

SERV – Supporting Swiss Exporters to Thrive Our Experiences in JCC Countries

Verena Utzinger, Vice President Acquisition & Representation
October 13, 2020

SERV – Switzerland's Export Credit Agency

- Established 2007 as Public Institution of the Swiss Confederation (former ERG, founded 1934)
- Mandate: SERV contributes to creating and preserving jobs in Switzerland
- Pure Cover ECA with a highly competitive product portfolio
- Winner of TXF 2018 Best Performing ECA
- <https://www.serv-ch.com/en/>

Sept. 2020

New commitment

2.2 CHF bn

Insurance obligations

8.8 CHF bn

Clients

350

Framework obligation

16.0 CHF bn

Implicit Rating

AAA

People

65

Advantages of SERV Cover

A win win solution for Exporter, Bank and Buyer

- **Enable export transactions:**

 - SERV helps Swiss exporters to submit attractive offers

 - SERV cooperates with financial institutions to structure transactions

- **Security:**

 - SERV insures export transactions against non-payment

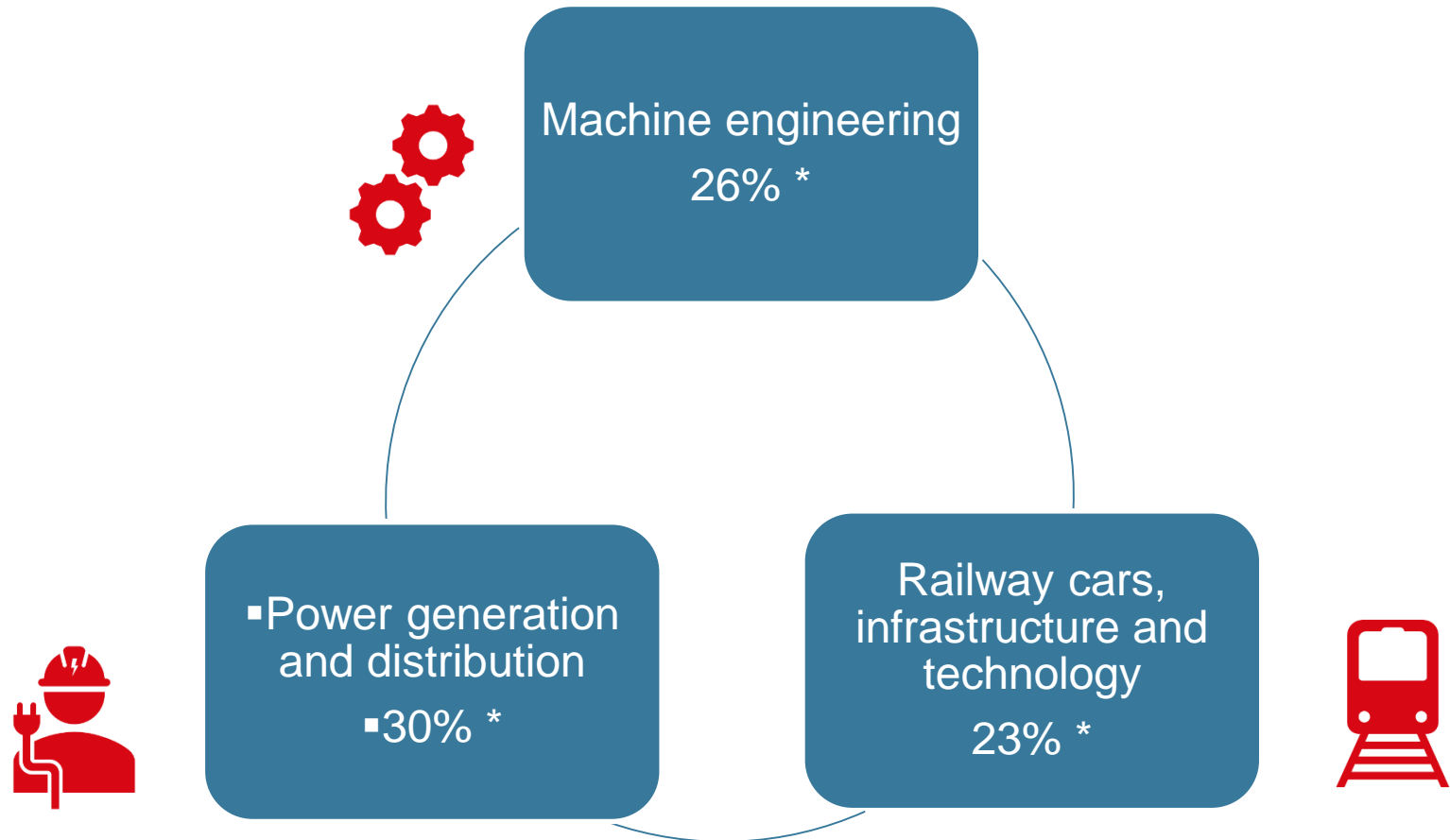
 - By SERV cover credit risk is collateralized with AAA-Rating

