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# ABOUT THE EXPORT CREDIT AGENCY OF KAZAKHSTAN (ECA)

National Institute for Development and Promotion of Non-Raw Exports.

Promotion of Kazakhstani producers of non-raw goods and suppliers of works/services through insurance, guarantee and financial support measures at all stages of the export cycle.

International representative offices are established in the Russian Federation, Kyrgyzstan, Tajikistan, Uzbekistan and China.





Subsidiary of Baiterek NMH JSC



Official member of the Berne Union/Prague Club since 2004



A full member of the Association of Major Export Credit Agencies of Islamic Countries and the Arab World since 2014



Financial strength rating of Baa2, with a positive outlook (level of Kazakhstan's sovereign rating)

#### SUPPORT AT ALL STAGES OF THE EXPORT CYCLE



Reducing the risk of nonpayment under export contracts

Insurance of export credits and receivables



Establishment of an exportoriented enterprise

Attracting investment loans under the cover of ECA

#### **OPPORTUNITIES AND BENEFITS OF COOPERATION**



Strategy of safe access to new markets



Export on deferred payment terms



Bank financing if there is a shortage of collateral for working capital and investments



Financing a foreign buyer to purchase Kazakhstan goods/works/services

#### **COVERED INSURANCE RISKS**

#### **POLITICAL RISKS**

- Restriction or ban on a currency conversion, transfer of payments
- Riots, civil unrest, war
- Cancellation or default of a contract by a foreign government authority

- Restriction or prohibition to deliver goods by a foreign country
- Insurance payment of up to 100% of the export credit amount





Modernization of production, capacity increase



Increase export volume and entry into new markets

Insurance of letters of credit and foreign buyer financing



Assistance in the attraction of turnover capital

Financing of working capital and reduction of cash gaps



Protecting Kazakh investments abroad against political risks



Improving exporter and importer credit conditions



Assuming the risk of non-payment by a foreign buyer



Free verification of the reliability of a foreign buyer

#### **COMMERCIAL RISKS**

- The buyer's failure to meet the contractual obligations
- The bankruptcy of the buyer, liquidation without legal successors
- The bankruptcy of a foreign bank
- Insurance payment up to 100% of export credit amount







### **EXPORT CREDIT INSURANCE**

This tool protects the exporter against the risk of non-fulfilment of financial obligations by foreign contractors when selling goods, works/services for export with a deferred payment term

#### **Insurance procedure**



The exporter and importer conclude The exporter submits insurance an export contract with a deferred payment option



application to ECA



ECA examines the application and concludes an insurance contract with the exporter







If the importer fails to pay for the goods received, ECA compensates the exporter's loss

Implemented projects:	Products:	Export destination:
KSP Steel LLP	Seamless steel pipes	Russia
IT&M LLP	Heat insulation	Kyrgyzstan, Russia, Uzbekistan
Prombaza-7 JSC	Sunflower oil	Germany, China, Poland, Russia, Tajikistan, Uzbekistan
Trading house MALU LLP	Tea, coffee	Kyrgyzstan
SWEET ideas-KZ LLP	Confectionery products	Kyrgyzstan





**Deferred payment contract** 

Receivables insurance contract







**EXPORTER** 



Compensation of losses

# SHORT-TERM RECEIVABLES INSURANCE

The instrument protects exporters against the risk of foreign buyers' non-payment when selling products or services with deferred payment terms. This product allows an exporter to insure the entire portfolio of export contracts with deferred payment terms

#### **Insurance procedure**



The exporter concludes a deferred payment export contract with the importer

2

The exporter submits an application for insurance to FCA



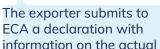
ECA examines the application and concludes an insurance contract with the exporter



The exporter pays the minimum insurance premium and delivers the goods, works and services under the export contract



trade turnover



6

In the event of a difference between the previously paid minimum insurance premium and the premium calculated on the declaration, the exporter pays the additional insurance premium



If the importer fails to pay for the goods received, ECA compensates the exporter for the loss

