

# Export Guarantee

– an instrument for covering domestic needs for collateral in exports

By means of an Export Guarantee, an exporter can acquire pre-delivery or post-delivery financing for working capital from a bank. An Export Guarantee can also serve as countersecurity for a bank that grants a bank guarantee required in the delivery contract signed with a foreign buyer.

In one way or another, the project must benefit economic development in Finland; in other words, it must serve a Finnish interest.

Finnvera's guarantee covers a maximum of 80% of a loan or other financial commitment.

## Export Guarantees can be issued for the following purposes

- provision of financing for pre-delivery working capital needs in export projects, such as financing for manufacturing costs and raw material purchases;
- provision of financing for post-delivery working capital needs (financing to cover the payment term granted to the buyer);
- bonds pertaining to delivery contracts (bid bonds, advance payment bonds, bonds for manufacture, delivery and warranty periods).

There are no limits concerning company size. In general, financing is not available for exports to subsidiaries or associated companies. However, if the exporter is a domestic parent company and the end client is a buyer outside the Group, exports may also take place via a subsidiary or an associated company.

There are no restrictions concerning the business sector of export projects. Export Guarantee can also be granted for the exports of services.

Applications for pre-delivery or post-delivery financing of exports or for bonds associated with delivery contracts, i.e. applications for Export Guarantees, are processed by Finnvera's Regional Offices.

- Does your company need working capital for manufacturing export products or for financing the payment term granted to the buyer?
- Do the export contracts of your company involve bonds required by buyers?

## Fees collected on the guarantee

The guarantee-holder is required to pay an annual guarantee commission that depends on the profitability of the client company, the operating risk associated with the business, the guarantee period, the target country and any counter-security that may be lodged. In addition, a handling fee is charged.

## Application procedure

You can apply for a guarantee by filling in an online application on Finnvera's website ([www.finnvera.fi](http://www.finnvera.fi) >Online Services) or by using a printable application form (>Products), which is sent to our nearest Regional Office.

- You can apply for Finnvera's financing, loans and guarantees online at [www.finnvera.fi](http://www.finnvera.fi) - Online Services.
- Telephone Service 029 460 2582 – advice on financing and on how to fill in applications.

### Finnvera plc

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[www.finnvera.fi](http://www.finnvera.fi)

### Regional Offices

Helsinki, Joensuu, Jyväskylä,  
Kajaani, Kuopio, Lahti, Lappeen-  
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