

New opportunities with Hermes Cover in challenging markets

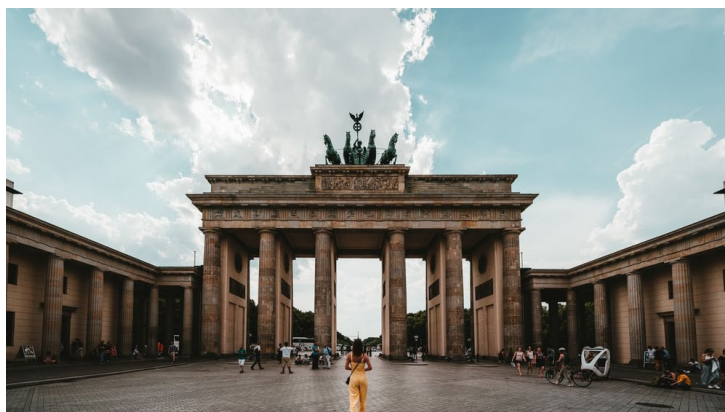
Package of Measures

Hamburg, April, 30th 2025



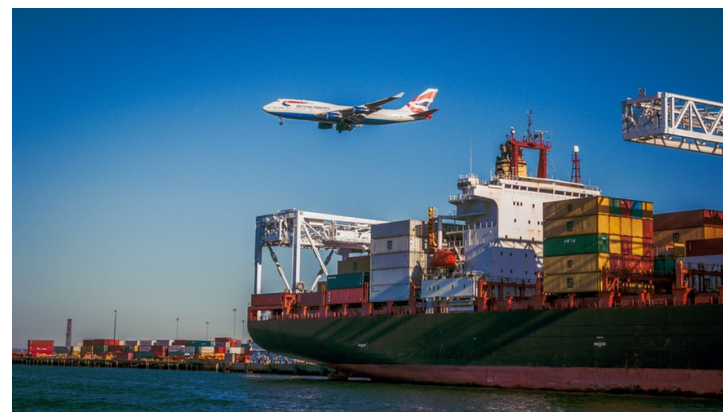


Why Export Credit Guarantees?



German Government:

Support for the German
export industry primarily in
emerging markets



Exporters/Banks:

Secure transactions with the
support of the federal
government based on
attractive financing options



Foreign customers:

German goods and services
reliably with payment terms

Hermes cover = decisive building block for your success



Package of Measures Overview



Extended eligibility for cover

- ✓ flex&cover complements 49 PLUS rules on foreign content with a company-based audit approach



Improved Shopping Line Cover

- ✓ Creates incentives for sourcing in Germany
- contract structures for EPC transactions



Forfaiting Guarantee

- ✓ Extended and easier use of the Forfaiting Guarantee



Counter Guarantee

- ✓ Improved Counter Guarantees
- in particular maximum amount per exporter



Defence

- ✓ Adaptation of the coverage policy for the security and defence sector

flex&cover



Introduction of a **company-specific eligibility test** in addition to the existing approaches (such as 49 PLUS).



Focus on **the company's contribution to prosperity and growth** in Germany from covered and uncovered business.



The exporter demonstrates this during the application process (separate from applications for transactions) on the basis of specified criteria.



