



## BUYER CREDIT FACILITIES

### CLASSIC BUYER CREDIT

The classic buyer credit facility is Eximbank's traditional form of lending, which is a fixed- or variable-interest financing solution provided directly to the buyer following delivery / provision of service. The buyer credit facility is created in order to finance, through lending, the purchase of goods and/or services under a commercial contract concluded between a Hungarian exporter and a foreign buyer, which is typically covered by a buyer credit insurance policy provided by MEHIB (Hungarian Export Credit Insurance Plc.).

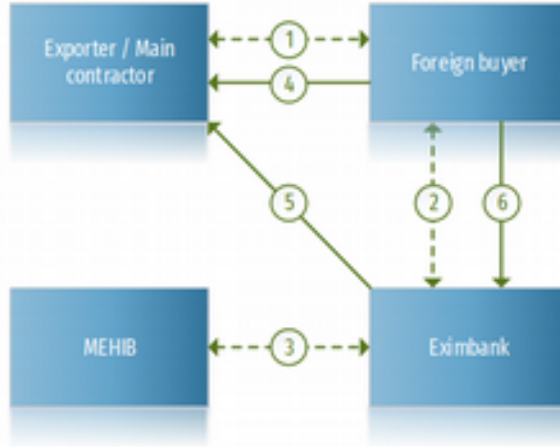
<b>Borrower</b>	State or privately-owned foreign companies, municipalities, sovereign or sub-sovereign entities, which purchase from the exporter.
<b>Exporter</b>	Business entities registered in Hungary
<b>Credit amount</b>	At least EUR 1 million or USD 1 million; Maximum extent of financing in the case of fixed-interest loans with a term of at least 2 years, and with interest equalisation, in accordance with the provisions of the OECD Arrangement: <ul style="list-style-type: none"> <li>- maximum 85% of the export contract value,</li> <li>- local costs, to the extent of maximum 30% of the export contract value, and</li> <li>- as much as 100% of the insurance premium.</li> </ul>
<b>Value of export contract</b>	The amount payable by or on behalf of the foreign buyer for the exported goods and/or services, excluding local costs.
<b>Local costs</b>	Expenditures incurred in the foreign buyer's country in relation to goods and services, that are necessary for the performance of the exporter's contract.
<b>Currency</b>	EUR or USD
<b>Disbursement period</b>	To be determined individually depending on the transaction.
<b>Maturity</b>	<ul style="list-style-type: none"> <li>- Minimum 2 years, maximum 10 years</li> <li>- For certain sectors (railways, energy, renewable energy, water treatment, etc.) in accordance with the relevant provisions of the OECD Arrangement</li> <li>- Shorter terms are subject to individual appraisal</li> </ul>
<b>Repayment</b>	<ul style="list-style-type: none"> <li>- In the case of loans with a term of at least 2 years, the principal is to be paid with a frequency of at least 6 months, in equal instalments, in such manner that the first principal and interest instalment must be paid by not later than the expiry of six months following the starting point of the repayment.</li> <li>- In the case of loans with shorter terms, this is subject to individual appraisal</li> </ul>

<b>Starting point of repayment</b>	Not later than (a) the date on which the buyer physically takes possession of the goods or the complete equipment / service delivered under the contract, or (b) the date of commissioning.
<b>Interest</b>	<p>In the case of fixed-interest loans provided with a term of at least 2 years, in accordance with the provisions of the OECD Arrangement:</p> <ul style="list-style-type: none"> <li>- Minimum CIRR<sup>1</sup></li> </ul> <p>In the case of variable-interest loans:</p> <ul style="list-style-type: none"> <li>- EURIBOR or USD LIBOR + margin</li> </ul> <p>Frequency of interest payment</p> <ul style="list-style-type: none"> <li>- Beginning from the first disbursement, at least every 6 months during the repayment period, simultaneously with the principal repayments</li> </ul>
<b>Fees and commissions</b>	<p>Determined individually for each transaction, based on the List of Terms and Conditions / individual appraisal:</p> <ul style="list-style-type: none"> <li>- up-front fee based on the amount of the loan,</li> <li>- commitment fee calculated for the amount not yet drawn down,</li> <li>- monitoring fee: depending on the transaction,</li> <li>- contract amendment fee based on the amount of the loan,</li> <li>- insurance premium, if a buyer's credit insurance is also linked to the transaction.</li> </ul>
<b>Other costs</b>	Occasionally, it may be necessary to involve external technical inspectors and/or financial experts and/or law offices and/or other experts, the costs of which are borne by the borrower
<b>Collateral</b>	<p>"V" type insurance or a guarantee or letter of credit issued by a bank of appropriate rating and limit (typically international, class I-II)</p> <p>Other collaterals may also be stipulated, if necessary</p>
<b>Certification of Hungarian origin and content</b>	<p>In a fixed-interest scheme subsidised by the Hungarian State, direct buyer credit facilities can only be</p> <ul style="list-style-type: none"> <li>- provided for the export of products classified as being of at least 50% (or 25% in the case of construction, assembly, technological assembly, design and any directly related services) Hungarian origin, which has been certified with a proof / certificate of Hungarian origin issued by the Hungarian Chamber of Commerce and Industry, or</li> <li>- provided for the provision of services where the business entity certifies, with a document issued by a government office, that at least 50% of its employees are entitled to social security benefits and a pension or are in a legal relationship with it that implies social security obligations.</li> </ul>

*The information contained in these product descriptions are for informational purposes only and do not contain all the terms of the scheme, and in no way constitute an offer from Eximbank and MEHIB. The terms of specific financing arrangements are always determined on the basis of a case-by-case decision. We assume no liability for any changes to, or omissions from the information. You may use any information featured in this product description at your own risk. Eximbank and MEHIB assume no liability whatsoever for any damage arising from the use of the information featured in the product description.*

<sup>1</sup>Commercial Interest Reference Rate (CIRR) applicable to fixed-interest loans determined in accordance with the OECD Arrangement and published by the Secretariat of the OECD.

## CLASSIC BUYER CREDIT



1. Commercial Contract
2. Loan agreement
3. Facility V insurance covering the risk of non-payment by loan debtor
4. At least 15% of the Commercial Contract is paid in advance
5. Disbursement of a loan granted for maximum 85% of the Commercial Contract
6. Loan repayment