Implemented projects:	Products:	Export destination:
Bacchus JSC	Alcoholic drinks	Korea, Europe
LOTTE Rakhat JSC	Confectionery products	Mongolia, Russia, Tajikistan, Uzbekistan
Shymkentmay JSC	Oil and Fat Products	Afghanistan, Kyrgyzstan, Russia, Tajikistan, Uzbekistan
Aluminium of Kazakhstan LLP»	Aluminium profiles	Italy, Kyrgyzstan, Lithuania, Poland, Russia, Uzbekistan, Ukraine
LUKOIL Lubricants Central Asia LLP	Petroleum products	Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan



### **PRE-EXPORT FINANCING**

The exporter is provided with financing at a reduced rate of interest for the replenishment of working capital to produce exported goods, works/services

**EXPORT** 

#### Insurance procedure



The exporter and importer enter into a contract under the terms of deferred payment

The exporter and ECA conclude an insurance contract

The exporter applies to a bank for financing



ECA places a conditional bank deposit

The bank provides a loan to the exporter to replenish working capital

The exporter prepares a batch of goods or works/services and makes a shipment to the buyer



The exporter pays the insurance premium

After the contract is fulfilled, the exporter repays the loan

If the importer fails to fulfil its obligations, ECA compensates the exporter for losses

Implemented projects:	Export/Products:	Export destination:
AdiCom 2000 LLP (Sergek Group)	Sergek - intelligent public and road safety system	Uzbekistan
Almaty Product LLP	Confectionery products	Germany, Kyrgyzstan, Mongolia, Russia, Tajikistan, Uzbekistan

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# ADVANCE PAYMENT INSURANCE

This tool provides protection to a foreign company (Importer) purchasing Kazakhstani goods/services from a Kazakhstan company on advance payment terms

#### Insurance procedure



The exporter and importer enter into a contract under the terms of advance payment



ECA and the exporter sign an insurance agreement of the exporter's legal liability on the return of advance payment







In case of default on contractual liabilities and failure to return the advance payment, ECA compensates the importer for losses

Implemented projects:	Products:	Export destination:
KAZ-IR AGRO LLP	Safflower oil	Czech Republic, Germany, the Netherlands, China
EFKO KAZAKHSTAN LLP	Fat and oil products	Russia, Uzbekistan, Tajikistan



Provision of insurance cover as security

Compensation of loss in case of exporter default

FINANCIAL INSTITUTIONS

Tripartite insurance contract

Financing for export operations



**EXPORTER** 







Export contract, shipment of goods and receipt of proceeds

## LOAN INSURANCE

The instrument provides financial institutions with protection against the risk of an exporter defaulting on their financial obligations under a loan agreement. Additionally, it enables exporters to obtain financing even when the collateral is insufficient

#### Insurance procedure



The exporter obtains approval from the bank to borrow funds

2

The exporter applies to Export Credit Agency for loan insurance



Export Credit Agency, the bank, and the exporter conclude a tripartite loan insurance contract



Export Credit Agency insures the bank against the risk of the exporter failing to fulfill their obligations under the loan agreement



The Bank grants a loan to the exporter, the purpose of the loan includes export development



In case of borrower default, ECA compensates the bank for losses

Implemented projects:	Products:	Export destination:
Bayan Sulu JSC	Confectionery products	Armenia, Azerbaijan, Belarus, Georgia, China, Kyrgyzstan, Mongolia, Russia, Tajikistan, Turkey, Ukraine, Uzbekistan
Hyundai Trans Kazakhstan LLP	Cars	Belarus, Kyrgyzstan, Uzbekistan
Kainar-AKB LLP	Batteries and accumulators	Afghanistan, Armenia, Azerbaijan, Belarus, Georgia, Kyrgyzstan, Russia, Tajikistan, Turkey, Turkmenistan, Ukraine, Uzbekistan
Shin-line LLP	Ice cream	Azerbaijan, Mongolia, Russia, Tajikistan, Turkmenistan
Makinsky Thermal Insulation Plant LLP	Thermal insulation materials	Mongolia, Russia, Uzbekistan, Tajikistan, Kyrgyzstan



# PROJECT FINANCING INSURANCE

Insurance procedure



Export Credit Agency provides insurance to the bank against the risk of non-performance by the exporter on the loan granted for investment purposes



