



L'Assicurazione svizzera contro i rischi delle esportazioni

Esportare in sicurezza

Lunedì 11 marzo 2019

Verena Utzinger
Senior Relationship Manager



What is an ECA?

- Most industrialised countries offer their companies protection through state export credit agencies (ECAs).
- ECAs insure political and del credere risks involved in exporting goods and services. Their insurances and guarantees protect exporters from default and facilitate export financing.



About us

- We are providing insurance and business solutions to our customers, you, at competitive rates.
- We are connecting Swiss suppliers with emerging markets in order to help business grow internationally.
- We enhance your competitiveness.

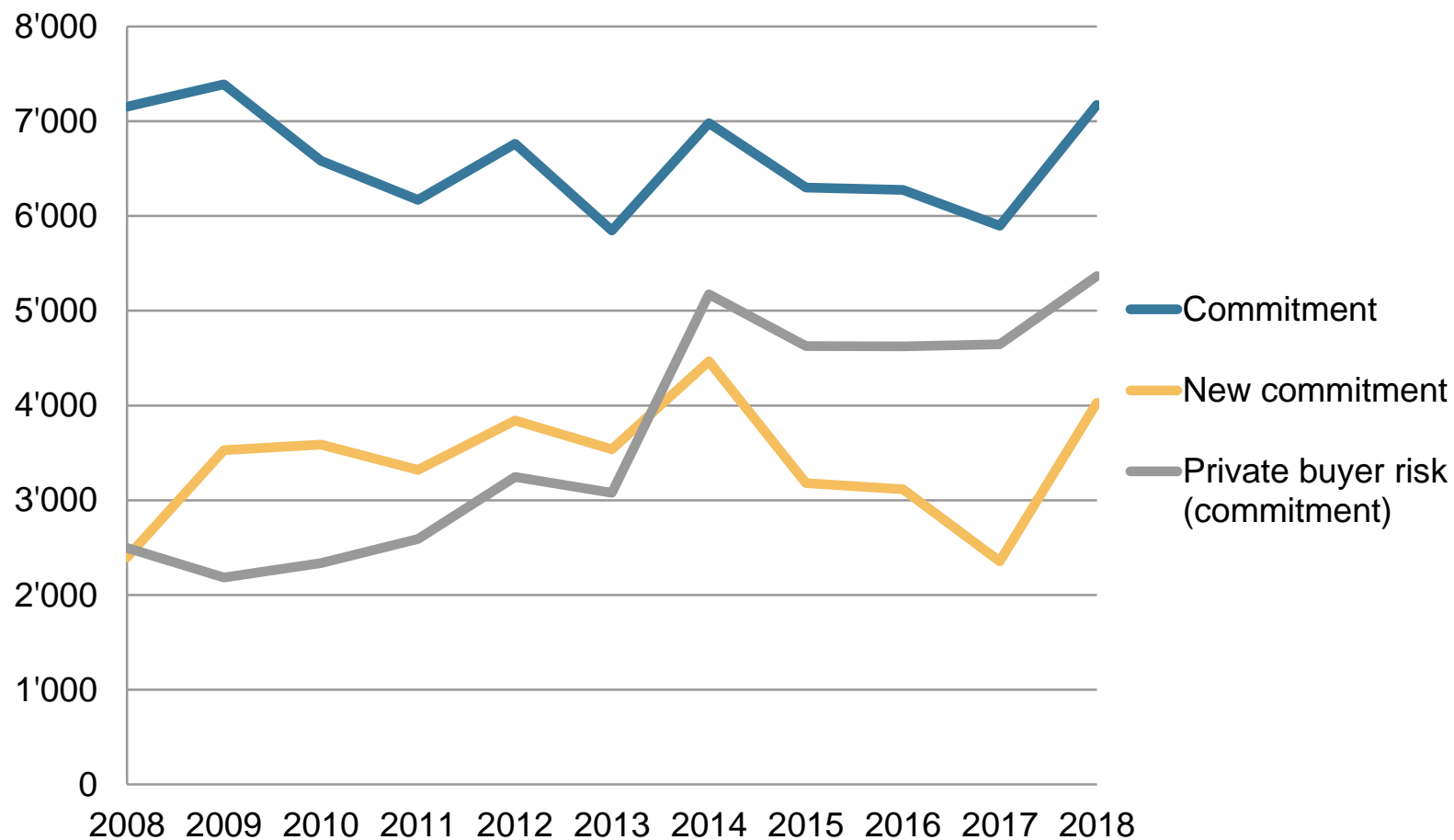
Economic viability

SERV has a statutory requirement to be economically viable. It does not receive any subsidy.

