



KDB Bank Uzbekistan

# **GUIDELINE FOR CORPORATE CLIENTS**



## TABLE OF CONTENTS

Message from the Chairman	03
KDB Bank (Korea) at a Glance	04
KDB Bank Uzbekistan History & Overview	06
<b>BANKING SERVICES</b>	
Transaction Banking	08
Lending	11
Trade Finance	12
Guarantee	13
Foreign Exchange Transactions (FOREX)	14
Contacts & Consultation	15

## Message from the Chairman

### Dear Clients and Readers,

First of all, I would like to express my sincere appreciation to all our existing and potential clients for your unwavering support and trust.

As a leading commercial bank with foreign investments in Uzbekistan, KDB Bank Uzbekistan (hereinafter referred as “the Bank”) has been providing a wide range of banking services to corporate and individual clients for 25 years.

The Bank carries out its activities and tasks with an ultimate goal to support the economy of Uzbekistan and contribute to the development of the country’s financial market by utilizing long-term experience and deep expertise of the KDB Bank (Korea).

Since its establishment in 1997, the Bank has been successfully servicing the corporates with foreign and local investments. For the recent years, the Bank has actively been focusing to improve the Digital Banking solutions to support and meet the clients’ demand on remote banking services.

Thanks to the current outstanding performance, KDB Bank Uzbekistan has the highest credit rating (“BB-” with a stable outlook by S&P) among the commercial banks in Uzbekistan.

The Bank has well-motivated, educated, experienced and client-oriented personnel with international expertise to meet the most sophisticated demands of our clients.

We cherish our personnel and pay attention to their further professional growth to establish a sound ground for the Bank to support clients with high-quality services.

We always seek long-term relationships with valued corporate clients through which both the Bank and the clients enjoy mutual cooperation and business growth.

The Bank’s management appreciates esteemed clients on their trust in the Bank and welcomes new clients who want to develop their business with us. We always pursue the goal to provide the highest level of services to our esteemed clients.

Sincerely yours,



*“KDB Bank Uzbekistan will continue to support Uzbekistan’s sustainable growth and serve as a financial engine that enables your business to succeed.”*

**Kim, Heung Sang**

Chairman of Management Board  
JSC “KDB Bank Uzbekistan”

# KDB Bank (Korea) At a Glance

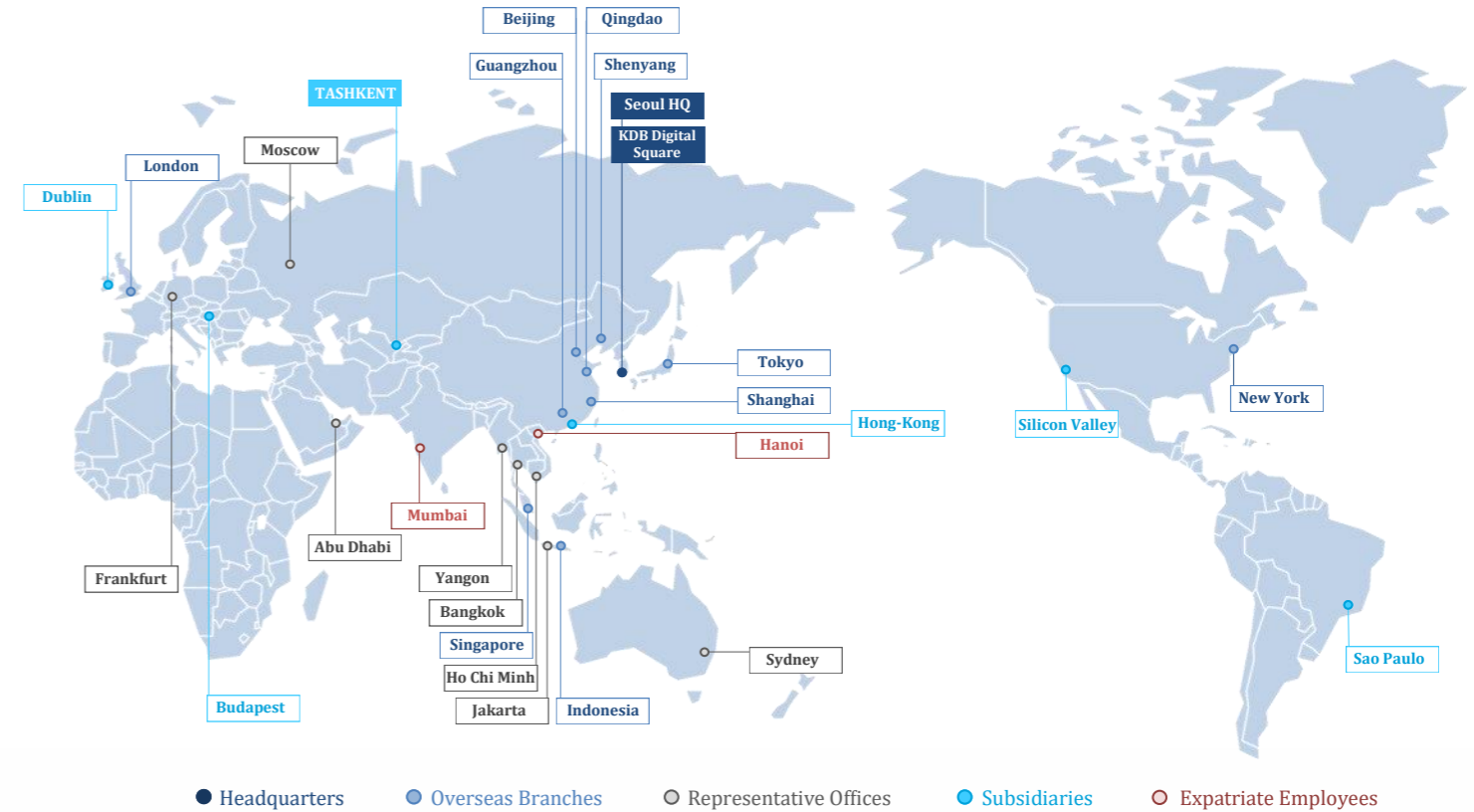
Since the establishment in 1954, the KDB Bank has been playing an active role in shaping the economic and industrial policies of Korea in partnership with government agencies and other policy finance institutions.