The credit institution provides the exporter with a loan for an investment project (project financing), the purpose of which includes the development of exports

export potential



The instrument allows a credit organisation to obtain insurance protection against the risk of non-payment by a Kazakhstani

enterprise (exporter) on its obligations under a loan agreement secured for the implementation of an investment project with

In case of default of the borrower (exporter), ECA compensates the losses of the credit institution

#### Implemented projects:

#### **Products:**

#### Export destination

Prima Kus LLP

Poultry meat, poultry by-products and sausages

Uzbekistan, Kyrgyzstan, Tajikistan, Mongolia, China





FOREIGN BANK

Financing



**Letter of Credit Contract** 

# EXPORT TRADE FINANCE AND LETTER OF CREDIT INSURANCE

**EXPORT** 

These tools were introduced to stimulate demand for Kazakhstan products from foreign buyers. Financing is provided to foreign companies to buy Kazakhstan goods through Kazakhstan banks in the framework of the letter of credit payment method

A Letter of Credit is a form of settlement. It is an obligation of the issuing bank to make payment to the seller/exporter upon submission of shipping documents that comply with the terms of the Letter of Credit

#### Insurance procedure



The exporter and importer sign an export contract



The importer submits to its bank (the issuing bank) to issue a letter of credit in favour of the exporter's bank (the confirming bank)



The importer's bank (issuing bank) issues a letter of credit requesting the addition of a confirmation



The exporter's bank (confirming bank) and ECA conclude an insurance contract



The exporter makes shipment of the goods and submits the shipping documents under the terms of the letter of credit to its bank (confirming bank)



When the term of financing is up to two years, ECA places a bank deposit for the amount of the shipping documents in the exporter's bank, which in turn makes payment to the exporter. When the term of financing exceeds two years, the bank finances at its own expense



For an obligation defaulted by the importer's bank (issuing bank), ECA makes an insurance payment in favour of the exporter's bank (confirming bank)

Implemented projects:	Products:	Export destination:
TERRA LLP	Meat on bone, meat	Uzbekistan
KAINAR-AKB LLP	Accumulators	Uzbekistan
SHYMKENTTEMIR LLP	Steel billets	Uzbekistan
Zharkent Starch Factory LLP	Starch molasses	Uzbekistan
SaryarkaAvtoProm LLP	Cars	Tajikistan





### INSURANCE OF THE EXPORTER'S **LEGAL LIABILITY TO FINANCIAL ORGANIZATIONS**

The tool allows a financial institution to get insurance coverage against the risk of a Kazakhstan enterprise (exporter) defaulting on its obligations under the guarantee

#### Insurance procedure



The exporter enters into an export contract with a foreign buyer

The exporter submits to a bank an application for a guarantee under ECA insurance

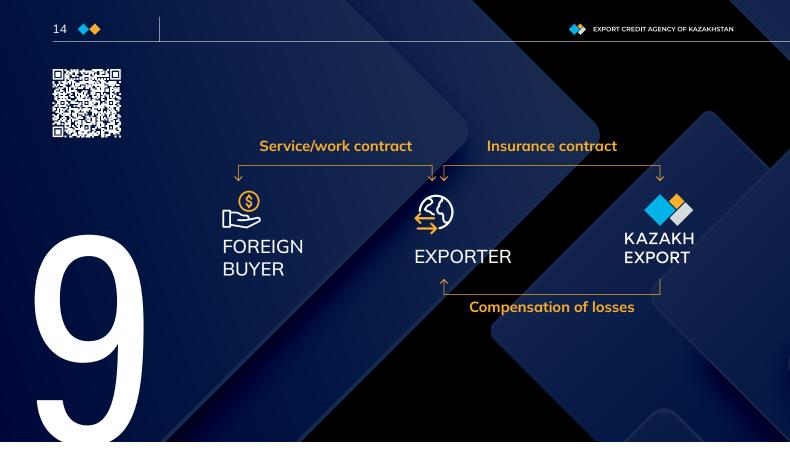
The exporter applies to ECA for insurance and, once the terms have been agreed upon, concludes an insurance contract and pays the insurance premium



