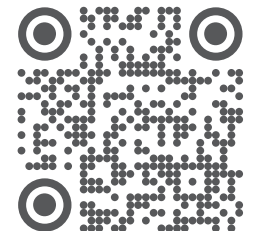


December 2020  
February 2021

# UkraineInvest Guide

Explore Your Opportunities

 TO THE CONTENTS



E-version

# Contents

December 2020  
February 2021



- 1 WELCOME NOTES AND INTRODUCTION:
- 2 UKRAINE: KEY FACTS
- 3 REGIONS OVERVIEW
- 4 INVESTMENT POLICY DEVELOPMENTS AND OUTLOOK
- 5 INVESTMENT ADVANTAGES AND INCENTIVES
- 6 PRIVATIZATION: STRATEGY, IMPLEMENTATION AND UPDATES
- 7 PUBLIC-PRIVATE PARTNERSHIP SUPPORT AGENCY
- 8 EXPORT-CREDIT AGENCY
- 9 SECTORAL OVERVIEW AND INVESTMENT PROJECTS
- 10 IMPACT INVESTMENT
- 11 INVESTMENT SUCCESS STORIES
- 12 UKRAINE INVEST: FACTS, ACHIEVEMENTS, SERVICES

# Welcome Notes and Introduction

December 2020  
February 2021



# Welcome Notes and Introduction

## PRESIDENT OF UKRAINE

**Volodymyr Zelenskyy,**  
President of Ukraine



Ukraine is a new technological center of the world, a breadbasket of Europe with the most fertile lands and a huge tourist and investment potential.

The main thrust of my incumbency is sustainable economic growth through the elaboration and implementation of a package of fundamental and far-reaching reforms. We are aimed at establishing a level playing field for everyone, implementing changes that are vital for Ukraine and digitizing all governmental services, thus making them transparent, convenient for use, and efficient.

We have already made a great leap forward towards a full digitalization of different realms and eradication of the Soviet-style bureaucracy. Following the establishment of the Ministry of Digital Transformation certain tangible results can be seen, in particular the creation of the Diia portal for electronic governmental services for citizens. We have also launched the first virtual digital country with no limits for new investment, jobs, and cutting edge technological development called Diia City. Ukraine is well on its way to becoming a major contributor to the new Digital 2.0 world we live in.

Ukraine has already been recognized by international investors as a stable and predictable emerging market, with talented human capital and high-quality undervalued assets.

In 2020, Ukraine climbed up seven more places in the World Bank's Ease of Doing Business ranking, up to the 64th position out of 190 countries. Ukraine is also rated second in terms of speed and depth of business climate improvement.

Our dream is to make Ukraine an investment stronghold of Central and Eastern Europe. Hence, we initiated the so-called 'Investment Nanny' bill to make investors feel welcomed and supported by the government. We will provide a 15-year state guarantee on investment which would be granted to an investor upon signing a direct special agreement with the Ukrainian government. The law provides an exemption from income tax, value-added tax, and customs duties for new equipment imported to Ukraine for foreign investment. The state will assign a manager to each project totaling more than USD 30 million.

Hurry up! The largest country in Europe is the next big thing. Ukraine is something we can celebrate together. And The UkraineInvest Guide is a unique source of comprehensive information about vast investment opportunities Ukraine has to offer, elaborated by UkraineInvest, which is to become the focal point and main supporter of investment in Ukraine.

# Welcome Notes and Introduction

## PRIME MINISTER OF UKRAINE

**Denys Shmyhal,**  
Prime Minister of Ukraine



We retain the implementation of the important initiatives aimed at ensuring Ukraine's further growth and making our country a great destination for investment. The land market reform implementation and the law blocking the return of nationalized banks to their former owners enabled us to receive a new three-year USD 5.5 billion IMF stabilization program.

Despite the decrease in business activity globally, Ukraine undoubtedly has success stories to be proud of. With the adoption of the Law on Concessions, Ukraine is vividly using a modern PPP tool to enhance its infrastructure and, in particular, to make the seaports more efficient.

A number of foreign companies have already benefited from it: Swiss-Georgian company Risoil signed the seaport concession agreement in Kherson, according to which the company will invest UAH 300 million; in the meantime, Qatari Q Terminals will be operating Olvia port in Mykolaiv. Q Terminals will invest UAH 3.4 billion, making it one of the largest foreign direct investments in the port industry of Ukraine since its independence. Additionally, the company will pay annual concession fees amounting to UAH 82 mln and allocate UAH 80 mln for the development of the local infrastructure of Mykolaiv. Currently, we are preparing Chornomorsk seaport to be the next facility auctioned for the concession.

On top of that, the government has started the privatization of state-owned assets, which is carried out in a most transparent manner and in accordance with all laws and regulations. More than 1,000 state-owned entities have been set to privatization in the coming years, thus offering unique opportunities for foreign business in Ukraine.

Ukraine's subsoil use sector has undergone a significant transformation in recent years with the launch of the online auctions for the sale of special subsoil use permits and tenders for production sharing agreements for numerous oil and gas fields.

Currently, Ukraine is consistently viewed by businesses as a stable and predictable market to invest in now. We are doing our best to encourage those who already successfully operate in Ukraine to be willing to invest more and we are ready to put maximum effort in order to make Ukraine attractive and welcoming for future investors and new businesses!

Thus, the updated UkraineInvest Guide is a valuable source of information for foreign companies. The Guide suggests investment projects from all over Ukraine in a great variety of sectors, including agribusiness, energy, IT and innovations, real estate, as well as objects selected for privatization, infrastructure, and impact investment.

UkraineInvest Investment Promotion Office that has been a reliable partner for businesses in communication with authorities for more than three years and will become the guiding light for support of your investment projects in Ukraine.

# Welcome Notes and Introduction

## MINISTER OF THE CABINET OF MINISTERS OF UKRAINE

**Oleh Nemchinov,  
Minister of the Cabinet  
of Ministers of Ukraine**



There is a fair amount of investment-worthy sectors in Ukraine: land, energy, mining, engineering, shipbuilding, infrastructure and logistics. And all this is in the geographical center of Europe.

Over the past time, one of the key priorities of our Government has been continuing implementation of reforms that improve the business and investment climate in Ukraine.

In particular, the decentralization reform which is vital for Ukraine in order to make the regions of the country self-sufficient, create a positive impact on investment attraction, providing its citizens with high-quality and timely services, from housing and communal services to education, healthcare, and security.

We keep developing economic and trade relations with our foreign partners. Currently, we are actively working at establishing contacts with business communities of different countries, inter alia within the work of intergovernmental commissions. We are conducting a dialogue on strengthening the presence of Ukrainian exporters in foreign markets, joint infrastructure projects development,

cooperation in the tourism sector, etc.

It is increasingly important to develop domestic tourism, and the Government is working strategically in this realm to create a completely new model of the tourism industry in Ukraine. Our country possesses excessive tourism potential which can become a significant factor in the sustainable economic development of Ukraine. Investment attractiveness is one of the key characteristics causing an investor's interest in financing a project in tourism.

Therefore, the UkraineInvest Guide can become a fundamental source for foreign investors to find out the relevant analysis of Ukrainian regions and discover the most interesting investment projects in different sectors, including but not limited to tourism.

# Welcome Notes and Introduction

## MINISTER OF ECONOMIC DEVELOPMENT, TRADE AND AGRICULTURE OF UKRAINE

**Ihor Petrashko,**  
**Minister of Economic Development,**  
**Trade and Agriculture of Ukraine**



The capital, technology and business practices enjoyed by international companies in other countries are the fundamentals of stable economic development. Our vision is to build an innovative model of Ukraine's development with a focus on increase of production levels and trade of high value-added products, skilled and highly-paid workforce, preservation of energy and other natural resources, as well as application of an innovative management style. This will be the underlying idea for the New Economic Strategy of Ukraine until 2030, which is currently being developed under the leadership of the Ministry for Development of Economy, Trade and Agriculture of Ukraine.

To achieve this, we have to apply brand new approaches in public administration in order to ensure a clear division of responsibility, eliminate the duplication of processes, as well as to change the quality of economic growth. We are aimed at providing incentives for IT and R&D, the agricultural sector, mining, energy, infrastructure, and domestic transport which will facilitate Ukraine's growth and determine its further development.

Inflow of investment, including FDI, is an important factor which helps to maintain a stable and relatively fast economic growth. It is also testimony to the fact that investors are ready to work in Ukraine and cooperate with its Government. The Ministry of Economic Development, Trade and Agriculture of Ukraine is tediously working on implementation of such instruments as Public-Private partnerships (PPP), concessions, industrial parks which may prove helpful for current and potential investors in Ukraine.

Among recent developments it is worth noting that relevant provisions of the secondary legislation regarding PPPs and concessions have already been adopted.

New seaport concession contracts have been signed, showing investors' readiness to implement PPP projects in Ukraine. On top of that, there was the PPP Agency established aimed at assisting with projects elaboration for public authorities. It should be also separately noted that the Draft Law on State Support for Investment Projects with Significant Investments is expected to be adopted, thus opening untapped opportunities for investors.

We welcome the adoption of the Law on farmland market and the abolition of the moratorium, which had been imposed for almost two decades as a temporary measure. This step paves Ukraine's path to the sector liberalization, establishes fair and transparent rules, and gives an impetus for economic growth. The land market opening will definitely enhance Ukraine's role in global food security. It could become a basis for the establishment of a rural middle class and stability as it is extremely important that land is owned by a producer. Moreover, the availability of additional financial resources for farmers will stimulate additional demand in such related areas as agricultural processing, supply, and production of agricultural machinery. These and other factors make Ukraine a reliable trade partner in agribusiness and an attractive investment target.

Undoubtedly, the UkraineInvest Guide is a profound source of information aimed at contributing to the development of business and government partnership. UkraineInvest will maintain liaison and active collaboration with the business community to continuously and successfully build a new European Ukraine.