- **Easy access to financing:**

 - SERV cover facilitates access to credits from financial institutions

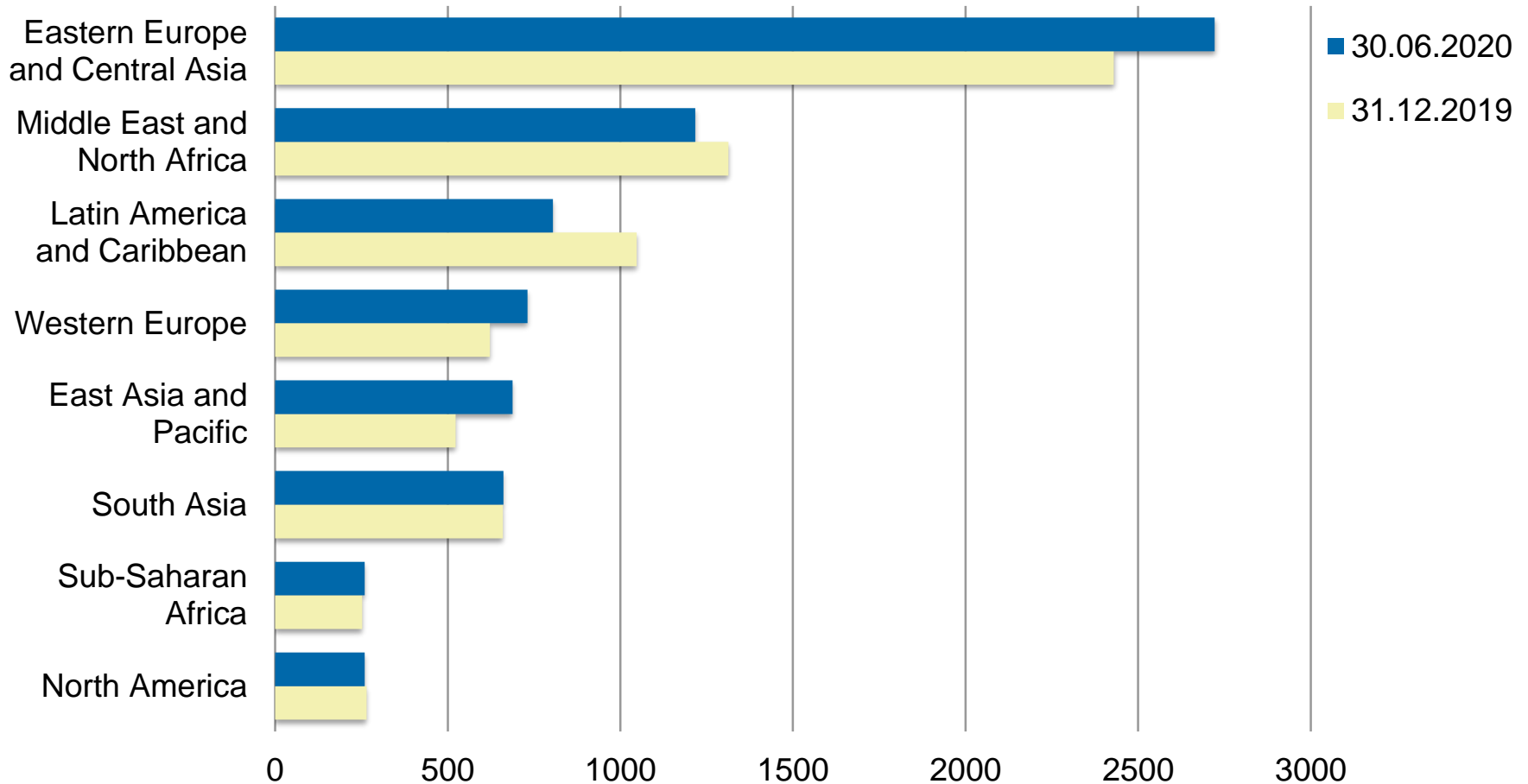
 - SERV cover helps to optimise financing costs

