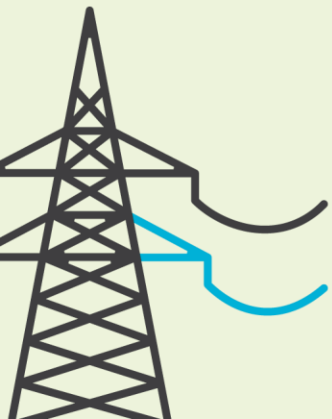
applications

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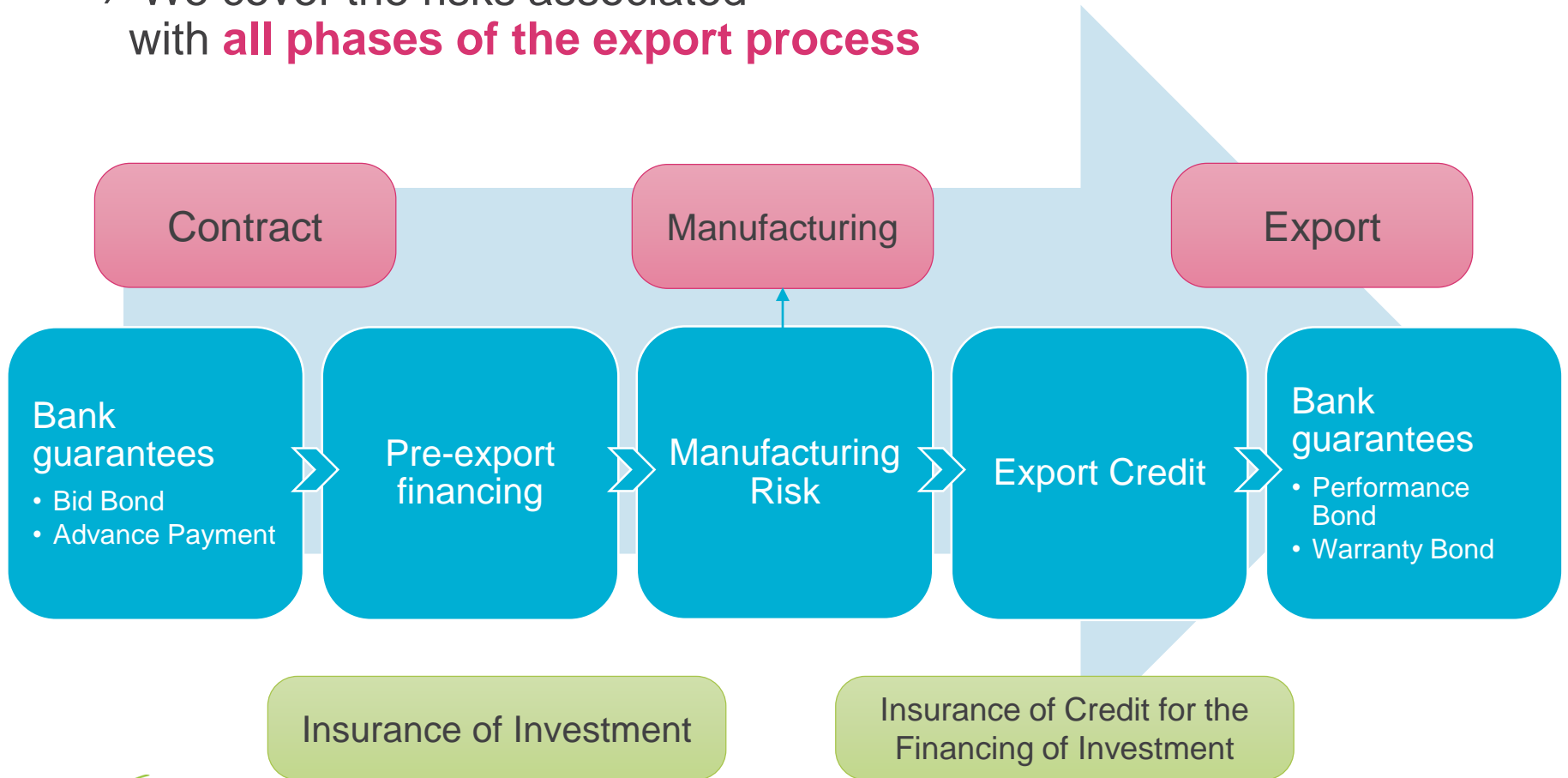


