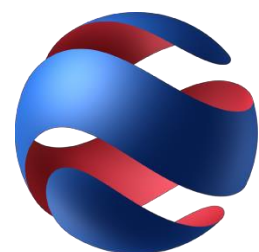


# **Credit-insurance support for export of Russian non-primary goods**

**2017**

# UNIFIED SYSTEM FOR SUPPORT OF EXPORT

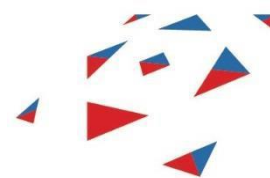
INSURANCE



**EXIAR**

RUSSIAN AGENCY FOR EXPORT CREDIT  
AND INVESTMENT INSURANCE

RUSSIAN  
EXPORT  
CENTER

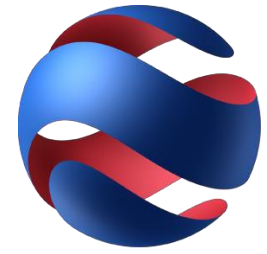


NON-FINANCIAL SUPPORT

FINANCING



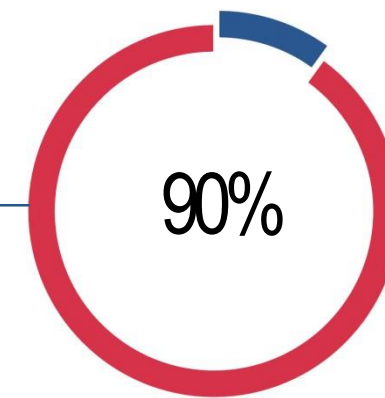
**EXIMBANK OF RUSSIA**



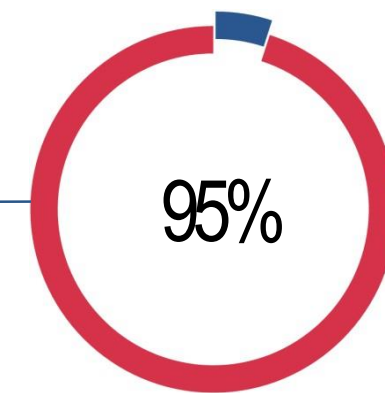
**EXIAR**



**THE AGENCY PERFORMS  
INSURANCE AGAINST RISKS  
FOR RUSSIAN EXPORTERS  
AND INVESTORS**

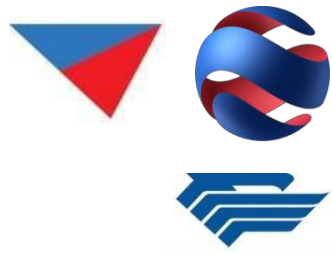


COMMERCIAL RISKS



POLITICAL RISKS

# EXPORT CREDIT INSURANCE



## PRODUCTS FOR EXPORTERS

INSURANCE  
OF SHORT-TERM RECEIVABLES

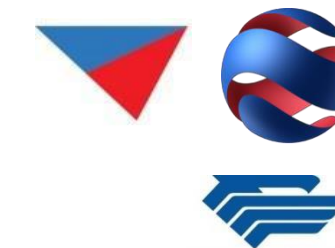
SUPPLIER CREDIT  
INSURANCE

## PRODUCTS FOR BUYERS

WORKING CAPITAL CREDIT  
INSURANCE

**BUYER CREDIT  
INSURANCE**

# EXPORT CREDIT INSURANCE



**INSURANCE PERIOD**

**SHORT-TERM**

**LONG-TERM**

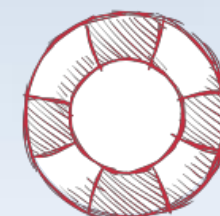
**INSURED PERSON**

**EXPORTER**

**FINANCING BANK**

**INDEMNITY**

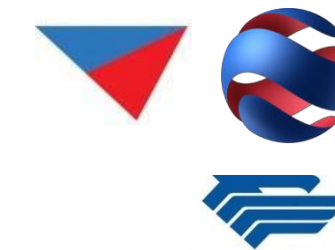
**up to 90% OF THE AMOUNT OF LOSSES  
in case of entrepreneurial risks**