The corporate banking has been the bank's primary business area and the KDB Bank has provided vast amounts of industrial capital through traditional banking services like loans, investments, and guarantees to help develop the Korea's industries and national economy.

Currently, the KDB Bank has a wide global presence with 27 global networks (1 headquarters, 10 overseas branches, 7 subsidiaries, 7 representative offices and 2 expatriate employees) in 19 countries of the 5 continents (Europe, Asia, North America, South America and Australia).

According to the consolidated statement of financial position as of 31.12.2020, the total assets of the KDB Bank amount to 211.6 bln US dollars. Being a state-owned policy finance institution and having sound financial performance, the KDB Bank has a quasi-sovereign credit rating which is one of the highest in the world.

## Global Network



## Foundation

1954

## Employees

3,446

## Credit Ratings

Aa2

Moody's

AA

S&P

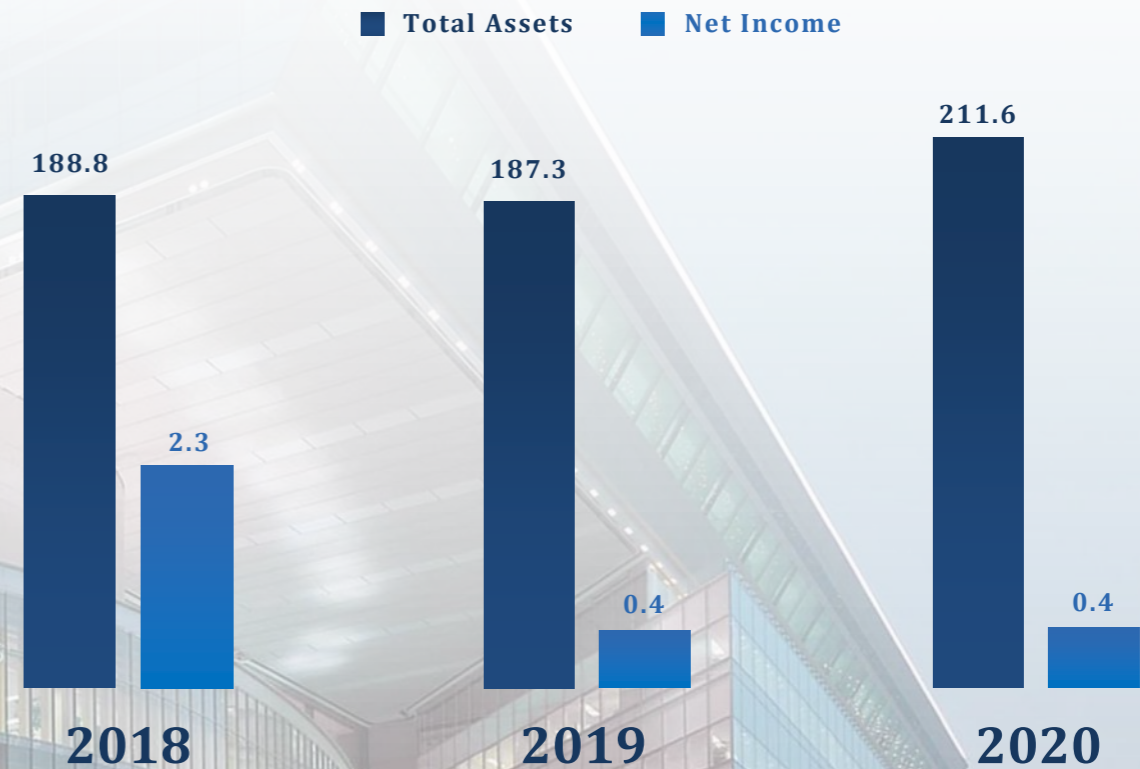
AA-

Fitch

• Equivalent to the sovereign ratings of the Republic of Korea

## Financial Indicators

(Unit: USD bln)

