



ČESKÁ EXPORTNÍ BANKA
C Z E C H E X P O R T B A N K
ЧЕШСКИЙ ЭКСПОРТНЫЙ БАНК

The Way into New Markets

Key Partner of Czech Exporters and Their
Foreign Customers

February 28, 2011

Czech Export Bank's presentation on the 5th Edition of the Czech-Asian Business Forum



March 1, 2011
PRAGUE

Ing. Miloš Welser

Corporate Sales Coordinator and Deputy of Member of the Board

Basic facts (1/2)

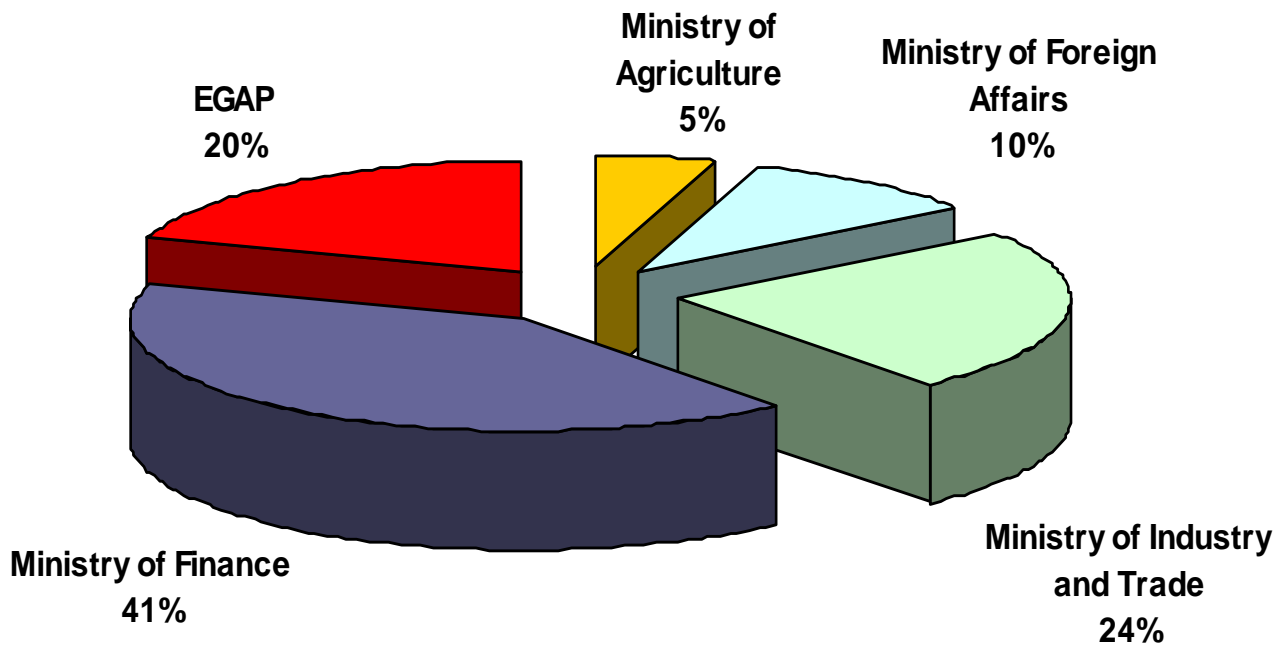
- State-owned joint-stock company
- Set up in 1995
- One of the pillars of the Czech government's pro-export policy system
- Provides primarily financings for export transactions which - for commercial banks (especially at present time) – are more challenging because of higher commercial and territorial risks of the buyer's countries, long-term maturity and/or large volume and/or complicated structure of financing
- Its activities are provided in accordance with the principles of the World Trade Organization (WTO), related guidelines of the Organization for Economic Co-operation and Development (OECD) and European Union

Basic facts (2/2)

