

# Buyer Financing

With buyer financing, Danish exporters can offer foreign buyers credit without taking on the risk themselves. EIFO covers the bank's loss if the foreign buyer fails to pay.

*Note: This example is based on the SME-Guarantee\**



## Requirements

- 1 *The buyer must be approved as creditworthy by EIFO*
- 2 *The buyer's home country must be covered by EIFO's guarantee scheme*
- 3 *The buyer must wish to receive credit for placing a specific order with the exporter*
- 4 *The buyer pays the guarantee premium as well as costs and interest to the bank*

## Examples of Financing Purposes

When financing a foreign buyer's **purchase of machinery or production equipment** from a Danish exporter

When a foreign buyer receives credit for **purchasing of finished goods** from a Danish company

Financing of **construction projects** carried out by a Danish exporter for a foreign customer

When selling Danish **IT solutions and software licenses** to a foreign buyer under a payment agreement

When financing a foreign buyer's purchase of **consulting services** from a Danish exporter

For **project-based deliveries** from a Danish exporter, where production time and complexity are high

## Terms and conditions

-  Facility size  
Up to 25,000,000 DKK
-  Co-financing  
The scheme requires a bank to participate in the financing. The bank refinances the credit to your customer and receives a guarantee from EIFO.
-  Danish economic interest  
A business covered by an investment guarantee must meet the general requirements for Danish economic interest.
-  Interest  
Interest is determined based on country risk, credit risk, and maturity, in accordance with the EU and OECD minimum premiums. Try the premium calculator at EIFO.dk to calculate the premium.
-  Term  
The credit is between 181 days and 5 years.
-  Declarations and collateral  
You must sign that the work is carried out in an environmentally and socially responsible manner. In addition, documents are required from the bank and the exporter.
-  Credit assessment  
The customer must be creditworthy. You can get a pre-approval of your customer from us and use financing as an additional sales argument.