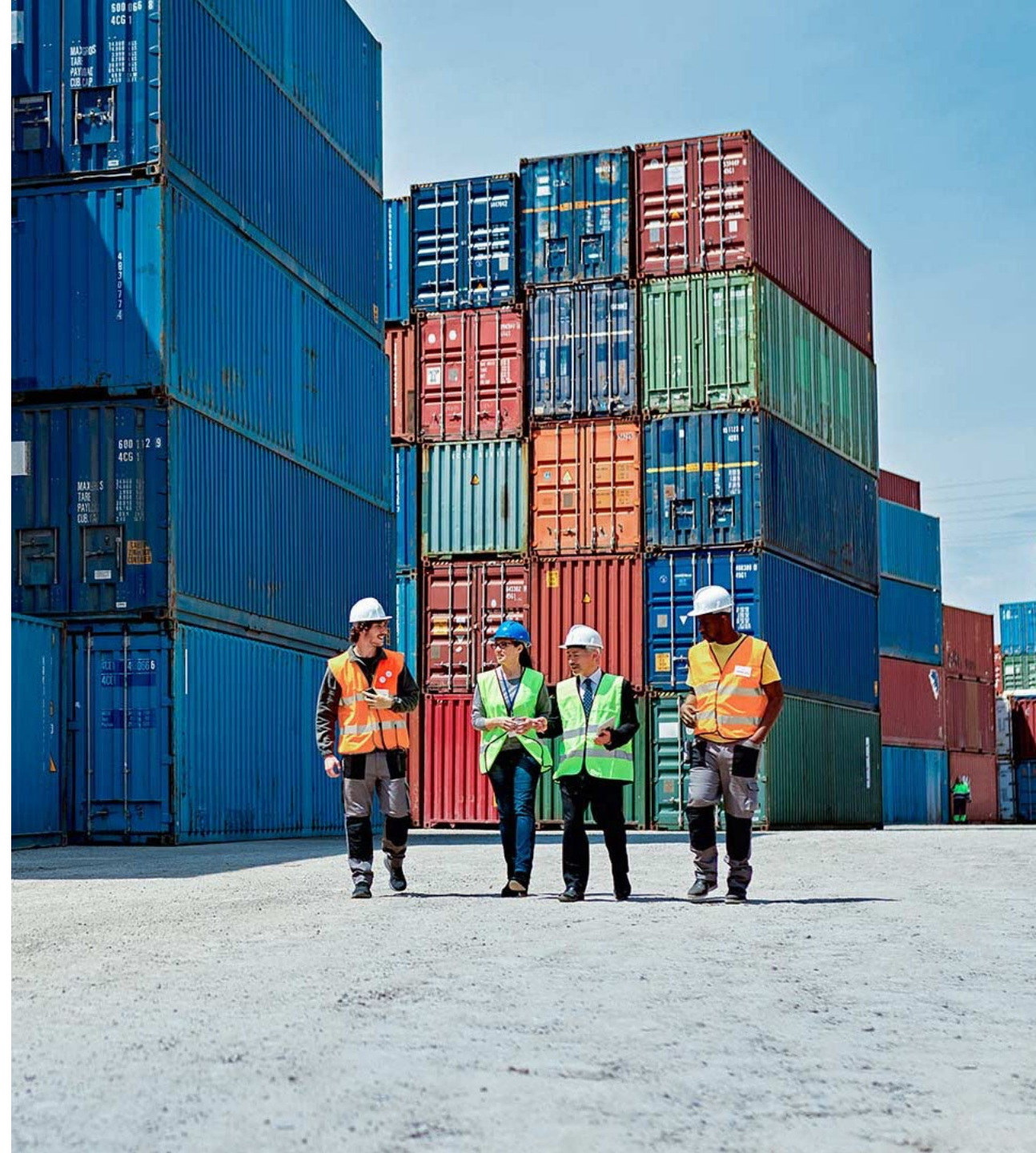
Criteria relevant to the decision are: research & development, taxes, investments, company headquarters, number of employees, education, regional significance of German production sites.



Validity of the eligibility commitment: 3 years, calculated from the decision.



As a result, **no more transaction-related checks** on foreign content.



Strengthen exports with Shopping Line Cover

- Making best possible use of Germany's broad **export base**
- With Hermes cover, you benefit from Germany's **AAA rating** for your financing
- **Exporters** deliver – as usual – to their foreign customer with a strong credit rating and receive their payment directly from him
- With shopping line cover, numerous deliveries and services **from different exporters can** be secured quickly and unbureaucratically with just one credit line.
- Your foreign customer combines the deliveries in **tranches** and calls them up from the Federal Government via the financing bank.



Incentives for sourcing in Germany



Improvement and flexibilization of shopping line coverage as an easy-to-use product of market development for German exporters (including e.g. match-making events).



