



SBERBANK CIB

Approaches to Financing Nuclear Energy Projects

Vadim Logofet

Client Management Department
Sberbank CIB

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I. NUCLEAR ENERGY SECTOR: AN UNUSUAL CLIENT



NUCLEAR ENERGY CLIENTS DIFFER...

Compulsory **investment programs**

Large RUR loans

Long-term loan facilities as a rule

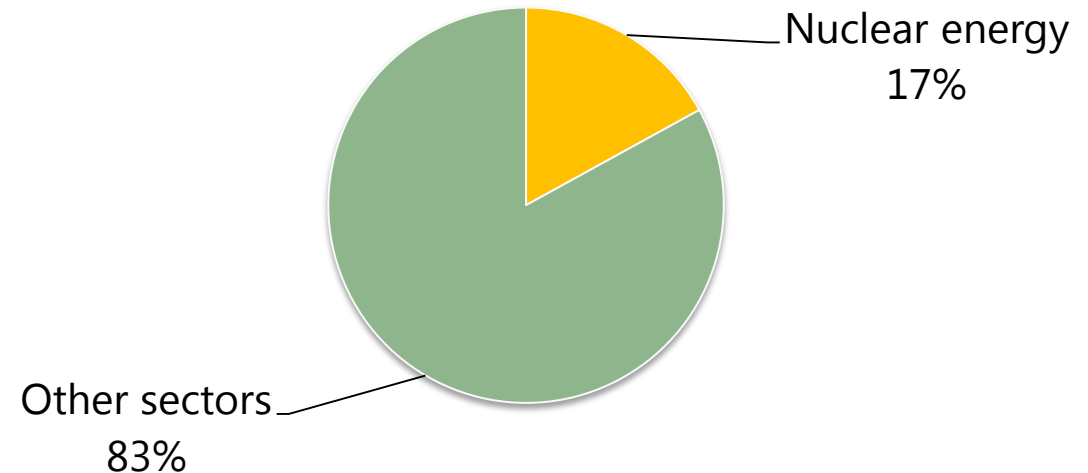
Option to attract **alternative financing** sources (DCM)

Auctions and tenders

...AND RAISE SIGNIFICANT AMOUNT OF MONEY

- At the end of 2013 total loan portfolio of energy industry equaled to ~**RUR 1,2 trln**
- According to our estimation, around **1/6 of all corporate loans** refer to nuclear energy sector

