

**EXCHANGE  
RISK  
NEGOTIATION  
INSURANCE**

**YOU**

**YOU BID FOR AN EXPORT  
OFFER IN FOREIGN  
EXCHANGE**

**WE**

**WE NEUTRALISE  
THE EXCHANGE RISK**

**UP TO 100% COVER  
FOR EXCHANGE LOSS**



# YOU

## Want to negotiate and export in foreign exchange without incurring exchange risk

### YOUR PROJECT

Bid for a commercial offer in foreign currency.

### YOUR COMPANY

Company based in France, faced with competition in one-time export projects (excluding international trading operations).

# WE

## With Exchange Risk Negotiation Insurance we protect you from a fall in currency rates from the moment the commercial offer is submitted and also enable you to gain from a rise in currency rate during the negotiation period owing to the “profit-sharing” variant

### CHARACTERISTICS

- **Guaranteed currencies:** Danish, Swedish, Norwegian Krone; Australian, Canadian, Hong-Kong, Singaporean or US dollar, Sterling pound, Swiss franc, Yen. Review upon request of other convertible currencies: Hungarian Forint, Brazilian Real, and Russian Rouble
- **Maximum amount covered per transaction:** 120 M€ for USD, 60 M€ for all other guaranteed currencies
- **Guaranteed futures prices defined on the basis of:**
  - the spot exchange rate on the day the guaranteed exchange rate is fixed;
  - the time required from the start of the negotiation to the date the contract becomes effective = validity period (3-24 months);
  - contract payment conditions
- **Cost:** premium depending on the guaranteed currency, validity period, and the profit-sharing conditions finally selected; payable as of fixing the guaranteed rate (minimum premium: 150 €)
- **Irrevocable guarantee**, as of the fixing of the guaranteed rate

### ADVANTAGES

- **Promptness: decisions taken in 48 hours:**
  - before the date on which the guaranteed rate is to be fixed: email the subscription application form to: **assurance-export-change@bpifrance.fr** (available on Bpifrance.fr);
  - Bpifrance sends an approval notification
- **100% coverage** for exchange loss assessed on the payment deadlines against the guaranteed future price
- **Variant with profit-sharing:** integrating 50% or 70% of the difference between the initial spot price and the spot price on the day it is revised, until the commercial contract is concluded
- **Premium is refunded** partially in case the negotiations fail
- **Flexibility** in case of deferred payments by the buyer
- **Declaratory method management** within the framework of the subscription policy signed by your company

To contact Bpifrance in your region: **bpifrance.fr**

E-mail: **assurance-export-change@bpifrance.fr**