

Best Practice and New Instruments of Promotion for Russian Exports. Cooperation Opportunities

2015



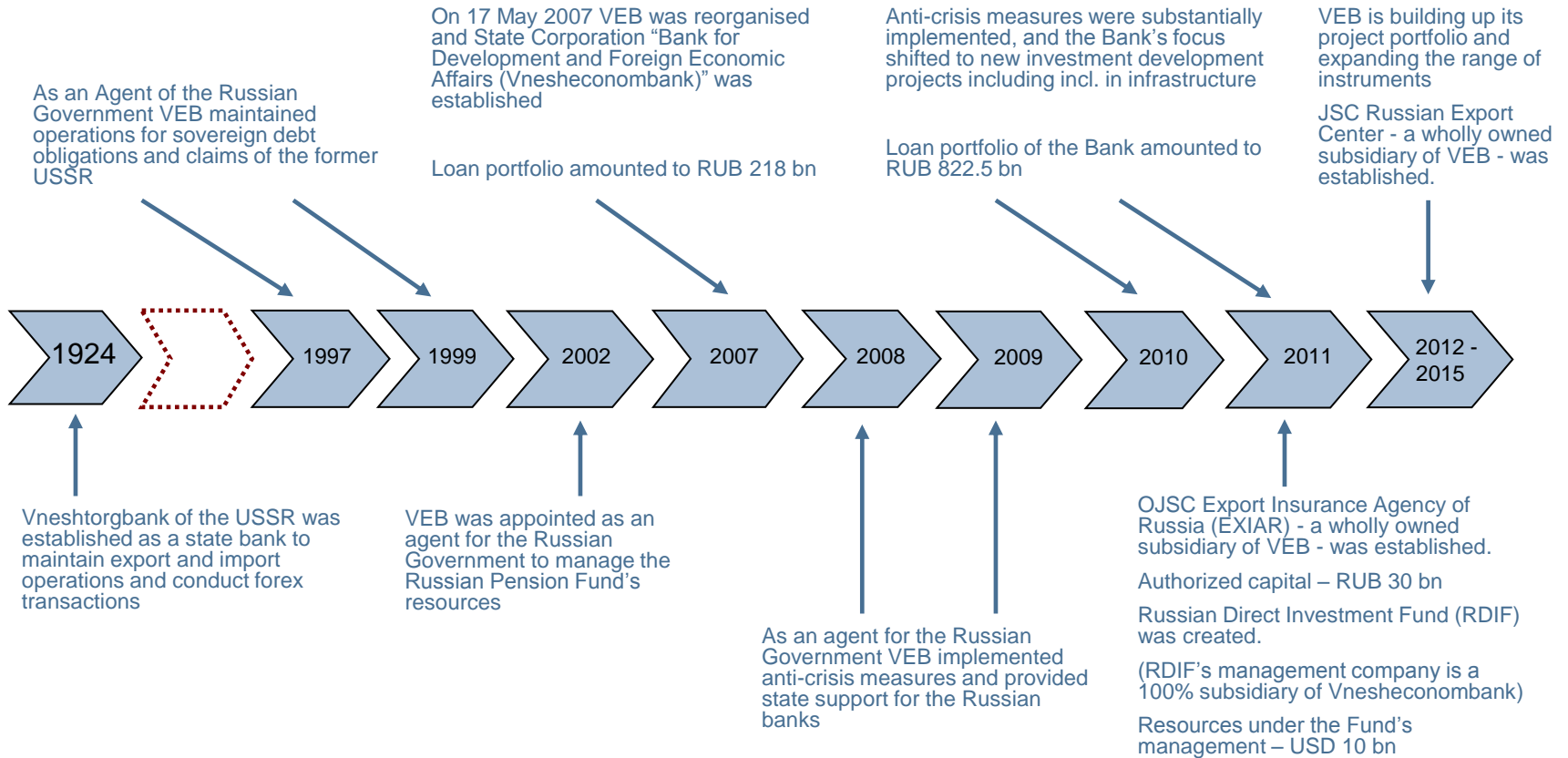
**BANK
FOR DEVELOPMENT**

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- I **Vnesheconombank.
Brief Overview**
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History of Development Bank