SERV finances itself through its premium revenues.

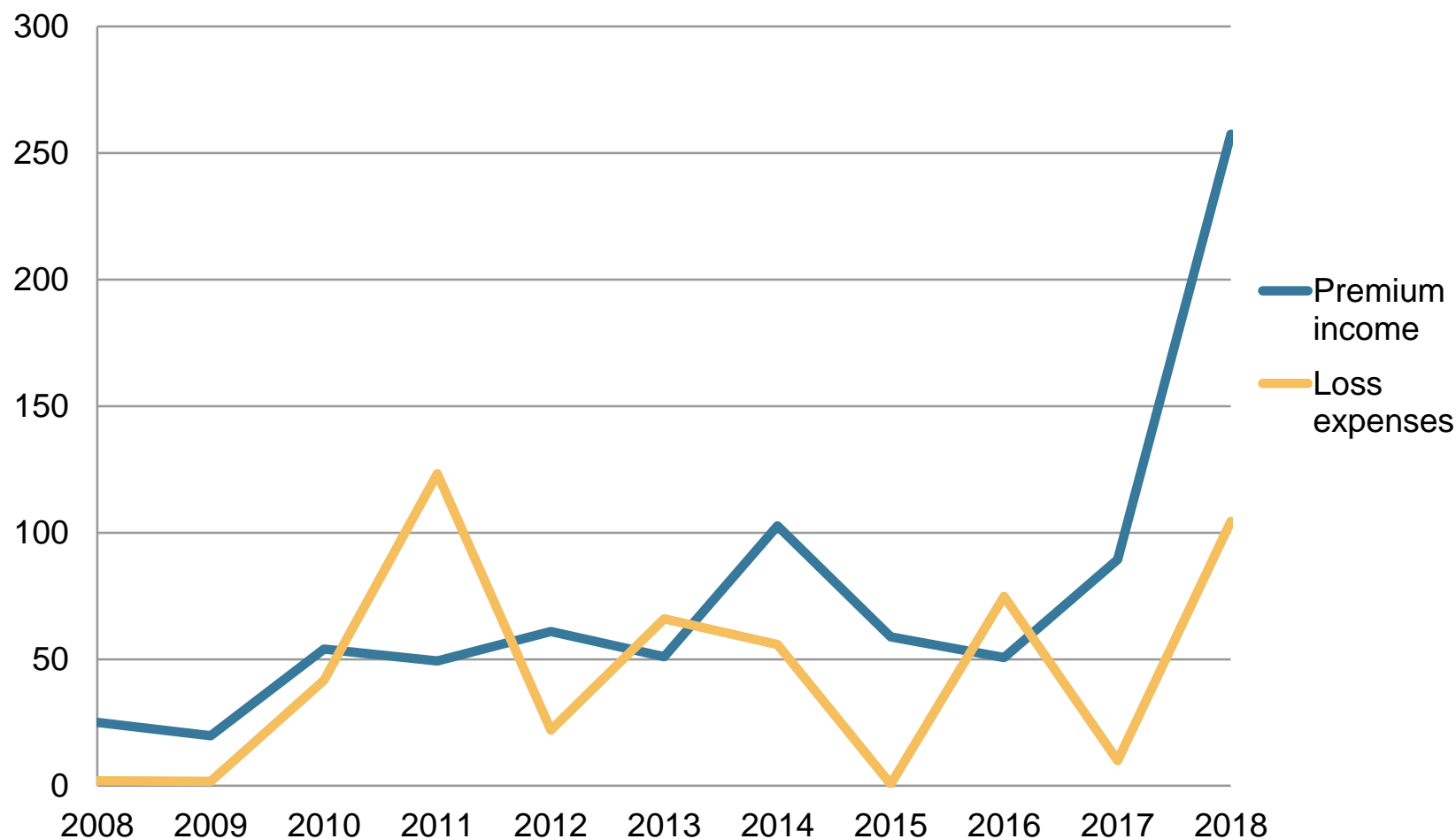
Commitment Development

As of 31.12.2018, in CHF million