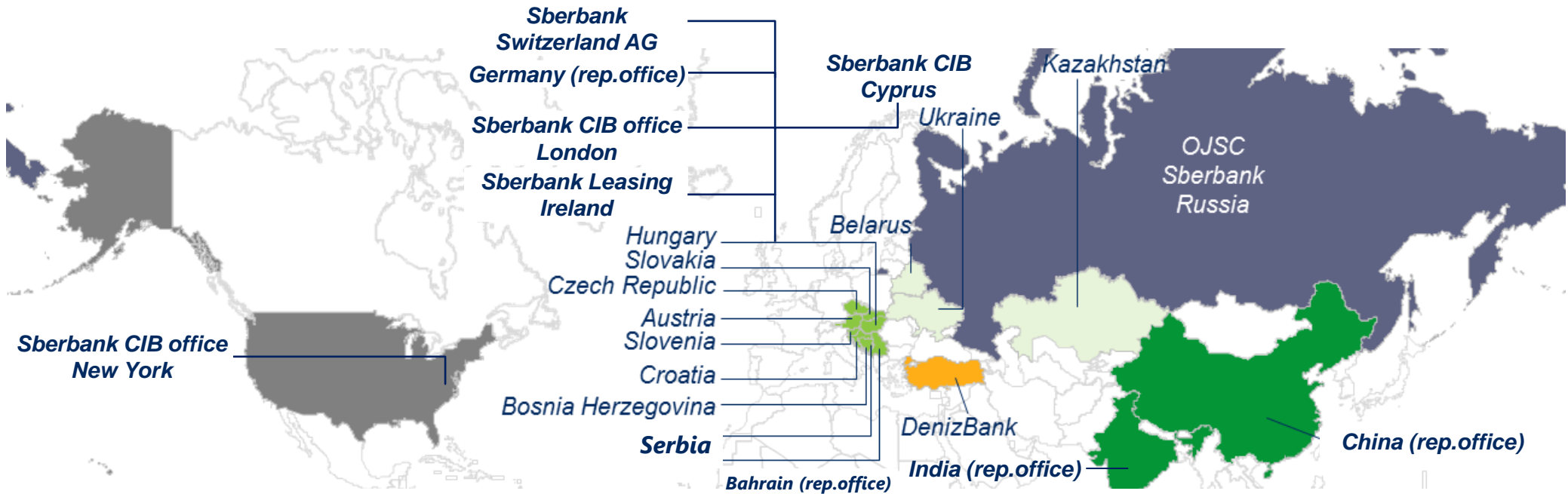
Loan portfolio



II. SBERBANK CIB: PRODUCT SOLUTIONS



A TRULY GLOBAL PRESENCE



the **largest Bank** in Eastern Europe

13,4% share of international business in total assets

CIB loan portfolio exceeds **\$120 bln**

over **11 mln** clients

Present in **22** countries

A WIDE RANGE OF PRODUCTS

Off-balance financing

Project financing

Investment project management

Debt capital markets

Cash management

Trade finance*

Corporate loans

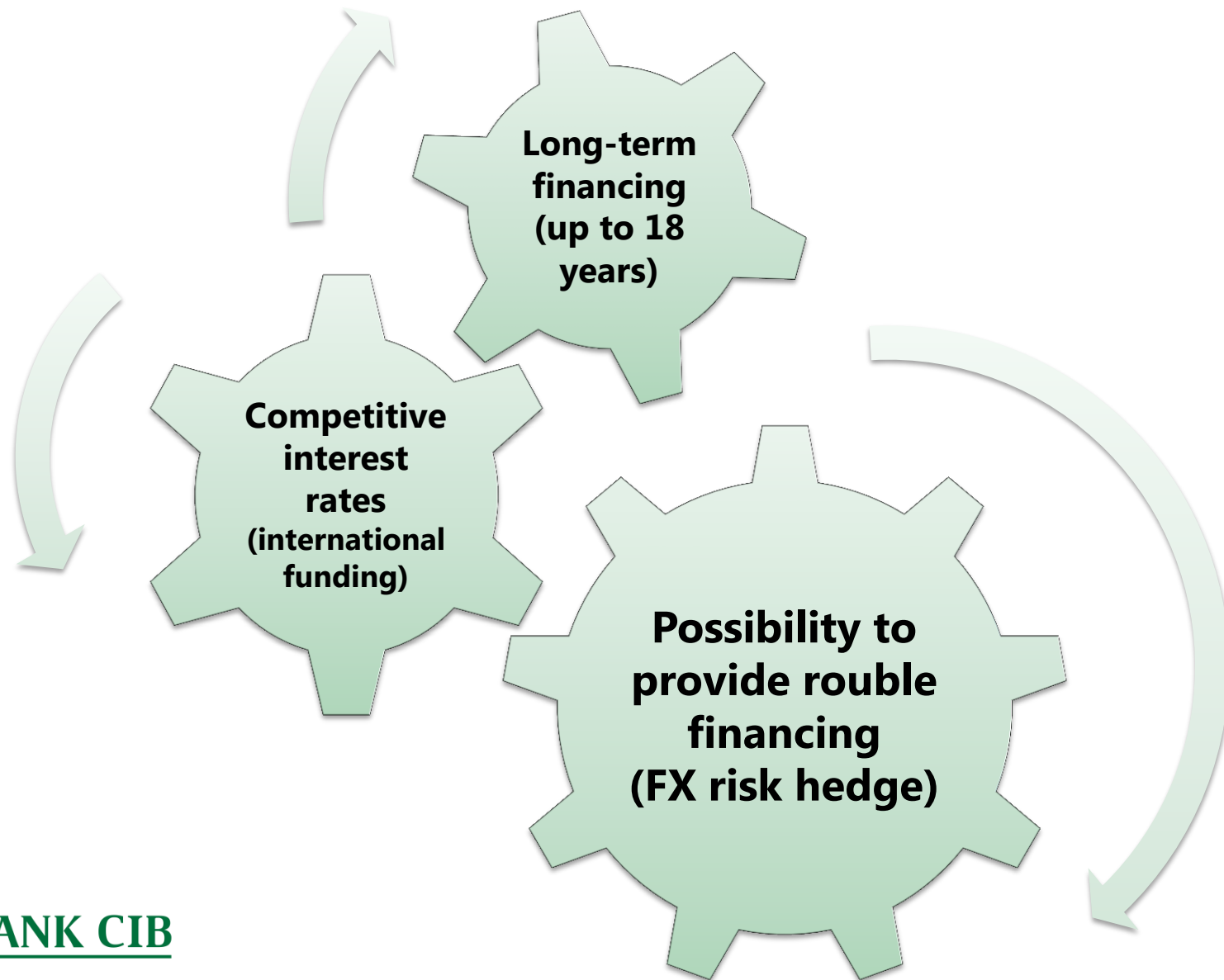
**Financial consulting
(M&A, IPO)**

Shareholder financing

Payroll program

Global markets (swaps, options, etc)