Aims and Goals of Establishing the Russian Development Bank

Goals

Promoting growth of the Russian economy through stimulating investments, developing infrastructure, supporting innovation technologies and Russian industrial exports

Vnesheconombank – Russian development bank

- **Financing industrial and infrastructure projects**
- **Providing export credits and guarantees**
- **Supporting SMEs**
- **Encouraging innovative projects**
- **Co-implementing national projects**
- **Promoting PPPs**

Vnesheconombank – agent for the Government of the Russian Federation

- **Managing sovereign foreign debt**
- **Managing domestic currency debt**
- **Managing state financial assets**
- **Managing pension savings**

Vnesheconombank – support for the Russian economy during global financial crisis 2008-2009

- **Stabilizing the Russian economy and financial system**
- **Supporting Russian banks and enterprises within the framework of Federal Law No. 173-FZ dated 13 October 2008**
- **Supporting the Russian stock market**

Key Sectoral Priorities of Vnesheconombank Investment Activities

PRODUCTS:

- **Syndicated lending**
- **Structured finance**
- **Project finance**
- **Trade finance**
- **Bank guarantees**
- **Equity investment**
- **Advisory services**

(expert evaluation of investment projects)

- Aircraft and space
- Shipbuilding
- Electronic industry
- Nuclear industry, including nuclear energetics
- Heavy, transport, special-purpose and power engineering
- Metallurgy (special steel production)
- Timber-processing industry
- Defense industry
- Agro-industrial complex
- Strategic computer technologies and software
- Information and communication systems
- Medical equipment and pharmaceuticals

