



TRADE FINANCE BETWEEN RUSSIA & CIS AND USE OF LOCAL CURRENCIES

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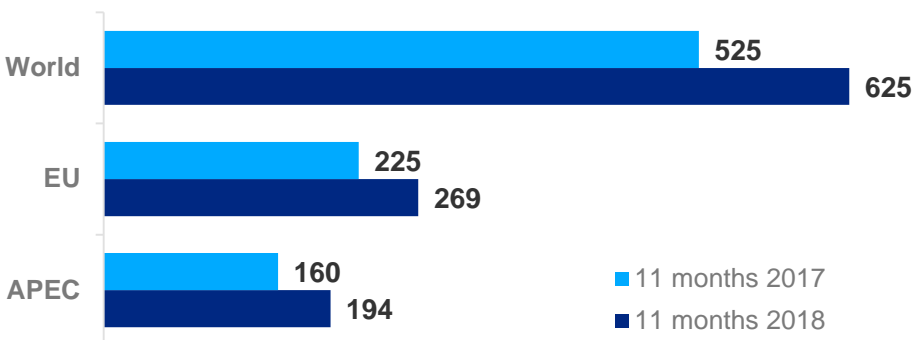
Director

Trade and Export Finance

VTB Bank (PJSC)

INTERNATIONAL TRADE OF THE RUSSIAN FEDERATION

Trade turnover, USD bln.



11m 2018 vs 11m 2017

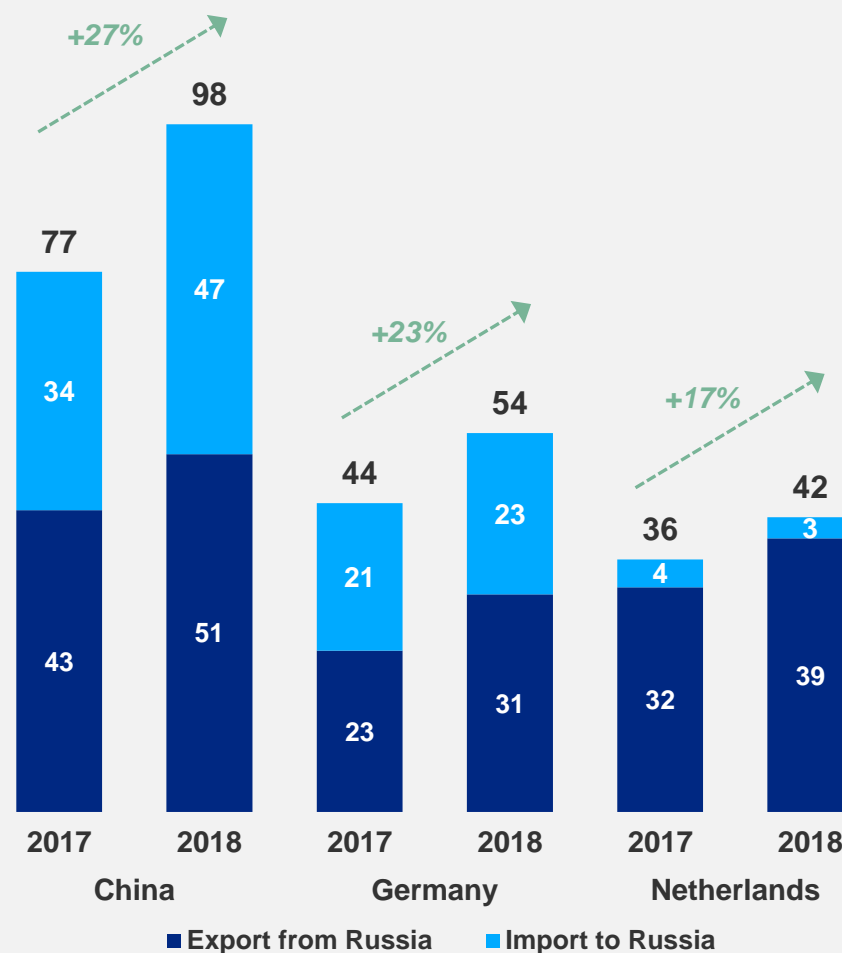
- **World +19%**
- **EU +20%**
- **APEC +21%**

Positive trend due to:

- ≡ *Relatively stable RUB exchange rate*
- ≡ *Inflation stability*
- ≡ *Stable commodity prices*
- ≡ *GDP growth: continuous recovery*

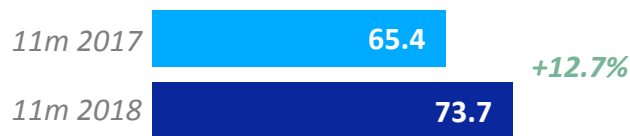
Russia's top 3 trade partners, USD bln.