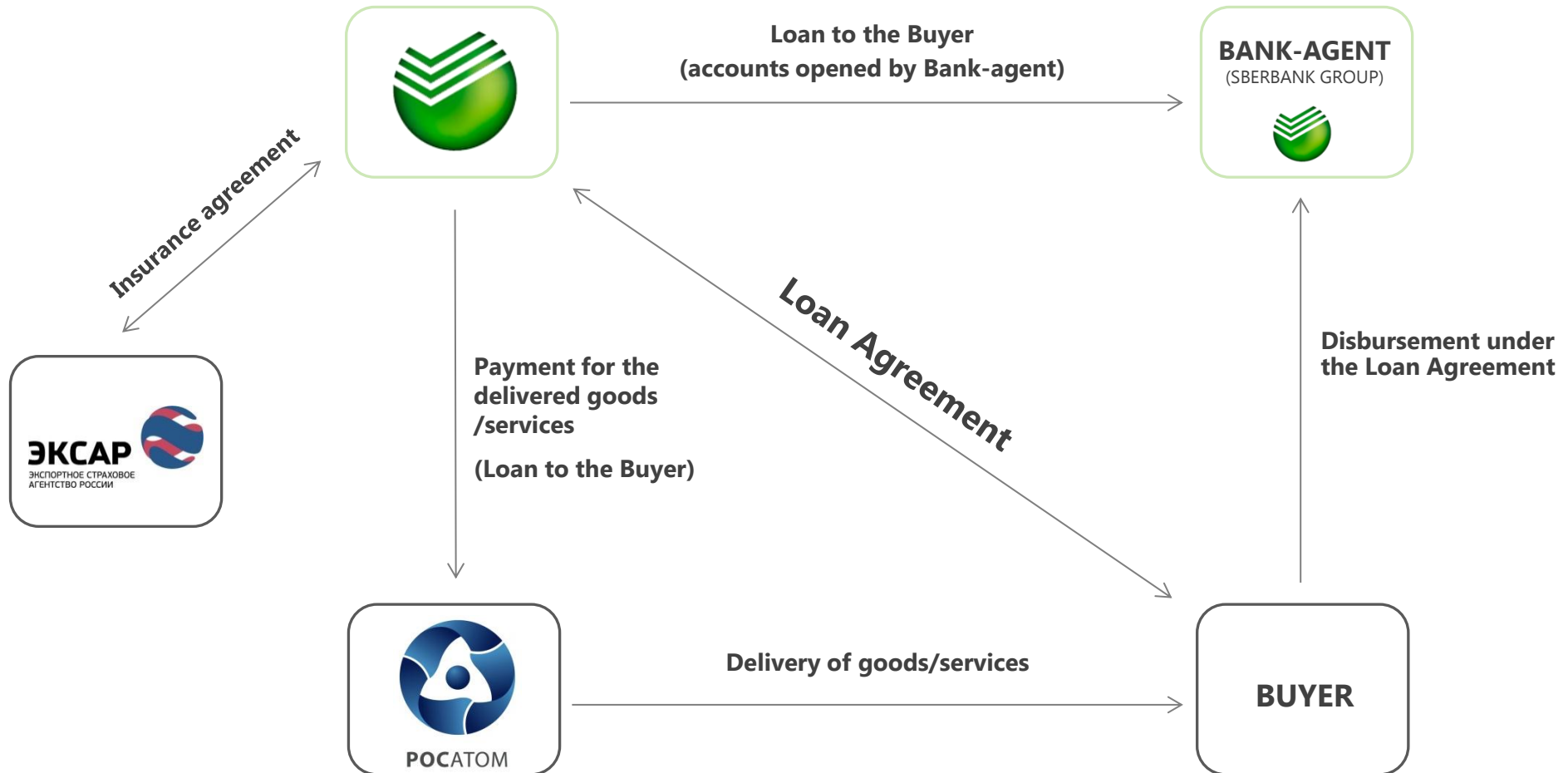
TRADE FINANCE: WHY SBERBANK CIB?



