



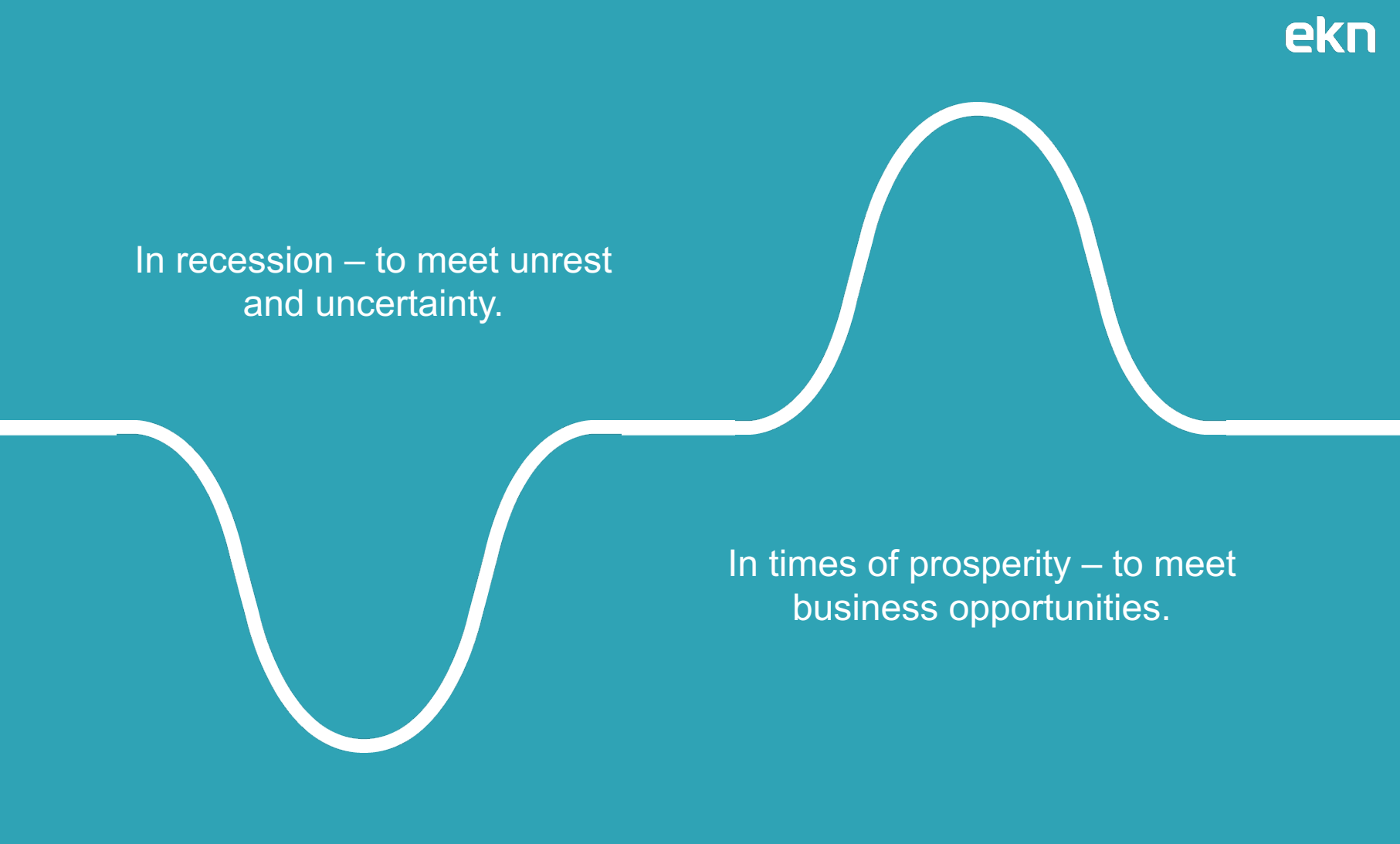
Introduktion to EKN

The Swedish Export Credit Agency

Anna Långström och Greger Leijonhufvud