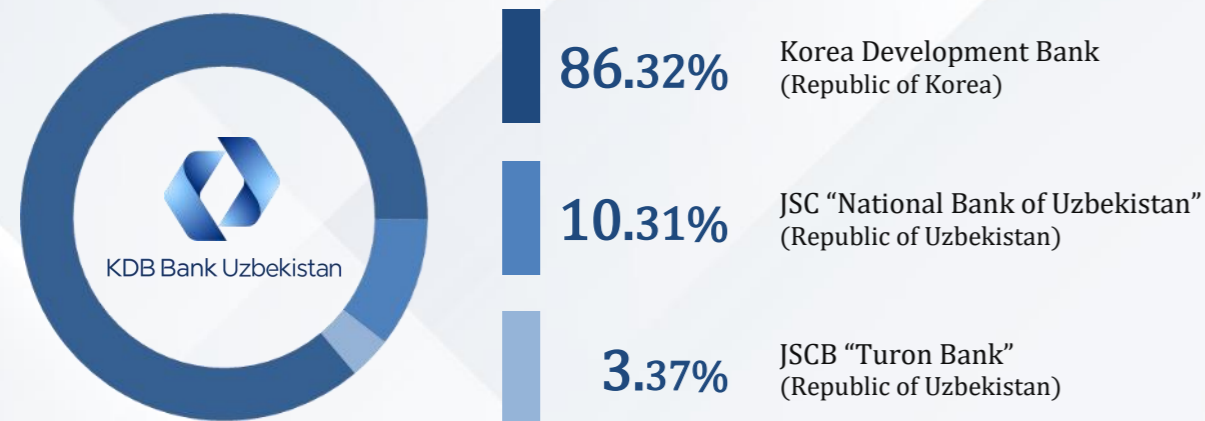


# KDB Bank Uzbekistan History & Overview

## HISTORY

<b>1997</b>	Founded as "UzDaewoo Bank" as part of the international expansion of Daewoo Group
<b>2006</b>	Renamed to "UzKDB Bank" subsequent to the acquisition of KDB Bank
<b>2013</b>	Merged with "RBS NB Uzbekistan" and changed the name to "KDB Bank Uzbekistan"

## SHAREHOLDERS



## CREDIT RATINGS

**BB-**  
(Outlook "Stable")  
S&P

**UzA+**  
Ahbor-Rating

## OUR PREMISES



**HEAD OFFICE**  
3, Bukhoro street,  
Tashkent, Uzbekistan



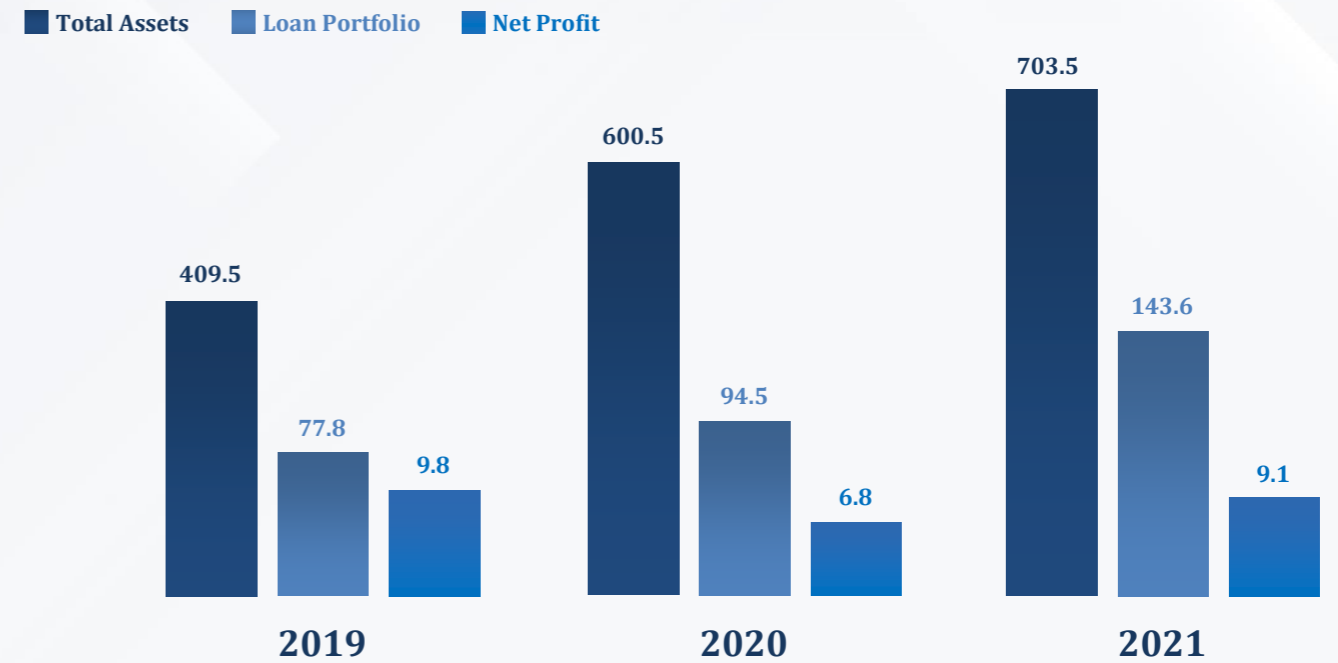
**YUNUSOBOD BRANCH**  
77, Minor passage,  
Tashkent, Uzbekistan