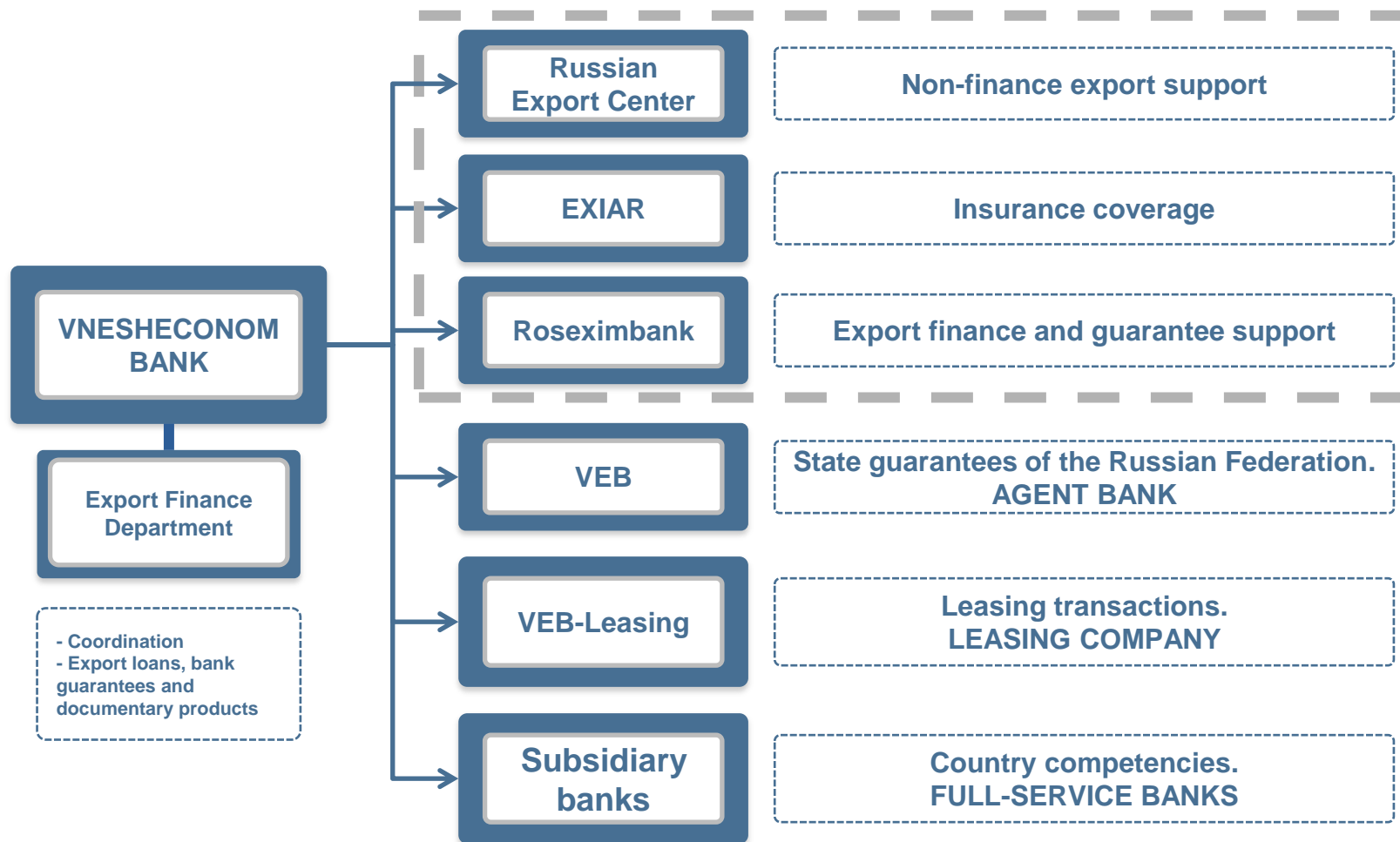
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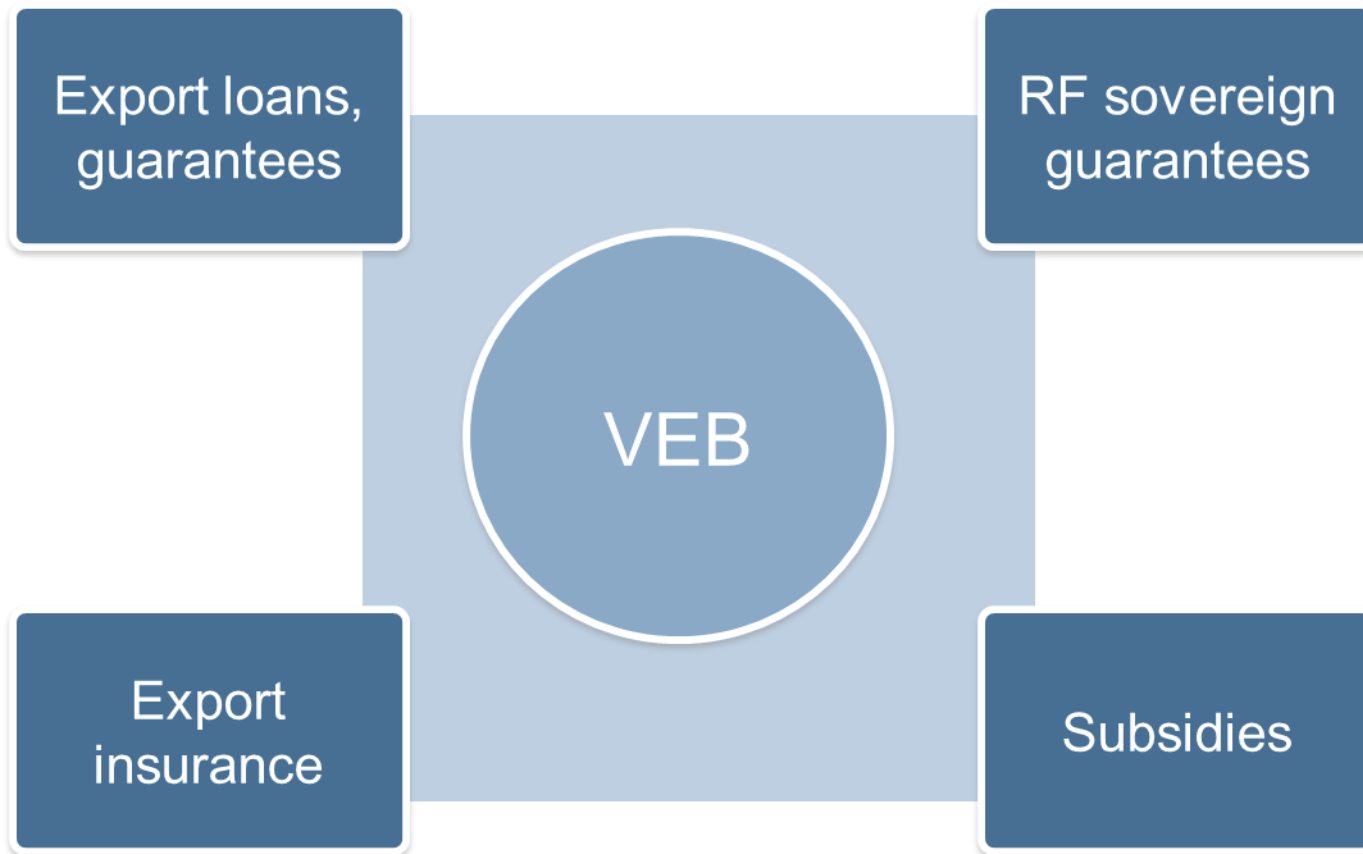
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Group Vnesheconombank.

