

# European Forum of Nuclear Industry Suppliers ATOMEX – Europe 2015

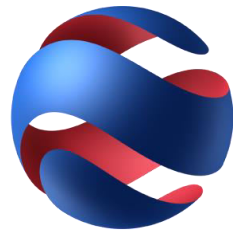


**Discovering Markets**

**Mitigating Risks**

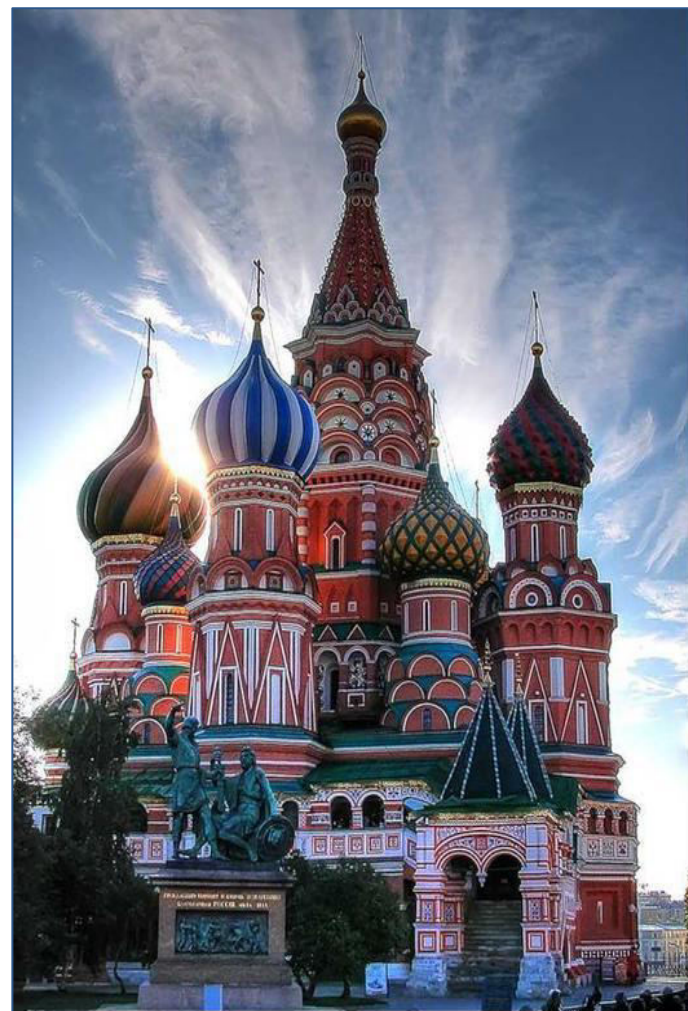
**EXIAR**

EXPORT INSURANCE  
AGENCY OF RUSSIA



## EXIAR: Four years of operations

- Established in 2011, with the objective of re-launching Russia as a strong exporting country
- Mandate expanded to cover i) subsidiaries of Russian exporters abroad; ii) Foreign companies, registered in Russian Federation and exporting goods and services to third countries; and iii) commodity exports
- No limitations re minimum national content
- Broad product range
- All liabilities are backed by the Sovereign guarantee



