

**TRADE FINANCE PRODUCTS FOR SE CUSTOMERS**

<b>BANK GUARANTEES <sup>1</sup></b>		
<b>Commission Description</b>		<b>Currency</b>
1. Customer Advise		Free of Charge
2. Commission of Application. draft		Euro 20.00 applicable only when the transaction is finalized
3. Issuing commission		
- standard text		0.15 % min. Euro 150.00 (upfront)
- nonstandard text		0.25 % min. Euro 170.00 (upfront)
4. Formal Amendment including extension of validity up to one month		Euro 50.00
5. Increase of the amount		Issuing Commission on the increased amount
6. Extension of Validity over one month		Issuing Commission on the outstanding amount of the guarantee
7. Increase of the Amount and Extension of Validity over one month		Issuing Commission on the new amount of the Guarantee
8. Payment if executed		0.40 % of the amount paid min. Euro 100.00; max. Euro 500.00
9. Cancellation <sup>2</sup>		Euro 50.00
10. Swift <sup>3</sup>		Euro 10.00
11. Mail		as occurred
12. Other Banks Charges		as occurred
13. Emergency Fee <sup>4</sup>		EUR 500.00
<b>Bank Guarantee Line</b>		
Administration Fee	Line Covered fully by Cash Collateral	EUR 200.00
	Line covered by other collaterals	0.5 % - 1 % negotiable
Usage Fee	Line Covered fully by Cash Collateral	1 % negotiable
	Line covered by other collaterals	1 % - 2.5 % negotiable
Penalty in case of payment execution	Line Covered fully by Cash Collateral	N/A
	Line covered by other collaterals	10%

**Notes:**

1. Bank Guarantees commissions are applied for all types of Guarantees including Counter guarantees issued by Raiffeisen Bank sh.a and Stand By Letters of Credit
2. This Commission is applied when the cancellation is initiated by the applicant
3. This commission is applied in the moment of issuance, amendment, cancellation, and payment
4. This commission will be applied in case the customer will request issuance of Bank Guarantee covered by cash collateral only/ amendment of the amount and validity, within two bank working days following the day of presentation (officially or by electronic mail) of the preliminary request for such bank guarantee.

*Commissions are nominated in EUR and will be calculated in the respective currency applying the mid-rate of Raiffeisen Bank sh.a on the date that is applied.*

<b>BANK GUARANTEES ISSUED AGAINST COUNTER GUARANTEE FROM BANKS</b>	
<b>Commission Description</b>	<b>Currency</b>
1. Issuing Fee	0.1% min Euro 50,00 up front
2. Commitment <sup>1</sup>	2% annual of fractions thereof, payable quarterly on the outstanding amount, at the beginning of each quarter
3. Payment if executed	0.4% of the amount paid min Euro 50,00
4. Formal Amendment	Euro 50,00
5. Cancellation <sup>2</sup>	Euro 50,00
6. Increase amount of BG	Issuing fee on the increased amount
7. Extension of Validity	Formal Amendment + Commitment fee for outstanding amount when due
8. Swift <sup>3</sup>	Euro 10,00
9. Mail	as occurred

**Notes:**

1. This charge will be applied at the beginning of each quarter on the following dates 01 January, 01 April, 01 July, 01 October. The commission will be calculated from the date of issuance the BG up to the date of counter guarantee expiry
2. This charge is applied when it is initiated by the bank that issued the counter guarantee
3. This commission is applied on each case except the moment of advising the BG to customers