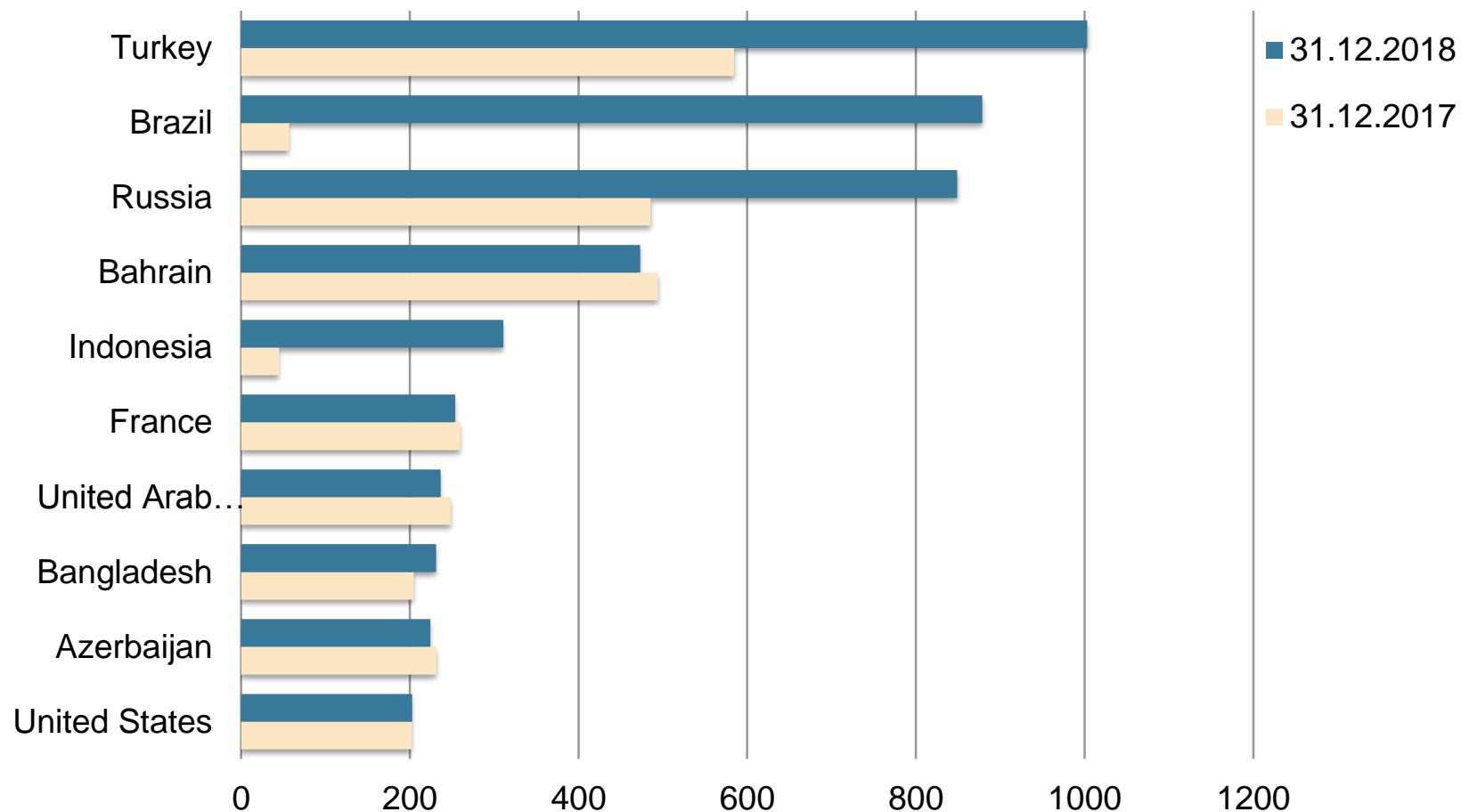


Premium Income and Loss Development

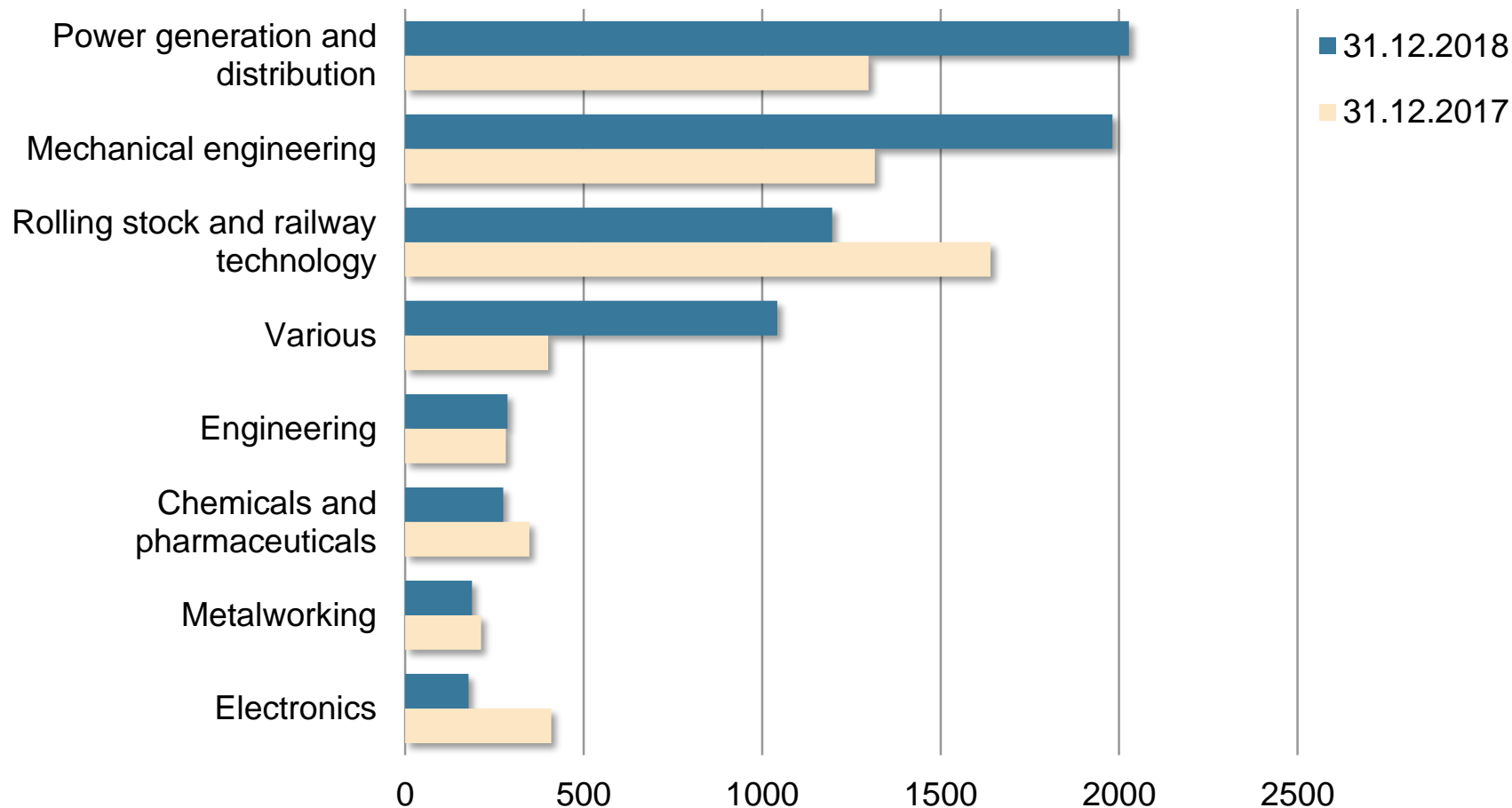
As of 31.12.2018, in CHF million



Commitment by Country in CHF million



Commitment by Industry in CHF million



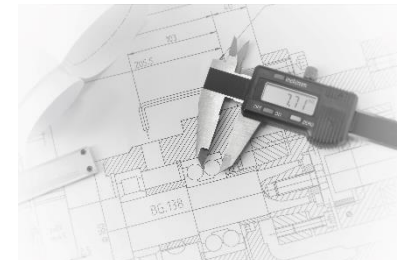
Our business: Most important sectors according to commitment



