



KAZAKHEXPORT

EXPORT CREDIT AGENCY OF KAZAKHSTAN

INSTRUMENTS OF SUPPORT EXPORT CREDIT AGENCY OF KAZAKHSTAN



BAITEREK

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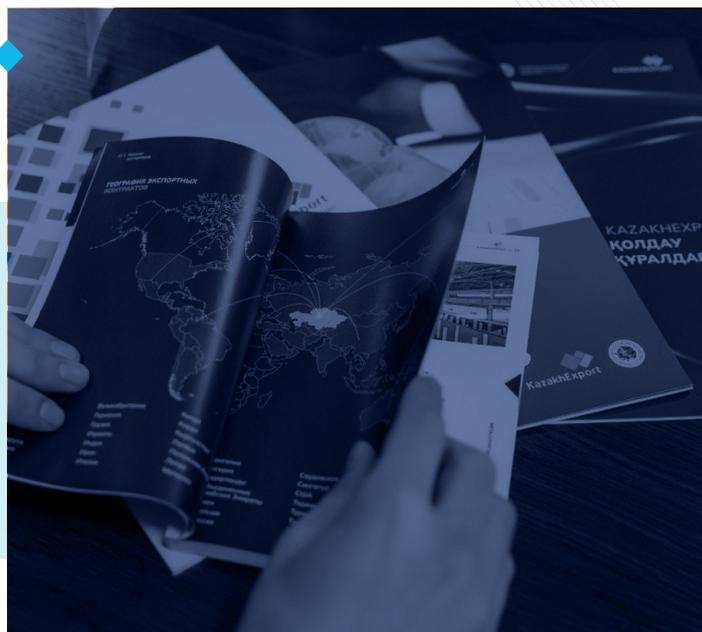
KazakhExport

ABOUT THE EXPORT CREDIT AGENCY OF KAZAKHSTAN

The Export Credit Agency of Kazakhstan is a national institution for the development and promotion of non-resource exports.

The agency provides manufacturing sector exporters and commercial banks with insurance protection against the risk of non-payment in foreign trade transactions and guarantees security at all stages of the export cycle through insurance, guarantee and financial support measures.

It has international representative offices in the Russian Federation, Kyrgyzstan, Tajikistan, Uzbekistan and China.



Subsidiary of Baiterek NMH JSC



Insurance Financial Strength Rating of Baa1, at the level of Kazakhstan's sovereign credit rating



ESG Entity Rating of '3'



Participant in the UN Global Compact, Member of UN Women WEPs (Women's Empowerment Principles) and participant in the Net-Zero Export Credit Agencies Alliance



Member of the Berne Union



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



Participant in the Green Investment Principles as part of the Belt and Road Initiative



Member of ICISA – International Credit Insurance and Surety Association (Netherlands)



SUPPORT AT ALL STAGES OF THE EXPORT CYCLE



Reducing the risk of non-payment under export contracts

Insurance of export credits and receivables



Establishment of an export-oriented enterprise

Attracting investment loans under the cover of ECA



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

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

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



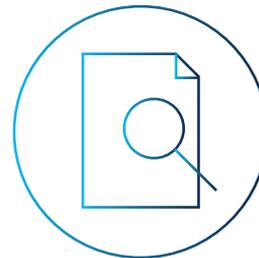
Financing a foreign buyer to purchase Kazakhstan goods/works/services



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





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



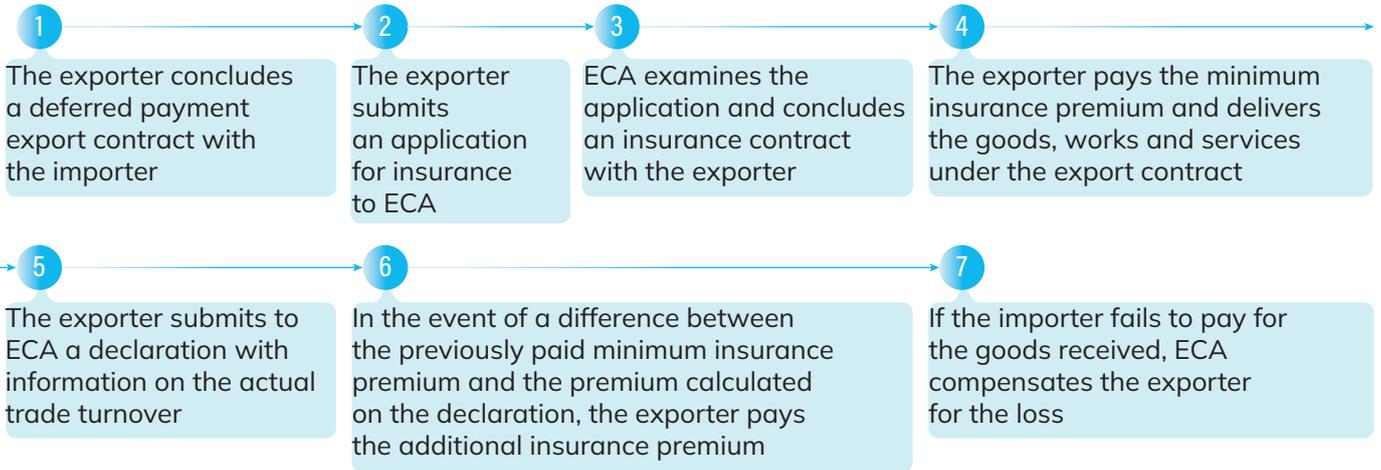
Implemented projects:	Products:	Export destination:
Khasenov E.Sh. IE (Unitea Tea Factory)	Tea products, coffee	Mongolia, Russia, Uzbekistan
IT&M LLP	Heat insulation	Kyrgyzstan, Russia, Uzbekistan
Prombaza-LLP	Sunflower oil	Germany, China, Poland, Russia, Tajikistan, Uzbekistan
Confectionery Factory Saule LLP	Confectionery products	Mongolia, Kyrgyzstan, Uzbekistan
SWEET ideas-KZ LLP	Confectionery products	Kyrgyzstan



