



VTB: TRADE AND EXPORT FINANCE GLOBALLY

March 2018

Igor Ostreyko

Managing director, Vice President

VTB Trade and Export Finance

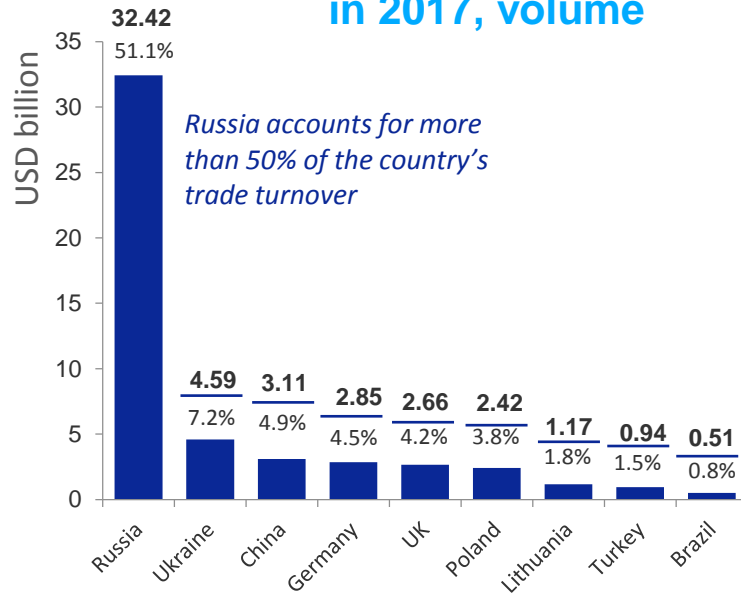
WWE: Minsk: Trade and Export Finance

March 22nd, 2018

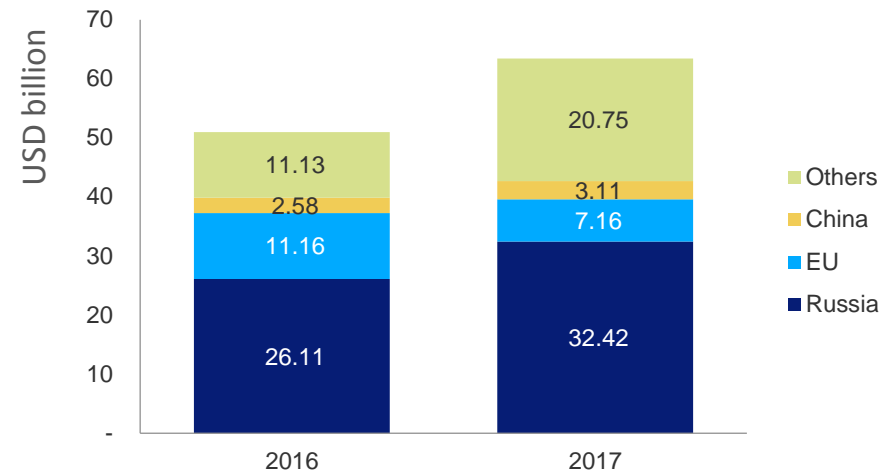
BELARUS TRADE: VTB SUPPORT



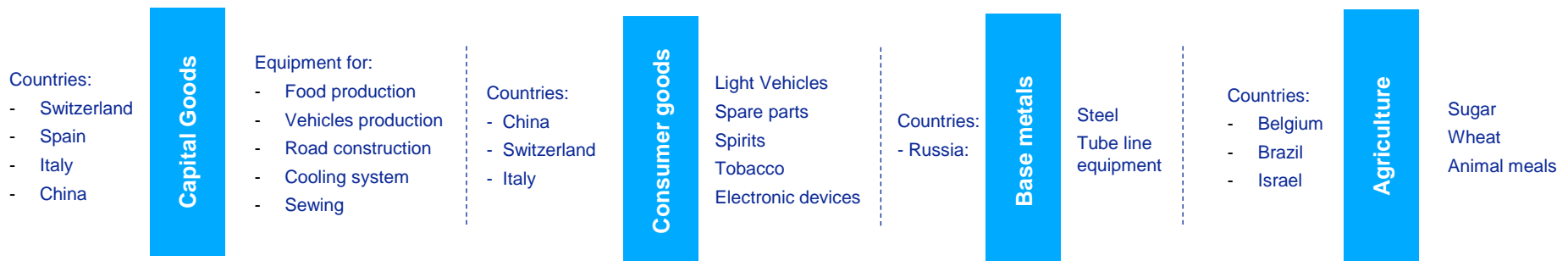
Belarus top trade partners in 2017, volume



