

**Interviewer:** There are a lot of companies in the United States and I imagine in other countries as well that are not familiar with Export Credit Financing. What would you say to a company that has either not begun exporting, because of their fears of not getting paid, or not being able to provide financing to their buyers, or not being able to obtain working capital to produce or fulfill a contract? What would you say to them about export credit financing if they are new to exporting or are new to export credit?

I would encourage them very much first to go to you [Ex-Im Bank] and to go to Export Credit Agencies, and try to convince them to help them and to support them. I will give you an example, in the wind, if you see some open manufacturers like in Denmark really using the export credit agency to promote their selves and it works.

When we have ourselves as a buyer of equipment to develop projects; it very nice that at the same time we are talking to they supplier, they introduce this kind of idea and concept and it helps a lot even ourselves to select a supplier, and to say if we choose this one we know that we can on top of the quality of product and the conditions, we can get financing which is going to be easier than if we go with commercial banks.

So it helps a lot and I think its not enough use by the suppliers, they should put this on top of their offer, saying if you like if you are interested, because some buyers could say I'm not interested in that, I finance corporate and I don't need that, so fine. But, if at the moment we are negotiating the contract we have this offer, it would be very interesting for us.