

EXIMBANK IN SUPPORT OF CHINESE-HUNGARIAN TRADE RELATIONS



EXPORT BANK INSURANCE

Zoltán Urbán
CEO

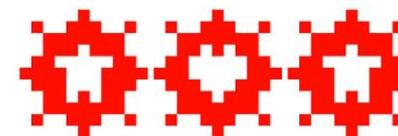
INTEGRATED SYSTEM TO SUPPORT FOREIGN TRADE AND ECONOMY



STATE OWNERSHIP RIGHTS EXERCISED BY THE MINISTER OF
FOREIGN AFFAIRS AND TRADE



hungarian national
trading house



Balassi
Institute



e x i m

EXPORT BANK INSURANCE



hipa

HUNGARIAN INVESTMENT
PROMOTION AGENCY



INSTITUTE FOR FOREIGN AFFAIRS AND TRADE

RELATIONSHIP WITH THE STATE

100% STATE OWNERSHIP - RIGHTS EXERCISED BY THE MINISTER OF FOREIGN AFFAIRS AND TRADE

- Rating equal to the state: **BBB-** (Fitch Ratings)
- Capital adequacy ratio: 13,14%*

STATUTORY GUARANTEE – FUNDING

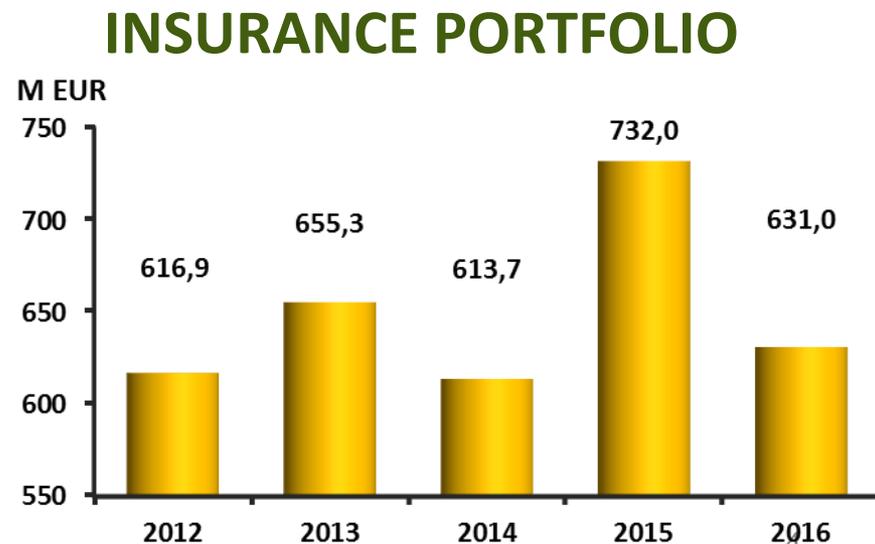
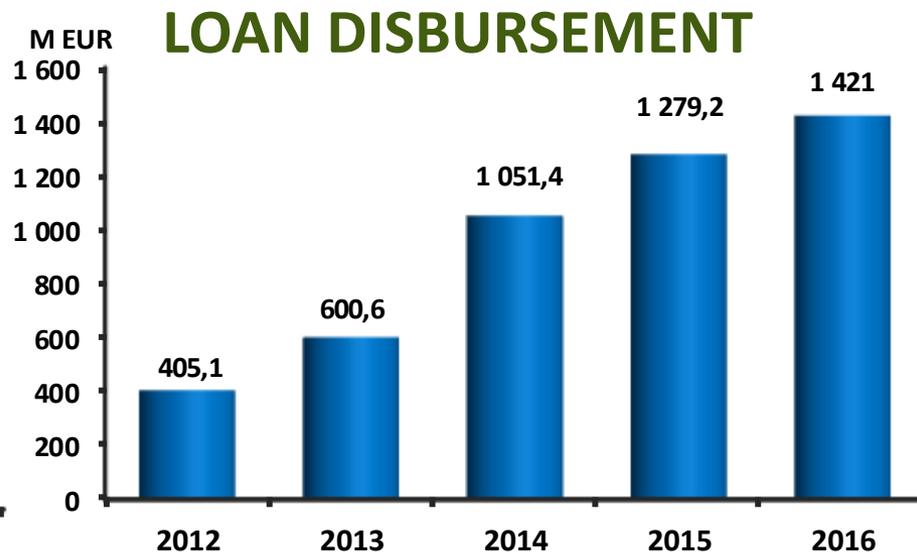
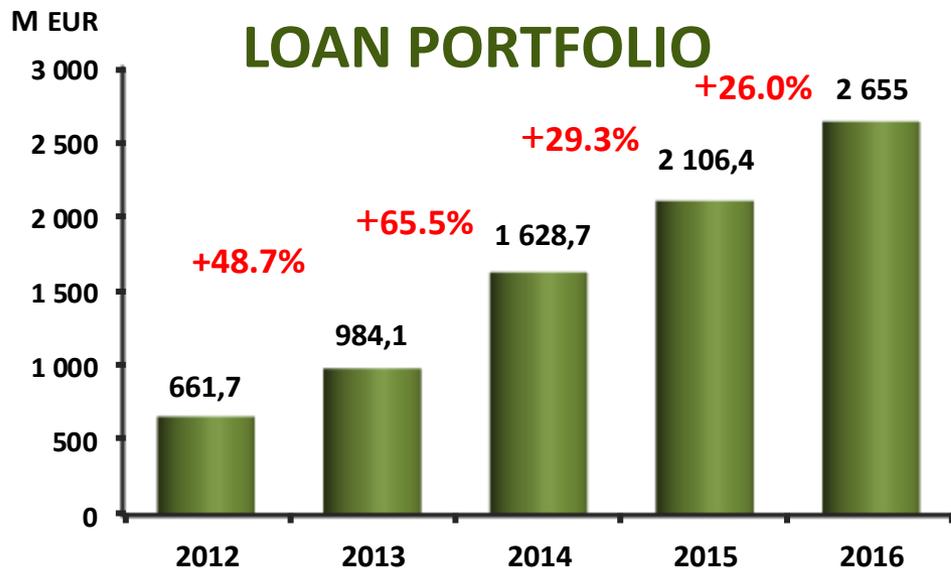
- Under the Eximbank Act, the Hungarian state is liable, as absolute direct surety, for the fulfillment of Eximbank's obligations
- HUF 1,200bn upper limit under the 2015 Budget Act
- Utilization: 59.1% or HUF 708.9bn (EUR 2.2bn)