SERV - The top 3 sectors contribute close to 80% to the portfolio exposure

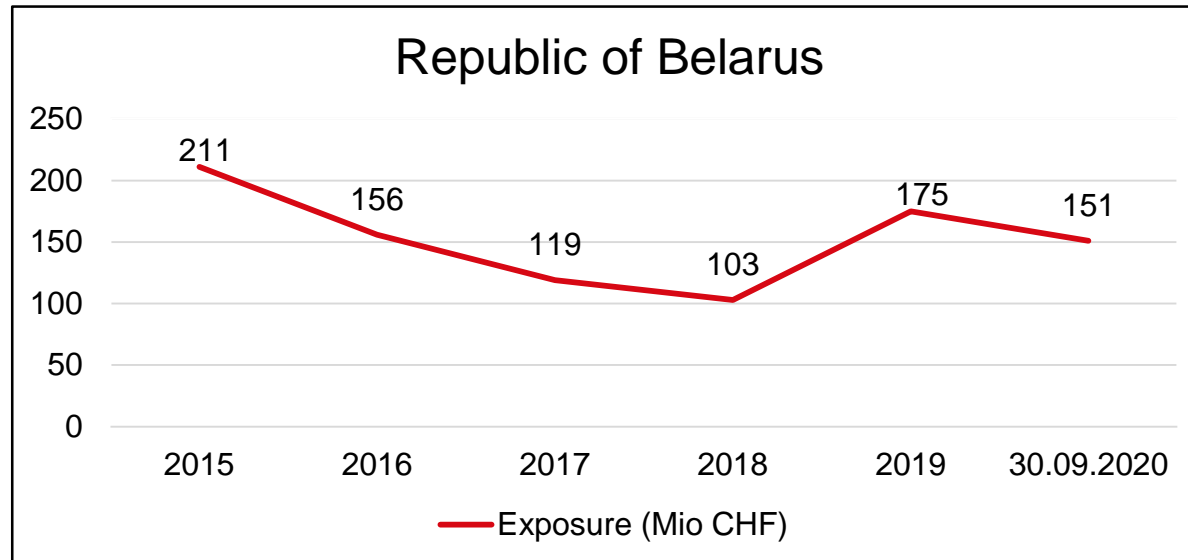
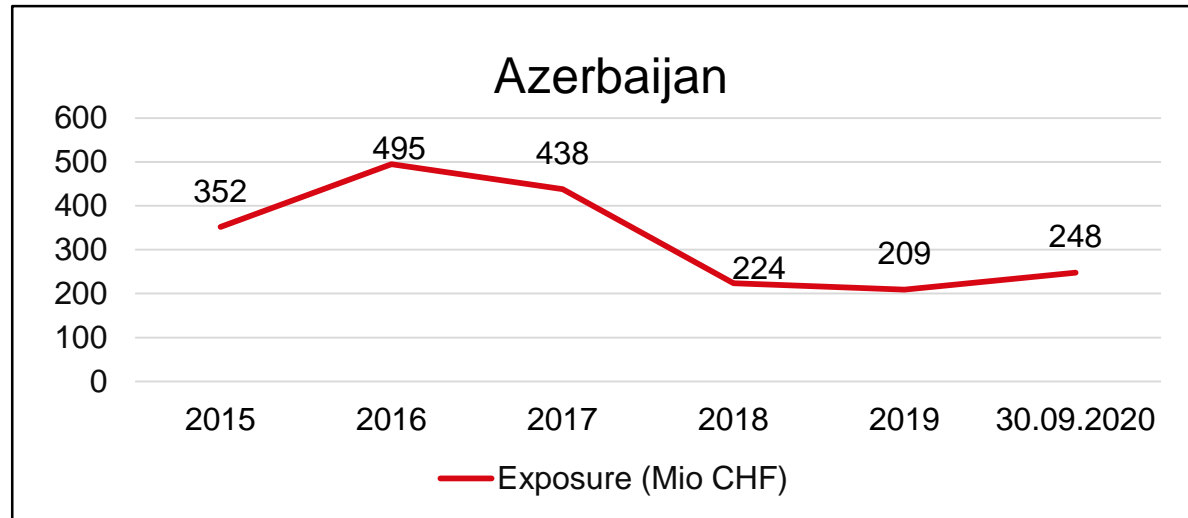