# Welcome Notes and Introduction

## UKRAINEINVEST SUPERVISORY BOARD

CHAIR

**LEVAN VARSHALOMIDZE**

Secretary of National  
Investment Council under  
the President of Ukraine

DEPUTY CHAIR

**YULIA KOVALIV**

Deputy Head, Office of  
the President of Ukraine

DEPUTY CHAIR

**ALEXA CHOPIVSKY**

Executive Director,  
Ukraine House Davos

SECRETARY, MEMBER

**OLEXANDBORNIAKOV**

Deputy Minister, Digital  
Transformation for IT  
Development

MEMBER

**ANNA DEREVYANKO**

Executive Director,  
European Business  
Association

MEMBER

**ANDY HUNDER**

President, American  
Chamber of Commerce  
in Ukraine

Our unalterable stalwart mission is to promote Ukraine's investment opportunities globally and ensure the establishment of an efficient dialogue between the business community and the government with a view to growing Ukraine's economy and improving the business climate.

Over the course of the past few years UkraineInvest has become one of the most successful state institutions working on investment promotion in Ukraine. As a matter of fact, in 2020 UkraineInvest has been listed among TOP-5 investment promotion agencies across emerging Europe regions in the Investment Promotion Agency 2020 ranking.

Since its inception, UkraineInvest has unlocked USD 3 bln in FDI since 2016 (including USD 1.2 bln in 2019), resolved 120+ legal and administrative issues of foreign investors, and provided 1,600+ consultations.

The key objective of UkraineInvest is to strengthen its institutional capacity by engaging investment advisors abroad in target countries (including USA, UK, EU, the Gulf countries) and consolidating all investment promotion efforts of different units throughout Ukraine. These goals are brave and ambitious, and yet achievable as we strive to bring FDI attraction in Ukraine to a brand new level and invite everyone to continue to invest in Ukraine NOW.

# Welcome Notes and Introduction

## UKRAINEINVEST CEO

**Sergiy Tsivkach,**  
CEO, UkraineInvest



It is a pleasure for the entire UkraineInvest team to announce the launch of UkraineInvest Guide aimed at showcasing the most lucrative investment opportunities in Ukraine.

Our team has collected, analyzed and systematized the key investment proposals and projects, which we believe to be an invaluable source of information for potential investors and other interested parties.

UkraineInvest Guide is a unique source of extensive and profound information about projects in a variety of sectors of Ukraine's economy such as agribusiness, energy, heavy machinery, textile, IT and innovations, real estate properties (including objects selected for privatization), infrastructure, regional infrastructure, impact investment, logistics, manufacturing, healthcare and pharma. Inter alia, the UkraineInvest Guide includes programs aimed at developing promising sectors such as tourism, mining industry, industrial parks, waste management, import substitution, and startups.

UkraineInvest Guide is a one-stop-shop reference to consider investment opportunities in Ukraine. The Guide could become a point of departure for foreign investors in starting their journey in Ukraine. We encourage you to consider this report and eagerly await to support your investments.

# Ukraine: KEY FACTS



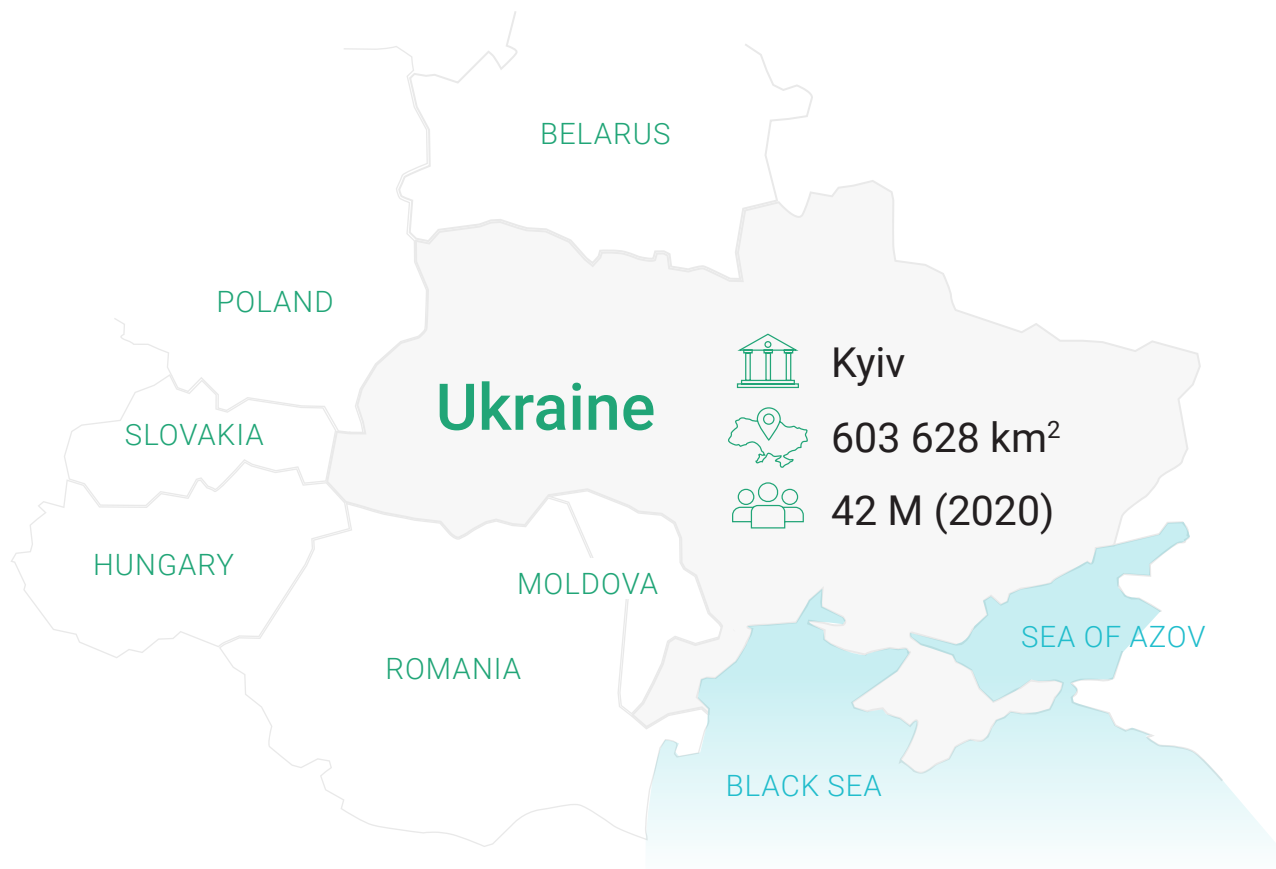
## GDP

\$154 billion (2019)



## Real GDP growth

3.2% (2019)



## Government

Parliamentary-presidential



## Currency

Ukrainian hryvnia (UAH)



## Exchange rate

USD/UAH 27.78 (November 2020)



**B**; Stable



**B**; Stable



**B3**; Stable



Rating and Investment Information, Inc.

**B+**; Stable

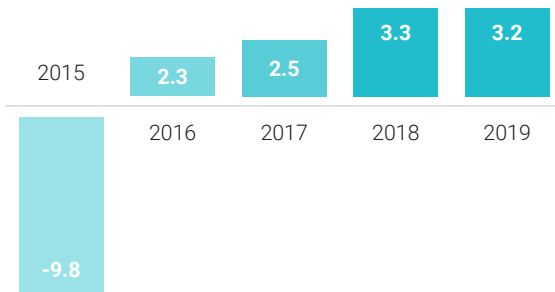
# Ukraine: **KEY FACTS**

Ukraine is a **stable and predictable emerging market** that has been **steadily growing for 4 years**

## GDP Growth, %

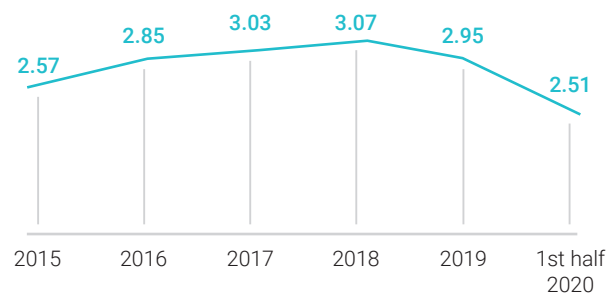
(comparing to respective period in the previous year)

by State Statistics Service of Ukraine



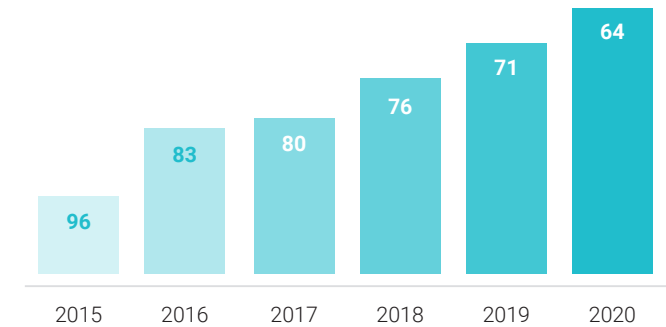
## European Business Association Investment Attractiveness Index

(index, as at year end)