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



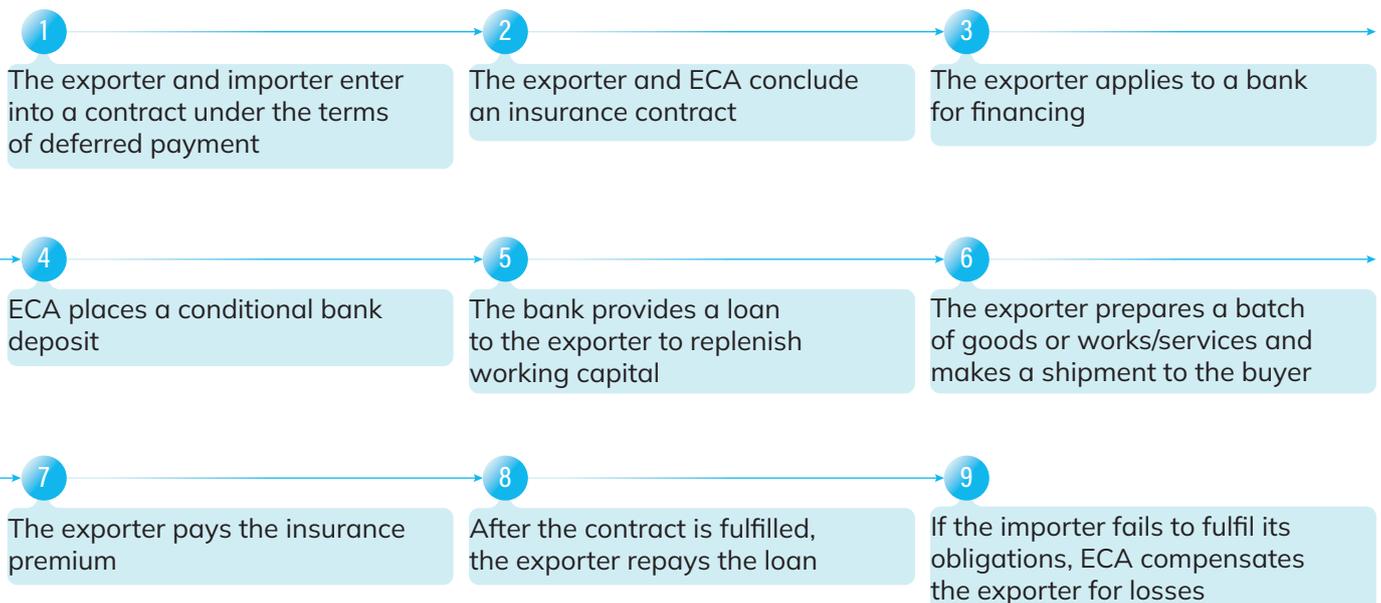
Implemented projects:	Products:	Export destination:
RIks LTD LLP	Production of non-alcoholic beverages	Kyrgyzstan
LOTTE Rakhat JSC	Confectionery products	Mongolia, Russia, Tajikistan, Uzbekistan
Aluminium of Kazakhstan LLP	Aluminium profiles	Italy, Kyrgyzstan, Lithuania, Poland, Russia, Uzbekistan, Ukraine
Kazcentrelectroprovod LLP	Production of electric wires and cables	Germany



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

Insurance procedure



Implemented projects:

Export/Products:

Export destination:

Shymkentmay JSC	Edible oils and fats products	Afghanistan, Kyrgyzstan, Russia, Tajikistan, Uzbekistan
AdiCom 2000 LLP (Sergek Group)	Sergek - intelligent public and road safety system	Uzbekistan
Almaty Product LLP	Confectionery products	Germany, Kyrgyzstan, Mongolia, Russia, Tajikistan, Uzbekistan
Asyl Arman LLP	Production of plastic packaging for goods	Russia



