



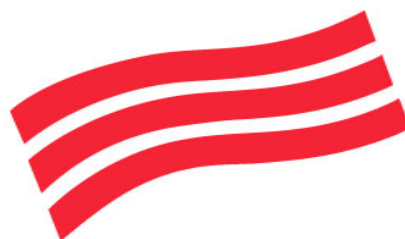
# Malaysia



**Petr Križan**

Czech Export Bank





ČESKÁ EXPORTNÍ BANKA  
C Z E C H E X P O R T B A N K

# Financing Czech projects in Malaysia

Czech Export Bank

Key Partner of Czech Exporters  
and Their Customers Abroad

18 November 2013



# Czech Export Bank In A Nutshell

- ✓ CZECH EXPORT BANK (CEB) is a **specialized banking institution**, one of main vehicles in the Czech government's export promotion scheme
- ✓ **100% government-owned**, a not-for-profit joint-stock company
- ✓ Operating **in line with the rules of OECD, EU, WTO, World Bank and IMF**
- ✓ Utilizing standard **insurance cover of EGAP**, another Czech Export Credit Agency
- ✓ Integral part of the Czech Republic's banking system, fully **subject to standard banking regulations**
- ✓ **Supplementing local commercial banks'** services

Rating mirrors that of the Czech Republic:

**Moody's  
S&P**

**A1  
AA-**

## CEB's Results In 2012

**54 business transactions** completed;

Volume of signed contracts – **CZK 26 billion** (EUR 1 billion), i.e. one of the best results in recent years;

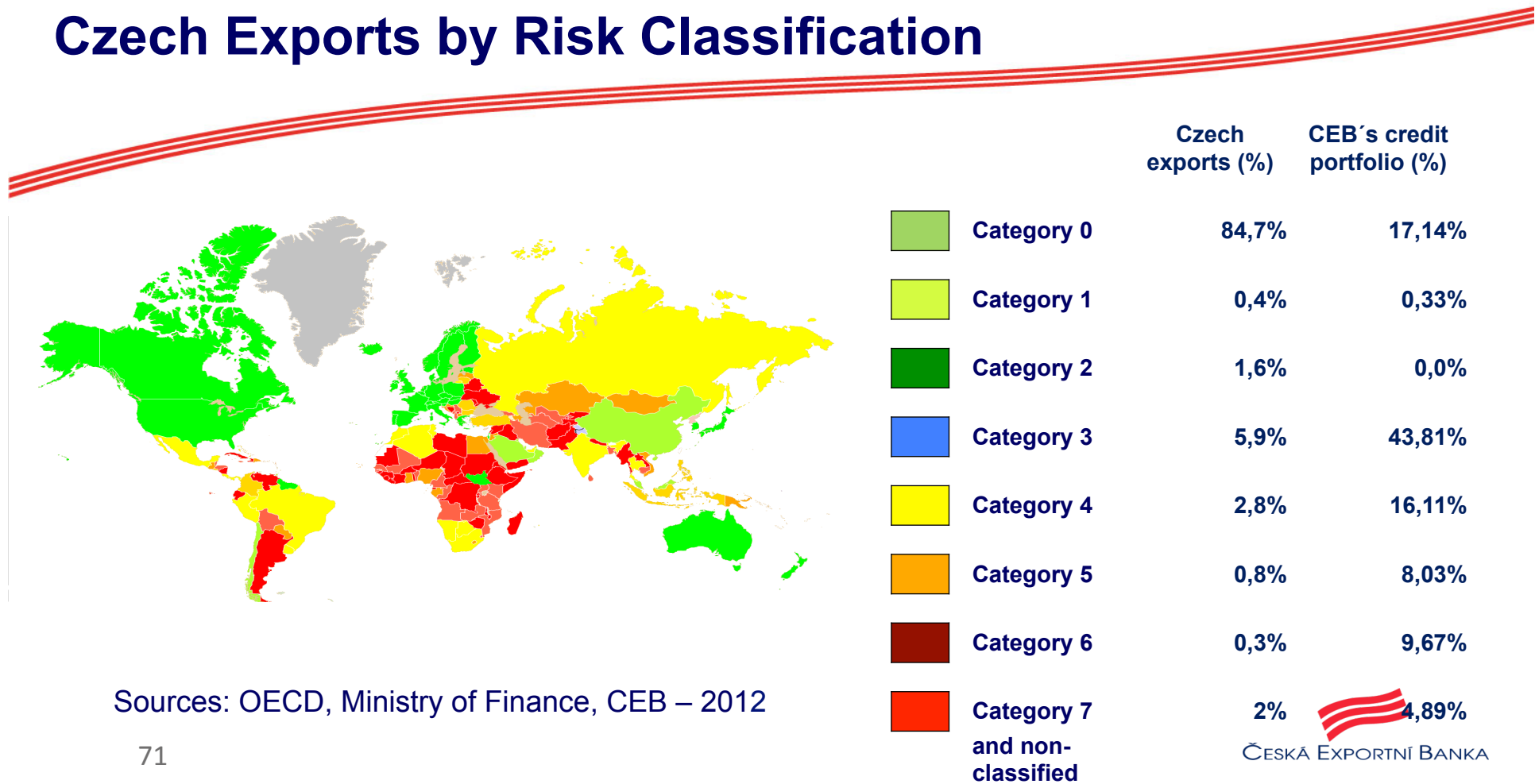
Largest contract signed in 2012 – a project of **metallurgical works** in the Russian Federation with a total investment cost of about **EUR 331 million**;