The bank provides a guarantee for the obligations of the exporter

ECA compensates the bank for losses in the event that the exporter fails to fulfil its obligations under the Guarantee

Implemented projects:	Export/Products:	Export destination:
AgromashHolding KZ JSC	Agricultural machinery	Russia, Belarus
AAEngineering Group LLP	Design and construction services	Kyrgyzstan



# INSURANCE OF EXPORTER'S LOSSES RELATED TO THE PERFORMANCE OF WORKS, PROVISION OF SERVICES

The tool provides a Kazakhstan enterprise (exporter) with protection under export contracts providing for the performance of works/services on deferred payment terms against the risk of non-payment by a foreign buyer and in case of unreasonable and unmotivated evasion/rejection of acceptance of performed works/services performed by the exporter

#### Insurance procedure



The exporter concludes an export contract with a foreign customer for the execution of works/provision of services



The exporter submits an insurance application to ECA



ECA reviews the application and concludes an insurance contract with the exporter



The exporter pays the insurance premium and executes works / renders services according to the export contract



If the foreign customer refuses to accept the work or services performed for unreasonable reasons and/or fails to pay for the work or services performed - ECA compensates the exporter's losses

Implemented projects:

**Export:** 

yport destination

KAZGIPROTSVETMET LLP

Design and Construction Services

Italy, Kyrgyzstan, Russia, China, Germany, Australia, Poland



# FINANCIAL LEASING INSURANCE

This product provides an opportunity to access leasing options for the purchase of equipment by a foreign counterparty, especially when there is insufficient collateral or the lessor is unwilling to assume the full risk of the transaction

#### Insurance procedure



The exporter and a foreign buyer conclude an export contract

2

The foreign buyer files an application for leasing to a leasing company

**3** 

ECA concludes an insurance agreement with a leasing company 4

The leasing company and the foreign buyer conclude a financial leasing agreement



The foreign buyer pays the exporter for the goods using the borrowed money or the leasing company pays for the goods to the exporter

6

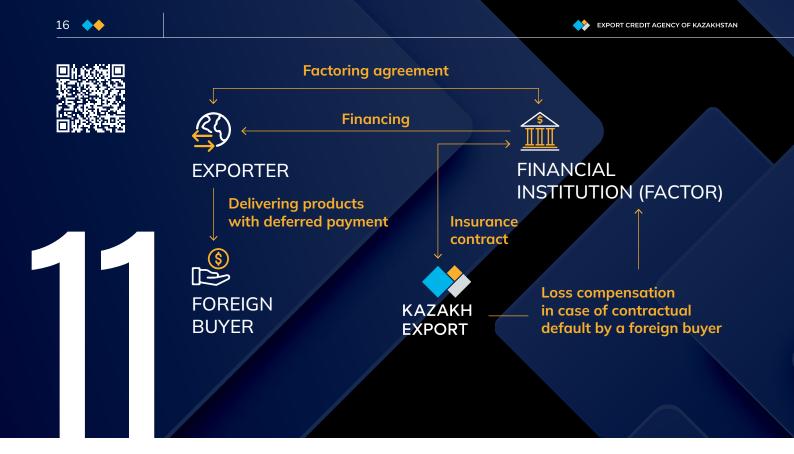
The exporter delivers the goods to the foreign buyer

**→** 7

In case of foreign buyer default on the leasing, ECA compensates losses to the leasing company

Implemented projects:	Products:	Export destination:
AGRITECH LLP	Soy protein	Israel

\* Subsidies are available for the interest rate, provided that domestic high-tech goods and manufacturing services are exported



# INTERNATIONAL FACTORING INSURANCE

It is an insurance protection of a financial institution under factoring transactions against the risk of non-fulfilment by foreign counteragents of its contractual obligations

#### Insurance procedure



The exporter and the financial institution providing factoring services (hereinafter referred to as the "Factor") shall enter into a factoring agreement



ECA and the Factor shall enter into a factoring insurance contract



The exporter shall deliver its products to the importer



After the Exporter has provided documents on the shipment of its products, the Factor shall paythe Exporter the cost of the delivered products



