



The Ministry of Finance  
of The Russian Federation



**REU.RF**  
PLEKHANOV RUSSIAN UNIVERSITY  
OF ECONOMICS

The material was prepared by the Plekhanov Russian University of Economics at the request of the Ministry of Finance of the Russian Federation

# SHARING RISKS AND MULTIPLYING OPPORTUNITIES:

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## A GUIDE TO PARTNERSHIP FINANCING





# 1. What is the partnership financing?



**The partnership Finance (PF)** — is an activity in financial market based on the principle of partnership between an investor and a client to distribute profits and risks.



The main objective is to maximize the return on invested resources and reduce risks for participants in this type of partnership.

In most countries, partnership finance is referred to “Islamic finance” because its basic principles are based on ethical and religious principles that prohibit interest, excessive uncertainty, high risk, and investments in industries that are forbidden in Islam.

**Among the countries represented in the global market for corporate financing, three main groups can be distinguished:**

1. Countries with a high percentage of Muslim populations (over 50% of the total population), and a sophisticated Islamic financial structure (Saudi Arabia, the United Arab Emirates, and Malaysia - these are the leading countries).
2. Non-Islamic countries that have a sophisticated financial market structure and attract foreign and domestic investments through Islamic finance instruments (Great Britain, the United States of America, and France).
3. Countries with a sufficient percentage of Muslim populations and a well-developed Islamic financial structure (Kazakhstan, Kyrgyzstan and Tajikistan).



**Partnership funding is available to everyone, regardless of social, ethnic, national, linguistic, or religious background.**

**In partnership finance, all products, contracts, and methods of implementation are structured in a way that avoids the four foundational prohibitions:**



**Loan interest — rate (usury)**

It is prohibited to set a mandatory fee for the use of borrowed funds.



**Suspicion**

Participation in any questionable income-generating activities (gambling, betting, lotteries, and the like) is prohibited. Also, it is prohibited to participate in manufacture of a product with prohibited characteristics, and participate in a contract without a specified delivery date or defined product specifications.



**Excessive risk**

Financial transactions that involve high risks are prohibited.



**Prohibited activities**

Investment in businesses that are considered illegal, dangerous, harmful, or unethical is prohibited, such as: activities related to the production and sale of tobacco, alcohol products, weapons and ammunition, and gambling.

## 2. The Foundations of Partnership Financing Legislation in Russia



The basis of legislation relating to partnership financing in Russia is Federal Law No. 417 FZ of 4 August 2023, "On conducting an experiment to develop special regulations for creating the necessary conditions for carrying out partnership financing activities in certain constituent entities of the Russian Federation and amending certain legislative acts of the Russian Federation".



This law represents the beginning of a partnership financing experiment. The experiment will run from the 1st of September 2023 to the 1st of September 2028.

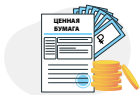
**The experimental entities are:** Republic of Bashkortostan, Republic of Dagestan, Republic of Tatarstan, and Chechen Republic.

**Under this law, the partnership financing activities are defined as the participants in the experiment carrying out the following transactions in accordance with the basic principles of the partnership financing:**



➤➤ **Raising capital.** Attracting funds and/or other assets from individuals and legal entities:

- In the form of a loan;
- By issuing bonds;
- Acceptance of assets in trust management;
- Acceptance of the contribution (as shares) to the authorized capital or equity capital of the participants in the experiment.



➤➤ **Issuing loans.** Providing funds in the form of loans to individuals and legal entities.



➤➤ **Buying and selling on installment or deferred payment.** Financing individuals and legal entities through the purchase and sale of goods, including real estate, on an installment (deferral) basis, with the possibility of charging fees for services provided in the form of installments or deferred payments.



➤➤ **Equity financing.** Financing for individuals and legal entities:

- By providing real estate under finance lease agreements;
- Providing contributions (as shares) to the authorized capital of legal entities;
- Participating in partnership activities under a simple partnership agreement or investment partnership.



» **Issuing guarantees:** Providing guarantees for others.



» **Mutual insurance on real estate interests.** In accordance with the requirements of Federal Law № (286-FZ) at 29<sup>th</sup> of November 2007 «On Mutual Insurance», mutual insurance associations guarantee the interests of their members.



» **Opening and maintaining bank accounts.** Individuals and legal entities are entitled to open and conduct banking transactions at any credit institution licensed by the Bank of Russia for this purpose.



