



Magyar Exporthitel Biztosító Zrt.

Cím: 1065 Budapest, Nagymező u. 46-48.

Telefon: 06 1 374 9200; Fax: 06 1 269 1198

Web: www.exim.hu; E-mail: exim@exim.hu

This list of conditions is for information purposes only. Neither this document nor any related discussions purport to create any obligation on the part of MEHIB. The prevailing list of conditions in Hungarian version can be found on the website of EXIM (www.exim.hu). The document located on subject website of Exim addresses all of the elements and major terms of the insurance facility being under negotiations with EXIM.

LIST OF TERMS AND CONDITIONS

(VAT-exempt service)

Valid from: 01 July 2018

I. BUYER RATING-BASED C AND CF-FACILITY TURNOVER-TYPE INSURANCE

1. Facilities: C - Deferred-payment receivables insurance (with supplementary collateral for manufacturing risk),

CF - Factoring insurance
2. In accordance with the provisions set out in the Policy, the insurance fee shall be settled in arrears, based on the turnover report. The fee shall depend on the composition of the portfolio, on the rating of the debtor/surety/guarantor (buyer rating), on the amount of the suretyship/guarantee, on the term, and on the value of the deductible. In the case of a change in the buyer rating or in the amount of the suretyship/guarantee, the new buyer rating, as well as the new coverage rate determined on the basis of the amount of the amended suretyship/guarantee, as a fee-setting parameter, shall be applied for the first time in respect of the deliveries of the month following the start of the validity of the fee-modifying factor indicated in the limit notice. A suretyship or guarantee may only be taken into account as a fee-influencing factor if it has been stipulated as a condition of validity of the limit applicable to one debtor, regardless of the fact that the limit would be or could have been applied even without the existence of the suretyship/guarantee. If surety/guarantee is included as a limit security, the higher rating category among the rating categories of (i) debtor and (ii) surety/guarantor will be applied for the calculation of the fee.
3. The fee shall be based on the total value of the performances/deliveries realised (C), contracts concluded (C+manufacturing risk) and receivables purchased (CF) in the reporting period.
4. A condition for the commencement of the insurance contract is payment of the initial minimum fee. The minimum fee is for one insurance year, payable once a year on the anniversary date, and the amount of this is deducted by the insurer from the fee charged for covering the risks. Lower limit of the fee: HUF 200,000 (EUR 670, USD 740)
5. The insurer shall always be entitled to the minimum fee regardless of the actual amount thereof. Payment of the initial minimum fee shall be due on the date indicated on the invoice issued in respect thereof.

6. Turnover fee items of facilities C and CF:

Deductible: 1%		Term						30-day “Supplementary silent term” surcharge
Buyer rating	1 month	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months	
1	0.162%	0.198%	0.233%	0.269%	0.324%	0.405%	0.486%	0.036%
2	0.203%	0.248%	0.292%	0.337%	0.406%	0.507%	0.609%	0.045%
3	0.305%	0.372%	0.439%	0.506%	0.610%	0.762%	0.914%	0.067%
4	0.645%	0.787%	0.928%	1.070%	1.289%	1.612%	1.934%	0.142%
5	1.154%	1.408%	1.662%	1.916%	2.309%	2.886%	3.463%	0.254%
6	2.174%	2.652%	3.131%	3.609%	4.348%	5.435%	6.522%	0.478%

Deductible: 5%		Term						30-day “Supplementary silent term” surcharge
Buyer rating	1 month	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months	
1	0.156%	0.190%	0.224%	0.258%	0.311%	0.389%	0.467%	0.034%
2	0.195%	0.238%	0.280%	0.323%	0.389%	0.487%	0.584%	0.043%
3	0.293%	0.357%	0.421%	0.486%	0.585%	0.731%	0.878%	0.064%
4	0.619%	0.755%	0.891%	1.027%	1.237%	1.547%	1.856%	0.136%
5	1.108%	1.352%	1.595%	1.839%	2.216%	2.770%	3.323%	0.244%
6	2.086%	2.545%	3.004%	3.463%	4.172%	5.215%	6.259%	0.459%