## PRODUCTS & INSURANCE COVER

### Insurance for Exporters

Comprehensive Export Credits Insurance

Supplier Credit Insurance

Export Factoring Insurance

NEW

### Financing for Buyers

Buyer credit Insurance

Letter of Credit Insurance

Cross-border Leasing

NEW

### Investment Insurance

**EXPORT CREDITS**

**up to 90%**

insurance against commercial and political risks



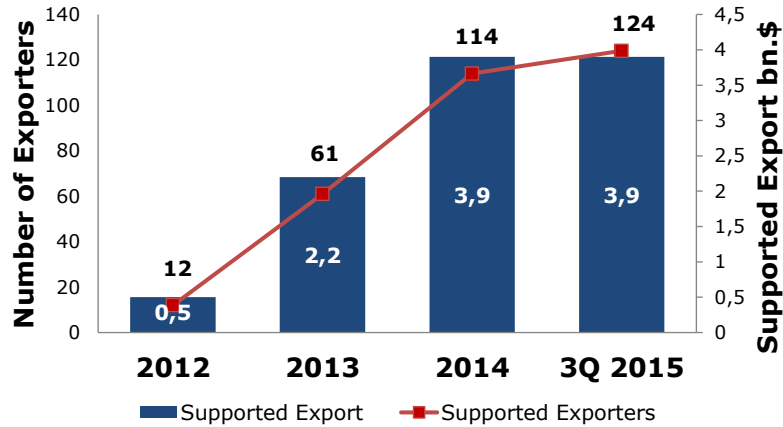
**RUSSIAN INVESTMENTS ABROAD**

**up to 95%**

insurance against political risks

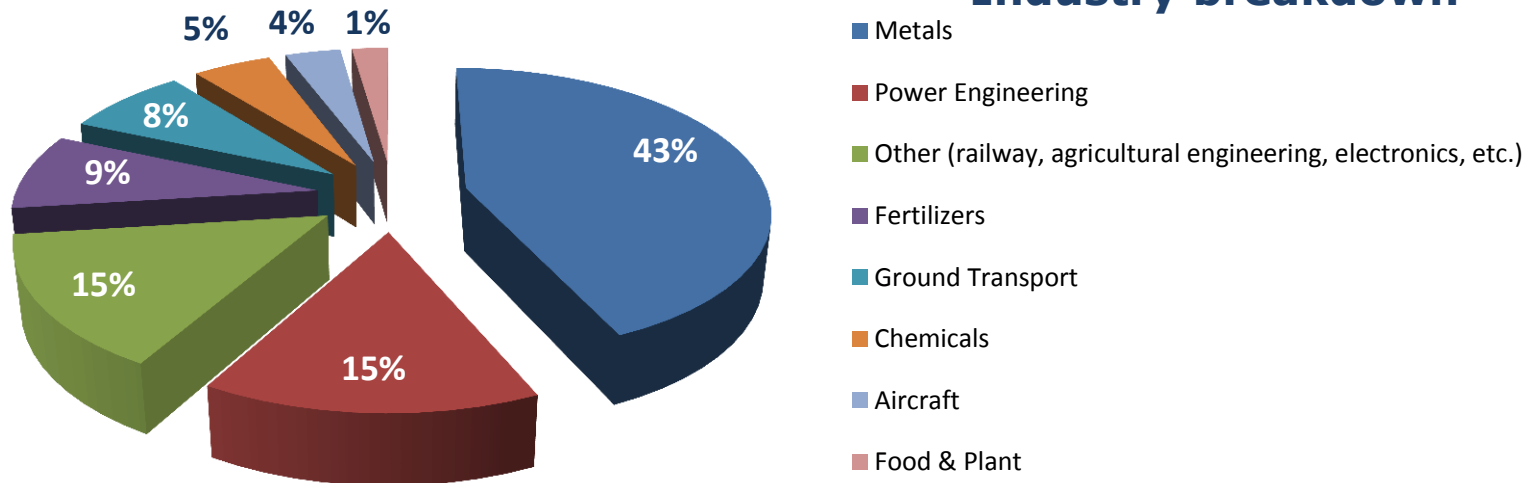
