EXPORT FINANCE SOLUTIONS

CREDENDO

CREDENDO EXPORT FINANCE SOLUTIONS OFFERS **TAILORED ADVISORY AND FINANCING SERVICES** TO SUPPORT BELGIAN EXPORTERS, ESPECIALLY SMEs. WE HELP YOU TO **SECURE EXPORT TRANSACTIONS**, FOCUSING ON DEALS LINKED TO THE BELGIAN ECONOMY, BY PROVIDING **GUIDANCE AND FUNDING SOLUTIONS**.

What is Credendo Export Finance Solutions?

Credendo Export Finance Solutions aims to support exporters by offering tailored advice, high-level structuring, expert guidance on export transactions and financing solutions. We want to optimise contract-related financing for you and your client, including direct lending.

What does Credendo Export Finance Solutions offer?

1. Advisory and structuring services

A dedicated advisory and structuring team provides you with the expertise and support that you need. Getting the right advice and securing financing for export contracts can be challenging, especially for SMEs. Our goal is to make this process as seamless and efficient as possible.

As your strategic partner in export credit finance, Credendo offers you premium services to advise and guide you through the preparation and structuring of your export transactions. This will enhance your competitiveness and export opportunities in international markets and help you to navigate the increasingly complex export financing landscape.

Our expert team will work alongside you to assess the financing solutions available for you and your clients, and to identify the best transaction structure to find a financing solution and master political and commercial risks. Throughout the advisory and structuring process, Credendo assesses the insurability of export transactions and suggests the best scenario for you. Together we can find a financing solution for your export contract, covered up to 95-98% by a Credendo insurance policy.

In addition to our advisory services, we assist you in finding the right financing institution for your transactions.

2. Direct financing

For some markets, regions or sectors, or for certain contract amounts, the financing market appetite for your contract may be low or may not match your expectations. Credendo can supplement financing for the transactions structured by Credendo Export Finance Solutions through its direct financing solutions in the form of Forfaiting and Credendo Buyer Credit.

Further details on our funded solutions can be found in our product leaflets.

Your export contract is our business

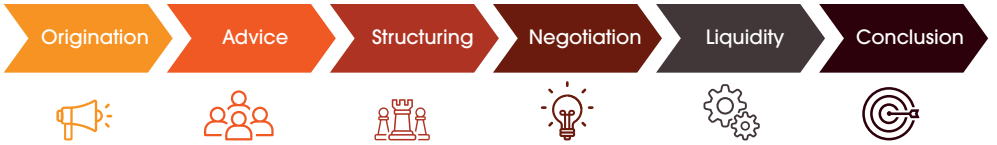
Credendo offers expert advisory and structuring services, tailored financing solutions and strategic partnerships that go beyond traditional support.

On top of this support, we actively seek new opportunities to help you succeed and are constantly on the lookout for ways to enhance your export transactions. We leverage our broad network of financial institutions to find the best financing options for you, ensuring favourable conditions and mitigating risks. We support you from start to finish, offering advice at each stage of the process and co-negotiating deals to achieve the best outcome.

Who can benefit from these services?

Exporters of capital goods and related services with a Belgian content, and in particular SMEs, can benefit from the services of Credendo Export Finance Solutions. The scope of services may differ based on the size or complexity of the export transaction.

For transactions up to EUR 25 million, we offer full services, including analysing and structuring the transactions, negotiating high-level structuring with your client and ensuring bankability with the identified funding partners.



For larger transactions or transactions with high complexity, Credendo offers analysis and advice on how to generally optimise the transaction in terms of bankability, provides high-level advice on key parameters and liaises with external partners who can further support (e.g. external advisors, financial advisors or funding partners).

How much do the advisory and structuring services cost?

Credendo's advisory and structuring services are part of the overall service delivered by Credendo to exporters and will not be invoiced separately, except for agreed transaction-specific expenses, such as travel or legal costs.

For any credit insurance solutions offered within the scope of Credendo Export Finance Solutions to both the exporter and the financing bank, the normal premium methodology (based on the risk profile of the transaction) will apply, and the premium will depend on the quality of the debtors, the country and the tenor.

Would you like more information about Credendo's advisory and structuring services? Please contact us.

Further information
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Credendo refers to Credendo – Export Credit Agency, the official Belgian export credit agency created in 1939. It is covered by the Belgian State guarantee and has an 'AA' rating from S&P Global.

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