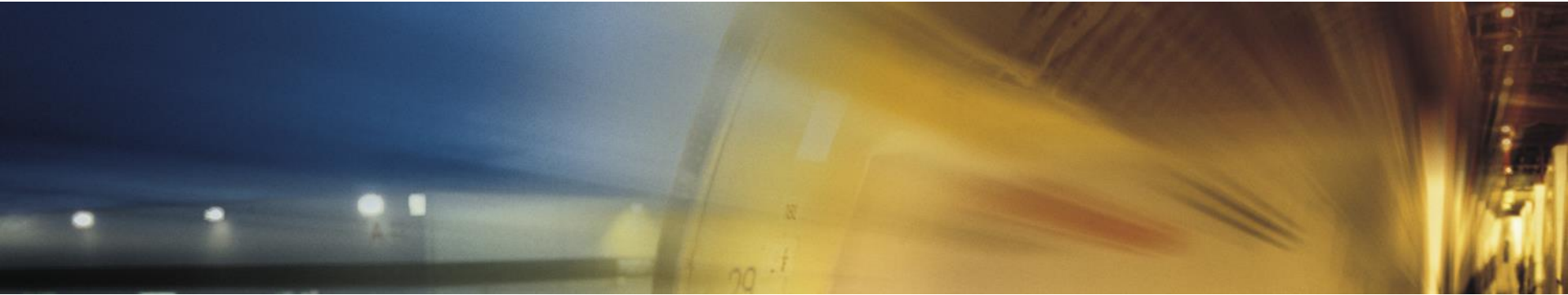


SERV - Finance & Insurance for Swiss Companies in Ukraine



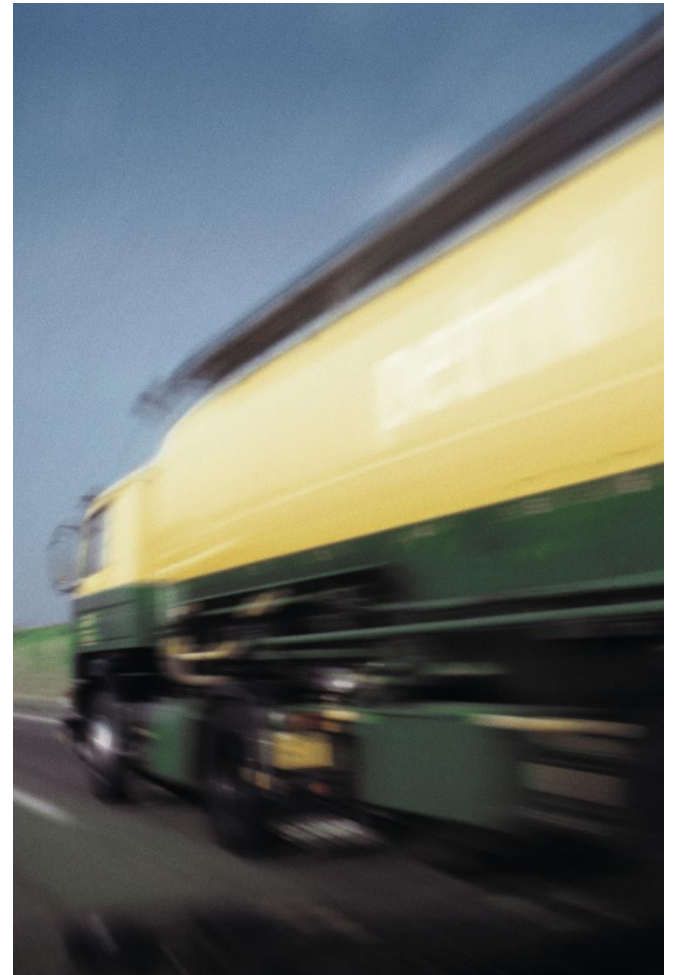
Verena Utzinger
Senior Relationship Manager
November 4, 2014



