

Absicherung und Digitalisierung der Wertschöpfungskette

Wichtiger denn je!

Christopher Liebig, Head of Trade Finance Sales Germany, UniCredit Bank AG
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Agenda



Zusammenfassung



Trends ausgewählter Branchen



**Neue Lieferketten – neues
Absicherungsinstrument?**



UniCredits innovative digitale Lösungen





Anstieg der Energiekosten

¾ aller Unternehmen haben mit gestiegenen Energiekosten zu kämpfen.



Sanktionen gegen Russland

Weitreichende wirtschaftliche Sanktionen von EU, USA und etlichen weiteren Nationen gegen den russischen Staat und Personen.



Lieferkettenproblematik

Lieferkettenproblematik verschärft sich weiter aufgrund von Schwierigkeiten bei der Lieferung über / durch Russland / Ukraine und COVID Situation in China.

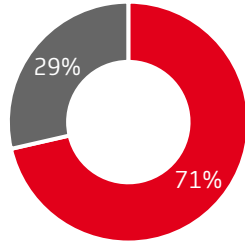


Neuorientierung bei der Energieversorgung

Starke Reduktion der Öl- und Gaslieferungen aus Russland in die EU und weitere westliche Länder.



Maschinenbau und Elektrotechnik

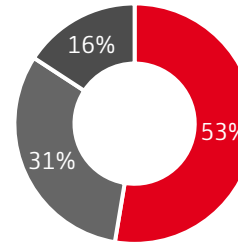


- Geringe Auswirkungen
- Kein Einfluss/kein laufendes Geschäft

Key Takeaways:

- **Weniger betroffene Kunden**
 - Aufgrund von Sanktionen werden in der Regel **keine neuen Projekte** in Russland angenommen
 - bereits begonnene Aufträge stagnieren
 - **Konzentration auf Wachstumsmärkte** im asiatisch-pazifischen Raum, in Zentral- und Südafrika sowie im Nahen Osten

Energie- und Versorgungswirtschaft



- geringe Auswirkungen
- signifikante Auswirkungen
- kein Einfluss/kein laufendes Geschäft

Key Takeaways:

- **Stark betroffene Kunden**
 - stehen **vielseitigen Herausforderungen** gegenüber
 - Suche nach **neuen Lösungsansätzen** und alternativen Märkten
 - Aktuell nur **wenige potentielle Anbieter** identifiziert.
- **Weniger betroffene Kunden**
 - Konsequenzen gering; andere **Länder ersetzen Russland**
 - Aktuelle Markttrends / Geschäftsmöglichkeiten werden analysiert und sukzessive abgewickelt



Potentielle Märkte – Neue Geschäftsmöglichkeiten



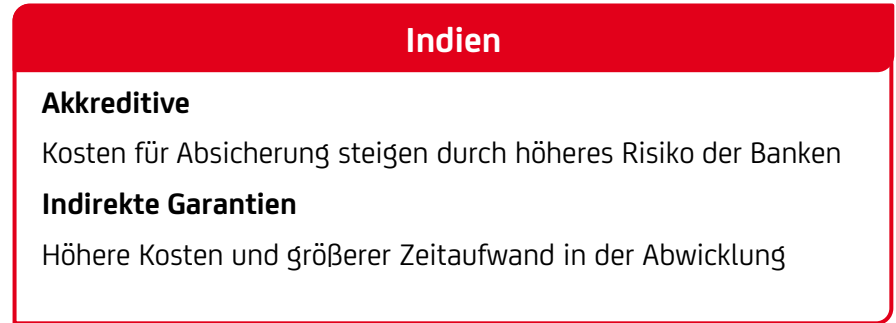
Legende:

- Bisherige Märkte
- Neue Märkte



Neue Lieferketten – neues Absicherungsinstrument?

Eine Veränderung der Lieferkette geht meist mit einer Veränderung der Abwicklungsinstrumente und Risikostruktur einher.



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Der neue Standard im grenzüberschreitenden
Zahlungsverkehr, der es Finanzinstituten/
Banken ermöglicht, schnell und sicher Gelder
zu senden und zu empfangen



Working Capital Plattform

Supply-Chain-Finance-Plattform zur
Abwicklung von Working Capital Lösungen



Dynamic Discounting²

Beschleunigte Bezahlung von Waren oder
Dienstleistungen gegen einen Skonto

Trade Finance & Primary Markets



Trade Finance Gate

Digitale Plattform zur Verwaltung des Trade
Finance Geschäfts

FinTech Kooperationen & ESG



Sustainable Finance

Exklusiver HVB ESG Branchenbarometer
und Nachhaltige Finanzierungen



Mit unseren digitalen innovativen Lösungen bieten wir höchsten Standard für anspruchsvolle Kunden.

¹Ausgewählte Highlights; ²In Kooperation mit FinDynamic



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