



Products for Exporters

Exporters can face significant risks when they undertake international trade, not least the fear of delay or non-payment. Whether you are a new or long-established exporter, HSBC Trade Services can help you to reduce risks, allowing you to focus on growing your export business.

To benefit from HSBC's export services, you do not need to have special facilities. Simply request your buyers to advise documentary credits through us and benefit immediately from our international network. What is more, if you are the beneficiary of a documentary credit issued by an HSBC Group office, you are entitled to the same level of service excellence as any of our regular customers.

Export Collections

We can collect your commercial / shipping documents through our banking network. For exporters, it is a more secure option than trading on open account terms because the shipping document will be delivered to the importer only against payment or an acceptance to pay on due date. We also offer instant e-mail functionality, providing details on the export collection transactions, to a designated person in your office through our EDCA offering.

Export Financing

We can address funding gaps in your trade cycle and support your business, by providing you export financing options in foreign currency (at LIBOR linked rates) or in Indian Rupees, both at the pre-shipment and post-shipment stage.

We can discount your export receivables by negotiating bills drawn under a DC or discounting bills under collection, with the latter available both for D/P (Documents against Payment) and D/A (Documents against Acceptance). We can reduce country and bank risk, exposure to interest and exchange rate fluctuations and turn your receivables into cash. We also provide instant e-mail advice.

Advance Remittances

Any payments into the country by overseas parties are processed expeditiously and credited to your account promptly.

DC Advising

A Documentary Credit (DC) opened by the overseas importer's bank, will be checked for authenticity and couriered across to your doorstep. With a presence in over 50 countries, and global correspondent banking relationships with over 2,500 banks, we have Swift key arrangements with most of the major banks, to facilitate straight through processing of DC advising. We also intimate you on the receipt of DC at our end by sending you a copy of DC through an automated e-mail to a designated person in your office.

DC Confirmation

Reduce bank and country risk effectively by enjoying the security of payment commitments from both the issuing bank and the confirming bank. HSBC is one of the largest institutional banks with global correspondent banking relationships with over 2,500 banks. If HSBC confirms the DC, and your documents are presented in compliance with the DC terms, payment from HSBC will be final.

DC Transfer

Ideal for buyers working with sourcing agents who require credit cover. If you are a sourcing agent or the first beneficiary, we can provide guidance on the terms and conditions of your DC and assist in either fully or partially transferring your DC to the ultimate supplier.

Trade Solutions

We have designed a special programme for exporters, supplying to certain large reputed buyers in the US and Europe. As an established supplier to such large reputed overseas buyers, you are entitled to enjoy a range of extra benefits when you present documents to HSBC for negotiation under Documentary Credits (DCs) issued by other HSBC Group offices. These extra benefits include,

Lower overseas bank charges viz. handling charge, courier, cable charges, discrepancy fee, reimbursement fee; which are to the account of beneficiaries:

- Faster communication and quicker turnaround times. As both the import and export legs of the transactions are handled by one bank you should receive funds 6 days earlier on average, saving you interest charges
- Peace of mind that documents are only checked once and held by the local HSBC office until acceptance; and
- Opportunities for pre and post shipment finance

Forfaiting

We can arrange for an offshore financing on your export receivables to countries especially high / medium risk with medium to long credit periods. The schematic below describes the forfaiting transaction flow:

Advisory services on any export transaction - Our local experts understand trade thoroughly, and they can provide value to your business by performing advisory on a host of trade issues, including structuring DCs for your export business.

Terms and Conditions apply.

The schematic below describes the Forfaiting transaction flow