Mandate of SERV

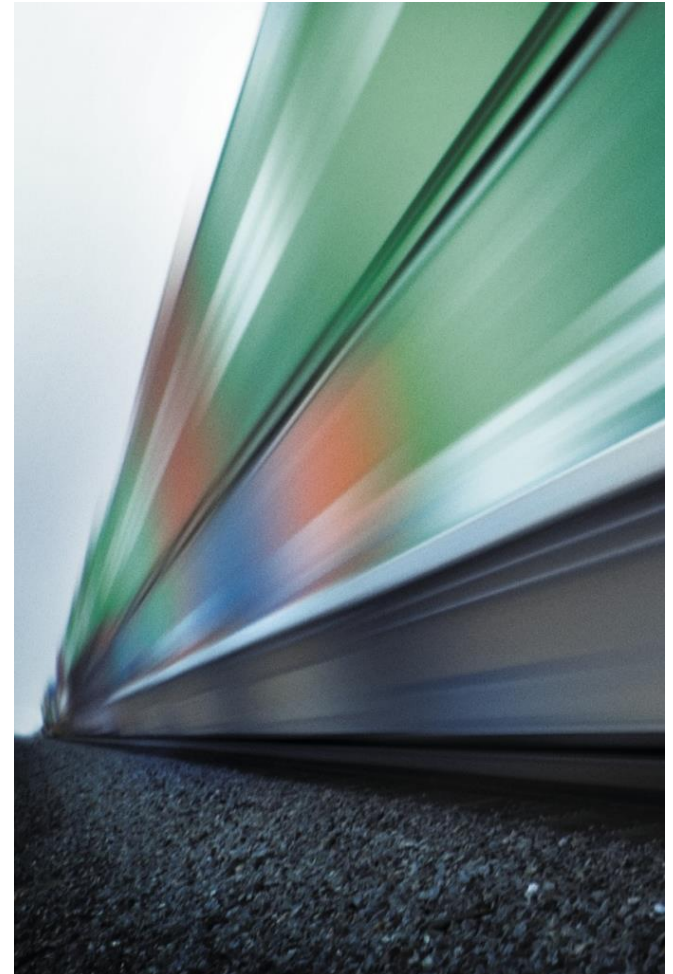
- Creating and preserving jobs in Switzerland
- Promoting Switzerland as a business location by facilitating the Swiss export economy's participation in international trade

(Art. 5 SERVG)



