Österreichische
Hotel- und Tourismusbank
Gesellschaft m.b.H.

Tourismus
gemeinsam
gestalten.

Export fund framework loan

Who

Small and medium-sized enterprises (SMEs) in the tourism and leisure industry, incoming travel agencies

What

Approx. 14% of tourism export sales (annual share of foreign tourist turnover of total tourism turnover or incoming share of total turnover)

How

Permanently available framework loan to strengthen liquidity

Scope of funding

The maximum amount of the loan is calculated on the basis of your foreign turnover plus a monthly share of fixed foreign bookings (in total approx. 14% of the relevant share of turnover).

Export fund framework loan in detail

Funding

Framework loan for the pre-financing of export receivables in accordance with the provisions of the OeKB (Oesterreichische Kontrollbank AG).

Conditions

The current terms and conditions of the export fund framework loan (Kontrollbank refinancing framework, KRR) are available here.

Objectives

The aim of this funding is to increase the liquidity of tourism and leisure companies or incoming travel agencies that generate a high proportion of their turnover through foreign guests or incoming tourists.

Requirements

— natural and legal persons and other companies;
— small and medium-sized enterprises (SME) in the tourism and leisure industry;
— companies located in Austria;
— genuine membership of the Austrian Chamber of Commerce of the federal tourism and leisure industry;
— relevant share of turnover through foreign hotel guests or incoming tourism.

Funding

- low-interest framework loan of EUR 35 000 minimum;
- Tourism companies: based on the share of foreign overnight stays of total overnight stays, a foreign turnover share is determined. For establishments that do not generate any overnight stays themselves (e.g. gastronomy), the foreign share of overnight stays at the municipality level is decisive. The calculated share of foreign turnover is weighted with an average payment term of 21 days, which is the same for all companies. This results in a possible refinancing volume of around 5.75% of the foreign turnover. This amount can still be increased by the fixed bookings made by foreign guests for the following month (up to 1/12 of the annual foreign turnover);
- Travel agents: based on the share of incoming turnover of total turnover, an export turnover share is determined. This is weighted with an average payment term of 36 days, which is the same for all companies. This results in a possible refinancing volume of around 10% of incoming turnover. This amount can still be increased by the turnover from actually existing bookings of foreign guests or distribution partners for the following month (up to 1/12 of the annual incoming turnover).

N.B.

- The export fund loan acts as a sustainable liquidity reserve and is available on both a flexible and permanent basis.
- To secure your export fund loan, you need a guarantor/payer liability from your bank. Alternatively, a first-ranking mortgage guarantee is also possible.

CALCULATION EXAMPLE HOTEL INDUSTRY

Total turnover (excluding other and extraordinary income): EUR 1 500 000.00 Total overnight stays: 20 000
Overnight stays by foreigners: 16 000 (share: 80%)
Foreign share of turnover: EUR 1 200 000.00 (80%)
1/12 of the foreign turnover (rounded down to EUR 10 000): EUR 100 000.00. The maximum loan amount is therefore calculated as follows:
EUR 1 200 000.00 (foreign turnover) x 5.75% (refinancing rate) = EUR 69 000.00
+ EUR 100 000.00 (max. 1/12 as monthly share of foreign turnover)
= EUR 169 000.00 maximum possible loan volume

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