## KEY INDICATORS

### Export supported

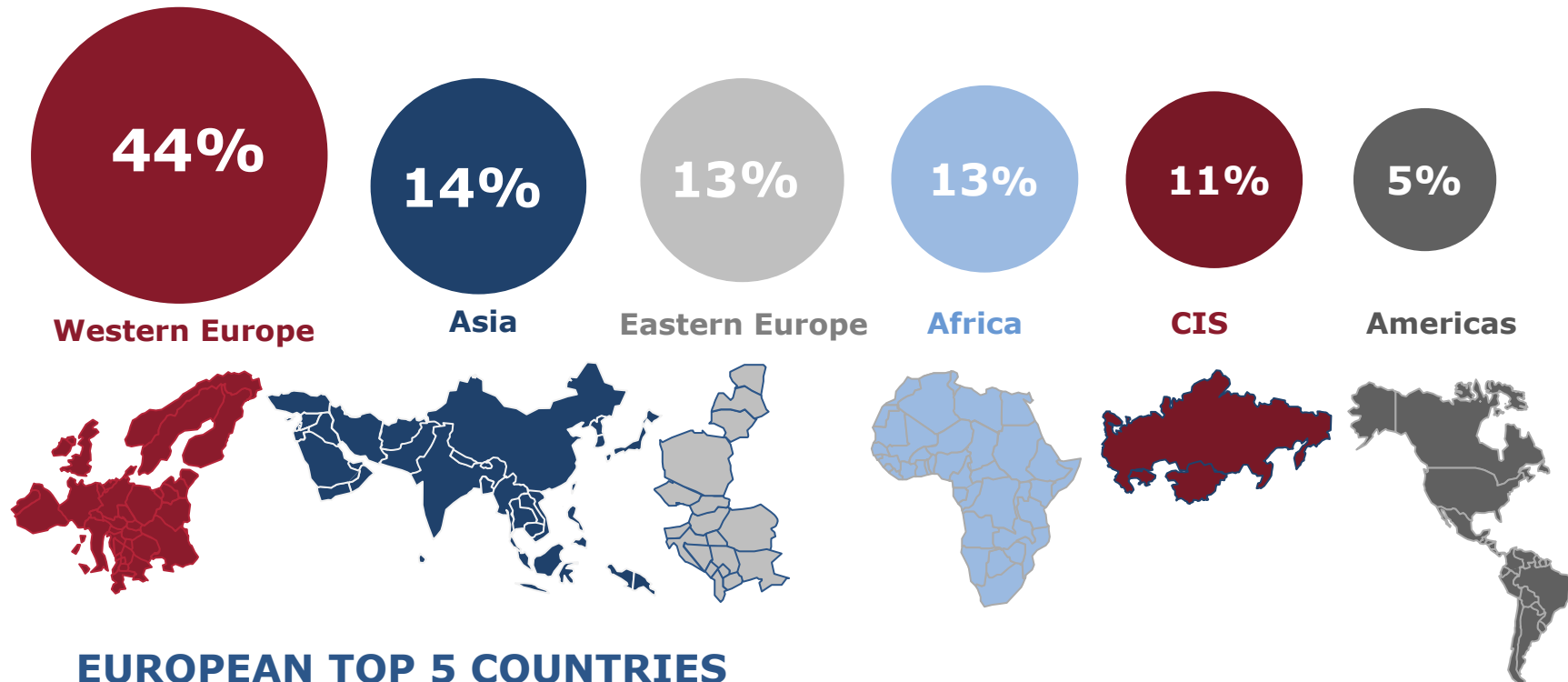


**Export supported since 2011  
USD 10,5 bln**

### Industry breakdown



## SUPPORTED EXPORT BY REGION 1H 2015



### EUROPEAN TOP 5 COUNTRIES



Italy



Poland



Sweden



Germany



Greece

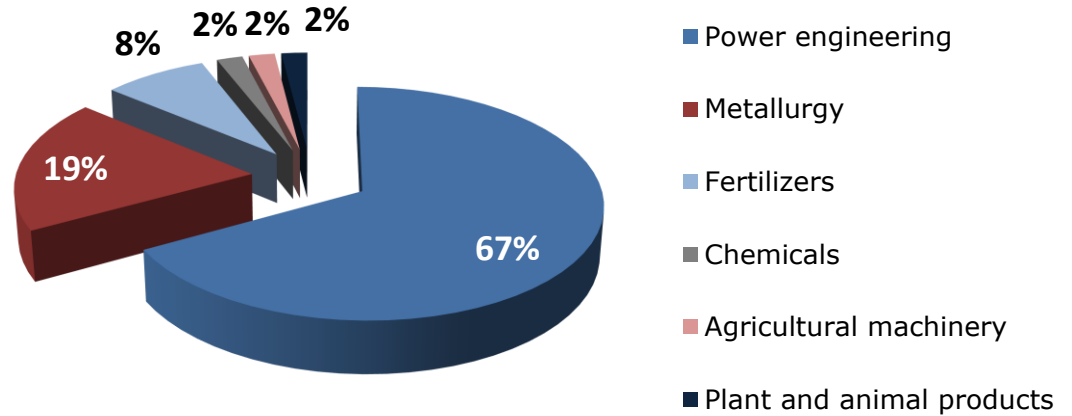
# EXIAR PORTFOLIO

## EUROPE: Exposure by Industry

As of 1H 2015

### Exposure breakdown

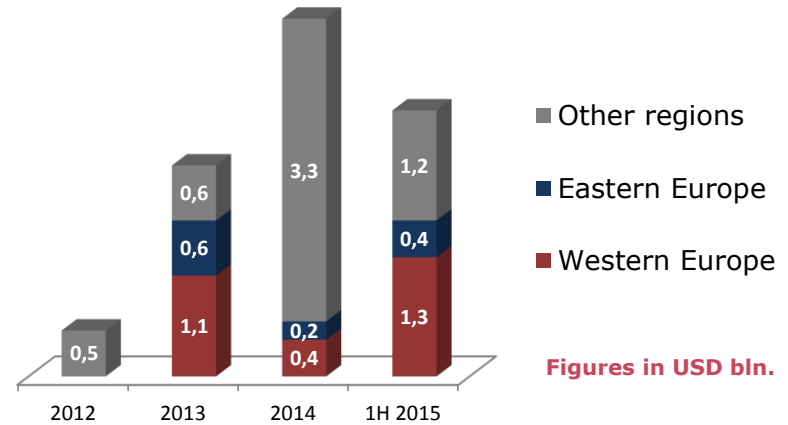
- Industries overlap between Eastern and Western Europe