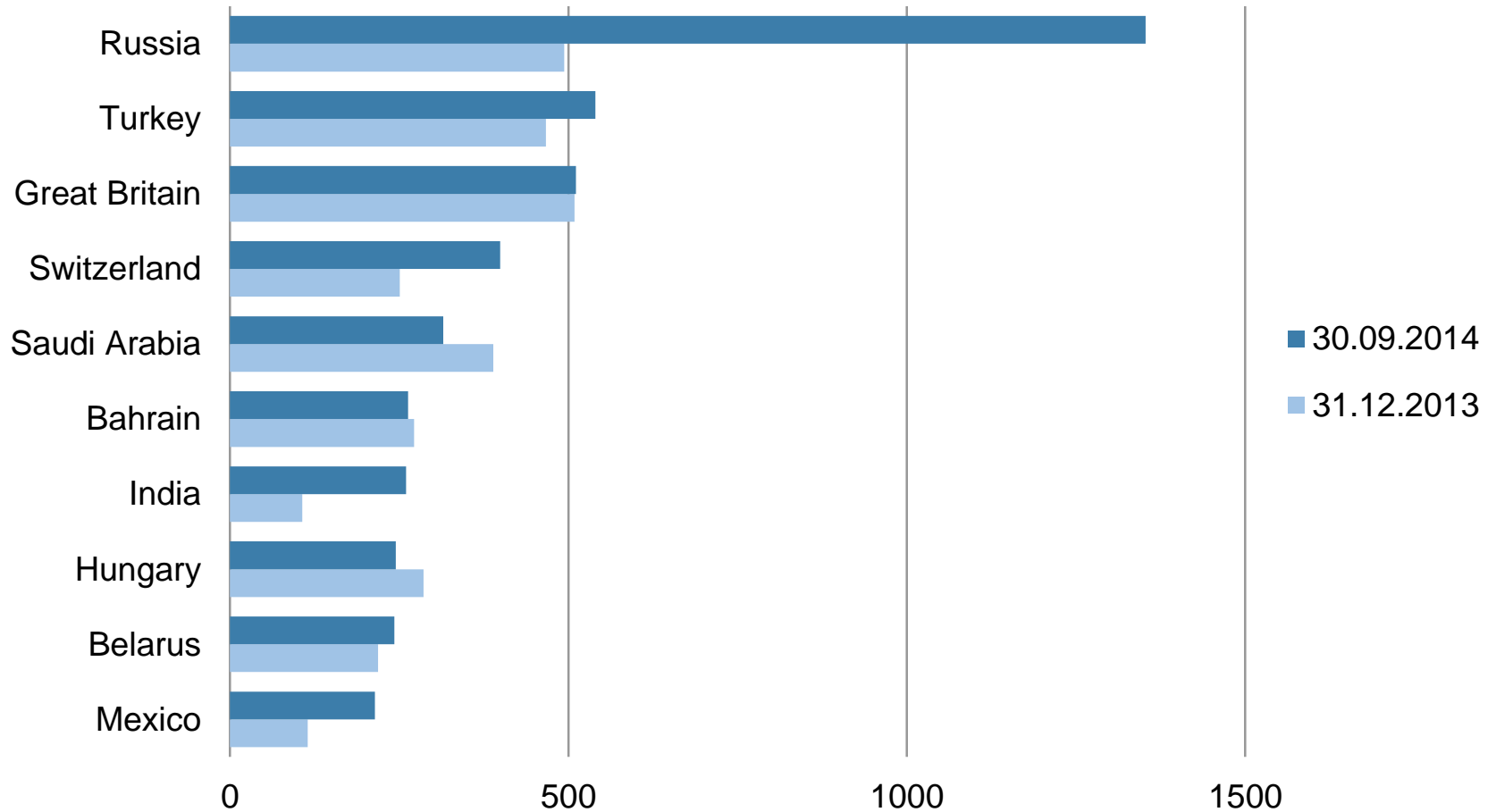
Insurable risks

- Political risk
- Transfer risk
- Commercial risk of the buyer or guarantor
- Commercial risk of the exporter or financial institution granting export credit (new)