**up to 95% OF THE AMOUNT OF LOSSES  
in case of political risks**



**EXIMBANK OF RUSSIA**

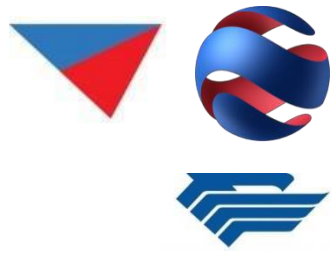


Special  
**financing proposals**  
for participants of the export  
transaction



**Launch**  
of Russian products  
**on foreign markets**  
with competitive price and quality

# FINANCING OF EXPORTS



## PRODUCTS FOR EXPORTERS

## PRODUCTS FOR BUYERS

PRE-EXPORT  
FINANCING

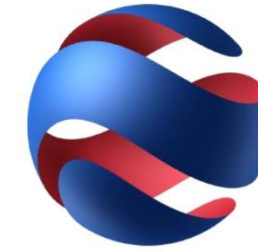
CREDIT  
FOR THE BUYER

POST-EXPORT  
FINANCING

CREDIT  
FOR THE BUYER'S BANK



CREDIT



INSURANCE

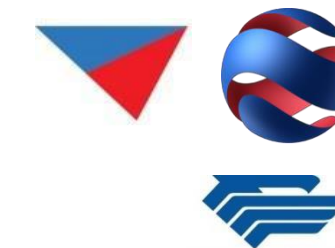


