



**PROGRAM FOR THE DEVELOPMENT OF  
BUSINESS IN THE FIELD OF SPACE  
COMMUNICATIONS**

2020-2021



# ATTAINING THE GOALS

50

INTERNATIONAL  
SATELLITE  
COMMUNICATIONS  
SYSTEM  
«INTERSPUTNIK»



## Coordination of efforts

in designing, procuring, operating and developing the Intersputnik system

Intersputnik  
system

## Consolidation of relations

among the member countries by way of telecommunications, audio and video broadcasting via satellite

Member  
countries

# ADVANTAGES OF THE PROGRAM

Leave a request

## Expanded capabilities

The winner enhances its presence on the industry-specific market

## Simple and clear

The procedure of debt financing is public and the same for all applicants

## Incentive for the economy

Loans can be granted to several applicants from a single country

## Enhanced status

The intergovernmental organization is an international guarantor of the project's sustainability





**\$ 4,500,000**

**INVESTMENT FUND**

up to **\$1,000,000**

for Intersputnik  
Signatories

up to **\$ 750,000**

for other companies

0%

Interest-free

1  
time a  
year

Periodicity\*

2  
years

Start of  
repayment

NO LATER  
THEN

+

Targeted loan

5  
лет

Maximum loan period

# LOAN

for the development of  
space communications  
business

## Limitations

Up to 50 % of the total funding  
Up to 50 % of the applicant's average annual sales for the last three years  
Limitations can be lifted if agreed with the Operations Committee

\*subject to availability of cash in the Investment Fund



# SECURING LOAN RECOVERY

## Security tools

penalty, collateral, guarantees, including independent ones, etc.

## Financial indices

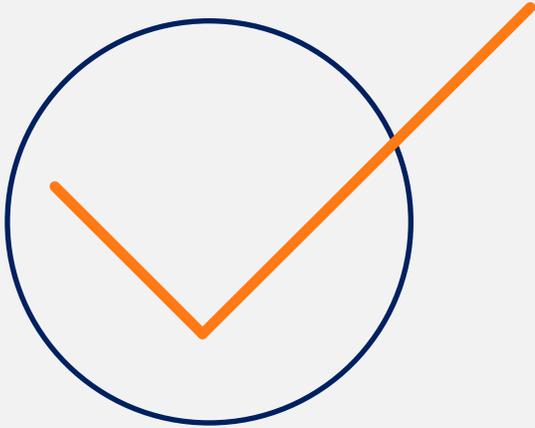
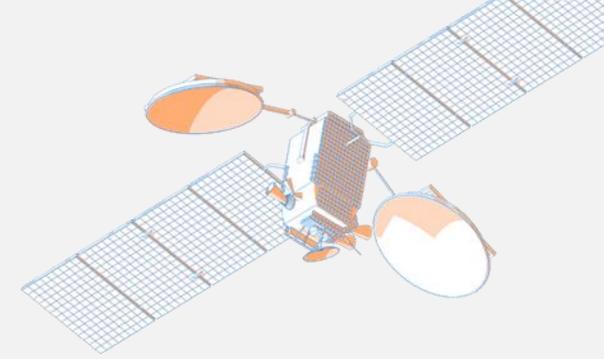
if required by the Directorate  
(including NPV and technical criteria)

## Risk insurance

by a first-class insurance company approved  
by the Directorate in advance

[More details](#)

# APPLICANT REQUIREMENTS



## LEGAL ENTITY

> 3 yrs

engaged in industry-specific business

> 0.8

financial stability ratio

## Stability

Positive credit history

## Licenses

Permits to conduct industry-specific business

## Author

of the business project requested to be funded

## Intersputnik system

incorporated in an Intersputnik member country or operating on the market of an Intersputnik member country or using (planning to use) the Intersputnik system under its business project

## No restrictions

No litigation or administrative procedures against the applicant; no limitations imposed by competent government authorities

## Repeated participation

by the winners of previous tenders is possible if the applicant engaged in no violations and provided that its business project will use the Intersputnik system

# Request

**Written recommendation**  
from an Intersputnik member,  
national telecommunications  
administration or other  
competent authority (desirable)

**Instruments of  
incorporation and  
licenses**

certificates of compliance;  
information on the structure of  
the authorized capital and  
ultimate beneficiaries,  
management, and authorized  
persons

## LIST OF DOCUMENTS

**Written  
guarantee**

of the patent purity of  
technical solutions (if  
available)