Business area SME & Midcorp

ekn

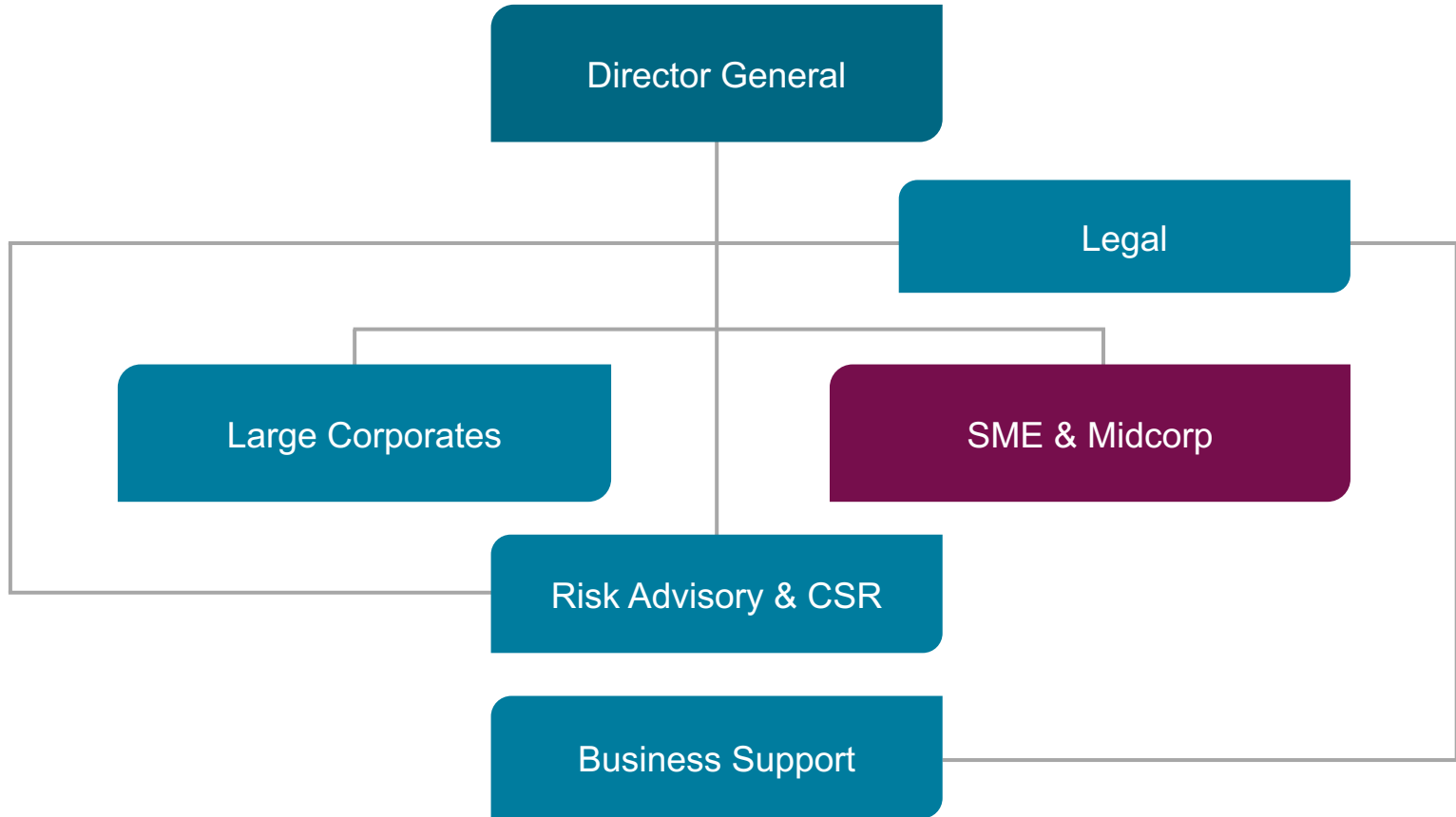




In recession – to meet unrest
and uncertainty.

