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EXPORT FINANCING, FINANCIAL INSTRUMENTS AND OPPORTUNITIES OF THE FOREIGN TRADE COMPANY "ALLWE"

The most important task of industrial and commercial policy of Russia is the support of export and its competitive advantages through the use of various mechanisms including comprehensive programs of subsidies and financing.

ALLWE offers to our foreign partners and Russian industrial enterprises to use corresponding opportunities aiming to enhance international trade-economic cooperation, volume of export supplies of high tech products to the trade markets of many different countries around the world.



Loan service for the buyers via Russian banks

Partner bank with related working experience:



Direct loan to a foreign buyer

ALLWE independently applies to the selected Russian bank with a signed contract or its draft, if the following conditions are followed:

1. A credited party is a buyer or an ordering customer of non-resource-based goods or services of a Russian company.
2. The portion of the export from Russia (the cost of commodities, materials, manufactured parts, labor and services produced on Russian territory) must be at least 30% of the overall value of your export contract.

We offer:

- Bank interest rates in EUR are starting from 1% annual, USD – starting from 2% annual;
- Short terms for setting up credits in case of providing the financial report of credit party (it is applicable for non-state enterprises), directed to the Bank and developed for specific project;
- Loan amount is up to 100% of total amount of the export contract;
- Loan currency is Russian rubles, USD, Euro or the currency of the export contract;
- Loan period is up to 10 years.



Financing contracts via confirmed letter of credit

1. Foreign bank (buyer's bank) issues confirmed letter of credit.
2. Russian bank confirms the issued credit.
3. Buyer will be offered payment on a deferred basis or loan, depending on the buyers' needs, at the amount up to 100% of the sum of the letter of credit.
4. Currency is Russian rubles or currency of the export contract.
5. Loan period is up to 5 years.
6. All types of goods, including raw materials, or services can be exported without limits on country of origin.



Financing of trade turnover with foreign buyers (including international factoring)

ALLWE obtains the loan for the period of waiting for the receipt of revenue from export contracts. The bank grants a credit in cases specified in contract, such as, deferred payment or incurring of debts receivable in case of providing shipping documents.

This type is applied in case of financing of regular shipments with deferred payments up to 1 year and assumes signing of a three-side contract between the buyer, the seller and the financing party.

The loan is provided at the amount up to 85% of the sum of one or multiple export contracts.

Credit currency is Russian rubles, USD, Euro or the currency of the export contract.

Loan period is up to 2 years.

Financing of contracts with amount up to 6-10 million USD

ALLWE obtains credit from Russian banks for the export contract, providing this way pre-export financing, for which it is necessary to provide:

1. Export contract.
2. Financial report of a foreign buyer with a status of non-state enterprise.

Financing term – up to 1-2 years (depending on the subject of supply).

Minimal price of the deal – from 500 000 USD/Euro.

Requirements: The portion of the export from Russia (the cost of commodities, materials, manufactured parts, labor and services produced on Russian territory) must be at least 30% of the overall value of your export contract.



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