



DEVELOPMENT BANK

Your new business **partner** in Belarus!

EXPORT FINANCE



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BRIEF OVERVIEW



Capital — Minsk
Area — 207 595 km²
Population — 9.48 million
Currency — Belarusian ruble (BYR)
GDP per capita — \$17 654 (2015)
Export-oriented production



Official website of the Republic of Belarus

MAJOR EXPORT ITEMS



29.9%

Mineral products



21.3%

Chemicals



16.3%

Foodstuffs



13.8%

Machinery and equipment



6.5%

Metals



3.2%

Wood & pulp-and-paper
products

EXPORT DESTINATIONS — 2016

Russia	38.8%	Lithuania	3.6%
United Kingdom	11.2%	China	3.2%
Ukraine	9.5%	Poland	2.9%
Netherlands	4.3%	Latvia	2.3%
Germany	4.1%	Brazil	2.1%



- Founded in 2011 upon recommendations of IMF and World Bank
- 100% state-owned
- Classic development institution
- **Exclusive rights for export finance in Belarus in 2016**
(only DBRB will act as Lender)
- Mandated by the Government as asset manager
- **The only Belarusian bank that has:**
 - authority to initiate and change national financial & banking legislation
 - Government guarantee for all bond issues
 - SME support credit program approved by World Bank
- B- by S&P / Fitch with «stable» outlook
(fully mirrors sovereign ratings)
- IFRS FS since 2012 (on 6-12 m. basis) audited by KPMG
- «Silver» by equity and «Gold» by profit among all Belarusian banks (1H2016)



INDICATIVE TERMS AND CONDITIONS FOR AN EXPORT CREDIT FACILITY

Project to be financed:	Export contract between Belarusian Exporter and foreign Importer
Advance payment:	Not less than 15% of the contract amount should be paid by the Importer
Lender:	Development Bank of the Republic of Belarus
Borrower:	Importer's Bank or Importer
Use of Funds:	Financing up to 85% of the Export contract value (payment after delivery)
Facility Amount:	Minimum USD 1.0 mln in equivalent
Currency:	USD or EUR or RUB
Financing period:	Up to 5 years (in individual cases up to 7 years)
Disbursements:	Pro rata deliveries/services
Repayment:	In equal installments (at least every six months)
<u>Financing costs</u>	
Insurance premium:	Calculated on the sum of loan and interests accrued during the whole financing period. Determined by Eximgarant of Belarus on the basis of Country Risk Classification, Borrower's category and its financial condition. Reimbursed by the borrower before the first disbursement.
Fixed interest rate:	Respective commercially-oriented interest rate (CIRRs), fixed on Loan Agreement signing date (http://www.oecd.org/tad/xc Cred/cirrs.pdf)
Costs and Fees:	No



БЕЛЭКСИМГАРАНТ
EXIMGARANT OF BELARUS

Exclusive rights to cover Officially Supported Export Credits

- one of the major insurers in the Republic of Belarus;
- **over 50 kinds of insurance services** to cover risks of different types;
- a member of the International Union of Credit and Investment Insurers (Berne Union).