If the Importer fails to perform its obligations to the Factor, ECA shall compensate the Factor for losses

Implemented projects: Export destination:

Kamerton Company LLP Cheeses Europe, Kyrgyzstan, Russia, Uzbekistan



### INSURANCE OF BANK GUARANTEES ISSUED BY FOREIGN BANKS

The instrument protects exporters against the risk of default by a foreign bank on guarantees issued in the context of fulfilling export contracts

#### Insurance procedure



The exporter and the foreign buyer enter into a contract for the supply of goods/services



The foreign buyer applies to his bank to issue the guarantee



The foreign buyer's bank issues the guarantee in favour of the exporter



The exporter concludes with ECA an insurance contract for the guarantee



If the foreign buyer breaches the terms of the export contract, the exporter issues a claim to the foreign buyer's bank



If the foreign buyer's bank fails to honour the payment terms, ECA compensates the exporter's losses



#### Provision of insurance coverage as collateral

**FOREIGN** 

**BUYER** 



Tripartite insurance contract

FINANCIAL
INSTITUTIONS

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**KAZAKH** 

**EXPORT** 

Export contract, delivery of goods, works/services and receipt of proceed

Provision of financing for the purchase of Kazakhstan products/works/ services

# INSURANCE OF A CREDIT INSTITUTION WHEN FINANCING A FOREIGN COUNTERPARTY

The tool allows a credit institution to have insurance coverage against the risk of non-payment by a foreign buyer for its obligations under a credit agreement

#### Insurance procedure



ECA provides insurance coverage for a credit institution against the risk of default

2

The credit institution provides the importer with a loan to fulfil obligations (purchase of goods/ works/services) under an export contract with Kazakhstan enterprise (exporter) 3

If the borrower (importer) fails to fulfil its obligations to repay the principal debt under the loan agreement, ECA compensates the losses of the credit institution

\* Subsidies are available for the interest rate, provided that domestic high-tech goods and manufacturing services are exported



# INSURANCE OF THE EXPORTER'S LEGAL LIABILITY ON FORWARD CURRENCY TRANSACTIONS

The tool provides insurance protection to banks against the risk of default by exporters of obligations under currency term contracts

#### Insurance procedure



The exporter shall apply to the bank for the conclusion of a forward transaction for currency risk hedging



ECA, the exporter and the bank shall enter into an exporter's civil liability insurance contract for forward currency transactions



The exporter shall deliver its products/services to the importer



The importer shall pay the exporter for the supply



If the exporter fails to perform its obligations to the bank under the forward transaction, the exporter shall compensate the bank for losses





Financing, guarantees, letters of credit, etc. for export transactions



**EXPORTER** 

Export contract, delivery of goods/ works/services and receipt of proceeds



**FINANCIAL** INSTITUTIONS

Insurance contract



**Compensation of losses** in case of exporter's default

**Provision of insurance** coverage as security

## **INSURANCE OF LOSSES OF FINANCIAL** INSTITUTIONS

The tool allows a financial institution to have insurance coverage against the risk of non-payment by a Kazakhstan enterprise (exporter) for its obligations under a financial services agreement (opening a letter of credit, issuing a bank guarantee, urgent currency transaction, granting a credit (loan, financing)

#### Insurance procedure



ECA provides insurance coverage for Financial institution against the risk of default on the financial service provided

The Financial institution provides the Exporter with a financial service (opening a letter of credit, issuing a Bank guarantee, urgent currency transaction, granting a credit (loan, financing)), the purpose of which includes the development of exports

In case of default of the borrower (exporter), ECA compensates the losses of the Financial institution

#### Implemented projects:

AIIG Kazakhstan LLP

**Products:** Cotton fibre

Russia, Turkey, UAE, Latvia, China

kazakhexport.kz 21



# INVESTMENT INSURANCE

The tool allows an investor from Kazakhstan to receive insurance coverage against the risk of a foreign company's default on its obligations under an investment agreement

#### Insurance procedure



ECA provides an investor with insurance coverage against the risk of a foreign company's default on its obligations under an investment agreement

2

The investor and foreign company sign an investment agreement

**3** 

In case when a foreign company defaults on its obligations, ECA compensates losses to Kazakhstan's investor