11m 2017, 11m 2018

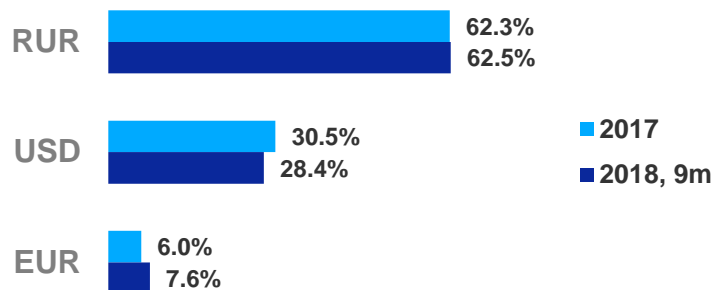


INTERNATIONAL TRADE OF THE RUSSIAN FEDERATION WITH CIS COUNTRIES

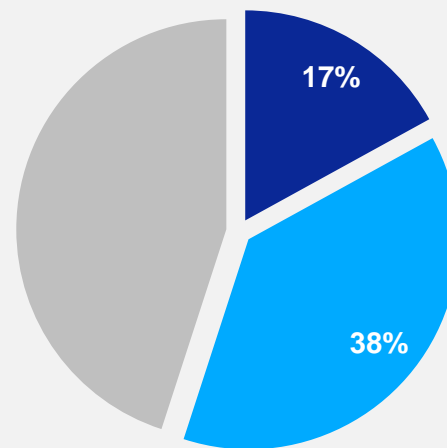
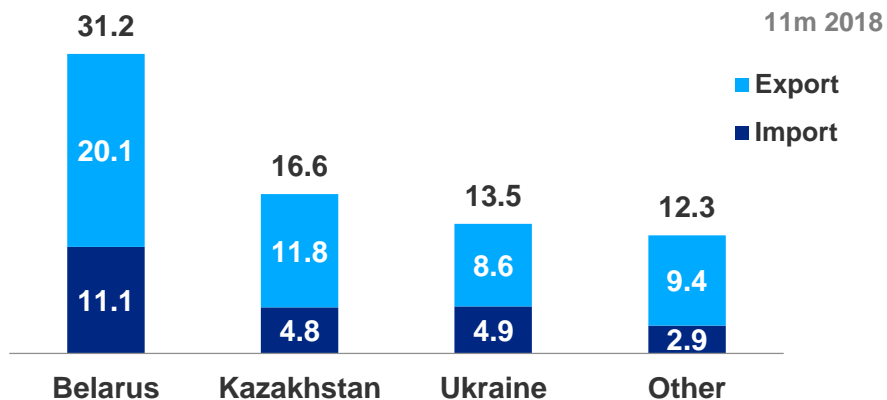
Total trade turnover with CIS, USD bln.



Trade with CIS, currencies breakdown



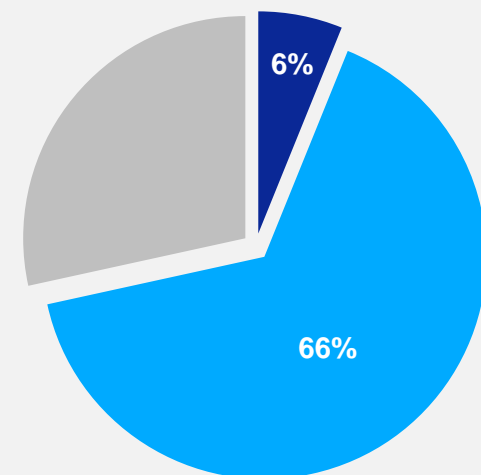
Turnover with main CIS trade partners, USD bln.



Export breakdown, CIS

11m 2018

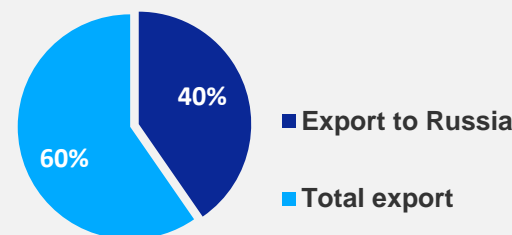
- Oil and gas, mineral products
- Machinery, equipment and vehicles



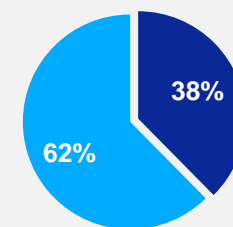
Export breakdown, Global

11m 2018

Belarus export



Kazakhstan export

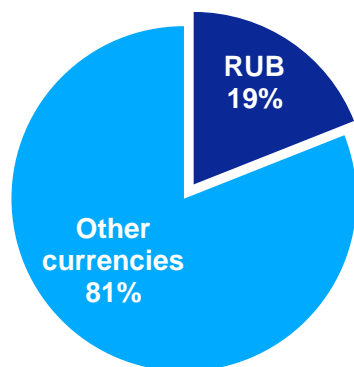


VTB TRADE AND EXPORT FINANCE TRANSACTIONS IN NATIONAL CURRENCY

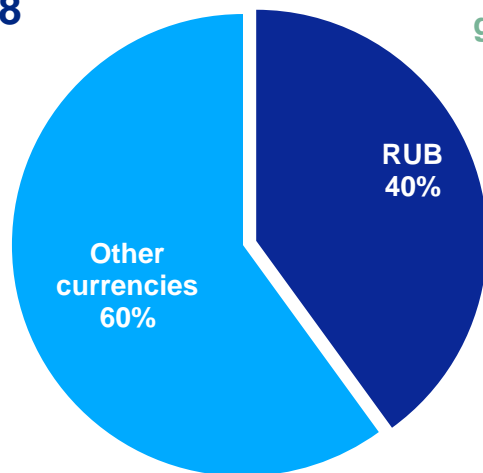


TEF deals with FI risk - Moscow

2017

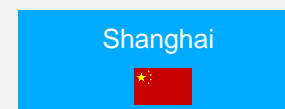
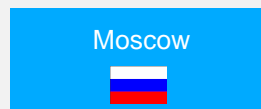


