

# Comprehensive services of import agency in Russia

**Nestor OOO**  
Moscow - 2016

# Nestor OOO business portfolio

- \* Technical import agency
  - \* Customs clearance in cooperation with Kuehne + Nagel
- \* Commercial representation of foreign firms in Russia
  - \* Search for clients and partners/distributors
- \* Distributor of reusable packaging & pallet systems
- \* Trade Credit Management in Russia
  - \* Information reports & risk rating
  - \* Trade credit insurance & risk management
- \* Interim Management (general, operational)
- \* Setting-up of local business
  - \* Market entry consulting, Company set-up
  - \* Market analysis, business planning

# Subject and scope of service

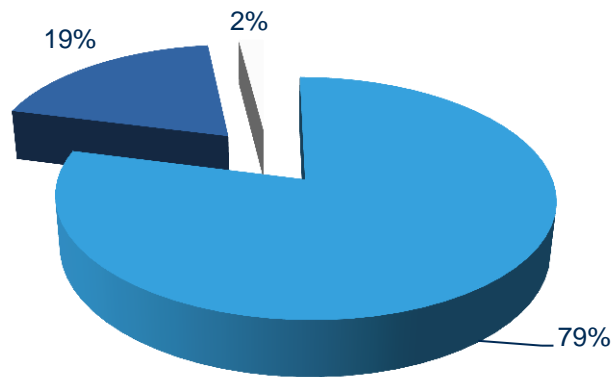
- \* The point is that foreign companies often don't have their own legal entities or representative offices in Russia, therefore they need somebody who could take care about their shipments and represent their interest at Russian customs.
- \* Normally such a service is provided by special agencies which are often called in Russia like "technical importers".
- \* Now we offer such service of the import agency to our customers.
- \* Normally import agency is involved in case when the final consignee doesn't want to deal with customs. Therefore import agency has to replace the real one and represent the shipment at customs on behalf of its own name. Such a scheme doesn't contradict to Russian law. Actually it can be detected as a full scale outsourcing of the import activities.
- \* Import agency is fully responsible in front of customs for the entire import procedure, customs duties and cargo itself.

# Target group and clients benefits

- \* Service of the import agency is widely used in trading and also in some specific business areas like events, hotel logistics, exhibitions, show business etc.
- \* Collaborating with Nestor Clients get the following benefits:
  - No need of own set up and/or legal entity in Russia.
  - No headache with Russian customs.
  - Fast delivery to end-user.
  - Well-organized door-to-door service handled in close collaboration with Kuehne+Nagel one of the leading global logistics providers (see statistics of customs clearance by KN).



# Statistics of customs clearance



- 1 Tag
- 2 Tage
- mehr als 2 Tage

- ✓ In most cases deliveries will be customs cleared within 1-2 days
- ✓ 2014 - 8 300 customs declarations processed
- ✓ 2015 – 9 554 customs declarations processed



# Legal background

- \* The legal base for the activity of Nestor as import agency is a service agreement. The subject of this agreement is determined like that:

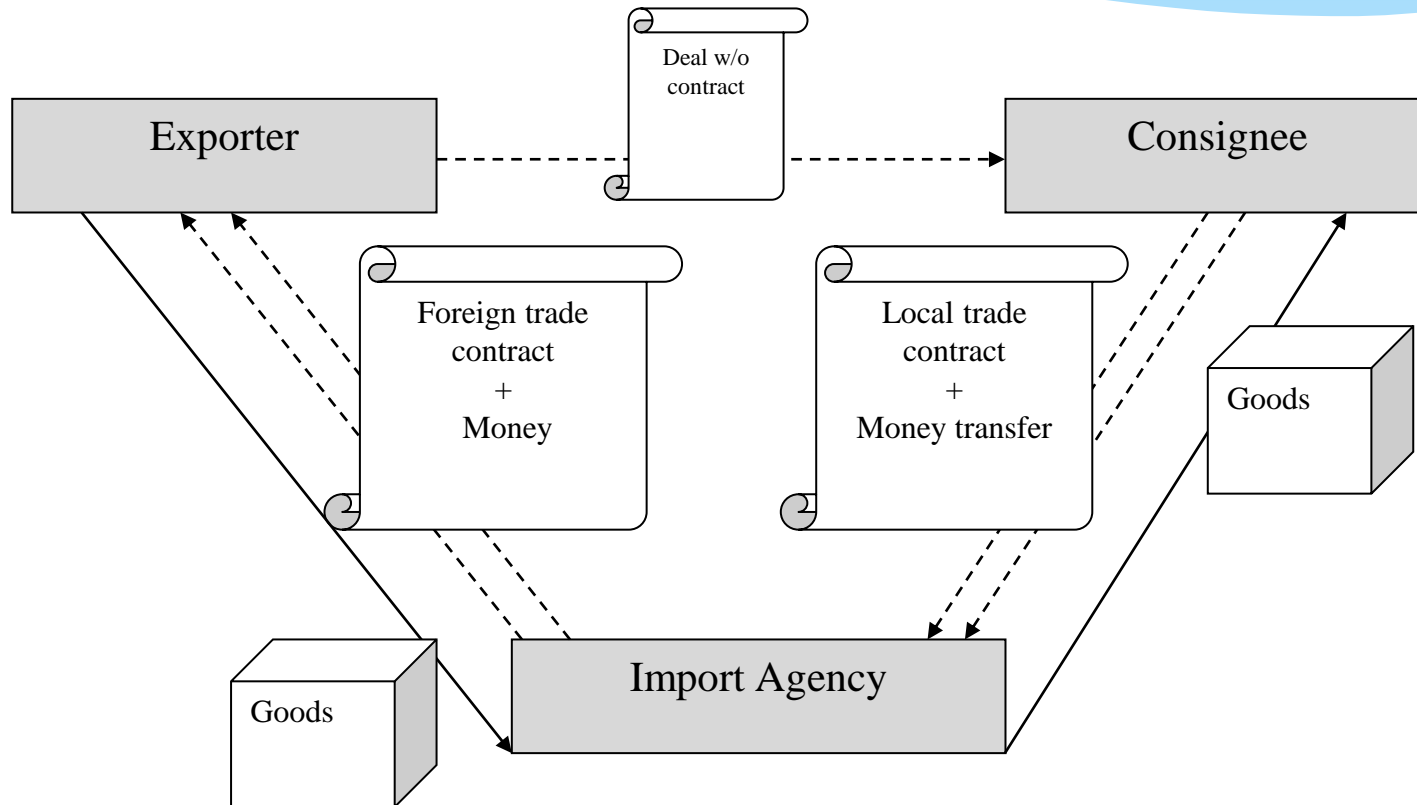
**1.1. The Agent hereunder shall assume the obligation to acquire for the Principal, in Agent's name, but at Principal's expense, the goods specified in the appendix hereto (hereinafter referred to as "Goods"), on the terms \_\_\_\_\_.**