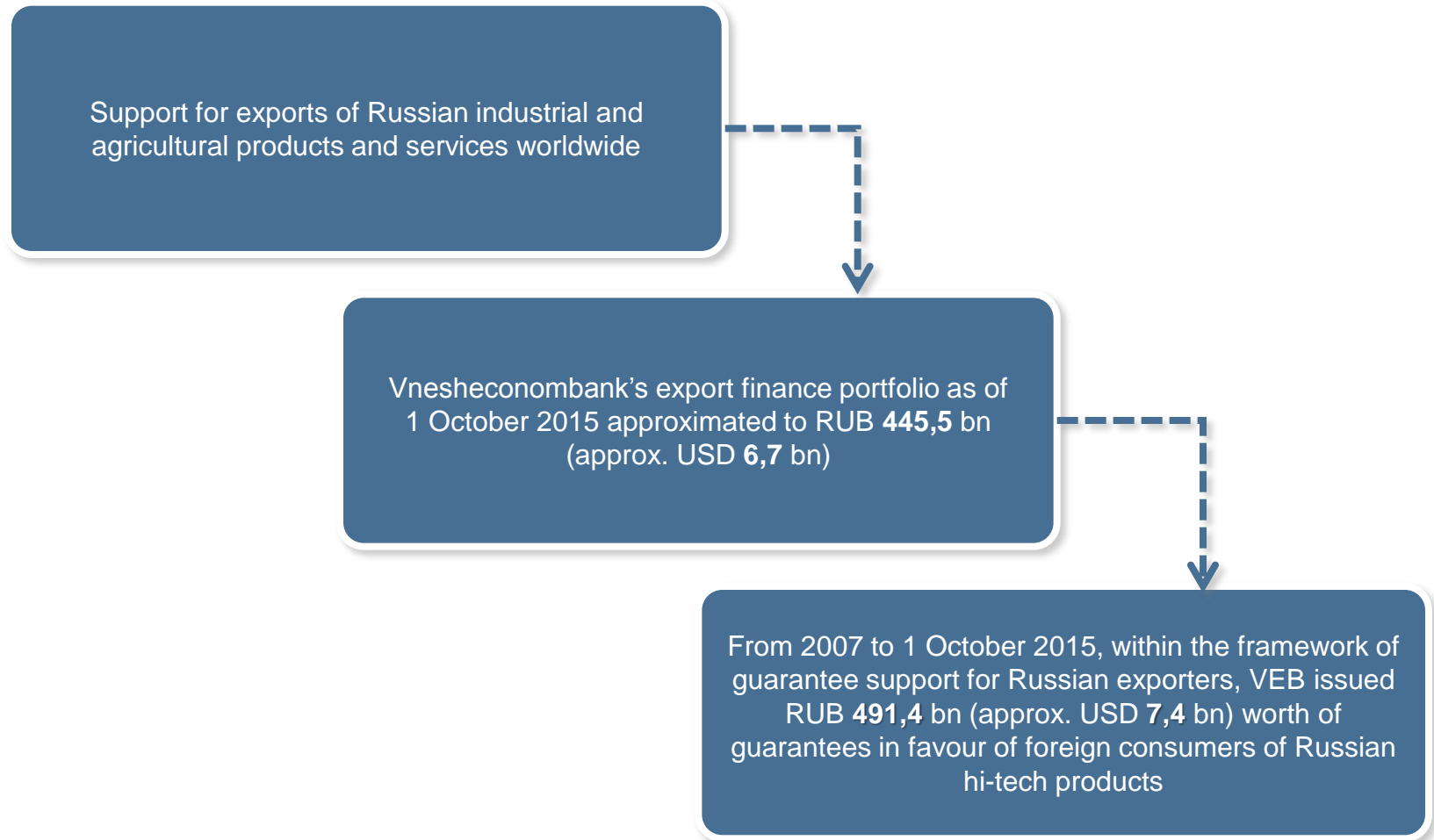
Export finance “one-window” services: instructional structure



