



ODDO BHF
INTERNATIONAL
& CORPORATE BANKING

Presentation of the ODDO BHF group

A solid Group WITH A LIQUID BALANCE SHEET

846M€

net banking income

1,213M€

equity

18,9%

solvency ratio*

BBB+

Fitch ratings**

3 208

employees

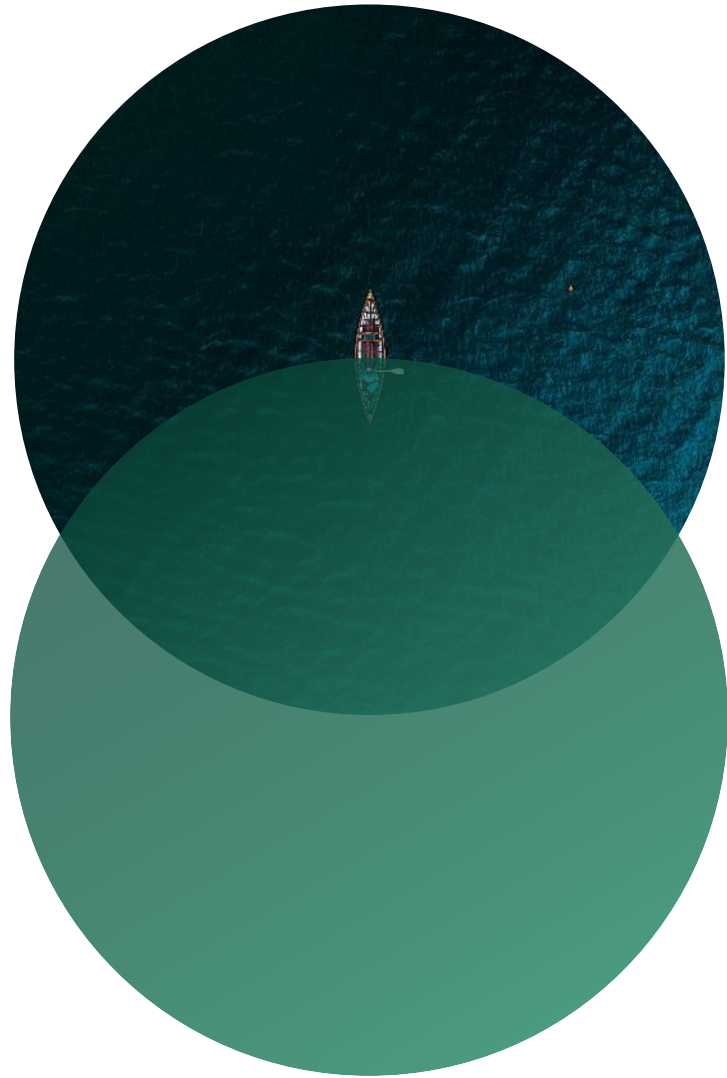
156_{BN}€

client assets

* Total capital

** stable outlook

Source: ODDO BHF. Data as of 01/12/2024



INTERNATIONAL BANKING



Your special provider in country risk management

REASONS TO BELIEVE



Leaders in niche markets	Excellent service quality	Multicultural team with in-depth local knowledge	Widely recognized expertise	Worldwide network of trade-experienced banks
Global market share in confirmed export LCs*: Gabon 32,6% Armenia 21,4% Mongolia 17,9% Togo 15,9% Benin 15,1% Georgia 13,9% Mauritania 10,9% Uzbekistan 8,4% Ghana 5,2% Cote d'Ivoire 4,8% Kenya 4,5%	In-house documentary business Direct contact to the colleagues of the back office	20 nationalities 25 languages 70 dedicated country and product experts	High level of professionalism and know-how in structuring of complex short-term and long-term trade-related transactions Full integration in the European export eco-system	500 correspondent banks 75 emerging markets 100 covered countries

* % of global transactions, Full Year 2024, SWIFT Watch

OUR *team*

Our team of *experts for the regions of the world and specialists for the diverse products in international business* support companies and financial institutions in their international transactions.