Deductible: 10%		Term						30-day “Supplementary silent term” surcharge
Buyer rating	1 month	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months	
1	0.147%	0.180%	0.212%	0.245%	0.295%	0.368%	0.442%	0.032%
2	0.184%	0.225%	0.266%	0.306%	0.369%	0.461%	0.553%	0.041%
3	0.277%	0.338%	0.399%	0.460%	0.554%	0.693%	0.831%	0.061%
4	0.586%	0.715%	0.844%	0.973%	1.172%	1.465%	1.758%	0.129%
5	1.050%	1.280%	1.511%	1.742%	2.099%	2.624%	3.149%	0.231%
6	1.976%	2.411%	2.846%	3.281%	3.953%	4.941%	5.929%	0.435%

Deductible: 15%		Term						30-day “Supplementary silent term” surcharge
Buyer rating	1 month	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months	
1	0.139%	0.170%	0.200%	0.231%	0.278%	0.348%	0.418%	0.031%
2	0.174%	0.213%	0.251%	0.289%	0.348%	0.435%	0.523%	0.038%
3	0.262%	0.319%	0.377%	0.434%	0.523%	0.654%	0.785%	0.058%
4	0.554%	0.675%	0.797%	0.919%	1.107%	1.384%	1.661%	0.122%
5	0.991%	1.209%	1.427%	1.645%	1.982%	2.478%	2.974%	0.218%
6	1.867%	2.277%	2.688%	3.099%	3.733%	4.666%	5.600%	0.411%

Deductible: 20%		Term						30-day “Supplementary silent term” surcharge
Buyer rating	1 month	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months	
1	0.131%	0.160%	0.189%	0.217%	0.262%	0.327%	0.393%	0.029%
2	0.164%	0.200%	0.236%	0.272%	0.328%	0.410%	0.492%	0.036%
3	0.246%	0.301%	0.355%	0.409%	0.493%	0.616%	0.739%	0.054%
4	0.521%	0.636%	0.750%	0.865%	1.042%	1.302%	1.563%	0.115%
5	0.933%	1.138%	1.343%	1.549%	1.866%	2.332%	2.799%	0.205%
6	1.757%	2.143%	2.530%	2.916%	3.514%	4.392%	5.270%	0.386%

Deductible: 25%		Term						30-day “Supplementary silent term” surcharge
Buyer rating	1 month	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months	
1	0.123%	0.150%	0.177%	0.204%	0.246%	0.307%	0.368%	0.027%
2	0.154%	0.188%	0.221%	0.255%	0.307%	0.384%	0.461%	0.034%
3	0.231%	0.282%	0.333%	0.383%	0.462%	0.577%	0.693%	0.051%
4	0.488%	0.596%	0.703%	0.811%	0.977%	1.221%	1.465%	0.107%
5	0.875%	1.067%	1.259%	1.452%	1.749%	2.186%	2.624%	0.192%
6	1.647%	2.009%	2.372%	2.734%	3.294%	4.117%	4.941%	0.362%

7. Fee items for facility C with supplementary manufacturing risk:

The fee items + 15%

8. General turnover-type discount:

The customer will be entitled to the given discount from the fee if its turnover reaches a threshold value in the given insurance period. The discounted fee only applies to the part of turnover in excess of the threshold value. The extent of the discounts is determined according to a band-based system. The insurer determines which band(s) the turnover of the given reporting period falls into based on the turnover report sent by the customer. The fee-discount percentage determined on the basis of the turnover band is applicable in respect of tariff-based fees, which are specified on the fee invoice associated with the turnover report.