## Ease of Doing Business Index

by the World Bank



**“UKRAINE IS OPENING FOR BUSINESS BECAUSE IT IS REFORMING”**

EBRD President Suma Chakrabarti, in Davos 2019

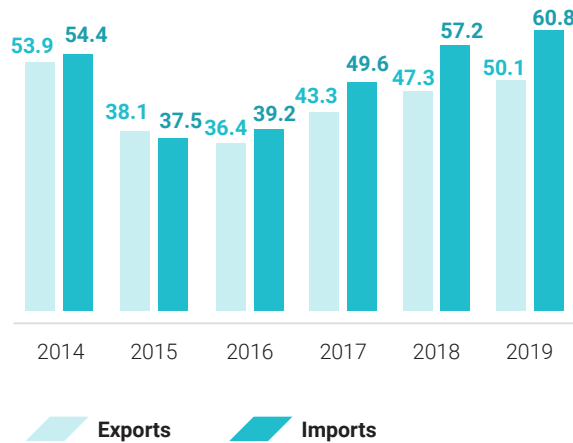
# Ukraine: KEY FACTS

## FOREIGN TRADE

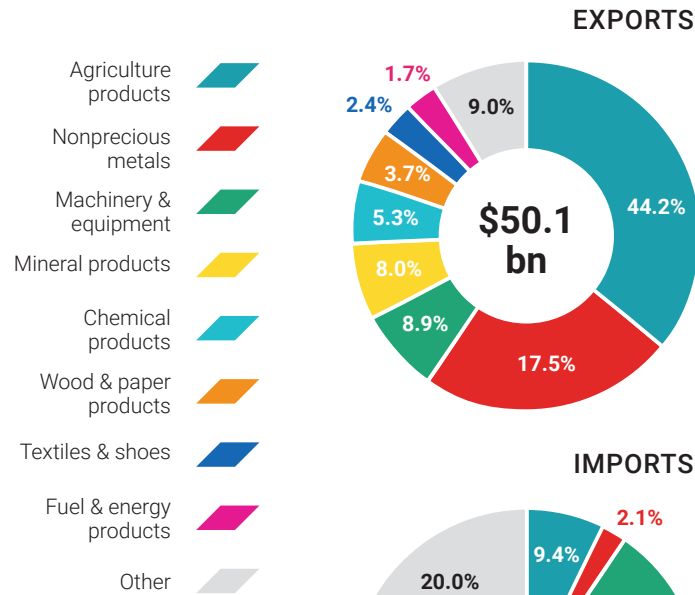
Ukraine's foreign trade 2019: breakdown by products, %

Ukraine's foreign trade

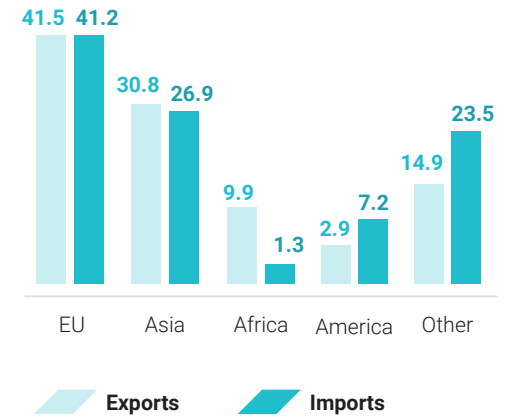
\$ billion



Source: State Statistics Service of Ukraine



Ukraine's foreign trade 2019: breakdown by geography, %

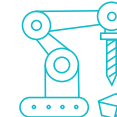


# Ukraine: **KEY FACTS**

## RICH MINERAL RESOURCES BASE

**117**

types of minerals found in Ukraine (out of 120 known)

**8 761**

deposits of industrial importance

**\$11.7**

billion



total output of mining industries

## UKRAINE'S PLACE IN THE WORLD BY MINERALS EXTRACTION

### METALLIC MINERALS

**Iron - 7th place:** 39 million t (2.56% of global output)

**Manganese - 9th place:** 682 thousand t (3.38% of global output)

**Titanium - 6th place:** 518 thousand t (7.06% of global output)

### NON-METALLIC MINERALS

**Kaolins - 6th place:** 2.1 million t (5.03% of global output)

**Zircon - 11th place:** 21 thousand t (1.4% of global output)

**Graphite - 9th place:** 15 thousand t (1.43% of global output)

### MINERAL FUELS

**Power plant coal - 12th place:** 21.6 million t (0.37% of global output)

**Coking coal - 14th place:** 4.6 million t (0.45% of global output)

**Uranium - 9th place:** 1.3 t (2.13% of global output)

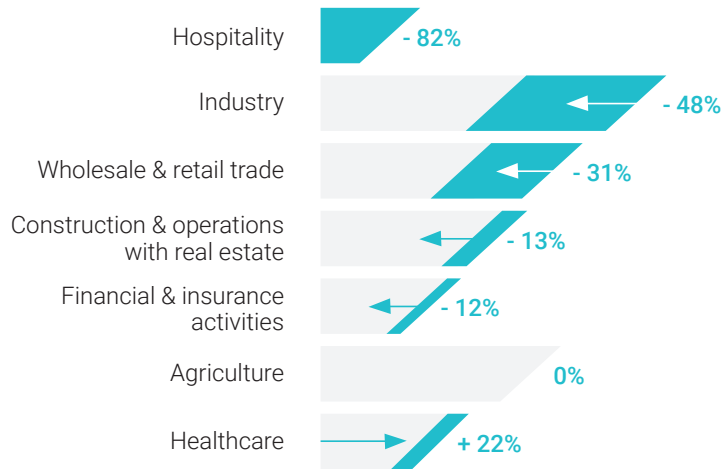
Source: World Mining Data 2020 report, published by the International organizing committee of World Mining Congresses (data reported as of 2018)

# Ukraine: **KEY FACTS**

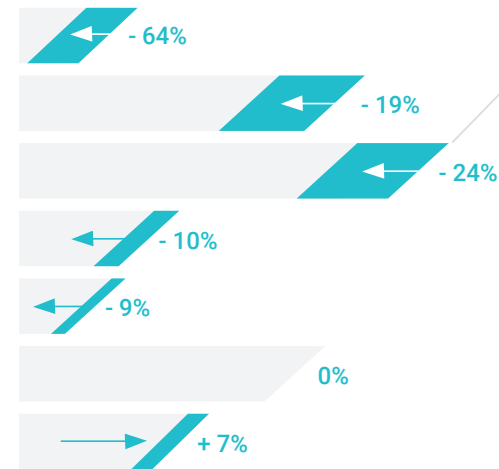
## COVID-19: implications for Ukrainian economy

The nationwide lockdown and restrictions imposed on business as a result of COVID-19 affected Ukraine's economy. However, GDP growth projections are comparable to other countries.

**Potential COVID-19 effect on GDP**  
breakdown by sectors, 2Q 2020

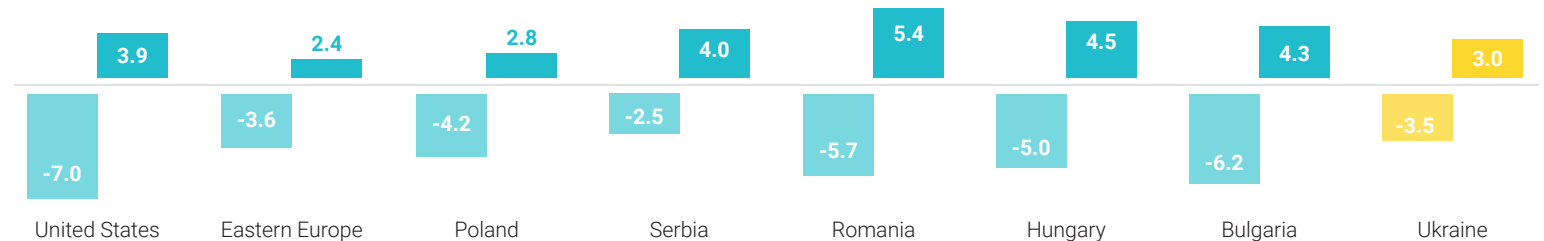


**Potential COVID-19 effect on employment:**  
breakdown by sectors, 2Q 2020



## GDP growth forecast 2020-2021, %

Source: World Bank, State Statistics Service of Ukraine, Ukraine's Government Action Program (as of June 2020)

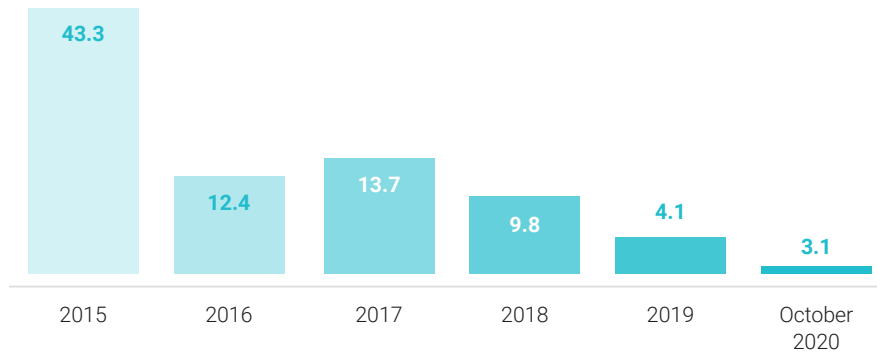


# Ukraine: KEY FACTS

## Macro-financial situation

Source: Ministry of Finance,  
National Bank of Ukraine

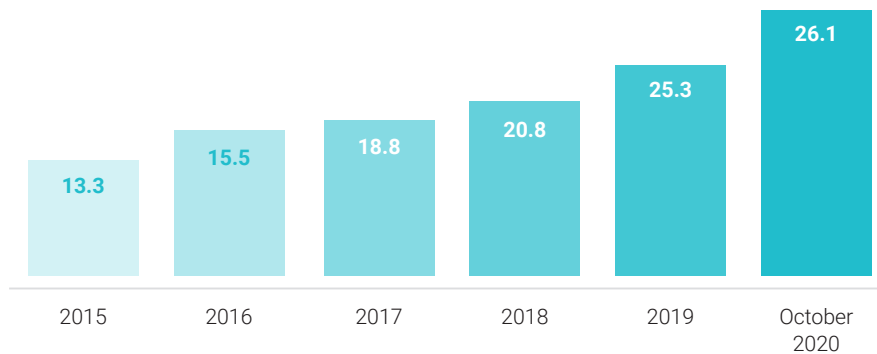
**Consumer Price Index, %**  
(compared to the same period in the previous year)



