

TRADE FINANCING: TERMS AND PRICES

STANDARD COMMERCE BANK, DOMINICA, BIC: STDMDMDM

INSTRUMENTS

- **MT700** - 90 / 180 / 365 - days validity LC at Sight / or / with usance terms
 - Shipment mode: All modes of shipment
 - Size: Single LC for up to 900M
- **MT760** - 90 / 180 / 365 - day SBLC / BG
 - Size: Single instrument up to 900M
- **MT799 or MT 998/999** - RWA – With / without amount stated
 - Size: Single instrument up to 900M
- **MT799 or MT 998/999** - POF / Blocked Funds/BCL

GENERAL GUIDELINES

- Minimum issuance fee: **USD 12,500.00**
- Can do specific custom verbiage for LC and SBLC / BG

PRICES

- **90 days LC at sight:** 2.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days LC at sight:** 3.25% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days LC at sight:** 3.75% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **90 days Usance LC:** 2.75% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days Usance LC:** 3.25% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days Usance LC:** 4% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **90 day SBLC / BG:** 2.75% (plus USD 750 processing fees)
- **180 day SBLC / BG:** 3.25% (plus USD 750 processing fees)
- **365 - day SBLC / BG:** 4% (plus USD 750 processing fees)
- **RWA with amount stated:** 1.25%
- **RWA without amount stated:** USD 12.5K
- **POF/ Blocked Funds/BCL:** FROM MINIMUM OF USD 10K TO 0.15% FOR UP TO 5M AND THEN 0.1% FOR UP TO 50M AND 0.05% FOR UP TO 900M

BANK WINTER, AUSTRIA, BIC: WISMATWW

INSTRUMENTS

- **MT700** - 90 / 180 / 365 - days validity LC at Sight / or / with usance terms
 - Shipment mode: All modes of shipment
 - Size: Single LC for up to 5M
- **MT760** - 365 days SBLC / BG
 - Size: Single SBLC / BG for up to 5M
- **MT799 or MT 998/999** - RWA – With / without amount stated

GENERAL GUIDELINES

- Minimum issuance fee: **USD 12,500.00**
- Cannot do specific custom changes for SBLC / BG verbiage
- Can do minor edits in LC verbiage
- Indemnity agreement of SUBCON should be signed by the company appearing as "buyer" in the instrument

PRICES

- **90 days LC at sight:** 4.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days LC at sight:** 6.5% (0.7% FOR EACH 30 DAYS) (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days LC at sight:** 9.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **90 days Usance LC:** 4.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days Usance LC:** 7.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days Usance LC:** 9.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 - day SBLC / BG:** 7% (plus USD 750 processing fees)
- **RWA with amount stated:** 1.75%
- **RWA without amount stated:** USD 16K

US BANKS

NEW YORK COMMUNITY BANK, BIC: ABNYUS33 VALLEY NATIONAL BANK, BIC: MBNYUS33XXX

INSTRUMENTS

- MT700 - 90 / 180 - day validity LC at Sight

GENERAL GUIDELINES

- Minimum issuance fee: **USD 12,500.00**
- Subject to line availability;
- Consumer goods only;
- Buyer must be a US company (for domestic US clients);
- Port of discharge must be in the US;
- Limit is under \$1M.

PRICES

- **90 days LC at sight:** 3.75% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days LC at sight:** 5.75% (plus USD 750 processing fees and USD 900 unutilized commission fees)

IDB, NEW YORK, BIC: IDBYUS33

INSTRUMENTS

- **MT700** - 90 / 180 - day validity LC at Sight

GENERAL GUIDELINES

- Minimum issuance fee: **USD 12,500.00**
- Subject to line availability
- Shipment mode: Ocean shipment only
- No US banks as advising banks (preferable)
- No oil, gold, precious stones
- No risky jurisdiction

PRICES

- **90 days LC at sight:** 3.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)

