

WE TAKE YOUR BUSINESS TO A SAFE PORT



www.atlantico.ao

Further information, contact us through ATLANTICO Directo:
923 168 168 or 226 460 460 or visit the closest Atlantico branch.

TRADE FINANCE SOLUTIONS



BANCO MILLENNIUM ATLANTICO



ATLANTICO TRADE FINANCE WITH YOU, TOWARDS THE FUTURE OF YOUR BUSINESS

In a world where the borders are growing smaller and smaller, your Company is free to explore other markets and venture out on **internationalization** in order to make your business grow.

But the import and export activities, along with the internationalization process of your company, demand technical and precise knowledge of the financial and fiscal methods, of the legislation and of the local market.

TRADE FINANCE SOLUTIONS

A wide set of **solutions** which adapts to your company's need in the foreign commercial trade, which balance the interest of **importers** and **exporters** and allow the mitigation of the main commercial and political risk inherent of this type of operation.

With the Trade Finance Solutions, ATLANTICO ensures, this way, a personalized supervision, managed by an experienced team and dedicated to international business to every Company which intends to develop Import and Export activities.

**EXPERIENCE
AND KNOW-HOW**



INTEGRATED SOLUTION OF PRODUCTS AND SERVICES

A DEDICATED TEAM TO INTERNATIONAL BUSINESS

ATLANTICO has a team with high level of technical knowledge, acting on a set of aspects, with mastery of fundamental processes to give support to your Company.

INTERNATIONALIZATION SUPPORT SERVICES

- | Angolan Exchange Legislation;
- | Applied rules to Trade Finance Operations;
- | Trade Finance Operations Setting.

DIVERSIFIED PRODUCT OFFER:

- | International Payments;
- | Collection, Transfers and Letters of Credit;
- | Guarantees Provided Abroad;
- | Financing Operations to Import and Export.

Those are the solutions which allow your Company acting in foreign markets with more security.



PAYMENT METHODS VS. RISK

PONDER THE SECURITY UPON THE INVOLVED RISKS

Taking into account the binomial security/commercial risk, the Companies can resort to different payment methods in order to minimize the transaction risks.

A CONFIDENCE BALANCE

Importers and Exporters have competing interests inherent to the transaction, related to the selection of the payment methods to be used. While the seller wants to receive as soon as possible, preferably before exporting the goods, the buyer, on the other hand, is interested in paying as late as possible, preferably after receiving the goods.

PAYMENT METHOD



RELATIONSHIP LEVEL

- 1 | **SCARCE** Importer (buyer) negotiating power;
- 2 | **SATISFACTORY** degree of confidence between the parts and stable market conditions;
- 3 | **BALANCE** of the risk between the Importer and the Exporter;
- 4 | **SATISFACTORY** degree of confidence between the parts and stable market conditions.



FINANCIAL SUPPORT

ATLANTICO | THE IDEAL PARTNERSHIP FOR YOUR COMPANY

ATLANTICO, being aware of the necessities of the Angolan Companies and aware of the business opportunities to meet the diversification of the economy, has been working on a wide range of financial supports:

- | Pre-Finance to Export;
- | Exporting Revenue Factoring;
- | Import Settlement.

ATLANTICO provides other financial instruments, in the medium-term, with a more specialized component in the structuring and concession of Investment Projects Financing (subject to client and operation risk analysis) being, accordingly, the ideal partner for your Company, with the advantage of being present in the whole country and having correspondents which cover the whole world.



PARTNERS

ATLANTICO is the ideal partner for your Company, being present in the whole country and having correspondents which cover the whole world. We present the main countries with which we have partnership in terms of Trade Finance.