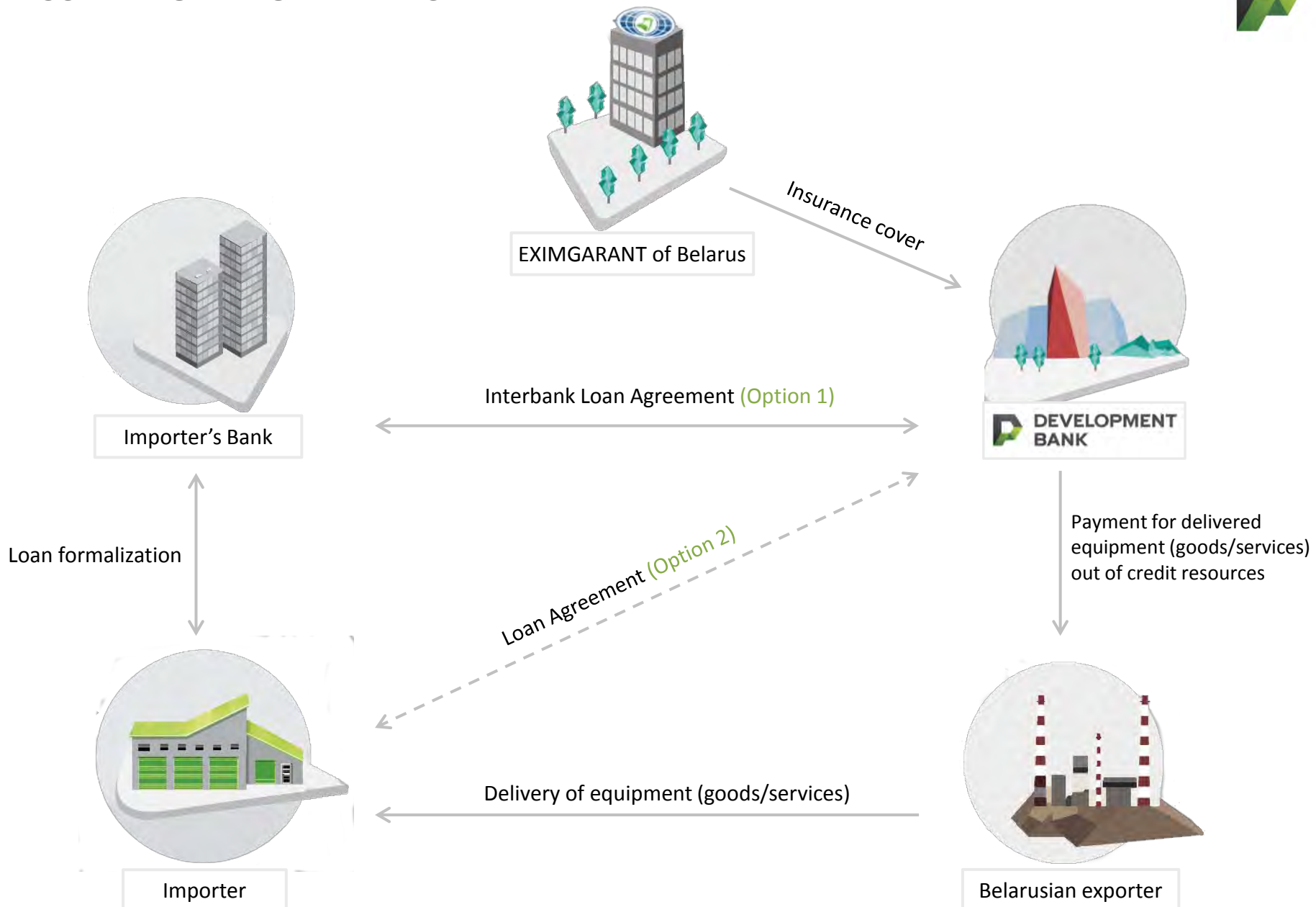
INDICATIVE PRICING OF ECA INSURANCE COSTS

Country Risk Category*	Financing period	Insurance Premium Rate	Government & Government bodies, %	State-owned Companies, %	Private Companies, %	State-owned Banks, %	Private Banks, %
3	up to 3 years	mid-max	2.0-3.1	2.0-3.1	2.4-3.8	1.4-1.8	1.6-2.1
	up to 5 years	mid-max	3.1-4.8	3.1-4.9	3.8-5.9	2.1-2.8	2.5-3.3
4	up to 3 years	mid-max	2.7-2.8	3.0-3.2	3.6-3.8	3.0-3.2	3.2-3.4
	up to 5 years	mid-max	4.4-4.6	4.7-4.8	5.3-5.5	4.7-4.8	4.9-5.0
5	up to 3 years	mid-max	3.9-6.1	4.0-6.3	4.6-7.2	2.7-3.6	3.1-4.0
	up to 5 years	mid-max	6.1-9.5	6.3-9.8	7.2-11.2	4.3-5.6	4.8-6.3
6	up to 3 years	mid-max	5.1-7.9	5.2-8.1	5.9-9.3	3.5-4.6	4.0-5.3
	up to 5 years	mid-max	7.7-12.1	8.0-12.5	9.1-14.2	5.4-7.1	6.1-8.0
7	up to 3 years	mid-max	6.5-10.2	6.7-10.5	7.6-12.0	4.5-6.0	5.1-6.8
	up to 5 years	mid-max	9.7-15.1	9.9-15.6	11.4-17.8	6.7-8.9	7.6-10.0

* According to the Country Risk Classification of the Participants to the Arrangement on Officially Supported Export Credits

Source: <http://www.oecd.org/tad/xcred/cre-crc-current-english.pdf>

SCHEME OF EXPORT FINANCE





Promagroleasing

www.pal.by

72,93% owned by Development Bank

SHARES IN JOINT VENTURES LOCATED IN:

Russia

Ukraine

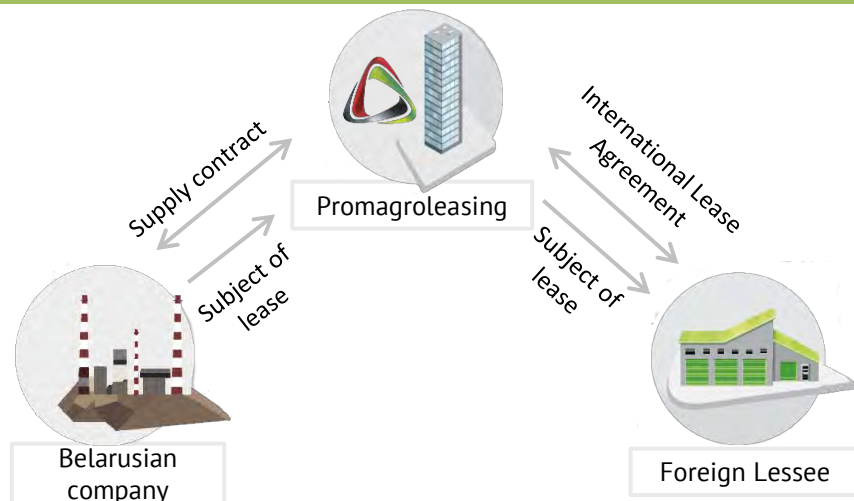
Czech Republic

Kazakhstan

Mozambique

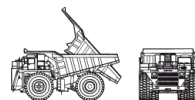
Bahrain

LEASING SCHEME



Key operator of the international leasing in Belarus

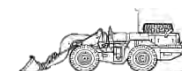
COMPANY'S BASIC ACTIVITY



Mining machinery



Agricultural machinery



Road building machinery



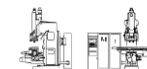
Forestry machinery



Passenger transport



Railway vehicles



Technological equipment



Real estate & other assets

EXPORT FINANCIAL LEASING

Leasing company:	Promagroleasing
Lessee:	Foreign legal entities
Subjects of lease	Machinery, equipment and other fixed assets
Down payment:	15% - 40% of the contract amount
Lease period:	1-7 years
Lease payments:	Monthly, equal or decreasing
Additional security/collateral:	Bank's guarantee, pledge, security, other guarantees (if necessary)

EXPORT FINANCING TO FOREIGN CUSTOMERS/BANKS

Total loans

2013

\$11.7 million

2014

\$104.0 million

2015

\$259.4 million



Delivery of vehicles «GEELY» manufactured
on Belarusian assembly lines

Exporter	CJSC Belgee
Country	Kazakhstan
Loan amount	\$11 million (2014)



Equipment delivery (buses, chassis, etc.)

Exporter	JSC Minsk Automobile Plant
Country	Russia
Loan amount	\$6.7 million (2015)



Housing construction in Kaluga

Exporter	JSC Grodnozhilstroj
Country	Russia
Loan amount	\$2.2 million (2014)



Delivery of mining dump trucks and
mining equipment

Exporter	OJSC BelAZ
Country	Mongolia
Loan amount	\$15 million (2013)
Country	Russia
Loan amount	\$44 million (2014) \$17 million (2015)



Delivery of tractors, trucks and spare parts

Exporters	Belarusian manufacturers
Country	Cuba
Credit limit	€37.2 million
Loan granted	€14.1 million (2015)



Dairy product delivery

Exporters	Belarusian dairy enterprises
Country	Russia
Loan amount	\$38.8 million (2014) \$10 million (2015)

COMPLETED PROJECTS



Fish product delivery

Exporter	JV Santa Bremor LLC
Country	Russia
Loan amount	\$20 million (2014) \$5.5 million (2015)



Delivery of vehicle components

Exporter	JSC BATE
Country	Russia
Loan amount	\$4 million (2015)



Delivery of vehicles and materials
for road marking

Exporter	GC StIM
Country	Russia
Loan amount	\$7.8 million (2015)

EXPORT SUPPORT WITH OJSC PROMAGROLEASING (INTERNATIONAL LEASING/COMMODITY CREDIT)



Supply-oriented financing to external markets	2013	\$62.7 million	2014	\$77.1 million	2015	\$80.9 million
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Delivery of road construction machinery

Manufacturer	JSC Amkodor
Country	Bangladesh
Loan amount	\$50 million (2016)



Delivery of wheeled tractors MTW

Manufacturer	OJSC Minsk Tractor Works
Country	Canada
Loan amount	\$516 thousand (2015)



Delivery of hopper wagons

Manufacturer	CJSC Mogilev Carriage Works
Country	Kazakhstan
Loan amount	\$24.7 million (2013)



OJSC BELAZ

One of the world's major producers of mining dump trucks and other heavy vehicles, being used in mining and construction branches of industry.