- Key sectors in the region demand based



## Growth dynamics

### Growth dynamics

- 100% YOY growth rate
- Significant concentration in Europe
- Large MLT projects, however 2015 figures for Europe mostly represented by ST transactions



# EXIAR BENEFITS



## BENEFITS FOR RUSSIAN EXPORTERS:

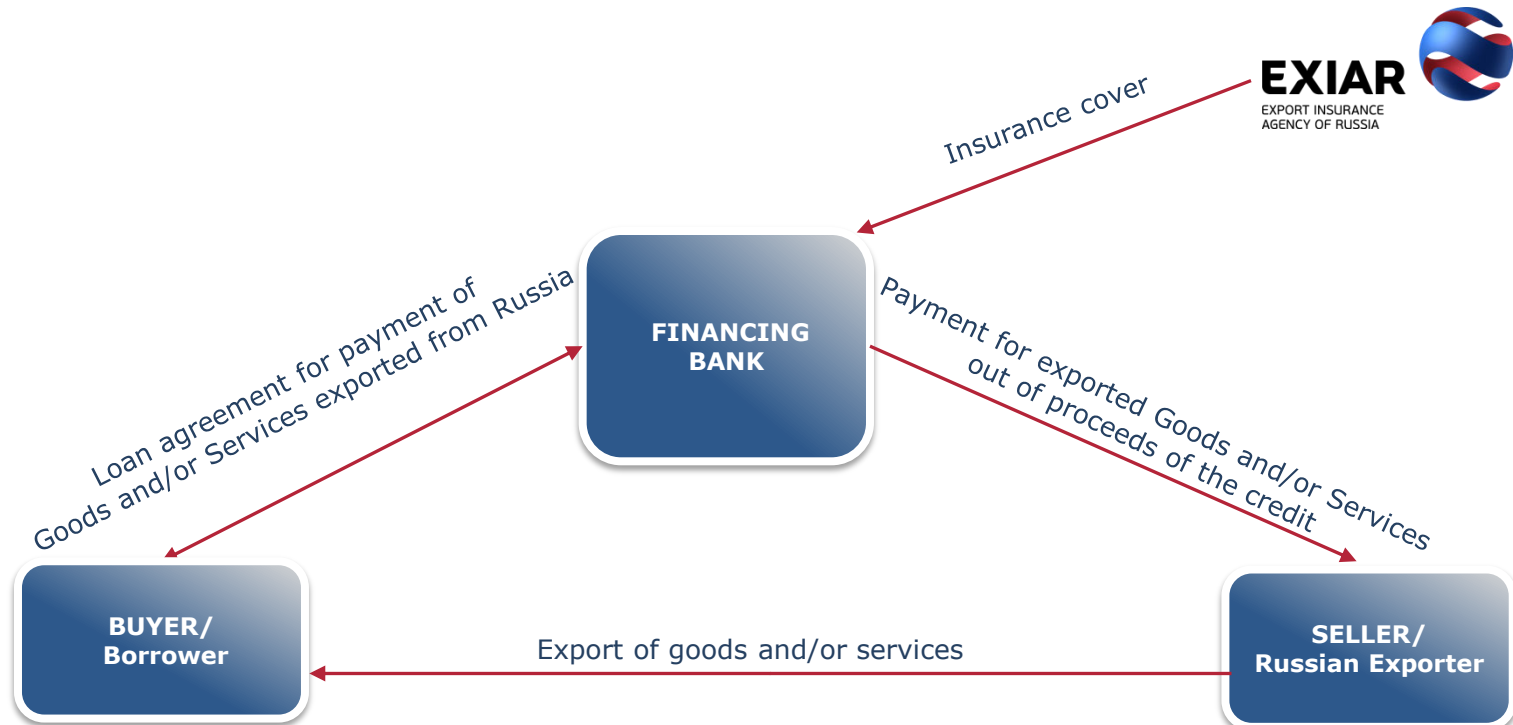
- Protection of export receivables
- Better payment terms for existing buyers
- Enter new markets and attract new customers
- Market knowledge
- Financing from Russian and international banks