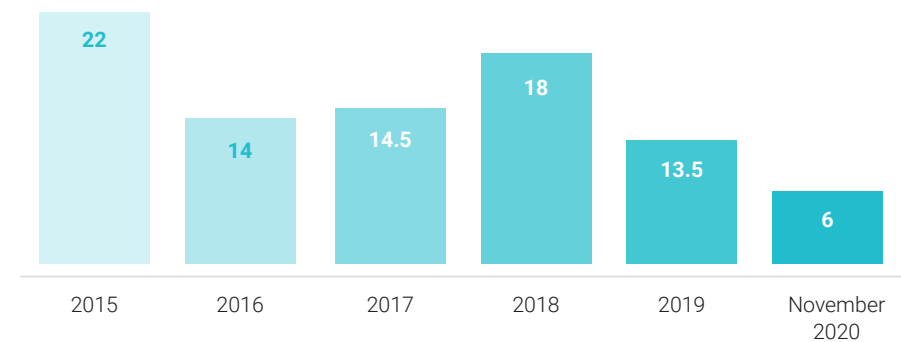
**Daily Exchange Rate, USD/UAH**



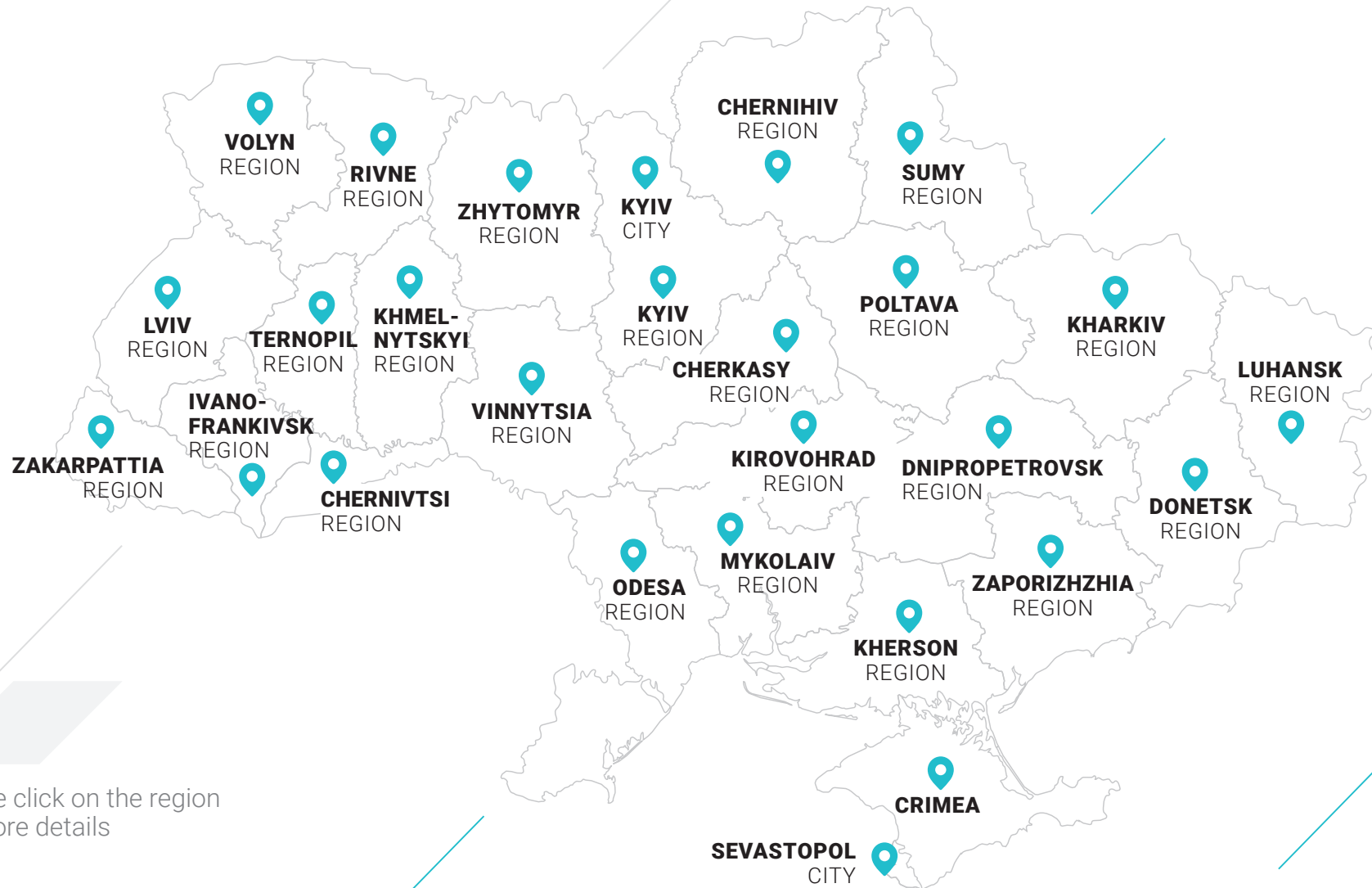
**International Reserves, \$ billion**  
(as at end of the period)



**Key Policy Rate in Ukraine, %**  
(as at end of the period)



# REGIONS OVERVIEW



Please click on the region for more details

# Investment Policy

## DEVELOPMENTS AND OUTLOOK

### DEVELOPMENTS

#### **Cross-sectoral range of investment opportunities created**

by allowing for a large-scale privatization of state-owned companies (2018).

#### **Business climate improvement boosted**

by adopting a solid deregulation plan (2019).

#### **Instruments for faster and easier customs clearance established**

by implementing a common transit procedure (2019).

#### **Effectiveness of IP rights protection system improved**

by implementing the EU best practices in protection of rights to inventions and utility models (2020).

#### **Environment for agri investments created**

by launching a farm land market (2020).

#### **Fertile environment for public-private partnership investments in infrastructure created**

by introducing a competition-based procedure for concession tenders (2019).

#### **Investment opportunities in natural gas and electricity unlocked**

by removing barriers to competition in the respective markets (2020).

#### **Competition in public procurement enhanced**

by establishing an anti-dumping system and introducing supplier-initiated procurement procedures (2020).

#### **Small and medium-sized businesses development promoted**

by providing them with financing via the Entrepreneurship Development Fund (2020).

### OUTLOOK

#### **Enhancing law enforcement capacity to protect investment**

by establishing a specialized Bureau of Economic Security.

#### **Providing foreign professionals with access to Ukrainian market**

by introducing an e-residency system.

#### **Promoting exports of Ukraine-made goods**

by removing trade barriers and concluding the ACAA.

#### **Stimulating attraction of strategic investments**

by introducing a system of tax, customs, land use and other tailored incentives to large-scale investment projects.

#### **Removing imbalances in employer-workers relations**

by liberalizing employment legislation and eliminating out-of-date employment practices.

#### **Promoting investments in manufacturing and R&D**

by introducing a special taxation regime and granting custom duties immunity for residents of industrial parks.

#### **Improving Ukraine's connection to global supply routes**

by creating a favourable environment for development of multimodal transportation.

#### **Promoting investments in IT**

by introducing a favourable taxation regime.

# Government to Business Services **IN UKRAINE**

## **Convenient and transparent access to a variety of G2B services via an online platform *Diia*.**

All G2B services are to be available via the platform by 2024

- registering LLCs (within 24 hours, free of charge)
- obtaining permits and licenses (transportation, water use, pharmaceuticals production and other)
- submitting waste declarations
- accessing government data (land use issues, companies register and other)
- acquiring customer support on G2B procedures

## **Other G2B services are available via respective administrations' portals**

- tax reporting
- construction control procedures
- customs clearance
- visa and immigration procedures

## Plans

### **Allowing for more transparent and service-oriented G2B processes**

by implementing EU best practices in regulating administrative procedure.

### **Improving the ability to explore investment opportunities**

by further opening and ensuring public access to government data.

# Ukraine: INVESTMENT ADVANTAGES AND INCENTIVES

1

## Competitive Labor Costs

Average Salary\*, USD  
(as of Dec 2019)

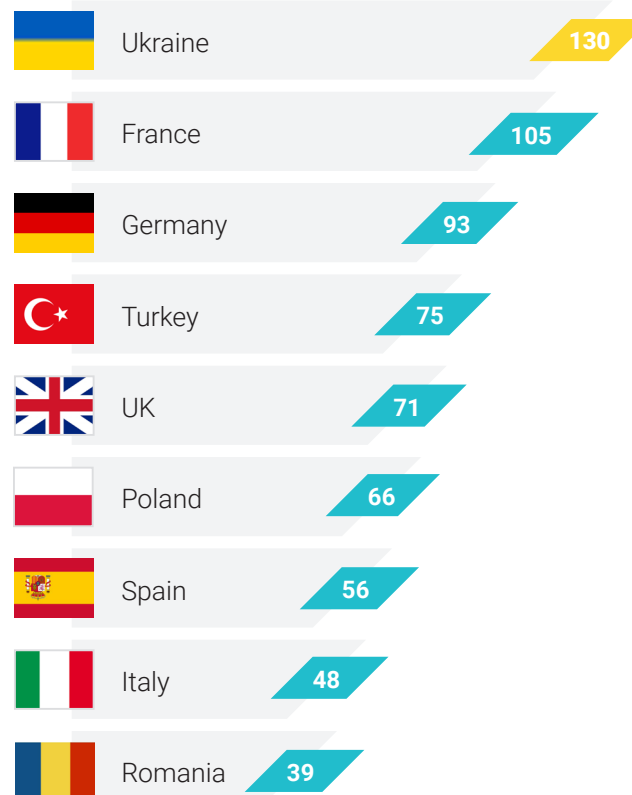


\*salary includes employee social security tax, personal income tax and/or other employee taxes, if any

2

## Skilled Human Capital

Top European Countries  
by number of engineering graduates, thousand people



3

## Workforce Availability

Unemployment Rate, %  
(as of Dec 2019)