Major Instruments for Export Financial Support



Support for Russian Exports



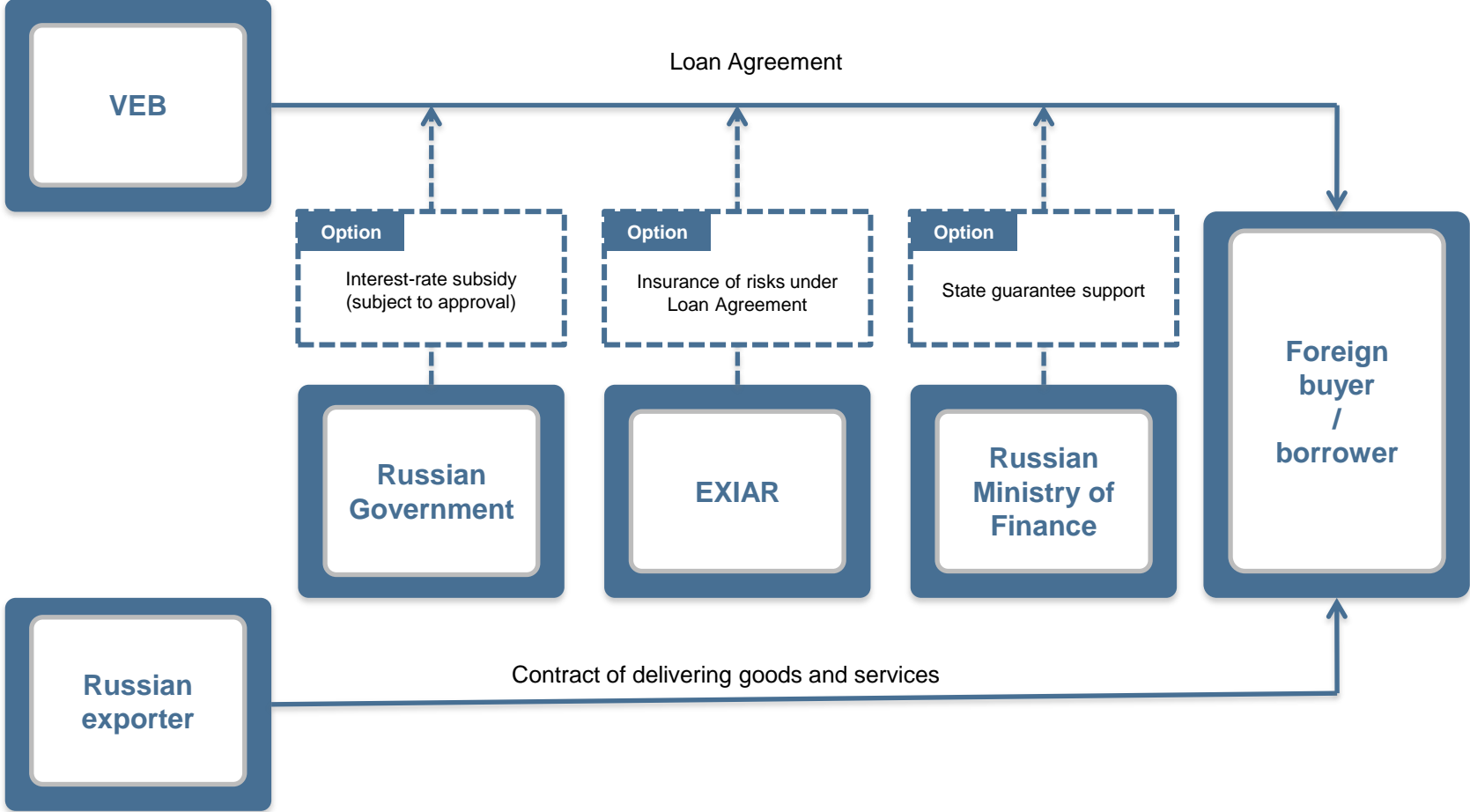
Vnesheconombank Export Finance products (I)