EXPORT





# CREDIT FOR A RUSSIAN EXPORTER



## PRE-EXPORT FINANCING

## POST-EXPORT FINANCING

**FINANCING OF EXPENDITURES**  
related to export contract



**FINANCING**  
OF ACCOUNTS RECEIVABLE

IN RUBLES OR FOREIGN CURRENCY  
of export contract

up to 80% of the price  
of export contract

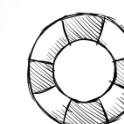


up to 85% of the amount  
of DOCUMENTS presented for payment

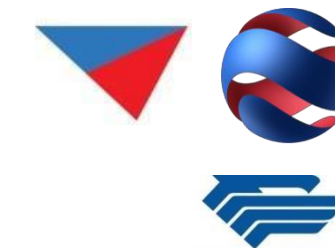
up to 5 years

PLEDGE OF RECEIVABLES  
under export contract

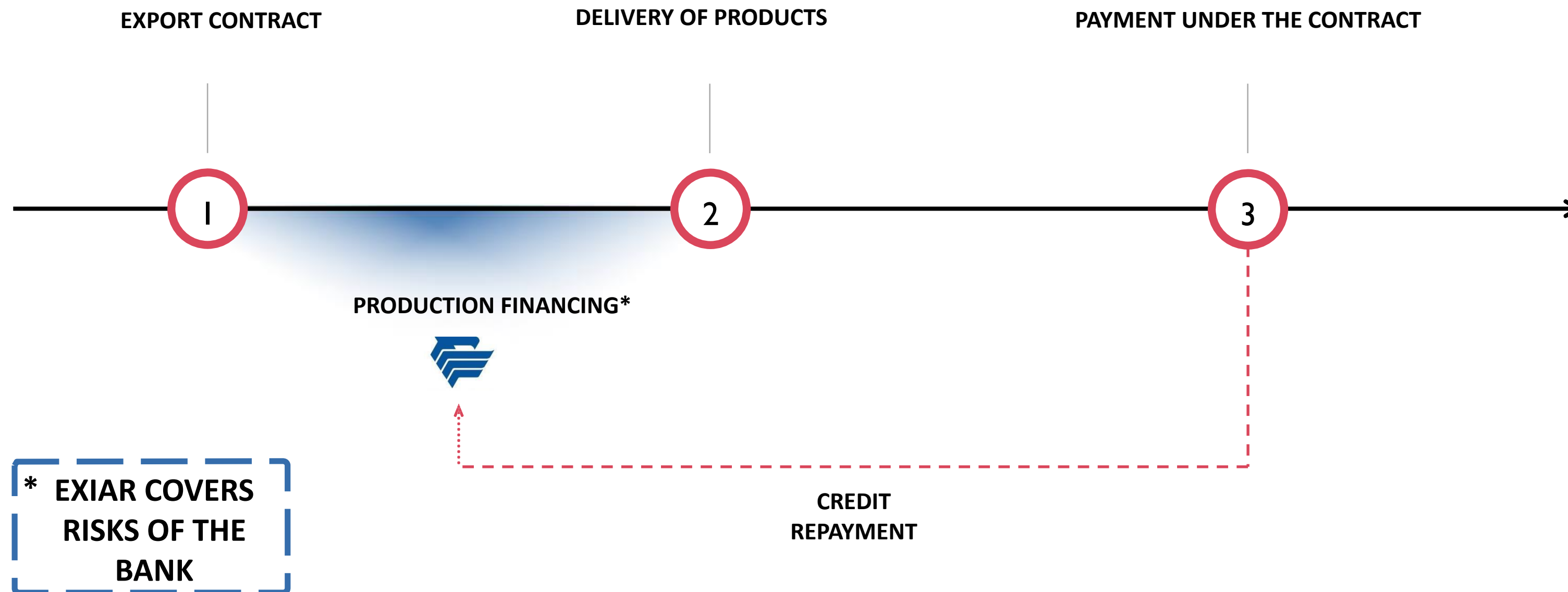
INSURANCE COVERAGE OF  
EXIAR JSC