* 20/09 by exposure

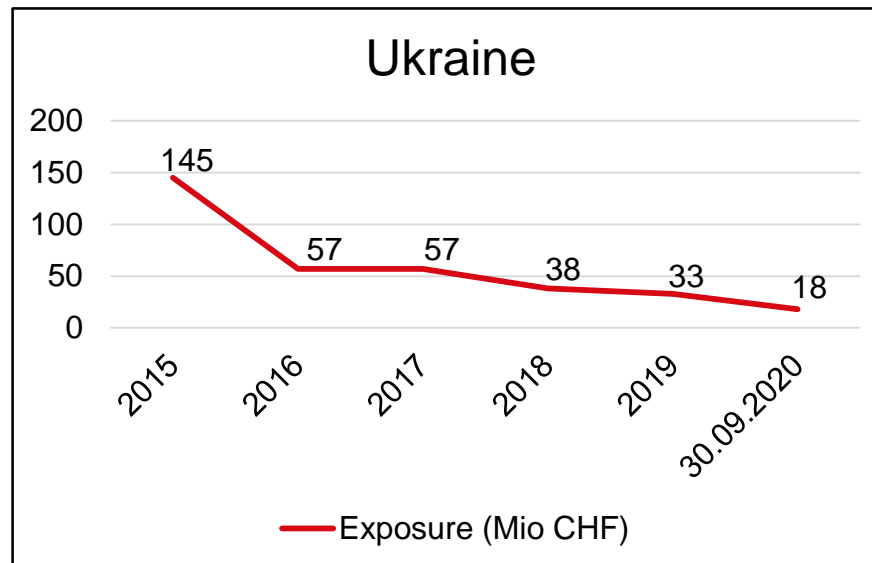
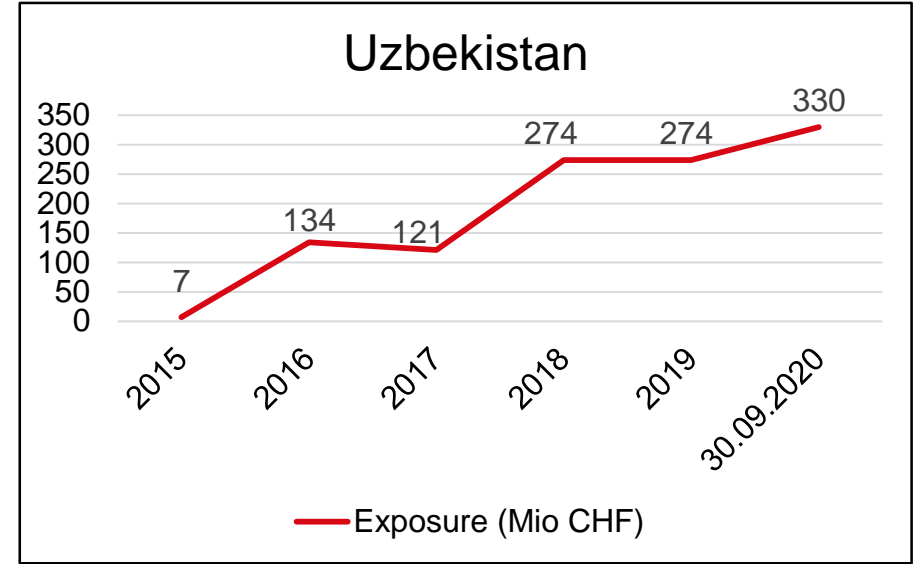
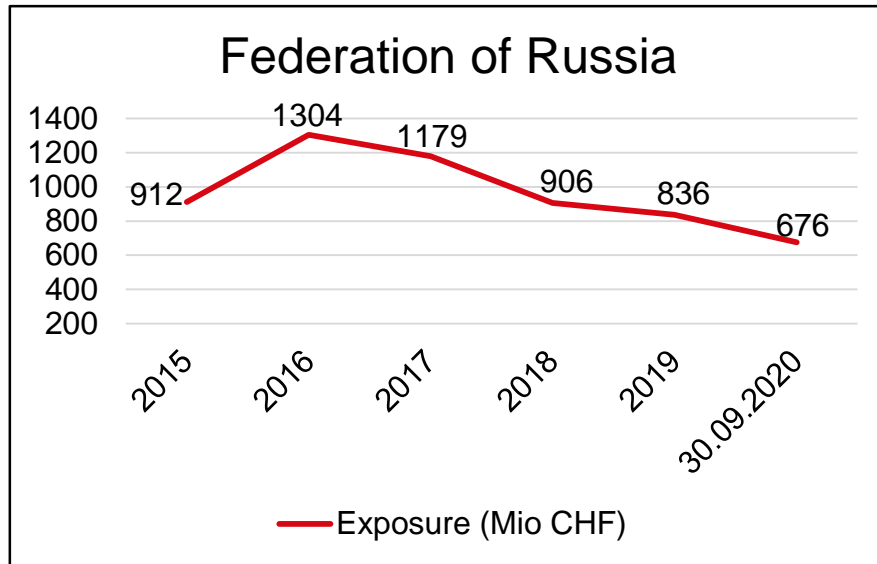
Commitment by Region in CHF million