» **Securities management activities:**

- Securities trust management;
- Funds allocation for securities transactions;
- Entering into agreements (contracts) with derivative financial instruments.



**Bank of Russia as a regulator maintains the register of the participants in the experiment and supervises their activities.** This information is publicly available and published on the official website of the Bank of Russia.



**Participants in the partnership financing experiment must comply with special requirements of the Bank of Russia and the recommendations of the Expert Council** for the experiment on establishing special regulations to Create the Necessary Conditions for partnership financing under the Government of the Russian Federation. Participants in the experiment may be legal entities registered in the Russian Federation, including credit and non-credit financial institutions, as well as, foundations, cooperatives, and partnerships.



**On 31st of July 2025 Federal Law №. (337-FZ)**, was adopted «On Amending the Federal Law about Conducting an Experiment to Establish Special Regulation to create the necessary conditions for carrying out Activities on partnership financing in certain subjects of the Russian Federation and on amending certain legislative acts of the Russian Federation» and the article 28 of the Federal Law «On Advertising», this law facilitates the development and expansion of the legal framework for partnership financing: it expands the list of transactions (operations) for partnership financing strengthens, compliance, consolidates the status of standards is strengthened regulatory instruments, and introduces advertising requirements for participants in the experiment.

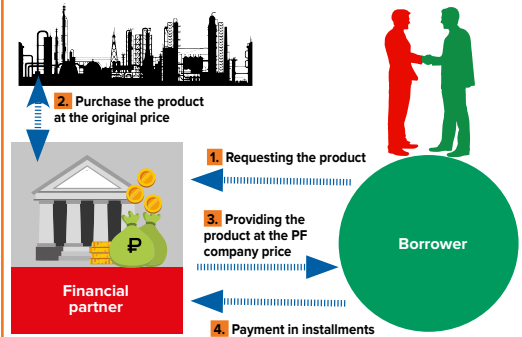


### 3. Main types of partnership finance products by intended use

If you need funds to purchase real estate or other assets (such as equipment), you can use Murabaha.

**i** **Murabaha** is a tool similar to installment plans, used in consumer loans and mortgages. With this partnership financial product, the bank purchases the property that you need, then transfers ownership to you at a trade markup. You know the initial and final price of the property, which means that you know the final amount to be paid in advance. The payment schedule is agreed upon in advance by the parties. This instrument is widely used worldwide.

#### Scheme of using the Murabaha instrument in lending

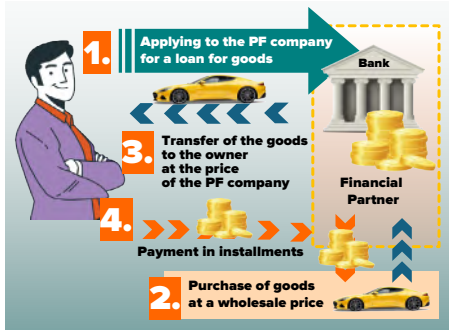


#### Example:

#### ISLAMIC FINANCING MECHANISM FOR PURCHASING CAR THROUGH MURABAHA

A buyer needs 2.5 million rubles for a car worth 3.5 million. He applies to a bank for financing. The application process begins with an assessment of the potential borrower, where the bank analyzes their creditworthiness, income, and credit history to make a preliminary decision. Upon approval, the bank enters into an agreement with the car dealer and purchases the car for 3.5 million rubles, becoming its full owner and assuming all ownership risks. The parties then sign a Murabaha agreement, which details the terms of the transaction, including the final sale price of the car to the client, the payment schedule, the amount of the installments, and the installment period.

**The key feature of this agreement:** is the fixed total price (the sale price of the car to the individual, for example, 4.3 million rubles) remains unchanged throughout the entire term, regardless of changes in market conditions. Pricing is transparent (the borrower knows how much the bank paid for the car and the profit it receives).



#### The General principles of Murabaha:

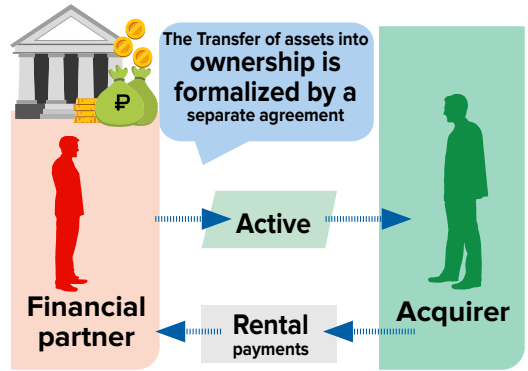
1. The bank actually owns the product before selling it to the client.
2. Pricing transparency with disclosure of costs and profits.
3. Fixed final price, unchanged during execution.
4. Depending on real assets instead of abstract lending.