- **180 days LC at sight:** 4.5% (0.5% FOR EACH 30 DAYS) (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days LC at sight:** 6.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)

ASIA PACIFIC INVESTMENT BANK, MALAYSIA, BIC: ASPMMYKL

INSTRUMENTS

- **MT700** - 90 / 180 / 365 - day validity LC at Sight / or / with usance terms
 - Shipment mode: All modes of shipment
 - Size: Single LC for up to 100M
- **MT760** - 90 / 180 / 365 - day SBLC / BG
 - Size: Single instrument up to 100M
- **MT799 or MT 998/999** - RWA – With / without amount stated
 - Size: Single instrument up to 100M
- **MT799 or MT 998/999** - POF / Blocked Funds

GENERAL GUIDELINES

- Minimum issuance fee: **USD 13,500.00**
- Can do specific custom verbiage for LC and SBLC / BG

PRICES

- **90 days LC at sight:** 4.5 % (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days LC at sight:** 5.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days LC at sight:** 7% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **90 days Usance LC:** 4.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **180 days Usance LC:** 5.5% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **365 days Usance LC:** 7% (plus USD 750 processing fees and USD 900 unutilized commission fees)
- **90 day SBLC / BG:** 4.5% (plus USD 750 processing fees)
- **180 day SBLC / BG:** 4.5% (plus USD 750 processing fees)
- **365 - day SBLC / BG:** 4.5% (plus USD 750 processing fees)
- **RWA with amount stated:** 1.75%
- **RWA without amount stated:** USD 16K
- **POF/ Blocked Funds/BCL:** 0.15%

HK BANKS

INSTRUMENTS

- **STANDARD CHARTERED BANK HK**
- **HSBC HK**
- **OCBC HK**
 - Are offered as follows:
 - **MT700** - 90 - day validity LC at Sight
 - Shipment mode: Ocean shipment only
 - Size: Single LC for up to 1M
- **DBS HK**
- **DAH SING BANK HK**
 - Are offered as follows:
 - **MT700** - 90 - day validity LC at Sight
 - Shipment mode: Ocean shipment only
 - Size: Single LC for up to 1.5M - we can push for 2M if line is available
 - **MT700** - 90 - day validity LC + 90 days usance terms:
 - Shipment mode: Ocean shipment only
 - Size: Single LC for up to 1.5M - we can push for 2M if line is available

GENERAL GUIDELINES

- Subject to line availability
- No US banks as advising banks
- No oil, gold, precious stones
- No risky jurisdiction
- No more than 2-3 countries involved (export country, import country, buyer country - no more)
- Minimum issuance fee: **USD 5,500.00**

PRICES

- **90 days LC at sight: 6%**
- **90 days Usance LC: 11%** (for 90 days usance terms + 90 days validity)

PROCESS

Our process is as follows:

- (1) Client remits pro-forma invoice pertaining to the forthcoming transaction and/or completed application to Subcontracts India
- (2) Subcontracts India ("SUBCON") sends a draft, agreement, and opening fees invoice for the client's review
- (3) Client signs the draft, agreement, and wires opening fees as per the issued invoice
- (4) SUBCON releases instrument to Bank for issuance
- (5) Assuming no questions, Bank issues SWIFT within 24-72 hours
- (6) SUBCON emails a copy of SWIFT to the client thus completing the transaction

REQUIRED DOCUMENTS FOR ISSUANCE

The required documents for issuance are as follows

(For Bank Winter and to some extent for IDB there are additional DD requirements.

Additional DD requirements will be covered on a deal-by-deal basis):

- **FROM THE CLIENT:**

- Certificate of incorporation
- List of shareholders / directors
- Passport copy of a listed director
- Signed draft
- Document confirming the underlying transaction: contract, pro-forma invoice

- **FROM THE PAYING PARTY:**

- Certificate of incorporation
- List of shareholders / directors
- Passport copy of a listed director
- Signed indemnity agreement