**OYBEK BRANCH**  
32, Oybek street,  
Tashkent, Uzbekistan

## FINANCIAL INDICATORS

(Unit: USD mln)








## BANKING SERVICES

KDB Bank Uzbekistan always strive to provide the best financial services to its customers.

The knowledge accumulated by the KDB Bank in corporate banking for nearly 7 decades functions as the strong key feature of KDB Bank Uzbekistan in serving clients at a high international level.

The flexibility on meeting the needs of the clients and the quickness in the administration of lending process are two main competitive advantages of our Bank.

We believe that the financial services provided by the Bank will contribute to the development of the corporates that have strong and prominent strategic plans to stably expand their business.

-  Transaction Banking
-  Lending
-  Trade Finance
-  Guarantee
-  Foreign Exchange Transactions (FOREX)

# Transaction Banking



## ACCOUNT OPENING & MAINTENANCE

The corporate clients may open current, time, savings, and other deposit accounts in national and foreign currencies at KDB Bank Uzbekistan.

The currencies in which the Bank opens bank accounts for corporate clients are Uzbek Soums (UZS), US Dollars (USD), Euro (EUR), Russian Rubles (RUB), British Pounds (GBP), Japanese Yen (JPY) and Chinese Yuan (CNY).

Opening and maintaining bank accounts at KDB Bank Uzbekistan is absolutely free. Moreover, you are not requested to keep minimum balance with the Bank.

When opening a bank account with the Bank for the first time, corporate clients shall submit the documents in accordance with the Regulation of the Central Bank of the Republic of Uzbekistan "On bank accounts opened in banks of the Republic of Uzbekistan", registered by the Ministry of Justice with #1948 on April 27, 2009.

Having opened a current account with the Bank for the first time, the corporate clients can easily submit an application for opening additional current, time, savings, and other deposit accounts in the electronic form through the Internet Banking application.

You can get the necessary advice on the procedure for opening a bank account and preparing the required documents from the client relations managers by visiting any Bank office convenient for you as well as by phone and e-mail.

## INTERNET BANKING

The Internet Banking application of the Bank allows you to manage your bank accounts.

At the moment of opening a bank account with KDB Bank Uzbekistan, the Bank may simultaneously connect you to the Internet Banking and provides you with an access to the view mode of the Internet Banking.

To activate the operational mode of the Internet Banking, you will need an electronic OTP (one-time password) key. For better security purposes, the Bank imports the electronic OTP keys with good quality and you will pay just a half of the Base Estimated Value (UZS 135,000 as of 01.02.2022) to obtain it.

### Available functions of the Internet Banking

- ◆ **Sending financial documents** to the Bank, including payment orders in national and foreign currencies, foreign exchange applications, documents on salary payments to employees' card accounts, documents on replenishment of corporate cards and others
- ◆ **Obtaining bank statements** for all accounts and for any period
- ◆ **Controlling execution of financial documents** in online mode with immediate receipt of reports about the errors
- ◆ **Submitting applications for opening bank accounts** such as additional current, time, savings, and other deposit accounts.

## PAYMENTS

KDB Bank Uzbekistan provides fast and safe execution of non-cash payments in national and foreign currencies based on the payment orders of the corporate clients.

In addition to the traditional method of submitting payment orders, the corporate clients are given the opportunity to make payments in national and foreign currencies through the Internet Banking application and monitor the status of their accounts in real time.

Payments in national currency via the Internet Banking are carried out 24/7 including weekends and holidays with the prompt crediting of funds to the counterparty's account.

Payments in foreign currency are executed based on the underlying documents with foreign counterparties (e.g. export-import contracts, debt agreements, repatriation of profit, etc.) in accordance with the currency regulation of Uzbekistan.

The Bank has a reliable correspondent relationship with leading foreign banks for fast and safe execution of the payment orders of the corporate clients in foreign currency.

