



Madrid

Mayo 13, 2013

What is EUROPE TRADE CONNECTION S.L?

Europe Trade Connection (ETC) is a Spanish company, established by Spanish and Russian shareholders. The aim of ETC is a marketing of european products inside the territories of Russian Federation, Ukraine, Belarus and Kazakhstan.

We have great experience in importing, logistics and sales on Russian market. We possess broad connections with many food trading networks in various Russian cities. We have office in Moscow and our commercial agents are located in various cities across the country (Moscow, St. Petersburg, Kaliningrad, Novosibirsk, Volgograd, Vladivostok and others).

We sell products with original manufacturer label and develop MmD projects (Private Label).

We're not only work in the field of food distribution, but also lend assistance in Russian market penetration (logistics, building and construction work et cetera) to companies of any sphere.

We own an office in Moscow, that has meeting rooms. We have in our disposal in-house import, logistics and translations departments. Currently we possess a warehouse with dimensions of 600 m² and it can be enlarged if necessary to 2000 m².

What CTC can offer to manufactureres?

We offer commercial representation in Russia, Belarus, Ukraine and Kazakhstan.

ETC can discharge the next functions:

- Consultation services in handling of production to distribution on Russian market.
- Logistical arrangement of dispatches.
- Arrangement of export documents.
- Logistical tracking of dispatches to Russia.
- Accomplishment of customs procedures of importing in Russia.
- Arrangement of import documents in Russia.
- Searching for prospective customers.
- Sales calls*
- Promotional and marketing activity (most important expositions in Russia in given sector).*
- Direct connection to commercial offices of any country in Russia.
- Consignment of trial samples inside the territory of RF*

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- Visa, hotel and reception preparations; possibility of usage of our office in Moscow for comfort of all manufacturers, that want to accompany ETC in various expositions or commercial visits.
- Full development from the ground up of Private Label: compilation of texts on traditional russian, juristic texts, that are necessary in Rusia, logistical optimisation and other*
- Consulting services in all questions of connections, certificates, documents customs taxes et cetera*
- Financial consulting services and end customers risks*
- Market and freight outlet in sector: price, business competition on freight outlet, formats, that are used on Russian market, sizes etc.*
- Obtainment of necessary in Russia export certificates (GOST-R and others). Management.
- Presentation and project translations on Russian (standart prices: 100 € for projects and about 10€ for a page of transation)

*With that symbol are marked interventions, which include realization of only themselves. All expenses on indicated interventions must be taken by manufacturers (visits to clients, dispatch of samples, participation in exposition etc). ETC would examine manufacturer, that should cover expanses of ETC. ETC would provide a copy of each cost account.

Terms of settlement

ETC offers two alternatives of association:

- 1.
2. ETC buys a product from manufacturers on delivery conditions of Incoterms 2010: Exwork, thereby manufacturer takes all the responsibility till the end of the arrangement.
3. Manufacturer sells and exports rendering an invoice directly to the customers.

In both cases, ETC would get a fixed amount, which may range from 1000 € to 1500€ depending on sector.

These expanses include all services mentioned above (excluding marked by *).

Expanses on visits, expositions, samples dispatching and others will be accorded with manufacturer. If amount will be approved, ETC would rend an invoice to manufacturer. Each manufacturer will be obligated to pay the outstanding invoice to ETC in the days prior to expiration of invoice for ETC could pay to suppliers.

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FIRST TYPE OF ASSOCIATION:

In this alternative, ETC buys a product from manufacturers on delivery conditions of Incoterms 2010: Exwork. In this case, ETC defines selling prices for a product and designs a selling strategy in Russia, keeps a record on customers etc.

This type suits perfectly for manufacturers, that don't have corresponding structure for russian market or these, who, possessing that structure, however prefer to pass these functions to external organizations. Also, it could function as additional division of export department in a company, that perform sales on russian market by now, because russian market is very extensive and provides great possibilities.

Following that scheme, ETC takes the risks of delinquency by customers.

According to that scheme, expanses on export, more specifically transport and arrangements of documents, would lay on ETC.

SECOND TYPE OF ASSOCIATION:

According to type 2, manufacturer sells products directly to the customers.

Given scheme allows to manufacturer to have greater control, because manufacturer is the on to define prices, in-payment form, design logistics...

ETS takes a percent of final sum on sales invoice of all the russian customers, involved owing to commercial activity of ETC. Percent may be changed depending on of product category.

ETC would prolong to offer all services mentioned above.

ETC obligations:

- ETC would send out to manufacturers periodic report containing detailed information about taken actions, accomplished commercial visits, customers, with whom contracts were inking, current state of all offered propositions.

Manufacturer obligations:

- If manufacturers are not situated on russian market, they can offer to ETC exclusive license on specified volume X.
- Manufacturer should guarantee by agreement a minimal period of 6 months, during whom ETC shall bring in first customer. If ETC bring in no customers, manufacturer may cancel a contract in any time, given notice over a period of three months.

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- To provide all necessary documentation for correct fulfilment of import transactions. (ETC will consult manufacturers about filling documents and will design these, which are not obligatory filled by manufacturer).
- To send out in reasonable terms and in manner, that won't interfere sales and customers' relations, all information required for designing catalogs, brochures, promotional novelty...
- To provide samples, required for carrying out commercial activity.

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