PRODUCT PORTFOLIO



OUR PRODUCT PORTFOLIO FOR ALL RISKS

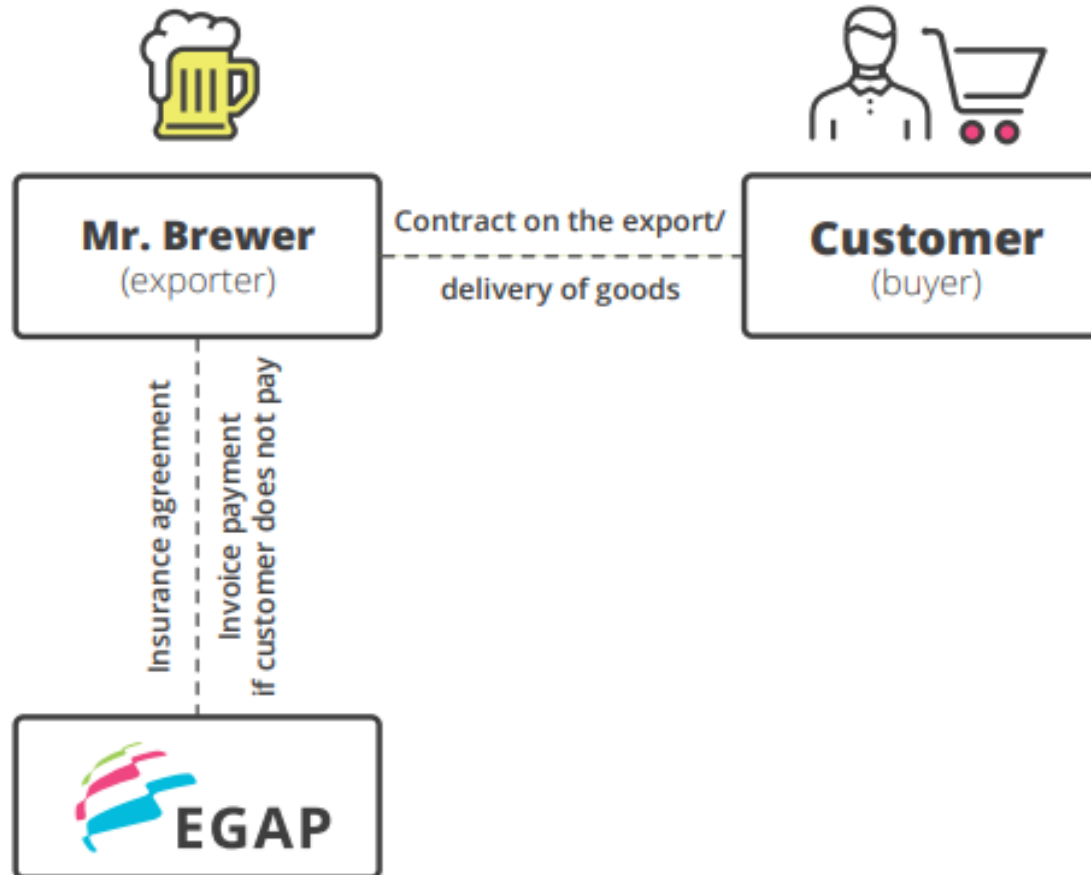
› We cover the risks associated with **all phases of the export process**



