

CONTRIBUTING TO SUSTAINABLE TRADE

IBEC is a multilateral development bank developing international supply chains in accordance with the needs of member countries and sustainable development principles by providing the full range of trade support tools to corporate sector and financial institutions.

STATUS

International Bank for Economic Co-operation (IBEC) - **international financial institution** established in 1963. Bank is operating under an intergovernmental Agreement registered with the UN Secretariat under N^o 7388.

BUSINESS PROFILE

IBEC **focuses on providing a wide range of short- and medium-term** (on- and off-balance sheet) **direct trade finance products to the corporate sector and to partner financial institutions**

SPECIAL ISSUES

- IBEC is not subject to any restrictive measures introduced towards the entities from Russian Federation within sanction lists and embargo programs established by US, EU and / or other jurisdictions
- Sanctioned compliance is one of the main components of the Bank's compliance model, along with tools for AML / CFT, as well as a general set of measures for managing compliance risk based on international experience, implemented in the internal procedures of the IBEC

MEMBER STATES


Socialist Republic of Vietnam

Mongolia

Russian Federation

STRATEGY 2024-2026

IBEC's value proposition is formed by its products, provided to target customers and meant to contribute to trade development objectives and support various sectors of the economies of member countries with the Bank's products. It includes:

1. Providing a comprehensive toolkit for supporting foreign trade.
2. Financing corporate clients directly and in cooperation with various financial and development institutions.
3. Applying the Bank's integration, communication and advisory capabilities for building and strengthening the supply chains of member countries' products.
4. Building long-term strategic partnerships with clients and counterparties.

KEY NUMBERS

as of 30.06.2024
522
 € million **Total assets**
222
 € million **Equity**
367
 € million **Development portfolio**
>1.6
 € billion **Cumulative volume of operations**
Since the reform of 2018

RATINGS


09.08.2024
 (confirmed)

RU: AAA «Stable» /
INT: BBB+ «Stable»

04.07.2024
 (assigned)

AAA «Stable» (local)

BOND PLACEMENTS

June 2023 (placement)	RUB 1.7 bln	June 2026 (put-option)
October 2023 (put-option)*	RUB 2.3 bln	October 2025 (put-option)
December 2023 (placement)	RUB 5.5 bln	December 2026 (redemption)
June 2024 (put-option)**	RUB 230.5 mln	June 2025 (put-option)
June 2024 (placement)	RUB 5 bln	June 2026 (put-option)

* After put-option and secondary placement in October 2023. Initial issue volume – RUB 7.0 bln.
 ** After put-option in June 2024. Initial issue volume – RUB 5.0 bln.

PRODUCTS

TRADE FINANCE

- Letters of Credit
- Guarantees / counter-guarantees
- Factoring / Forfaiting
- Trade-related loans, including individual Trade finance programs for banks
- Irrevocable Reimbursement Undertaking (IRU)

DIRECT AND SYNDICATED FINANCING

- Business development financing
- Contract financing
- Supply Chain Financing
- Co-financing and syndicated financing

CASH MANAGEMENT SERVICES

- Opening and maintenance of accounts, incl. book-to-book settlements, SWIFT GPI
- Remote banking services
- Currency control of foreign trade transactions
- Foreign-exchange operations (FX)
- Deposits

TREASURY OPERATIONS

- Investments in corporate bonds, incl. 'Green bonds' in the primary market
- Short-term debt obligations
- Financial instruments with fixed income

KEY PROJECTS / DEALS

SUSTAINABLE SUPPORT OF HEALTHCARE

Payment guarantees around EUR 140.5 mln (equiv.) on behalf of the Russian distributors in favor of the world's leading manufacturers to support supplies of pharmaceuticals and medicines to Russian pharmacies and medical institutions (incl. for treatment in **oncology, hematology, neurology, cardiology**).

Direct loans for around EUR 23 mln (equiv.) to finance purchase of medicine, products, materials for pharmacies.

SUPPORTING CHEMICAL INDUSTRY DEVELOPMENT

Loans to Russia's largest manufacturer of industrial chemical products for EUR 63 mln aimed at facilitating the **trade activities** of factories, **developing export supplies**, and ensuring **rational use of resources** and production patterns.

LOAN PROGRAMS WITH PARTNER BANKS

USD 10 mln loan for up to 3 years to support the **Green Loan Program** of the **Mongolian bank** for **SMEs** aimed at the **implementation of UN SDGs**.

Loans in total amount of CNY 27 mln for 1 and 2 years to support the **supply and sales of electric vehicles** and **green building materials in Mongolia**.

RUB 180 mln loan for up to 2 years to support **Russian SME exporters to Uzbekistan** incl. agricultural machinery, food products, sanitary supplies, etc.

RUB 750 mln short-term financing for 7 months period to support **Russian export to Uzbekistan**.

SUPPORTING SMEs IN EXTERNAL TRADE WITH CHINA

Trade related loan of ~ EUR 1.3 mln to the First Investment Bank (Russia) to finance the supply of **equipment for the production of aluminum profiles** from China to Russia, which contributes to the development of the construction industry in Russia and provides **SME support**.

GUARANTEES FOR FOREIGN TRADE BUSINESS

Direct guarantee to cover obligations of **Russian exporter of electrical equipment to Kazakhstan** in the amount of RUB 94 mln.

Tender guarantee in the amount of **MNT 910 mln** for participation of the **Russian exporter** in transport infrastructure project in **Mongolia**.

DEVELOPING MONGOLIAN TRANSPORT INFRASTRUCTURE

Tied loan to the Ulaanbaatar Railway up to EUR 40 mln 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.

Direct credit line in the amount of RUB 200 mln for leading private transport and logistics company in Mongolia for purchase of modern Russian-made **freight wagons**.

TRADE & SYNDICATION FINANCE WITH MONGOLIAN BANKS*

Balance (loans, syndication) and **documentary deals** for EUR 212 mln (equiv.) to support external trade of Mongolia (incl. **pharma, food industry, SME support, machinery equipment, vehicles**) with EU, Asia (incl. **China**) and others.

TRADE FINANCE TRANSACTIONS IN CHINESE YUAN*

Trade finance deals in CNY supporting external trade of Mongolia with Asia (**incl. with China**) amounted to cumulative CNY 213 mln.

STRATEGIC LOGISTIC INFRASTRUCTURE SUPPORT IN VIETNAM

Loan to HATECO Logistics for EUR 20 mln for construction and development of **logistics infrastructure** in northern Vietnam, contributing to the **intensification of export-import relations and to the economic development** of the country.

GREEN FORFAITING & UPAS LCs WITH VIETNAMESE BANKS

Financing under **UPAS LCs** of up to EUR 106.1 mln (equiv.) with Vietnamese banks to support external trade with Asia (incl. China), Africa and South America in **chemical and agriculture industries**, incl. EUR 9.8 mln (equiv.) **green forfaiting deals** supporting import of renewable energy equipment for solar power plants in Vietnam.

PROMOTING INTEGRATION WITH EAEU

IBEC works with EAEU banks, incl. **Uzbekistan, Kazakhstan, Armenia and Kyrgyzstan** providing **trade loans, syndication and documentary deals** to support export (incl. of **SMEs**) of member states in **food industry, healthcare, industrial equipment**, etc.

CONTACTS

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*including certain deals which are mentioned in other paragraphs at this page