## BENEFITS FOR EUROPEAN IMPORTERS

- Better payment terms (deferred payment)
- Financing from Russian and international banks
- Extended financing tenor with optimized financing costs
- Insurance support of joint Russian – European projects
- Insurance support of European companies subsidiaries based in Russia

## Buyer Credit Insurance

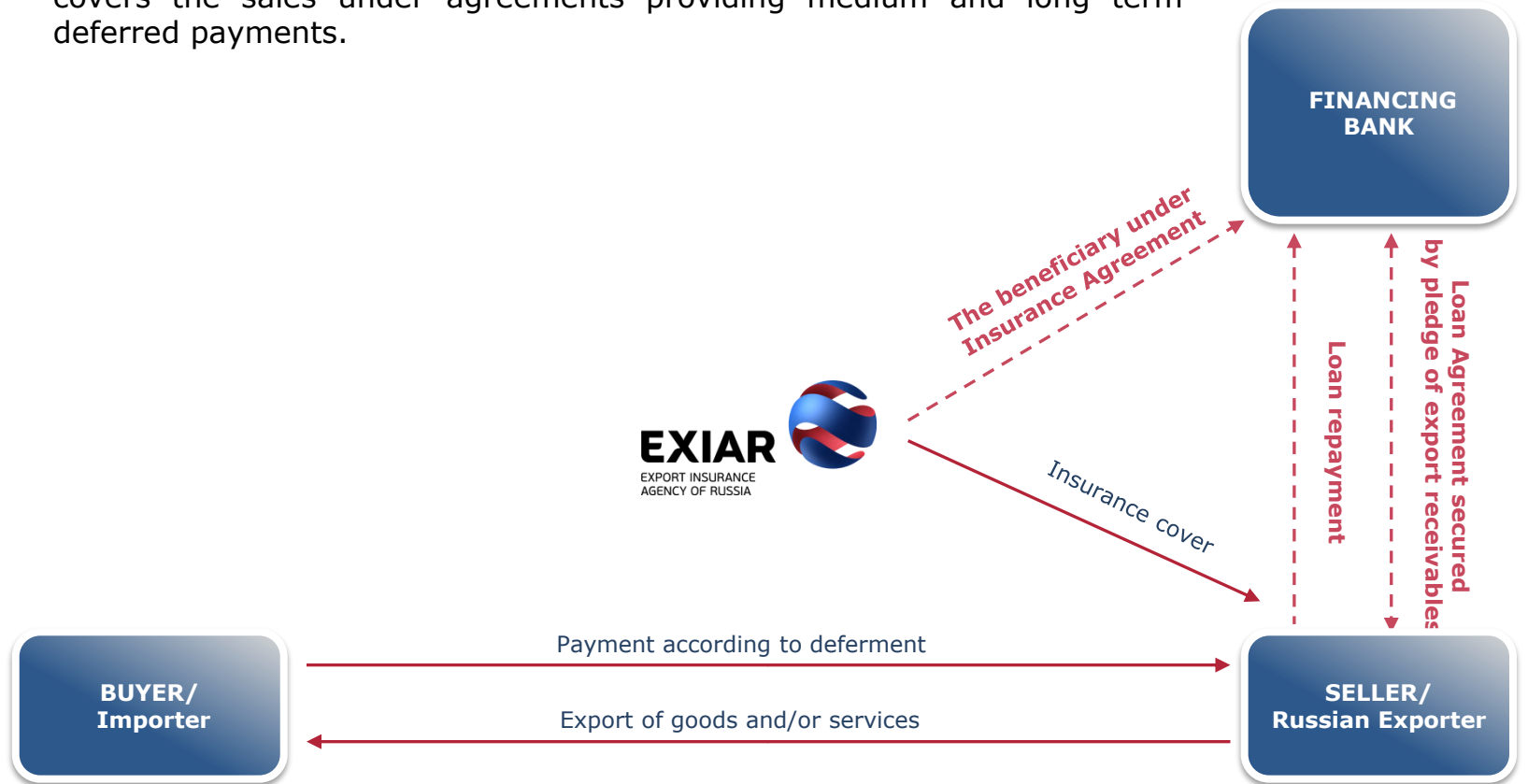
This insurance product is intended for protection of a Russian or a foreign bank against the risk of non-repayment of a loan granted to a foreign Borrower to pay for goods (services or works) exported from Russia.





