



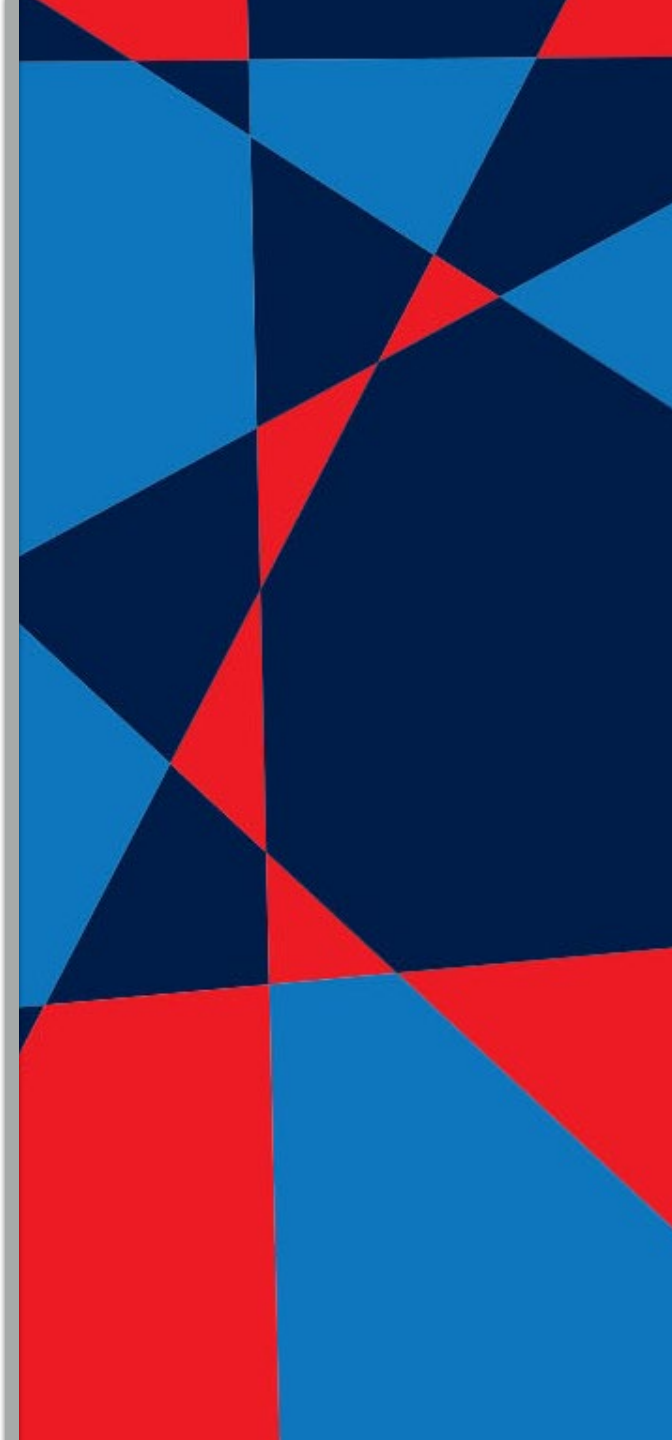
**RUSSIAN
EXPORT CENTER**

 **EXIAR**

 **EXIMBANK OF RUSSIA**

SINGLE WINDOW FOR FINANCIAL AND NON-FINANCIAL EXPORT SUPPORT

OCTOBER 2018



KEY INSTITUTION
FOR EXPORT SUPPORT

ABOUT THE RUSSIAN EXPORT CENTER

Founded: 2015

Authorized capital: 48.8 billion rubles

REC WAS DESIGNED AS A “ONE-STOP SHOP” TO PROVIDE EXPORTERS WITH FINANCIAL AND NON-FINANCIAL MEANS OF SUPPORT, INCLUDING COOPERATION WITH RELEVANT AGENCIES AND GOVERNMENT BODIES RESPONSIBLE FOR DEVELOPING RUSSIA’S FOREIGN TRADE.

GROUP APPROACH: ONE-STOP SHOP FOR EXPORTERS

REC aims to provide high-quality services for the purpose boosting non-commodity exports and increasing the number of exporters, in particular, small and medium-sized enterprises.

REC Group includes the **Russian Export Center**, **Russian Agency for Export Credit and Investment Insurance (EXIAR)** and **EXIMBANK OF RUSSIA**.



