



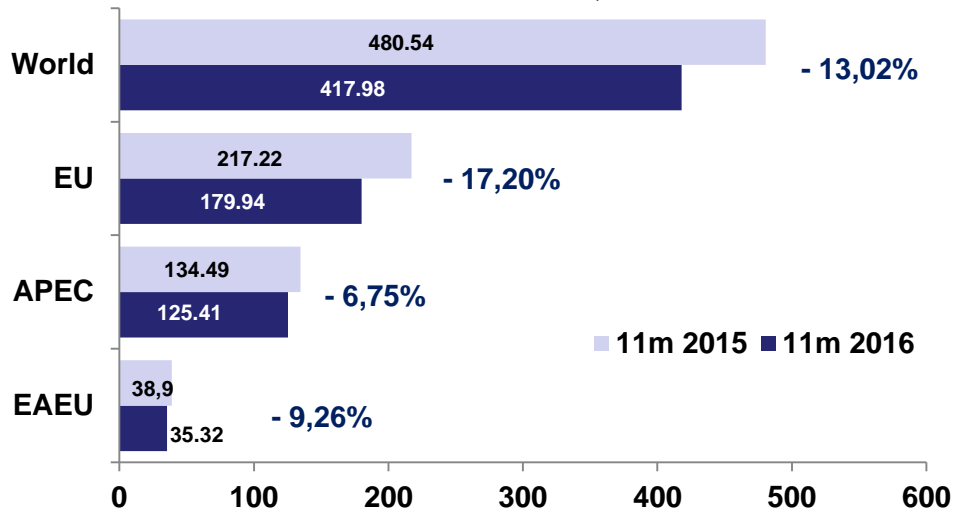
# Trade & Export Finance in current economic environment

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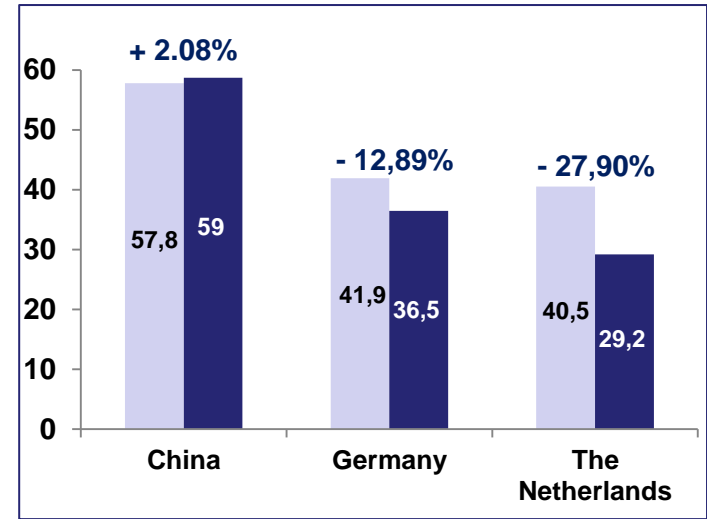
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January, 26<sup>th</sup>, 2017