Renewable energies



Power generation and distribution



Engineering



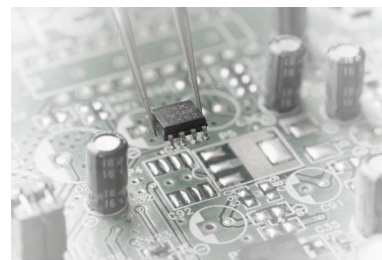
Machinery



Rolling stock / Railway technology



Chemicals and pharmaceuticals



Electronics



Textile



Software

How can we support you?

- Security

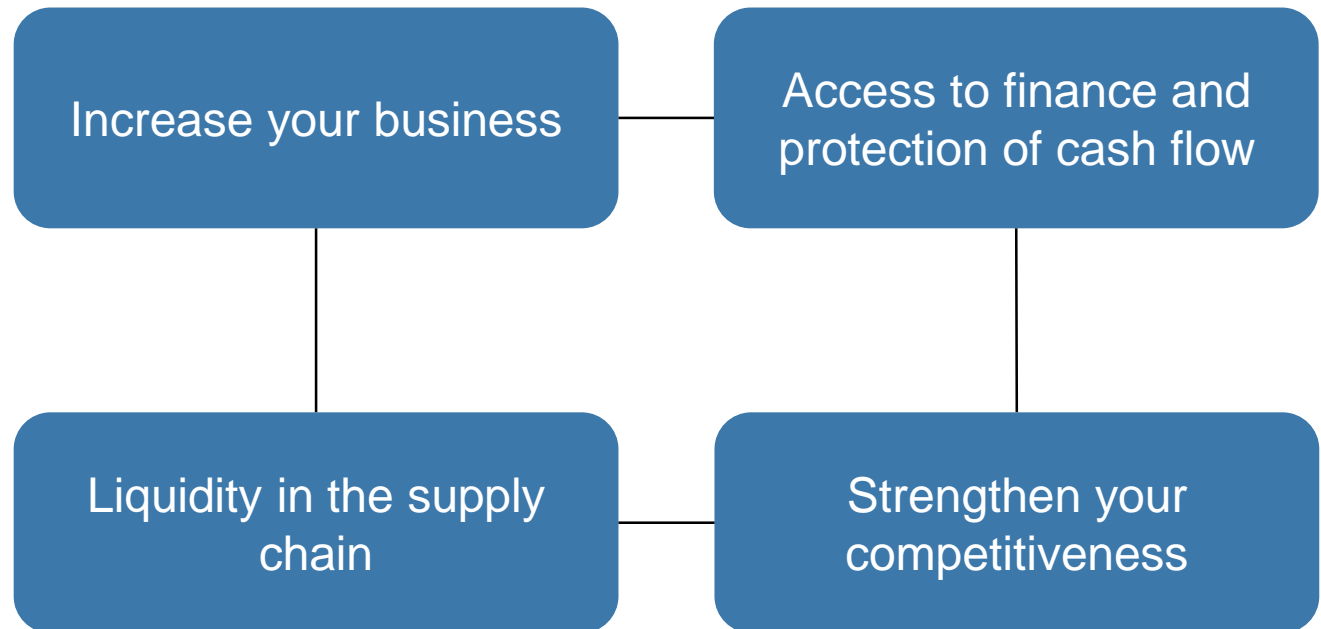
by providing you security for political, transfer and payment risks

- Liquidity

by providing insurance cover for working capital loans and

counter guarantees for your contract bonds (advance payment guarantees, performance bonds, warranties etc.