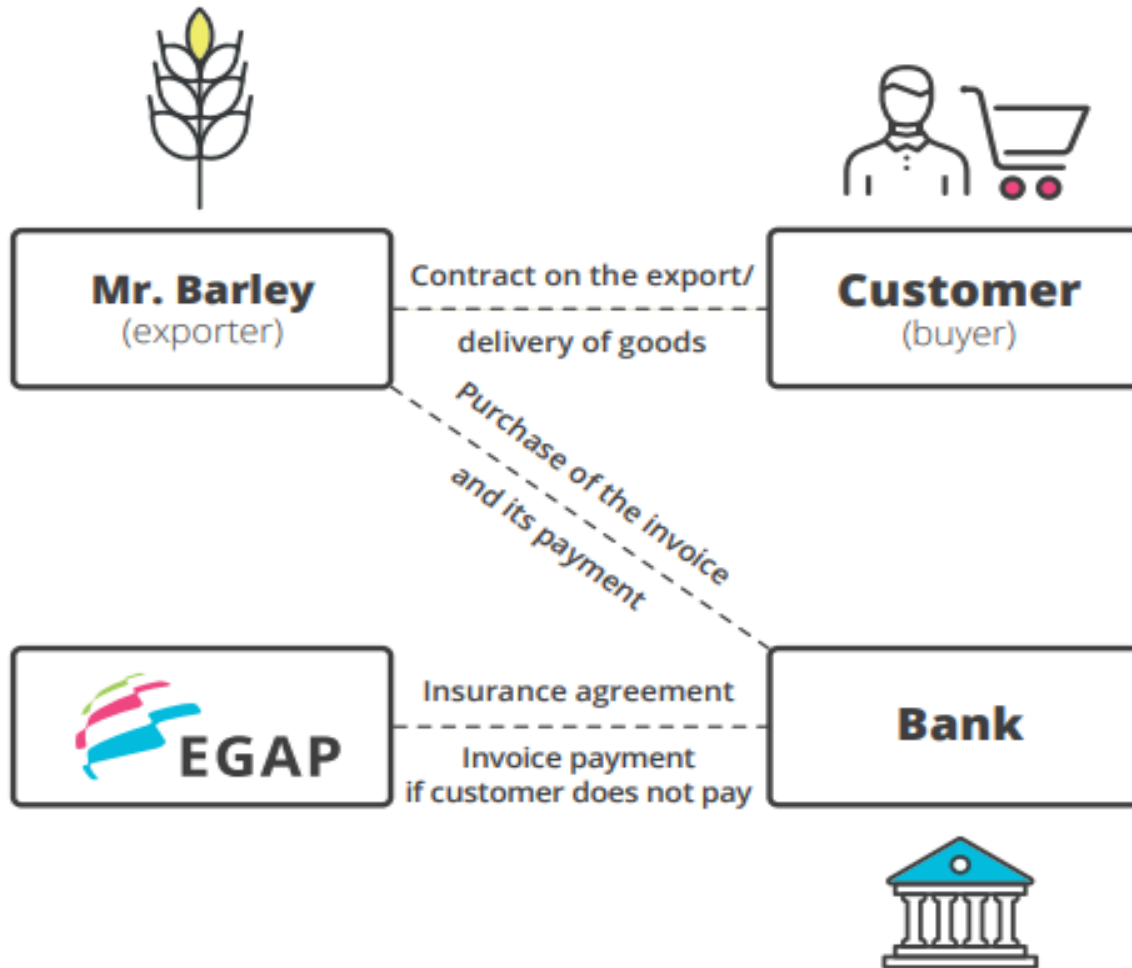
INSURANCE OF A SHORT TERM EXPORT SUPPLIER CREDIT

- › The export supplier's credit is a credit provided by the exporter to the importer in the form of deferral of payment for the delivered goods or services
- › The maturity of short term export supplier's credit is **up to 2 years (Ukraine Fund limited up to 1 year)**
- › The insured is directly the exporter against the risk that the importer does not pay in the due date properly the whole owing sum, i.e. the price for the delivered goods and services

SCHEME WITHOUT THE BANK FINANCING



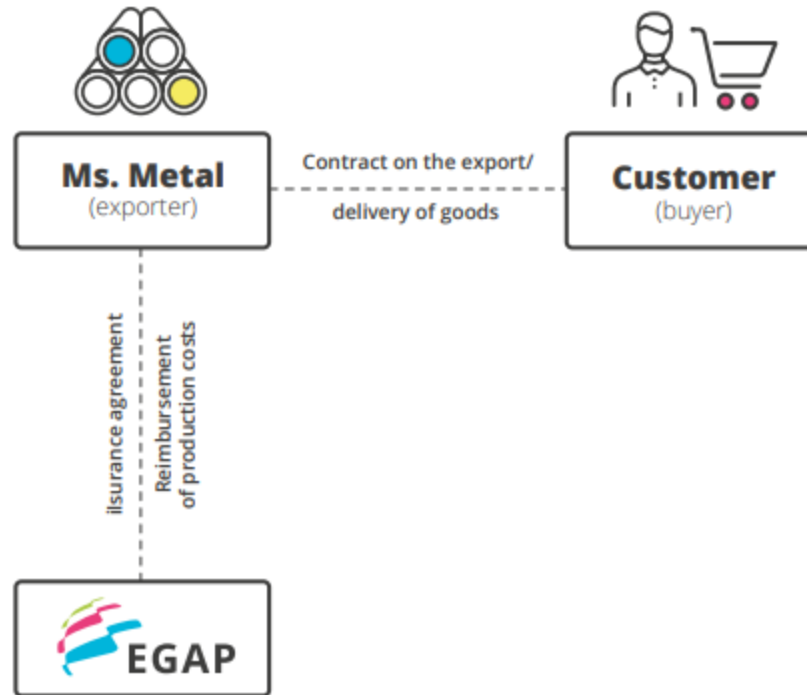
SCHEME WITH THE BANK FINANCING



INSURANCE AGAINST THE RISK OF INABILITY TO FULFIL AN EXPORT CONTRACT

- › The risk of inability to fulfil an export contract (so-called manufacturing risk) consists in possibility of **cancellation or interruption of an export contract** on foreign importer's part during manufacturing
- › The insured party is directly the exporter
- › An insurance loss is partial or full impossibility for an exporter to fulfil an export contract on the agreed dates
- › It may be arranged either separately or in succession to insurance of the export or pre-export credit