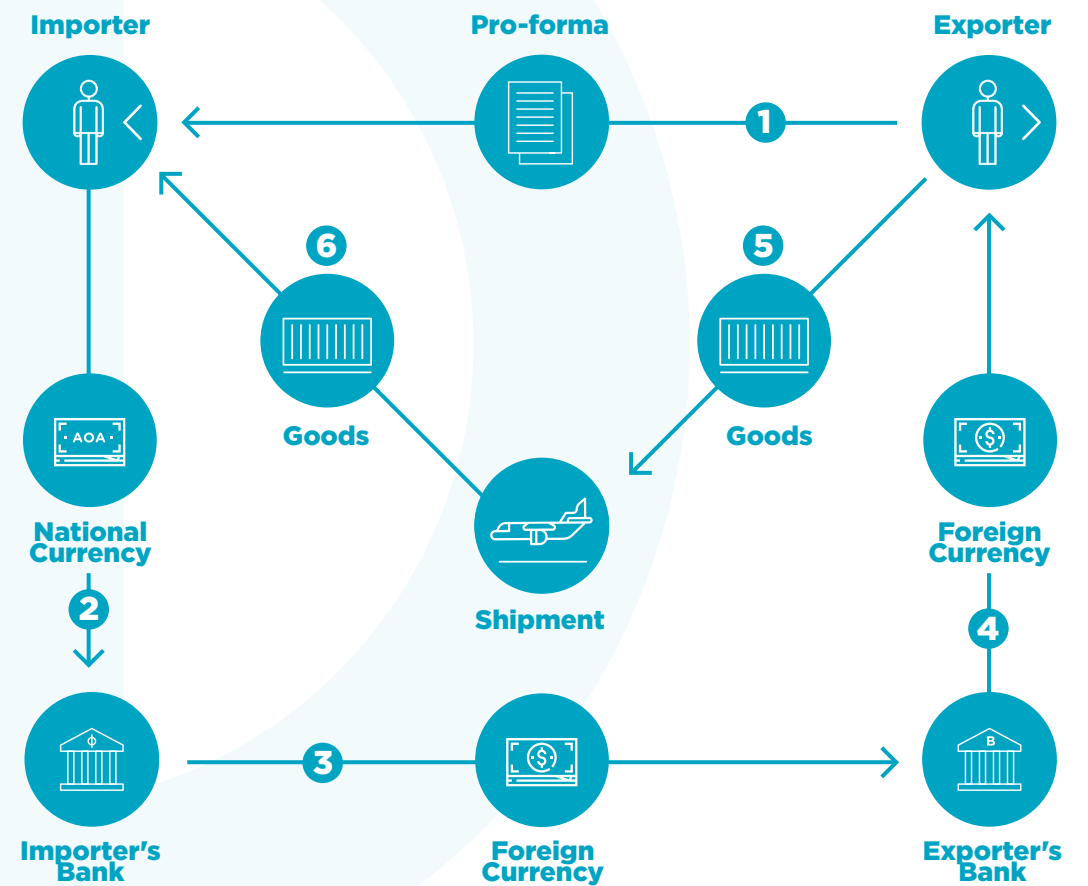


IMPORT SUPPORT



IMPORT SOLUTIONS INTERNATIONAL TRANSFERS

This is the operation through which ATLANTICO gives to another Bank, located in a different country, instructions, at the request of the Importer, to pay an exporter a certain amount. It is allowed this way the transfer in foreign currency to an account nominated by the Exporter anywhere in the world, accordingly to the Exporter IBAN, Routing Number, to the SWIFT BIC code of the payer's Bank and to the amount indicated by the importer.