ADVANCE PAYMENT INSURANCE

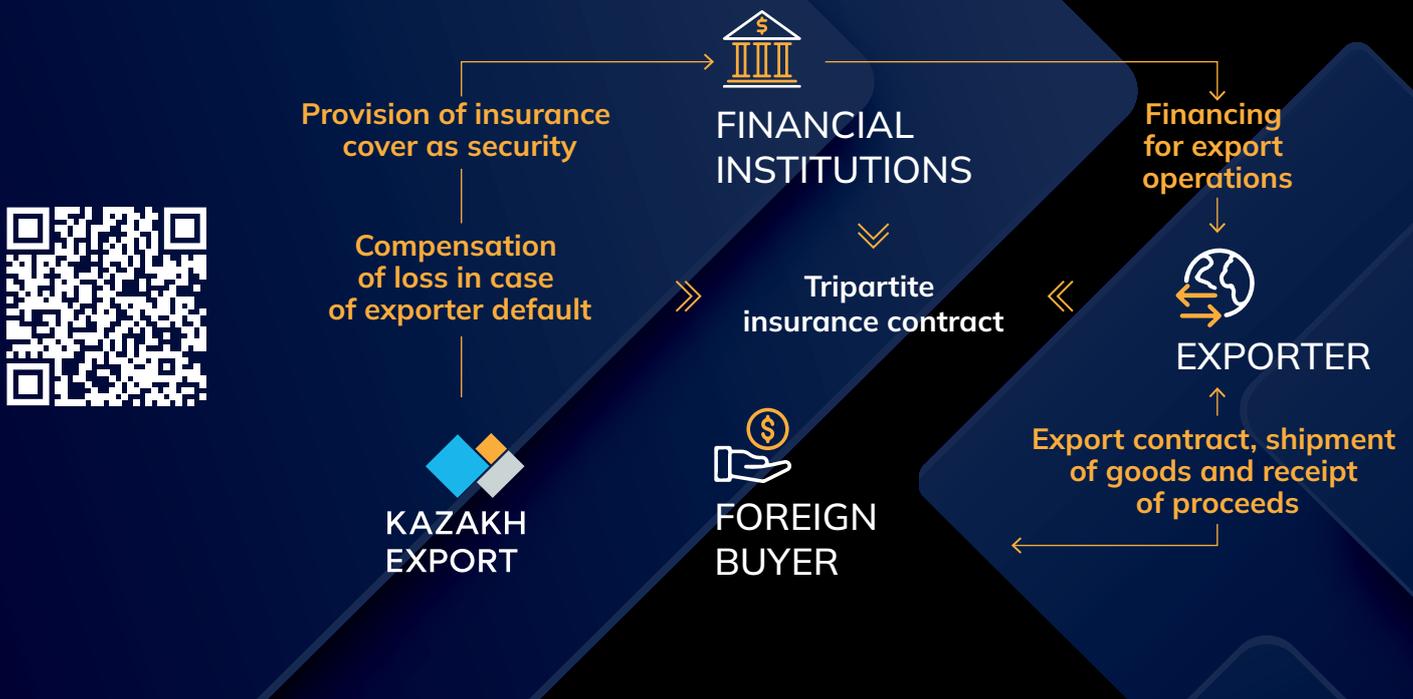
This tool provides protection to a foreign company (Importer) purchasing Kazakhstani goods/services from a Kazakhstan company on advance payment terms

Insurance procedure

- 1 The exporter and importer enter into a contract under the terms of advance payment
- 2 ECA and the exporter sign an insurance agreement of the exporter's legal liability on the return of advance payment
- 3 The importer makes an advance payment for goods or services to the exporter
- 4 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:
EFKO KAZAKHSTAN LLP	Fat and oil products	Russia, Uzbekistan, Tajikistan
Ramazan-Agro LLP	Cultivation of pome and stone fruit crops	Czech Republic, Canada