STATUTORY GUARANTEE – ASSET SIDE

- Upper limit of HUF 350bn under the 2015 Budget Act
- Utilization: 3.9% or HUF 13.5bn (EUR 41,9 million)
- MEHIB covered by 100% state guarantee under the Budget Act
- Interest rate compensation system in accordance with the OECD rules

* On 31 December, 2016 preliminary report

KEY FIGURES



PRODUCT RANGE

CORE ACTIVITIES

FINANCING

GUARANTEES

RISK SHARING



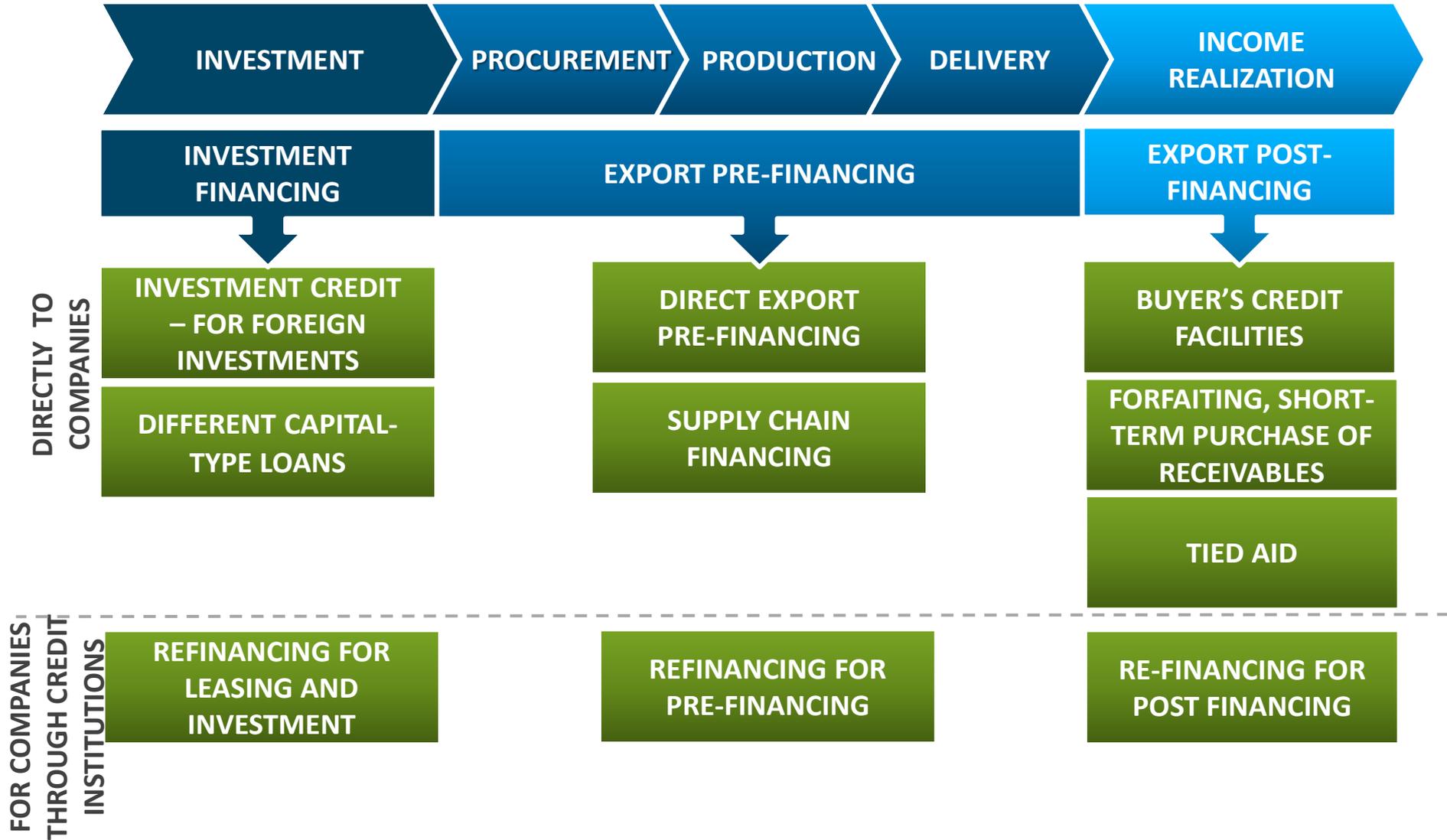
DIRECTLY



EXPORT PROMOTING CREDIT PROGRAM

THROUGH
CREDIT
INSTITUTIONS

FINANCING PRODUCTS



RISK SHARING PRODUCTS (GUARANTEES AND EXPORT CREDIT INSURANCE)



Directly for companies



For companies through credit institutions



HUNGARIAN CONTENT

PRODUCT



Min. 50%

With the certificate of origin issued by the regional Hungarian Chamber of Commerce and Trade evidencing that at least 50% of goods exported under the financed transaction originates from Hungary.

CONSTRUCTION



Min. 25%

At least one quarter of the value of the general contract less the costs of financing should be of Hungarian origin, certified by a certificate of origin issued by the regional Hungarian Chamber of Commerce and Trade.

