

Finanzierung im Auslandsgeschäft – Erfahrungen aus der Praxis

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KFW DEG

>>> German Desk Financial Support and Solutions

Fachveranstaltung Finanzierung im Auslandsgeschäft

8. September 2020



German
Chambers of Commerce
Worldwide Network



access

KFW DEG



German Desk Financial Support and Solution

Three strong partners



DEG



German
Chambers of Commerce
Worldwide Network

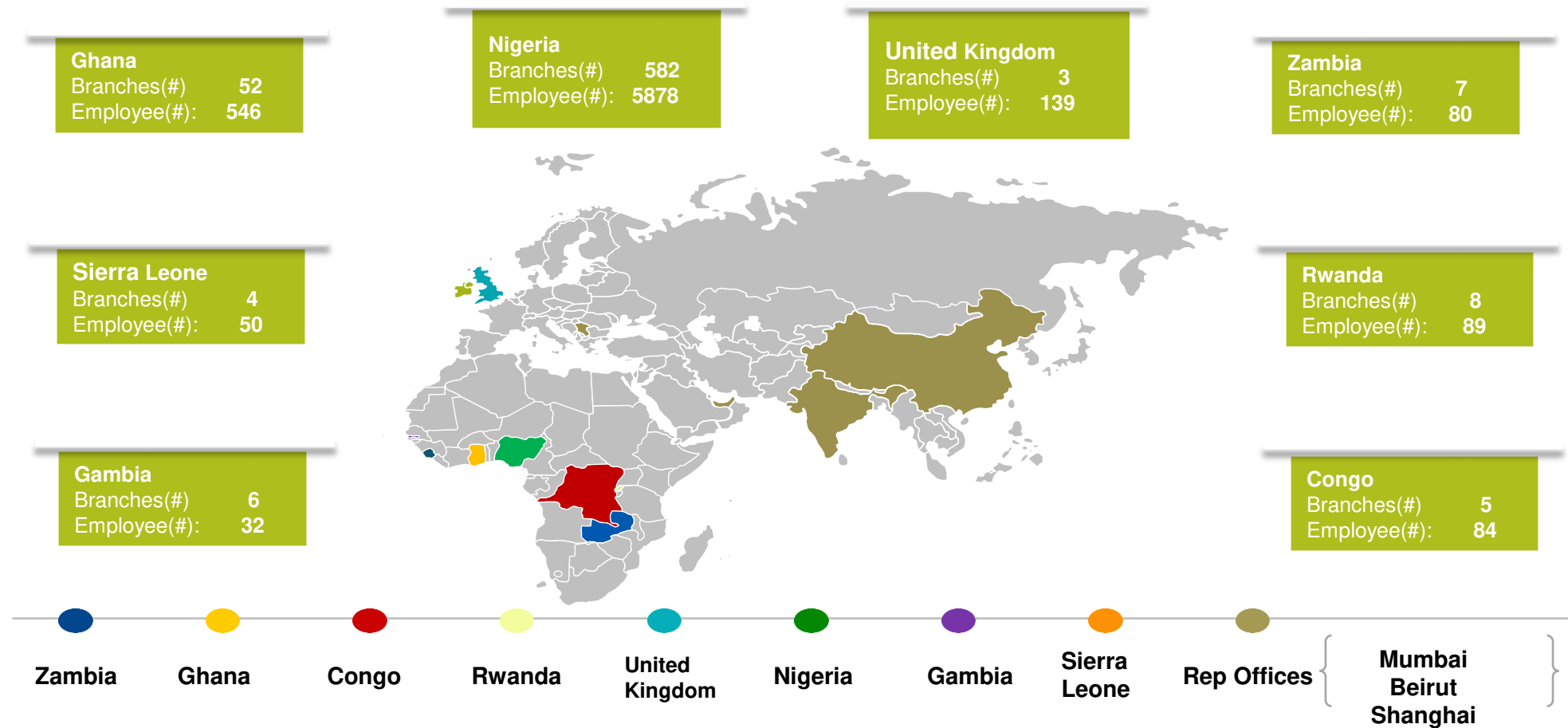
AHK/Delegation/German
business association