Implemented projects:

Export destination

Ak Bidai – Terminal JSC

Iran, Azerbaijan





**BANKHOLDERS** 



**Compensation of** losses in case of exporter default on issued bonds



**Export contract** 

This tool allows for attracting financing for the development of export capacity and provides

**BONDHOLDERS' REPRESENTATIVE** 

**Tripartite** insurance contract

БИРЖА KASE\AIX

**KAZAKH EXPORT** 



ЭКСПОРТЕР



ЗАРУБЕЖНЫЙ ПОКУПАТЕЛЬ

Raising debt capital to finance export operations **Bond issue and placement** 

**INSURANCE** OF CIVIL LIABILITY

**ON BONDS** 

protection against the risk of default to bondholders issued by exporters OF THE EXPORTER

**Insurance procedure** 



ECA, the exporter, The exporter and the bondholders' representative enter into a civil liability insurance agreement for the exporter's obligations under the bonds

shall issue bonds under the insurance coverage of ECA

Due to the funds obtained from the placement of bonds, the exporter shall increase exports of its products

If the exporter fails to redeem the bonds issued by it in a timely manner ECA shall make compensation at the par value of the bonds to the bondholders

### EXPORT SUPPORT GUARANTEES

# GUARANTEE OF FULFILMENT OF OBLIGATIONS UNDER AN EXPORT CONTRACT

The guarantee secures the exporter's obligations for the proper fulfillment of an export contract involving the supply of non-raw goods, work, or services to a foreign buyer

The exporter gains a competitive advantage for concluding export contracts with new buyers by guaranteeing the fulfilment of its obligations under export contracts

#### **Beneficiary:**

A foreign buyer of goods, works, or services, as well as a payer or customer, may wish to protect themselves against the risk of the exporter's failure to deliver goods, perform works, or render services in accordance with the terms of the contract

#### **Solution Parameters:**



**Amount of guarantee:** according to the exporter's application, but not exceeding the value of the export contract

# ADVANCE PAYMENT REFUND GUARANTEE UNDER AN EXPORT CONTRACT

This Guarantee ensures the fulfillment of the exporter's obligations to return the advance payment to the foreign buyer if the exporter fails to meet the obligations under an export contract for non-raw goods, work, or services

The Guarantee is used when the exporter needs funds for production and the buyer agrees to an advance payment under the condition of the Guarantee

#### **Beneficiary:**

A foreign buyer of goods, works, or services, payer, or customer seeking protection against the risk of non-return of prepayment/advance payment if the exporter fails to fulfill its obligations

#### **Solution Parameters:**



**Amount of guarantee:** not exceeding the amount of the advance payment specified in the export contract



**Guarantee period:** until the fulfillment of obligations specified in the guarantee terms, but not exceeding the term of the export contract.



**Guarantee currency:** currency of the export contract or KZT

#### **Realisation scheme**



The exporter submits an application for a guarantee to ECA 2

ECA verifies the exporter's documents and approves the transaction

3

Exporter concludes guarantee documentation with ECA



Exporter receives the ECA guarantee



The exporter concludes an export contract with a foreign buyer

#### Prerequisites:

- compliance with ECA's Exporter Support Policy;
- submission of a valid export contract for the supply of non-raw goods, works, or services;
- experience in executing similar contracts;
- submission of a complete documentation package as per ECA's requirements.

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### TENDER GUARANTEE

This Guarantee secures the obligations of a participant in a foreign tender or competition for the procurement of goods, performance of works, or rendering of services to the organizer, in accordance with the tender documentation

The exporter has the opportunity to participate in tenders (bids, auctions) held by foreign buyers to secure export contracts for the supply of goods, performance of work, or provision of services



Organiser of the international tender/competition for the purchase of goods, performance of work or rendering of services

#### **Solution Parameters:**



**Amount of guarantee:** fixed amount set by the tender organiser



**Guarantee period:** according to the tender documentation parameters



**Guarantee currency:** according to the tender documentation parameters

#### **Realisation scheme**



Exporter decides to participate in an international tender/competition



Exporter submits an application for an ECA guarantee



ECA verifies exporter's documents and approves the transaction



Exporter concludes guarantee documentation with ECA



Exporter submits documents for international tender/competition (if the exporter wins the international tender/competition, exporter concludes export contract)

#### Prerequisites

- compliance with the ECA's Exporter Support Policy;
- submission of a complete and compliant document package as per ECA requirements;
- submission of tender documents.