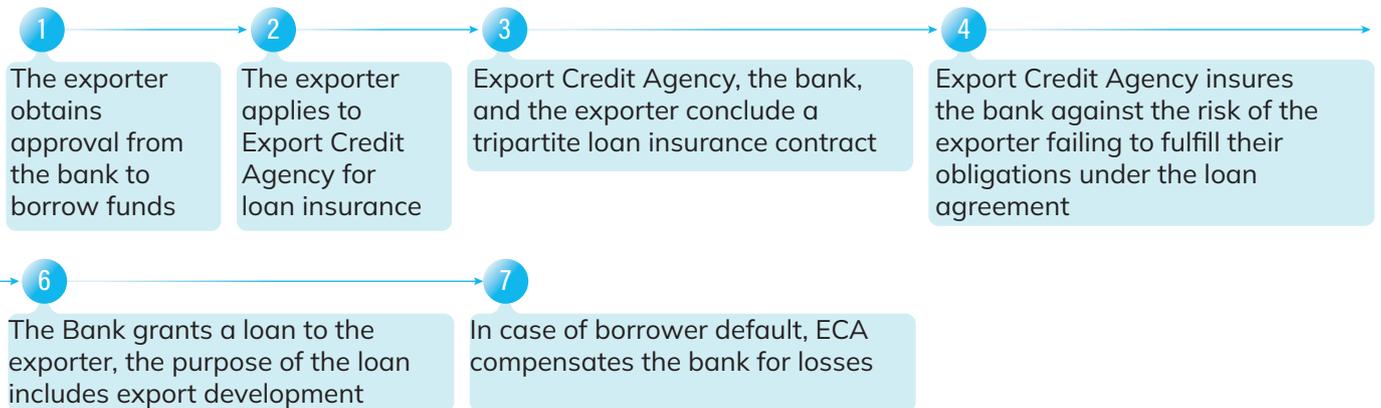




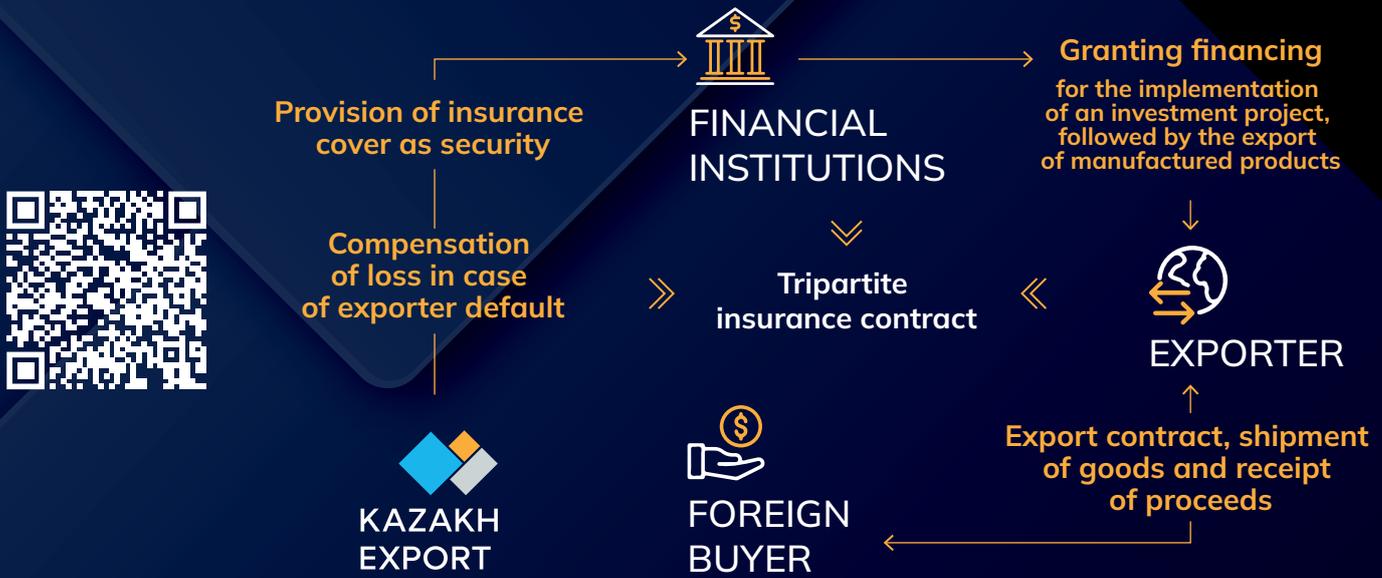
LOAN INSURANCE

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



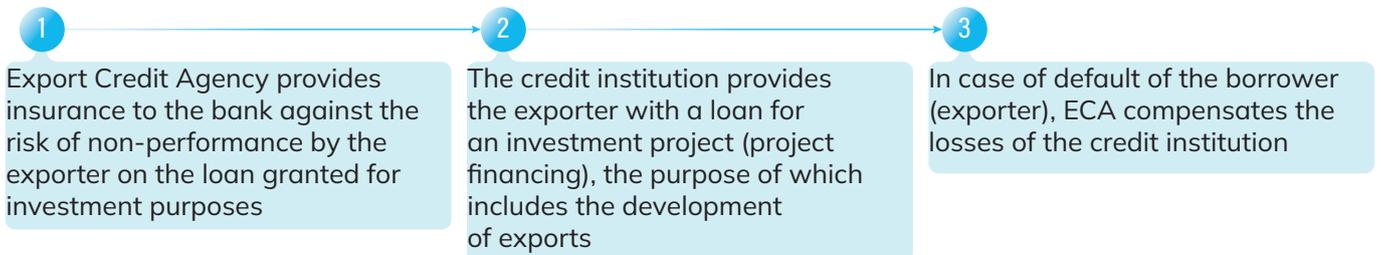
Implemented projects:	Products:	Export destination:
Bayan Sulu JSC	Confectionery products	Armenia, Azerbaijan, Belarus, Georgia, China, Kyrgyzstan, Mongolia, Russia, Tajikistan, Turkey, Ukraine, Uzbekistan
Kokshetau-Melinvest LLP	Feed flour	China
Kainar-AKB LLP	Batteries and accumulators	Afghanistan, 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
Kzyltusky Mukomolny Kombinat LLP	Feed flour	China



PROJECT FINANCING INSURANCE

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 export potential

Insurance procedure



Implemented projects:	Products:	Export destination:
Prima Kus LLP	Poultry meat, poultry by-products and sausages	Uzbekistan, Kyrgyzstan, Tajikistan, Mongolia, China