In the 1st quarter of 2022, the Bank has a plan to connect to the SWIFT GPI Tracker which provides our customers with an end-to-end visibility to check the status of the foreign currency payments sent, in progress and received.

## CORRESPONDENT BANKS

Name of the correspondent bank	Currency	SWIFT code
JP Morgan Chase Bank, New York	USD	CHASUS33
JP Morgan Chase Bank, N.A, London Branch	GBP	CHASGB2L
JP Morgan Chase Bank, N.A, Hong Kong	CNY	CHASHKHH
Commerzbank AG, Frankfurt am Main	EUR	COBADEFF
Commerzbank AG, Frankfurt am Main	USD	COBADEFF
Commerzbank AG, Frankfurt am Main	GBP	COBADEFF
Raiffeisen Bank International AG, Vienna	EUR	RZBAATWW
Raiffeisenbank, Moscow	RUB	RZBMURMM
Korea Exchange Bank, Seoul	USD	KOEXKRSE
Korea Exchange Bank, Seoul	EUR	KOEXKRSE
Korea Exchange Bank, Tokyo	JPY	KOEXJPJT
Kookmin Bank, Seoul	KRW	CZNBKRSE

## CASH OFFICE SERVICES

The Bank accepts hard cash both in local and foreign currencies, counts and credits it into the corporate clients' bank accounts no later than the following day after its submission to the Bank's cash office. At this, the Bank may accept hard cash for the purposes (e.g. sales revenue, replenishment of charter capital, etc.) permitted by the local legislation.

On the other hand, the corporate clients may withdraw hard cash from the Bank's cash office for the purposes (e.g. salary payments, business trip expenses, etc.) permitted by the local legislation.



## Transaction Banking (cont.)

### EMPLOYEE CARD

The Bank opens UzCard and HUMO cards to your employees without any charge. This is a quick, convenient and costless way to pay salary to the employees.

Using the Internet Banking application, you can easily send the financial documents to the Bank on salary payments to employees' card accounts. Consequently, the Bank will immediately transfer the salary funds to the card accounts of the employees.

UzCard and HUMO cards are accepted by all the merchant shops over the country. Moreover, the cardholders can also withdraw hard cash at the ATMs of the Bank and the other commercial banks.

The cardholders can also use the Mobile Banking application (MultiPay) of the Bank to easily make payments for the purchased goods and services, convert funds into foreign currency and make transfers to others.

### CORPORATE CARD

The Bank offers such types of corporate cards to the corporate clients as UzCard and HUMO cards in UZS as well as VISA in USD and EUR.

Through the corporate cards, the employees of your good company can easily make payments for travel and official entertainment expenses.

### MERCHANT ACQUIRING

It is more important than ever to have advanced merchant solutions that offer secure transactions for you and your customers along with tools that help you run your business better. Whether your business is new on the scene or a fixture in the marketplace, KDB Bank Uzbekistan can help.

Our intuitive point-of-sale hardware (POS-terminals) and virtual terminals (E-POS / QR Online) along with a simplified pricing plan, enable you to affordably accept payments through cards.

## Lending

KDB Bank Uzbekistan offers credit products in Uzbek Soums (UZS) and US Dollars (USD) to legal entities (including, small enterprises) that are the residents of the Republic of Uzbekistan.

### CREDIT PRODUCTS

- ◆ **Loans and revolving credit lines for replenishment of working capital** (e.g. purchase of raw materials, components & details, payment of utility bills, etc.)
- ◆ **Loans and finance lease for purchase of fixed assets** (e.g. purchase of machinery & equipment, buildings, vehicles, etc.)
- ◆ **Syndicated loans** together with other local and foreign banks for financing of large investment projects.

### ELIGIBILITY REQUIREMENTS

- ◆ The Bank does not grant any loan to the companies that have suffered loss for the recent 2 (two) financial years consecutively and have weak financial state.

### TERMS & CONDITIONS

<b>Maximum loan term</b>	◆ 2 years for loans with purpose of replenishment of working capital ◆ 5 years for loans & finance lease with purpose of purchase of fixed assets
<b>Loan amount per transaction</b>	◆ up to USD 15 mln for USD-denominated loans ◆ up to UZS 150 bln for UZS-denominated loans
<b>Approximate interest rate</b>	◆ starting from <u>7% p.a.</u> for USD-denominated loans ◆ starting from <u>20% p.a.</u> for UZS-denominated loans
<b>Interest accrual method</b>	from outstanding loan amount
<b>Frequency of interest payment</b>	on monthly basis
<b>Collateral</b>	buildings & structures, vehicles, machinery & equipment, inventory, bank deposits, guarantees and securities of the Government and other financial institutions, as well as other third-party guarantees and warranties

