

The New Zealand Export Credit Office

Managing Export Credit Risks and Accessing Trade Finance

Date: 6th August 2009

Time: 11:00 – 12:00

Venue: NZ Trade & Enterprise Boardroom, 2nd Floor Tourism House, 64 Dickens St, NAPIER

Do you export timber, meat, wool, seafood or beverages, manufacturing machinery, industrial equipment or your services?

Do you want your business to maintain sales and/or grow by offering your international buyers repayment terms? Do you need to protect your risk of repayment? How can firms mitigate these risks? Are you facing bonding or working capital constraints?

The great news is – solutions are available. On the 6th August, at 11am, NZTE will be hosting the New Zealand Export Credit Office (www.nzeco.govt.nz) who will update Hawke's Bay exporters on their recently expanded trade finance solutions. Come along and learn about the support that the New Zealand Export Credit Office can provide to exporters and financiers.

There is no cost for this presentation.

Additionally, if you would like to meet one-on-one with the NZECO on the afternoon of the 6th of August, please let us know.

If you would like to attend this brief presentation please email sue.greenwood@nzte.govt.nz or phone 835 6245.

About the New Zealand Export Credit Office – www.nzeco.govt.nz

The New Zealand Export Credit Office (NZECO) provides financial guarantee products for New Zealand exporters and banks. Our products help exporters manage risk and capitalise on trade opportunities around the globe.

As well as working directly with exporters, we work closely with commercial financiers in New Zealand and offshore to support and improve the competitiveness of New Zealand exporters. NZECO is currently located in the Treasury and obligations to third parties are guaranteed by the New Zealand government.

NZECO's guarantee products are intended to extend the capacity of facilities in the private sector. The Government's maximum liability under the scheme is NZD 540 million.

Product Range <http://www.nzeco.govt.nz/products>

- **Export Credit Guarantee** - "Assisting Exporters to Offer Extended Credit Terms to International Buyers...while covering risks of non-payment"
- **Short Term Trade Credit Guarantee** – "Assisting exporters cover buyer repayment terms of less than 360 days and banks to confirm letters of credit."
- **Working Capital Guarantee** - "Providing access to additional finance from your bank without requiring additional security"
- **General Contract Bond Guarantee** – "Extension of an exporter's bank bonding lines without requiring additional security"
- **US Surety Bond Guarantee** – "Assisting New Zealand firms to provide surety bonds in the United States"