The turnover bands and the percentage extent of the fee discount associated with the bands is determined as follows:

Facility C

Turnover discount bands (HUF)		Band discount
0	100,000,000	0%
100,000,001	250,000,000	10%
250,000,001	500,000,000	20%
500,000,001	1,000,000,000	30%
1,000,000,001	5,000,000,000	40%
5,000,000,001	10,000,000,000	45%
10,000,000,001	-	50%

Facility CF

If the currency of fee payment under the policy is HUF:

Turnover discount bands (HUF)		Band discount
0	100,000,000	0%
100,000,001	250,000,000	5%
250,000,001	500,000,000	10%
500,000,001	1,000,000,000	15%
1,000,000,001	5,000,000,000	20%
5,000,000,001	10,000,000,000	25%
10,000,000,001	20,000,000,000	30%
20,000,000,001	-	40%

If the currency of fee payment under the policy is EUR:

Turnover discount bands (EUR)		Band discount
0	350,000	0%
350,001	875,000	5%
875,001	1,750,000	10%
1,750,001	3,500,000	15%
3,500,001	17,500,000	20%
17,500,001	35,000,000	25%
35,000,001	70,000,000	30%
70,000,001	-	40%

If the currency of fee payment under the policy is USD:

Turnover discount bands (USD)		Band discount
0	400,000	0%
400,001	1,000,000	5%
1,000,001	2,000,000	10%
2,000,001	4,000,000	15%
4,000,001	20,000,000	20%
20,000,001	40,000,000	25%
40,000,001	80,000,000	30%
80,000,001	-	40%

9. “Longstanding buyer” discount (only applicable for Facility C)

The insured party shall be entitled to the “Longstanding buyer” discount in a given relationship of the customer with its buyer if, in the course of at least two insurance periods, the customer has achieved insured turnover of at least HUF 100 million per year in respect of the buyer concerned, that is, at the earliest, starting from the third insurance period. The extent of the discount is constant during the insurance period; it is determined based on the already closed insurance periods, as follows:

The extent of the discount increases by 10% after each closed insurance period in which the insured turnover related to the buyer has reached HUF 100 million. If in respect of a given year the annual turnover in respect of the buyer reaches the “significant turnover” mark, that is, HUF 1 billion, the extent of the discount shall grow by 20% instead of 10%. The maximum cumulative extent of a “Longstanding buyer” discount that may be given with respect to one buyer is 80%. If the precondition for entitlement in respect one buyer was met earlier, but is not met in the following insurance period, the extent of the original discount remains valid for the next insurance period.

10. “Double non-payment” discount (only applicable for Facility C)

“Double non-payment” means when the debtor has a surety/guarantor, and neither the debtor or the surety/guarantor performs its payment obligation. The insured party is entitled to the “Double non-payment” discount if the original loan debtor is rated at least 6, and in respect of the suretyship or bank guarantee stipulated by the insurer as a condition of limit validity for the given debtor, the surety/guarantor is rated at least 5. The extent of the discount in the case of a bank guarantee is 50%, and in the case of a suretyship from some company, it is 20%. In the case of a partial suretyship undertaking, a “Double non-payment” discount may only be granted off the fee charged for the part covered by the suretyship. The double non-payment discount cannot be used in cases where the insurer only bears the original loan-debtor risk and the suretyship or guarantee associated with the debtor is not stipulated by the Insurer as a condition of validity of the limit.

11. Maximum combined effect of the “Longstanding buyer” discount and the “Double non-payment” discount

The combined fee-reducing effect of the discounts is determined in a multiplicative manner.¹ The upper limit of the combined fee reduction of these two new buyer-specific discounts is 80%.

12. Limit appraisal fees:

- Basic fee for the insurance year: HUF 17,000/buyer. If, where needed, the customer provides authentic financial data on the buyer that does not require additional verification by MEHIB, the limit appraisal fee shall be HUF 10,000/buyer. If, in urgent cases, the limit is appraised within 5 days, and the limit notice is sent out, the appraisal fee is HUF 20,000 / buyer.
- If due to the absence of financial data a limit cannot be determined, the limit appraisal fee shall be HUF 5,000/buyer.
- In the case of a new customer, the first two limit appraisals are free of charge.
- The appraising of a limit-increase request is free of charge.
- Maintenance of credit limits issued within six months preceding the policy anniversary date is free of charge.
- Urgency surcharge*: HUF 10,000/buyer, which is payable even in the case of a free limit appraisal.