2018



+90%
total
volume
growth

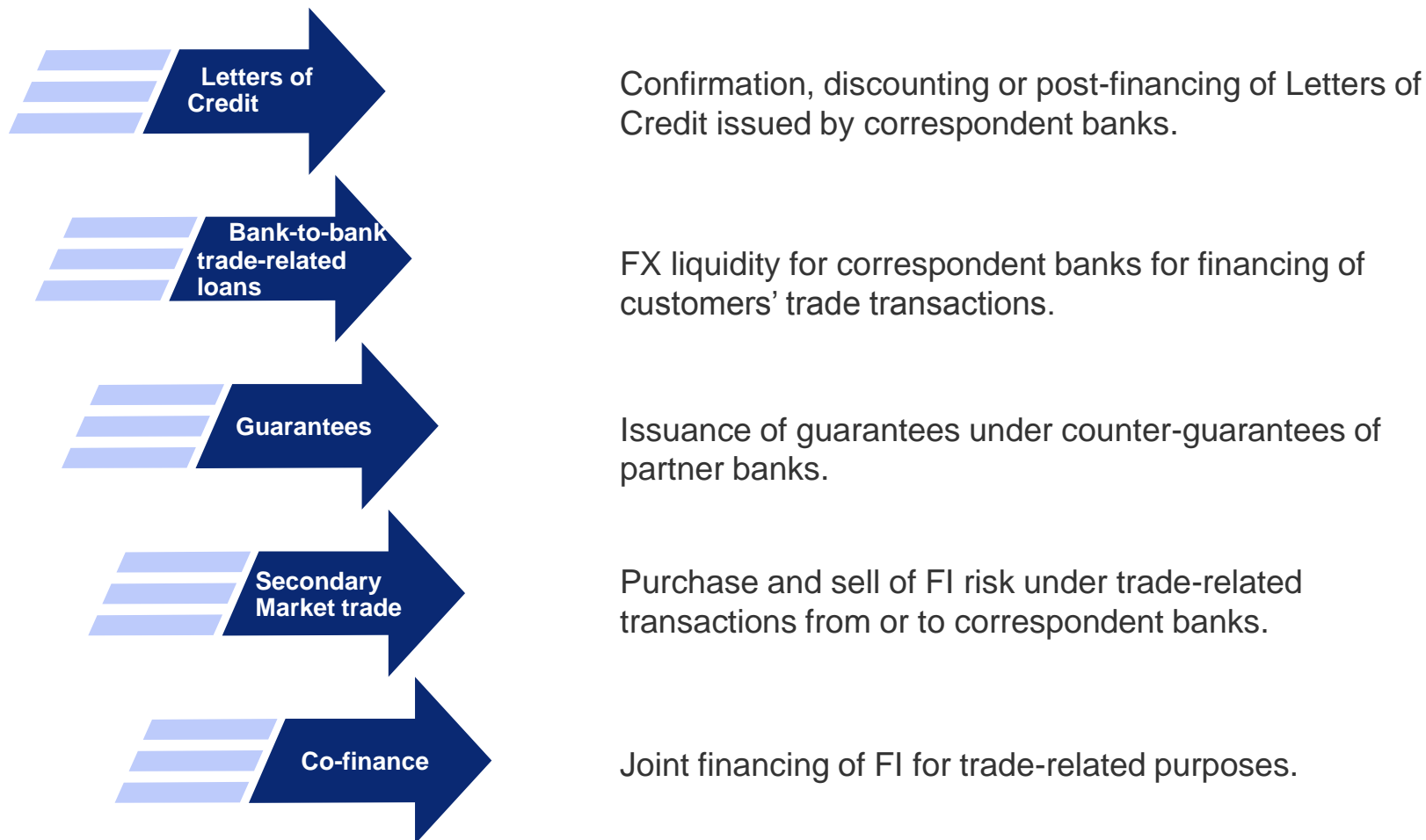
VTB Trade hubs



Our values

- Wide range of trade finance transactions realized in more than 40 countries with 85 international banks all over the globe;
- Deal structuring via our trade finance hubs in EU and China, CNY nominated LC discounting in VTB Shanghai;
- Tailor made solutions for corporate clients and financial institutions;
- Successful business relations with most blue chip companies and mid. size companies in Russia, developed relations with global corporations;

2019: FOCUS ON SUPPORTING CUSTOMERS AND CORRESPONDENT BANKS WORLDWIDE





**THANK YOU AND GOOD LUCK IN
YOUR BUSINESS!**