Belarus trade volumes, 2017 vs. 2016



Belarusian trades realized with VTB TEF support



Our venues

- Business worldwide (67% of deals outside Russia & CIS)
- Full range of trade finance products for FI
- Specialized trade solutions for customers
- Strong corporate relations with Russian exporters/importers and number of international companies, e.g. commodity traders
- Flexible conditions specifically for EU-related deals

Trade Finance Products:

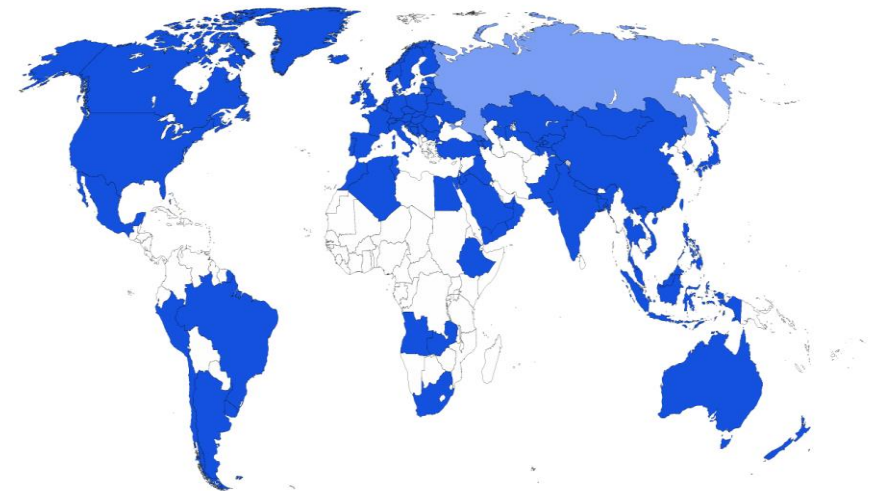
- LC confirmation and discounting
- Guarantees
- Bank-to-bank trade-related loans
- Secondary Market trade/ risk participation
- Co-Finance
- Syndications for Trade Finance purposes

VTB Trade hubs



Offices in 22 countries

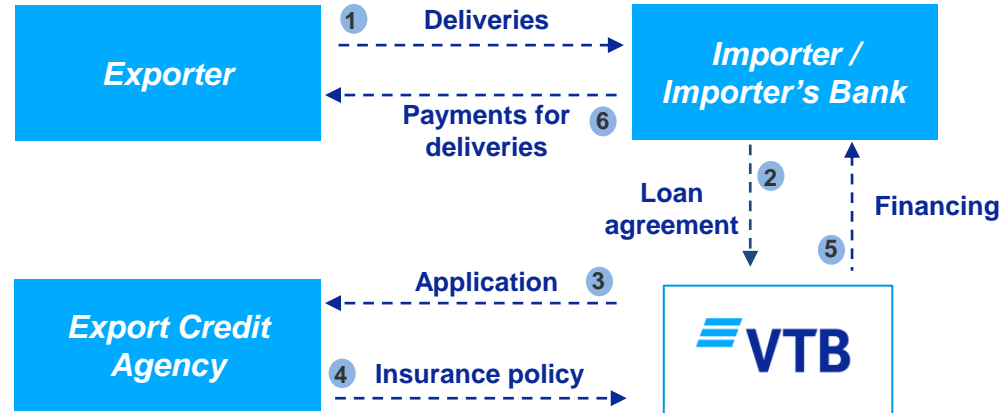
Support trade over the world



Typical deal parameters

Lender:	VTB Group
Loan purpose:	Financing under trade contracts
Tenor:	Up to 10 years
Repayment:	Equal semiannual payments
Insurance:	ECA - cover

Direct finance deal structure



Advantages of ECA products

- Competitive pricing (external funding sources)
- Higher volumes for longer tenors than plain vanilla loan
- ECA support for project finance (including greenfields)
- Funding in all major currencies (EUR / USD / RMB)

VTB leading market position

- Tailor-made solutions for corporates worldwide
- New products launched (ECA-covered aircraft finance)
- Long-term experience with all major ECAs
- Intergroup synergy: VTB Bank (Europe) SE, VTB Shanghai, VTB Capital plc (London), VTB Bank (PJSC)

VTB landmark transactions in 2017

ECA: SACE (Italy)
Tenor: 10Y

€300 mn
ECA: OeKB (Austria)
Tenor: 10Y

\$150 mn
Tenor: 1.6Y

€60 mn
Tenor: 10Y

\$70 mln
Tenor: 3Y

VTB TRADE & EXPORT FINANCE BUSINESS TODAY

2017 achievements:

- TEF Transactions realized in more than 50 countries;
- >24% increase in TEF transaction exposure;
- New TEF solutions in Asia and South America;
- Provided operations in more diverse range of currencies comparing to 2016, including THB, MKD, ETB, LKR;
- 3x growth in transaction volume of deals with FI risk driven by new regions.

Our awards





THANK YOU