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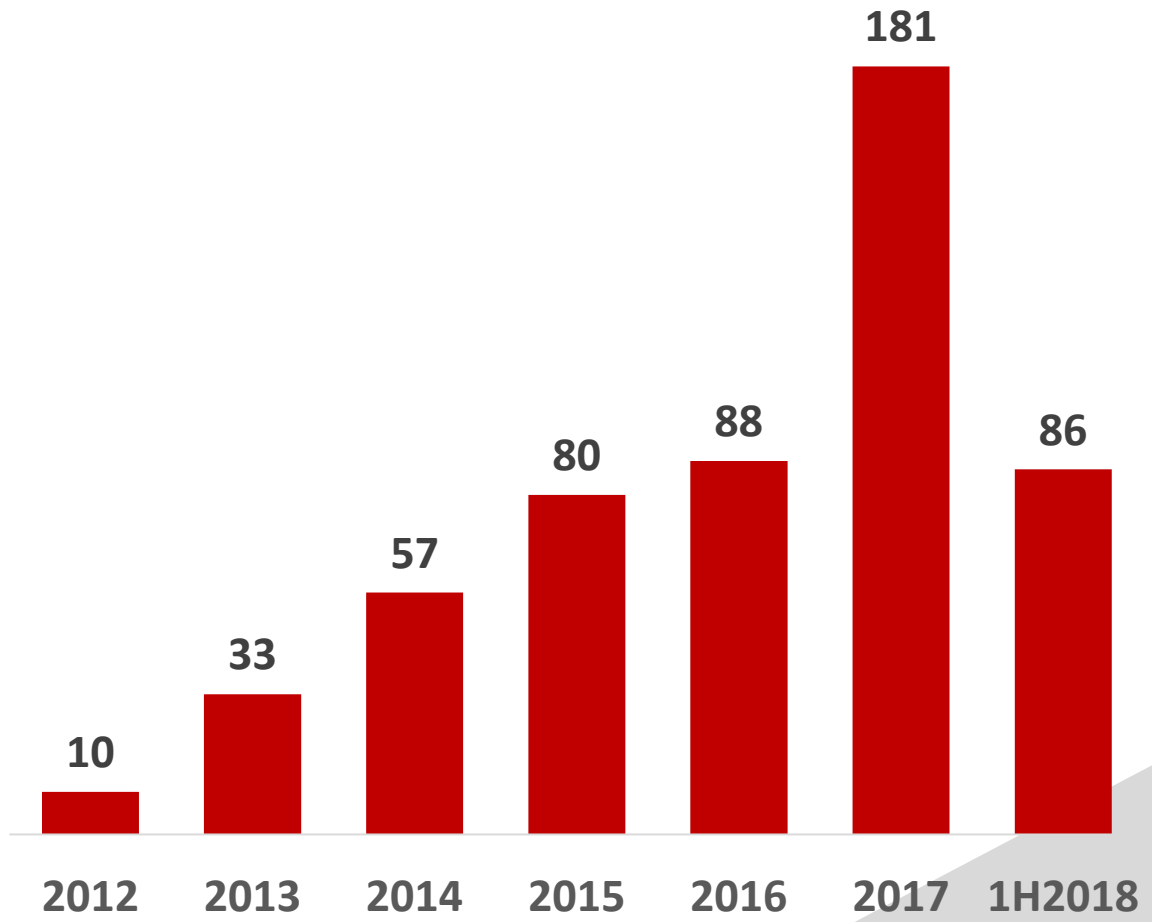


