

ADEX

مكتب أبوظبي للصادرات
ABU DHABI EXPORTS OFFICE



صندوق أبوظبي للتنمية
ABU DHABI FUND FOR DEVELOPMENT

ABU DHABI EXPORTS OFFICE





Abu Dhabi Exports Office

Abu Dhabi Exports Office (**ADEX**) was established by Abu Dhabi Fund for Development, to provide Buyer's credit facilities in form of loans and guarantees to boost UAE exports and open new markets. The initiative seeks to support the national economy and enhance its competitiveness in line with the UAE's strategies, which are aimed at advancing economic diversification as a pillar of sustainable development through expanding the range of export products and services.



Abu Dhabi Fund Development

Abu Dhabi Fund for Development (**ADFD**) was established in 1971 as a national entity owned by the Government of Abu Dhabi to provide financial resources for socio-economic development projects in developing countries to help them overcome challenges and improve the lives of their people. The Fund achieves its objectives through offering concessional loans, managing Abu Dhabi Government grants and investing in select companies in beneficiary countries.



Objectives of ADEX

- › Building a diversified and sustainable economy through the financing of non-oil national exports.
- › Growing the volume of non-oil national exports and enhancing their competitiveness in global markets.
- › Leveraging the Fund's relationship with countries to open new markets for national exports.
- › Protecting national companies from non-payment risk due to political and commercial factors.
- › Providing a credit umbrella to encourage national companies to pursue promising export opportunities.
- › Increasing the participation of UAE exporters and service providers in projects financed by the Fund.
- › Filling the financing gap created due to absence of local financial institutions that provide foreign buyers credit.





Financed Goods & Services

- › Supply contracts (consumer/capital goods).
- › Infrastructure and other construction related projects.
- › Consultancy services.



Initial Assessment Requirements

- › Client request (foreign buyer/importer).
- › Client details (bank/company profile, audited financial statements, management and ownership structure, etc.)
- › Credit rating reports by international credit rating agencies.
- › Feasibility study (if applicable - for direct financing).
- › Sales contract details.



Financing Terms & Conditions

- › The products/services must be of UAE origin.
- › The applicant should meet the credit eligibility criteria.
- › The programme does not apply to crude oil exports.
- › The financing ratio can reach 100% depending on the type of funding as well as the risks and nature of each transaction.
- › Financing is offered in two currencies – the UAE dirham and the US dollar.



Beneficiaries of ADEX

- › Foreign buyers:
 - Foreign Governments and Government related entities.
 - Institutions and companies from the public or private sector.
- › Foreign and local banks along with other financial institutions.



Foreign buyer's financing tools

1- Indirect financing (loans to financial institutions)

Opening credit lines with financial institutions to provide foreign buyers/ importers with loans to purchase goods or services from a UAE source.

- › **Type:** Revolving credit facility.
- › **Financing value:** Up to 100% of the export contract value.
- › **Currency:** AED or USD.
- › **Interest rate:** Fixed / variable.
- › **Minimum amount:** USD 100,000.
- › **Loan period:** Up to 5 years.

2- Direct financing (loans)

Loan to a foreign buyer/ importers who purchases goods and services from a UAE source.

- › **Type:** Non revolving loans.
- › **Financing value:** Up to 90% of the export contract value.
- › **Currency:** AED or USD.
- › **Interest rate:** Fixed / variable.
- › **Minimum amount:** USD 3 million.
- › **Loan period:** Up to 15 years.

3- Direct financing (guarantees)

Guarantee to a financial institution that extends a loan to a foreign buyer/ importer who purchases goods and services from a UAE source.




- › **Type:** Guarantee.
- › **Financing value:** Up to 90% of the export contract value.
- › **Currency:** AED or USD.
- › **Guarantee premium:** Percentage of guarantee value - paid upfront.
- › **Minimum amount:** USD 3 million.
- › **Guarantee period:** Up to 15 years.





Our Exports... Strengthen... Our Economy

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   Abu Dhabi Exports