SCHEME OF INSURANCE MANUFACTURING RISK



INSURANCE FOR EXPORT-ORIENTED COMPANIES

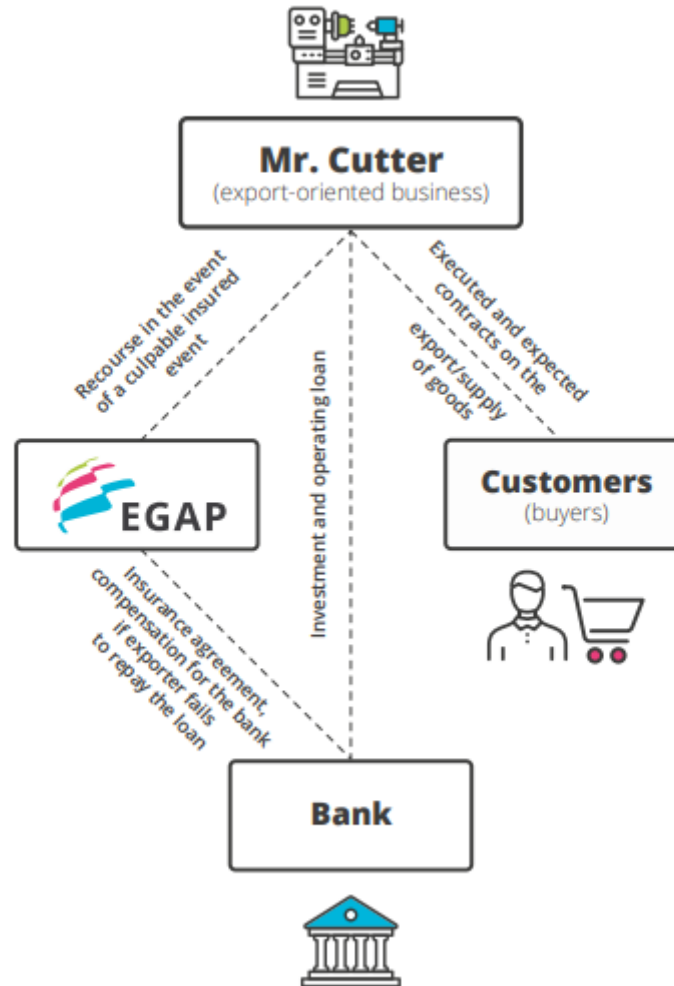
- › The insurance can be used for investment loans or for operating loans for additional working capital
- › The target client is a Czech company that has an **export share of at least 25 % of its sales** in the last accounting period
- › The applicant for insurance is the financing bank
- › Maximum insurance coverage is 80%, i.e. the bank's deductible is always at least 20%

INSURANCE FOR EXPORT-ORIENTED COMPANIES

PRODUCT INTENTIONS

- › Insurance applicable to **all banks in the market**
- › For investments with long-term loan maturities
- › **Flexible financing** without being linked to a specific export contract
- › Investments in the expansion or modernisation of production and operational financing of an export-oriented enterprise

SCHEME OF INSURANCE FOR EXPORT-ORIENTED COMPANIES



UKRAINE FUND

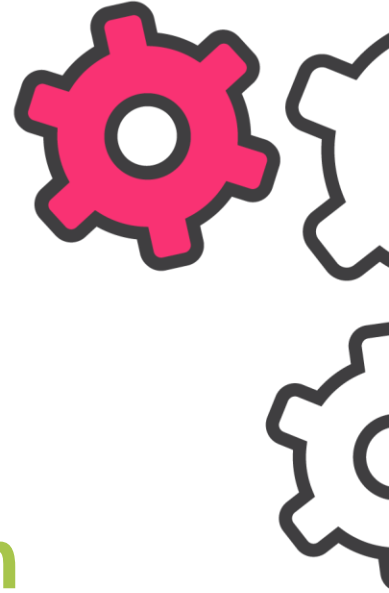
apply ONLINE

www.egap.cz



or contact us

akvizice@egap.cz



Thank you for you attention

Michal Janků

jankumi@egap.cz