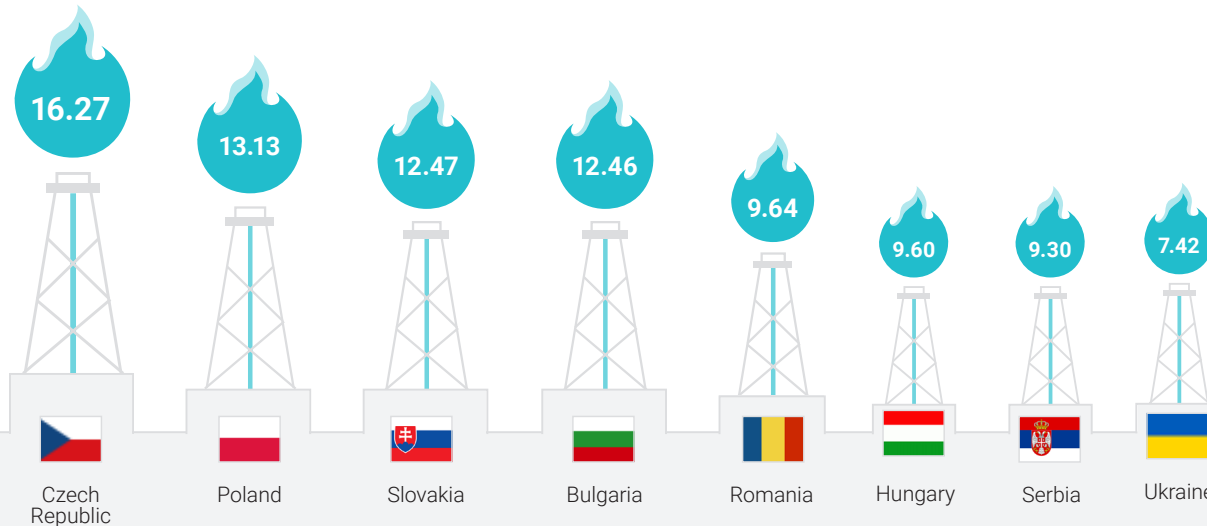
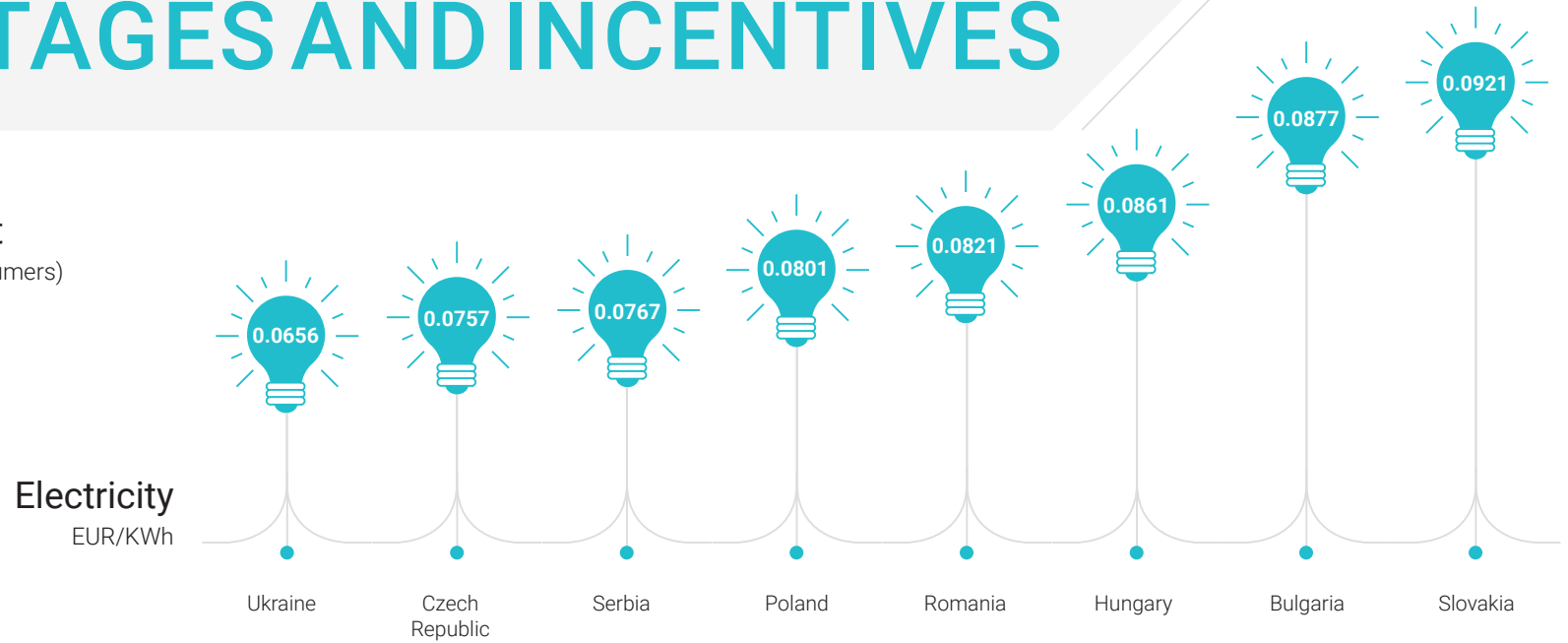
Source: World Mining Data 2020 report, published by the International organizing committee of World Mining Congresses (data reported as of 2018)

# Ukraine: INVESTMENT ADVANTAGES AND INCENTIVES

4

## Utilities Cost

(for industrial consumers)



Sources: Eurostat, tradingeconomics.com (data for 2019)

# Ukraine: INVESTMENT ADVANTAGES AND INCENTIVES

## 5 Logistics

Ukraine's geographic location makes it an **important transit corridor for trade and travel between Europe, Asia and the Middle East**. When combined with its other comparative advantages, Ukraine has a potential to become an exclusive Eurasian hub.

### International Transport Corridors Crossing Ukraine



**PAN-EUROPEAN TRANSPORT CORRIDOR III**  
Berlin – Wrocław – Lviv – Kyiv

**PAN-EUROPEAN TRANSPORT CORRIDOR V**  
Trieste – Ljubljana – Budapest – Uzhhorod – Lviv

**PAN-EUROPEAN TRANSPORT CORRIDOR IX**  
Helsinki – St. Petersburg – Vitebsk – Kyiv – Odesa – Bucharest – Alexandroupolis

**INTERNATIONAL TRANSPORT CORRIDOR**  
Gdansk – Odesa

### Accessible to key global business hubs

Flight hours to selected cities

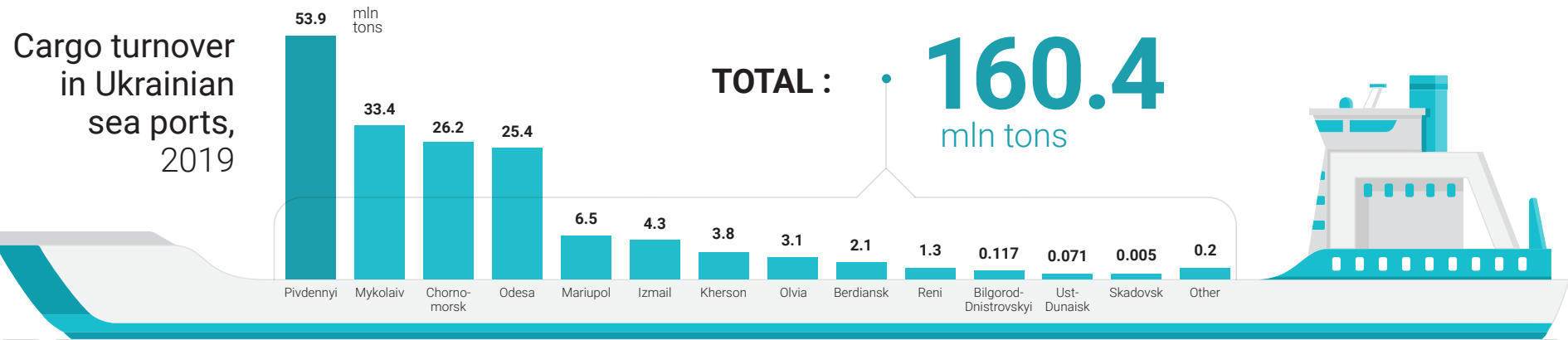
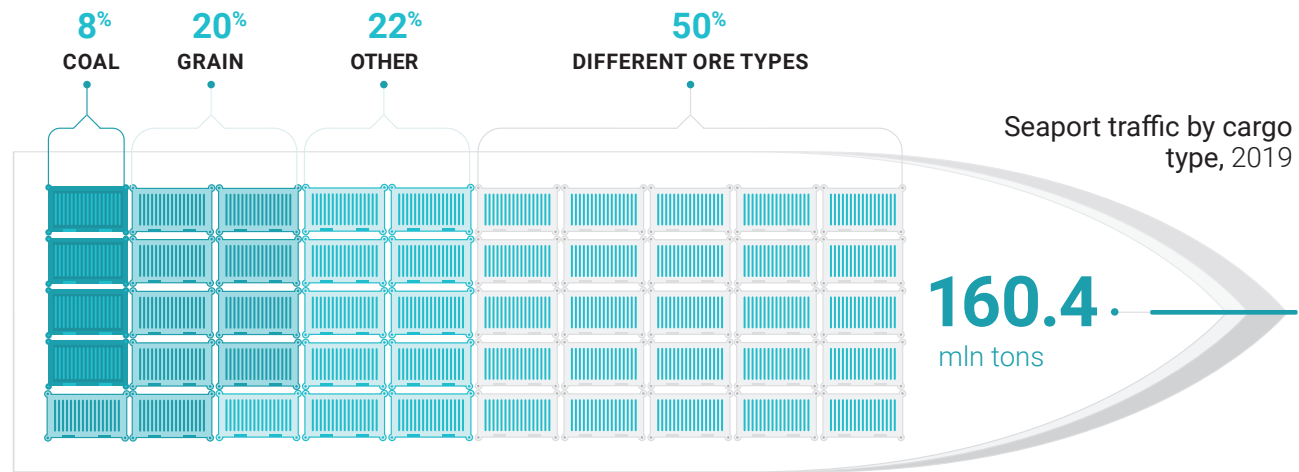


**17 FTAs with 47 countries, including DCFTA with the EU**

# Ukraine: INVESTMENT ADVANTAGES AND INCENTIVES

A competitive advantage of Ukraine are warm-water ports along the Black Sea coastline providing a year-round access to the Mediterranean Sea and the Atlantic Ocean.