Increased attractiveness by **simplifying conditions, auditing and loan processing**.



Two-year introductory phase, in which the improvements will be further developed on the basis of concrete individual cases in order to achieve a competitive design in this respect.



Starting points are, for example, more flexible importer's access, earlier drawing option, simplified / flat-rate payment requirements, more risk-oriented payment due dates).

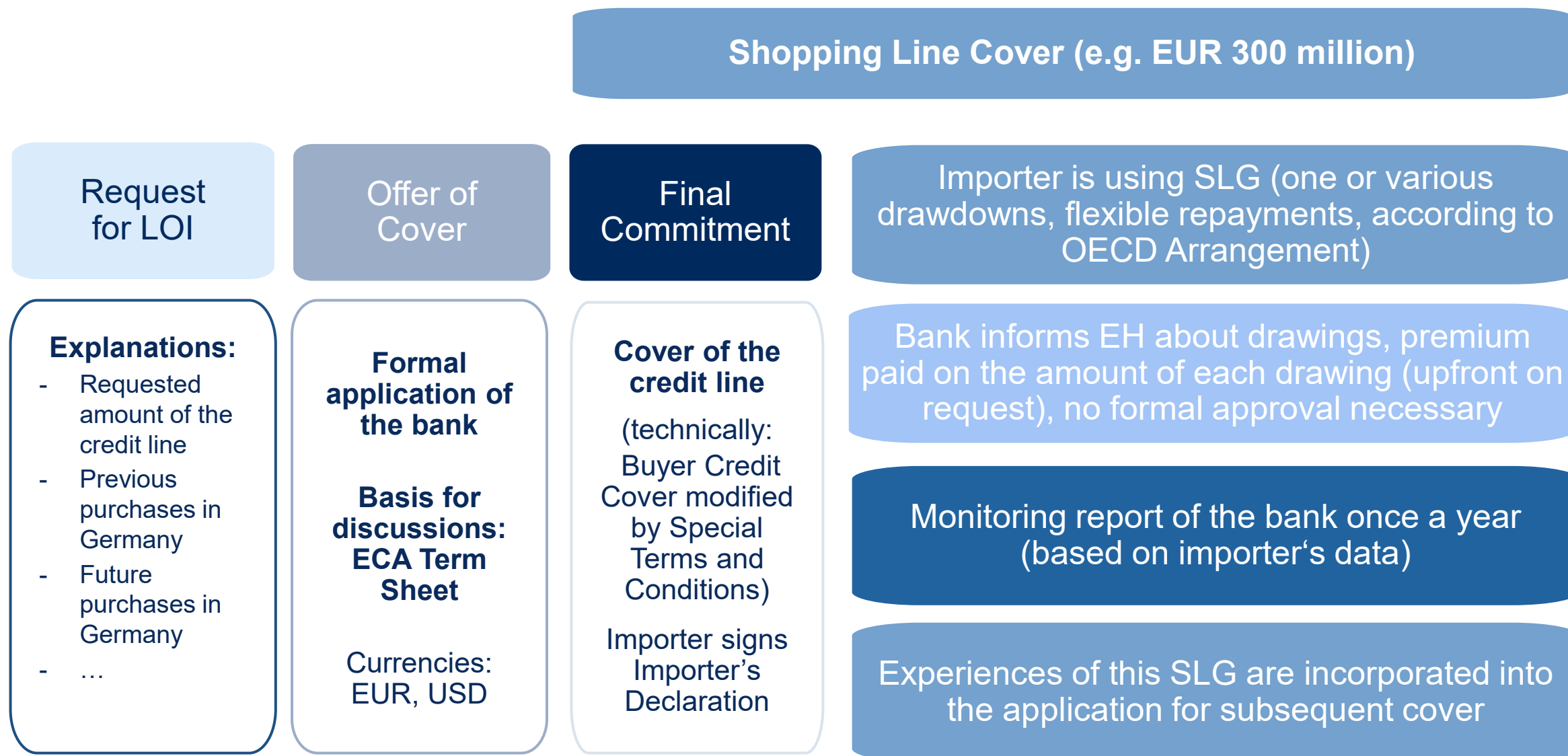


Flexibilization of the coverage of contract structures for larger projects, including EPC contractors.