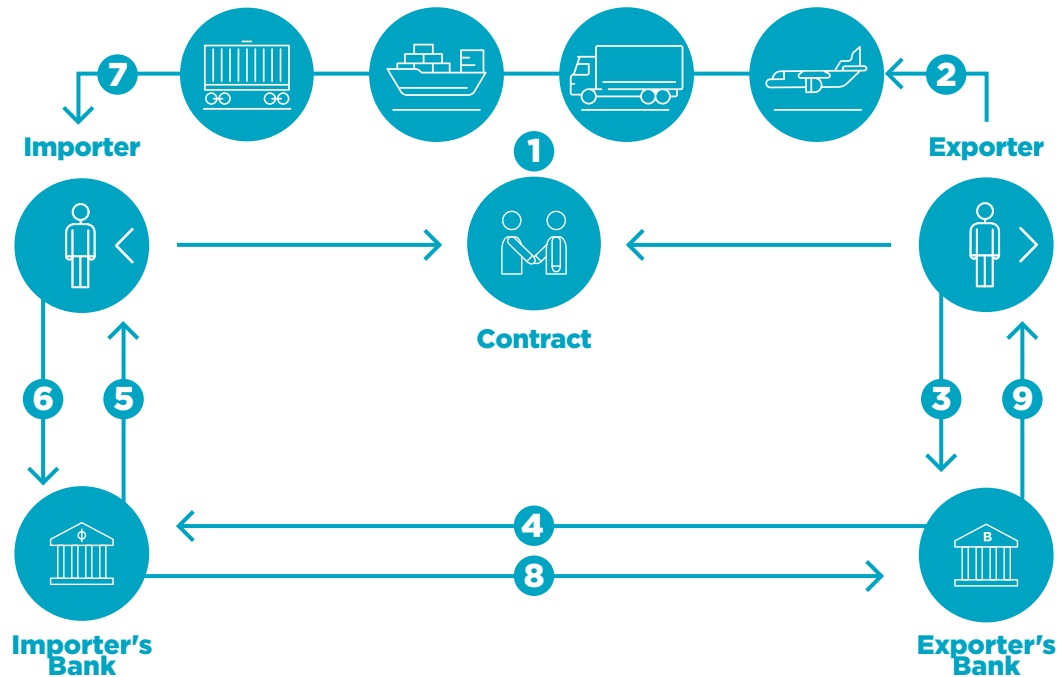
LEGEND

1. Exporter send the pro-forma invoice to the Importer;
2. Importer requests the transfer to his Bank;
3. The Importer's Bank checks the documents; and in accordance sends the message to the Exporter's Bank;
4. Exporter's Bank pays its Client;
5. Exporter ships the goods;
6. Importer receives the Goods.



IMPORT SOLUTIONS IMPORT COLLECTIONS

Your foreign supplier's Bank sends to ATLANTICO the necessary documents for the collection of the imported goods by your Company. The documents will be delivered against payment, approval or partial payment and remaining approval, in accordance with the conditions determined by the Exporter.