- 13** sea ports
- 263** berths
- 40 km** total berthing length
- 160 m** tons of cargo turnover in 2019



Source: Ukrainian Sea Ports Authority

# Ukraine: INVESTMENT ADVANTAGES AND INCENTIVES

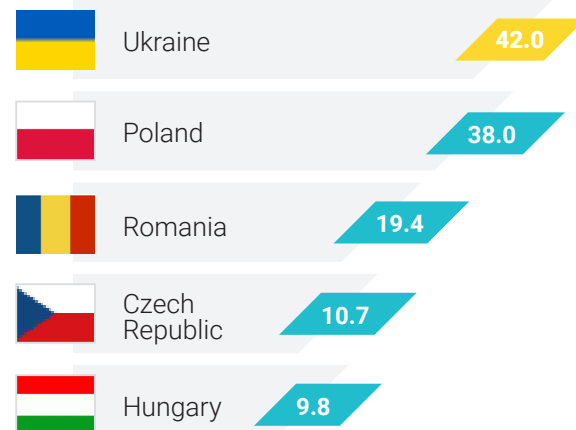
6

**Considerable  
Domestic Market**

Ukraine is a large emerging market that has vast potential for rapid growth.

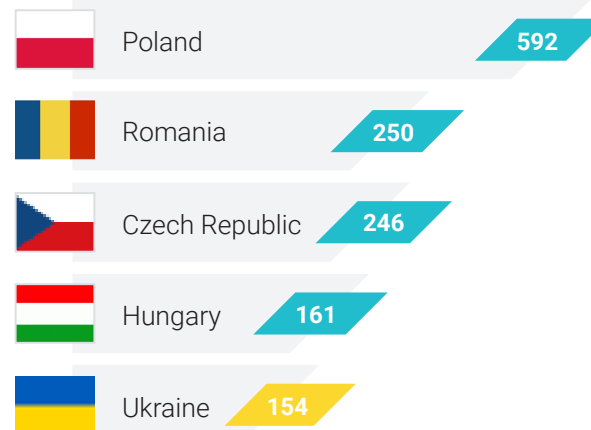
## Population, 2019

million



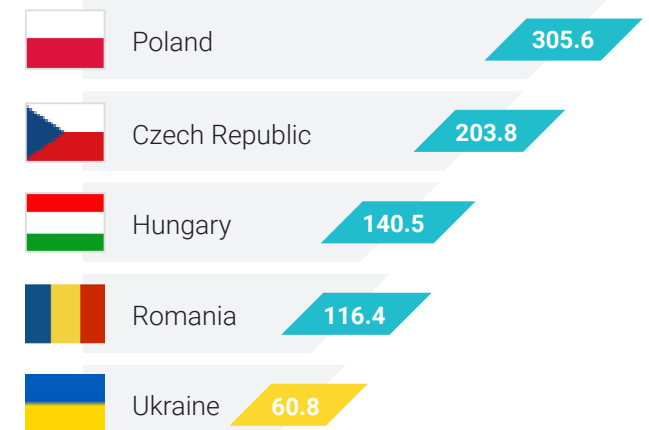
## GDP, 2019

billion USD



## Annual import, 2019

billion USD



Source: World Trade Organization,  
tradingeconomics, World Bank (data for 2019)

# Ukraine: INVESTMENT ADVANTAGES AND INCENTIVES

7

Incentives Program



## Up to 30%

of investment amount can be compensated by the Government by means of fiscal and other incentives



## Up to 5 years

for implementation of an investment project



## Industries

Investors are entitled for the aforementioned state support during implementation of investment projects in the following sectors: processing industry, infrastructure, logistics, municipal waste management, tourism, healthcare, education, sport



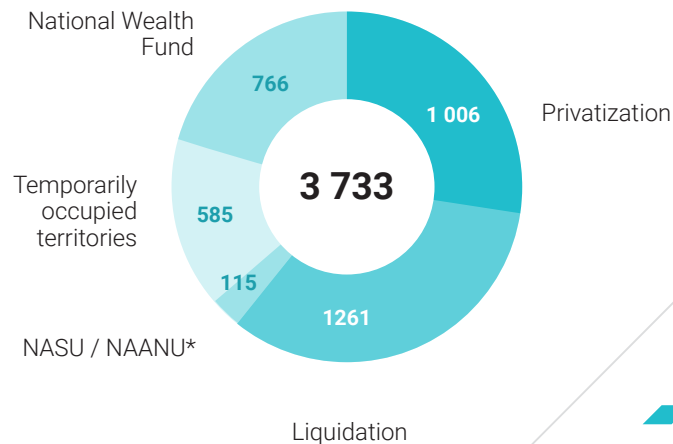
## VIP manager

or a so called "investment nanny" appointed by the Government to support investors that committed to make €30+ million investment and create 150+ jobs

On 21 July 2020, the Verkhovna Rada of Ukraine passed in the first reading a Draft Law No. 3760 "On State Support for Investment Projects with Significant Investments". The final voting on the Law is expected in the autumn 2020

# PRIVATIZATION: Strategy, Implementation and Updates

## Breakdown of State-owned Enterprises (SOEs)



Source: State Property Fund of Ukraine, <https://privatization.gov.ua/en/pro-pryvatyzatsiyu/>

### MAIN GOALS OF PRIVATIZATION:

- ▀ Fight corruption which is widespread in SOEs
- ▀ Attraction of strategic Ukrainian and foreign investors
- ▀ Generation of additional revenues to the state budget both from sales and, subsequently, tax revenues from new businesses
- ▀ Improvement of enterprises operation due to attraction of effective owners
- ▀ Modernization of production facilities and creation of new jobs

### WHAT WILL NOT BE PRIVATIZED:

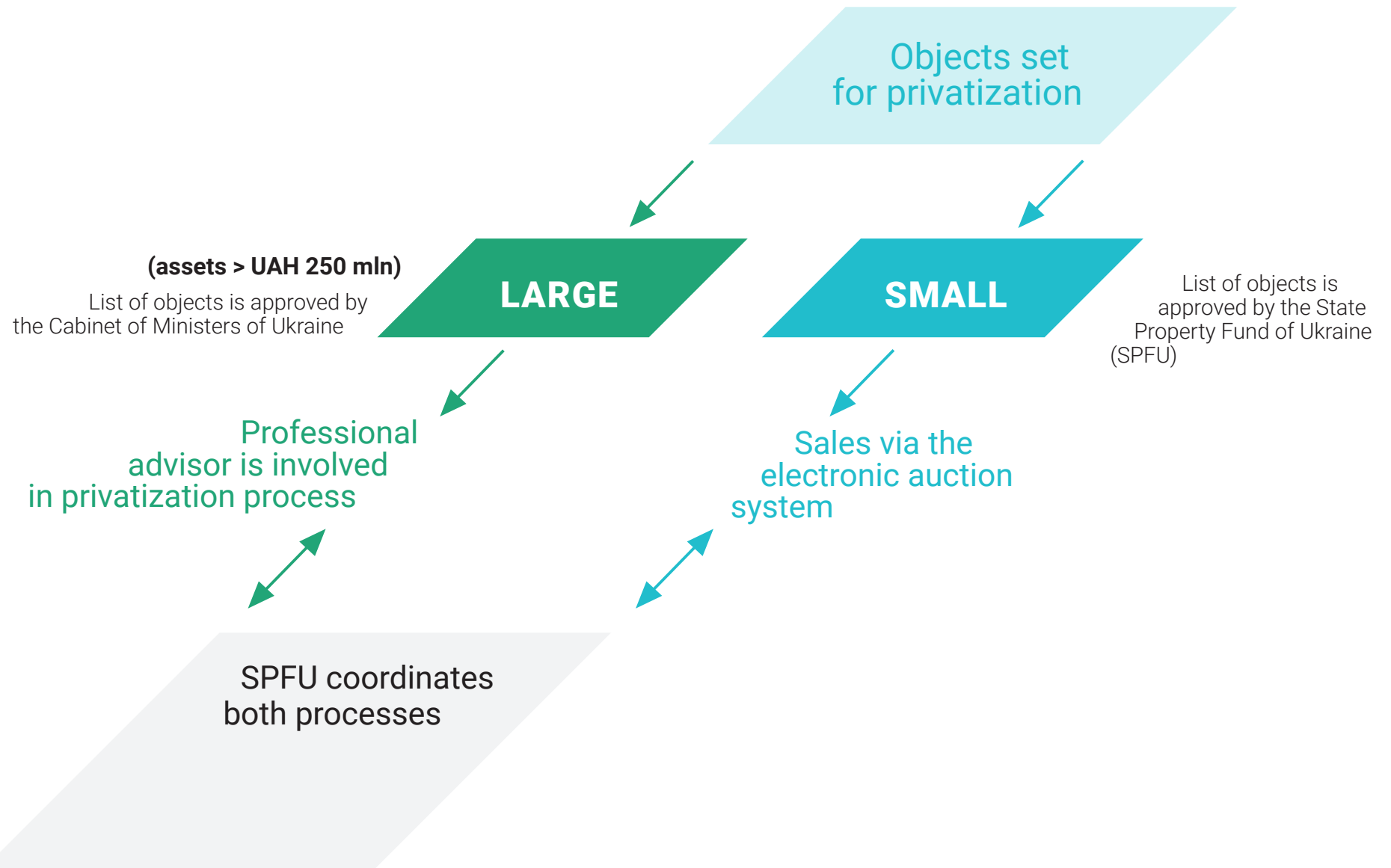
- ▀ enterprises that ensure the security of the state
- ▀ enterprises that are natural monopolies
- ▀ enterprises that are important to society or whose services/goods cannot be performed by private businesses