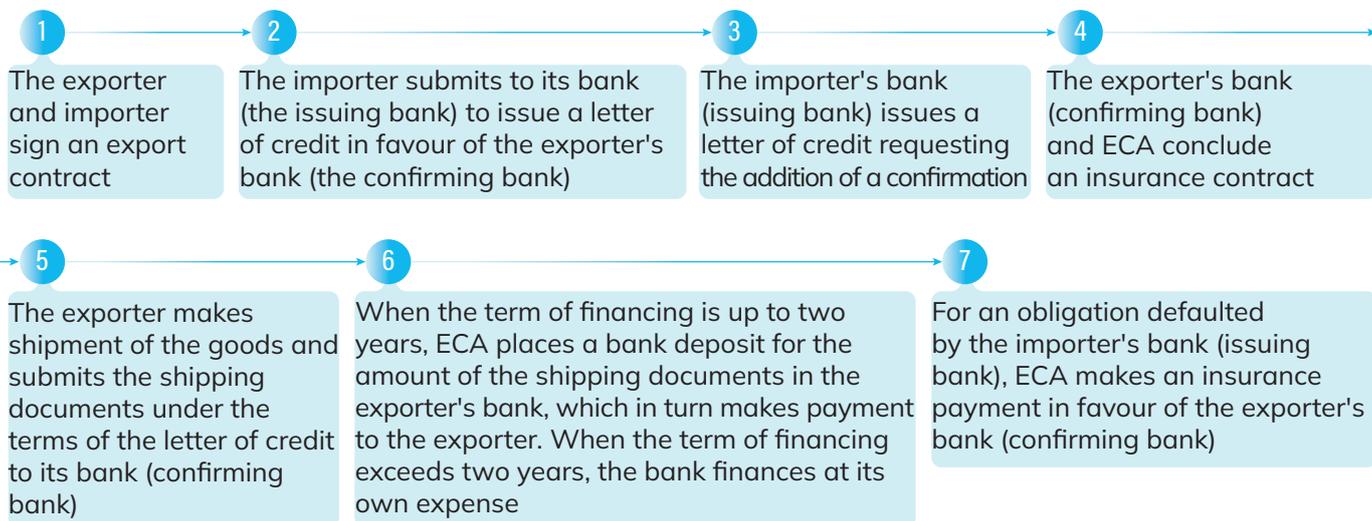


EXPORT TRADE FINANCE AND LETTER OF CREDIT INSURANCE

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



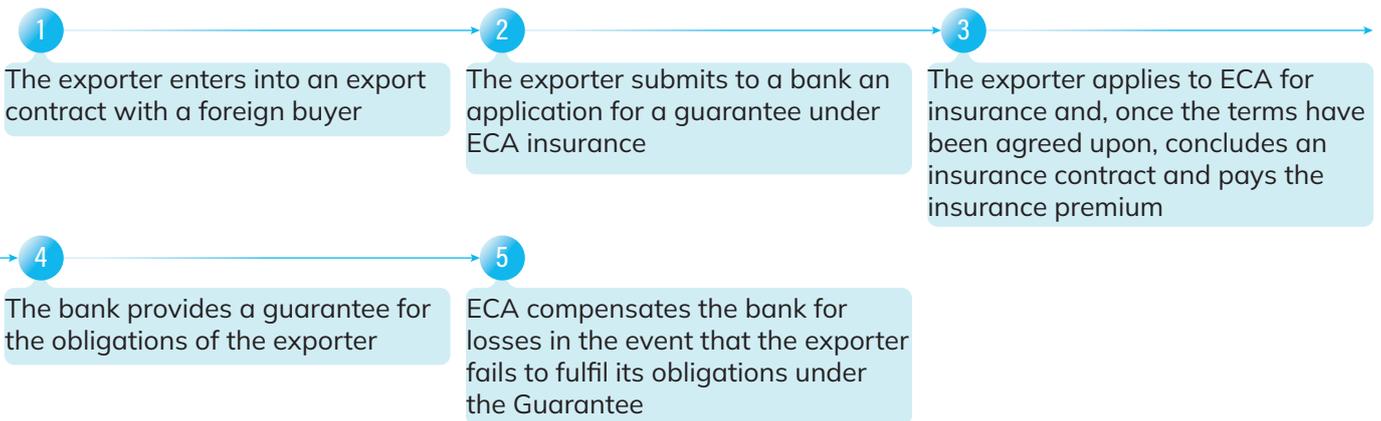
Implemented projects:	Products:	Export destination:
TERRA LLP	Meat on bone, meat	Uzbekistan
Qazaq-Astyq Group LLP	Refined oils and fats	Azerbaijan, Georgia, China, Kyrgyzstan, Latvia, Lithuania, Tajikistan, Uzbekistan, Estonia
Zharkent Starch Factory LLP	Starch molasses	Uzbekistan
SaryarkaAvtoProm LLP	Cars	Tajikistan
Agrofirma TNK LLP	Food industry	Uzbekistan



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



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



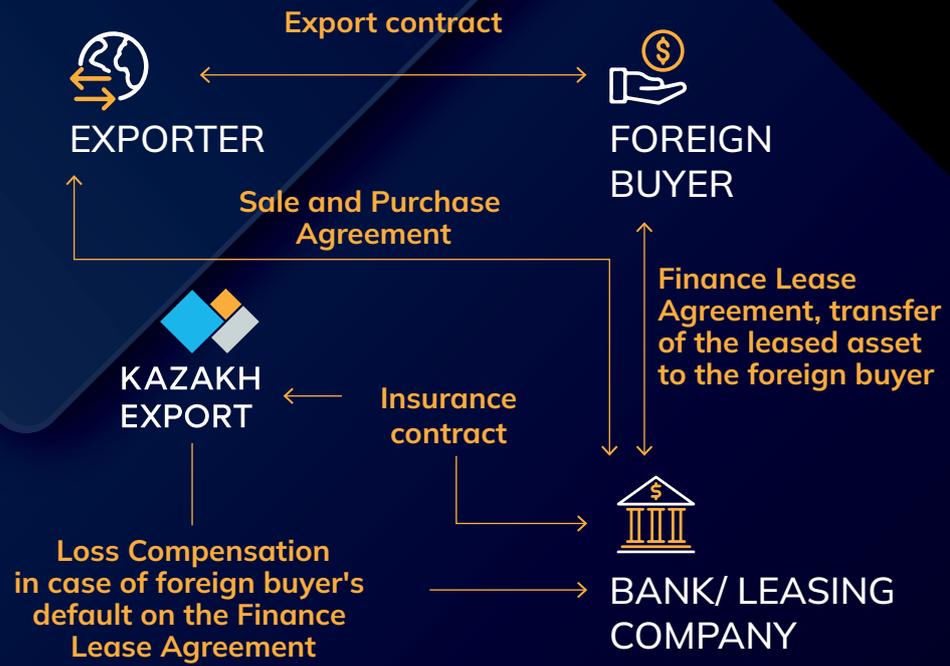
INSURANCE OF EXPORTER'S LOSSES RELATED TO THE PERFORMANCE OF WORKS, PROVISION OF SERVICES