**CZK 14,5 billion** (EUR 580 million) of loans disbursed;

Total assets of **CZK 83,5 billion** (EUR 3.3 billion) as of December 31, 2012;

Outstanding results in the **strategic segment of SMEs:** total  
volume of CZK 3 billion (EUR 120 million)

# CEB's Product Portfolio vs. Czech Exports by Risk Classification

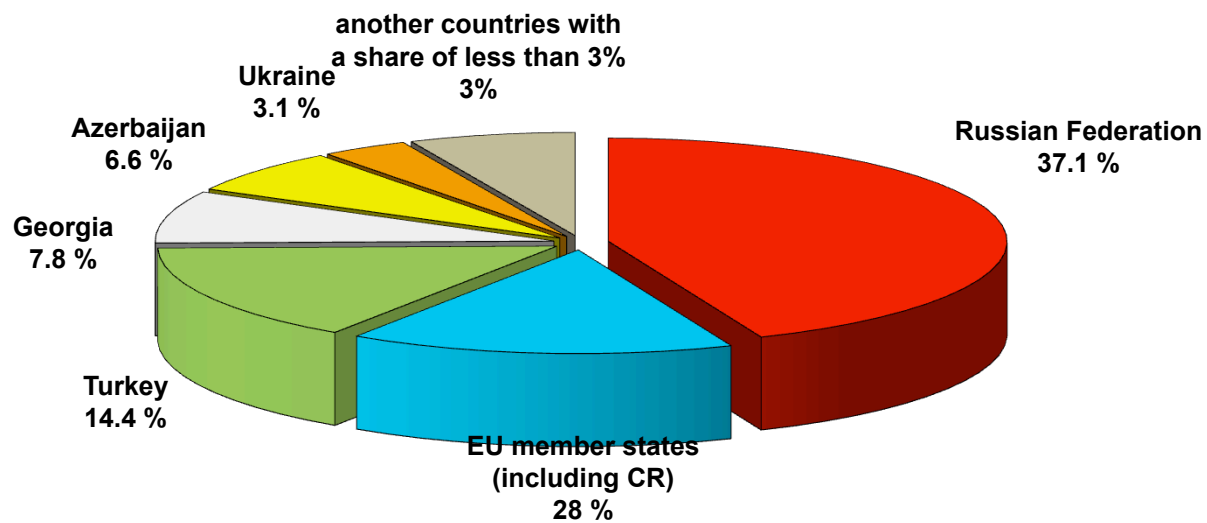


# CEB's Main Product Portfolio



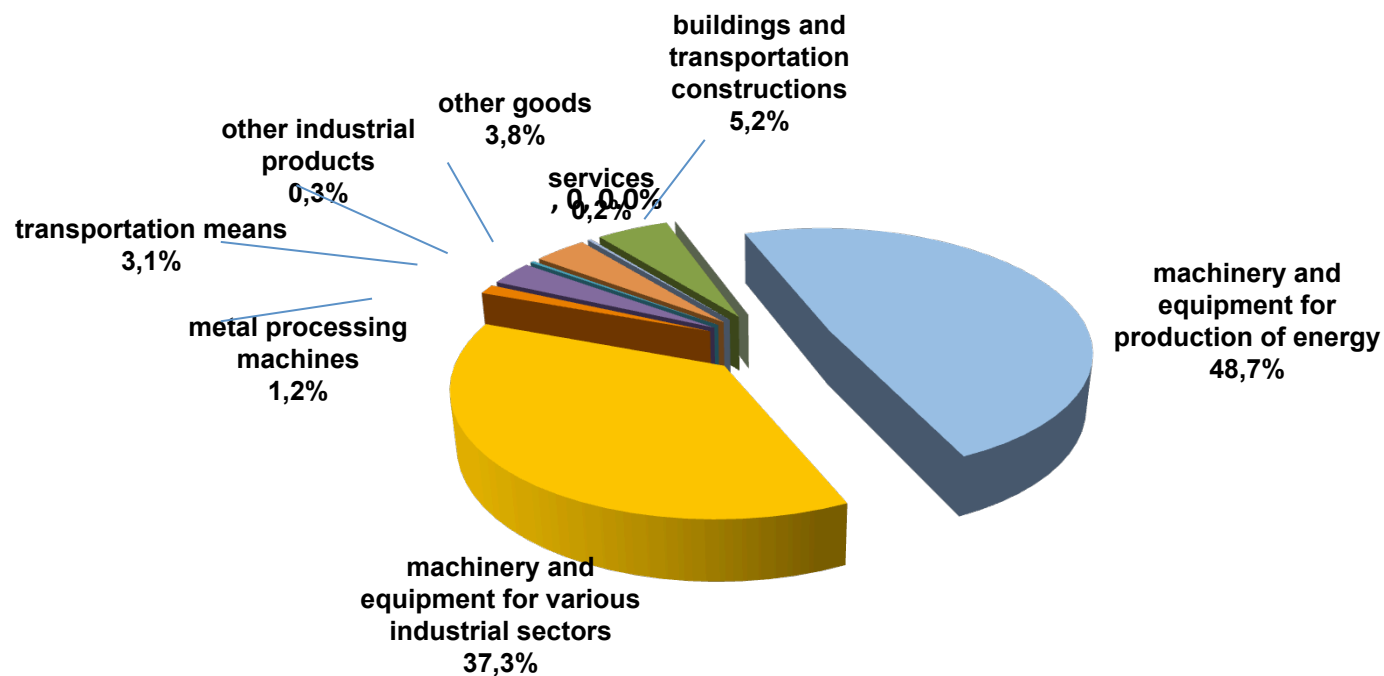
Borrower	Product
<b>CZECH EXPORTER</b>	Financing of production for export Financing of market research Supplier's credit Guarantees Purchase of export receivables
<b>CZECH INVESTOR</b>	Financing of investments abroad
<b>FOREIGN IMPORTER</b>	Buyer's credit
<b>EXPORTER'S BANK</b>	Refinancing of supplier's or buyer's credit
<b>IMPORTER'S BANK</b>	Refinancing of buyer's credit

# CEB's Product Portfolio by Countries (as of 31 December 2012)





# CEB's Product Portfolio by Sectors (as of 31 December 2012)



# CEB's Financing Solutions for Czech Projects in Malaysia

CEB is **ready to provide assistance** to Czech exporters and their Malaysian partners in finding the most **suitable financing solutions** for their projects involving Czech technologies. Credits can be granted in a convertible currency, especially **EUR or USD**.

Examples of recommended financing structures provided by CEB:

- **Buyer's credit** through a leading public or private Indian bank;
- **Direct buyer's credit secured by a guarantee** issued by a respectable guarantor, e.g. a governmental agency, a leading bank, etc. (may be currently complicated);
- **Financing investments abroad;**
- **Forfaiting under Deferred payment L/Cs;**
- **Turn-key project financing;**
- **Bank guarantees** covering Czech exporters' obligations.

# Cooperation with Malaysian Banks

Examples of some outstanding **Malaysian banks**:

Malayan Banking Berhad - Maybank

Public Bank Berhad

Hong Leong Bank Berhad

AmBank (M) Berhad

HSBC Bank Malaysia Berhad

Export – Import Bank of Malaysia Berhad

However, CEB is **ready to consider co-operation with any other** bank, depending on the outcome of **CEB's internal risk assessment**, and on potential **collateralisation**.



**Thank you for your kind attention**

**Petr Krizan, Deputy CEO**

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