This is applicable to an urgent limit issued, at the customer's request indicated on the application form, within 5 working days from receipt of the request. If it is not possible to issue the limit within this time frame, then only the basic fee will be invoiced.

13. By submitting the limit request form, the customer orders from MEHIB Zrt. a buyer-risk appraisal service, the fee for which must be paid by the due date as stated on the invoice, regardless of whether the insurance contract is concluded. With respect to the settlement of any disputes stemming from the service related to the limit request, the general rules on jurisdiction and competence set out in the Act on Civil Procedure shall apply.
14. The customer does not have to pay the review fee for the renewed credit limit on the renewal date of the policy if the insurer issued the limit within six months preceding the first day of the new insurance period.
15. MEHIB accepts limit requests exclusively in written form, on its latest form, signed with a corporate signature, and it always sends a written confirmation of its limit decision to the insured party.

¹ If several discounts are applied at the same time, the extent of the final discount is as follows:
 $1 - (1 - \text{discount}_1) * (1 - \text{discount}_2) * \dots * (1 - \text{discount}_n) = \text{Extent of final discount}$

16. List of countries eligible for insurance under the C, CF and AI facilities.

The prevailing list of countries eligible for insurance under C, CF and AI facilities is on the „exim.hu” website. The list is available at:

<https://exim.hu/szabalyzatok-kondiciok/biztosito/orszagkockazati-besorolas/file>

In the case of countries not listed, please contact our staff.

II. SPECIAL INSURANCE TRANSACTIONS

1. Facilities:
 - V - Buyer credit insurance
 - KV -Supplier-credit discounting insurance
 - G - Manufacturing risk insurance
 - S - Supplier credit insurance
2. Transaction appraisal and commitment-letter extension fee, depending on the insured amount of the transaction:

Insured amount (USD)	Transaction appraisal fee			Commitment-letter extension fee		
	(HUF)	(EUR)	(USD)	(HUF)	(EUR)	(USD)
under 500,000	84,000	280	310	84,000	280	310
under 1 million	116,000	390	430	84,000	280	310
1 million or more	290,000	970	1070	84,000	280	310

3. The transaction appraisal fee is due following the decision on acceptance of the transaction according to the insurance offer. It includes the fee for the one-time extension of the commitment letter, for a maximum period of 6 months.
4. The commitment-letter extension fee is due upon the second extension of the issued commitment letter, following submission of the extension request.
In the case of interbank credit lines the transaction appraisal fee is due upon the issue of the insurance contract relating to the individual accepted transactions, and its extent is 50% of the relevant items above.
5. The insurance fee depends on the country-risk classification, on the rating of the debtor and the surety, on the value of the deductible, on the length of risk-taking, on the repayment terms, and on the means of fee payment, and in the case of the insurance of performance risk it also depends on the performance risk of the exporter.

III. OTHER INSURANCE TRANSACTIONS

1. Facility: AI - Export letter-of-credit confirmation insurance
 - 1.1. Contracting and policy renewal fee:

Contracting fee			Policy renewal fee		
(HUF)	(EUR)	(USD)	(HUF)	(EUR)	(USD)
120,000	400	440	120,000	400	440

1.2. The insurance fee is paid retrospectively on the basis of the items covered by the insurance, as specified in the Policy. The insurance fee depends on the country risk, the rating of the issuing bank, the term of the LC, as well as the value of the deductible.

