Export Credit Financing

The Bank of France grants a favorable rediscount rate of 3% to exporters, as opposed to the regular rate of 3.5%. This covers exports of services (such as marketing) as well as products. On sales of heavy equipment to developing countries, for a loan of over eight years and a minimum amount of $5 million, the French banking system will loan money directly to the foreign buyer, private or government, so as to enable him to pay his French supplier on a cash upon delivery basis. The portion of the loan in excess of five years may be drawn from government funds.

Investment Loans

The French government has indicated it will guarantee loans floated by the Union for Financing and Expanding of International Commerce (UFINEX), a group of French banks, insurance companies, and industry and trade associations. Its goals are facilitating the creation abroad of marketing networks for French products.