### REQUIRED DOCUMENTS

1. Loan application that contains a description of the usage purpose, amount and term of the desired loan, as well as a description of the collateral
  2. Credit questionnaire filled by the applicant in the form established by the Bank
  3. Establishment documents of the applicant (legal or charter documents)
  4. Business plan (feasibility study) with a detailed description of the production plan, financial plan, analysis of the sales market, pricing policy, risk assessment for the project, and forecast of cash flow for the loan period
  5. Financial statements for the last 3 years and the last reporting period, including balance sheet, income statement and transcripts to them
  6. Appraisal report of an independent appraiser on the collateral
  7. Decision of the authorized body (shareholders' meeting, supervisory board, etc.) of the applicant on obtaining a loan and providing collateral
- Note: Other documents may be requested by the Bank depending on the nature of the applicant's business and the project being financed.*

# Trade Finance

KDB Bank Uzbekistan offers a wide range of the documentary operations to the corporate clients, particularly:

- ◆ issuing import letters of credit
- ◆ organizing confirmation of import letters of credit
- ◆ advising and negotiating (discounting) export letters of credit

## IMPORT LETTERS OF CREDIT

**Sight LCs.** If you are buying something, a sight letter of credit (sight LC) can help you avoid paying for something that never arrives. Instead of sending money in advance and hoping for the best, your funds are safely held in the Bank until the seller can produce documents proving shipment of the goods or completion of the task.

The Bank will process the payment within 5 (five) business days upon presentation of the conforming documents required as per the conditions of the sight LC.

The Bank issues a sight LC against the cash deposit of the corporate client or the IRU (Irrevocable Reimbursement Undertaking) of the high-ranked development banks (e.g. IFC, EBRD, ADB, IDB, etc.).

**Usance LCs.** If you have no free cash to immediately pay for the imported goods and your counterparty agrees to accept a deferred payment, a usance letter of credit (usance LC), which is payable at a predetermined future date after the conforming documents are presented, can be the best choice for your good company.

The usance LC allows an importer flexibility, increased working capital and availability to sell the imported goods prior to payment. Paying for the goods is easier at a later date when compared to payment upon receipt; as there will have already been an element of payment collection at this point, from the ultimate buyer.

The Bank may issue a usance LC against the collateral other than the cash deposit. Considering the nature of credit risk, the Bank reviews a usance LC application in the way as it does for a loan application.

## CONFIRMATION OF LETTERS OF CREDIT

The Bank may easily and inexpensively organize confirmation of the letters of credit through the KDB Bank Global Network (KDB Seoul, KDB New York, KDB London, etc.) and other first class international banks (e.g. JPMorgan Chase Bank, Commerzbank AG, Raiffeisen Bank International AG, etc.) with high credit ratings in the world.

The confirmation can be organized for both sight and usance LCs issued by the Bank.

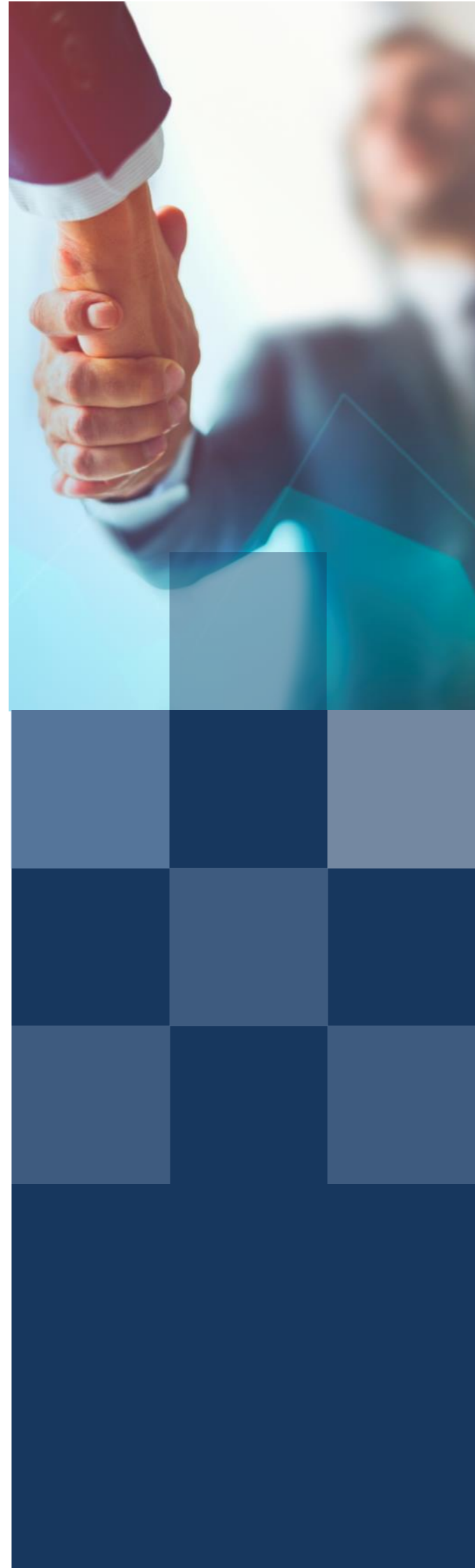
## EXPORT LETTERS OF CREDIT

**Advising.** LC advising is a service provided by KDB Bank Uzbekistan whereby an issuing bank, on behalf of the importer duly transmits an LC by SWIFT, authenticated telex or dispatches, or by mail or courier to the Bank.

