



中国-亚美尼亚区域发展基金
Հին-ՀԱՅԿԱԿԱՆ ՀԱՐԱԲԵՐՈՒԹՅՈՒՆՆԵՐԻ
ՏԱՐԱԾԱՇՐՋԱՆԱՅԻՆ ԶԱՐԳԱՑՄԱՆ ՀԻՄՆԱԴՐԱՄ
FUND FOR REGIONAL DEVELOPMENT OF
CHINESE-ARMENIAN RELATIONS

PROPOSALS

**Of «Fund for Regional Development of Chinese-Armenian Relations»
related to arrangement of export and import of goods and attracting financial resources.**

The «Fund for Regional Development of Chinese-Armenian Relations» (hereinafter: Fund) acts in collaboration with the RA Government and a number of governors of Armenian provinces. The Fund has a long experience of working with Chinese corporations, banks, insurance companies and State governmental bodies.

Nowadays China is one of the best known and most financially attractive business destinations for big corporations, as well as for small and medium enterprises. Therefore, we are zealously working to do everything possible, so that the financial services and goods ordered by our clients are competitive and of the best quality.

The «Fund for Regional Development of Chinese-Armenian Relations»:

- **Provides** privileges granted by Chinese authorized government bodies for supply of goods by Armenian producers.
- **Accepts** orders for supply of products of wide spectrum from China, and acts as an importer-operator by preparing all accompanying documentation;
- **Creates** for clients pledge banking instruments for receiving loans;
- **Attracts** funding in national currencies: RMB (Chinese Yuan) and AMD (Armenian dram);
- **Fixes** the supply prices of Chinese products in Armenian drams (AMD), without attaching with the exchange rate of Yuan or dollar (in case of exportation to Armenia);
- **Provides** bank guarantees in national currency (AMD-RMB) for supply of goods, under the condition of payment upon actual delivery of goods to the client and payment of 30% of the price to the client's bank account opened with Ameriabank;
- **Provides** bank guarantees in national currency (AMD-RMB) for supply of goods, under the condition of payment upon actual delivery of goods to the client and payment of 30% of the price to the client's bank account opened with Ameriabank;
- **Arranges** payment for goods supplied from China in Armenian currency (AMD) through Ameriabank (in case of importation by an Armenian company);
- **Arranges** international logistics, by means of which supply of any goods from China is made within the shortest possible time.

In case of wholesale importation of goods from China, we deliver the goods to the client on the client's territory and with all of the accompanying documentation, which will be prepared in accordance with the applicable laws.



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**With the purpose of increasing importation
and exportation of various products the Fund provides:**

- **Arrangement** of participation of Armenian producers on international expos in China.
- **Creation** of “Trade Houses” for Armenian provinces in China, as well as for Chinese provinces – in Armenia.
- **Attracts** funding for creation of customs-logistical centers in Armenia and other member states of the Customs Union of EAEU.

The Fund prepared favorable conditions for attracting foreign investments:

- **Creation** of co-founded companies in Armenia with a wide spectrum of activity and with financial resources from China.
- **Provision** of additional privileges to foreign investors.
- **Financing** new technologies.
- **Attracting** funds and arranging supply of required materials for building habitats (mainly in Yerevan). - **Attracting** funds for establishing factories for extraction and processing of natural resources (basalt, perlite, bentonite, etc.).
- **Creation** of technoparks in Armenia.
- **Attracting** funds for realization of national projects, without provision of state guarantees or other governmental obligations.

Fund's division in China for import, export and trade financing,

«Jiangsu GeFan Technology Trade Co., Ltd.».

The Fund is the only Armenian company that has its own export, import and trade financing division in China, represented by company «Jiangsu GeFan Technology Trade Co., Ltd» (hereinafter «GeFan»), website - www.gefangroup.com. The company's headquarters are located in the City of Nanjing, and its representative offices are located in the City of Foshan and the province of Hainan. «GeFan» has the required licenses for performing a wide spectrum of financial and economic activities, including licenses for import and export, financing, etc. The company has cooperation agreements with the biggest producers of China, banks, «SinoSure» insurance company, which is a credit company for financing export deals and is the only credit insurance company in the world, the biggest state insurance company, that directly reports to the ministry of Finance of China.

We reduce clients' costs and arrange contact management and supervision, which includes:

- **Searching** producers, supplier or buyers of certain goods and services, as well as business



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partners in China.

- **Attracting** funding on privileged terms in Chinese national currency RMB (Chinese yuan) for the term of 7-10 years, and with the use of classical pledge instruments provided by the Fund. Provision of credits and insurance is made through «GeFan» or directly by Chinese banks, with insuring repayment of credit in «SinoSure».

- **Checking** trustworthiness of Chinese partners.

- **Engaging** in preliminary or on-going negotiations in course of dealing with Chinese companies, including online negotiations through internet.

- **Advising** and supporting in all the phases of negotiations, during contract execution, purchases, supplies and import-export activities.

- **Purchasing** and dispatching goods from China to Armenia and other countries.

- **Transportation** of goods within China, preservation and collection in Chinese warehouses, arranging custom clearance and sending goods to Armenia, Russia, Kazakhstan and other member states of the CIS, the Customs Union of EAEU or other countries.

- **Proposing** services of Chinese leasing companies for purchasing equipment, machineries and other goods.

- **Preparing** and collecting documents related to transportation, custom clearance, the transaction, goods, manufacturers and other documents.

- **Supervision** over the quality of the goods during production, handover and loading of the goods, including tests in the laboratory.

- **Providing** business assistance for the client's delegations in China, participation in negotiations, providing translator's services.

- **Preserving** the interests of Armenian companies and their production in China.

Being a licensed entity for import and export, our division in China will take the role of exporter and importer.

All of the above functions are fully or partially performed by our Chinese division. Our services are much cheaper and more convenient than securing your presence in China by keeping there an office and employees.

The high qualification of our experts, our partner relations with manufacturers and big logistic companies in China, permit us to provide services of the highest quality.

Prior to supplies from China, our experts, together with the client, elaborate a technical assignment with all the detailed properties of the goods. The goods are searched on the market according to the assignment. Our qualified experts can speak Russian, English and Chinese, they perform in-depth research of markets, available data bases on manufacturing and statistics, they also collect information related to good manufacturers and suppliers.



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