



RUSSIAN
EXPORT CENTER

EXIAR

EXIMBANK OF RUSSIA

Russian Export Center

National Institution for Russian Exports Support

RUSSIAN EXPORT CENTER IS A STATE-OWNED DEVELOPMENT INSTITUTE ESTABLISHED BY THE RUSSIAN GOVERNMENT TO SUPPORT THE DEVELOPMENT OF THE NON-COMMODITY EXPORTS

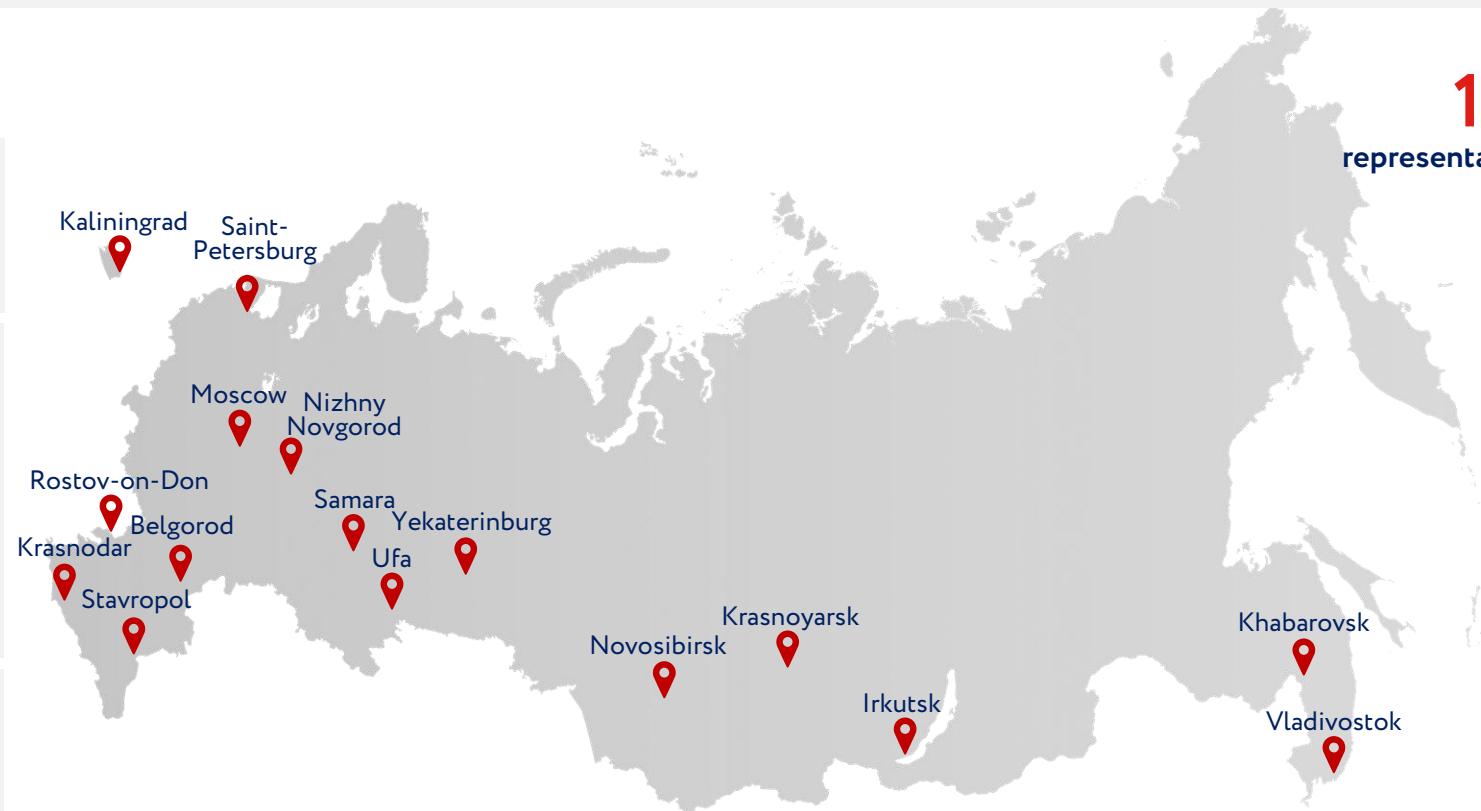
REC Group structure

RUSSIAN EXPORT CENTER
State export support institution providing non-financial support

