

Efic

What happens once you land that contract?

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The background of the slide features a stylized world map with a grid of latitude and longitude lines. The map is centered on the Pacific Ocean, with Australia and New Zealand visible in the lower right. The map is overlaid with a semi-transparent white rectangle containing the main text.

Efic provides Australian businesses with financial solutions to help them grow internationally and achieve export success.



- The Australian Government's export credit agency
- Operate on a commercial basis
- Operate in the 'market gap'
- Work with banks to deliver solutions to help companies take on global opportunities



184 

SME
transactions

 **96%**

of transactions
for SMEs



17%

more SMEs
supported than in
2015/16



126

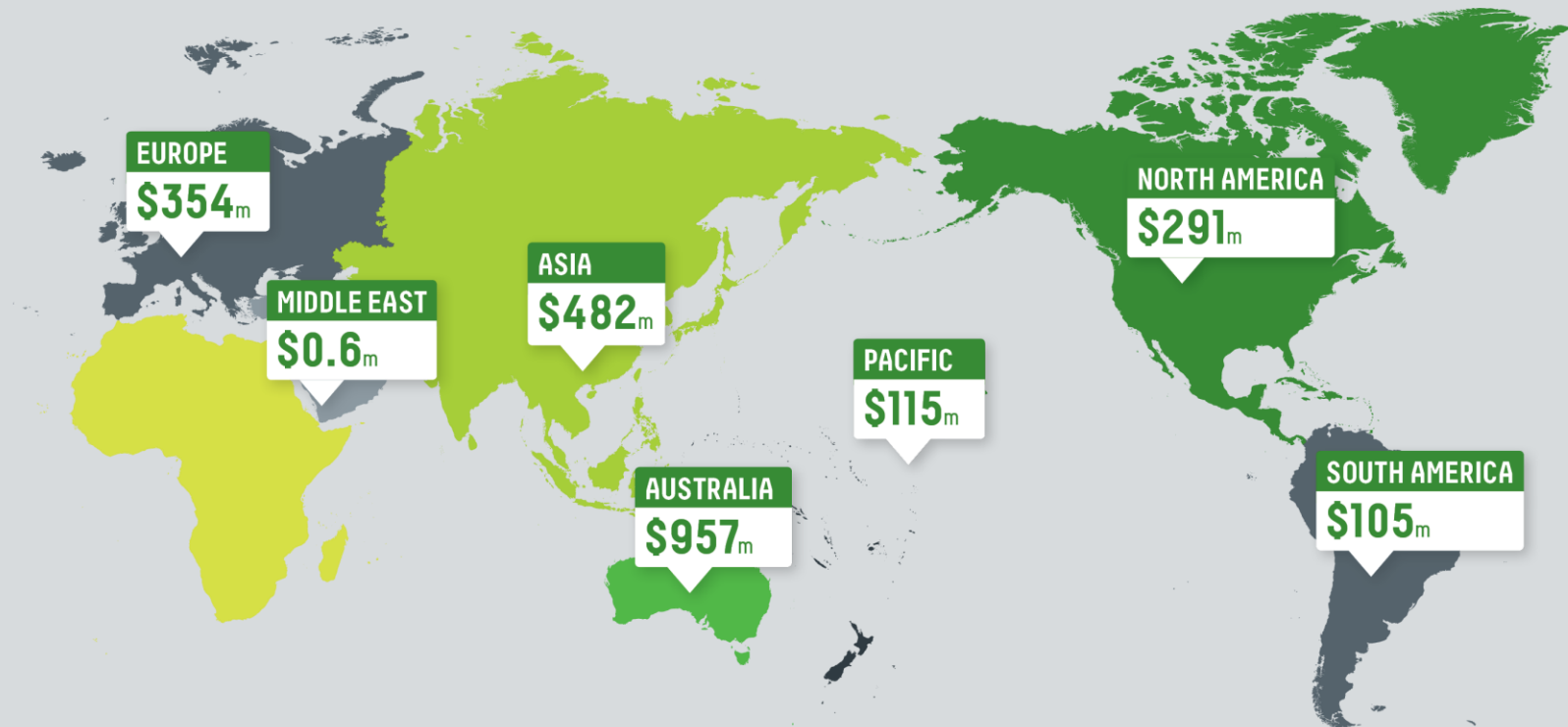
SME
businesses
supported



\$550m+

in SME export
contracts
supported

Credit exposures by region* 2017



*Maximum value of the risk Efic has written including reinsurance.

Efic has exposures in the Australian market due to its support of Australian-based companies that are involved in large domestic export-related contracts and projects.

The businesses we can help

- Experienced exporters
- Export supply chain businesses
- Businesses expanding overseas
- First time exporters



Business: Provides a range of products and services to the drug discovery and pharmaceutical industries

Need: Working capital to fit out a new laboratory needed to support international client demand and growth

Solution: Export Contract Loan (Capex)

Efic contribution: A\$750k

Term: 48 months



Oz Varieties



Business: Exporter of fruit and plant breeder of blueberry varieties

Need: Working capital to support the purchase of two new blueberry packing machines to increase production efficiency

Solution: Export Contract Loan

Efic contribution: A\$1.1 million

Business: Micro wine business

Need: Finance to support the delivery of wine to a new distributor in the Caribbean

Solution: Small Business Export Loan

Efic contribution: A\$20k

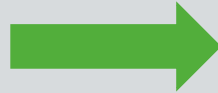
Term: 12 months



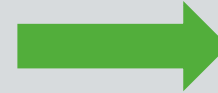
What is an export supply chain?



Your business will be providing products and/or services to a company.



This company needs your product and/or service to deliver on a contract to another business



This business will be exporting the end product.

Business: Specialises in the supply and installation of communications systems for the mining, oil and gas industries

Need: Working capital to support anticipated contracts with major mining exporters BHP Billiton, Rio Tinto and Fortescue Metals

Solution: Export Working Capital Guarantee

Efic contribution: A\$2 million

Term: 12 months



Our finance solutions



Working capital

Direct Loans

A loan to an overseas buyer to finance the purchase of Australian goods or services.

Export Working Capital Guarantee

A guarantee to a bank to fund an overseas buyer of Australian goods or services.



Term debt

Overseas Direct Investment

To assist Australian companies investing in business operations overseas for the economic benefit of Australia.

Capex

To assist Australian companies investing in physical assets for their export related business.



Bonding

Bonding Facilities

To help Australian companies with their security obligations under overseas contracts.

Why work with Efic?



- Help when insufficient private sector support
- Support when exporting to or investing in an emerging market
- Can encourage private sector participation
- Good track record for their bank

As part of helping Australian SMEs on their export journey, we have developed a series of free eBooks and specialist papers including:

- Growing your export supply chain business
- Protecting your IP overseas
- Innovation in export
- Growing your wine exports
- Your export guide
- Export-related finance
- Building networks
- Managing export risk



Download your free copy by visiting efic.gov.au/ebooks

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