Our goal: Foster Swiss Export Business

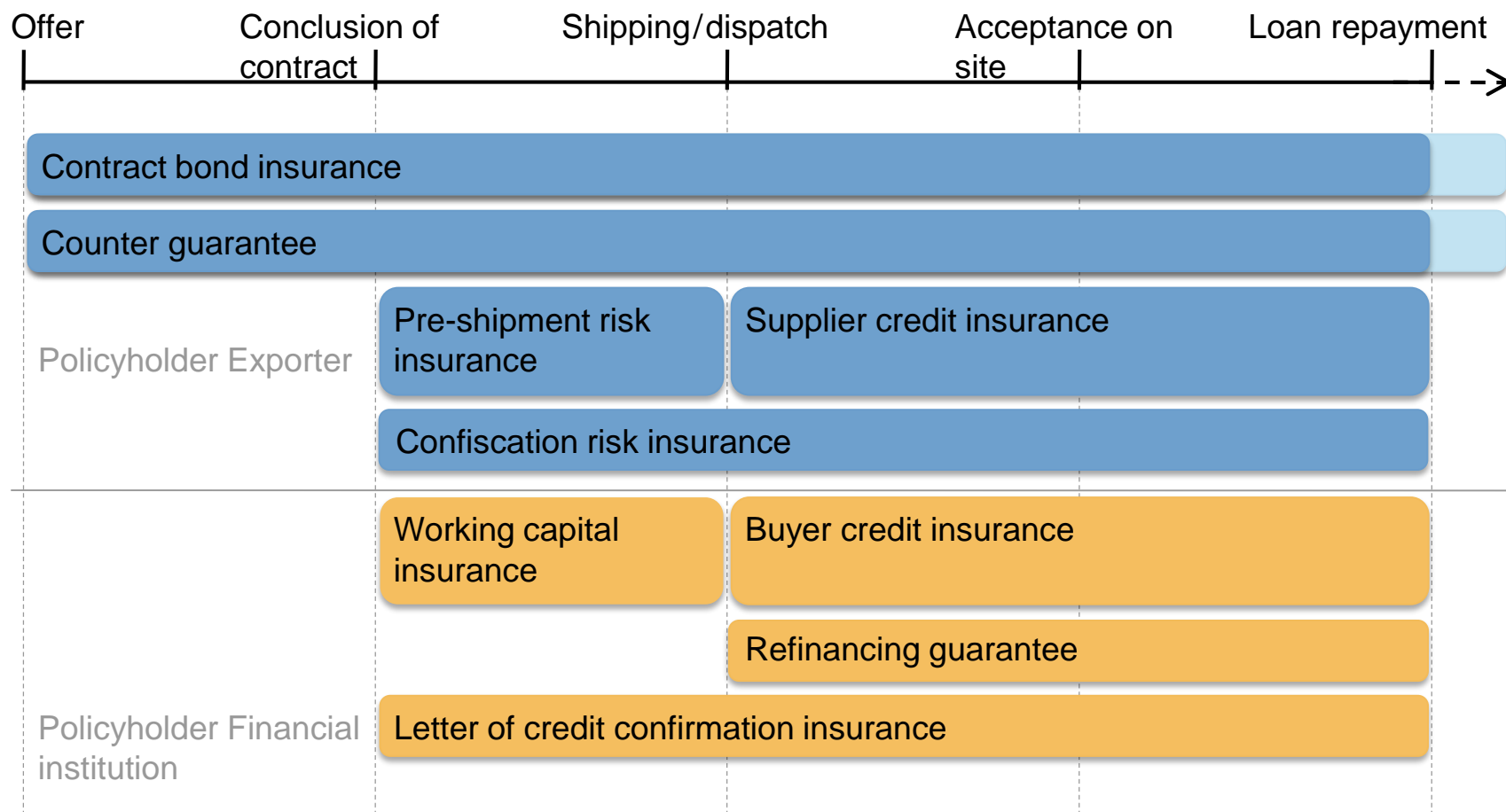


Product portfolio

Exporters	Financial institutions	Associations	Export credit insurances
Pre-shipment risk insurance	Working capital insurance	Multi-buyer insurance*	Reinsurance
Supplier credit insurance	Buyer credit insurance		
Service insurance	Letter of credit confirmation insurance		
Contract bond insurance	Refinancing guarantee		
Counter guarantee			
Confiscation risk insurance			