KEY PARAMETERS	
Goal	Financing deliveries of Russian industrial and agricultural products
Products	Loans, bank guarantees and other documentary instruments
Borrower	Foreign company/governmental body/financial institution
Ultimate beneficiary	Foreign buyer of Russian products
Documentation	Framework and Individual export trade finance agreements

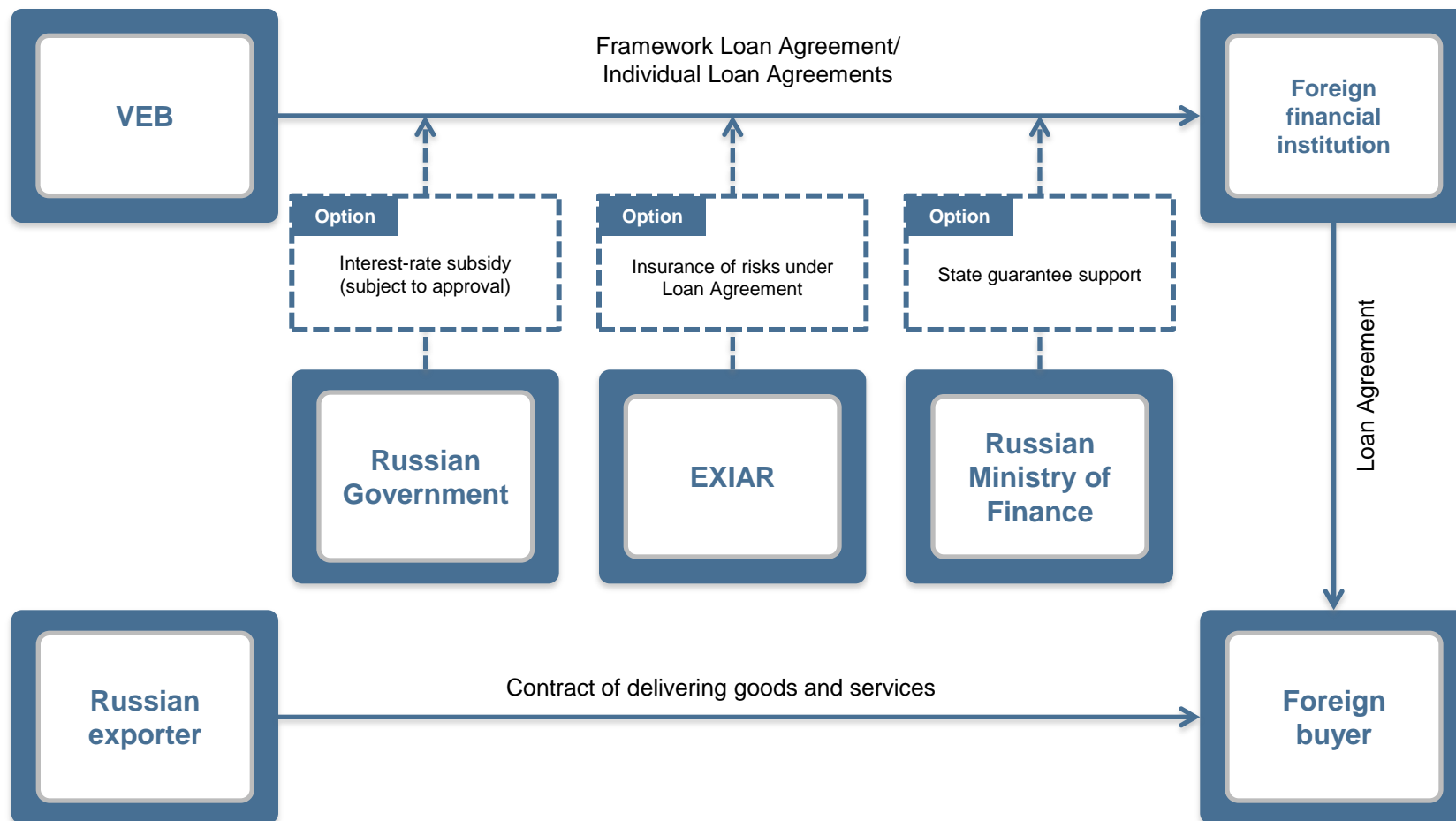
Vnesheconombank Export Finance products (II)