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

- 1 The exporter concludes an export contract with a foreign customer for the execution of works/provision of services
- 2 The exporter submits an insurance application to ECA
- 3 ECA reviews the application and concludes an insurance contract with the exporter
- 4 The exporter pays the insurance premium and executes works / renders services according to the export contract
- 5 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: KAZGIPROTSVETMET LLP	Export: Design and Construction Services	Export destination: Italy, Kyrgyzstan, Russia, China, Germany, Australia, Poland
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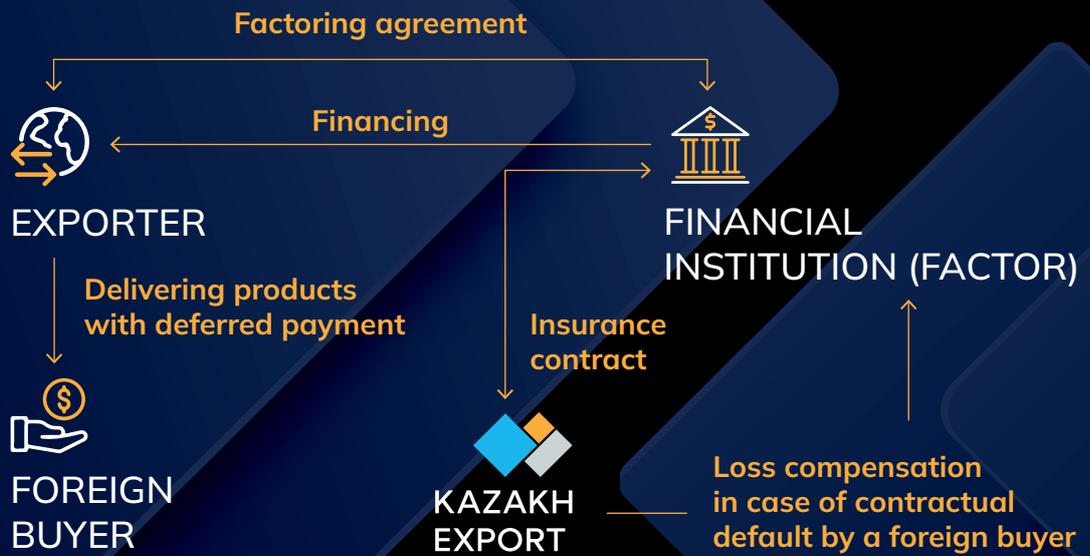
FINANCIAL LEASING INSURANCE

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



* 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 counterpart agents of its contractual obligations

Insurance procedure

- 1 The exporter and the financial institution providing factoring services (hereinafter referred to as the "Factor") shall enter into a factoring agreement
- 2 ECA and the Factor shall enter into a factoring insurance contract
- 3 The exporter shall deliver its products to the importer
- 4 After the Exporter has provided documents on the shipment of its products, the Factor shall pay the Exporter the cost of the delivered products
- 5 If the Importer fails to perform its obligations to the Factor, ECA shall compensate the Factor for losses

Implemented projects:	Products:	Export destination:
Kamerton Company LLP	Cheeses	Europe, Kyrgyzstan, Russia, Uzbekistan