### THE MAIN LEGISLATION ON PRIVATIZATION IN UKRAINE:

- ▀ Law of Ukraine "On privatization of state and communal property"
- ▀ Resolution of the Cabinet of Ministers of Ukraine dated 10.05.2018 № 432 "On approval of the Procedure for conducting electronic auctions for the sale of small privatization objects"

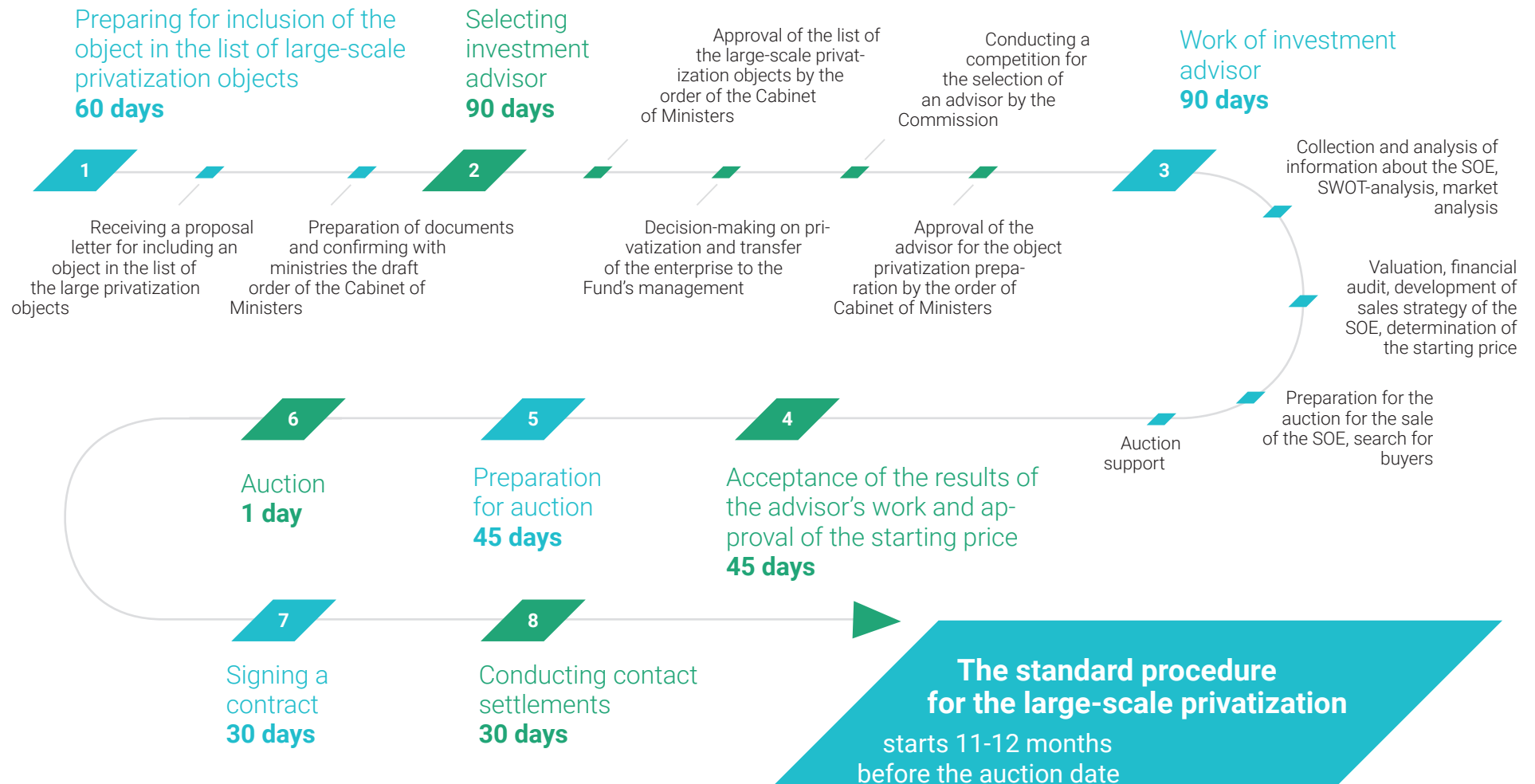
\*National Academy of Sciences of Ukraine / National Academy of Agrarian Sciences of Ukraine

# PRIVATIZATION: Strategy, Implementation and Updates



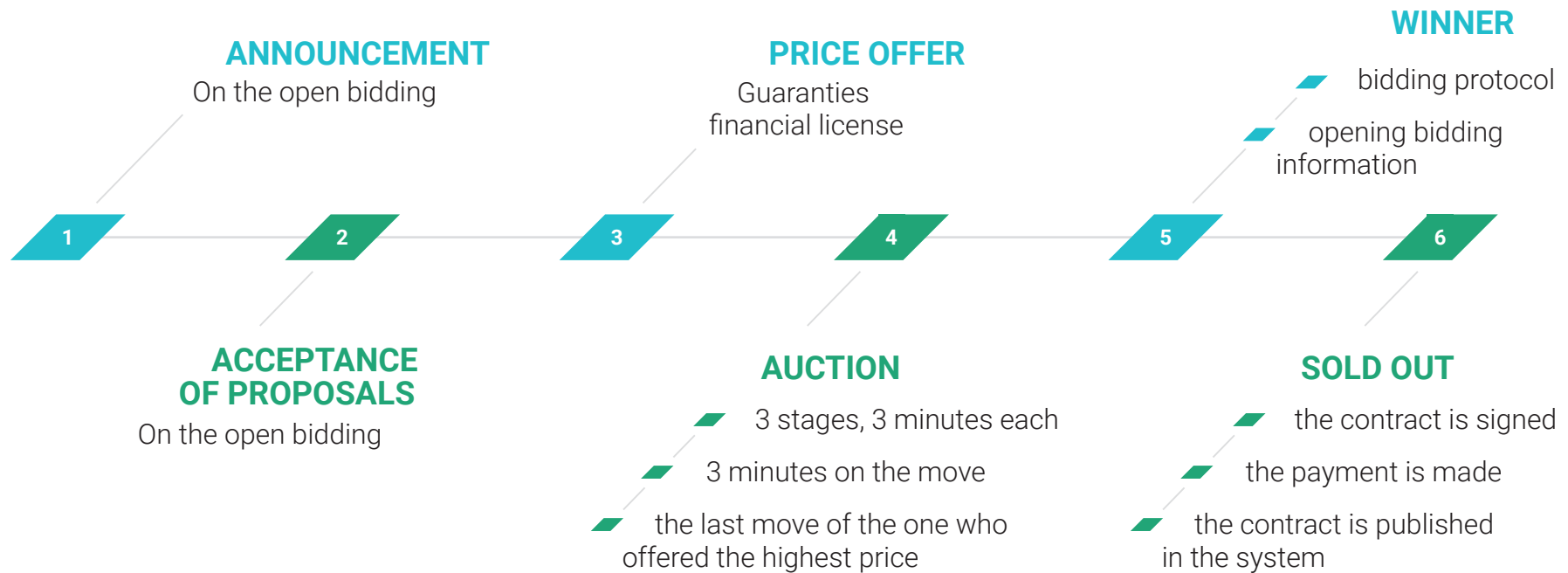
# PRIVATIZATION: Strategy, Implementation and Updates

## PROCESSFLOW in large-scale privatization



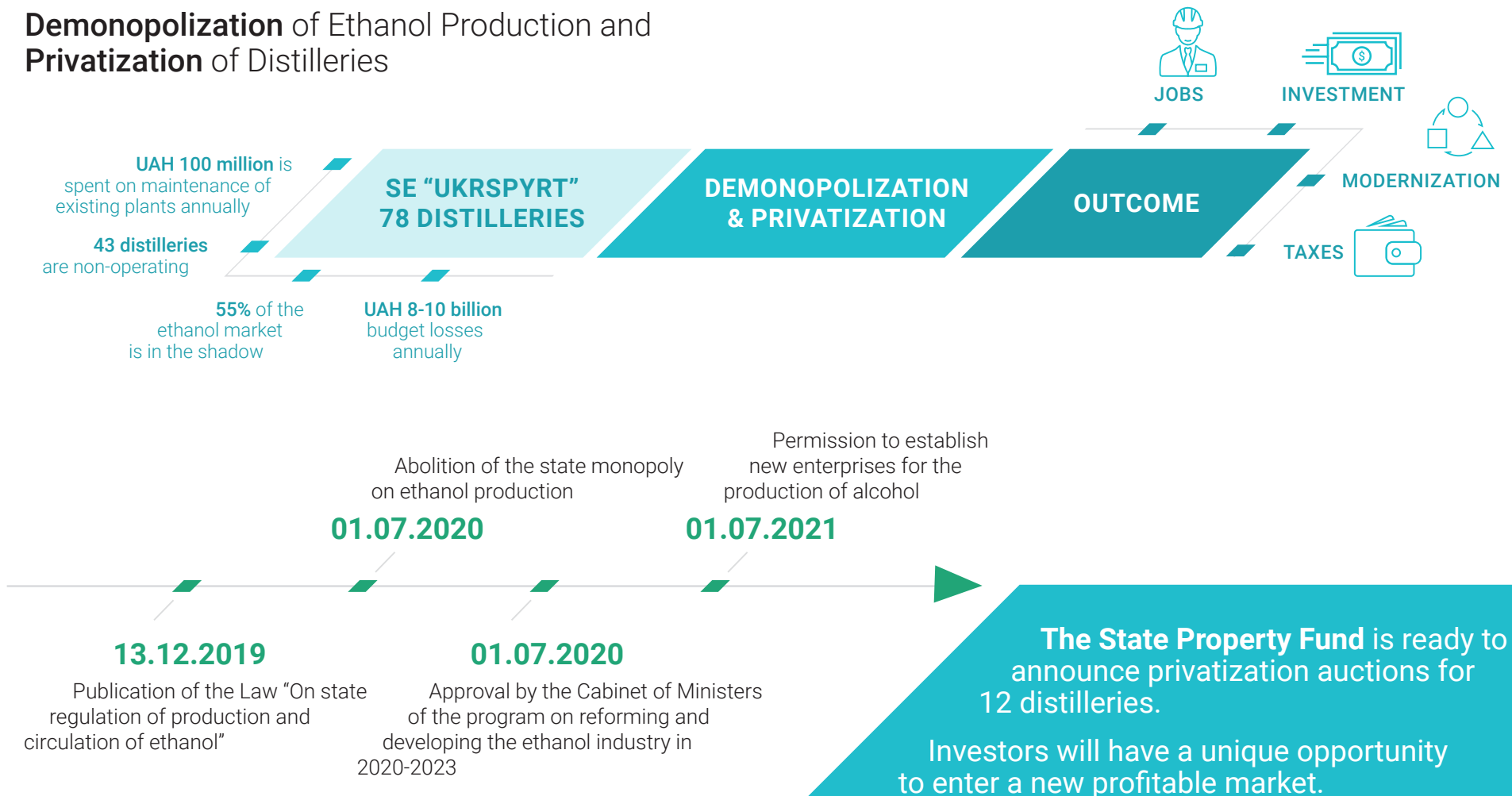
# PRIVATIZATION: Strategy, Implementation and Updates