Inclusion of **independently contracted supply components** from abroad, which complement those of the German exporter within the framework of the overall project.

Shopping Line Cover (SLG) – Structure

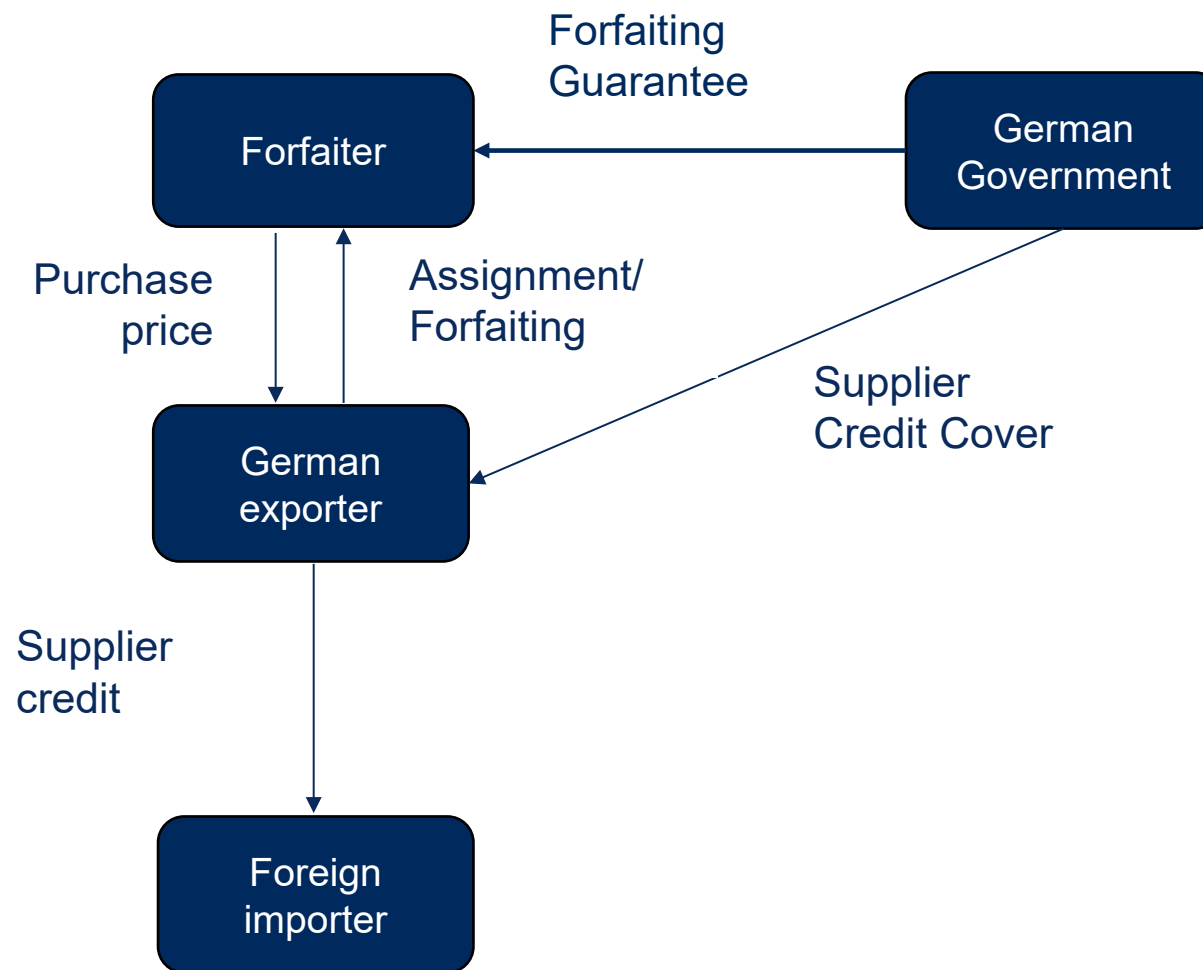


Package of measures foreign content – basic information

- Adjustment of the regulations for single transaction coverage

Certificate of origin (unchanged)	Foreign Content Rules	49 PLUS / Climate strategy (unchanged)
No further examination if a German certificate of origin is available.		<ul style="list-style-type: none"> - Up to 49% without further justification - Over 49% in individual cases with justification (preliminary request possible) - Climate strategy (up to 70%)
flex&cover (new)	Foreign Content Rules	Signing of a contract abroad
Company-specific eligibility assessment based on several qualitative criteria that assess the company's positive contribution to value creation for the German national economy; valid for 3 years		<ul style="list-style-type: none"> - Generally by German exporter - In individual cases also possible by the company of the German exporter in the country of order - New: independently contracted abroad, as part of an overall project (e.g. EPC)

Forfaiting Guarantee Structural Scheme



Forfaiting Guarantee

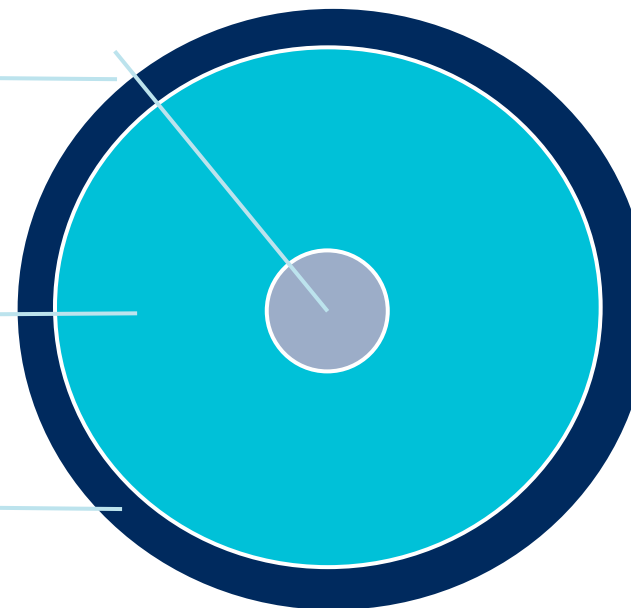
Overview Risks (Beneficiary's View)



Political
risks
(= G)

Commercial
risk (= G)

Specific legal risks
(= FFG)



G = Supplier Credit Cover
FFG = Forfaiting Guarantee

► Specific legal risks

- Effectiveness of supplier credit claim
- Validity of the assignment (if not under German law)
- Violations of obligations by the exporter

► Claims procedure

- Waiting period protracted default 1 month