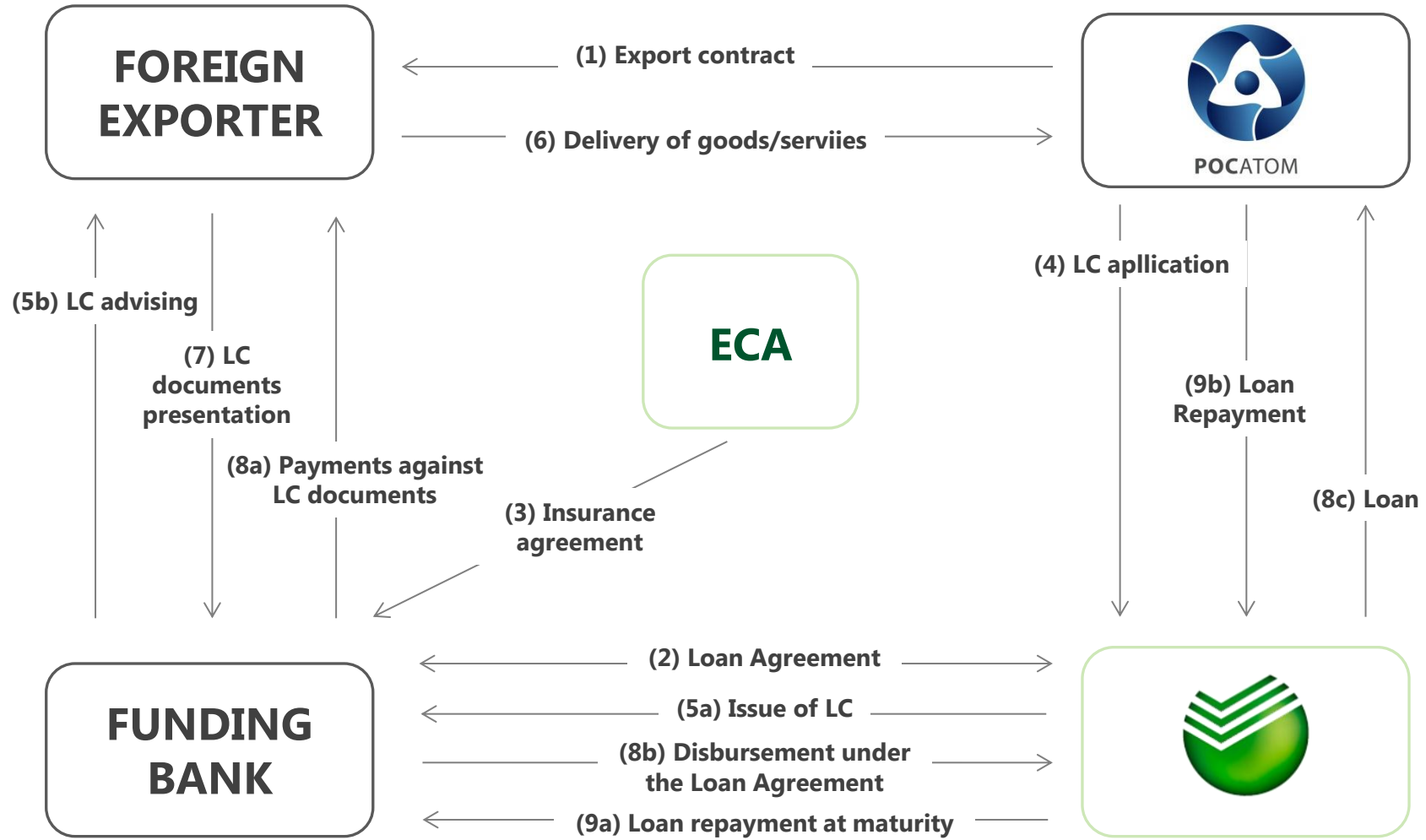
SBERBANK CIB: TRADE FINANCE ABSOLUTE LEADER



TRADE FINANCE: EXPORTING SCHEME



TRADE FINANCE: IMPORTING SCHEME



III. SBERBANK CIB: A RELIABLE PARTNER



A LONG-TERM PARTNERSHIP



ROSATOM



SBERBANK CIB

**On the 21st of June, 2013 Cooperation Agreement
On International Markets was signed**

... in frames of the global international expansion of both Groups, the cooperation on the international market is a natural continuation of the well-established mutually beneficial relations...

Herman Gref

...our partnership with the leading bank of Russia is of a strategic nature and designed to last for a long period, also on the international markets...

Sergey Kirienko

UNCONVENTIONAL APPROACH IN MODERN ENVIRONMENT

- Unique **cross-product** competence and expertise
- **International coverage:** financing the largest energy companies in Europe
- Individual solutions under tight deadlines on the **win-win-win...** basis

