



Financing and securing payments of exports to Russia & other JCC countries

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Who we are: The bilateral background

Building bridges for our clients in Switzerland and Russia/other JCC countries



Sberbank Group

- Founded in 1841
- 280,000 employees
- 14,000 branches
- 96 million clients
- 1 million corporate clients

Sberbank (Switzerland) AG

- Swiss banking license since 2011
- 105 employees in Zurich
- Equity: CHF 600 million
- Current loan volume: CHF 1.3 billion
- Market leader for Russian & CIS credit risks

Client focus – giving our clients an edge over their competitors

- Exclusive focus on physical goods and service flows between Switzerland and Russia/other JCC countries
- Explicit risk appetite for Russia/other JCC countries
- Extensive expertise on Russia/other JCC countries and a local branch network
- Swiss legal, political and banking stability



Sberbank presence, main global offices

Securing payments and deliveries

- Letters of credit
- Guarantees & sureties
- Documentary collections

Financing

- Confirmation and prepayment of letters of credit issued by Russian/other JCC countries' banks
- Long-term financing for Russian/other JCC countries' corporates' purchases of Swiss/EU equipment and services
- Working capital facilities for Swiss exporters selling equipment and services to Russian/other JCC countries' corporates

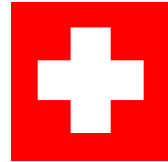
Interest and currency hedges

- Interest rate swaps (short to long-term)
- Cross-currency swaps for all currencies

Typical solution structures

Examples

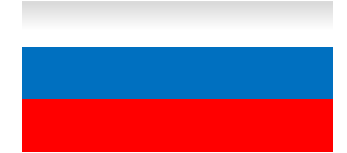
Case 1
Sale of Swiss
manufactured
machinery to a Russian
buyer



Swiss
manufacturer



*Securing and prepaying payments
due from a Russian buyer*



Russian
buyer

Case 2
Swiss EPC contractor
manages the delivery of
an infrastructure project



Swiss
engineering office

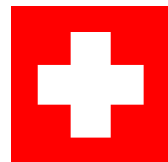


*Provision of a loan to the Russian buyer and direct
payment to the Swiss EPC contractor*



Russian
buyer

Case 3
Regular sale of Swiss
manufactured products
and services to various
CIS-based buyers



Swiss
manufacturer



*Prepayment in CHF of future payments
due in various currencies*



CIS
buyer

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