- Claims processing period 1 month

Forfaiting Guarantee



The aim is to **increase the marketability of the Forfaiting Guarantee** through various improvements (maximum amount EUR 10 million).



Flexibilization of the **time of payment of** the forfeited claim



Access to the product for **trading companies** in the case of business eligible for support



Increase in **cover ratio** from 80% to **95%**



Banks with a licence to issue German covered bonds ("Pfandbriefe") can obtain **additional Covered Bond Guarantee (PfD-FFG)** for covered export credit receivables that are to be refinanced in the bank's own Pfandbrief business.





Counter-Guarantee



Improvement of the possibilities of using the Counter-Guarantee



General increase of the maximum amount from **EUR 80 million to EUR 120 million per exporter**, in individual cases even higher



Determination of a **higher maximum amount** at exporter level for **particularly eligible transactions on a case-by-case basis** for the period of proven increased guarantee requirements



Reasons for this can be climate **transformation** or another increase in contract value that contributes to strengthening **resilience and technological/transformational sovereignty of Germany as a business location**.

Security and defence industry



Expansion of cover options for arms exports



Decisions on exports of military goods will be expanded.



This applies in particular to the goods and **recipient countries that can be insured.**



There will also be no cover options for exports of military goods to **embargoed countries** in the future.



In addition, the conditions will be improved by making it possible to secure **long-term financing** in the future.