**Business  
description**

completed projects; letters of  
recommendation from partners

**Project  
description**

plan of implementation,  
commercial, technical and  
financial feasibility and  
calculations

**Financial  
statements**

Opinions of independent  
auditors for the last three  
years

to be presented in Russian or  
English

# SUPERVISION

over the current financial standing of the recipient compared to that for the last three years

over the observance of the loan conditions and assigned spending of the loan by analyzing the business project presented for the tender and the actual progress in its implementation

over the efficiency of using assets (goods, works, services) purchased with the loan

over the technical criteria of project implementation

# DIRECTORATE

## Independent experts

The Directorate may invite independent experts with costs to be paid by the loan recipient

(their amount cannot exceed the LIBOR rate in US dollars for the total loan for the whole loan period)

## Documents

The loan recipient's obligation to present documents

(contracts, acceptance statement for goods, works and services, invoices, payment orders, etc.)

## Protocol

The results will be summed up by the Directorate and presented to the recipient for review

If the evaluation proves to be unsatisfactory, there may be requested additional documents

# TENDER BOARD

The tender board is chaired by the Chairperson of the Operations Committee

Representative of the Auditing Commission

(at the discretion of its chairperson)

Three representatives of the Directorate

(at the discretion of the Director General)

Experts in an advisory capacity

(nominated by the chairperson of the tender board or the Director General)

5 +

MEMBERS

# CRITERIA TO SELECT THE WINNER

There may be no winner, one or more winners, including those from a single country, in a single tender

## BUSINESS PROJECT

implying

**the use/expansion  
of the Intersputnik system  
Promising outlook and  
efficiency**

(best financial indicators and  
expanded presence on the industry  
market in question)

## APPLICANT

**Intersputnik Signatory/  
recommended by an Intersputnik  
Member**

In the case of several applicants from a single  
country priority will be given to the applicant being  
an Intersputnik Signatory or recommended in  
writing by an Intersputnik Member

# MILESTONES

1

## Acceptance of tentative requests

Evaluation of the level of interest for the tender

within the timeframe set by the Directorate



2

## Presentation of documents by applicants

within the timeframe set by the Directorate



3

## Review of documents by the Directorate

Vetting for good standing and compliance with the requirements of the Program; selection of applicants admitted to the tender

1 month

(as from the deadline for the presentation of the documents)

4

## Holding of the tender

Choice of the winner by the tender board (or recognition of the absence of a winner)

1 month



5

## Announcement of the results

Agreement and execution of documents with the loan recipient, granting of the loan

1 month

(depending on how long it takes the recipient to review legally binding documents)

# PRELIMINARY APPLICATION TO PARTICIPATE IN THE TENDER

## CONTENT

### Purpose

Assessment of the level of interest of potential applicants in conducting a tender under the Program.

### Form

The preliminary application can be made in any form.

1. Full name of the company and the state of registration of the applicant;
2. Details of the applicant's company;
3. A brief description of the business project, revealing its purpose and main parameters, allowing you to assess the industry affiliation of the project and the target markets, the technologies and equipment used, the timing of its implementation;
4. Information about the estimated total amount of financing required for the implementation of the business project;
5. The amount of funding that is planned to be requested under the Program;
6. The proposed methods of ensuring the repayment of the loan (penalty, pledge, surety, independent guarantee, and others).

# MORE OPPORTUNITIES

In certain cases, when a company cannot present a request, which would meet all the requirements of the Program, the Operations Committee may decide to grant a loan on special conditions outside the tenders under the Program.

**ESPECIALLY SUITABLE  
FOR STARTUPS**

## The Operations Committee evaluates the conditions of extending a loan

During regular sessions or when making decisions by correspondence between sessions there may be reviewed requests which do not fully meet the conditions of the Program

Request  
outside  
a tender



Evaluation of companies' requests which do not fully meet the conditions of the Program



Evaluation of requests for larger amounts exceeding the established limits



Decision concerning the advisability to extend a loan on special conditions

A group of five business professionals are gathered around a dark wooden conference table in a bright, modern office. A man in a light blue suit on the left is shaking hands with a man in a grey suit and white shirt in the center. A woman with long brown hair is smiling and looking towards the handshake. To the right, another man in a dark suit and a woman in a white blouse are looking on. The background shows large windows with a view of a city. The text "Thank you" is overlaid in the upper left, and two call-to-action buttons are in the lower right.

# Thank you

[Leave a request](#)

[More details](#)