- CEB's loans are typically insured by various insurance products of Export Guarantee and Insurance Corporation (EGAP) founded as a state-owned credit agency in 1992, primarily insuring credits connected with exports of goods and services from the Czech Republic against political and commercial risks
- Member of the banking system of the Czech Republic fully subject to standard regulations of the Czech National Bank according to Act No. 21/1992 Coll. Its specific mission, i.e. support of Czech exports, is governed by Act No. 58/1995 Coll.
- State guarantee for the obligations of CEB
- International rating on the level of the Czech Republic:
 - Moody's: A1
 - Standard & Poor's: A

Shareholder structure

- Registered capital of CEB as of 31.12.2010: CZK 4 000 000 000,-



CEB representatives

Board of Directors (executive management)

- **Ing. Tomáš Uvíra** – Chairman of the Board of Directors (Chief Executive Officer)
- **Ing. Michal Bakajsa** – Vice Chairman of the Board of Directors (Chief Business Officer)
- **Mgr. Luboš Vaněk** – Vice Chairman of the Board of Directors (Chief Operations Officer)
- **Ing. Miloslav Kubišta** – Member of the Board of Directors (Chief Financial Officer)
- **Ing. Karel Tlustý, MBA** – Member of the Board of Directors (Chief Risk Officer)

CEB in 2010

- Signed contracts in the amount of CZK 43,8 billion (increase by 74 % in comparison to 2009)
- Balance sheet volume as of 31.12.2010 CZK 64,8 billion (increase by 30 % year-on-year)
- Total volume of the drawn loans in the amount of CZK 29,6 billion
- The biggest signed contract in 2010 (and in the history of CEB) was the financing of the power plant Adularya in Turkey with total investment costs approximately EUR 440 millions
- Full start up of the program for support for the small and medium enterprises. Successfully cleared applications for supported financing in the total amount of CZK 2 billion and together with arranged financing through factoring companies served more than 150 companies.

Main targets of CEB's financing

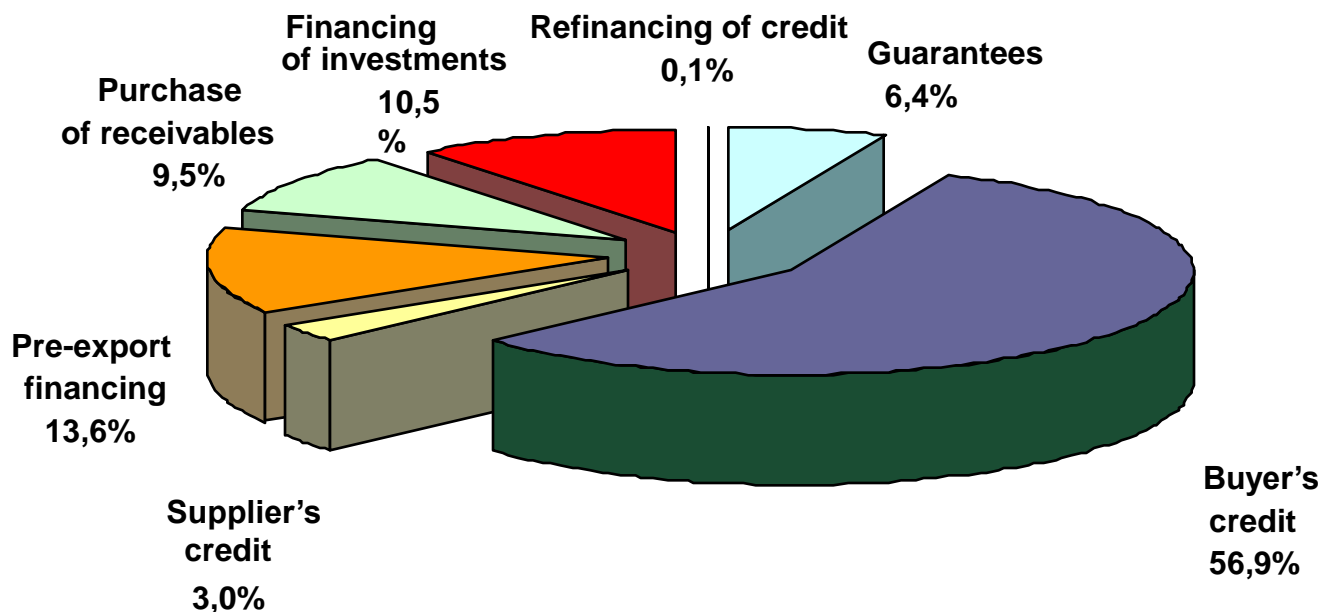
- Exports of capital goods, turn-key projects, reconstruction of industrial plants abroad
Main sectors financed:
 - oil & gas, power projects, transportation and infrastructure, chemical industry, glass production, food processing
- Sub-deliveries of tailor-made goods and equipment manufactured by Czech small and medium-sized enterprises for foreign companies
- Services ensuring delivery and financing of goods of Czech origin, incl. supplies from third countries
- Joint projects (trade transactions, co-production, investments) of Czech and foreign companies in third countries
- Investments of Czech companies into purchase of shares or increase of ownership in existing companies or foundation of subsidiaries abroad