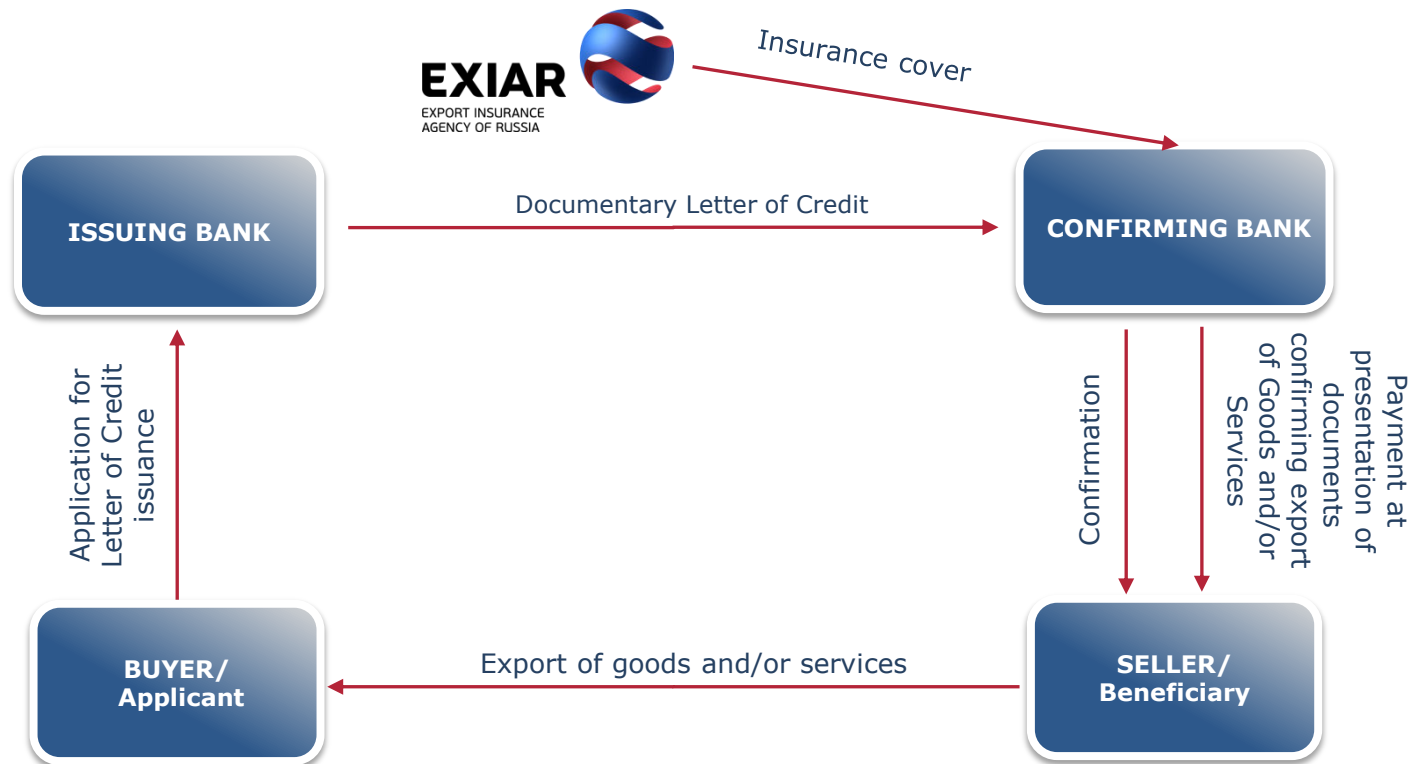
## Supplier Credit Insurance

This insurance product is intended for protection of suppliers exporting from Russia against the risk of a default by a foreign buyer. The Insurance covers the sales under agreements providing medium and long term deferred payments.



