

RENAULT GOES TRADE PURCHASE

GTB – Global Financial Institutions & Trade Finance

Renault is the first customer for our new product "Trade Purchase", an internet-based form of Supply Chain Finance for the purchase of receivables.

DEAL FACTS

- Buyer: Avtoframos Russia
- Supplier: Renault Group France
- Tenor: 90 days
- Partner: Landesbank Hessen-Thüringen (Helaba)

UniCredit Group finances Renault's deliveries of car components to its subsidiary in Russia.

Having the transaction partially secured in the secondary market, the bank can benefit from interesting margins, low RWA and fixed costs. As speciality of this deal, Renault fully covers the commercial risk of its subsidiaries, while UniCredit keeps the country risk Russia.

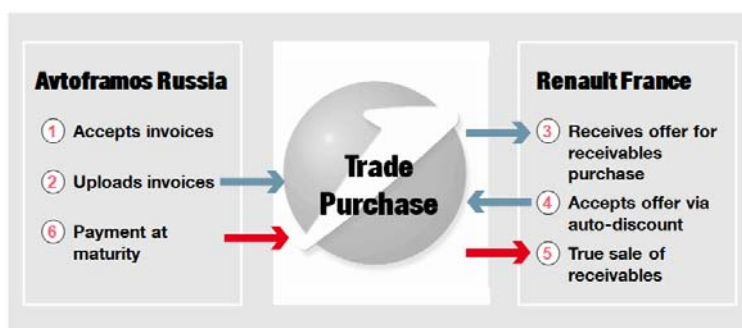
"We benefit from UniCredit's Trade Purchase product that combines profound trade finance know-how, state-of-the-art new technology and customer proximity through their widespread operational network."

*Christian Rivet de Sabatier, Direction
Financements et Risques Internationaux*

Renault was really impressed by the user-friendly interface of Trade Purchase and how easy it can be used.

The customer benefits from a fully automated and flexible solution, which can easily be scaled up, while keeping a low fixed cost base, as all processes are highly automated.

Renault has already decided to extend the solution to its subsidiaries in other countries.



YOUR CONTACTS

Global Transaction Banking

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