**3** Murabaha remains one of the most popular instruments in partnership finance due to its simplicity and flexibility, meeting the needs of both private clients and the corporate sector.

If you need to rent a property, car, equipment or other assets, you can use Islamic leasing Ijara.

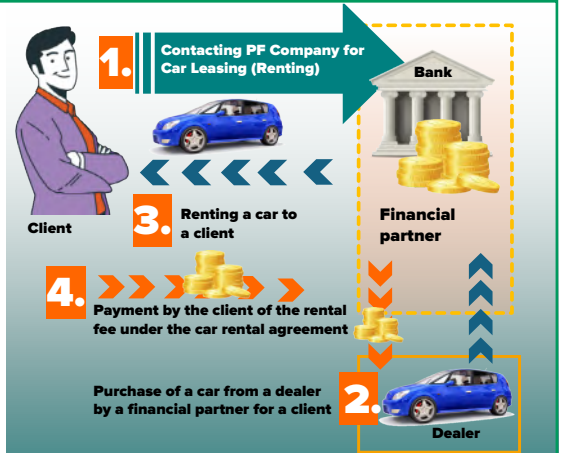
**i** **Ijara** is an alternative form of leasing that complies with the principles of partnership financing. Under Ijara, a financial institution acquires an asset (real estate, equipment, vehicles, etc.) and leases it to a client for a specified period. There is an important restriction when executing Ijara: the main lease agreement cannot include provisions for the subsequent transfer of ownership of the asset to the lessee. If ownership of the asset is intended to transfer to the client, this provision must be set out in a separate, independent agreement.

**Scheme of operations under the partnership leasing contract (Ijara)**



**Example:**

A young man working as a sales manager needs a car for customer service and personal use. Under Ijara, a leasing company purchases the young man the desired car from a dealer, then enters into a lease agreement for a specified period, after which the young man can purchase the vehicle.

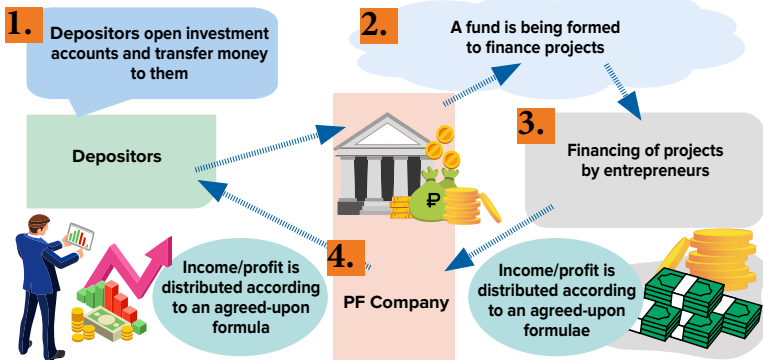


**Ijara** represents a fundamentally new approach to financing, based on the principles of fairness, transparency, and mutual accountability, making it particularly relevant in the context of the search for sustainable models of economic development.

**If you have financial resources but do not want to deal with their management, then Mudaraba is suitable for you.**

**i** **Mudaraba** — is a special type of partnership, in which one partner provides funds to another for investment in a commercial enterprise. This financial partnership involves sharing the risks of potential losses and profits between the investor and the entrepreneur. Each party's share of future profits is agreed upon in advance and specified in the contract. In the event of a loss, the investor doesn't have any right to demand repayment of his investment from the entrepreneur, nor to charge fines, fees, or penalties to the borrower or co-investor. In cases of proven fraud or deliberate embezzlement of funds received, fines may be imposed, but usually not in favor of the investor, but for charitable purposes.

**Scheme of operations of partner finance to company that uses the Mudaraba instrument**

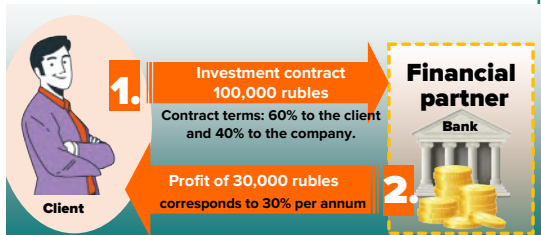


**i** A Mudaraba agreement typically involves the client transferring funds to the bank for investment, after which the money is pooled into a common fund and invested in approved projects. Profits are distributed between the parties in pre-agreed shares based on monthly reporting, rather than as fixed percentages. At the end of the agreement the investor receives their capital back along with the income earned.