GD-FSS / Local
bank



Access Bank International Presence

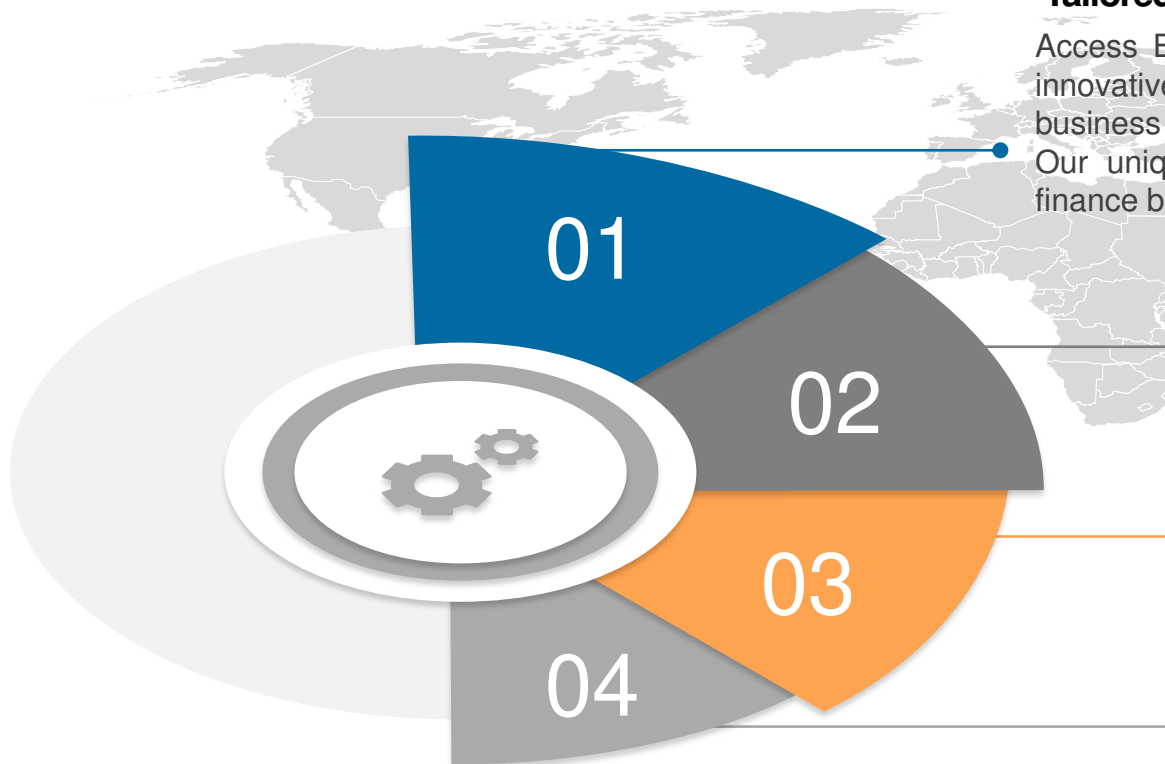


*Subsidiaries in Cameroon, Mozambique and Guinea to commence operation in 2020.



Our Tailored Solutions

Access Bank Plc, in collaboration with Deutsche Investitions-und Entwicklungsgesellschaft (DEG) and the Delegation of German Industry and Commerce in Nigeria (AHK Nigeria) established the German desk in 2017 to provide innovative financial support solution to Austrian/German companies and players along their value chain- This include importer of Austria equipment in Nigeria.



Tailored Trade solutions

Access Bank Plc maintains the second largest trade line to support innovative trade solutions that best suit the dynamics of our customer's business who ranges from multinationals to medium-sized enterprises. Our uniqueness does not only lie in the volume of trade that we finance but in the way we support our customer's businesses.

Innovative Financing Solutions

Leverage on our strong track record in the technology industry, we have deployed several financing structures that have sustained our corporate businesses over the years.

Distributor financing scheme

We understand that every business belongs to an Eco-system and we seek to empower every players along the value chain of our customer's business.

Dedicated Payment and Collections Management Platforms

As a leading Bank driven by technology, our objective is to simplify banking experience and ensure a seamless payment and collection system for our corporates



