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**FEATURES AND ADVANTAGES OF LOANING OF HIGH
TECHNOLOGY CORPORATIONS**

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Abstract

In modern conditions of the banking business, special attention should be paid to projects that in the future will turn out to be highly profitable. Interesting borrowers for banking institutions can be high-tech corporations. These are enterprises, as a rule, of an innovative nature, which require large financial investments, but with a competent production and sales policy bring the maximum economic effect. In addition to super profits, they produce new, important products that improve the quality level of certain processes, provide citizens with jobs, therefore, the unemployment rate decreases and the macroeconomic effect in the state increases due to an increase in key macroeconomic indicators such as GDP, GNP, and national income, national product. Therefore, lending to high-tech industries is of particular interest to banks. Also, the lending procedure for high-tech industries is relevant and interesting for the state and, above all, in terms of the development of high-level technologies aimed at the socio-economic well-being of the state, in which these technologies will be applied if they are successfully implemented.

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1. Introduction

In a market economy, one of the company's success factors is the ability to finance a business: the terms of attraction and sources of resources determine the long-term results of the organization. A special role and importance should be noted when lending to corporations with a high level of technology, because, based on the specifics of their activities, they have some features: at the initial stage of operation, there are high costs, much larger than with a "startup" of an ordinary enterprise. Consequently, the amount of credit funds is necessary maximum for a long period. The return on investment in high-tech enterprises has a longer period than in ordinary ones, but with the correct management of a high-tech enterprise, the level of profit is large (Glinskaya et al., 2019).

2. Problem Statement

It is the difference in lending to high-tech enterprises from enterprises with other specifics that a banking institution should take into account when deciding whether to grant a loan. Various instruments for attracting borrowed capital can solve the problem of any difficulty level: bank loans, commercial loans, leasing, factoring and others. Lending to legal entities plays a significant role in the field of business financing, as well as financial organizations themselves are interested in increasing profits by attracting corporate clients. Thus, lending to legal entities is not only a necessary procedure, but also mutually beneficial.

3. Research Questions

The article discusses issues related to the characteristics of various credit methods.

- The main questions - what are the advantages of banking institutions in lending to high-tech industries?
- What lending techniques are best for lending to high-tech industries?

4. Purpose of the Study

The purpose of this study is a specific proposal by the authors to bank institutions for choosing a lending methodology for high-tech corporations with a detailed description of the lending benefits to corporations whose activities are associated with high-level technologies.

5. Research Methods

The current state characteristics of the lending level to legal entities are presented in Table 1. For this, we used the statistical data of the Russian Federation Central Bank, presented on January 1, 2018–2019.

Table 01. The current state characteristics of lending level to legal entities

Loan volumes	01.01.2018	01.01.2019	Growth rate, %	Rate of increase, %
Total, million rubles	34818075	40014578	114.92	14.92
Mining	1998411	1663877	83.26	- 16.74
Manufacturing	7012371	6074288	86.62	- 13.38
Production and distribution of electricity, gas and water	1919489	1842135	95.97	- 4.03
Agriculture, hunting and forestry	950381	1174980	123.63	23.63
Construction	1554446	1521404	97.87	- 2.13
Transport and communication	40291	38832	96.38	- 3.62
Wholesale and retail trade; repair of motor vehicles, motorcycles, household products and personal items	8163556	8775770	107.5	7.5
Real estate operations, rental and provision of services	1914252	2265716	118.36	18.36
Other activities	3847143	8046704	209.16	109.16

Thus, in 2019 relative to 2018, an increase in the lending total volume is observed - by 14.92%, however, for certain types of lending volumes, an abrupt trend is observed.

Developed by commercial banks for potential borrowers, loan products, firstly, demonstrate the peculiarities of capital circulation in various sectors of the economy, and the need to attract additional financial resources arising from this. On the other hand, this explains the need to maintain its own liquidity and achieve an appropriate level of return on assets and bank capital. In the banking practice of the Russian Federation, the following types of banking products are most widely used:

- one-time urgent secured loans;
- credit lines;
- overdrafts;
- bill loans;
- syndicated loans;
- factoring.

Each product is optimal for the situation. Consider existing banking products and analyze which of the presented products is best suited for lending to high-tech corporations. Features and benefits of each of these types of banking products are presented in Table 2.

Table 02. Banking product types

Name	Features	Benefits
One-time urgent secured loans	Their peculiarity lies in the specific target application directly issued on bail (Andreeva, 2016). This type of loan can be formalized by an individual loan agreement, where the amount and purpose of the loan transaction are prescribed.	The positive aspects of this type of loan include the fact that the volume of its issuance depends entirely on the project for which it was issued, including a high-tech one (Bashanova, 2016).