**3** Thus, with a traditional financing model, the client knows their interest rate in advance but he is not protected from this income depreciating risk due to rising of inflation rate. While via partnership financing, the client knows they will receive an interest rate of the bank's profits, but is uncertain of the exact amount.

**Example:**

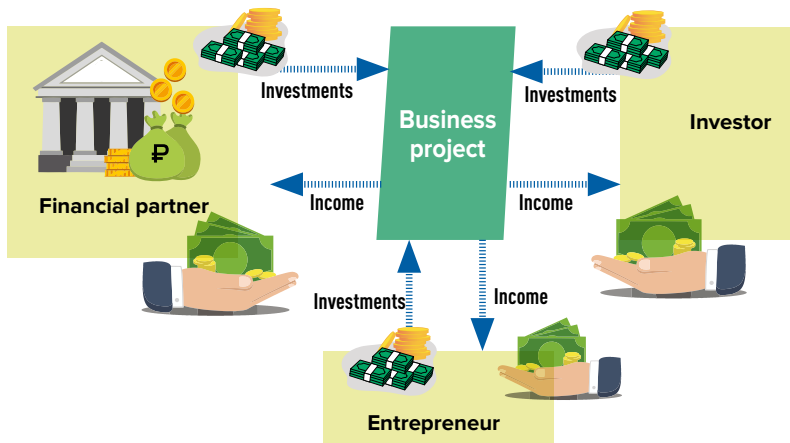
A citizen invested 100,000 rubles in a partner financing company, where income is not guaranteed but depends on actual profit. The parties agreed to split the profit: 60% for the client and 40% for the company. Thanks to the successful investment, the client received a profit of 30,000 rubles, representing a 30% annual return.





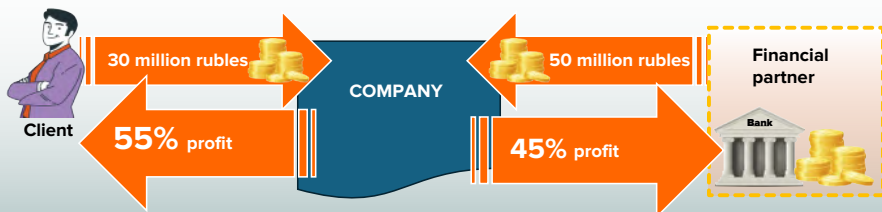
**Musharakah** — is a financing mechanism in form of partner finance between two parties, such as a bank and its client, where each party contributes equally or differently to the partnership’s capital. Profits and losses are shared either proportionally to the investment or according to another fixed agreement. One of the investing parties might be appointed as the project manager.

**The functioning scheme of financing mechanism under a Musharakah contract**



**Example:**

An entrepreneur invested 30 million rubles in a restaurant business, and the bank contributed the remaining 50 million rubles. Although, the bank contributed more, the parties agreed that 55% of the profit would be paid to the entrepreneur for his active work, and 45% to the bank. This reflects the essence of partnership financing: income is distributed based not only on the invested capital, but also, on actual participation in project management.



**Musharakah** — is a financial tool for creating a business partnership based on mutual trust, fair risk and profit sharing.

## Insurance products (Takaful) in partnership finance.

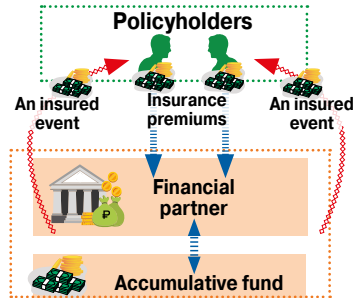
**Takaful** is a mutual insurance system built on the principles of partnership financing and mechanisms in terms of fair sharing for income and risks between the participants under accordance of ethical and moral principles.

**Key feature** the aim of this insurance type is not only to provide protection against «unexpected» financial losses through collective participation in compensation for damage, but also, to create opportunities for participants to generate income.