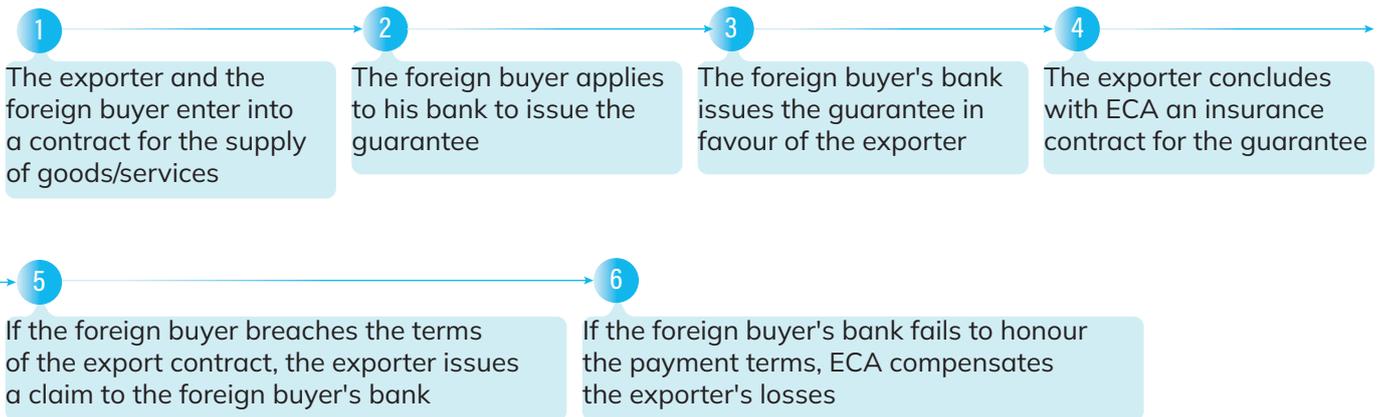


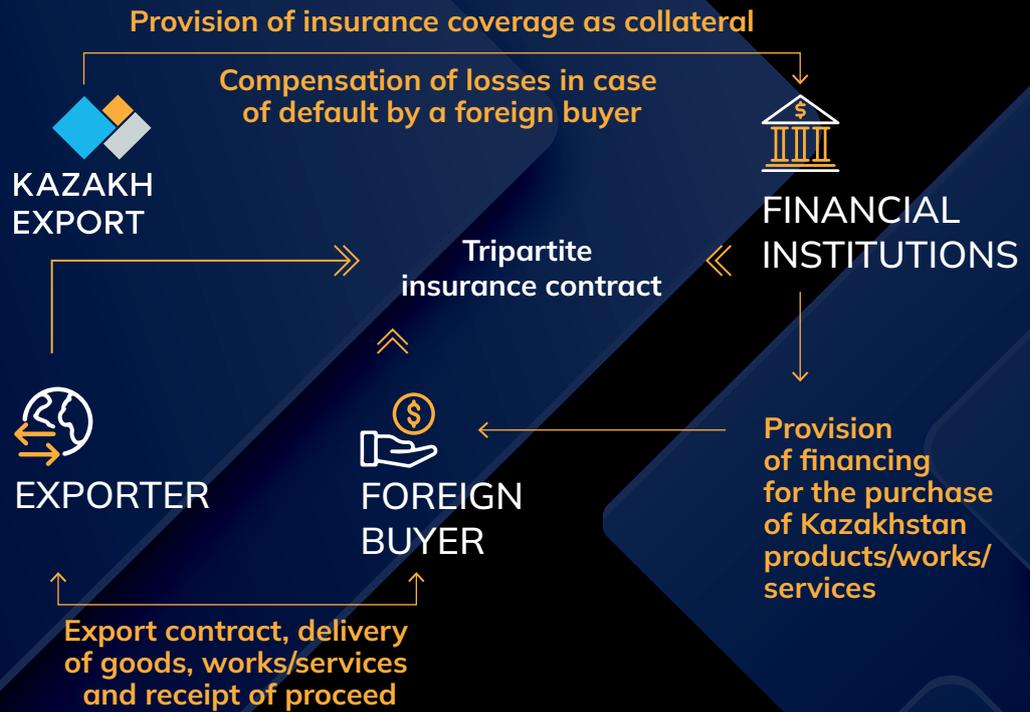


INSURANCE OF BANK GUARANTEES ISSUED BY FOREIGN BANKS

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





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

- 1 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



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

- 1 The exporter shall apply to the bank for the conclusion of a forward transaction for currency risk hedging
- 2 ECA, the exporter and the bank shall enter into an exporter's civil liability insurance contract for forward currency transactions
- 3 The exporter shall deliver its products/services to the importer
- 4 The importer shall pay the exporter for the supply
- 5 If the exporter fails to perform its obligations to the bank under the forward transaction, the exporter shall compensate the bank for losses



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



Implemented projects:

AIIG Kazakhstan LLP

Products:

Cotton fibre

Export destination:

Russia, Turkey, UAE, Latvia, China



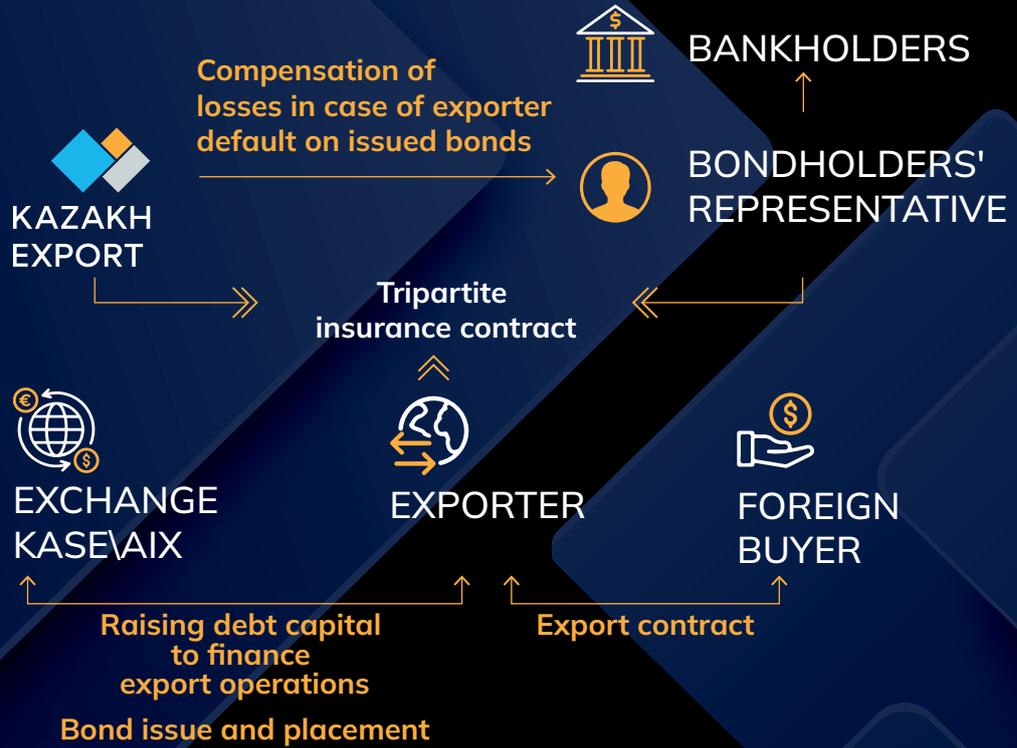
INVESTMENT INSURANCE

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

- 1 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



INSURANCE OF CIVIL LIABILITY OF THE EXPORTER ON BONDS

This tool allows for attracting financing for the development of export capacity and provides protection against the risk of default to bondholders issued by exporters

Insurance procedure

- 1 ECA, the exporter, and the bondholders' representative enter into a civil liability insurance agreement for the exporter's obligations under the bonds
- 2 The exporter shall issue bonds under the insurance coverage of ECA
- 3 Due to the funds obtained from the placement of bonds, the exporter shall increase exports of its products
- 4 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



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



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.