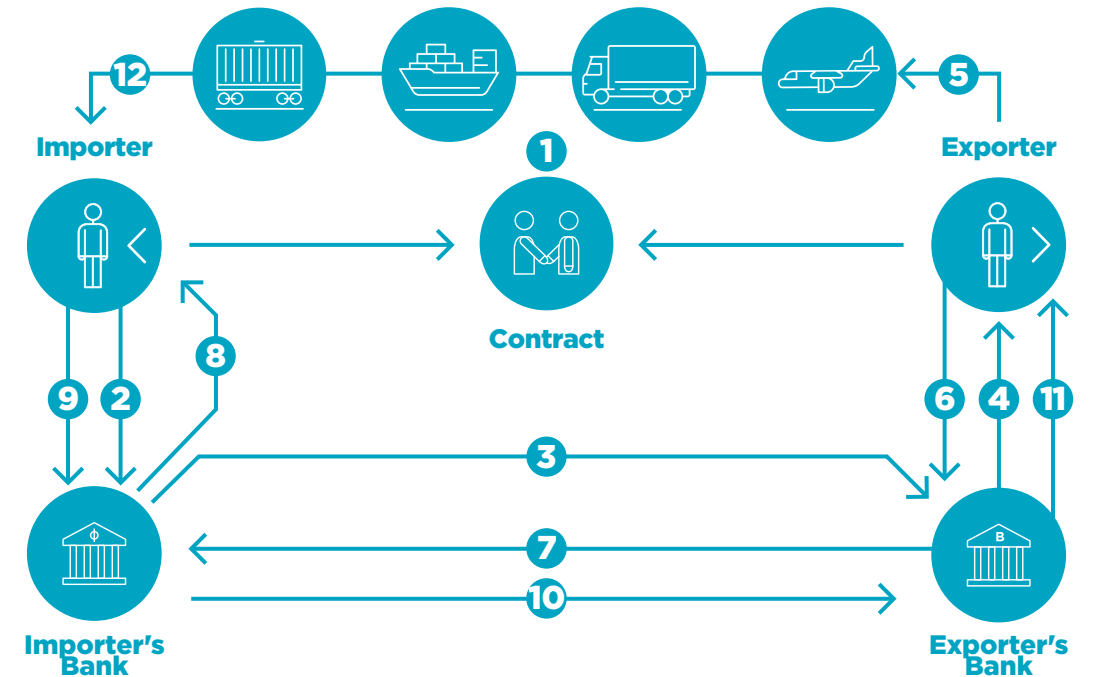
LEGEND

1. International Sale and Purchase Contract;
2. Exporter ships the goods;
3. The financial and commercial documentation is sent by the Exporter to his Bank;
4. The Exporter's Bank sends the financial and commercial documentation to the Importer's Bank;
5. The Importer's Bank proceeds to present the documentation to its Client;
6. The Client checks the documents and makes the payment or formalizes the approval for the payment;
7. The Importer uses the documents to collect the goods;
8. The Importer Bank makes the payment to the Exporter's Bank;
9. The Exporter receives the payment of his Bank.



IMPORT SOLUTIONS IMPORT LETTERS OF CREDIT

This is the agreement through which ATLANTICO, acting at the request and by its Client's (Orderer, Buyer, Importer) instructions, assumes the commitment with the Supplier's (Beneficiary, Vendor, Exporter) Bank of making a payment in the determined periods in the letter of credit, as long as the terms and conditions of credit are fulfilled at the presentation of the necessary documents. This way, it increases the security of the imports, allowing prolonging the payment periods to its Suppliers.



LEGEND

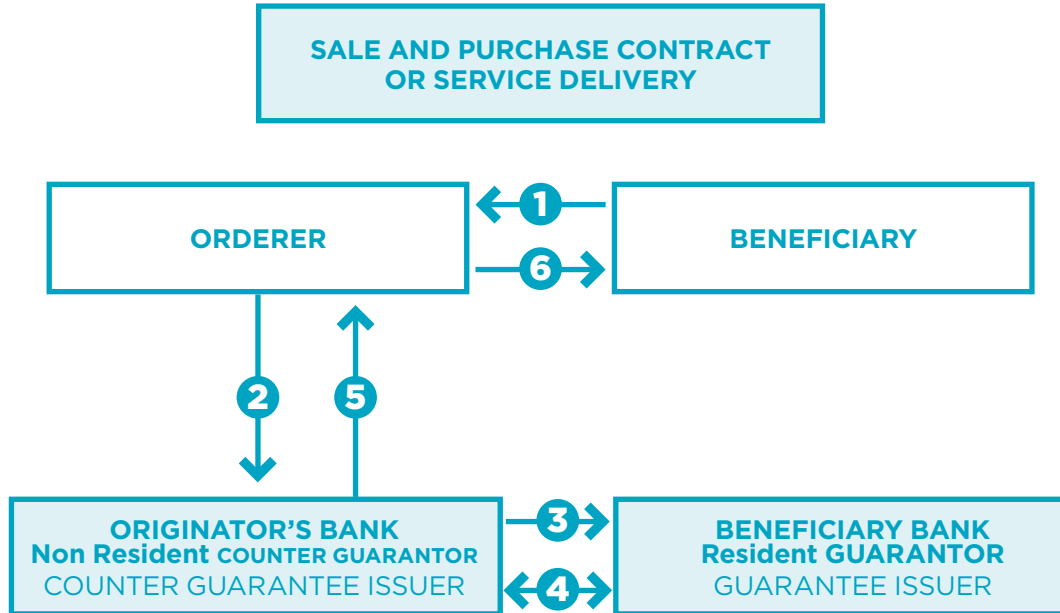
1. International Sale and Purchase Contract;
2. The Importer requests the issue of Documentary Credit in favor of the Exporter;
3. The Importer Bank (Issuing Bank) analyzes the documents and in accordance proceeds to issue the letter of credit to the Exporter Bank;
4. The Exporter Bank informs its Client about the existence of credit in his favor;
5. The Exporter ships the goods;
6. The Exporter sends the shipping documentation to his Bank (Exporter Bank);
7. The Exporter's Bank sends the documentation to the Importer's Bank;
8. The Importer's Bank checks the presented documentation and in case it is in accordance, it presents it to its Client;
9. The Importer checks the documentation and makes the payment to his Bank (Importer Bank);
10. The Importer's Bank makes the clearing to the Exporter's Bank;
11. The Exporter bank proceeds with the payment to the Exporter;
12. The Importer collects the goods.

