



Power. Passion. Partnership.



MOTION AND MOBILITY

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GeMaX

c/o:

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# GeMaX

German Maritime Export Initiative

Max your Makers' List

A new way of Sourcing and Financing

German Finance & Maritime Equipment on one platform

Are you a shipowner  
or maritime contractor?

Do you run a shipyard, design company  
or maritime consultancy?

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**GeMaX**  
German Maritime Export Initiative

MARITIME EXCELLENCE  
MADE IN GERMANY



## YOUR MARITIME PROJECT & FINANCING SOLUTION

Ship newbuilding, retrofitting, conversion or offshore projects all have one thing in common: Apart from a convincing concept and design they require a solid **long-term financing** solution that is consistent with market conditions and a good fit for the project. A successful design, on the other hand, depends on **reliable equipment** and components which guarantee safe and efficient operation.

### German financing and German equipment meet these challenges

To bring these two key elements together, a strong group of prominent German marine equipment suppliers and the German KfW-IPEX bank have teamed up to form the **German Maritime EXport Initiative, or GeMaX**, which provides a platform for both, maritime equipment and equipment-based project financing.

#### Are you a shipowner or maritime contractor?

GeMaX will help you get access to German maritime equipment and long-term project financing in a single package.

#### Do you run a shipyard, design company or maritime consultancy?

Support your customers by introducing GeMaX as a solution for long-term project financing made in Germany.



## ONE PLATFORM

**"Powered by VSM"** means that a project team within VSM, the German Shipbuilding and Ocean Industries Association (Verband für Schiffbau und Meerestechnik), is actively developing opportunities for shipbuilding and offshore projects, coordinating projects and assisting international contractors in sourcing equipment and financing.

German content **MaX**imisation will allow you as a contractor to benefit from reliable equipment and solid, custom-tailored financing solutions.

### Max your volume of German products & services to get better project financing terms

In addition, you may also qualify for Export Credit Cover.



## YOUR BENEFITS

- **Long-term financing:** Get access to equipment-based project financing from German banks by sourcing German maritime equipment for your shipbuilding and offshore projects
- **Export credit cover:** Become eligible for a German governmental or private export credit guarantee
- **Reliable equipment:** Source top products made in Germany from leading maritime brands
- **Leverage a worldwide network** which offers expert advice for German sourcing and financing

