



Dutch Good Growth Fund

Part of DGGF

Export credit insurance and financing of an export transaction from a Dutch exporter.

Title

DGGF17366720180612 Electrical tools to India

Exporter

Ferm B.V., Zwolle

Country of investment

India

Sector

Electric tools

Contract amount

Maximum indemnification: USD 559.800,-

Period

Manufacturing period: 9 months

Credit period: 18 months suppliers credit

Parties involved

Debtor: Patel Trading Corporation, Bangalore, India

Impact on development

Job creation

Distributors will be enabled to grow and hire more staff. It is expected that 16 FTE of direct employment will be added to the debtor and the final distributors of Ferm in India. This will also entail indirect employment.

Increasing the strength of production

Ferm gives the distributor exclusivity within its catchment area. Where the big brands in this market only give the local distributors a limited margin and impose a lot of obligations in terms of performance, Ferm gives all the space to the local entrepreneur and entrepreneurship. The turnover of the debtor will in any case increase by \$ 600.00, -.

Sharing of knowledge, skills and techniques

Ferm provides support both via internet, telephone and locally in the field of technical advice and training as well as in the field of marketing and digital information. These training courses are

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provided to the teams of engineers and salesmen at Patel and its distributors.

Risk category

The present transaction is qualified as an E-project. The transaction has been found to be acceptable.

Description

The transaction concerns the supply of power tools, including coaching and training.

