

Trade and Export Solutions - The short and the long story

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WE ARE HERE.
SO YOU CAN STAY AHEAD.

Question: ...BUT HOW



An industry value chain



Production

Processing

Distribution

Market



Delivering long-term export finance solutions

- DNB arranges tailor-made export finance solutions in line with our international strategy
- SME solution available without bank exposure
- DNB adds value to such transactions as an advisor, arranger, credit-risk taker and process driver



Delivering short term trade finance solutions

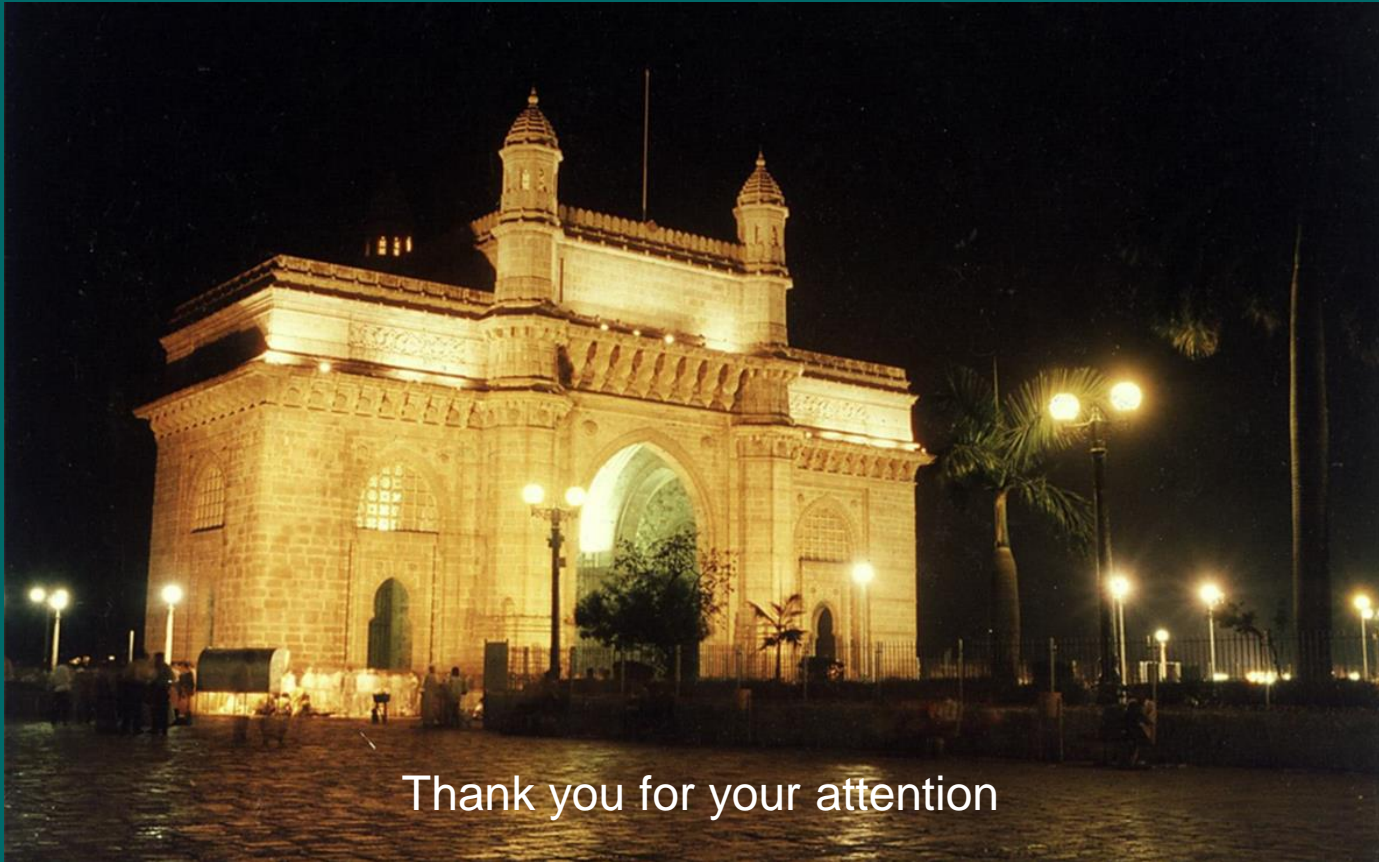
Import financing

- **Challenge:** Foreign shareholders can only finance their Indian subsidiaries long term (min. 3 years)
- Short term financing must be offered by local banks often against a long-term bank guarantee from shareholder's bank for 110% of the facility amount
- **Solution:** Short term financing offered by DNB with local Indian bank handling the payments
- **Result:** Cheaper, more flexible solution for your Indian subsidiary

Export financing

- Letter of Credit with deferred payment
- Buyer's Credit
- Discounting of invoices with credit insurance policy as security





Thank you for your attention