## PROCESSFLOW in small-scale privatization



# PRIVATIZATION: Strategy, Implementation and Updates

## Demonopolization of Ethanol Production and Privatization of Distilleries



# INTERNATIONAL FINANCIAL INSTITUTIONS

## MAIN SERVICES

### EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT



European Bank  
for Reconstruction and Development

TOTAL INVESTED  
IN UKRAINE

\$ 14.5 billion

- Loans
- Trade finance
- Equity Investments
- Loan syndications
- Guarantee
- Assistance through financial intermediaries

### INTERNATIONAL FINANCE CORPORATION



International Finance Corporation  
WORLD BANK GROUP  
Creating Markets, Creating Opportunities

INVESTED IN UKRAINE  
SINCE 2004

\$ 3.3 billion

- Loans
- Syndications
- Equity Investments
- Treasury Client Solutions
- Trade & Supply Chain Finance
- Blended Finance

### EUROPEAN INVESTMENT BANK



European Investment Bank

TOTAL INVESTED  
IN UKRAINE

\$ 0.6 billion

- Loans for the public sector
- Intermediated loans for SMEs, mid-caps and other priorities
- Credit enhancement for project finance
- Framework loans for the public sector
- Investments in SME and mid-cap funds
- Guarantees in support of SMEs, mid-caps and other objectives
- Loans for the private sector
- Investments in infrastructure and environmental funds
- Blending
- Venture debt

# Public-Private PARTNERSHIP AGENCY

**PPP Agency** is a state institution that provides comprehensive support for the implementation of public-private partnership (PPP) projects, organizational and advisory support to the public sector in the field of PPP.



## Functions of PPP Agency

- Providing advisory services on PPP issues
- Training of the project team (functional group) created by the initiator of the PPP project from the public sector
- Identification of project ideas that can be implemented within the PPP
- Providing assistance to project initiators from the public sector (development of concept notes, feasibility study development, selection of advisors, project management and management of advisors)
- Communicating with the market (potential bidders, IFIs, financial institutions), assessing market interest and facilitating the search for investors
- Qualitative structuring of the project and development of the PPP contract
- Assistance in preparation of tender documentation
- Advising during the competition and in negotiations with the winner of the competition
- Participation in PPP contract management processes

# EXPORT-CREDIT AGENCY in Ukraine



## PROTECTION

of Ukrainian exporters from the risk of non-payment and financial losses associated with the implementation of foreign trade agreements (contracts), through insurance, reinsurance and guarantee.

## IMPLEMENTATION

of modern financial technologies and mechanisms to support exports through insurance, reinsurance and guarantee

## DEVELOPMENT

of competitiveness of goods (works, services) of Ukrainian origin in the world markets

## PARTICIPATION

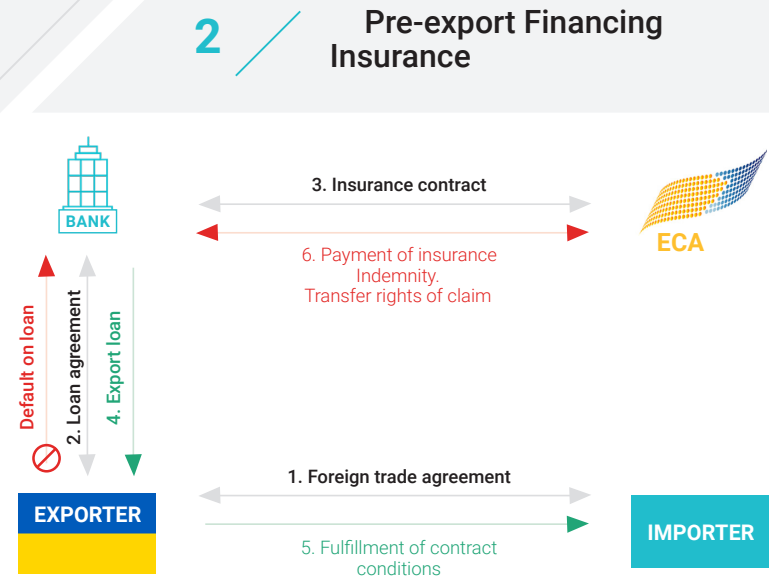
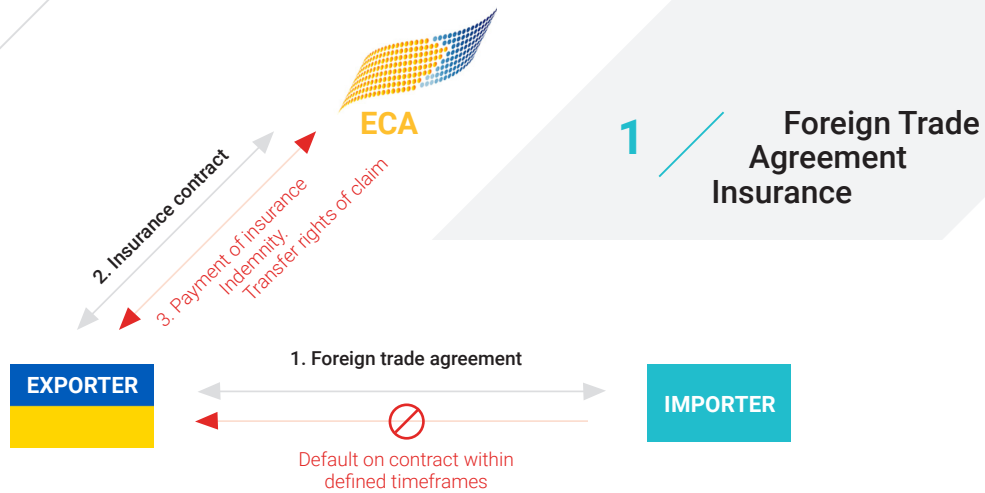
in implementation of programs of partial compensation of interest rates on export credits

## COOPERATION

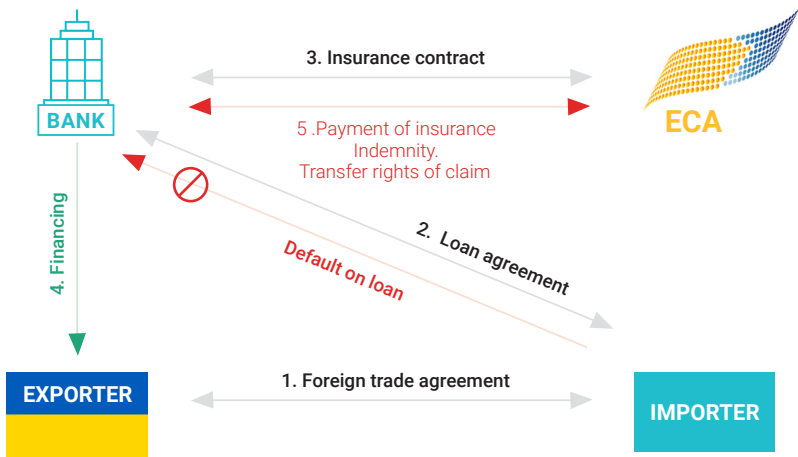
with international and foreign financial organizations, including with the aim of search for financial assistance

## GROWTH

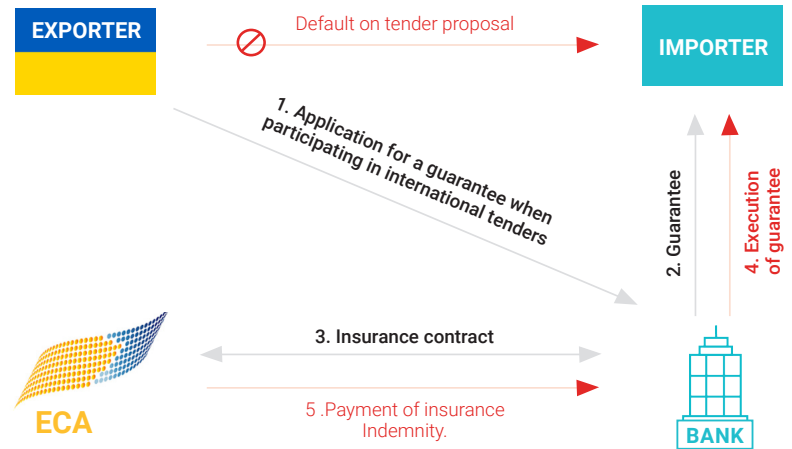
of Ukraine's exports and economy



## 4 TYPES OF ECA ASSISTANCE TO EXPORTERS



3 Foreign Buyer Credit Insurance



4 Bank Guarantee Insurance for Participation in International Tenders