



# Financing exports and international expansion

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# **Typical funding options**

- Self-funding deposit from customer, payment terms with suppliers, business cash flows, shareholder loans
- Bank and Non-bank finance: trade finance, letter of credit, overdraft, bank guarantees, invoice financing, etc.
- Efic
- Equity: raise equity from new investors.



## About Efic







- 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.

# The businesses we can help





- Direct exporters (product or service)
- Export supply chain businesses
- Businesses expanding overseas















## Our finance solutions







#### **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.



#### **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 Facilities**

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

# Seeing Machines





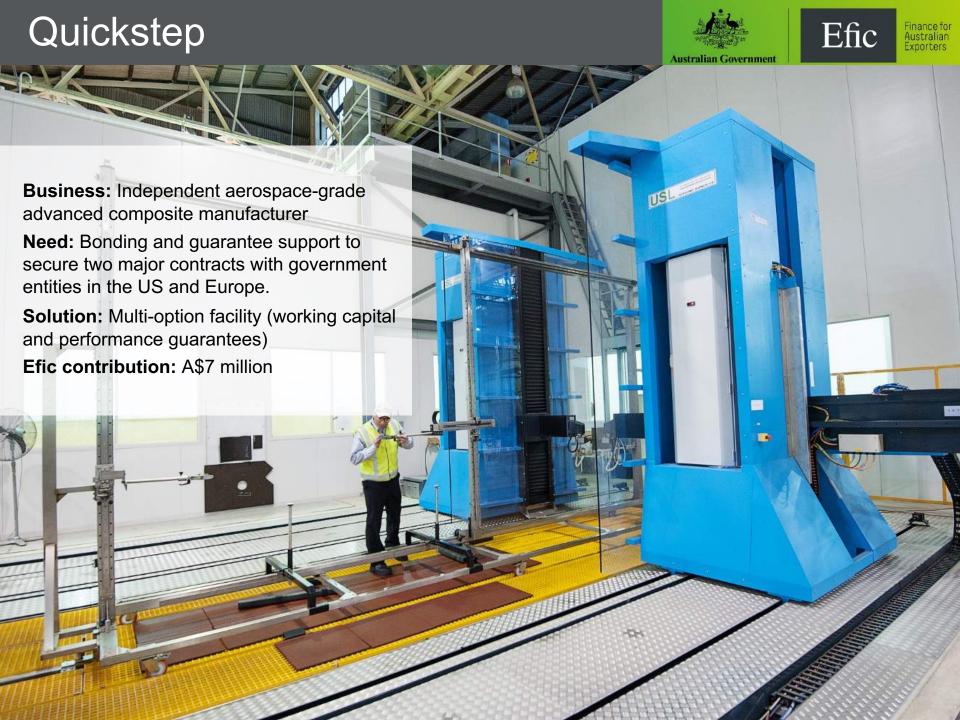
**Business**: Technology business with expertise in computer vision technology

**Need:** Finance to help fund the manufacture and delivery of 8000 units of their driver monitoring system to a Thai-based transport and logistics company

**Solution:** Export Line of Credit **Efic contribution:** A\$2 million

Term: 10 months

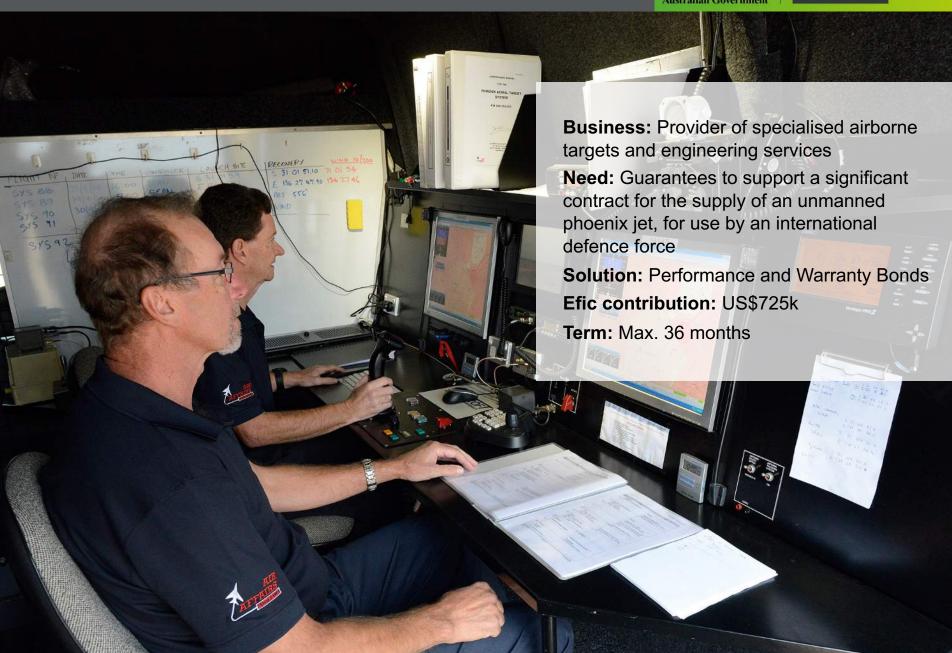




## Air Affairs



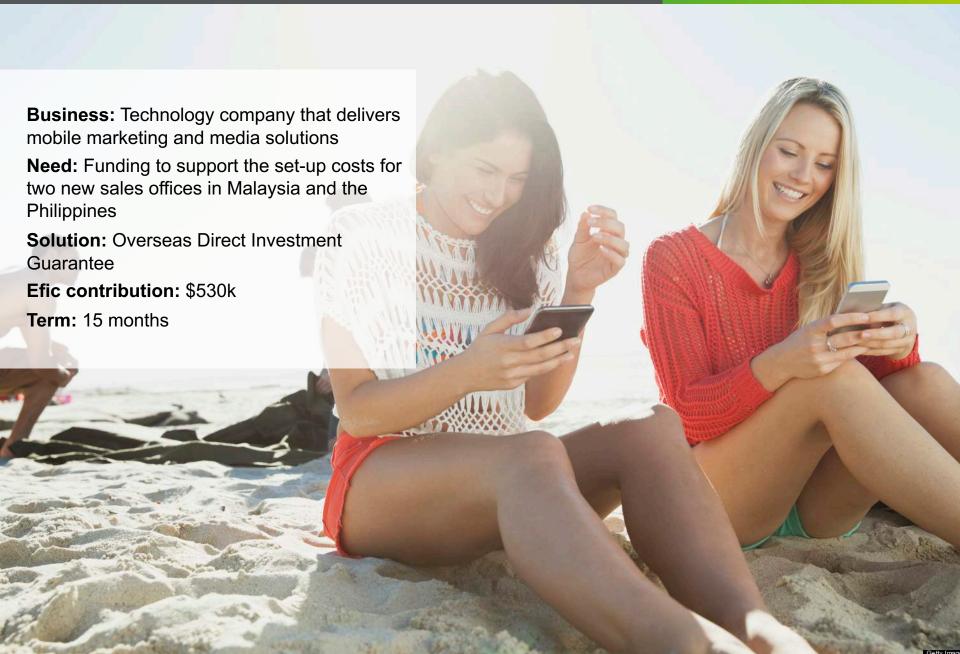




# Big Mobile







## 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 with your bank.

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