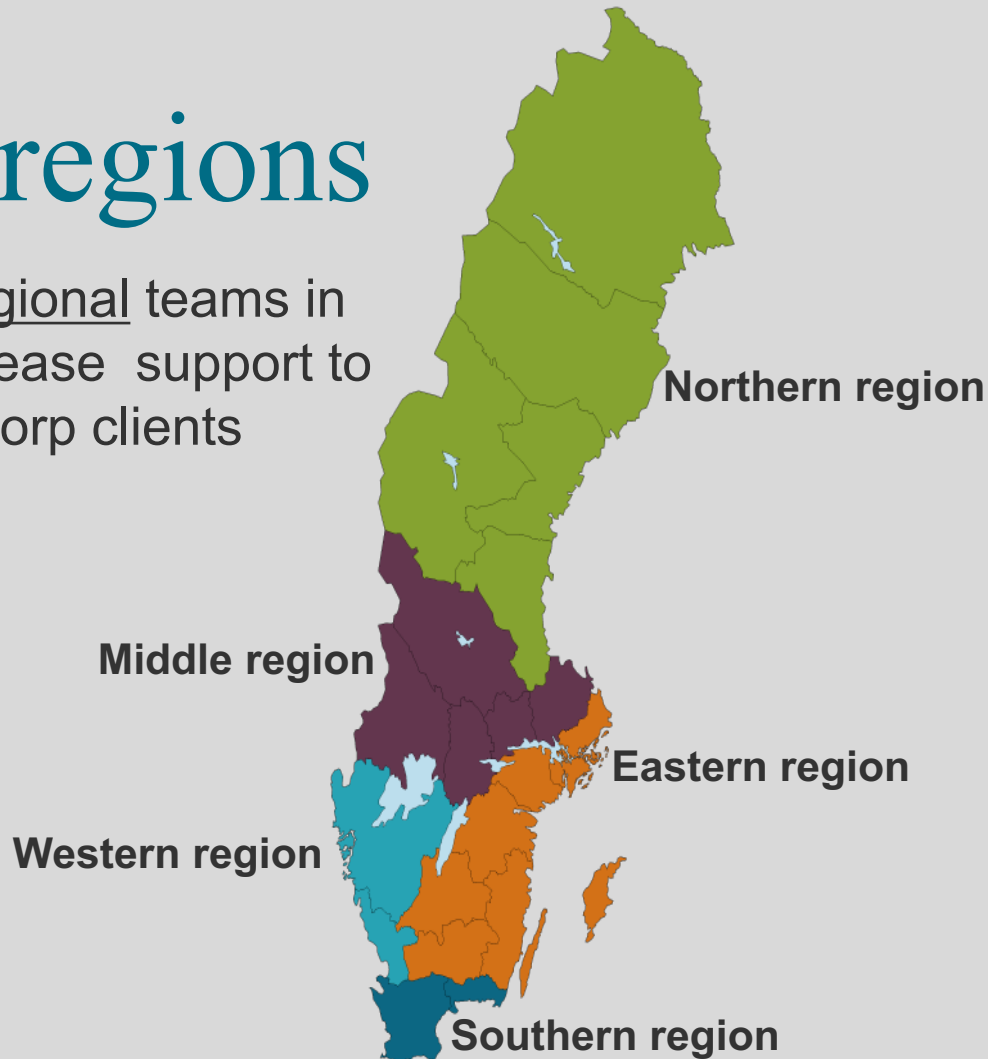
In times of prosperity – to meet
business opportunities.

Organization



Five regions

Focus on regional teams in order to increase support to SME & Midcorp clients



EKN offices:

1. Luleå
2. Sundsvall
2. Stockholm
3. Göteborg
4. Malmö

Regional representatives:

1. Göteborg
2. Växjö
3. Karlstad
4. Skåne, Blekinge





EKN is available for all exporting companies,
large and small, and their banks.



What does EKN do?