**1.2. In its turn, the Principal undertakes to pay the Agent's consideration for fulfillment of the obligations undertaken by it in accordance with the terms hereof.**

**1.3. The range, amount and price of the goods shall be specified in the Appendix, which forms an integral part hereof. The goods shall be delivered to the Principal as soon as the Agent completes customs clearance thereof.**

**1.4. The monetary funds transferred by the Principal to the Agent for the purposes of acquisition of goods, as well as the goods acquired by the Agent using the mentioned monetary funds, shall be property of the Principal. The title for the goods (including the risk of casual damage or loss thereof) shall be transferred to the Principal from the moment specified in the agreement concluded by the Agent with third parties within the framework of fulfillment of the Principal's assignment.**

# Procedure

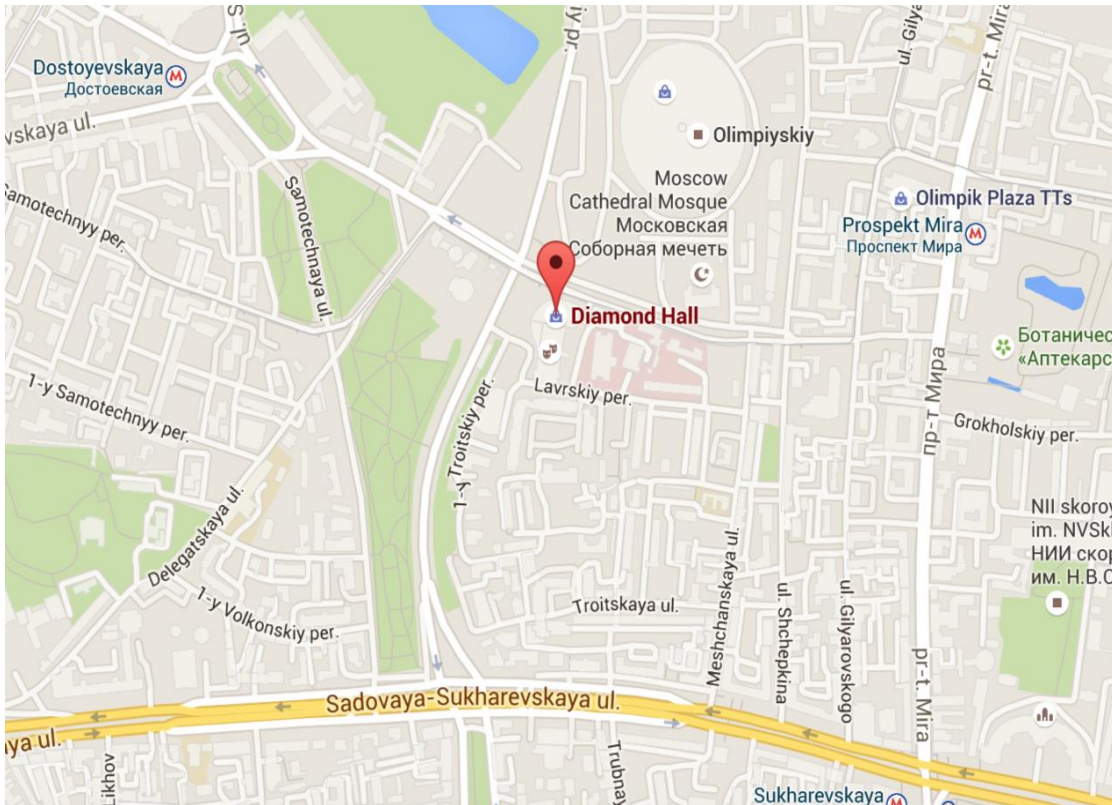


# Contacts NESTOR LLC

- \* **Dr. Markus Liemich**, Managing Partner  
(German, Russian, English)  
[m.liemich@oonestor.ru](mailto:m.liemich@oonestor.ru)
- \* **Elena Liemich**, General Director  
(Russian, German) [eva@oonestor.ru](mailto:eva@oonestor.ru)
- \* **Olga Kozlova**, Project Manager  
(Russian, English, Chinese, German)  
[okozlova@oonestor.ru](mailto:okozlova@oonestor.ru)



# Address NESTOR LLC



Tel.: +7 (495) 991 8898

Fax.: +7 (495) 795 2009

Diamond Hall Business Center

Olympiyskiy Prospekt 14

8<sup>th</sup> Floor, c/o Kuehne + Nagel

129110 Moscow, Russia