Note: The concession of credit is subject to risk analysis of the Client and of the operation itself.



IMPORT SOLUTIONS BANK GUARANTEES

ATLANTICO guarantees the execution of an obligation constituted by its Client towards a third party, assuming this way the liability if the Client fails in his obligations, transmitting major confidence to the commercial partners in the company's business.



LEGEND

1. Beneficiary - Requests to the Orderer a bank guarantee in consideration of the service/conditions which were agreed;
2. The Orderer requests to his Bank to contact the Beneficiary's Local Bank in order to issue the Guarantee in favor of the Beneficiary;
3. The Originator's Bank request to the Guarantor Bank, (Beneficiary's Bank) to issue a Guarantee in favor of the Beneficiary, against collateral by himself;
4. The Beneficiary's Bank analyses the operation details and in accordance issues the guarantee, send to the Originator's Bank;
5. The Originator's Bank sends the guarantee to the Orderer;
6. Orderer validates the minute and sends it to the Beneficiary.

Note: There are cases in which the legal agreement delivery is done by the Beneficiary's Bank directly to the Orderer.

IMPORT SUPPORT REQUIRED DOCUMENTS

Be aware of all the required documents to Import goods - Notice 05/2018 and Instruction 09/2018.

The clearing of the goods should not exceed 360 days from the entrance day of the goods in the Country.

Products	Letter of Credit (Valid until 360 Days)	Standby Letter Of Credit	International Transfers (Advance payment)	Documentary Remittances	Documentary Collections
Mandatory Documents					
CLIENT'S LETTER Register as an Importer and NIF					
INVOICE PRO-FORMA					
ORIGINAL COMMERCIAL INVOICE					
SHIPPING DOCUMENT <i>According to the type of shipping</i>			within 30 days of the customs clearance, must not exceed 180 days of the exchange transaction clearance date***		
IMPORT LICENSE (Provisional DU) **	with date not superior to 60 days of the issue		(1)	(1)	
SINGLE DOCUMENT (definitive DU)	until 180 days after the Exchange Transaction or 30 days after the entrance of the goods				
SUPPLY CONTRACT	(1)		(1)	(1)	(1)
ADVANCE PAYMENT	until 10%				
FOREIGN CURRENCY LIMITS	over EUR 100,000.00		until EUR 25,000.00* per transaction and until EUR 300,000.00 per year	until EUR 50,000.00* per transaction until EUR 1,000,000.00 per year	until EUR 100,000.00* per transaction until EUR 1,000,000.00 per year

Notes: *The cumulative limit per importer is EUR 1,000,000.00 (a million Euros) per year.

**License Exemption by the Ministry of Trade whose value do not exceed the amount of USD 5,000.00 (five thousand American dollars); Goods transported as accompanied luggage;

***The Bank must send to BNA until the 15th day of each month, the list of the importer entities which have not complied, and who are not allowed to make new transactions, unless this happened for justifiable reasons.

(1) Where applicable Not applicable

It is not allowed the fractionation of the importation operations, which are made through the issue of several invoices over the limit value established for advance payments or for transfers and documentary collection, by the same Supplier, at or around the same date, for goods to be shipped, generally but not necessarily on the same load, with the only objective of avoiding the use of documentary credits.



EXPORT SUPPORT



EXPORT SOLUTIONS TAILORED SOLUTIONS TO YOUR NEEDS

RECEIVED TRANSFERS

At ATLANTICO, we ensure the execution of the transfers received by the Corporate Client in the main currencies and we credit it on the account by the respective equivalent value or the position in foreign exchange.