CAUCASUS & CENTRAL ASIAN REGION



A closer look AT AZERBAIJAN



Strengths

Strategic position between Europe, Russia and China

Well-endowed sovereign wealth fund thanks to hydrocarbon production and the state's position as a net external creditor

Significant gas potential in the Caspian Sea



Opportunities

Increasing strategic partnership with the EU (searching for alternatives for Russian hydrocarbons)



Challenges

Lingering geopolitical risk remains, despite improved prospects for sustaining the ceasefire agreement with Armenia

Lack of economic diversification, high dependence on hydrocarbons (40% of GDP, 90% of exports)



Weaknesses

Governance deficiency



Our partner BANKS

- International Bank of Azerbaijan
- Pasha Bank
- Kapital Bank
- Xalq Bank
- Unibank
- Turan Bank
- Rabita Bank
- Azerbaijan Industry Bank

PRODUCTS

- Short-term Trade Finance (LC, Guarantee up to 1 year)
- Long-term ECA Finance
- Payment Services
- Foreign Exchange Trading, Money Market Deposits

EULER HERMES

- Country
- Category: 4



A closer look AT ARMENIA



Strengths

Continuously improving business environment. Main point on the agenda of the new government is to reduce corruption

Significant mining resources (i.e. molybdenum, zinc, copper, gold)

Well-educated young generation, especially in IT sector

Opportunities

Large potentials in the touristic sector

A potentially strong connection with the EU (signing of a Comprehensive and Enhanced Partnership Agreement with the EU)

Challenges

A landlocked country with no access to maritime routes

High geopolitical risks associated with the ongoing dispute with Azerbaijan over Nagorno-Karabakh

Weaknesses

High reliance on external debt financing

The economy is heavily exposed to Russia, which is the largest destination for exports, and source of imports, FDI and tourism



Our partner BANKS

- | | |
|---------------|-----------------|
| Ameriabank | Inecobank |
| Ardshinbank | ArmSwissBank |
| Converse Bank | ACBA Bank |
| Armeconombank | Armbusinessbank |
| ID Bank | Evocabank |

PRODUCTS

- Short-term Trade Finance (LC, Guarantee up to 1 year)
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EULER HERMES

- Country
- Category: 6



A closer look AT GEORGIA



Strengths

Important geopolitical role due to the strategic location as a transit country for energy transport from the oil-rich Caspian region to Europe and trade hub between Europe and Asia

Positive business climate, low taxes, low wage and energy costs, low susceptibility to corruption



Opportunities

Large potentials in hydropower, agriculture and tourism

Attractive destination for FDI due to its open market economy and a reputation of a top-reformer



Challenges

Small economy sensitive to regional economic conditions

Political risk associated with the unresolved conflict with Russia because of the breakaway regions Abkhazia and South Ossetia and the evolution of relations with Russia



Weaknesses

Vulnerable to external shocks: FX volatility and market volatility in major trading partners

High import intensity (incl. oil and gas), dependency on capital inflows from abroad



Our partner BANKS

TBC Bank
Bank of Georgia
Basisbank
Liberty Bank
Pasha Bank

PRODUCTS

Short-term Trade Finance (LC, Guarantee up to 1 year)
Payment Services
Foreign Exchange Trading, Money Market Deposits

EULER HERMES

Country
Category: 6



A closer look AT UZBEKISTAN



Strengths

Large natural resources (natural gas, gold, copper, uranium, cotton, hydroelectric potential)

Strong support from IFIs (World Bank, IFC, EBRD, ADB, IDB)



Opportunities

On-going economic reforms (liberalisation, privatisation, diversification), public investment (electricity, transport, health)

Negotiation process to join the World Trade Organisation (WTO), in 2021 joined the EU and UK special agreements GSP+



Challenges

High economic dependence on China and Russia being biggest trading partners

The double landlocked location creates logistical challenges



Weaknesses

Commodities (gold, gas, copper) represent a high share of exports and the state budget's revenue

The shortage of skilled and specialized labor force



Our partner BANKS

- | | |
|-----------------|---------------------------|
| NBU | Business Development Bank |
| Agrobank | Ipotekabank (OTP) |
| Uzpromstroybank | Kapitalbank |
| Asakabank | Ipak Yuli Bank |
| Microcreditbank | |
| Turonbank | Asia Alliance Bank |
| Aloqabank | KDB Uzbekistan |
| Xalq Banki | Davrbank |

PRODUCTS

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EULER HERMES

- Country
- Category: 5



A closer look AT KAZAKHSTAN



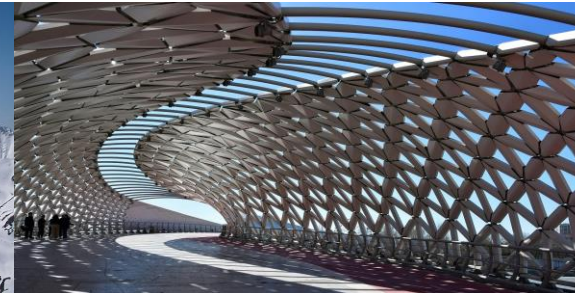
Strengths

- Strategic position between Europe and Asia
- Rich natural resources (oil, gas, uranium, minerals)
- Strong external finances & low public debt
- Political stability & fiscal reforms
- Significant FDI flows (esp. oil & gas sector)