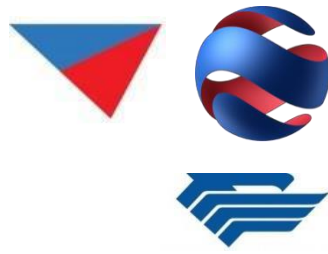
# CREDIT FOR A RUSSIAN EXPORTER



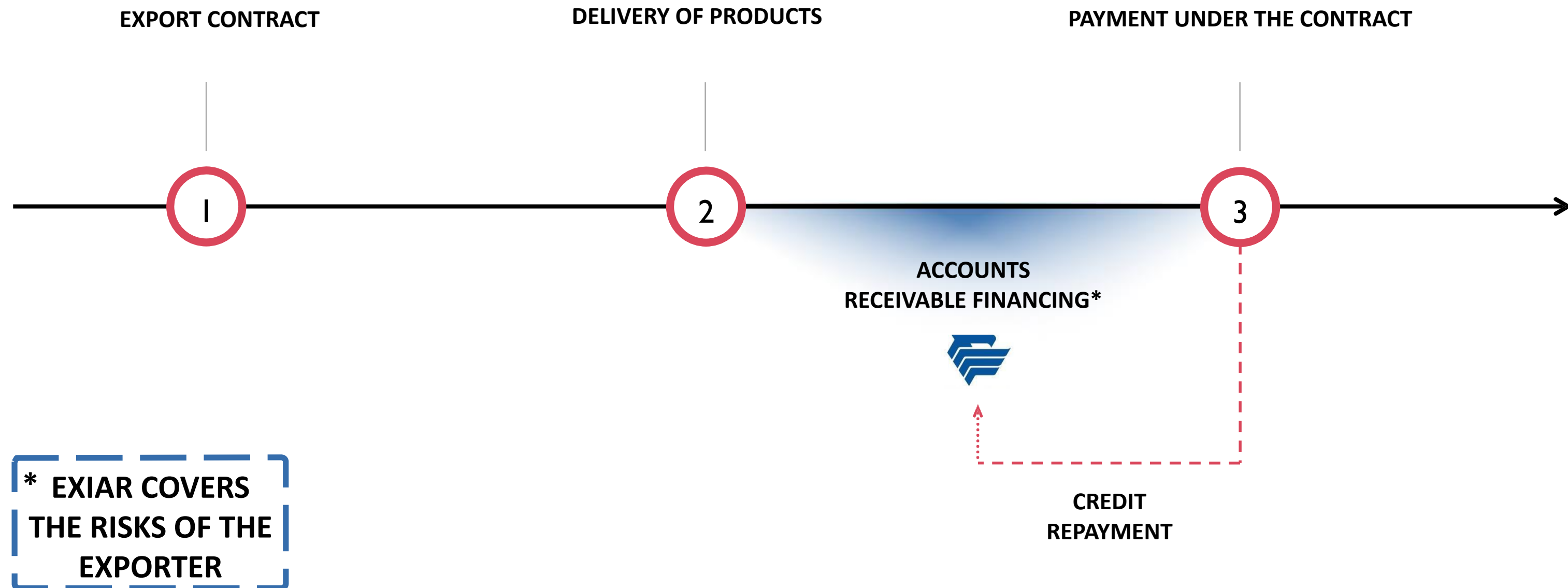
## PRE-EXPORT FINANCING



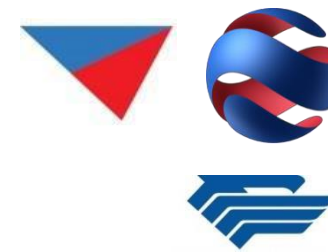
# CREDIT FOR A RUSSIAN EXPORTER



## POST-EXPORT FINANCING



# CREDIT FOR A FOREIGN BUYER



## CREDIT FOR THE BUYER

## CREDIT FOR THE BUYER'S BANK



**FINANCING OF PAYMENT**  
under the export contract

**IN THE CURRENCY**  
of the export contract

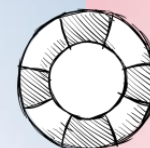
**up to 85% of the price**  
of export contract



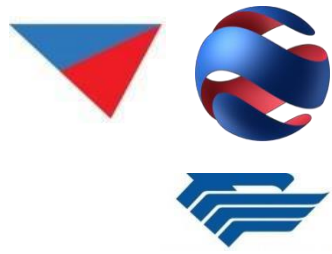
**up to 100% of the price**  
of export contract