Sales process
/Negotiation

Production

Delivery

Credit period

Working capital

Payments

Bank guarantees

Sales process
/Negotiation

Production

Delivery

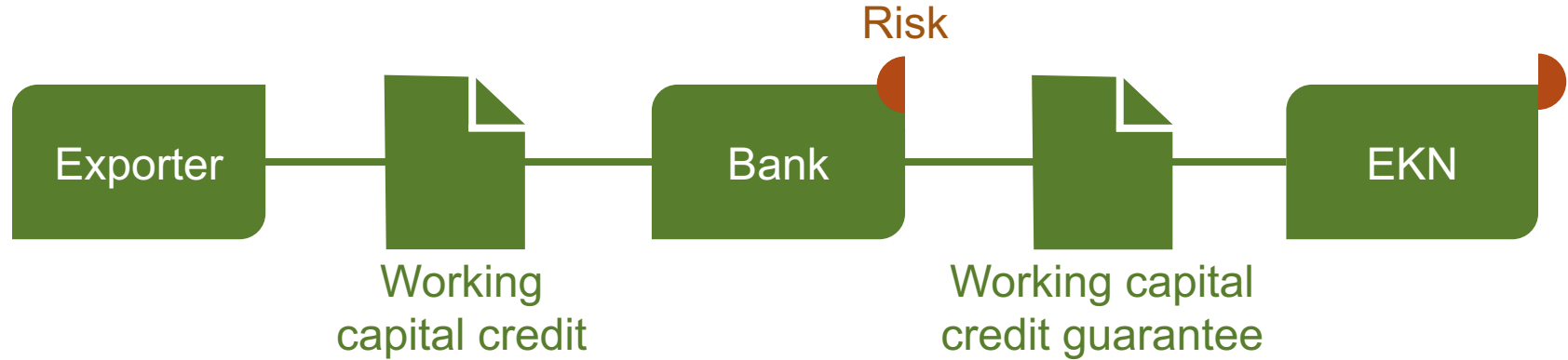
Credit period

Working capital

“We need more capital to
go ahead with the order.”

“EKN’s working capital credit
guarantee offers risk sharing
with the lending bank.”

Working capital credit guarantee



Working capital credit guarantee

The guarantee makes it easier for the bank to finance small and medium-sized exporting companies.

You can invest in staff, raw material, production capacity etc, without fully encumbering your bank limit.

Sales process
/Negotiation

Production

Delivery

Credit period

Bank guarantees

“My buyer demands a bank
guarantee for the down payment.”

“EKN’s counter guarantee protects
the issuing bank against loss.”

Counter guarantee

Increases the credit limits at a bank that issues for example an advance payment guarantee.

The counter guarantee may also be issued to support domestic transactions, if they lead to Swedish exports later on.

