

GROWTH FOR STABILITY

IBEC is a multilateral financial development institution supporting economic prosperity of member countries through interconnection of intra- and inter-regional trade operations and facilitation of financing projects that promote UN Sustainable Development Goals

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 customized products with priority on trade financing, aimed at effective support of the member states' export-import operations** (as well as support of local contracts / projects), including those with other countries. **Syndicated financing and direct lending are also in the business focus**

MEMBER STATES



Socialist Republic of Vietnam



Mongolia



Russian Federation

STRATEGY

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, **green finance**, targeted SME support, contribution to innovations and sustainable development
- Offering clients **complex products and services** based on clients' needs
- **Maintaining and deepening long-term financial stability**, further upgrade of credit ratings and improving internal operating efficiency
- **Increase in IBEC's business activities in all member states.**

IBEC has a unique, among the multilateral banks, settlement function and its business profile focuses on the development of trade financing both balance and off-balance, as well as settlement and treasury transactions.

RATINGS


ACRA
24.08.2023

**RU: AAA «Stable» /
INT: BBB+ «Stable»**

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

AWARDS

In 2021 IBEC has received awards "**Best Trade Finance Bank Eastern Europe 2021**" and "**Banking CEO of the Year Eastern Europe 2021**" from the British media portal Global Banking & Finance Review.

BOND PLACEMENTS

June, 2020	Russia	RUB 5 bn <i>June 2024</i>
June, 2021	Bulgaria	BGN 68 mln <i>July 2024</i>
September, 2022	Russia	RUB 3.8 bn <i>October 2023</i>
June, 2023	Russia	RUB 1.7 bn <i>June 2026</i>

IBEC remains opened to new members and is currently updating its mid-term Strategy with special focus on diversified and digitalized foreign trade-related products to enable the growth of its portfolios and build its own path through turbulent macroeconomic conditions

PRODUCTS

Trade Finance

- Letters of Credit
- Guarantees/counter-guarantees
- Factoring / Forfaiting
- Trade-related loans (TRL)
- 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 NUMBERS

as of 30.06.2023

453
€ million

Total assets

234
€ million

Equity

245
€ million

Development portfolio

1.45
€ billion

Cumulative volume of investments in member states

Since the reform of 2018

KEY PROJECTS / DEALS

SUSTAINABLE SUPPORT OF HEALTHCARE

Payment guarantees for more than EUR 100 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**).

GREEN FORFAITING & UPAS LCs WITH VIETNAMESE BANKS

Financing under **UPAS LCs** of up to EUR 106.1 mln (equiv.) with Vietnamese banks (SHB bank) 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** (incl. HD bank) supporting import of renewable energy equipment for solar power plants in Vietnam.

SUPPORTING CHEMICAL INDUSTRY DEVELOPMENT

Loan to Polyplast Group (Russia's largest manufacturer of industrial chemical products) of more than RUR 2.1 bln aimed at facilitating the **trade activities** of factories, **developing export supplies**, and ensuring **rational use of resources** and production patterns.

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.

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**.

MONGOLIAN GREEN LOAN PROGRAM FOR SMEs

USD 10 mln **loan** for up to 3 years to support the **Green Loan Program** of the Trade and Development Bank of Mongolia (TDBM) for **SMEs** aimed at the **implementation of UN SDGs**.

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.

TRADE FINANCE TRANSACTIONS IN CHINESE YUAN

Trade-related loan of CNY 9.5 million for one year to Transport and Development Bank (Mongolia) was **provided in Chinese yuan** to finance the supply of cars from Japan to Mongolia.

TRADE & SYNDICATION FINANCE WITH MONGOLIAN BANKS

Balance (loans, syndication) and **documentary deals** in the amount of EUR 152 mln (equiv.) to support external trade of Mongolia (incl. **pharma, food industry, SME support, machinery equipment**) with EU, Asia (incl. China) and others.

SUPPLY CHAIN FINANCING IN IBEC MEMBER COUNTRIES

Supply Chain Financing in CZK, PLN, RON for Global snack company with total disbursements as of 31.12.2022 – EUR 149.1 mln to ensure support for the suppliers from CEE, using **reverse factoring and contributing to the food security**.

PROMOTING INTEGRATION WITH EAEU

IBEC works with EAEU banks, incl. Uzbekistan (EUR 113.3 mln) and Armenia (EUR 9 mln) providing **trade loans, syndication and documentary deals** to support export (incl. of **SMEs**) of CEE and Russia in **food industry, healthcare, industrial equipment**.

CONTACTS

The International Bank for Economic Co-operation

11, Masha Poryvaeva st.,
Moscow, 107996,
Russian Federation

Client Relations
UORCO@ibec.int / EVK@ibec.int
Credit Ratings
and *Investor Relations:*
FI@ibec.int / IR@ibec.int

International Relations
and *Communications:*
PRESS@ibec.int
Human Relations:
HR@ibec.int

General e-mail: INFO@ibec.int

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