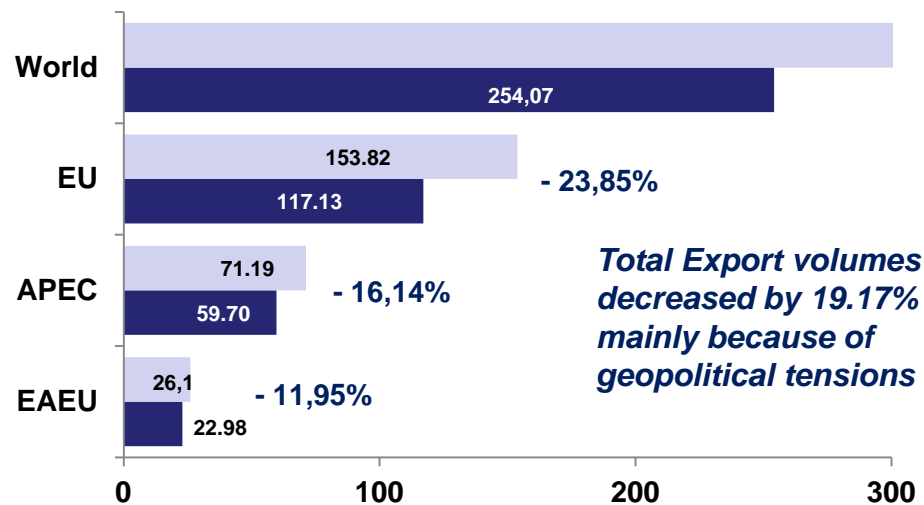
Trade turnover, USD bln



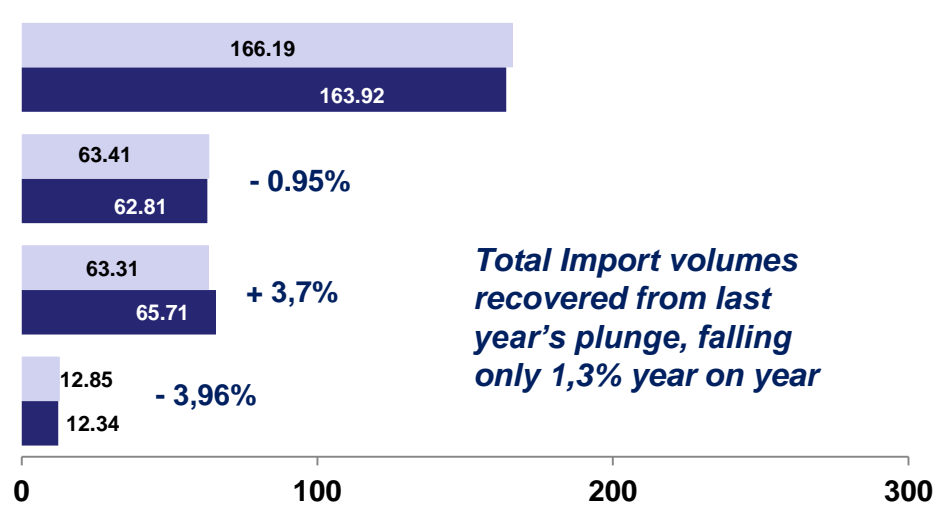
Russia's top-3 trade partners, in volumes, USD bln



Exports to



Imports from



## 2016 what is done:

- TEF Portfolio growth 2014 – 2016 for 45%
- TEF Transactions realized in more than 50 countries
- LC financing in USD and other currencies in cooperation with leading international banks
- Effective schemes of direct ECA financing through offices in Europe
- Important Trade Finance Agreements with Eastern partners
- Active development of financing products with EXIAR Cover, supporting trade of Russian Exporters over the world.
- Attractive solutions for trade financing with China for corporate customers and banks

## Examples of the trades:

Some examples of the transactions, realized with VTB TEF support in 2016:

- Equipment and machinery deliveries from Russia to Finland, Turkey, India, Ethiopia, Algeria, Egypt, Columbia, Bolivia, Argentina, Thailand, India, China and many other countries.
- Import equipment, spare parts and consumer goods from Italy, Germany, Spain, Poland, Slovakia, other Eastern European countries, Scandinavia, USA, Japan, China etc.

Working in partnership with European and Asian banks, VTB completed a variety of post-import financing transactions with financing period for 1-5 years using LC structures.

## VTB today in trade and export finance:

- Team of professionals, located in different parts of the world!!
- Full offer of trade and export finance products (Post-import finance, ECA and EXIAR covered finance, Export finance, TRL, LC postfinancing and discounting, guarantees and counterguarantees etc.)!!
- Year by Year growing business despite economic situation!!
- Recognized Award Winner by world leading Trade Finance Magazines in 2015, 2016!!

**NEW CAPEX Programs** - should be more active than in 2015,2016

**EXIAR covered business** - will be important part of TEF business  
with exporters

**Sanctions** - VTB works in strong compliance with the sanctions.  
We have good examples of cooperation with banks within the current regime.

**Go East** – we support customer needs in trade with eastern partners  
but not forget that nearly 50% of Russian trade is done with Europe.

**Oil prices and RUB Exchange rate** – less volatility are expected

## Golden Rules for companies cooperating with banks in trade finance:

1. Understand your needs and available options.  
(Often some companies have low understanding what Bank is able to offer).
2. Discuss the trade financing options before concluding foreign trade contract.  
(The bank could have extended offer since your last communication).
3. Adopt the trade contract for decided trade financing solution.
4. When needed let the bank to communicate with the trade partner.
5. If the plans are changings please communicate with the bank and develop respective solution.

**Thank you!!**  
**Good Luck in Your Business!!**