Opportunities

- Economic diversification (potential for renewable energy & tourism)
- Participation in China's Belt and Road initiative (New Silk Road) boosting trade and investments
- Improving business climate



Challenges

- Spillovers from Russia-related sanctions
- Geopolitical tensions
- Renewed domestic social & political unrest
- Commodity price volatility



Weaknesses

- Governance and institutional deficiency
- High commodity export dependence
- High reliance on Russia for oil export routes



Our partner BANKS

Halyk Savings Bank of Kazakhstan	
Bank Center-Credit	
Development Bank of Kazakhstan	
First Heartland Jusan Bank	
Bereke Bank	Eurasian Bank
Forte Bank	Bank RBK

PRODUCTS

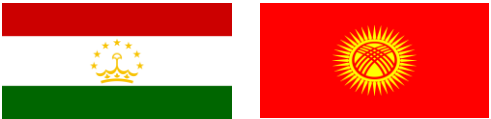
- Short-term Trade Finance (LC, Guarantee up to 1 year)
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EULER HERMES

Country
Category: 5



A closer look AT TAJIKISTAN & KYRGYZSTAN



Strengths

Natural resources (hydroelectric power, mineral reserves) & agricultural potential

Strategic proximity to major routes & regional markets

Opportunities

Potential for enhanced regional cooperation & trade within Central Asia

Potential for renewable energy & tourism

Challenges

Geopolitical risks

Vulnerability to water scarcity & natural disasters

Heavy economic reliance on remittances

Weaknesses

Limited economic diversification

Political instability

Governance deficiency



Our partner BANKS

Kyrgyzstan:

Optima Bank
Demir Bank
KICB

Tajikistan:

Eskhata Bank
Bank Arvand
ICB Tajikistan

PRODUCTS

Short-term Trade Finance (LC, Guarantee up to 1 year)
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EULER HERMES

Country
Category: 7



A closer look AT MONGOLIA



Strengths

Large natural resources (copper, iron ore, gold)
Political stability (control of legislature and presidency by governing party “MPP”)



Opportunities

New Revival Policy (investments in infrastructure, energy, etc.)
Start of “Oyu Tolgoi” underground mine production in 2023 (Mongolia’s largest copper-gold mine)



Challenges

Large country with weak infrastructure & small population size
Dependence on exports to China



Weaknesses

Lack of economic diversification (mining industry)
High external debt



Our partner BANKS

Khan Bank
TDB
Golomt Bank
XacBank

PRODUCTS

Short-term Trade Finance (LC, Guarantee up to 1 year)
Long-term ECA Finance
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EULER HERMES

Country
Category: 7



Case Study – Export of a Solar Power Plant to Armenia

FINANCED BY ODDO BHF SE UNDER THE EBRD GREEN TRADE FACILITATION PROGRAMME (TFP)