SERVICE



Min. 50%

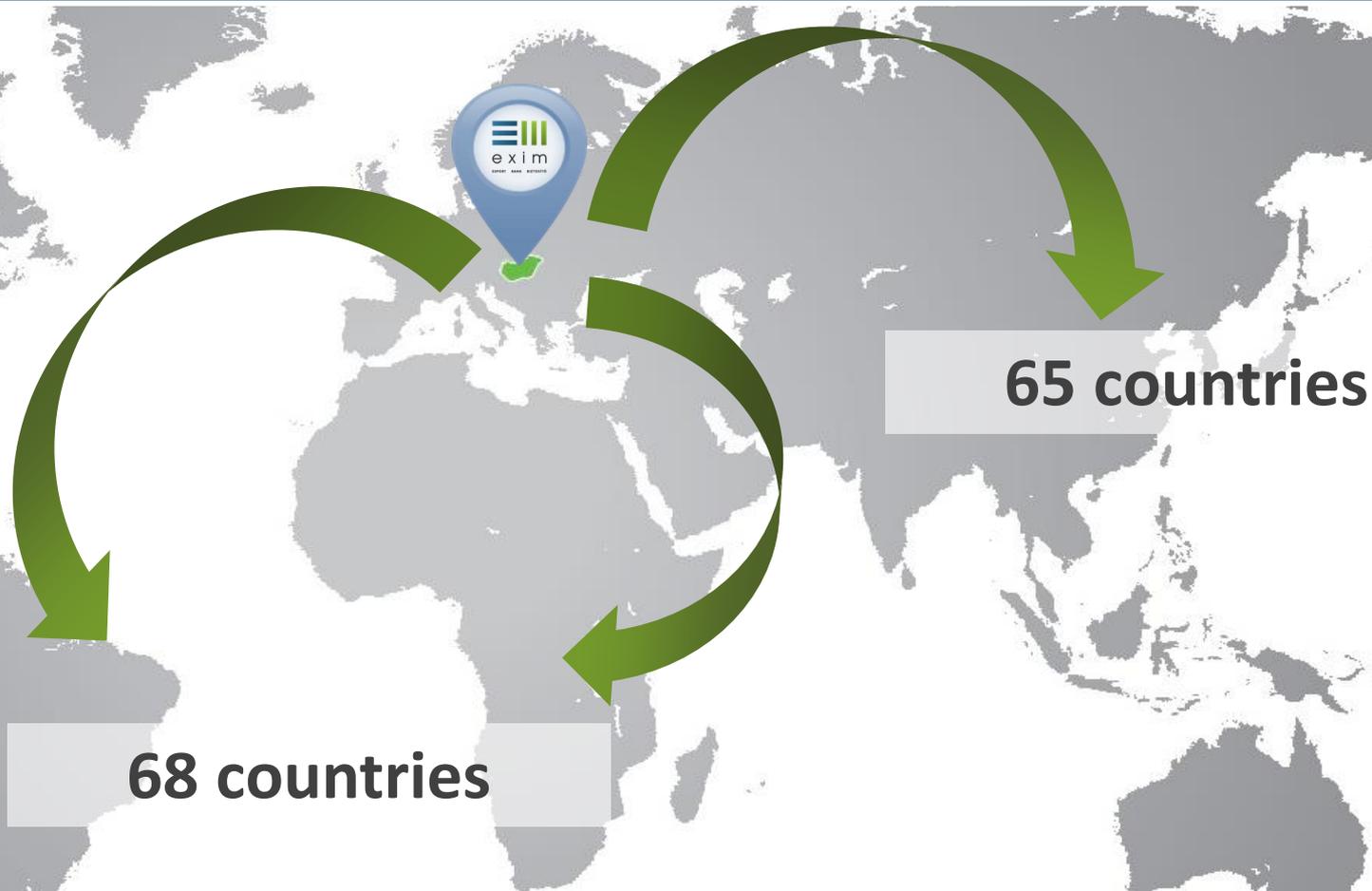
At least one half of the persons employed by the financed client must be persons who are in a contractual relationship with the client that creates a social security insurance obligation for the client pursuant to the provisions of the Act on Eligibility for social security insurance benefits, private pension and on the coverage of these services, as well as the Act on the itemised tax- payment obligation of small tax-payer enterprises and on the small business tax.

LOCATION – FOREIGN AND DOMESTIC OFFICES



„OPENING TO THE EAST” AND ”OPENING TO THE SOUTH”