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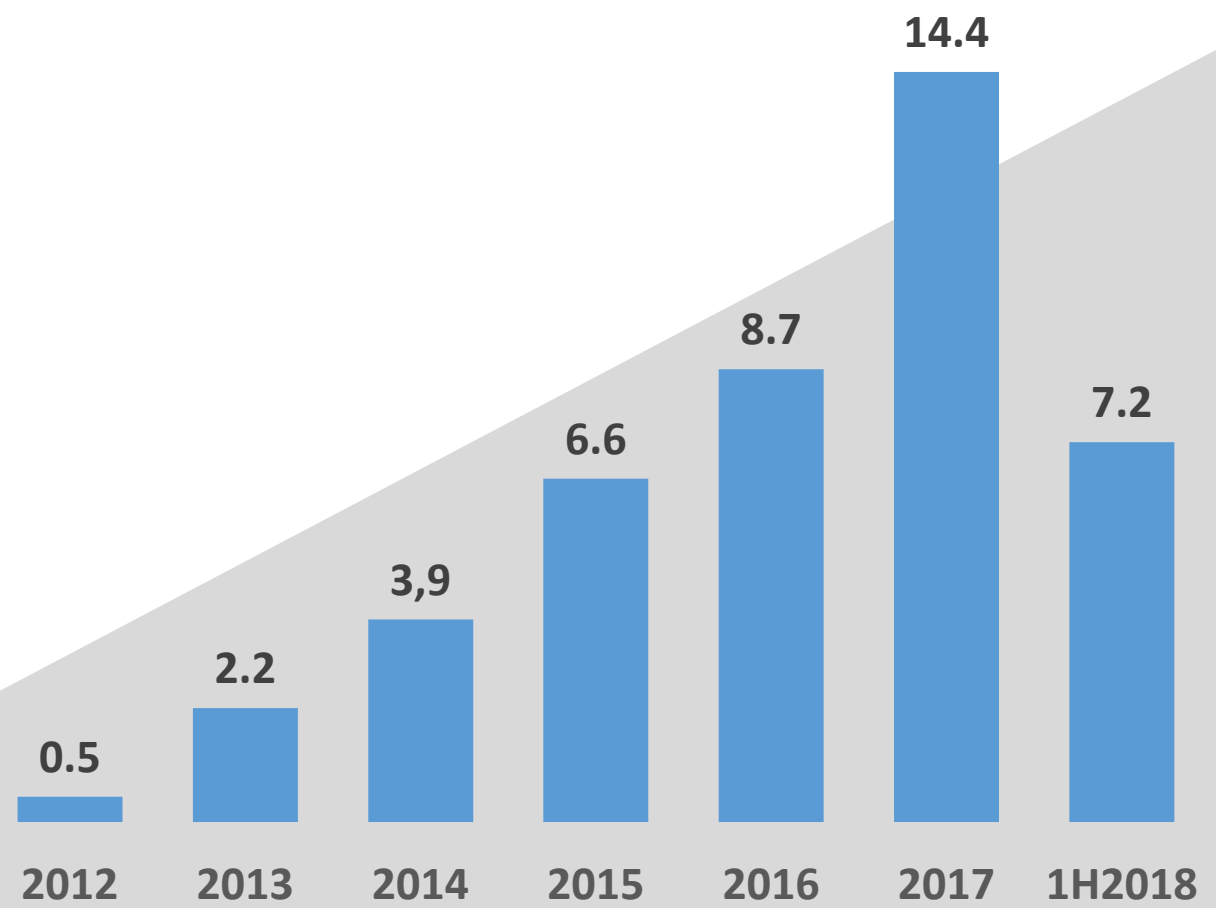
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NUMBER OF COUNTRIES WITH EXPORT SUPPORTED BY REC 2012-1H2018



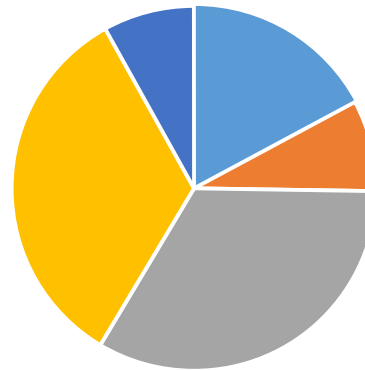
VOLUME OF SUPPORTED EXPORT 2012-1H2018, BLN USD



In the first half of 2018, EXIMBANK OF RUSSIA provided financing amounting to approximately \$445 million to support Russian exports

GEOGRAPHY OF EXIMBANK OF RUSSIA ACTIVITY

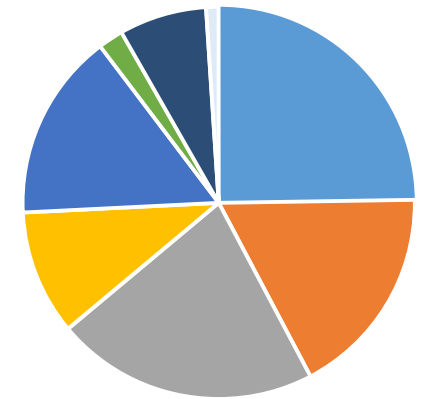
- Western Europe (17%)
- Latin America (8%)
- Asia (33%)
- CIS (33%)
- Eastern Europe (8%)