EXPORT COLLECTIONS

We sent to the Foreign Bank, indicated by the Corporate Client, the necessary documents for the collection of the exported goods. The documents will be delivered against payment, approval, in accordance with the instructions defined by the Company..

EXPORT LETTERS OF CREDIT

A safe way to guarantee, irrevocably, the receiving of the amount referred to the Exportation, against the delivery of the documents and fulfilled the Credit terms and conditions.

EXPORT DISCOUNT LOANS

ATLANTICO allows the anticipation of funds by the equivalent value of the commercial transactions made with its Clients abroad. This credit is inherently based on the value of the documents referred to the Exportation effectuated and presented to the Bank for collection, it is extensible to the Remittance Operations* and Export letters of Credit.

EXPORT INVOICE FINANCE

ATLANTICO finances the Exportations by their equivalent value. These operations are based on documents copies which confirm the effectuated Exportation.

*As long as the commercial and financial documents (originals) are in the banking system.

Note: The credit concession is subject to risk analysis of the Client and of the operation itself.



EXPORT SUPPORT REQUIRED DOCUMENTS

Be aware of all the procedures for Export, as well as all the required documents in the process, according to the Trade Ministry, Investment and Export Promotion Agency (Exporter's Manual) 2015.

1ST STEP

Initial Contact with the Importer. Identified the Client, it is indispensable that as much as possible information about the product be sent to him, a catalog, price list or samples can be used for this purpose.

2ND STEP

Appointing a Customs Broker who is used to work with similar products, in order to make the customs clearance and documentation on the fixed term.

3RD STEP

Business confirmed, the Exporter should formalize the transaction, sending a pro-forma invoice, which must include information about the Importer and the Exporter, a description of the goods, the gross and net weight, the quantity and the unit and total price, the sales conditions, the method of payment, shipment and the type of packaging.

4TH STEP

Confirmation of the letter of credit. Although there are other payment methods, the level of security offered by this modality makes it one of the most used in the international trade. The Exporter should request to the Importer the opening of the letter of credit with the possibility of being confirmed by his Bank (Confirming Bank). At the end of the process, the Confirming Bank will send to the Exporter, the original letter of credit together with its letter, where it is indicated that it proceeded to confirmation and in which conditions.

5TH STEP

The Exporter should arrange the licensing of the goods.



6TH STEP

Necessary Documentation for shipping goods abroad:

- a)** Bill of lading; **b)** Revenue collection document (DAR);
- c)** Importation and Exportation Register (REI); **d)** Certificate of origin and quality; **e)** Phytosanitary certificate of Inspection; **f)** Phytosanitary certificate;
- g)** Certificate of analysis; **h)** Certificate of insurance and transport.

7TH STEP

Contracting the exchange transaction, negotiating with the authorized financial institution, the receipt in the agreed foreign currency for the sales of the exported goods.

8TH STEP

Shipment of the goods and customs clearance. After these procedures, the shipment of the goods and the customs clearance should be made. Air or maritime shipment of the goods is made by the customs agents, against payment of the port expenses. The road freight shipment is made at the manufacturer's place or at a pre-established location by the Importer. The permission for the shipment of the goods is made against the physical documental verification carried out by customs agents at the Customs.

9TH STEP

Preparation of the post-shipment documents, to negotiate with the Bank (payment):

- a)** Commercial invoice; **b)** Bill of lading; **c)** Currency arrangement;
- d)** Letter of Credit (original); **e)** Policy or insurance certificate (in case it is a CIF condition); **f)** Bordereau; **g)** Bill of sale (DAR).

10TH STEP

Presentation of the documents to the Importer's Bank. In case the operation was made using a letter of credit, the documents which prove that the transaction was made must be presented to the Bank appointed by the Importer, as agreed.

11TH STEP

Exchange Settlement.

After the transfer to the Exporter's Bank, the exchange settlement must be done according to the conditions described on the contract.