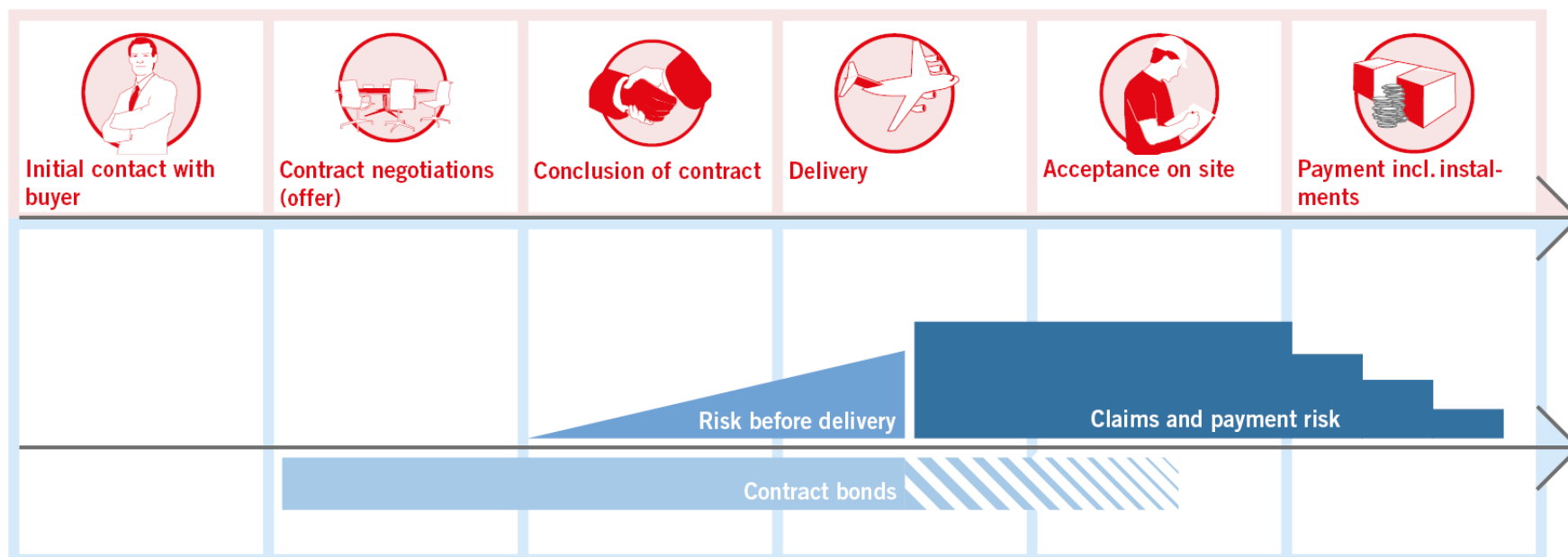
*for scienceindustries members

Products to minimise risks connected with export transactions



Risks during an export transaction

From first contact to final payment



How will this affect your business?



For exporters:

- liquidity upon delivery
- comprehensive cover for political / payment risks



For buyers:

- access to medium / long term loans
- repayment of export loan through cash flow
- favourable interest rates thanks to AAA-Rating cover

Insurance premium

- is subject to the underlying / insured risk.
- no minimum premium
- no expense premium in principle
- free premium indication

calculate your premium on:



www.serv-ch.com/premium-calculator

Case study

Counter guarantee

Delivery of machinery to Mexico, contract value EUR 238'000

40 % Advance payment (guarantee)	EUR	95'200
20 % Down payment upon approval of design (guarantee)	EUR	47'600
25 % at delivery, 15 % at final acceptance on site	EUR	95'200
Insurance cover for advance payment guarantee 4 months	CHF	389
Premium for counter guarantee 4 months	CHF	395
SERV invoicing	CHF	395
Insurance cover for down payment guarantee 4 months	CHF	194
Premium for counter guarantee 4 months	CHF	198
SERV invoicing	CHF	198
Total SERV premium for counter guarantees	CHF	593