**The operating mechanism based on the Mudaraba principles, which ensures a fair distribution of responsibility between the parties.**

### Example:

Participants, or policyholders (in the traditional sense), donate their premiums to the operator or insurer for effective use, under the condition that the money will be returned if an insured event occurs. A portion of the premiums goes into an accumulation fund, which participants can invest to reduce their subsequent annual premiums.



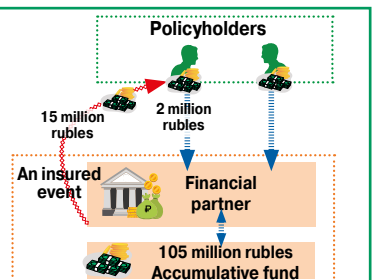
**Nowadays, mutual insurance is being adapted for takaful purposes, ensuring compliance with fundamental ethical and moral principles, while maintaining the requirements of Russian legislation.**

**The mutual insurance model is closest to the principles of takaful for the following reasons:**

- 1. The principle of mutual assistance:** A mutual insurance company (MIC) is established to mutually insure the property interests of its members, not to generate profit. This is consistent with the concept of solidarity and mutual assistance in Takaful.
- 2. The risk transfers without insurance premium:** Unlike commercial insurance, where the client transfers risk to the insurer for a fee (which may contain elements of uncertainty), in mutual insurance the company members jointly bear the risks.
- 3. Membership and participation:** The policyholder is also a member of the MIC, has the right to participate in management and receive a portion of the distributed funds, which is consistent with the principle of fairness in Takaful.
- 4. No guaranteed profit** The MIC does not guarantee a fixed return, as performance depends on actual losses and investment income, which excludes the mandatory payment of remuneration for the use of borrowed funds.

### Example:

Entrepreneurs created a mutual insurance company, pooling 105 million rubles in funds. One of the partners insured his shopping center, contributing 2 million rubles. When a fire occurred, causing 15 million rubles in damages, the company paid compensation from the pooled funds. This is a clear example of partnership financing, where the losses of one partner are covered by the pooled resources of all partners.



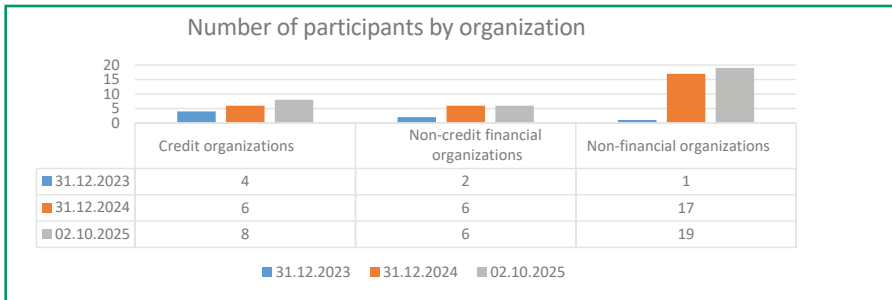
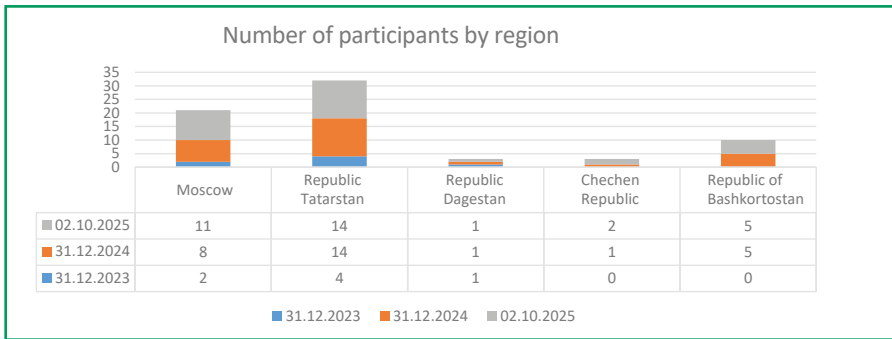
## 4. Partnership financing practices in Russia

**i** In Russia partner financing services are available to consumers as part of a pilot project conducted in four regions. Furthermore, partner financing companies are currently actively developing digital financial technologies, making some of their products available online to clients residing in other regions of the country.