KDB Bank Uzbekistan will check the LC for its authenticity. If deemed authentic, the Bank will then notify its customer to collect the LC.

**Negotiation (discounting).** By negotiating export documents under LC, KDB Bank Uzbekistan will pay the exporter with its own funds and rely on the reimbursement by the issuing bank at a later date. The export LCs that are both available at sight or usance are capable of being negotiated.

Negotiation of documents under an LC is “with recourse” to the corporate client. In the event the issuing bank refuses to pay or accept documents under the LC, KDB Bank Uzbekistan will have the right to claim reimbursement, with interest, on the funds that have been advanced to the customer.



# Guarantee

## FOR RESIDENTS

KDB Bank Uzbekistan issues the following types of the bank guarantees based on the requests of the resident legal entities of the Republic of Uzbekistan:

- ◆ Advance Payment Guarantee
- ◆ Bid Bond
- ◆ Performance Bond
- ◆ Payment Guarantee

The Bank can also issue other types of bank guarantees, depending on the corporate client's specific needs and provisions of the contracts/agreements.

The Bank issues bank guarantees in accordance with the applicable laws of the Republic of Uzbekistan and generally accepted international rules for guarantees.

Considering the nature of credit risk, the Bank reviews a guarantee application in the way as it does for a loan application.

## FOR NON-RESIDENTS

If your good company is not a resident of Uzbekistan and wants to participate in the international competitive biddings organized in Uzbekistan or is required to provide a performance guarantee of the local bank under the contract/agreement with the resident of Uzbekistan, KDB Bank Uzbekistan can issue a bank guarantee against the counter-guarantee of your good serving bank with the investment credit rating.

# Foreign Exchange Transactions (FOREX)

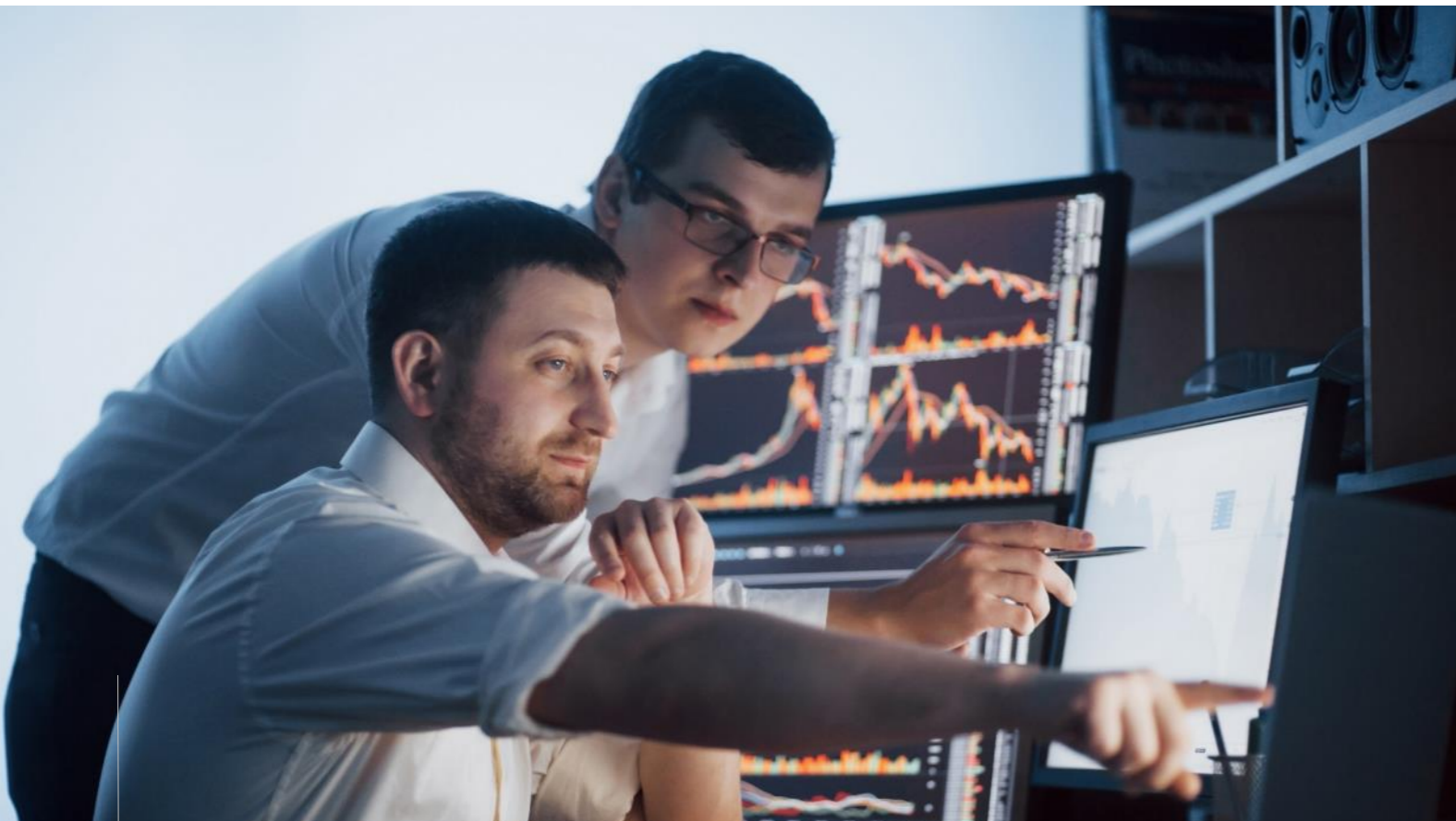
KDB Bank Uzbekistan offers FOREX transactions in Uzbek Soums (UZS), US Dollars (USD), Euro (EUR), Russian Rubles (RUB), British Pound (GBP), Japanese Yen (JPY), Chinese Yuan (CNY) and other exotic currencies.