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<b>BANK GUARANTEES ADVISED WITHOUT RESPONSIBILITY ON RAIFFEISEN BANK SH.A</b>	
<b>Commission Description</b>	<b>Currency</b>
1. Transmission without responsibility to another Bank	Euro 100,00
2. Advise without responsibility to the customer	Euro 100,00
3. Advise of Amendment of Bank Guarantee advised without responsibility to the customer	Euro 20,00
4. Transmission of Amendment of Bank Guarantee advised without responsibility to another Bank	Euro 20,00
5. Cancellation	Euro 30,00
6. Transmission of Cancellation of Bank Guarantee advised without responsibility to another Bank	Euro 20,00
7. Transmission of Claim for authentication purpose <sup>2</sup>	Euro 400,00
8. Incoming payment from BG Claim transmitted by Raiffeisen Bank for authentication purpose <sup>3</sup>	Euro 30,00
9. Commission for the service of authentication of Bank Guarantees advised to the beneficiary by paper	Euro 50,00
10. Commission for the service of transmission of acceptance/ refusal of amendment/ cancellation of a Bank Guarantee that has not been advised through Raiffeisen Bank sh.a	Euro 50,00
11. Swift <sup>4</sup>	Euro 10,00
12. Mail	as occurred

**Notes:**

1. This fee is applied in both cases when cancellation is initiated by our customer or issuing bank
2. These Commissions are applied also on the cases when the guarantee is not advised through our bank
3. This charge is applied in the case when the account where the funds will be credited, stated in the request for payment transmitted, is held with Raiffeisen Bank Sh.a
4. This commission is applied on each case except the moment of advising the BG to customers

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**IMPORT LETTERS OF CREDIT**

Description of commission		Currency
<b>1 - LC Preparation</b>		
1.1 - Pre-advise (Notification)		N/A
1.2 - Customer Advise		N/A
1.3 - Preparation of Draft (for each transaction that is finalized)		Euro 20.00
<b>2 - Opening of Letter of Credit <sup>1</sup></b>		
2.1 - Issuing Commission <sup>1</sup>		
2.1.1 - For LC with Validity over 1 year		0.25 % of the amount min Euro 100.00 upfront
2.1.2 - For LC with Validity less than 1 year		0.20 % of the amount min Euro 70.00 upfront
<b>2.2-Payment under L/C <sup>2</sup></b>		
2.2.1-At sight payment		0.35 % for each payment. min Euro 70.00
2.2.2-Deferred Payment		0.30 % for each payment. min Euro 70.00
<b>3 - Amendment of L/C:</b>		
3.1 Formal Amendment/Reduction of Validity		Euro 50.00
3.2 Extension of Validity		Euro 50.00 + 0.05 % of the outstanding amount of LC (including increased amount if required any at the moment of amendment request) in the moment of amendment <sup>3</sup>
3.3 Increase Amount of L/C		Provision for Opening LC on the increased amount min Euro 70.00 depending on validity of LC from issuance
3.4 Cancellation/Reduction of amount of LC		0.10 % of the cancelled/reduced amount. min. Euro 50.00; max. Euro 1,000.00
4 - Discrepancies Fee <sup>4</sup>		Euro 50.00 for each set of documents
5 - Non-utilization of L/C <sup>5</sup>		0.10 % of the unutilized amount. min. Euro 50.00; max. Euro 1,000.00
6 - Charge for unpaid documents kept at Raiffeisen Bank Sh.a longer than one month after presentation date <sup>6</sup>		Euro 40.00 per month
7 - Other charges presented by Other Banks <sup>7</sup>		
8 - Swift <sup>8</sup>		Euro 10.00
9 - Courier		actual cost
<b>Line of the Letter of Credit</b>		
Administration Fee	Line Covered fully by Cash Collateral	EUR 200,00
	Line covered by other collaterals	0.5% - 1% negotiable
Usage Fee	Line Covered fully by Cash Collateral	1% negotiable
	Line covered by other collaterals	1% - 2.5% negotiable