Every 3rd mining dump truck in the world is produced by BELAZ.

The company has designed more than 500 modifications of vehicles and manufactured over 135.000 huge trucks of 30-360 tonne payload capacity.

The company rolled out the world's largest mining truck with the carrying capacity of 450 tonnes.

Export deliveries to more than 30 countries worldwide.

BELAZ

Official website : www.belaz.by





JSC MINSK AUTOMOBILE PLANT

One of the largest enterprises in Eastern Europe producing heavy trucks, passenger, truck crane and trailer vehicles.

Over 500 models and modifications of trucks and about 20 models of passenger vehicles.

The production of MAZ meets requirements of Euro-3, Euro-4, Euro-5, Euro-6 ecological standards.

The company's trucks successfully take part in prestigious rallies like the Dakar race marathon.

Export deliveries to more than 39 countries worldwide.



Official website: www.maz.by





JSC MINSK TRACTOR WORKS



Official website: www.belarus-tractor.com

One of the largest manufacturers of agricultural machinery.

Every 10th tractor in the world is from Belarus.

The company annually produces more than 5000 units of truck tractors.

Over 60 models and 100 modifications of tractors for all kinds of climatic conditions.

Export deliveries to more than 60 countries worldwide.





JSC AMKODOR



Official website: www.amkodor.by

One of the leading companies for the production of special type of machinery: road construction, utility, snow removal, agricultural, timber, airfield cleaning, peat industry, etc.

More than 90 models and modifications of special equipment.

The company annually produces more than 5000 units of a high technical level.

Export deliveries to more than 30 countries worldwide.





OJSC BELKOMMUNMASH

One of the major manufacturers of electric transport, offers eco-friendly and convenient transport solutions for megalopolises.

Annual production facilities are capable of producing 300 trolleybuses and 150 trams.

The company is implementing joint projects with the Swiss company Stadler Rail AG (two-storied trains for Russia's Aeroexpress) and Polish PESA Bydgoszcz SA (rail buses).

Export deliveries to more than 10 countries worldwide.

BELKOMMUN 

Official website: www.bkm.by





OJSC GOMSELMASH



Official website: www.gomselmash.by

One of the largest manufacturers of grain and forage harvesters, ear corn, cotton, beet and potato-picking harvesters, mowers and other agricultural machinery.

Agricultural equipment "PALESSE" is a 9 types of farm machinery, 23 basic models, 26 model types, 48 adapters and units for harvesting different agricultural crops.

Export deliveries to more than 15 countries worldwide.





BELARUSIAN EXPORTERS

a wide range of heavy trucks, special equipment, agricultural and road-building machinery



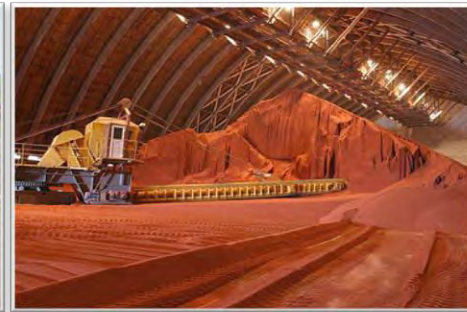
Agromashresurs LCC



JSC Belagromash



Selenergo LLC



JSC Belaruskali



CJSC Mogilev Carriage Works



CJSC Stadler Minsk



JSC Minsk Wheel Tractor Plant



JSC Motovelo



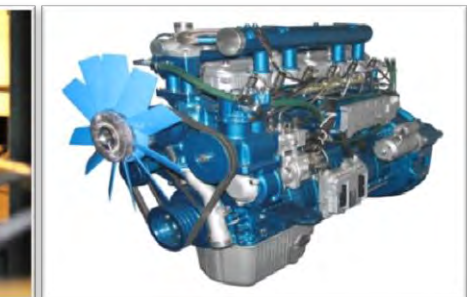
JSC Stankogomel



OJSC Belshina



OJSC Belarusian Steel Works



OJSC Minsk Motor Plant



BANK-PARTNERS



PTA Bank



ВНЕШЭКОНОМБАНК



Банк развития
Казахстана



国家开发银行
CHINA DEVELOPMENT BANK



VIETNAM - RUSSIA BANK

XacBank

DenizBank



ABB
АРМБИЗНЕСБАНК

b|e|c|
Banco Exterior de Cuba

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