Matching opportunities are created for specific competitive situations.



In addition, the conditions of the primary insurer will generally be followed **in future for reinsurance business.**



On the procedural side, there will be simplifications.





Expertise in your target markets



**Emilia von
Mettenheim**

German Financing Expert | AHK Côte
d'Ivoire, Abidjan | Western Africa and
Sub-Saharan Africa

✉ e.vonmettenheim@Abidjan.ahk.de

☎ +225 07 15 72 23 36



Alexandra Lutz

German Financing Expert | AHK
Singapore | South East Asia &
Bangladesh

✉ Alexandra.Lutz@sgc.org.sg

☎ +65 6433 / 53 30



Annika Richter

Business Development Sustainable
Projects

✉ Annika.Richter@eulerhermes.com

☎ +49 160 98513636



Eva Steinhaus

German Financing Expert | AHK UAE
(Dubai) | Middle East and North Africa

✉ Eva.Steinhaus@ahkuae.com

☎ +971 52 / 255 77 25



Dörthe Arend

Advisor | Latin America

✉ doerthe.arend@eulerhermes.com

☎ +49 170 1232046



Berkay Esinbay

Business Development Sustainable
Projects

✉ Berkay.Esinbay@eulerhermes.com

☎ +49 175 4179312



Business Development **Sustainable** Projects



Contact us for Support on your Initial Stage Project!

Guiding Your Projects:

Comprehensive Support from Origination to Application for Cover

Tailored Underwriting Expertise: Flexible, Product and Region-Agnostic Solutions

Swift and Reliable Feedback: Dedicated Support for your Early-Stage Project Inquiries Right from the Start

End-to-End Assistance: Comprehensive Guidance through every Stage until Submission of Cover Application

Strategic Support: Issuance of Letters of Interest (Lols) and Premium Indications to enhance your Project Planning

Engaging Stakeholders: Building Strong Relationships through On-Site Consultations and Active Conference Participation



Package of measures

Get in touch with us

More information can be found at:

- ✓ Press release BMWK [here](#) (German only)
- ✓ Exportkreditgarantien.de – Details of the package of measures [here](#)
- ✓ Individual advice from your contact person in Hamburg or on site (Tel. 040/ 8834 – 9000)
- ✓ Further information events
- ✓ Information about social media (LinkedIn)

- ✓ German Federal Foreign Trade Agency [here](#)



Andreas Gehring
Produkt & Innovation Manager
(Top Expert)
Euler Hermes AG
+49 (0)40 8834 9297
andreas.gehring@eulerhermes.com



Frank Helmert
Head of Division Market & Innovation
Euler Hermes AG
+49 (0)40 8834 9082
frank.helmert@eulerhermes.com

Cover from the Federal Republic of Germany for foreign business

Export Credit Guarantees and Untied Loan Guarantees have been established and effective foreign trade promotion instruments of the Federal Government for decades. Export Credit Guarantees (so-called Hermes Cover) protect German exporters and banks financing exports against political and commercial risks. Untied Loan Guarantees are to support raw material projects abroad regarded as eligible for promotion by the Federal Government.

Both promotion instruments play an important role in fostering economic growth as well as in protecting and creating jobs. Federal Government commissioned Euler Hermes Aktiengesellschaft to manage the federal funding instruments Export Credit Guarantees and Untied Loan Guarantees.

Information on other foreign trade promotion instruments of the Federal Government can be found at www.bmwk.de/en under the heading Promotion of Foreign Trade and Investment.



Newsletter abonnieren

Export Credit Guarantees and Untied Loan Guarantees:
instruments to promote foreign trade and investment
provided by the



Federal Ministry
for Economic Affairs
and Climate Action

Commissioned to implement the federal
funding instruments Export Credit Guarantees
and Untied Loan Guarantees:



EULER HERMES

All rights reserved. Any reproduction or distribution in any medium as a whole or in part requires the written consent of Euler Hermes Aktiengesellschaft. Copyright © Euler Hermes Aktiengesellschaft