Sales process
/Negotiation

Production

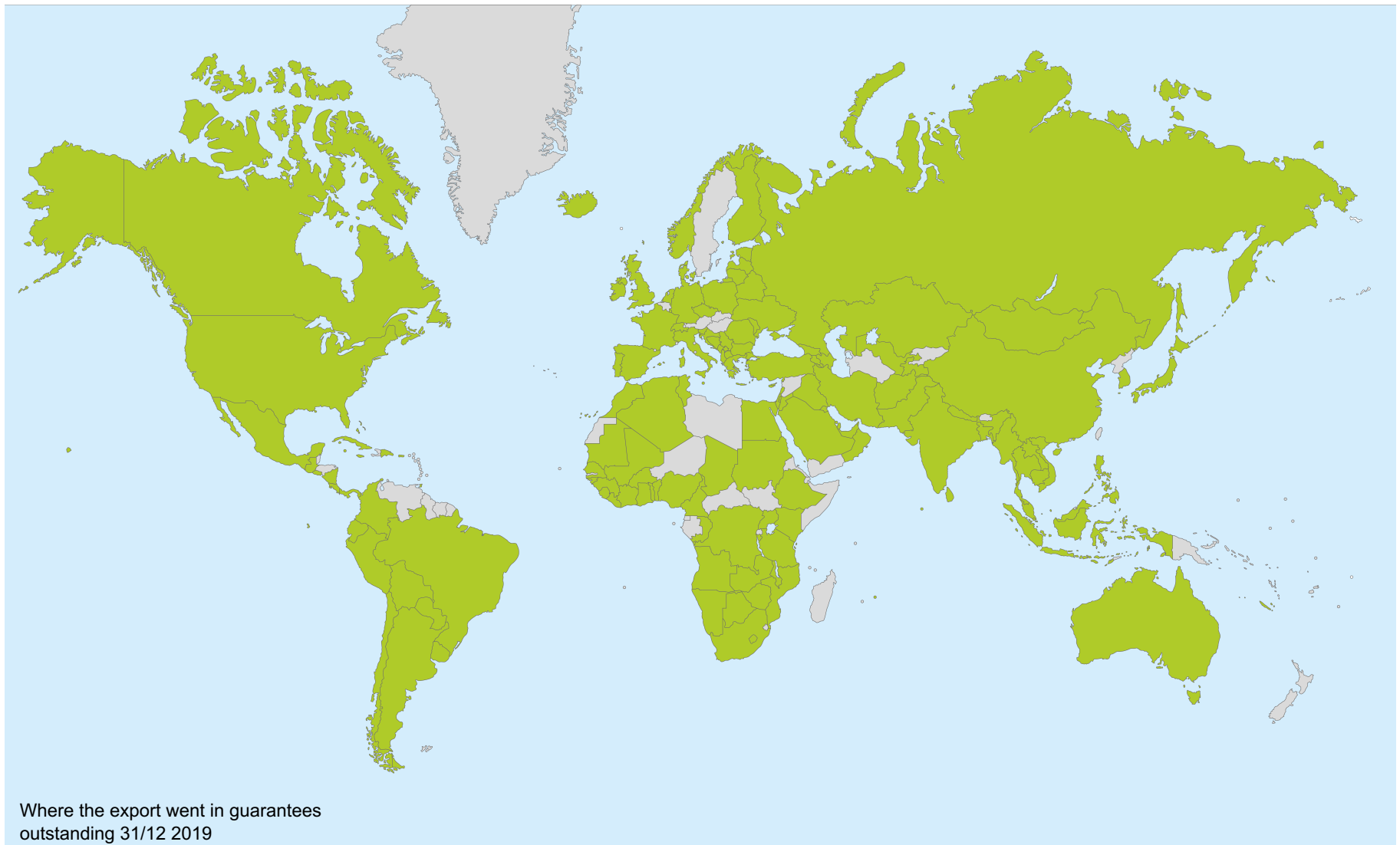
Delivery

Credit period

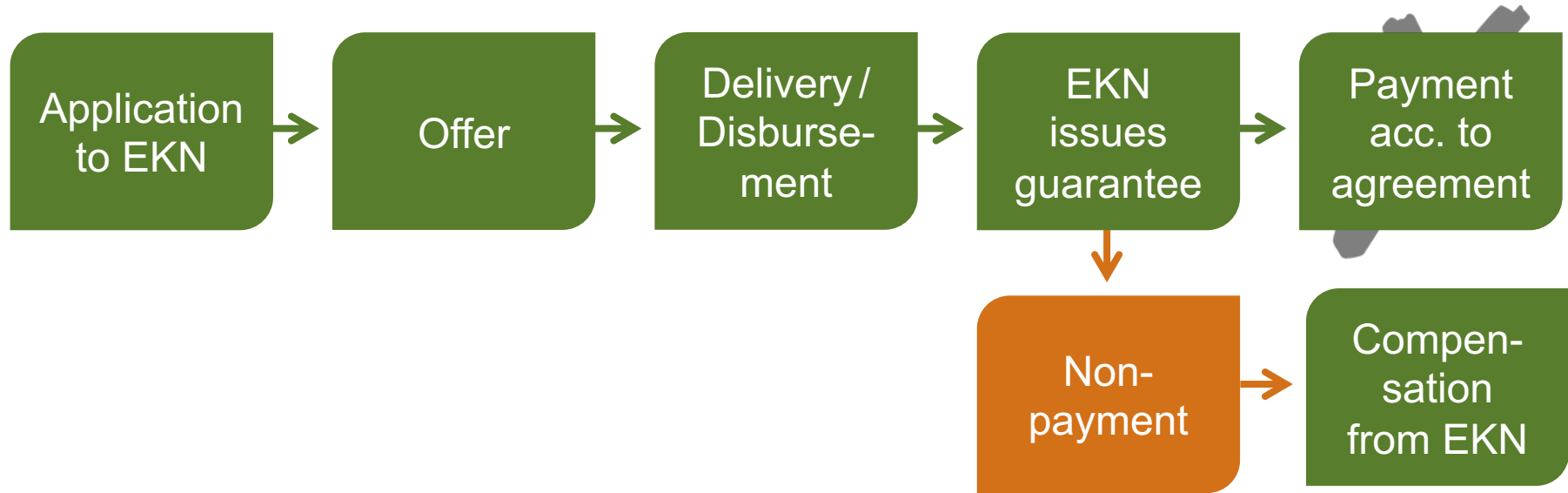
Payments

“My customer wants a
60 days credit period.”

“EKN’s guarantee for trade
receivables guarantees that
you will be paid.”



How it works



EKN's guarantees make more and safer
export transactions possible

Thank you!

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