**Notes:**

1. If not otherwise stipulated in the Agreement on opening a Letter of Credit, these fees are charged to the client's account immediately as they arise. Paid charges may not be refunded.
  2. This charge will be applied upfront in case of applicants that are Public Institutions, for all other customers this charge shall be applied per each payment on the date of payment execution.
  3. 0.05% of the outstanding amount of LC will be applied in addition to EUR 50,00 only if in the moment of amendment request the LC is shorter than one year and after the amendment the validity exceeds one year from date of issuance.
  4. The recipient of a Letter of Credit is charged for each set of documents with discrepancies that does not conform the L/C terms.
  5. This charge is applied when the LC expires unutilized. Unutilized amount of L/C is returned to the Client's Account and the charge is calculated on the unutilized amount.
  6. The bank charges this fee if a client refuses immediate payment of the documents due to discrepancies or if the client has not instructed the bank to send them back to the sender.
  7. This is applied based on the agreement between applicants and beneficiary and also based on article 37c UCP 600.
- A bank instructing another bank to perform services is liable for any commissions, fees, costs or expenses ("charges") incurred by that bank in connection with its instructions. If a credit states that charges are for the account of the beneficiary and charges cannot be collected or deducted from proceeds, the issuing bank remains liable for payment of charges. A credit or amendment should not stipulate that the advising to a beneficiary is conditional upon the receipt by the advising bank or second advising bank of its charges.
8. This charge will be applied in case of LC issuance, amendment, cancellation and payment.

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EXPORT LETTERS OF CREDIT	
Commission Description	Currency
1 - Pre-advise (Notification)	N/A
2 - Advising Charge <sup>1</sup>	0.1% of the total LC amount. payable upfront. min. Euro 70.00
3 - Confirmation Charge <sup>2</sup>	0.2% per quarter min Euro 50.00 (or fraction thereof on the outstanding amount of the LC. at the beginning of each quarter of the year) including deferred payment period
<b>4 - Amendment of L/C:</b>	
4.1 Formal Amendment	Euro 50.00
4.2 Cancellation	Euro 100.00
4.3 Increase/Decrease Amount of L/C	Euro 50.00
4.4 Extension of validity	Euro 50.00
<b>5 - Payment under L/C:</b>	
5.1 - At sight payment	0.20 % for each payment min Euro 50.00
5.2 - Deferred Payment	0.20 % for each payment min Euro 60.00
6. Transfer of L/C to a Third Party	0.20 % min Euro 50.00 + swift
7. Advise of L/C to a Third Bank	Euro 150.00 + swift
8. Advise of Amendment to a third Bank	Euro 40.00 + swift
9. Advise of request for cancellation to a third bank	Euro 40.00 + swift
10. Swift	Euro 10.00
11. Courier	actual cost

**Notes:**

1. These fees are charged to the clients account in the moment of advising Export L/C. Paid charges may not be refunded.
2. This charge will be applied at the beginning of each quarter on the following dates 01 Jan, 01 Apr, 01 Jul, and 01 Oct.

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DOCUMENTARY COLLECTION	
Commission Description	Amount of Commission
<b>1. EXPORT DOCUMENTARY COLLECTION</b>	
1. Delivery of Documents	0.15 % min. Euro 50.00 – max. Euro 400.00
2. Incoming payment for accepted documents	0.15 % of the amount that appears on the cover letter. min. Euro 50.00 – max. Euro 100.00
3. Documents Returned unpaid by Collecting Bank	Euro 40.00
4. Documents returned as per applicants request	Euro 50.00
5. Swift <sup>1</sup>	Euro 10.00
6. Courier	as occurred

**Notes:**

1. This Commission is applied in case of delivery of documents and payment

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<b>2. IMPORT DOCUMENTARY COLLECTION</b>	
1. Notification of the customer for documents received by the bank	0.15 % min. Euro 50.00 – max. Euro 300.00
2. Payment of documents accepted by our customer	0.20 % min. Euro 50.00 – max. Euro 400.00
3. Return of documents after customer refusal	Euro 50.00
4. Return of documents after request of the remitting bank <sup>1</sup>	Euro 50.00
5. Swift <sup>2</sup>	Euro 10.00
6. Courier	as occurred

**Notes:**

1. This commission is charged to the remitting bank

2. This commission is applied in any case except when the customer is notified for the documents received by the bank

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