Towards the development and expansion of internal, regional and worldwide markets

ALIDE May 2016





#### **Current functions maintenance**

A leading development institution

VEB's core activities include financing of large scale projects, aimed at:

technological modernization of the Russian economy

import substitution

export support to priority industries

Comprehensive government support



### **Business model optimization**

#### Portfolio/Assets



- Disposal of non-core assets
- Securing and partial sale of certain liquid assets of the Group
- Recovery of the loan book
- Restructuring of non-performing loans
- Implementing projects with high value added

### **Transformation/Strategy**



- Improving internal procedures
  - Risk management
  - Lending
  - Problem loan management
- Cost optimization
- Developing comprehensive Group strategy

## Organization Structure/Efficiency



- Target organization structure
- Enhancing efficiency of in-house procedures
- New Risk management Division, Problem loan management Division
- Remuneration Policy

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# **Export Support**

## Export support to priority industries is one of VEB's core activities

### **Facts and Figures**

- / Co-operation agreements with all major export credit agencies and export-import banks
- / First Russian ECA established VEB subsidiary with RUB 30bn in charter capital. All liabilities of the company guaranteed by the State

/ Russian Export Center established for the purposes of full-scale financial and non-financial support for Russian

exporters

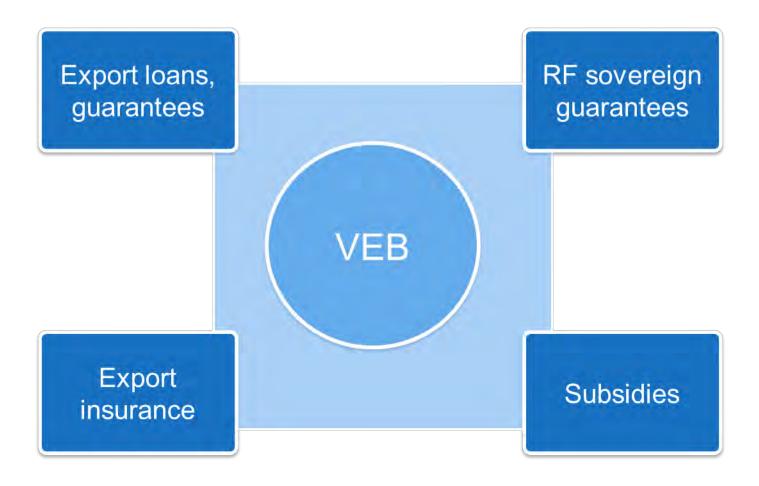
- Key sectors of VEB export support include aircraft building, space industry, transport, power engineering and other non-raw materials sectors of Russian economy.
- As at January 1, 2016 within the framework of guarantee support of Russian exporters VEB issued about RUB 574,78 worth of guarantees in favor of foreign consumers of Russian products.



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# **Major Instruments for Export Financial Support**

VEB uses the range of instruments aimed at stimulating the export activity



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# **VEB in Latin America**



# VEB is steadily increasing collaboration with countries of Latin America on export issues

# **Areas of Cooperation**

#### Countries:

- Argentina
- Brazil
- Venezuela
- Cuba
- Mexico
- Ecuador
- etc.

# **Priority industries:**

- aircraft building and rocket
- and space complex, nuclear and traditional
- power, heavy engineering, transport
- machine building and power engineering,
- defence industry.