Products

Borrower	Product
CZECH EXPORTER	Financing of production for export Supplier's credit Guarantees Financing of market prospection Purchase of export receivables
CZECH INVESTOR	Financing of investments abroad
FOREIGN IMPORTER	Buyer's credit
EXPORTER'S BANK	Refinancing of supplier's or buyer's credit
IMPORTER'S BANK	Refinancing of buyer's credit

CEB's credit portfolio (1/2)

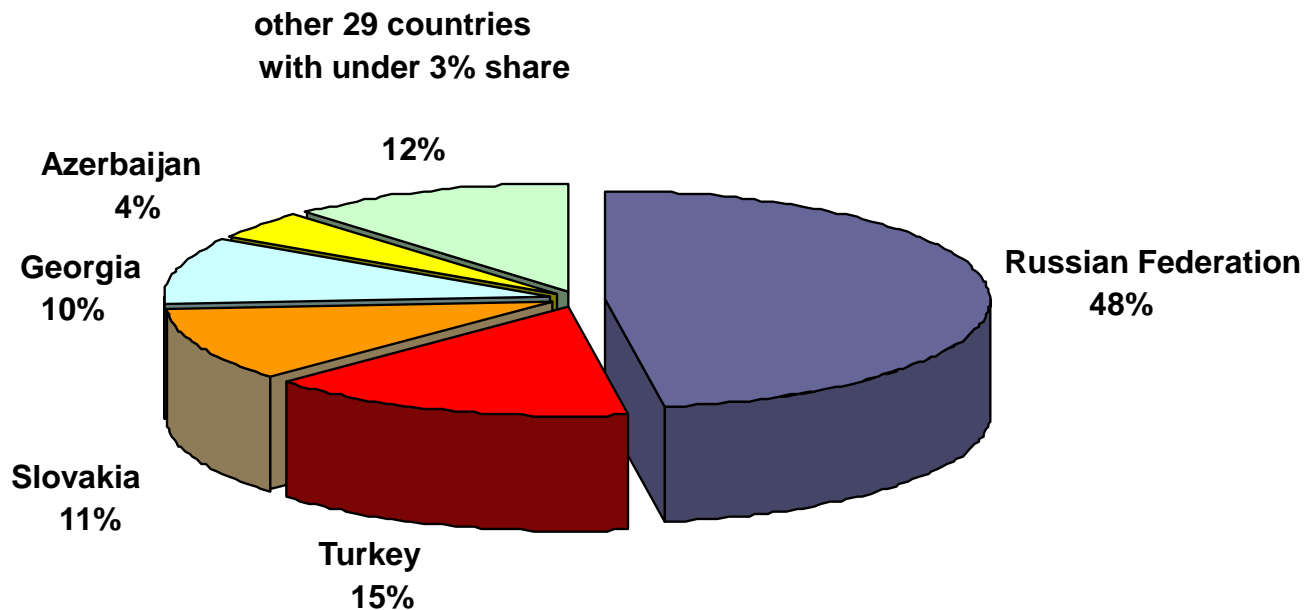
CEB's credit portfolio by products (2007 – 2010)