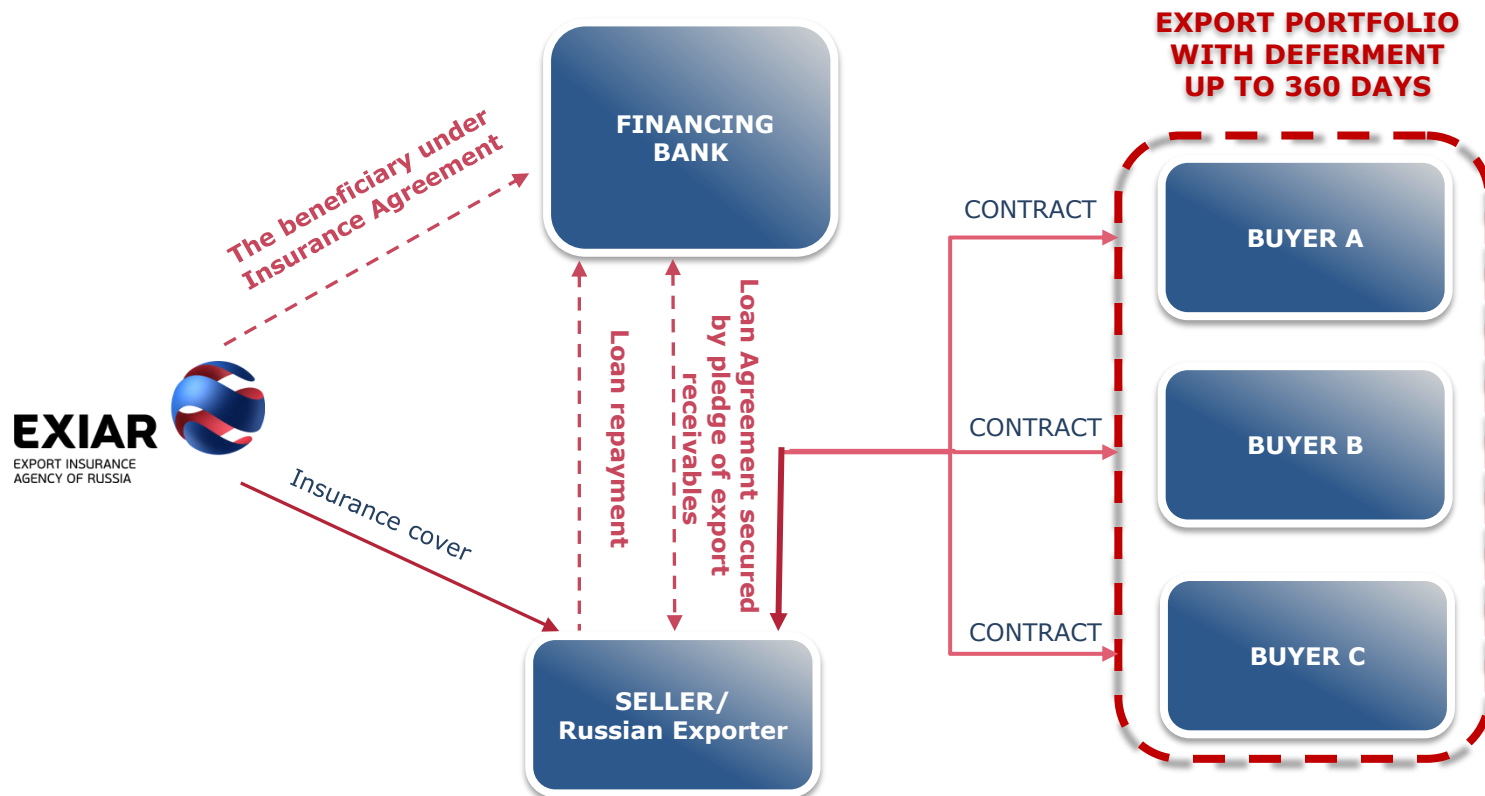
## Confirmed Letter of Credit Insurance

This insurance product is intended for protection of banks that confirm letters of credit (LCs) issued by a foreign bank against the risk of a default. The insurance covers LCs issued to pay for goods (services or works) exported from Russia.