EXIAR
Russian Agency for Export Credit and Investment Insurance
Export insurance support programs to Russian companies and their counterparties abroad covering both commercial and political risks

EXIMBANK of Russia
Credit and guarantee support to Russian exporters and their foreign counterparties at all stages of export process

REC school of export
Education and acceleration programs



16 regional representative offices

10 international representative offices



Purpose

THE SUPPORT OF THE NON-COMMODITY EXPORTS FROM RUSSIA THROUGH A WIDE RANGE OF FINANCIAL AND NON-FINANCIAL SUPPORT TOOLS AVAILABLE TO THE EXPORTERS TO INCREASE THE GLOBALIZATION OF THE RUSSIAN INDUSTRIES



EXPORT CONSULTING

- Comprehensive foreign markets analysis by REC experts;
- Support in logistics, certification and legal issues



PARTICIPATION IN INTERNATIONAL EVENTS

- Providing support for participation in business missions and exhibitions abroad;
- Presenting Russian market to foreign organizations



FINANCIAL SUPPORT OF EXPORTS

- Credit and guarantee support of export deals;
- Buyer and supplier credit insurance



RUSSIAN
EXPORT CENTER



EXPORT E-COMMERCE DEVELOPMENT

- Full online exports support from channel selection to promotion;
- Creation of new opportunities for online exports

Export goods and services

- ✓ Full variety of non-commodity goods and services
- ✓ High-tech innovative products and projects
- ✓ Goods and services of Russian origin

What we support?

- ✗ Crude oil
- ✗ Natural gas
- ✗ Other commodities

How to start exporting?



REC school of export

- 5,200 companies received educational support in 2019
- 13 online courses on export-related topics
- Individual corporate training programs
- Joint programs with Russian top universities



Market research by REC

Assessment of foreign markets and identification of potential buyers

1. Choose target export country
2. Select products to be exported
3. Get full analytical report about the requested country

- Report info:
- Target foreign markets access conditions;
- Target market trade data;
- Potential buyers and negotiations support



Export e-commerce

Opportunities for exports of Russian goods and services via online channels

1. Choose target export country and export products
2. Get individual recommendations on relevant online export channels
3. Get full online export support

Start trading on 78 marketplaces with REC:



Our clients export via the following online channels:

Cross-border retail



Industry-specific



National stores

multi-brand stores authorized by the Russian Export Center on foreign electronic trading platforms



Launch in 2021



Wholesale



Tender



Online shops



Numbers

>1 500

Russian companies start exporting online annually with REC support

>78

Digital trading platforms available to REC clients

>35



Webinars on export e-commerce from April 2020 (>15,000 views)

>2 000



Subscribers of REC Telegram channel «Export E-commerce»

Financing the deals with Russian exporters

EXIAR

Russian Agency for Export Credit and Investment Insurance was established in 2011 and today it offers unique export insurance products that are based on the needs and objectives of export activity entities.

EXIAR services:

- Buyer credit insurance
- Supplier credit insurance
- Confirmed letter of credit insurance
- Export working capital insurance
- Export factoring insurance



provides insurance cover:

- up to **90%** against commercial risks
- up to **95%** against political risks

Protection from penalties on exchange regulation

EXIMBANK of Russia

EXIMBANK of Russia was established in 1994. The mission is to provide Russian exporters with access to convenient credit instruments and to create an infrastructure that will enhance the competitiveness of our national business abroad.

EXIMBANK of Russia main responsibilities :

- Financing of production costs
- Financing of accounts receivable, factoring
- Providing all types of guarantees (including VAT refund guarantees)
- Issuing loans for non-commodity exporters



1. Financing up to **100%** of the export contract amount
2. State-owned bank with ruAA rating from Russian RAEX rating agency (high level of creditworthiness) and Ba2 rating from Moody's Investors Service rating agency
3. Competitive tariffs and conditions of customer settlements, including free account opening and maintenance and free maintenance of the electronic banking system



Start exporting with Russian export center!

+ 7 (495) 937-47-47

info@exportcenter.ru