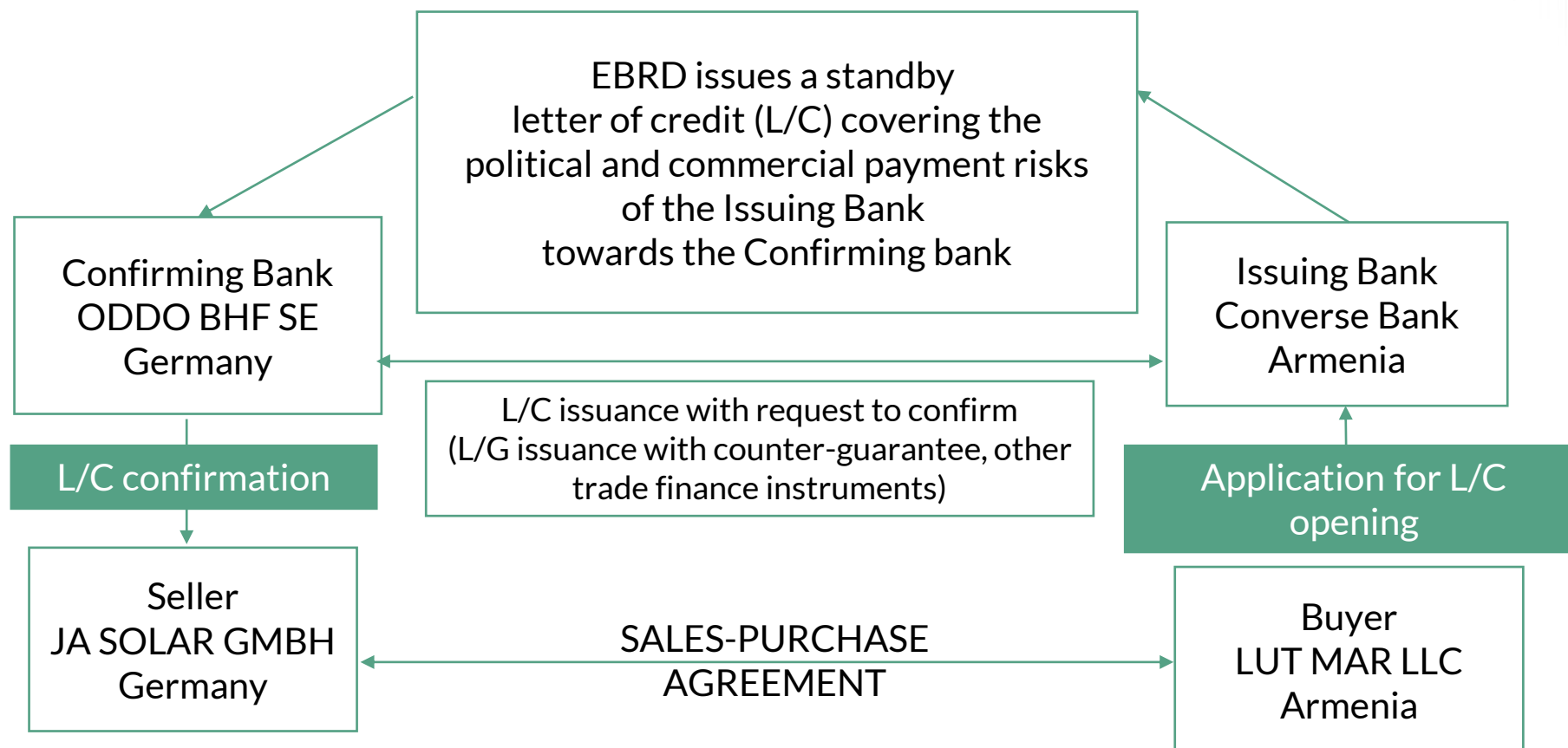


ARMENIA IMPORTS A SOLAR POWER PLANT FROM GERMANY

- Importer: LUT MAR LLC, Armenia
- Exporter: JA SOLAR GMBH, Germany
- Goods: Solar power plant
- Contract Amount: EUR 257,243.58
- Trade Finance Instrument: Confirmed Letter of Credit
- Issuing Bank: Converse Bank, Armenia
- Confirming Bank: ODDO BHF SE
- Guarantor: EBRD Trade Facilitation Programme (TFP)
- Purpose of the deal: Promoting renewable energy with solar panels to reduce emission of CO₂ as well as Armenia's dependence from imports of natural gas
- The plant's annual output will provide electricity for approximately 1,000-1,200 Armenian households.

Case Study - Export of a Solar Power Plant to Armenia

FINANCED BY ODDO BHF SE UNDER THE EBRD GREEN TRADE FACILITATION PROGRAMME (TFP)





Your contact persons

INTERNATIONAL BANKING

ZUZANA FRANZ

HEAD INTERNATIONAL
BANKING SALES

✉ zuzana.franz@oddo-bhf.com

☎ +49 (0) 69 718 3829
+49 (0) 152 0157 6966



USCHI KIRCHNER

EXPORT FINANCE
SOLUTIONS DIRECTOR

✉ uschi.kirchner@oddo-bhf.com

☎ +49 (0) 69 718 4014
+49 (0) 173 960 7149



EVGENIY EPIFANOV

SENIOR REGIONAL
MANAGER

✉ evgeniy.epifanov@oddo-bhf.com

☎ +49 (0) 69 718 3732
+49 (0) 173 656 7181



ISLOM ISKANDAROV

REGIONAL MANAGER

✉ islom.iskandarov@oddo-bhf.com

☎ +49 (0) 69 718 3831
+49 (0) 151 2923 3474

