



## RICH EXPERIENCE – GREAT PERSPECTIVES

IBEC is an international development institution aimed at promoting the growth of export potential of the Bank's member states and contributing to the development of their economies

### BACKGROUND

International bank for economic co-operation (IBEC) is an **international financial institution** founded in 1963. Bank is operating under an intergovernmental Agreement which is registered with the UN Secretariat.

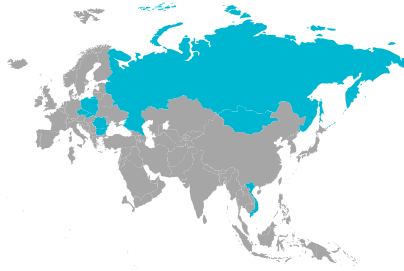
### MEMBER STATES

-  **Republic of Bulgaria**
-  **Socialist Republic of Vietnam**
-  **Mongolia**
-  **Republic of Poland**
-  **Russian Federation**
-  **Romania**
-  **Slovak Republic**
-  **Czech Republic**

**Decision-Making System:**  
**One Country – One Vote**

### SPECIAL NOTE

IBEC is explicitly **excluded from the list of financial institutions, to which restrictive measures of the Council of the European Union are applied.**



### STRATEGY

The Updated Strategy of the IBEC until 2020, designed as part of the Bank's transformation and approved by the Council, reflects the Bank's ambitious plans for **business development, expansion of its mix of products and services, and carving out its own niche among international development institutions.**

Active development of IBEC's business stands for **providing target financing to support export and import operations of the Bank's member states, including operations with third countries, and domestic trade operations** and providing financial support for the SMEs in the Bank's member states that add value, seeking to enter new markets, integrating into global value chains, improving technological content, energy efficiency, resource efficiency of production and services and increasing their competitiveness in accordance with the priorities of the Bank's member states.

The Bank's role is defined as a **"service center for the member states' foreign trade"**.

### AT A GLANCE

Authorized capital  
**€400 million**

Paid-in capital  
**€200 million**

Equity (30.06.2020, unaudited)  
**€318.7 million**

### RATINGS

**FitchRatings** **BBB-**  
 «Positive»

**MOODY'S** **Baa3**  
 «Stable»

**ACRA** **A-/AAA(RU)**  
 «Stable»

**ACRA Europe** **BBB**  
 «Stable»

### BUSINESS PROFILE

IBEC has a unique, among the multilateral banks, settlement function and its **business profile focuses on the development of trade financing** both off-balance and target, aiming at supporting export-import operations of member states, including third countries, as well as settlement and treasury transactions.

The Bank **develops its business through cooperation with other international financial institutions**, in particular with the International Investment Bank, on the base of specialization and complementarity of business profiles.

## PRODUCTS

### Trade Finance

- Documentary Letters of Credit
- Guarantees/counter-guarantees/SBLC
- Irrevocable Reimbursement Undertaking (IRU)
- Financing with ECA
- Documentary collection

### Credit products, including for export support

- Trade-related loans (TRL)
- Syndicated loans
- Factoring/forfeiting
- Negotiation/discounting/post-financing under documentary LCs
- Other loan products



### Payment operations

- Opening and maintenance of accounts
- Remote banking services
- Book-to-book settlements
- International payments in freely-convertible and Member States currencies
- Foreign-exchange operations
- Foreign-exchange control of the foreign trade contracts
- Deposits
- Pledge accounts

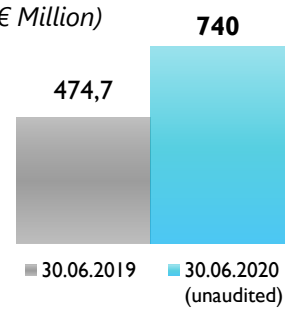
### Treasury operations

- Money market operations
- FX operations
- Repo transactions
- Conversion operations
- Financing of projects, enterprises and banks of member states in the debt capital market
- Hedging products

## NUMBERS

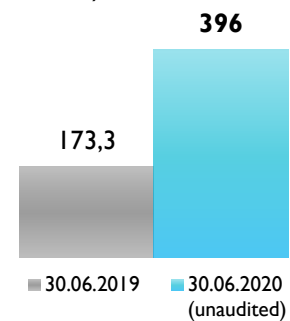
### Total assets

(€ Million)




### Earning Credit and Documentary portfolio


(€ Million)



## KEY PROJECTS


 **Ulan-Bator Railway:** EUR 40 mln, a **tied loan with insurance cover** of the Russian ECA for the implementation of a long-term investment program for the modernization of the Mongolian railway infrastructure and the purchase of Russian-made locomotives that meet modern environmental and safety requirements

**Golomt Bank, XacBank:** equivalent EUR 48 mln, **trade-related loans, syndication and IRUs** to support external trade of Mongolia


 **Bulgartransgaz EAD:** EUR 50 mln, **loan** aimed at covering investment costs for the implementation of the important development project of energy infrastructure, the Balkan Stream


**Doverie United Holding:** EUR 5 mln, **loan** for the implementation of ongoing projects, incl. in the medical industry


 **SHB:** USD 45 mln, **financing under UPAS LCs** to support export-import operations with countries of Asia, Africa and South America


 **Frako-Term Sp. Zoo:** EUR 2.4 mln, **guarantees** issued to cover obligations under contracts for equipment supply as part of the international scientific project


**Laude Smart Intermodal:** EUR 15.2 mln, **credit line** to finance the purchase of innovative intermodal freight railway containers and platforms, incl. those of Russian production

 **Belarusbank:** EUR 15.5 mln, **IRUs** to support the export of industrial food processing equipment from Poland to Belarus

 **NFC Bank (Russia):** EUR 0.3 mln, financing international **factoring operations** to support the supply of Russian metallurgical products to Poland and Lithuania

 **Belagroprombank:** EUR 9 mln, participation in **syndicated loan** (total amount EUR 60 mln, organized by Commerzbank) aimed at financing of trade contracts between Slovakia, Czech Republic, Poland and Belarus

 **Asaka Bank, Qishloq Qurilish Bank and Uzpromstroybank (Uzbekistan):** USD 14.5 mln, **trade loans, syndication and IRUs** to support export of the Czech Republic, Slovakia, Poland, Romania, Russia

 **Ardshinbank (Armenia):** EUR 4.1 mln, **trade-related loans** to finance Russian-Armenian contracts of agricultural products and consumer goods

### Credit portfolio *x2,3 Increase*

**NPL Ratio**  
*0%*

## CONTACTS

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