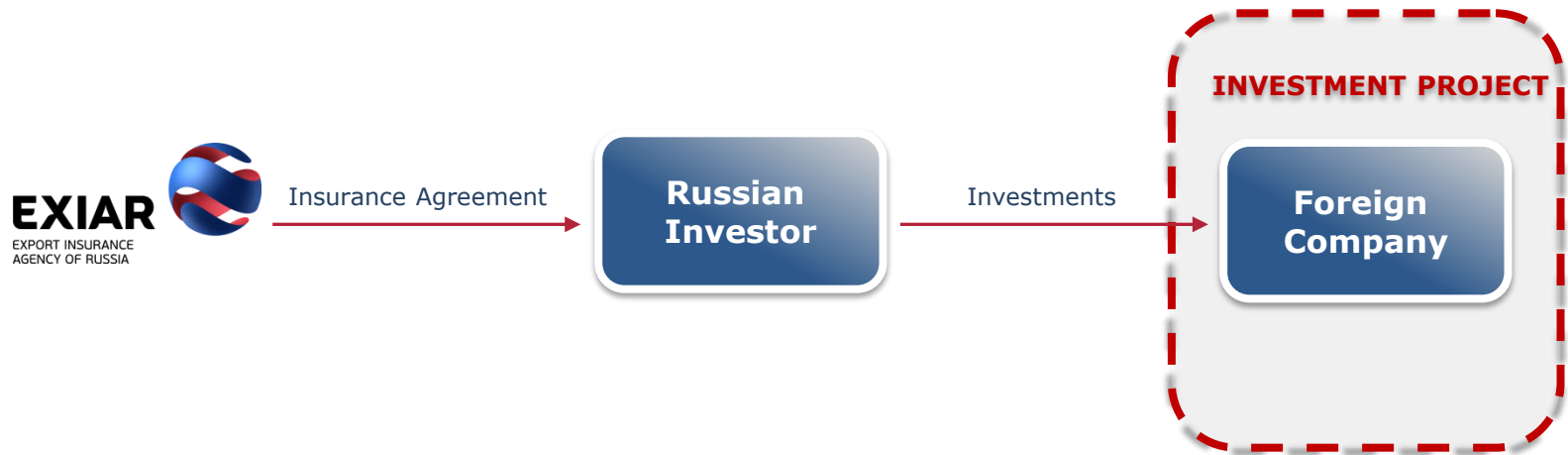
## Comprehensive Export Credit Insurance

This insurance product is intended to protect suppliers exporting from Russia against the risk of defaulted payments by foreign buyers. The Insurance on a portfolio basis covers regular deliveries of similar goods supplied under deferred payment terms (up to 360 days) to a pool of regular foreign buyers.



## Investment Insurance

This insurance product is intended to protect Russian investors against the risk of investments' loss as a result of political events. Coverage applies to investments made abroad either in the form of capital investments in foreign companies or provided as loans (loans) or in other forms.



# EXIAR: EXPERIENCE WITH ROSATOM

## Supported export

**Total export supported  
USD 1,093 bln.**

**2013**  
**Buyer credit  
insurance**  
  
**Nuclear fuel  
supply to  
Slovakia**  


**2014**  
**Buyer credit  
insurance**  
  
**Nuclear fuel  
supply to  
Ukraine**  


**2014**  
**Buyer credit  
insurance**  
  
**Nuclear fuel  
supply to  
Slovakia**  


## Deals in progress

**Projects for few billion USD  
in the pipeline.**

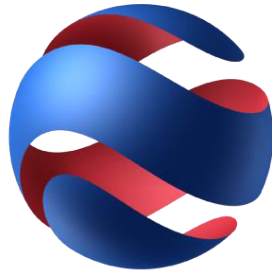
**2013 - current**  
**Buyer credit  
insurance**  
  
**Development of  
nuclear plant in  
Finland**

**2015**  
**Working capital  
credit insurance**  
  
**Supply of power  
equipment to  
India**  




**EXIAR**

EXPORT INSURANCE  
AGENCY OF RUSSIA



**Thank you!**