



German Desk

Financial Support and Solutions

FINANCING OF GERMAN/EUROPEAN EQUIPMENT FOR INDONESIAN BUYERS

Leasing, Machinery Financing, Bank Accounts, Working Capital, Trade Finance, Fixed Asset Finance



Financing tool to support your sales



What is the focus of the German Desk?

Equipment financing/leasing for mainly Indonesian companies which would like to purchase equipment from Germany/European manufacturers

All banking products and services for all German companies and their employees

Examples of equipment

- Heavy equipment for the construction industry
- Textile machinery
- Packaging machinery for the Pulp & Paper Industry
- Logistics/Warehousing equipment
- Medical equipment for hospital



In general:

We can finance/lease all kind of equipment for all industries as long as the borrower/Lessee has acceptable Audited Financials for the last 3 years with good credit standing.



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Indicate interest rates per 11/2018 for Finance Lease:

- In IDR 11% p.a.
- In US\$ 6.5% p.a.
- In Yen 4.5% p.a.



Documents that we need:

- Audited Financials for 2018, 2017 and 2016
- Company presentation/ brochure
- Investment list/ overview
- Outlook for the next few years

What is the typical process to engage the German Desk?



- The German Desk will introduce the Leasing structure and explain basic requirements of the Leasing Company to the dealer/manufacture
- Identify a potential customer



- The German Desk will visit the customer and introduce the Leasing Concept to him
- Customer will submit his Audited Financials for the last 3 years and a company profile to the Leasing Company



- Will do an internal rating
- Issue a LOI within roughly 2 weeks timeframe provided Audited Financials are acceptable

DEG - Deutsche Investitions- und Entwicklungsgesellschaft

For 55 years, DEG has been financing and providing advisory services for private-sector companies operating in emerging markets and developing countries by offering tailor-made solutions, including long-term financing, promotional programmes and individual advice. DEG is one of the world's largest private-sector development financiers. DEG has maintained a representative office in Indonesia for more than 15 years.



PaninBank

PaninBank is a publicly listed bank established in 1971. As of September 2017, the Bank's total assets reached USD 15.8 billion making it the 7th largest bank in Indonesia. The Bank has been growing its network to 563 offices across all regions in Indonesia, offering diversified products and services. The Bank's proven business has made it one of the fastest growing retail banks.



German-Indonesian Chamber of Industry and Commerce

The German Indonesia Chamber of Industry and Commerce (EKONID) in Jakarta is part of the worldwide network of German Chambers of Industry and Commerce. EKONID consults German and Indonesian companies exploring new markets and fosters new business relations. Founded in 1924 and re-opened in 1970, EKONID has become a recognized business partner for German and Indonesia companies.



Contact me for more information:

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PT. Bank Panin, Tbk, is registered and supervised by Indonesian Financial Service Authority