**up to 10 years**

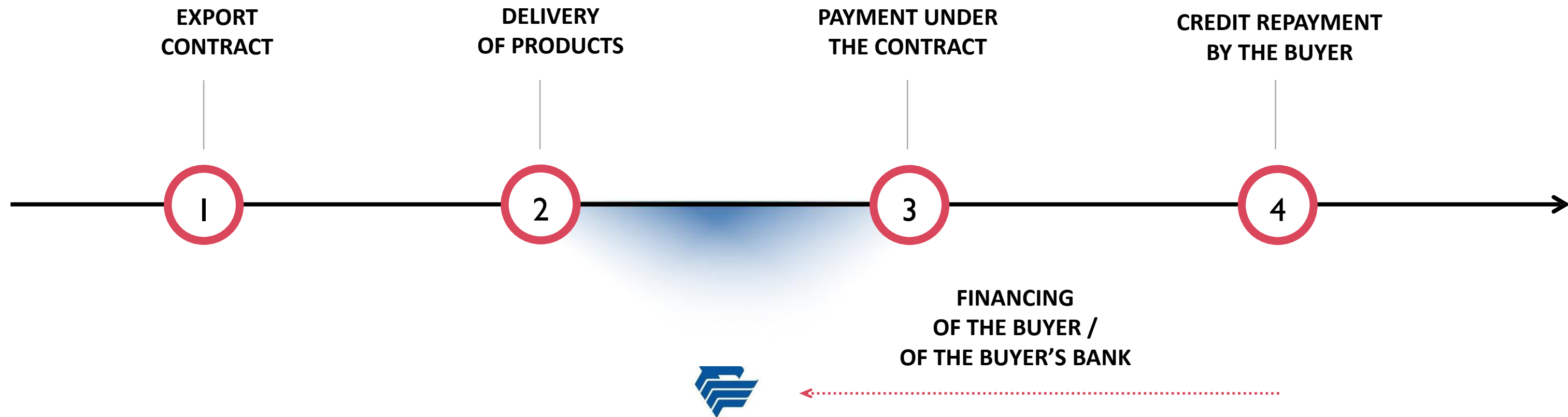
**INSURANCE COVERAGE**  
BY EXIAR JSC



# CREDIT FOR A FOREIGN BUYER

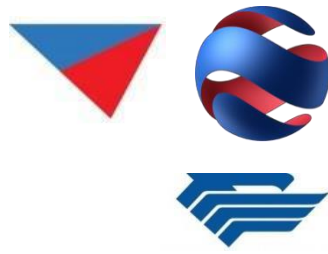


**CREDIT FOR THE BUYER** | **CREDIT FOR THE BUYER'S BANK**



\* EXIAR COVERS THE RISKS OF THE FINANCING BANK

# BUYER FINANCIAL POSITION REQUIREMENTS



- Threshold values of financial indicators above are estimated, positive decision can be applied even if these values are out of references. Every case considers individually.
- In case Eximbank of Russia and EXIAR won't take a risk of client directly, they might accept guarantee of an affiliated company having good financial standing or any other engaged company. Requirements to a guarantor are same and listed above.
- Usually transactions involving Eximbank of Russia credit and EXIAR insurance do not require any additional mortgage, deposit or any other collateral for obligations.
- In case of direct credit from Eximbank of Russia to buyer, this company shall open an account in Eximbank of Russia and be registered in Russian Federal Tax Service.
- Also the borrowing company should take care about all permissions which are required to open an account in a foreign bank according to local law.



# REQUIRED DOCUMENTS FOR INITIAL EVALUATION OF THE BUYER

## **Financial statements:**

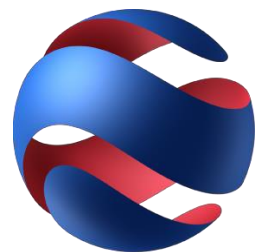
IFRS or a copy of the financial statements in accordance with the requirements of national law at least for the previous 2 (two) financial years and, if any, for the last reporting period of the current fiscal year

## **Breakdown of loan portfolio:**

indicating the lender, type of loan, approved amount, currency, date of issue, maturity date, interest rate, balance due on the current date, security, date of prolongation, purpose of financing, schedule of payments.  
In the form agreed with the Bank

## **Breakdown of commitments:**

sureties, guarantees, mortgages, leasing.  
In free form.



# EXIAR

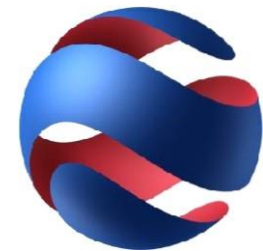
RUSSIAN AGENCY FOR EXPORT CREDIT  
AND INVESTMENT INSURANCE



## REQUEST FOR BUYER CREDIT INSURANCE

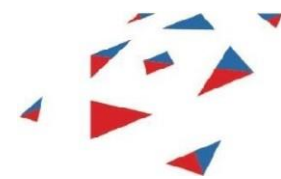
1. Purpose of the loan
2. Borrower (please specify name and address)
3. Loan amount (principal)
4. Availability period
5. Maturity date
6. Repayment term of principal
7. Guarantee, Collateral of the loan
8. Details of Guarantee, Collateral (specify type, amount, period, person providing guarantee or collateral)
9. Additional information including experience with borrower and payment defaults
10. Main parameters of the export contract
  - Exporter
  - Subject-matter of the export contract
  - Value of the export contract
  - Payment terms of the export contract
  - Portion of Russian content





**EXIAR**

RUSSIAN AGENCY FOR EXPORT CREDIT  
AND INVESTMENT INSURANCE



RUSSIAN  
EXPORT  
CENTER



**EXIMBANK OF RUSSIA**