



Royal Bank  
of Scotland

# Import Collection

## Trade with confidence when receiving goods

Import Collection (also referred to as an inward bill or inward collection) is a good option. It's a universally recognised method for settling overseas trade debt through the international banking system and may also be the preferred settlement method of your overseas supplier

### Your business needs

You want to give your supplier peace of mind by having documents routed through the banking system, but do not wish to open a Letter of Credit.

### How we could help

Import Collections offer you a simple, secure and cost effective method of settlement for your international trade requirements, governed by globally recognised rules issued by the International Chamber of Commerce.

### Benefits

- Simple, inexpensive, fast and safer than trading on Advance Payment terms
- Provides comfort to you, as you do not pay until you have had sight of copy shipping documents (the originals will be held by us)
- Improves liquidity, as a period of credit may be negotiated with the exporter
- No bank facility required

### Is an Import Collection right for you?

You might consider Import Collection if you:



Are a business which imports regularly and is looking for a low cost way to do so securely



Are seeking a simple and flexible method of settling overseas trade transactions



Are looking at how you might improve your cashflow

### Things to think about

- Flexibility, you can easily change contract terms on shipping, delivery and insurance right up until goods are shipped
- This product does not provide a guarantee of payment by any bank to your supplier
- Delay in acceptance or payment might lead to you incurring quay rent or demurrage costs

### How it works

#### You make contact with your Relationship Manager (RM)

Your RM, usually with one of our specialist Trade Advisors, discusses your needs and agrees an appropriate solution with you



#### Submit documents

Your seller ships the goods and presents the documents to their bank together with a corresponding collection order. Their bank then sends the documents to us



#### Advising

We notify you on arrival of documents and provide copies, asking you for payment or acceptance instructions



#### Payment

In order to obtain documents you must give us authority to pay, or accept a bill of exchange for future payment

TOMORROW BEGINS TODAY

## How we work with you

- Our team of specialist Trade Advisors will work with you and your Relationship Manager to understand your business and your plans for the future.
- Our wide range of trade products, along with the benefits and the costs, will be explained to you to help reach a decision as to the best solution(s) for your business.

## Your Challenges

- You want a secure, simple method to ensure payment for your imported goods
- You want to be sure the goods have been shipped before paying

## Our Solution

- Import Collection ensures a simple and low cost route to settling your overseas transactions through the banking system

## Our Fees

- |  |   |
|--|---|
| <ul style="list-style-type: none"><li>• Transactional fees</li><li>• Risk fees</li></ul> | <ul style="list-style-type: none"><li>• Document handling charges</li><li>• In case of the guaranteeing of bills, risk fees will be payable based upon the bank's assessment of the risk profile of your company and any available security</li></ul> |
| <ul style="list-style-type: none"><li>• Arrangement fees</li></ul>                       | <ul style="list-style-type: none"><li>• An arrangement fee for setting up and managing the guarantee facility may apply</li></ul>   |
| <ul style="list-style-type: none"><li>• Security fees</li></ul>                          | <ul style="list-style-type: none"><li>• A security fee may be charged if any security is taken</li></ul>  |

## Product Specifications

- **Payment either at sight or at the end of specified term:** The buyer may pay at sight or accept to pay at the end of a specified term (acceptance)
- **Only available to our customers:** This product requires you to have an account with us
- **Collection Order Required:** A collection order is received from the Seller's bank (the Remitting Bank) along with the documents. It contains the conditions you need to meet to obtain the documents from us. We will advise you of these conditions.
- **Avalisation / Payment Guarantee:** Allows the importer's bank to guarantee payment of an accepted bill of exchange - subject to an agreed credit facility being in place. This may allow us to pay the Seller before the due date (discount), meaning you may be able to negotiate better terms and, may support your cashflow and working capital needs.

Security may be required. Product fees may apply. Over 18s only. Subject to status, business use only.

ANY PROPERTY OR ASSET USED AS SECURITY MAY BE REPOSSESSED OR FORFEITED IF YOU DO NOT KEEP UP REPAYMENTS ON ANY DEBT SECURED ON IT.

This document has been prepared by The Royal Bank of Scotland plc or an affiliated entity ("RBS") exclusively for internal consideration by the recipient (the "Recipient" or "you") for information purposes only. This document is incomplete without reference to, and should be viewed solely in conjunction with, any oral briefing provided by RBS. RBS and its affiliates, connected companies, employees or clients may have an interest in financial instruments of the type described in this document and/or in related financial instruments. Such interests may include dealing in, trading, holding or acting as market-maker in such instruments and may include providing banking, credit and other financial services to any company or issuer of securities or financial instruments referred to herein. RBS is not and shall not be obliged to update or correct any information contained in this document. This document is provided for discussion purposes only and its content should not be treated as advice of any kind. This document does not constitute an offer or invitation to enter into any engagement or transaction or an offer or invitation for the sale, purchase, exchange or transfer of any securities or a recommendation to enter into any transaction, and is not intended to form the basis of any investment decision. This material does not take into account the particular investment objectives, financial conditions, or needs of individual clients. RBS will not act and has not acted as your legal, tax, regulatory, accounting or investment adviser; nor does RBS owe any fiduciary duties to you in connection with this, and/or any related transaction and no reliance may be placed on RBS for investment advice or recommendations of any sort. Neither this document nor our analyses are, nor purport to be, appraisals or valuations of the assets, securities or business(es) of the Recipient or any transaction counterparty. RBS makes no representation, warranty, undertaking or assurance of any kind (express or implied) with respect to the adequacy, accuracy, completeness or reasonableness of this document, and disclaims all liability for any use you, your affiliates, connected companies, employees, or your advisers make of it. Any views expressed in this document (including statements or forecasts) constitute the judgment of RBS as of the date given and are subject to change without notice. RBS does not undertake to update this document or determine the accuracy or reasonableness of information or assumptions contained herein. RBS accepts no liability whatsoever for any direct, indirect or consequential losses (in contract, tort or otherwise) arising from the use of this material or reliance on the information contained herein. However, this shall not restrict, exclude or limit any duty or liability to any person under any applicable laws or regulations of any jurisdiction which may not be lawfully disclaimed. The information in this document is confidential and proprietary to RBS and is intended for use only by you and should not be reproduced, distributed or disclosed (in whole or in part) to any other person without our prior written consent.