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

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

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

Implemented projects:

ZTOWN Development LLP

Export destination:

Uzbekistan



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



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.

EXPORT SUPPORT GUARANTEES

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

Realisation scheme

1

Exporter decides to participate in an international tender/competition

2

Exporter submits an application for an ECA guarantee

3

ECA verifies exporter's documents and approves the transaction

4

Exporter concludes guarantee documentation with ECA

5

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

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 conclude export contracts for the purchase of goods, works and services.

Beneficiary:

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

OUR CLIENTS

Almaty region

Aluminium of Kazakhstan LLP
ALFISH GROUP LLP
AsiaAgroFood JSC
IT&M LLP
Tea Center LLP
Adal Cyr LLP
Ansar Foods LLP
Shin-Line LLP
Dolce-Pharm LLP
KAG Group LLP

Almaty city

Hyundai Trans Kazakhstan LLP
Bio Elite LLP
KHBK Aksay LLP
LOTTE Rakhat JSC
Maslo-Del LLP
Almaty Product LLP
OrganicAgroExport LLP
Prima kus LLP
Bacchus JSC
BSF LLP
Goldman & Young LLP
Alina Group LLP
Orion system LLP
Tikkurila LLP

Zhetysu region

Zharkent starch factory LLP
Koger LTD LLP
Kainar-AKB LLP

Turkestan region

Dala Fruit LLP
Nurym Group LLP
Kentaу Transformer
Plant JSC

Shymkent city

Shymkentmay JSC
Bal Textile LLP
AIG Kazakhstan LLP
SWEET ideas-KZ LLP
AZALA Textile LLP
KARLSKRONA LC AB LLP
AGF GROUP LLP
Kazakhbitum LLP
Chempharm JSC

Kyzylorda region

Araltuz JSC

Mangystau region

KazAzot JSC

Atyrau region

Polymer Production LLP

West Kazakhstan Region

Poima May Kombinaty LLP
Ural Transformer Plant LLP
Ural Poultry Farm LLP
Beles Agro LLP
Bread and Dairy Plant No. 1 LLP

Aktobe region

MAXIMUS LLP
NOVO-ALJAN MILLING PLANT LLP



Kostanay region

SaryarkaAutoProm LLP
Bayan Sulu JSC
Evraz Caspian Steel LLP
Mibeko LLP
Prombaza-7 LLP
Salamat company LLP
Poultry-Agro LLP
Best Kostanay LLP
Kazogneupor-2015 LLP
Agromashholding KZ JSC

North Kazakhstan Region

SevEsilZerno LLP
Severny Potok-SK LLP
Yakorskaya Poultry Farm LLP
BioOperations LLP
Kzylytsky Mukomolny Kombinat LLP

Akmolinsk region

Makinsky Thermal Insulation Plant LLP
Asyl Arman LLP
Kokshetau Mineral Waters JSC
Kokshetau-Melinvest LLP

Astana city

Sergek Group Company Group
KazFeed LLP
Eurasia Invest LTD LLP
JFOOD KAZAKHSTAN LLP
Lokomotiv Kurastyru Zauyty JSC
Eurocopter Kazakhstan Engineering LLP
STAHLBAU LLP
ZTOWN Development LLP

Pavlodar region

Prommashkomplekt LLP
KSP Steel LLP
Kazenergokabel LLP

East Kazakhstan region

Altyn Shyghys LLP
Sei-nar LLP
Kazgiprotsvetmet LLP
TEMPPro LLP
IZOTERM LLP

Abay region

KondiZ distribution LLP
Qazaq-Astyq Group LLP
Kazpoligraph LLP

Karaganda region

Khasenov E.Sh. IE (Unitea Tea Factory)
Kaz-metiz LLP
Trading House Malu LLP
Central Asia Cement JSC
KARVTORRESURSY LLP
KazArmatura Plant LLP
EXPO FOOD LLP
INCOME Company LLP
Kazcentrelectroprovod LLP
YDD Corporation LLP

Ulytau region

Ideal Construction KZ LLP

Jambyl region

Taraz Metallurgical Plant LLP
Aksarai Export 2012 LLP
S.P. Rola-Yang LLP
Confectionery Factory Saule LLP



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KazakhExport

GEOGRAPHY OF EXPORT CONTRACTS

Australia	Korea	USA
Azerbaijan	Kyrgyzstan	Tajikistan
Armenia	Latvia	Turkmenistan
Afghanistan	Latin America	Turkey
Bahrain	Lithuania	Uzbekistan
Belarus	Moldova	Ukraine
Belgium	Mongolia	Finland
United Kingdom	Nigeria	Czech Republic
Germany	Netherlands	Switzerland
Georgia	United Arab Emirates	Sweden
Israel	Oman	Estonia
India	Poland	Japan
Iran	Russia	
Italy	Saudi Arabia	
China	Singapore	

WE ARE ABROAD

The Russian Federation

Kazan (The Republic of Tatarstan)
Moscow

The Republic of Uzbekistan

Tashkent

The Republic of Tajikistan

Dushanbe

The People's Republic of China

Shenyang
Chengdu

The Republic of Kyrgyzstan

Bishkek

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