Volume CZK 108,8 billion

CEB's credit portfolio (2/2)

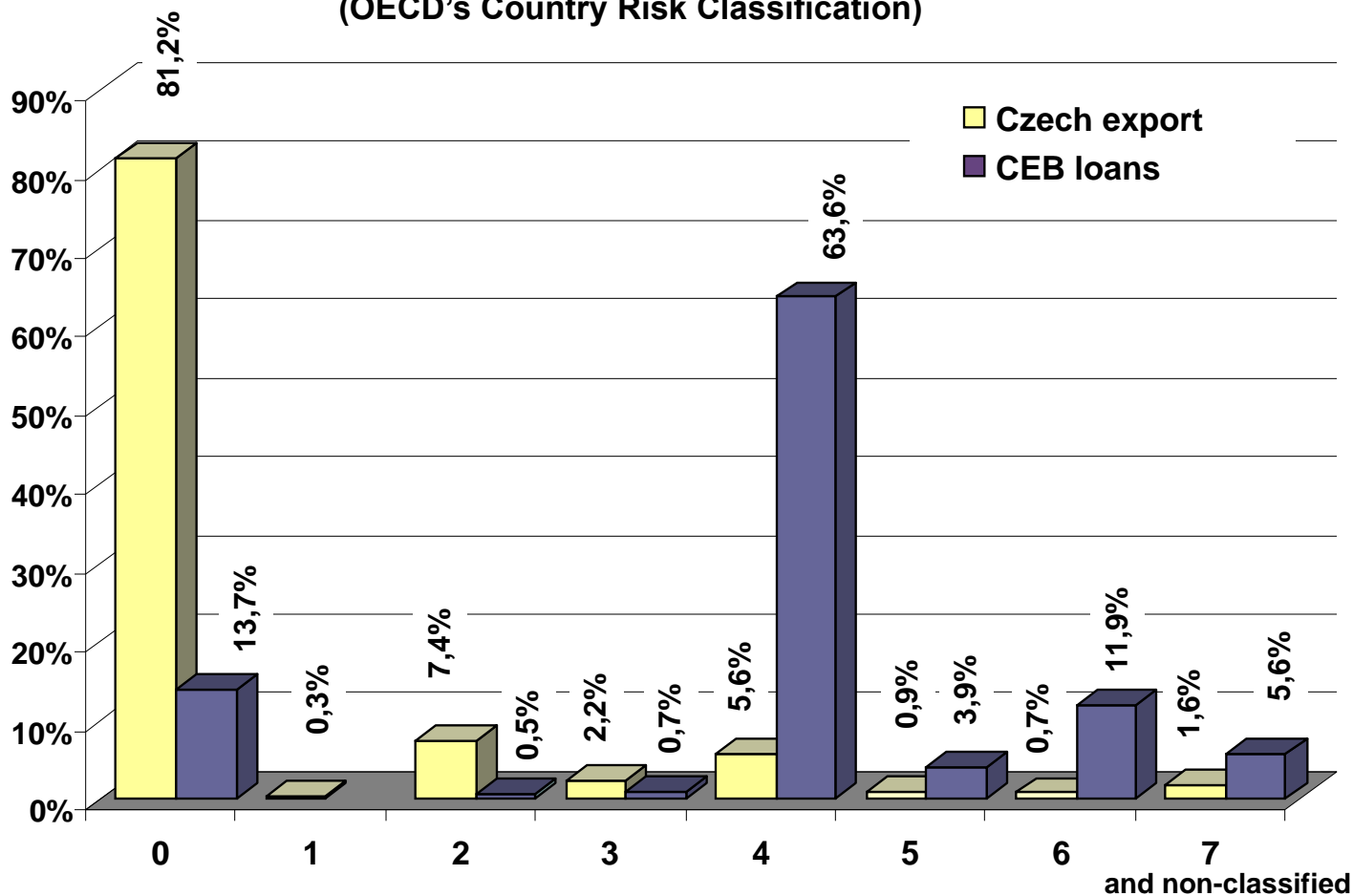
CEB's credit portfolio by countries as of 31.12.2010 according to final export destination (total CZK 56,97 billion)