KEY PARAMETERS	
Tenors	<ul style="list-style-type: none">- Long-term finance (2 years and more)- Short-term finance up to 2 years (average tenor - 1 year)
Currency	Russian Rubles, US Dollars, Euro
Security	Standard package with due account for risks inherent to a specific transaction and counterparty (including EXIAR insurance coverage if required)
Pricing	Depending on the risk profile of the specific borrower and transaction
Additional data	Full or partial financing of an export contract for the delivery of Russian goods and services
	Financing of local costs associated with export deliveries (up to 30% of Russian export contract amount)
	Financing of EXIAR premium (if required)

Structure of an export loan (I). Corporate or sovereign Buyer/Borrower



Structure of an export loan (II) involving foreign financial institutions



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REFERENCE PROJECTS: AIRCRAFT INDUSTRY

InterJet PROJECT

Syndicated loans of the international bank consortium for lease financing of purchasing 20 Sukhoi Superjet 100 aircraft by Mexican InterJet airlines



Country	Mexico
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1. The first loan to finance the exports of Sukhoi Superjet 100 aircraft

2. Participation of VEB in the consortium of leading international banks as Mandated Lead Arranger (MLA). Lender of the Russian part of the deal

3. Implementation of the concept of comprehensive export support involving VEB's subsidiary – EXIAR (export insurance)

International Consortium

Italy, Russia, France:
Natixis (MLA and Global Agent),
VEB (MLA), Deutsche Bank –
Italian and French Branches (co-
organizer), Intesa San Paolo (co-
organizer), EXIAR (export
insurance of the Russian part of the
deal), Coface (export insurance of
the French part of the deal), SACE
(export insurance of the Italian part
of the deal)

REFERENCE PROJECTS: POWER ENGINEERING

Termogas Machala PROJECT

TPP Termogas Machala
(Provincia de El Oro)



Country	Republic of Ecuador
Importer	«CELEC EP»
Exporter	INTER RAO - Export
Consortium of creditors	✓ Vnesheconombank ✓ CJSC Roseximbank ✓ OJSC Gazprombank
Project value	approx. USD 230 mn
VEB's commitment	up to USD 140 mn
Loan tenor	up to 14 years

REFERENCE PROJECTS: SPACE AND TELECOMMUNICATIONS

PROJECT	Creation of a satellite communication and broadcasting system for Republic of Angola (Angosat project)
Country	Republic of Angola
Importer	Ministry of Telecommunications and Information Technologies of the Republic of Angola
Exporter	Rosoboronexport
Consortium of creditors	<ul style="list-style-type: none"> ✓ Vnesheconombank ✓ CJSC Roseximbank ✓ VTB Bank (Austria) ✓ OJSC Gazprombank



Project value	USD 327.6 mn
VEB commitment	USD 79.23 mn
Loan tenor	up to 13 years

REFERENCE PROJECTS: NUCLEAR POWER

Belorussian NPP PROJECT

Advance payments finance of construction of the first nuclear power plant on the territory of the Republic of Belarus



Country	Republic of Belarus
Project	Nuclear power plant of the new generation "3+" NPP-2006 with improved technical and economic indicators
Importer	RUE "Belarusian nuclear power plant"
Exporter	JSC Atomstroyexport
Borrower	The government of the Republic of Belarus represented by the Belorussian Ministry of Finance
VEB's commitment	up to USD 500 mn

Thank you!

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