Commitment by countries



Commitment by countries



Current economic situation and outlook

Azerbaijan		<ul style="list-style-type: none"> • Rating: OECD CRC5, S&P/Fitch BB+, Moody's Ba2, • GDP Growth facing a double shock: low crude oil prices, low ext. demand of hydrocarb. exp./ Covid-19 • Exchange rate sustained, weak global competitiveness
Republic of Belarus		<ul style="list-style-type: none"> • Rating: OECD CRC6, S&P B, Moody's B3, Fitch B • GDP outlook remains weak for 2020 and 2021 • Rubel depreciation, increase of financial risks, political crisis
Federation of Russia		<ul style="list-style-type: none"> • Rating: OECD CRC4, S&P BBB-, Moody's Baa3, Fitch BBB • GDP contraction: collapsed crude oil demand, reduction in oil production, decl. consumption/investm. • Challenging business environment/investment prospects
Uzbekistan		<ul style="list-style-type: none"> • Rating: OECD CRC5, S&P/Fitch BB-, Moody's B1 • GDP growth slowed due to Covid-19, but limited impact • Longer term favourable outlook due to reforms, sound fiscal and economic metrics, increase in productivity
Ukraine		<ul style="list-style-type: none"> • Rating: OECD CRC7, S&P/Fitch B, Moody's B3 • GDP expected to fall by 7,5% due to Covid-19. • Need for closer coop. with IMF to finance budget deficits /external accounts and debt repayment in 20/21

Switzerland's Export Risk Insurance (SERV)

“Pathfinding” approach



“Pathfinding”:

Actively source, evaluate and insure large infrastructure projects in order to give Swiss exporters the possibility to participate, broaden their international foot print and thrive!

By acting globally in buyer’s markets, SERV creates added value for Swiss suppliers.

SERV in collaboration with the Swiss export industry has a unique selling proposition

EPC (sponsor / buyer) is looking for

- Qualified and reliable suppliers
- Expertise of a professional ECA
- Comprehensive insurance cover
- Diversification of funding
- Long-term funding
- Mature banking market
- Favorable financing cost

SERV is offering

- AAA rating
- Access to the Swiss export industry
- Excellent risk coverage
- Expertise and tailormade solutions
- Good banking network
- Attractive business location for setting up subsidiaries / branch offices



Matchmaking – bringing together Swiss Exporters and EPCs for a specific project

- Matchmaking Events: In collaboration with Switzerland Global Enterprises (S-GE)* and the relevant industry association an event (half day) is organized in Switzerland with the EPC contractor and the financing bank where interested Swiss exporters get a detailed overview of the project and the needed procurement
- The event as well offers one-to-one meetings for the exporters with the EPC
- Success factors are a good due diligence by SERV and a detailed procurement list provided to the exporters by the EPC prior to the event
- **Matchmaking “light”**: for smaller infrastructure projects, with the help of S-GE and the relevant industry associations Swiss exporters are directly approached for a project

S-GE EVENT

Apr 30, 2019

MATCHMAKING EVENT: WATER SUPPLY PROJECT ANGOLA

Your chance to participate in a turnkey irrigation and water supply project in Angola

SERV and Switzerland Global Enterprise (S-GE) invite you to attend the "matchmaking event" dedicated to the Capanda irrigation project on April 30th 2019.

The event shows the tremendous potential of the project and will provide rewarding insights, inputs and contacts to join the project and support the successful implementation of water-systems and infrastructure. Before starting we are just waiting for your know-how and technology. Do not miss this event to find out more.