EXPORT SUPPORT REQUIRED DOCUMENTS

Documents required to Exportation of goods - Notice 05/2018:

<i>Products</i> Mandatory Documents	LETTER OF CREDIT NON TRANSFERABLE <i>Valid until 180 days</i>	INTERNATIONAL TRANSFERS <i>Advance Payments</i>
INVOICE PRO-FORMA	✓	✓
EXPORTATION LICENSE (Provisional DU)	✓	✓
SINGLE DOCUMENT (Definitive DU)	✓	✓
DECLARATION OF PAYMENT COMMITMENT*	✓	✓
SUPPLY CONTRACT	✓ (1)	✓ (1)

Notes: *Necessary document to allow the goods to be exported customs clearance, by the Exporter who irrevocably commits to transfer the values from the Exportation to the appointed Bank on the declaration and signed by the Bank which confirms being aware of the transaction.

(1) Where applicable.

The Exporter must sell, within 5 days, from the entrance date of the resources in the country, to the transaction Intermediate Bank, 50% (fifty percent) of the resources in foreign currency resulting from each Exportation transaction, based on the exchange rate negotiated with the Bank, on the date of the transaction.

The Banks can only proceed to sell foreign currency to Exporting entities to make payments of goods or services abroad, when the Exporter resources in foreign currency are depleted.

LEGAL REGULATIONS

ANGOLAN LEGISLATION

Law 5/97, from June 27th| Exchange Law

The present decree law aims to regulate the acts and commercial and financial transactions of effective or potential repercussion on the balance of payments.

Decree 21/98 of July 24th

The present decree law aims to regulate the acts and the current invisible transactions (transactions, services, transfers between the national territory and abroad).

Presidential Order 265/10, of November 26th License Procedure

The present decree law aims to regulate the administrative procedures which should be observed for Importation and Exportation license.

Presidential Order 273/11, of October 27th

The present decree law aims to regulate the procedures in the practice of prevision of services, foreign technical assistance or management.

Notice19/2012 of April 19th

The present decree law aims to regulate the procedures in the practice of exchange transactions aimed for the payment of Importation, Exportation and re-exportation of goods.

Notice 13/2013 of July 31st comes to simplify the processes of the Decree 21/98

The present decree law aims to regulate the acts and the current invisible transactions (transactions, services, transfers between the national territories and abroad).

Notice 03/2014 of August 12th comes to change the process of the Notice 19/2012

Amendment of the text in the point 1 of the article 11 of the Notice 19/12 of April 25th about the settlement of the exchange transaction of Importation, Exportation and re-exportation of goods.

Notice 01/2016 – Limits of inflow and outflow of currency

The present decree law aims to establish the terms and conditions that should be obeyed regarding the inflow and outflow of national

and foreign currency, in possession of residents and non-residents exchange individuals.

Instruction 04/17 of March 27th - Goods Transactions | Temporary suspension of the application of the number 3 and 5 of the article 14 of the Notice 19/12 of April 25th

The present decree law establishes the rules and procedures to be observed in the practice of exchange transactions aimed for the receiving of revenues of Exportation and re-exportation of goods in the Republic of Angola.

Notice 04/2017 of June 28th - Exchange Regime over Export of Goods

The Banking Financial Institutions can make exchange transaction aimed for the settlement of goods until 720 (seven hundred and twenty) days from the day of the Documento Unico (DU).

Notice 05/2018 - Applicable Rules and Procedures for the Exchange Transactions of Import and Export of Goods*

It establishes the rules and procedures to be observed in the practice of exchange transactions aimed for the settlement of Import and Export of goods in the Republic of Angola.

Instruction 09/2018 of July 2nd - Limits of Exchange Transactions of Goods*

Aiming to ensure the control over the debts in foreign currency of the Country and give major predictability over the future flows of funds in foreign currency.

In 2018, according to the manual of support of the new features of SINOC, the National Bank of Angola increased the term of use of the licenses from 90 to 1500 days, for the licenses in reserve at SINOC.

*It is repealed any regulation which runs counter to the present legal notice, namely, the legal notice 19/12 of April 25th, the legal notice 3/14 of August 12th, the legal notice 4/17 of June 28th and the instruction 4/17 of March 27th.