## TYPES OF TRANSACTIONS

Based on the transaction amount and the currencies being exchanged, the Bank offers the following types of transactions:

- ◆ TOD – a transaction that is carried out on the same day it was concluded.
- ◆ TOM – a transaction that is carried out on the next business day after it was concluded.
- ◆ SPOT – a transaction that is carried out on the second business day after the day it was concluded.
- ◆ SWAP – consists of two opposite currency exchange transactions carried out according to the previously agreed currency exchange rate with the specified value date. The execution date of the first transaction may not exceed two business days (TOD, TOM, SPOT), whereas the execution date of the second transaction may not exceed six months after its conclusion date.

The Bank executes SWAP transactions with UZS against USD or EUR.



# Contacts & Consultation

You can get the necessary advice on the procedure for opening a bank account and preparing the required documents from the client relationship managers by visiting any bank office convenient for you as well as by phone and e-mail.

Moreover, if you need more detailed consultation on the bank tariffs, credit products, letters of credit, bank guarantees, FOREX transactions, exchange rates, and other banking services, you may freely contact with our friendly and knowledgeable client relationship managers from Monday to Friday (9:00am - 6:00pm).

## HEADS OF DEPARTMENTS & BRANCHES

Relationship Manager	Position	Telephone & E-Mail Address	Bank Office
Hamdam Mirzakhodjaev	Head of Client Relationship Management Department 1	(+998 78) 120-87-60 hamdam.mirzakhodjaev@kdb.uz	Head Office
Bekzod Yuldashev	Head of Client Relationship Management Department 2	(+998 78) 120-87-49 bekzod.yuldashev@kdb.uz	Head Office
Sarvar Masharipov	Chief Head of Credit Departments	(+998 78) 140-56-67 sarvar.masharipov@kdb.uz	Head Office
Elyor Saidov	Head of Credit Department 2	(+998 78) 120-27-94 elyor.saidov@kdb.uz	Head Office
Elyar Maksumov	Head of Client Service Department 1	(+998 78) 120-27-14 elyar.maksumov@kdb.uz	Head Office
Bilal Khodjamberdiev	Head of Yunusabad Branch	(+998 78) 120-87-80 bilal.khodjamberdiev@kdb.uz	Yunusabad Branch
Sardor Tojiev	Head of Oybek Branch	(+998 78) 140-06-30 sardor.tojiev@kdb.uz	Oybek Branch



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Scan the QR code to get the full list of Relationship Managers



# Contact us

## HEAD OFFICE

**Address:** 3, Bukhara street, 100047, Tashkent, The Republic of Uzbekistan

**Phone:** +(998 78) 120-80-00

## YUNUSABAD BRANCH

**Address:** 77, Minor passage, 100084, Tashkent, The Republic of Uzbekistan

**Phone:** +(998 78) 120-61-41

## OYBEK BRANCH

**Address:** 32, Oybek street, 100015, Tashkent, The Republic of Uzbekistan

**Phone:** +(998 78) 140-06-30

**Fax:** +(998 78) 120-69-70

**E-mail:** info@kdb.uz

**Website:** www.kdb.uz

**Working Hours:** Monday - Friday 9:00AM - 5:00PM

**Day off:** Saturday - Sunday

**Exchange Office:** Monday-Saturday 9:00AM - 5:00PM



KDB Bank Uzbekistan



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