NEW COUNTRY LIMITS HAVE BEEN ESTABLISHED



EXIM'S ACTIVITIES

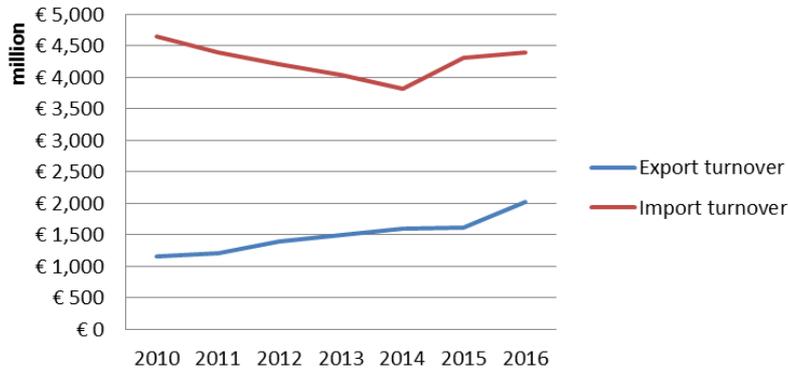


EASTERN OPENING STRATEGY – CHINA

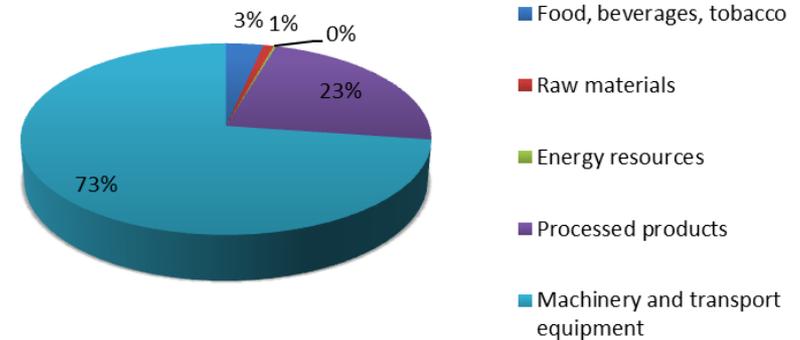
Project name	Export of supplements for medical equipments
Exporter	Supplement manufacturer
Buyer	Chinese company
Debtor	Chinese company
Total sum	EUR 300.000
Credit types and conditions	Purchase of debt; Full 100% purchase of 120 day deferred payment without counterparty
Nature of the project	There is no additional insurance for the buyer's risk (excluding MEHIB insurance)

RELATIONSHIP WITH CHINA

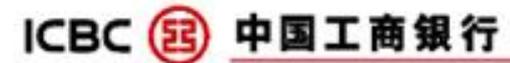
Commercial turnover between Hungary and China



Exported goods to China in 2016



OUR PARTNERS IN CHINA



EQUITY FINANCING THROUGH INVESTMENT FUNDS

DOMESTIC FUNDS

- EXIM Export Incentive and Promotion Fund (2016)
- EXIM Economic Incentive Fund (2016)
- Portfolion Regional Private Equity Fund (2014)

INTERNATIONAL FUNDS

- China Central and Eastern Europe Investment Cooperation Fund (2014)
- IFC Partnership Trust Fund (2014), 20 M USD, PSLO
- IFC Financial Institution Growth Fund (2015)
- Kazakh-Hungarian Agriculture Cooperation Fund (2015)
- EU-Africa Infrastructure Trust Fund (2016)