Case study

Working capital loan insurance, combined with suppliers credit

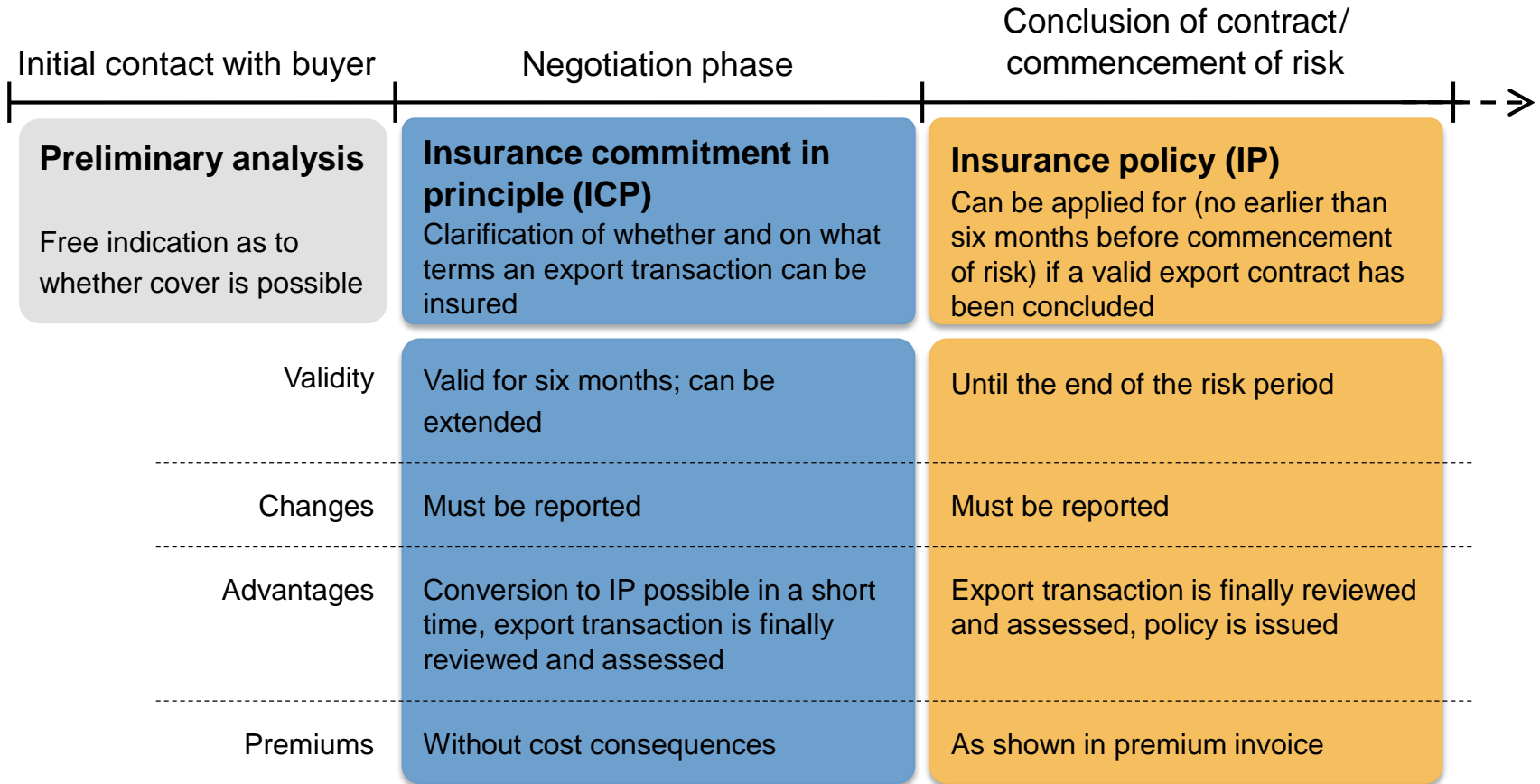
Delivery of electronical parts to China, contract value	CHF 850'000
Production cost	CHF 765'000
Working capital loan	CHF 750'000

Payment condition
100% after commissioning, 360 days, with latest-clause

Insurance cover for suppliers credit	CHF 10'958
Insurance cover for production costs, 8 months,	CHF 3'036
Insurance cover for for working capital loan, 22 months	CHF 3'266

Total SERV premium for counter guarantees	CHF 14'225
---	------------

Insurance commitment in principle (ICP) / Insurance policy (IP)



Join us on our webpage

www.serv-ch.com

- Newsletter
- Online premium calculator
- Cover policy with country risk indication
- Online application form
- Vocational trainings





Let's get started!

Let us support your investments!

Visit our website www.serv-ch.com or subscribe to our newsletter.

Your contact:

Verena Utzinger

T +41 58 551 55 15

M +41 76 551 55 15

verena.utzinger@serv-ch.com