**f** Since launching of the partner financing experiment, the partner financing market has seen steady growth.

### Record of experiment participants

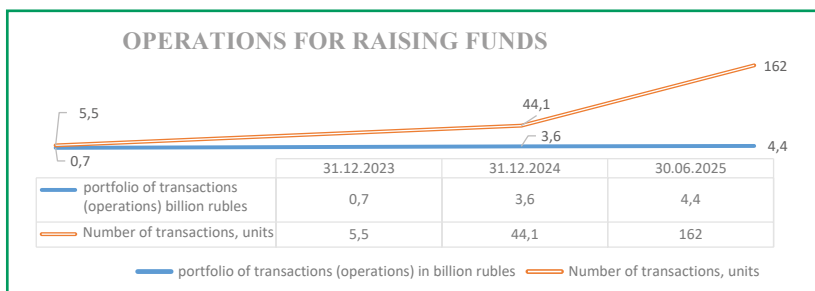
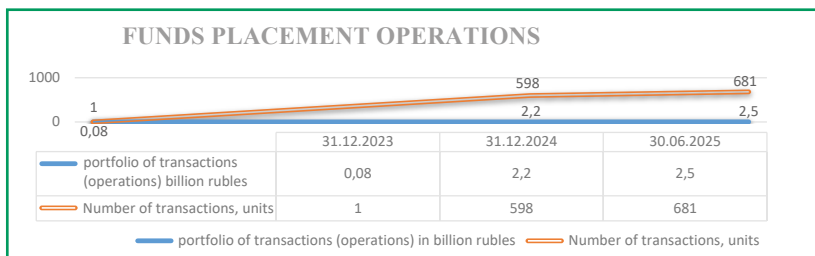
33 organizations registered since the 2<sup>nd</sup> of October 2025



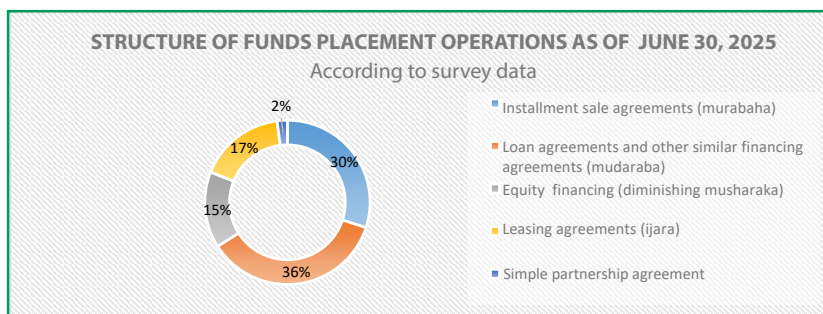
**!!** Over the past year, most regions have seen an increase in new participants in partnership financing, demonstrating growing interest from regional players.

We've also, seen dynamic development and engagement from various types of organizations in the pilot project to implement partnership financing principles. The share of non-financial organizations is growing significantly, further demonstrating the broader participation of various types of organizations and the sustainability of the experimental mechanisms.

## Parameters and results of the experimental process



At the 30<sup>th</sup> of Jun 2025 the total portfolio of fund placement transactions amounted to 2.5 billion RUB, while fundraising transactions amounted to 4.4 billion RUB, an increase of 22% year-to-date. The highest growth was demonstrated by the number of fundraising transactions, which increased by almost 3.7 times.



The main types of fund placements include loan agreements and other similar financing agreements, which account for 36% of the total funds placed under the partner financing program. Purchase and sale agreements with installment payments are also gaining popularity in the partner financing market, accounting for 30% of fund placements at 30<sup>th</sup> of June 2025.

## Companies primarily sell the following types of goods on installment plans:

- » Real estate.
- » Vehicles and special equipment.
- » Equipment and materials.

### Structure of fund-raising operations as of 30/06/2025

according to the survey data



! The majority of raised funds are placed in current accounts and card accounts in credit institutions, as 51% of these funds belonging to legal entities, while individuals most often raise funds in the form of equity contributions and investment loans.

For more information about the services of partner financing companies in Russia, please contact them by phone or through their official websites.

### When choosing a company that provides partnership financing services, pay attention to:

- » The availability of a private expert opinion on the compliance of the company's financial products with the requirements of partner financing.
- » The official documents of the company registration.
- » Inclusion of the company by the Bank of Russia in the record of participants in the experiment to establish special regulation to create the necessary conditions for conducting partnership financing activities.
- » Branch's location, availability of online services, quality of service, and customer support.

👍 Partnership finance continues to evolve, adapting to the modern needs of businesses and private clients, while remaining true to fundamental ethical principles. Growing demand for ethical and socially responsible financing is driving innovation and expanding the partnership finance product line.