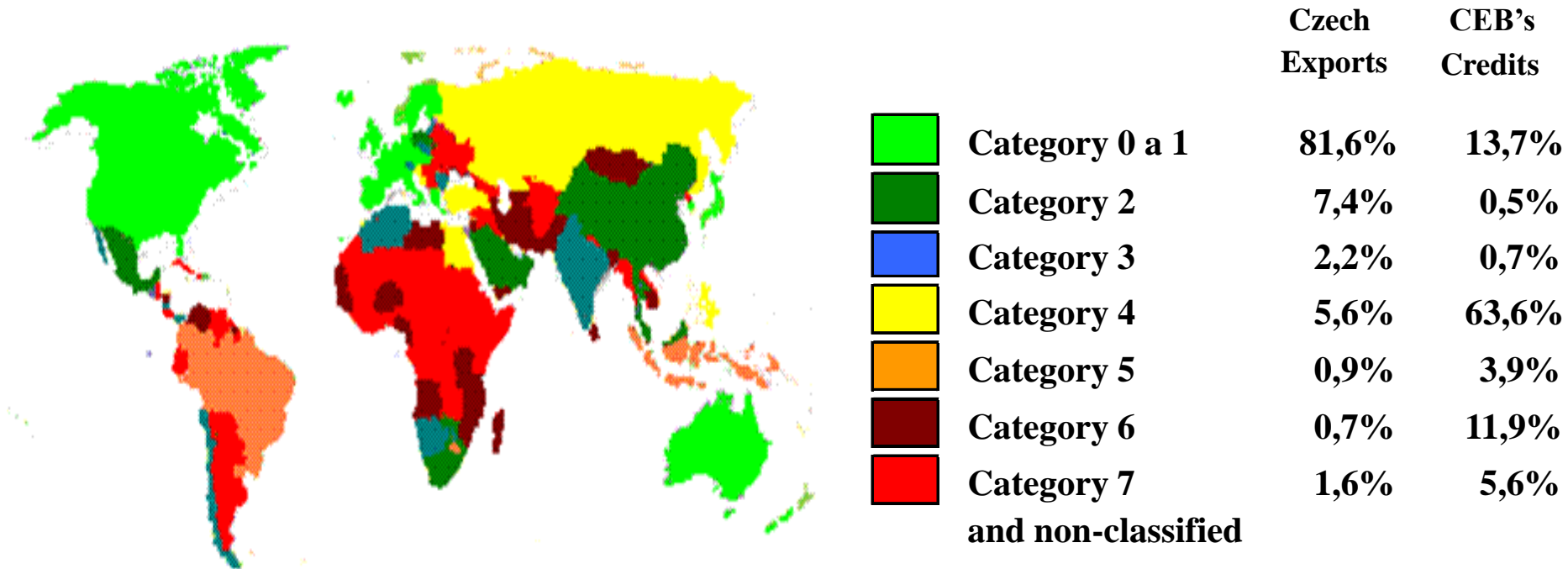
Structure of Czech exports vs. CEB's credits (2010) (1/2)

Comparison by risk classification of the final export destination

(OECD's Country Risk Classification)



Structure of Czech exports vs. CEB's credits (2010) (2/2)