PROGRAM, TUESDAY 30 APRIL 2019

10:00 – 10:20 | INTRODUCTION

Sylvain Jaccard, Switzerland Global Enterprise

10:20 – 10:40 | PRESENTATION "PATHFINDING CONCEPT"

Dominique Aubert, SERV

10:40 – 11:15 | PROJECT PRESENTATION PART 1 BY MITRELLI GROUP

Itay Alony, Eyal Kelman, Tzahi Malach, Mitrelli Group

11:15 – 11:30 | BREAK

Networking opportunity

11:30 – 12:30 | PROJECT PRESENTATION PART 2 BY MITRELLI GROUP

Itay Alony, Eyal Kelman, Tzahi Malach, Mitrelli Group

12:30 – 13:30 | COCKTAIL LUNCH

Networking opportunity

13:30 – 15:30 | 1:1 MEETINGS

Would you like to discuss your participation or interest to supply for this project with one of our experts? If so, please indicate your interest in an individual, free consultation by registering. Serv and the S-GE team will get in touch with you.

For questions contact:

Verena Utzinger

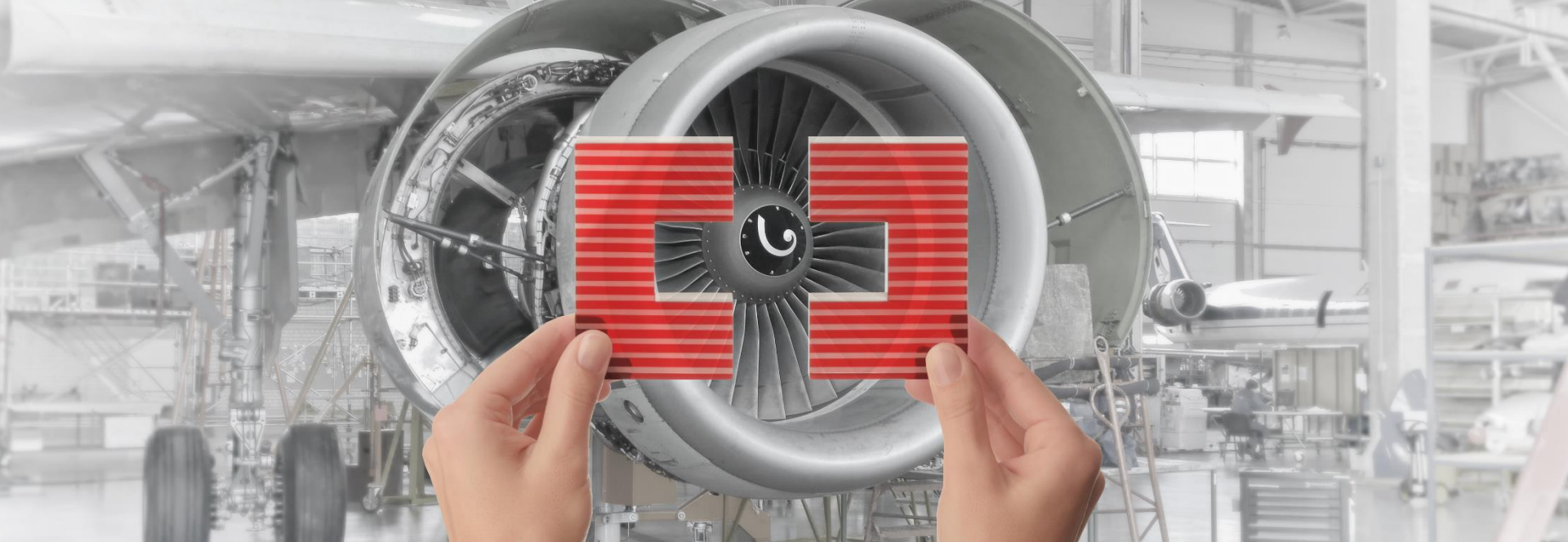
Vice President Acquisition & Presentation

Tel +41 58 551 55 15

Mobile +41 76 551 55 15

E-Mail verena.utzinger@serv-ch.com

www.serv-ch.com



Visit our website www.serv-ch.com or subscribe to our newsletter.

SERV
Swiss Export Risk Insurance
Zeltweg 63
8032 Zurich
T +41 58 551 55 55
info@serv-ch.com

SERV
Assurance suisse contre les risques à
l'exportation
Avenue d'Ouchy 47
1001 Lausanne
T +41 21 613 35 84
inforomandie@serv-ch.com