



## 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 principle underlying the **IBEC's Development Strategy for 2021-2025** is "growth for stability", which consists in a dynamic combination of sustainability at each specific moment and building up key parameters and competencies throughout the strategic period. This commitment to growth allows the institution to surpass 1 billion euro in total assets by the end of 2025. The Bank considers the following strategic goals as milestones for its further successful development:

- **Positive developmental impact** on member states through promotion of international trade, direct and indirect (through other financial institutions) support of SME, contribution to sustainable development
- Provision to clients the most **relevant and convenient products and services** based on clients' needs
- **Increase in long-term financial stability**, credit rating of the Bank, and internal operating efficiency
- **Increase in IBEC's business activities in all member states.**

### AT A GLANCE

Authorized capital  
**€400 million**

Paid-in capital  
**€200 million**

Equity *(31.12.2020, unaudited)*  
**€317 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. Its **business profile focuses on providing customized products with priority on trade financing, aiming at support of the member states' export-import operations** (including those with third countries).

Individual approach to the client and deep understanding of business needs allows the Bank to compete in a saturated market of financial services by **creating added value for its clients, attractive value proposition and developing long-term relations with them.**

## 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/forfaiting
- 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
- SWIFT GPI

### 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

## KEY PROJECTS



**Bulgartransgaz EAD:** EUR 90 mln (incl. EUR 40 mln up to 6 years), **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

**EUROHOLD:** EUR 20 mln **credit line** for development of insurance business in Poland, Bulgaria and Romania



**SHB:** USD 70 mln, **financing under UPAS LCs** to support export-import operations with countries of Asia, Africa and South America, incl. USD 7 mln green forfaiting deals supporting import of solar modules



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

**Capitron bank, Golomt Bank, TDBM, XacBank:** equivalent EUR 78 mln, **trade-related loans, syndication, guarantee, SBLC and IRU deals** to support external trade of Mongolia, including SME support



**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



**Profi Rom (Romania):** EUR 5 mln equiv, participation in **syndicated loan** in RON (total amount RON 1.38 bln), organized by major transnational banks for financing of the food retail accessibility development in Romania



**Czech Republic:** more than EUR 2.2 mln equiv. the **first documentary deals** on behalf of Czech corporate clients, advance payment guarantees under contracts for supply of transport means and scientific equipment and accepted directly by corporate beneficiaries in Russia and the Czech Republic



**Sovcombank:** USD 10 mln, participation in a **syndicated loan** organized by major transnational banks for financing external trade contracts, including an ESG tranche



**Enexio Hungary Zrt.:** EUR 8 mln, **LC** issued on behalf of the buyer in favor of Enexio Hungary Zrt for purchase of equipment within power generation infrastructure facility

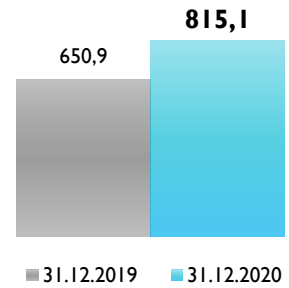


**Asaka Bank, Qishloq Qurilish Bank, Uzpromstroybank, Xalq Bank, Trustbank and Agrobank (Uzbekistan):** USD 46 mln, **trade loans, syndication, credit guarantee, SBLC and IRUs** to support export of the Czech Republic, Slovakia, Poland, Romania, Russia in different sectors, incl. medicine

## NUMBERS

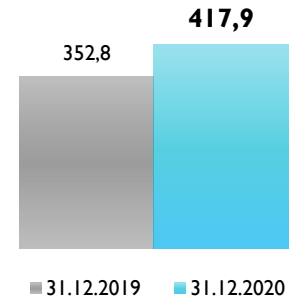
### Total assets

(€ million, unaudited)



### Earning Credit and Documentary portfolio

(€ million, unaudited)



## Assets and portfolio show

*steady growth*

## CONTACTS

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