1.3. A condition for the commencement of the insurance contract is payment of the minimum fee. The minimum fee is for one insurance year, and is deducted by the insurer from the insurance fee payments. Lower limit of the fee: HUF 200,000 (EUR 670, USD 740)

1.4. Eligible countries: see section I.17.

1.5. Turnover fee items of the AI facility

Bank rating	Term*						
	1 month**	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months
1	0.09%	0.11%	0.13%	0.19%	0.30%	0.44%	0.58%
2	0.20%	0.24%	0.28%	0.40%	0.65%	0.95%	1.25%
3	0.30%	0.36%	0.43%	0.62%	1.00%	1.46%	1.92%
4	0.48%	0.58%	0.68%	0.99%	1.60%	2.33%	3.07%
5	0.75%	0.91%	1.07%	1.55%	2.50%	3.65%	4.79%
6	1.05%	1.27%	1.50%	2.16%	3.50%	5.10%	6.71%

Bank rating	Term*						
	1 month**	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months
1	0.09%	0.10%	0.12%	0.18%	0.28%	0.41%	0.54%
2	0.18%	0.22%	0.26%	0.38%	0.62%	0.90%	1.18%
3	0.28%	0.34%	0.40%	0.59%	0.95%	1.38%	1.82%
4	0.45%	0.55%	0.65%	0.94%	1.52%	2.21%	2.91%
5	0.71%	0.86%	1.01%	1.46%	2.37%	3.45%	4.54%
6	0.99%	1.21%	1.42%	2.05%	3.32%	4.84%	6.36%

Bank rating	Term*						
	1 month**	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months
1	0.08%	0.10%	0.11%	0.17%	0.27%	0.39%	0.51%
2	0.17%	0.21%	0.25%	0.36%	0.58%	0.85%	1.11%
3	0.27%	0.33%	0.38%	0.55%	0.89%	1.30%	1.71%
4	0.43%	0.52%	0.61%	0.88%	1.43%	2.09%	2.74%
5	0.67%	0.81%	0.96%	1.38%	2.24%	3.26%	4.29%
6	0.94%	1.14%	1.34%	1.94%	3.13%	4.57%	6.00%

Bank rating	Term*						
	1 month**	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months
1	0.08%	0.09%	0.11%	0.16%	0.25%	0.37%	0.48%
2	0.16%	0.20%	0.23%	0.34%	0.55%	0.80%	1.05%
3	0.25%	0.31%	0.36%	0.52%	0.84%	1.23%	1.61%
4	0.40%	0.49%	0.58%	0.83%	1.35%	1.96%	2.58%
5	0.63%	0.77%	0.90%	1.30%	2.11%	3.07%	4.04%
6	0.88%	1.07%	1.26%	1.82%	2.95%	4.30%	5.65%

Bank rating	Term*						
	1 month**	2 months	3 months	4-6 months	7-12 months	13-18 months	19-23 months
1	0.07%	0.09%	0.10%	0.15%	0.24%	0.35%	0.45%
2	0.15%	0.19%	0.22%	0.32%	0.51%	0.75%	0.98%
3	0.24%	0.29%	0.34%	0.49%	0.79%	1.15%	1.51%
4	0.38%	0.46%	0.54%	0.78%	1.26%	1.84%	2.42%
5	0.59%	0.72%	0.84%	1.22%	1.97%	2.88%	3.78%
6	0.83%	1.00%	1.18%	1.71%	2.76%	4.03%	5.30%

* Content of the insurer's risk-taking, which begins on the day of certification and lasts until the payment due date.

** Applies to bearer LCs with a term of up to 1 month.

1.6. The contracting fee is due when the insurance contract goes into effect, while the policy renewal fee is due at the time of renewal at the anniversary of the policy.

2. Facility: B - Investment insurance

2.1. Transaction appraisal and commitment-letter extension fee: see sections II. 2, 3 and 4.

2.2. The insurance fee, and the optional insurance fee depend on the risk rating of the given country and on the value of the deductible. The calculation base for the fee is the insured amount. The insurance fee is due in a lump sum, one year in advance.

3. Facility: VHK - Interbank buyer credit line

3.1. Transaction appraisal and commitment-letter extension fee: see sections II. 2, 3 and 4.

3.2. The insurance fee depends on the country-risk classification, on the rating of the debtor and the surety, on the value of the deductible, on the disbursement period (between 0 and 2 years) and the length of the repayment period (between 2 and 5 years).