### EXPORT SUPPORT GUARANTEES



# GUARANTEE PROVIDED TO A BANK TO SECURE FULFILLMENT OF EXPORTER'S OBLIGATIONS

A guarantee securing the fulfillment of the exporter's obligations for the subsequent issuance of a bank guarantee in favor of a foreign counterparty within the bank limits set in relation to Export Credit Agency

An exporter is eligible to receive a tender guarantee, a performance bond, and an advance payment guarantee from a bank. To secure these guarantees, the exporter must provide a counter-guarantee issued by Export Credit Agency

#### **Beneficiary:**

A foreign buyer of goods, works, or services, or a payer or customer wishing to protect themselves against the risk of non-performance by the exporter of their obligations to supply goods, perform works, or render services, or against the risk of non-return by the exporter of prepayment/advance payment according to the terms of the contract, as well as organizers of an international tender/competition for the purchase of goods, performance of work, or rendering of services



#### **Solution Parameters:**



#### Amount of guarantee:

As per the application submitted by the exporter, but not exceeding the value of the export contract or the amount of advance payment specified in the export contract. A fixed amount set by the tender organizer



#### **Guarantee period:**

Until the fulfillment of the obligations specified in the terms and conditions of the guarantee, but not exceeding the term of the export contract.

According to the parameters of the tender documentation



#### **Guarantee currency:**

Currency of the export contract/KZT. Currency according to the parameters of the tender documents

#### Realisation scheme



The exporter applies to Export Credit Agency for a guarantee as requested under the terms of the contract or tender



If the exporter's application is approved, Export Credit Agency issues a guarantee to be provided to the bank to secure the fulfillment of the exporter's obligations under the contract



Upon receipt of the guarantee from Export Credit Agency as security for the exporter's performance under the contract, the bank issues the requested type of guarantee

#### Prerequisites:

- compliance of the exporter with the requirements of Export Credit Agency's Policy of Support for Exporters
- experience in implementing similar contracts
- provision of a concluded export contract for the supply of non-raw goods, performance of work, or rendering of services

- submission of a complete package of documents, according to the established list
- submission of tender documentation

### **OUR PARTNERS**

### berneunion

Member of the Prague Club of the Berne Union (Switzerland) – the leading global association for the export credit and investment insurance industry



Member of the Aman Union – the association of major export credit agencies in the Arab and Islamic world







Member of the ICISA, international credit insurance association (the Netherlands) Member of the Association of Financiers of Kazakhstan Participant of the Net Zero Export Credit Agencies Alliance at UNEP FI (United Nations Environment Programme Finance Initiative) and the Oxford Centre for Innovation



































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In commitments

Kazakhstan exporters supported

**SINCE 2016** 

803.8 KZT billion

20.5

Raised funds from second-tier banks

Paid out on insurance claims



# GEOGRAPHY OF EXPORT CONTRACTS

Australia

Azerbaijan Korea Armenia Kyrgyzstan Afghanistan Latvia Bahrain Latin America Belarus Lithuania Belgium Moldova **United Kingdom** Mongolia Germany Nigeria Georgia Netherlands Israel **United Arab Emirates** 

China

India Oman
Iran Poland
Italy Russia

Kyrgyzstan Saudi Arabia

USA
Tajikistan
Turkmenistan
Turkey
Uzbekistan
Ukraine
Finland
Czech Republic
Switzerland

Sweden

Estonia

Japan

Singapore

Kazan (The Republic of Tatarstan)

menistan

The Republic of Uzbekistan
Tashkent

ekistan
The Republic of Tajikistan
Dushanbe

The People's Republic of China Guangzhou

The Republic of Kyrgyzstan Bishkek

**ECA ABROAD** 

Ekaterinburg

**The Russian Federation** 

