



# **TRADE & EXPORT FINANCE IN CURRENT ECONOMIC ENVIRONMENT**

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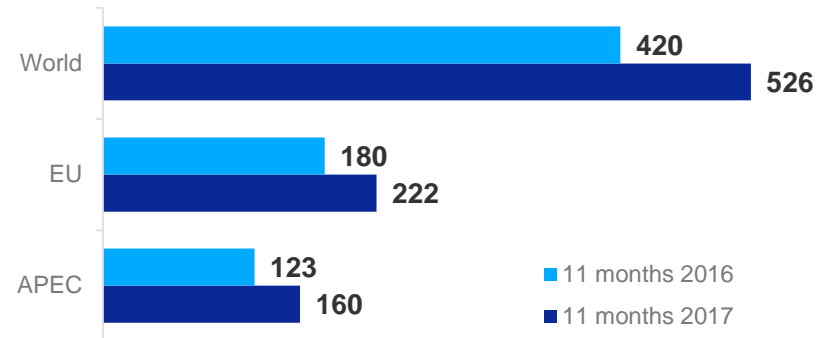
# INTERNATIONAL TRADE OF THE RUSSIAN FEDERATION

**Growth comparing to the same period of the previous year:**

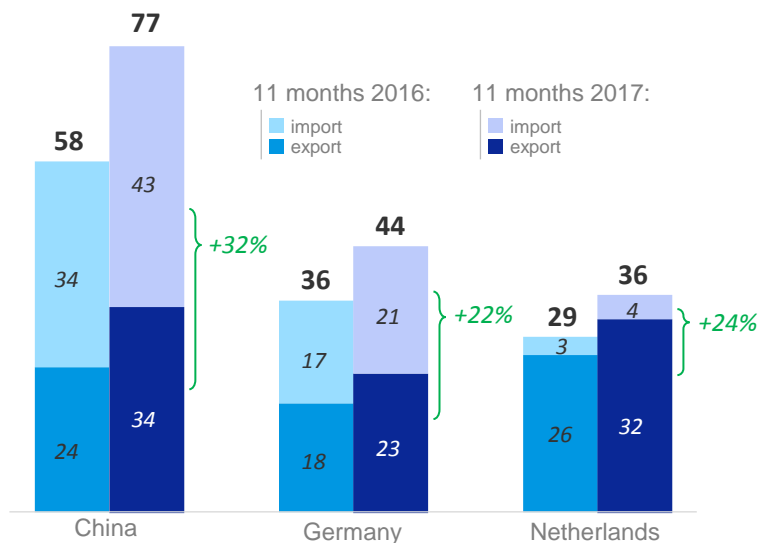
11m 2017 vs 11m 2016

- World +25%
- EU +23%
- APEC +28%

Trade turnover, USD bln



Russia's top 3 trade partners, USD bln



**Positive trend due to:**

- ≡ strengthening of the RUR exchange rate
- ≡ inflation slowdown
- ≡ oil price increase:

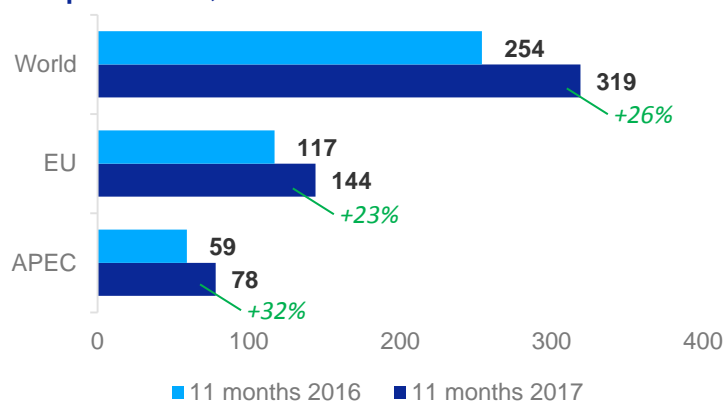
- Nov 2016 – \$44.73 per barrel\*
- Nov 2017 – \$62.71 per barrel\*

Russian raw oil exports, USD bln:

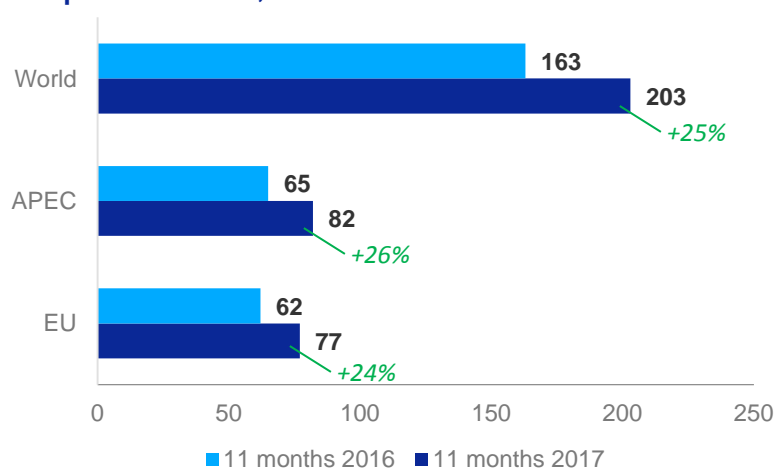


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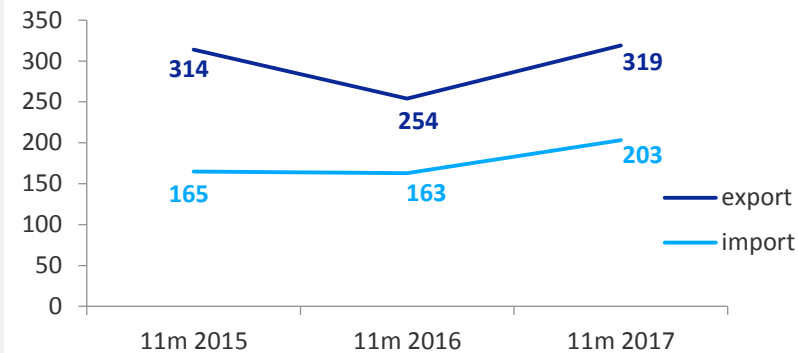
## Exports to, USD bln



## Imports from, USD bln

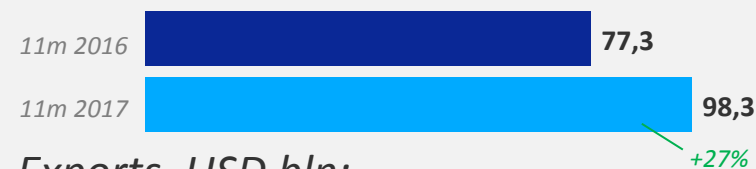


## Exports/Imports dynamics, USD bln



## Machinery & Equipment

### Imports, USD bln:



### Exports, USD bln:



# VTB TRADE & EXPORT FINANCE BUSINESS TODAY

## 2017 achievements:

- TEF Transactions realized in more than 50 countries;
- >24% increase in TEF transaction exposure;
- Aircraft ECA finance launched for Boeing supplies under SACE cover, exposure growth over 50% driven by direct ECA Finance in Europe;
- Active development of financing products with REC and EXIAR, named #1 in Export Finance by REC in November 2017;
- Tailor made solutions for corporate clients in cooperation with Chinese financial institutions;
- New TEF solutions in Asia and South America;
- Provided operations in more diverse range of currencies comparing to 2016, including THB, MKD, ETB, LKR;
- 3-times growth in transaction volume of deals with FI's risk driven by new regions.

### Examples of the trades:

Some examples of the transactions, realized with VTB TEF support in 2017:

- Equipment and machinery deliveries from Russia to Eastern European, African and Asian countries;
- Import equipment, spare parts and consumer goods from Italy, Germany, Spain, Poland, Slovakia, other Eastern European countries, Scandinavia, USA, Japan, China etc.



# 2018: FOCUS ON SUPPORTING CUSTOMERS WORLDWIDE



Implementation of advanced technological solutions for clients in trade and export finance is a high priority for 2018



Launching new EXIAR / REC products and expanding exposure in Africa and Middle East



Should be more active than in previous years due to positive trends in economy and further increase of imports



VTB supports clients' needs in trade with customers worldwide and continues to expand its global presence, prioritizing expanding business to new regions outside VTB traditional markets: Africa, Asia and America



*THANK YOU!  
GOOD LUCK IN YOUR BUSINESS!*