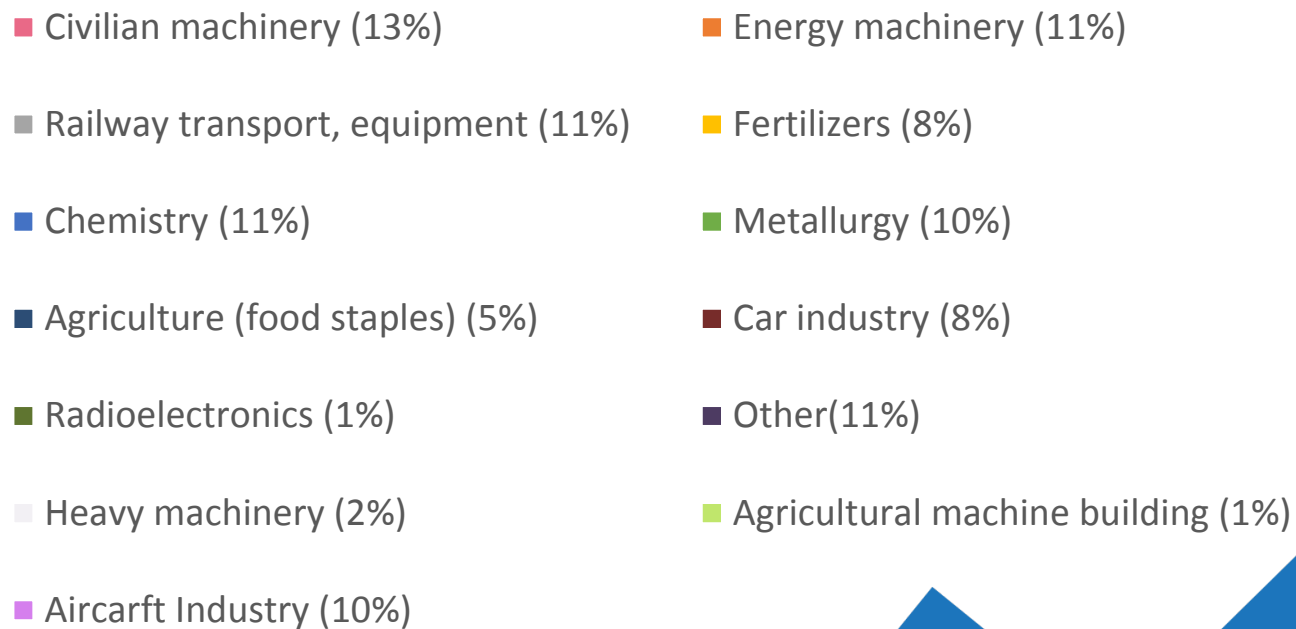
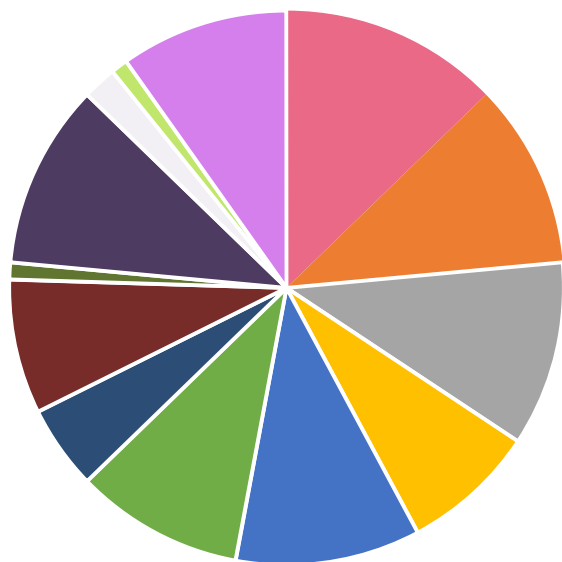
In the first half of 2018, EXIAR signed 88 Insurance and Re-Insurance Contracts. Total volume of supported export amounts to approximately \$7 billion

GEOGRAPHY OF EXIAR ACTIVITY

- Western Europe (24%)
- Latin America (17%)
- Asia (21%)
- CIS (10%)
- Eastern Europe (15%)
- North America (2%)
- Africa (7%)
- Pacific basin countries and Australia (1%)



EXIAR BREAKDOWN OF INSURANCE CAPACITY BY INDUSTRY 1H2018





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PROJECTS WITH CHINA



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YAMAL LNG

The **Yamal LNG** project envisages the construction of a liquefied natural gas plant with an annual capacity of 16.5 million metric tons and infrastructure, such as a naval terminal and an airport, on the Russian Arctic peninsula of Yamal

The Yamal LNG project is the largest ever deal in EXIAR's history. Russian and foreign investors, creditors and export credit agencies are financing the project, worth \$33.6 billion. Russia's Novatek, EXIAR, Sberbank and Gazprombank, China's Development Bank Corporation, the Export-Import Bank of China and China National Oil & Gas Exploration and Development Corporation, Italy's Intesa Sanpaolo and SACE, France's Total and Japan's JBIC are among those funding the project

The Yamal LNG project is the first deal implemented within the framework of EXIAR's newest product, credit insurance to finance the establishment of an export oriented enterprise.



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 UZBEKNEFTEGAZ


OLTIN YO'L GTL

▶ **Uzbekistan GTL** is a planned gas-to-liquids project based in southern Uzbekistan at the Shurtan Gas Chemical Complex. The project comes after the Russian Export Center signed an agreement with the Uzbek government and Gazprombank on implementation of investment projects in the country's petrochemical, metallurgy and mining sectors in 2017. EXIMBANK of Russia and Gazprombank signed credit agreements worth \$220 million with EXIAR insurance later that year.

▶ Initially, the China Development Bank, the Export–Import Bank of Korea and K-Sure were supposed to join in the financing of the project in the first quarter of 2018. However, the Uzbek side expects that all credit agreements will be concluded by the end of the third quarter of the year. Uzbekneftegaz and UzGTL are currently in talks with the Chinese and Korean companies to expedite the process.



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