



Australian Government



AUSTRALIAN CONTRACTORS
FINANCIAL SOLUTIONS

Overcoming financial barriers for exporters

EFIC AT A GLANCE

Assisting Australian Contractors with finance solutions for export resource projects

EFIC IN PERSPECTIVE

EFIC may assist eligible Australian based companies - contractors and subcontractors ("Contractors") - to win and finance export related contracts with targeted financial solutions. As Australia's official export credit agency, we are 100% owned by the Australian Government and hold a AAA credit rating.

EFIC'S ROLE IN RELATION TO THE COMMERCIAL BANKS

EFIC works alongside the commercial banks to provide financial support to their customers in circumstances where their bank is unable to meet their entire financing requirements. EFIC does not compete with the banks. We act where there is a gap in the commercial finance market.

EXPLAINING EXPORT RELATED CONTRACTS

These are contracts where the ultimate goods produced are exported but the companies that are part of the contract supply chain may not themselves be exporters. Examples include Contractors to major resource projects in Australia.

For EFIC to consider support, the goods produced and/or services rendered by a Contractor to the project, must form an integral part of the overall resource export project.

EFIC'S FINANCE SOLUTIONS FOR CONTRACTORS

EFIC may assist with:

- Bank guarantees which need to be posted by a Contractor to guarantee performance under a contract; and/or
- Working capital support to help the Contractor finance the contract; and/or
- Longer term finance to fund necessary capital expenditure for the contract.

HOW EFIC PROVIDES ITS FINANCE SUPPORT

Bank Guarantees - EFIC may either provide an on-demand performance guarantee directly to the Contractor's counterparty in a contract or, if required, EFIC can provide an on-demand guarantee to the Contractor's bank to enable the bank to provide the performance guarantee to the Contractor's counterparty.

Working Capital and longer term finance - EFIC may provide a guarantee to the Contractor's bank to enable the bank to provide the actual funds to the Contractor.

MINIMUM ELIGIBILITY CRITERIA FOR EFIC SUPPORT?

- Australian based Contractors who have successfully tendered for contracts for major Australian export resource projects but need finance in the form of performance bonds, working capital or capital expenditure which the bank is unable to provide.
- The goods and/or services the Contractor is delivering under the contracts are integral to the overall export resource project.
- The Contractor has been technically prequalified for this contract by the contractor and/or the actual sponsor consortium of the resource project.
- The financial/guarantee requirement is at least \$500,000.

FIND OUT MORE

For Qld, NSW, Vic, Tas and NT enquiries, call Robert Dravers, Director, SME & Mid Market, on +61 2 8273 5268 or email rdravers@efic.gov.au

For WA, SA and ACT enquiries, call Leela Hanson, Director, SME & Mid Market, on +61 2 8273 5225 or email lhanson@efic.gov.au

NOTE: Information in this brochure, including on terms and conditions is supplied as a general guideline only. EFIC's compliance with legislation and OECD guidelines, together with its credit assessment and other policies, influence the actual terms and conditions that may be applicable to any eventual transaction with EFIC.

The information in this brochure does not comprise advice or a recommendation and EFIC makes no representation or warranty relating to it. To the maximum extent permitted by law, EFIC will not be liable for any direct or indirect loss or damage incurred by any person on the basis of information in this brochure.