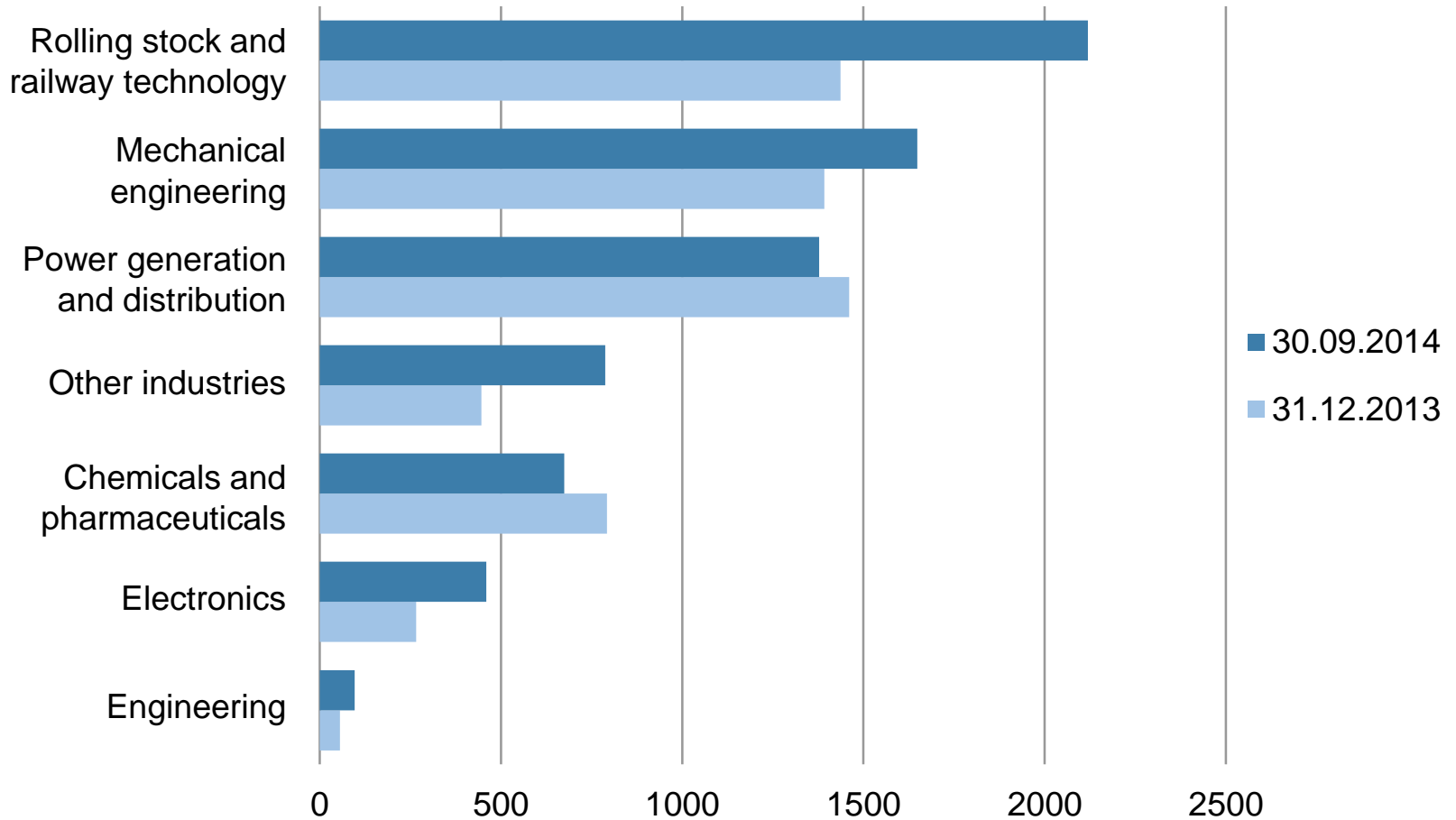
Engagement by Country

As of 30.09.2014, in CHF million

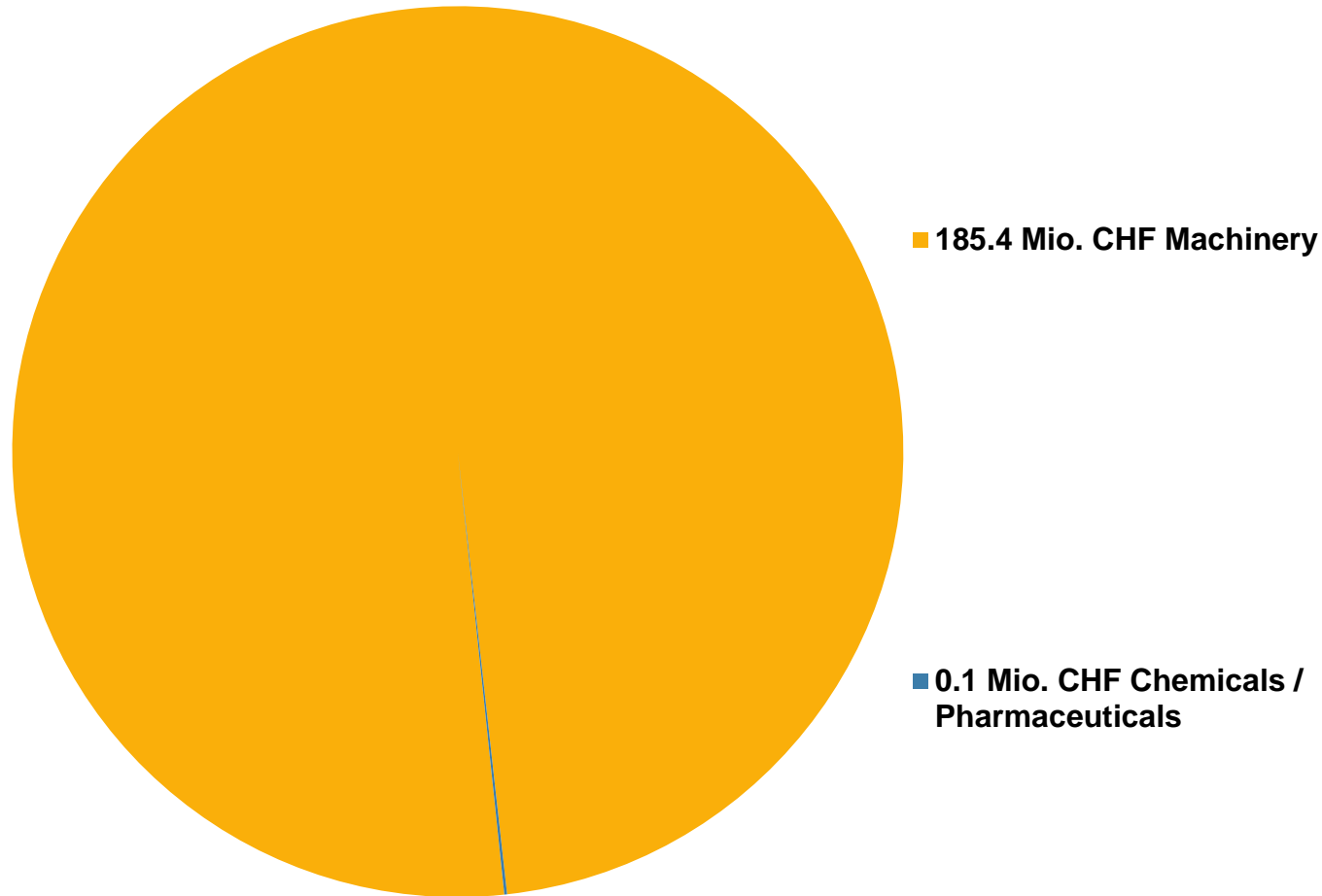


Engagement by Industry

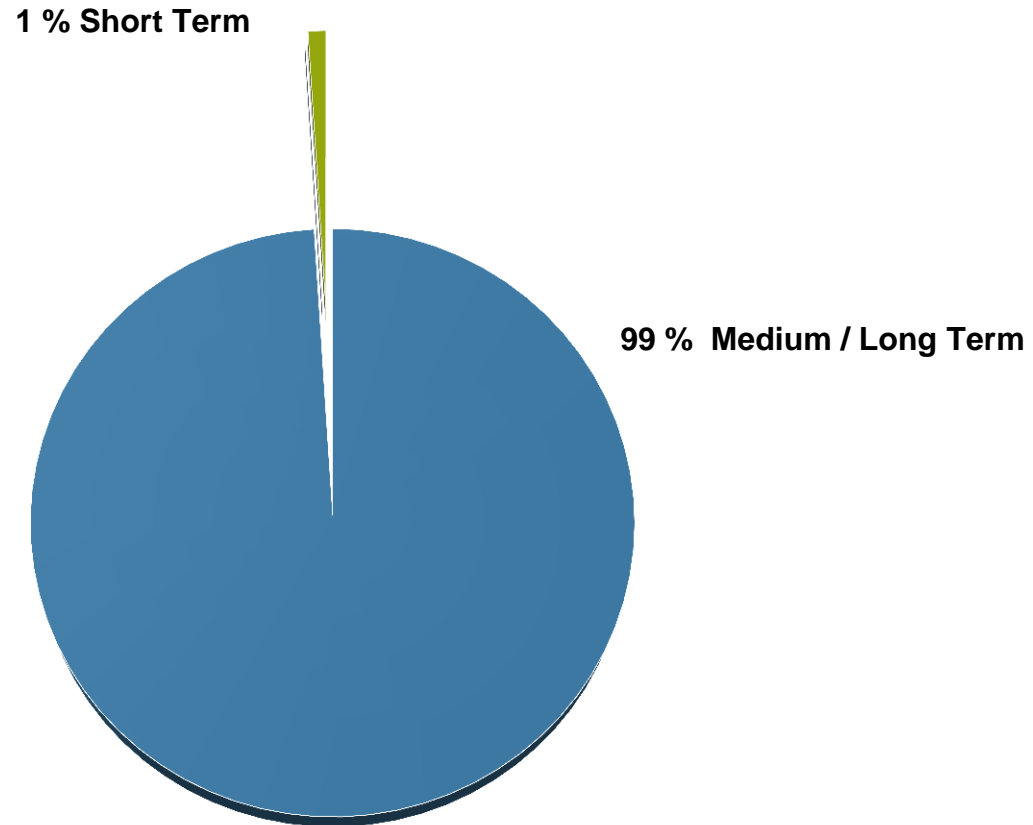
As of 30.09.2014, in CHF million



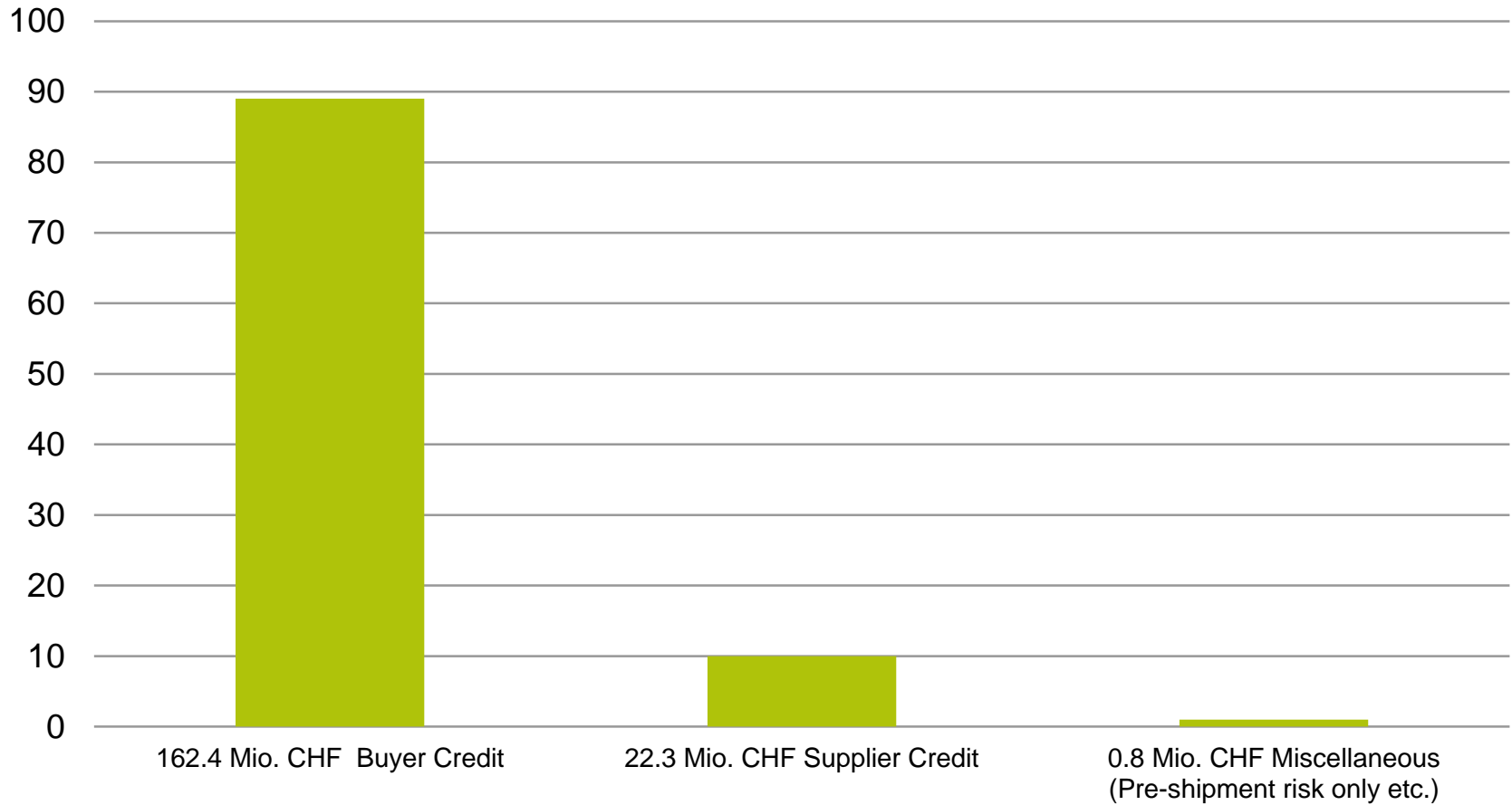
Ukraine – Exposure by Industry as per End of September 2014



Ukraine – Exposure by Credit Tenor as per End of September 2014



Ukraine - Exposure by Products as per End of September 2014 (in %)



Ukraine / Important Points

- Insurance cover for private buyer risks and bank to bank transactions still available, but on a case-by-case basis
- Exporter has to make sure that he complies with all restrictions in place (f. ex. dual use, etc.)
- Exporter has to ensure that the payments of the export transactions are not subject to any Central Bank currency restrictions



Recently covered transaction

- **Export of machinery to Ukrainian Buyer**
Delivery amount: 4,5 Mio. CHF with 15 % advance payment
Supplier credit: 3.8 Mio. CHF, (85 % export finance, incl. interest)
Credit tenor of 48 months
- **Risks covered:** political risk and commercial risk (guarantor) for 95 %
- **Underlying security:** bank guarantee, bank rating: CCC+/CC2
- **Payment conditions:**
half-yearly equal instalments over 48 months, 1st instalment due 6 months after last delivery (Starting Point)
- **SERV premium (48 months):** **7.6482 % up front**



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- For individual consultation:

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Thank you for your attention

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