Source: OECD, MF, CEB's statistics

CEB activities in Asia

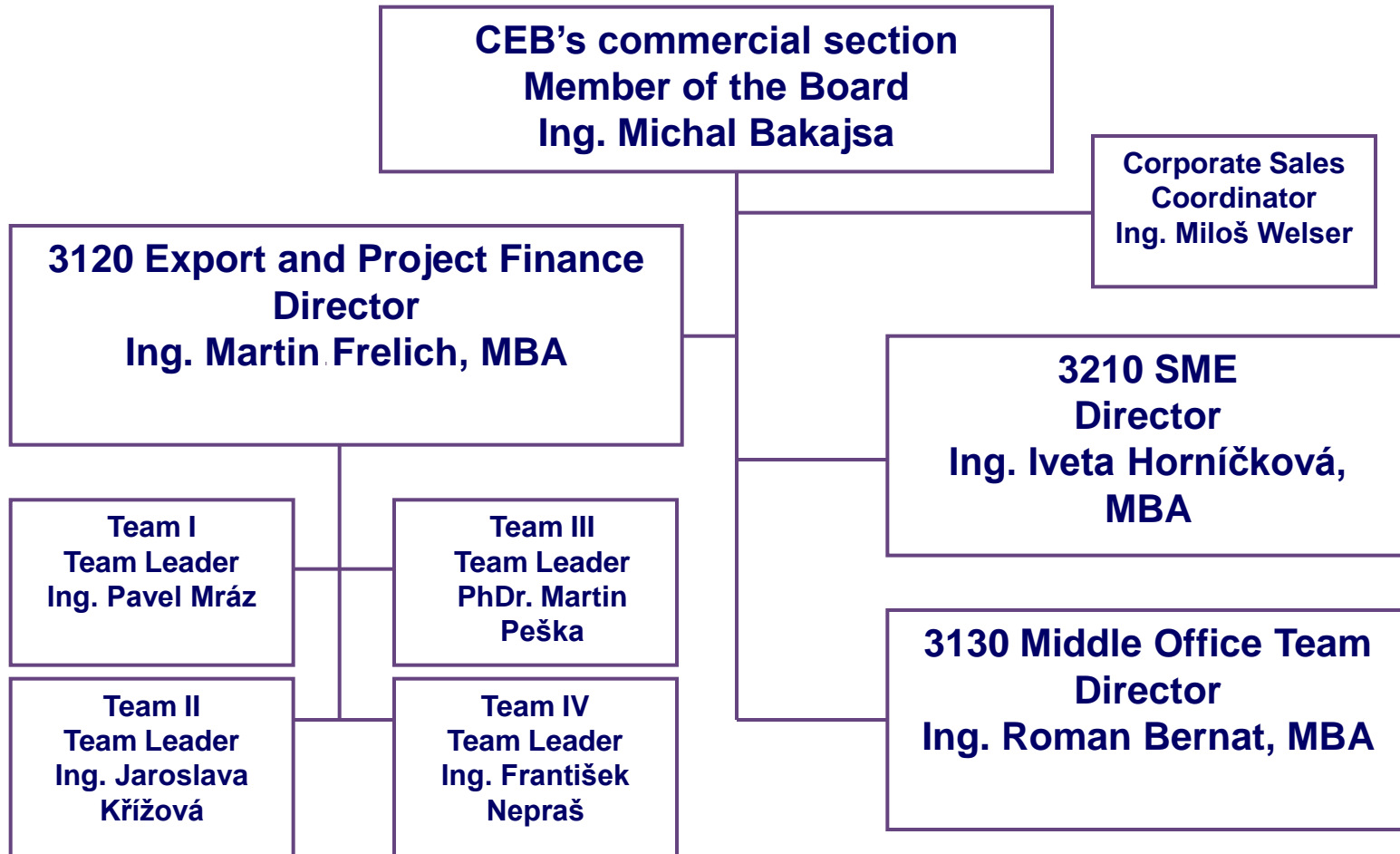
Selection of large-scale transactions

• Power plant «Adularya», Turkey	440 mil. €
• Power plant «Afsin-Elbistan», Turkey	310 mil. \$
• Investments: hydropower stations, Turkey	308 mil. €
• Power plant «Shen-Tou», China	306 mil. \$
• Reconstruction of motorway, Baku, Azerbaijan	180 mil. \$
• Investments: hydropower stations, Georgia	152 mil. €

CEB is further involved in numerous existing and potential transactions in the entire Asian region, including the countries of: **Azerbaijan, China, Georgia, India, Indonesia, Iraq, Jordan, Kazakhstan, Mongolia, Pakistan, Sri Lanka, Syria, Turkey, Turkmenistan, UAE, Uzbekistan, Vietnam, Yemen**



Organisational structure of front office





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Thanks for your kind attention