	<p>Directly in order to make a decision on the issuance of such a loan, the borrower needs to provide each time the necessary set of relevant documents. Loans with a one-time nature of the provision are issued without prior credit histories. Such lending is risky for bank institutions, as there are no clear guarantees indicating that the loan can be repaid. That is why a banking institution sets a maximum interest rate on it.</p>	
Open line of credit	<p>An open credit line consists of a specific obligation to provide a specific loan for a specific time. The difference from the ordinary type of loan is that the client can receive money in parts or within the specified time. An indispensable condition for such a loan is a pre-agreed obligation of the parties. The most common difference between this loan is a permanent relationship between the lender and the borrower. In practice, an open credit line is opened for regular customers who have a positive reputation in the banking market.</p>	<p>The positive side of an open type credit line is the long-term use of funds; you do not need to constantly come to a banking institution. This allows you to regulate and control tranche limits, which will help to avoid unfair transactions.</p>
Overdraft	<p>Overdraft is the expenditure of funds from a debit card account in excess of the balance on the account, that is, lending to a client's account, which is allowed by the bank in order to replenish a personal bank account of an individual for a short period of time. The ability to receive an overdraft loan is made out by a loan agreement, which has a certain period of validity, as a rule, it is one or two years. The main feature of the overdraft is the obligatory repayment of the loan at least once a month, multiple renewal during the entire lending period, interest accrual only on the actual loan debt.</p>	<p>Overdraft has a number of special advantages. The main advantage is that at any time the bank's client can borrow the money that is missing from him within the limit, and you can borrow money an unlimited number of times. Since overdraft is an inappropriate loan, therefore, credit resources can be spent on any purpose. Interest on overdraft is calculated only on the actual amount of the overdraft. If the overdraft has not been used, then no interest is accrued. When overdraft, the loan amount is constantly renewed, and there is no collateral or guarantors. This type of loan, such as overdraft, allows you to make important and necessary payments, even at the moment when payments to the current account cease. Overdraft allows entrepreneurs to avoid delays in cash flow, and the bank can increase the limit amount by several times for holders of salary cards. At any time, the client can refuse this service.</p>
Loans based on a bill of exchange	<p>A bill of credit is a type of loan in which the settlement between participants in credit relations is carried out using a special type of securities - bills of</p>	<p>The interest rate lending is a plus for lending with a bill; it is usually different and slightly less than the rates for other lending</p>

	<p>exchange. Securities should include the obligation of the debtor to the creditor to pay a specific amount of money in a certain period of time. A promissory note loan is issued by a report form and may be subject to sale on the securities market, and may also be mortgaged to a banking institution.</p>	<p>programs. Usually this rate is not more than 10 percent. For the drawer also a significant advantage is the ability to take a deferral of payments. And if you take into account that the seller of credit products has virtually no risks, then the benefits of this type of lending becomes obvious (Loaning Supplementary Benefit and Strikes, 2016).</p>
<p>Syndicated loans</p>	<p>A syndicated loan is provided to the borrower by two or more lenders participating in the transaction in certain shares under a single loan agreement. Using a syndicated loan type, you can get a fairly large amount of money to finance a large project. One banking institution cannot meet the requirements for such a loan. Only banking associations will cover this need entirely. The risk per borrower is also significantly reduced (Kokodey et al., 2018).</p>	<p>Upon receipt of a loan, a specially formed consortium group takes over the paperwork. It stipulates the basic requirements for the future borrower, and also distributes the main risks. This approach allows you to get a loan much faster and achieve results in obtaining it. Debt servicing labor costs are also reduced, because the banks participating in the syndicated loan accept equal conditions. A syndicated loan means access to a large loan, which one bank simply cannot issue. In a syndicated loan, you can almost without restrictions get the necessary amount of capital for the development of the enterprise or the implementation of large state programs. Also, when applying for such a loan, the terms for repayment of the debt are agreed in advance and agreed upon. In this case, you can always get a multi-currency loan or change the loan currency during the term of the contract. When applying for a syndicated loan, you do not need to spend money on a lot of additional payments (taxes, commissions, and so on).</p>
<p>Factoring</p>	<p>Factoring is a banking service for suppliers who work on a deferred payment basis. Factoring operations allow lenders not to accumulate receivables in the short term and plan cash flows, and the bank - to make a profit (Sungyoon, 2007). A factoring organization or bank pays money to its client for products sold instead of the buyer, and he transfers the right to claim the receivable to the agent. As a result, both parties get their own benefit: the creditor gets real money, and the bank earns from operations - part of the debtor's debt plus commission (Sidunova et al., 2017).</p>	<p>Factoring does not require collateral, the amount of financing is unlimited, and the amount of financing can increase as customer sales increase. When factoring, financing is provided for the period of the actual deferred payment (commodity loan), and the period for receiving funds from the moment of submitting the application is significantly shorter. The financial agent does not analyze the financial and economic activities of the client, and the amount of financing is paid to the factor not by the client, but by his debtors. It is also worth noting the savings on unjustified costs associated with obtaining a bank loan.</p>

6. Findings

From the above it follows that in modern Russian banking practice, there are many types of credit services, each of which has its own characteristics and advantages (Rupeika-Apoga et al., 2018). But for lending to high-tech corporations, the best loan services from the above services will be: open credit line lending, syndicated loans, factoring (Sysoeva, 2017). Particular attention should be paid to the possibility of attracting syndicated loans by high-tech companies, since, as described earlier, high-tech corporations need large amounts of cash when they begin their functional activities (Posnaya et al., 2019). The executives of a bank institution, which the head of a high-tech corporation can apply for a loan from, may not be able to give out all the requested amount at once, but they see no reason to refuse a transaction. In such cases, a decision is made to issue a syndicated loan, that is, other bank institutions are involved for joint lending for the maximum amount of a high-tech corporation (Kokodey et al., 2018).

7. Conclusion

It should be concluded that the issuance of syndicated loans is effective for both the borrower and the lender (Mahboud, 2017). The first receives the necessary amount of funds to conduct their business, and the second - the maximum profit, since high technologies are extremely profitable, and banking institutions lend them at an increased rate and on certain conditions, since they consider these loans to be high-risk (Tihomirov, 2017). Thus, under positive conditions and circumstances, both parties get the maximum effect (Posnaya et al., 2019).

So, the capital of a banking institution acts as a guarantee of the stability of the material base, at the cost of raising funds. And loans are the key to the profit of a banking institution and continuous development, especially of an innovative nature. And only the capital base of a banking institution gives a start and starts a mechanism of passive and active operations, the financial stability of a particular bank and the banking system as a whole depends on its effectiveness.

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