OFFICIAL RULES OF THE INTERNATIONAL CHAMBER OF COMMERCE INCOTERMS® 2010

Rules of interpretation of the terms of international trade, created and developed by the International Chamber of Commerce (ICC - based in Paris) since 1936, applicable to the national and international sell and purchase contracts of goods.

There are 11 rules Incoterms R 2010 which are presented in two distinct classes.

RULES FOR ANY MODE OR MODES OF TRANSPORT:

• EXW | Ex-Works

The seller takes on the risks and costs until the goods leave the factory;

• FCA | Free Carrier

The seller takes on the risks and costs of the transport, clearance for export;

• CPT | Carriage Paid To

The seller takes on the risks and costs of the transport, clearance for export and covers all the costs of the delivery of the goods;

• CIP | Carriage And Insurance Paid To

The seller takes on the risks and costs of the transport, clearance and the insurance of the goods;

• DAT | Delivered At Terminal

The seller takes on the risks and costs of the delivery of the goods at the terminal and the clearance;

• DAP | Delivered At Place

The seller takes on the risks and costs until the delivery place;

• DDP | Delivered Duty Paid

The seller takes on the risks and costs until the delivery place and pay all the duties.

RULES FOR SEA AND INLAND WATERWAY TRANSPORT

• FAS | Free Alongside Ship

The seller takes on the risks and costs until the goods have been delivered alongside the vessel;

• FOB | Free On Board

The seller takes on the risks and costs until the goods have been delivered alongside the vessel and deals with the clearance for Export;

• CFR | Cost And Freight

The seller takes on the risks and costs until the goods have been delivered alongside the vessel and deals with the clearance for Export and the transport costs until the port;

• CIF | Cost, Insurance And Freight










The seller takes on the risks and costs until the goods have been delivered alongside the vessel and deals with the clearance for Export and the transport costs until the port and the insurance.



INCOTERMS

LEGEND

- / COSTS ● / TRANSPORT ● / RISK
- / ALL TYPE OF TRANSPORT ● / MARITIME TRANSPORT

DESCRIPTION	        
EXW Ex Works	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
FCA Free Carrier	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
CPT Carriage Paid To	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
CIP Carriage And Insurance Paid To	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #004a54; color: white; padding: 2px;">Seller (Transport + Insurance)</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
DAT Delivered At Terminal	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
DAP Delivered At Place	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
DDP Delivered Duty Paid	<div style="background-color: #004a54; color: white; padding: 2px;">Seller + Clearance</div> <div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
FAS Free Alongside Ship	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
FOB Free On Board	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
CFR Cost And Freight	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>
CIF Cost, Insurance and Freight	<div style="background-color: #004a54; color: white; padding: 2px;">Seller</div> <div style="background-color: #004a54; color: white; padding: 2px;">Seller (Transport + Insurance)</div> <div style="background-color: #e0f2f1; padding: 2px;">Buyer</div>



APPLICABLE RULES TO TRADE FINANCE

LETTERS OF CREDIT

The Documentary Credits are subject to the Rules and Uniform Uses of CCI for Documentary Credits, Publication nr. 600 of International Chamber Of Commerce (CCI) ("UCP600"). This publication is complemented with standard international banking practice for the conference of documents within the UCP600, Publication Nr. 645 of CCI ("ISBP 645").

STANDBY LETTER OF CREDIT

The SBLC's normally are ruled by Rules and Uniform Uses for Documentary Credits (UCP600), although there is another CCI publication exclusively for them - International Standby Practice, Publication 590 of CCI. ("ISP98").

REMITTANCES / DOCUMENTARY COLLECTION

The collections are subject to the uniform rules related to collects, publication Nr. 522 of CCI ("URC522").

GUARANTEES

They are ruled by the uniform rules of CCI for the demand guarantees (URDG758). The guarantees are subject to the Uniform Rules and Uses of CCI (URDG 758). This publication is accompanied by a set of base-texts which CCI recommends and recognize as the most appropriate for the several situations in which the guarantees may be intended.