CHINA FUND



Established: 2013

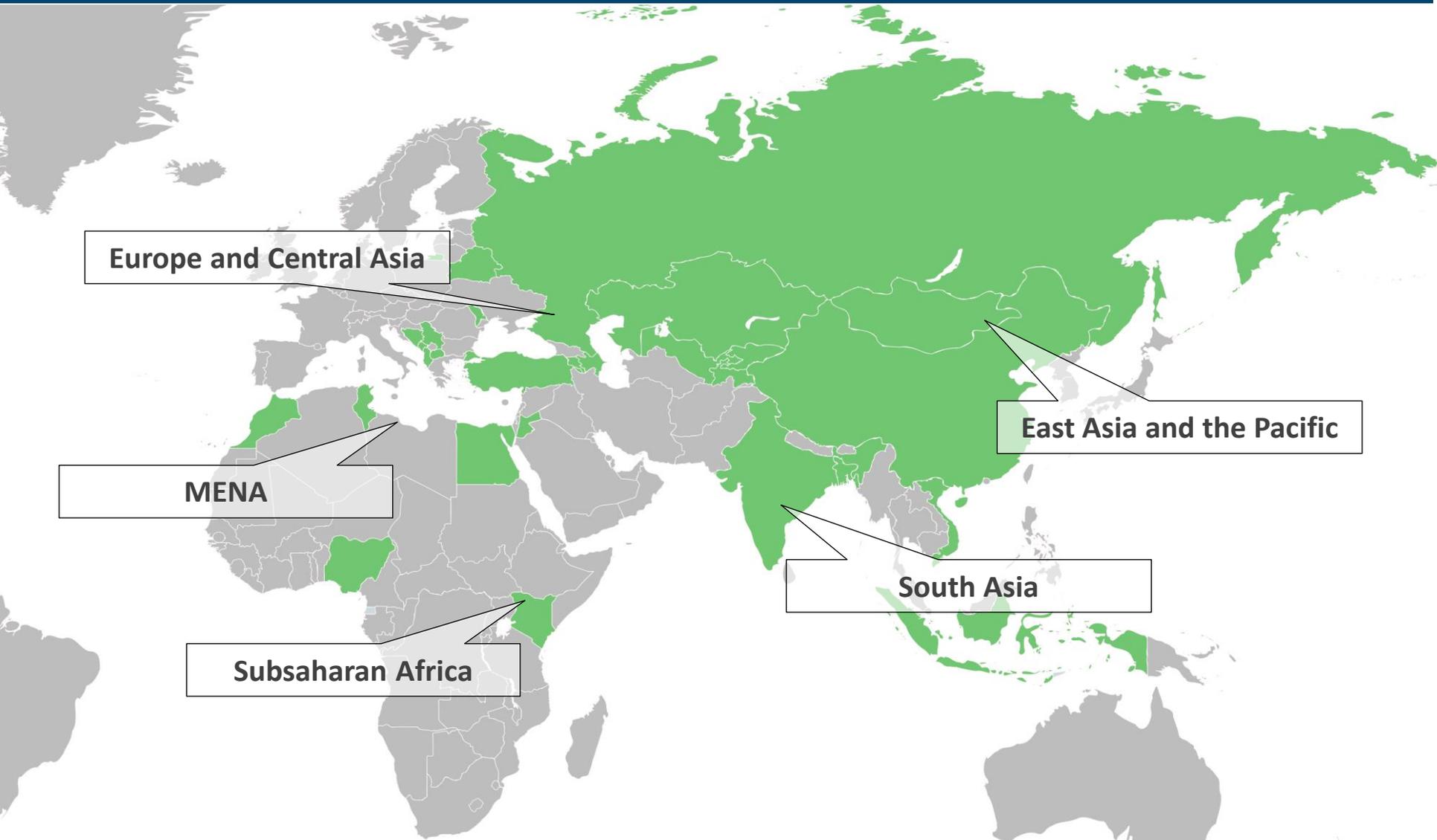
Investors: China Exim Bank, Hungarian EXIM, China CEE Management

Size of fund: 435 million USD

Investment	Country	Subject
Polenergia s.a.	Poland	Vertically Integrated Energy Group
GWB Grenoble	Poland	Wind Parks
BKF Group	Hungary	Budapest Metropolitan University – profit-oriented educational institution
Electronic Control System s.a.	Poland	Telecommunication infrastructure (towers)
Southern Windfarm s.p.	Poland	Wind Parks
GWP Grenoble Wind Power Limited	Poland	Wind Parks
Bioton s.a.	Poland	Biotechnology (producer and seller of insulin)
Walltopia OOD	Bulgaria	World leader in climbing wall (design and manufacturing)
Energy 21 a.s.	Czech Republic	Solar Panel Parks (manufacturer and operator)
Invitel	Hungary	Telecommunication

IFC PARTNERSHIP TRUST FUND

REGIONAL FOCUS



PROJECTS FINANCED FROM THE IFC TRUST FUND

CHINA - 3 projects

Project	Country/Region
Green Building Regulation China Project	East Asia and Pacific / China
2030 Water Resources Group East Asia	East Asia and Pacific / China
China Water Efficiency (Energy & Water Solutions for Corporates)	East Asia and Pacific / China

Thank you for your attention!



Address: Hungary, H-1065 Budapest, Nagymező street 46-48.

Phone: +36 (1) 374 9100 / Phone: +36 (1) 374 9200

Fax: +36 (1) 269 4476

Web: www.exim.hu