AccessAfrica provides payments and remittances

Highlights



Branch-based platform



Products available to individuals and institutions



Available in 9 African countries¹



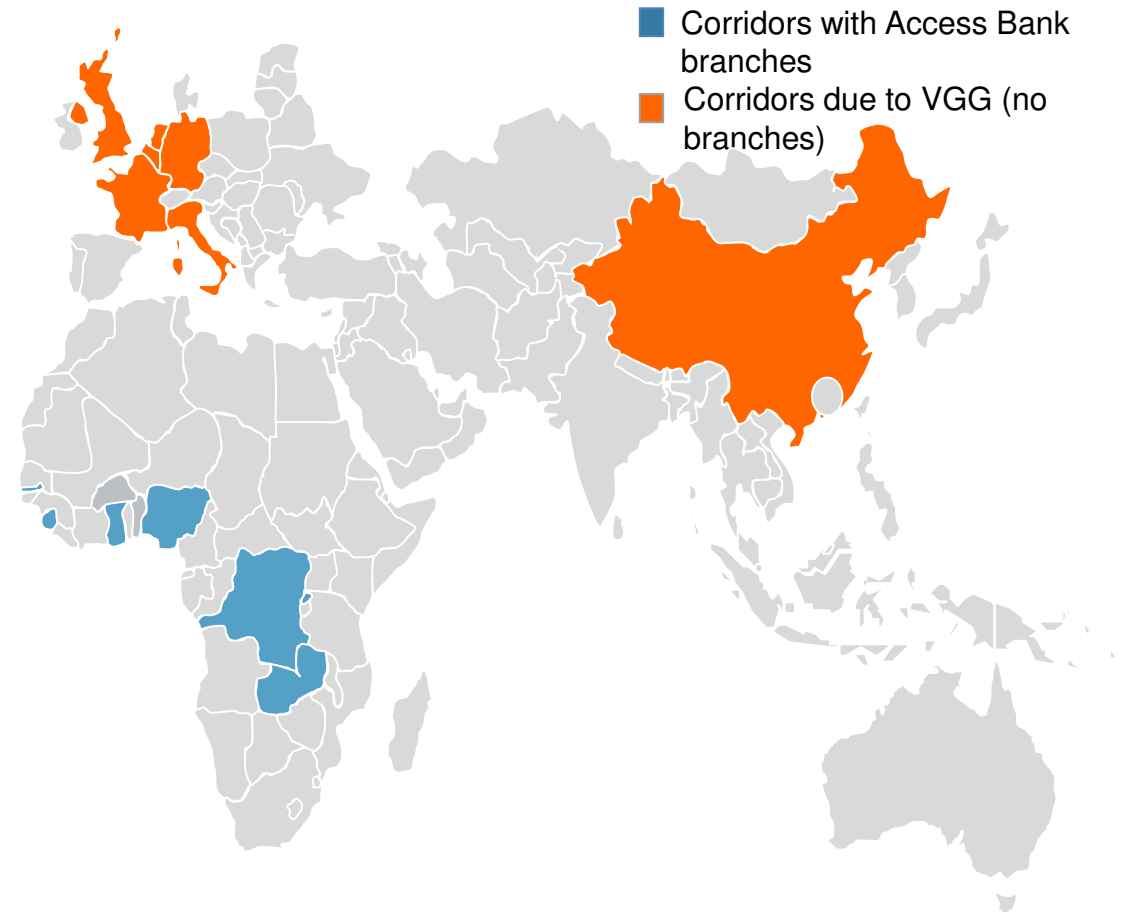
Payments can be sent and received in USD or LCY





AccessAfrica international

In 2019, AccessAfrica expanded into **8 new corridors** due to its partnership with **Vanguard Garden Group (VGG)**



Partnership with gateway partner **Venture Garden Group**, allowing individuals to **receive payments in countries with no Access Bank branch**



COVID-19 Impact on Key Industries

LITTLE	MODERATE	BIG
• Telecommunications (Data Segment)	• Breweries	• Hotels
• Home & Personal Care	• Professionals (Accountants & Lawyers)	• Leisure & Entertainment
• Food & Water (non-alcoholic)	• Consumer (FMCG)	• Aviation
• Pharmaceuticals	• Healthcare (hospitals)	• Construction
• Trading (essentials)	• Electricity (DISCOs)	• Road Transport
• Agriculture		• Real Estate & Cement
• Food Processing		• Trading – Imported luxuries
• Fintech		• Education
		• Oil & Gas Upstream (IOCs)
		• Oil & Gas Servicing
		• Oil & Gas Downstream
		• Oil & Gas Upstream (Indigenous)

>>> Opportunities for the West African German Desk countries



Stronger support in local manufacturing by government and banking institutions



Rethinking business models



Opportunities in agriculture and healthcare sector



Additional funding from local government in sub 10 %



Moving to digital space is key




Swapping from fixed costs to variable cost



Financial inclusion and strengthening the collaboration between government, private sector & industries

>>> Contact Us

For further clarification, you can reach out to any of the contacts below:



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