



JOINT FINANCING OPPORTUNITIES COMMERCIAL BANKS / IFI'S IN UKRAINE

Vienna, October 30th, 2017

IFIs in Ukraine – strong backbone of economic development

- IFIs have played a significant role in development and growth of both financial and real sector of Ukrainian economy
- Following IFIs continue to support local businesses and their access to technical assistance, more affordable financing and expansion of their business abroad:
World Bank (incl. IFC, MIGA), EBRD, EIB, KfW, etc
- IFIs together with local banks use a wide range of products offered on the market – to meet specific industry needs. Those products evolve together with the changing environment in Ukraine



Main Fields of Co-operation and Focus Areas in 2017

- Risk Sharing Programs
- Co-Financing
- Equity Investments
- Trade Finance Support Programs
- UAH Funding for IFIs for on-lending in LCY

- Target Customer Groups for IFIs:
 - Private Individuals
 - SMEs
 - MidMarket

- Focus Areas:
 - Agro
 - Energy Efficiency



IFIs - 3 Major Contributors into Ukrainian Economy

- EIB – total amount of signed projects in 2014-2016

EUR 3 bln

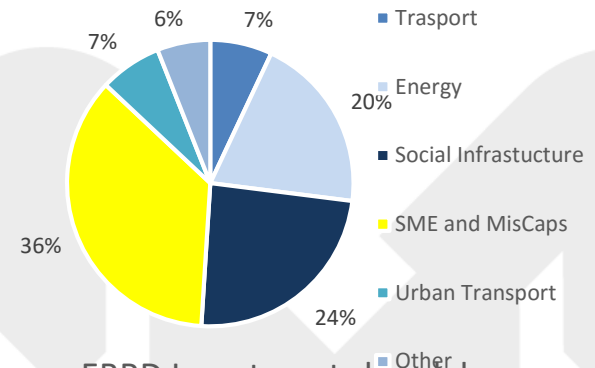
- EBRD – total amount of active portfolio

EUR 3,8 bln

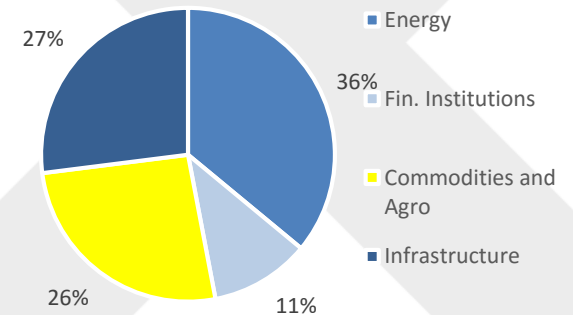
- IFC – total amount of committed projects

EUR 3,2 bln

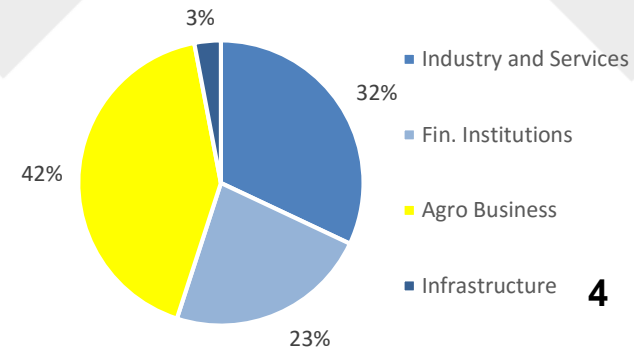
EIB Investments breakdown



EBRD Investments breakdown

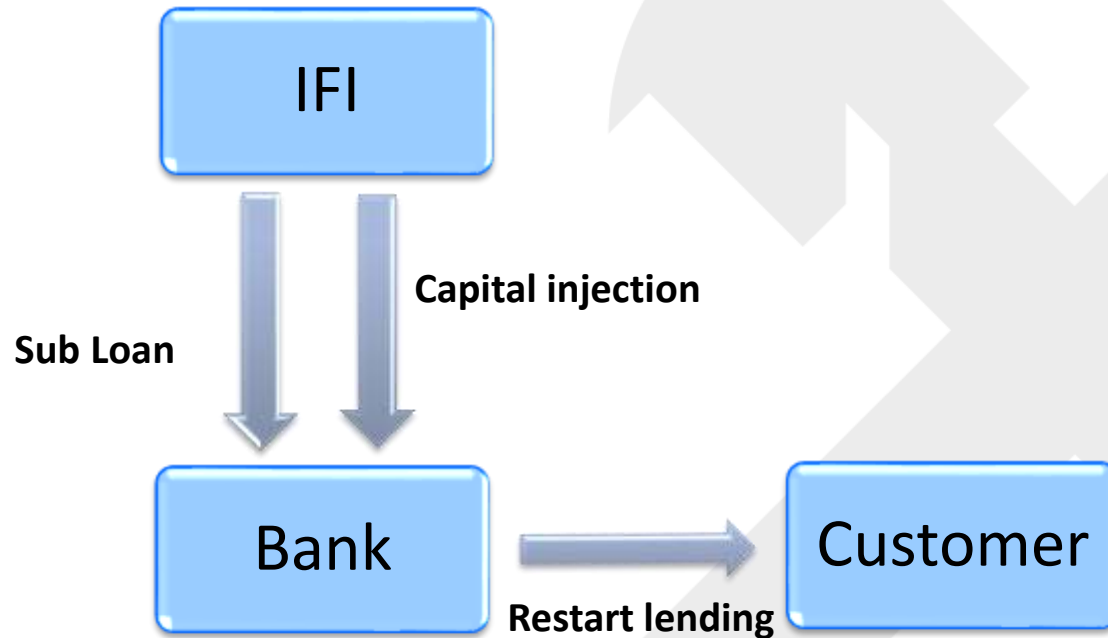


IFC Investments breakdown



Equity Investments

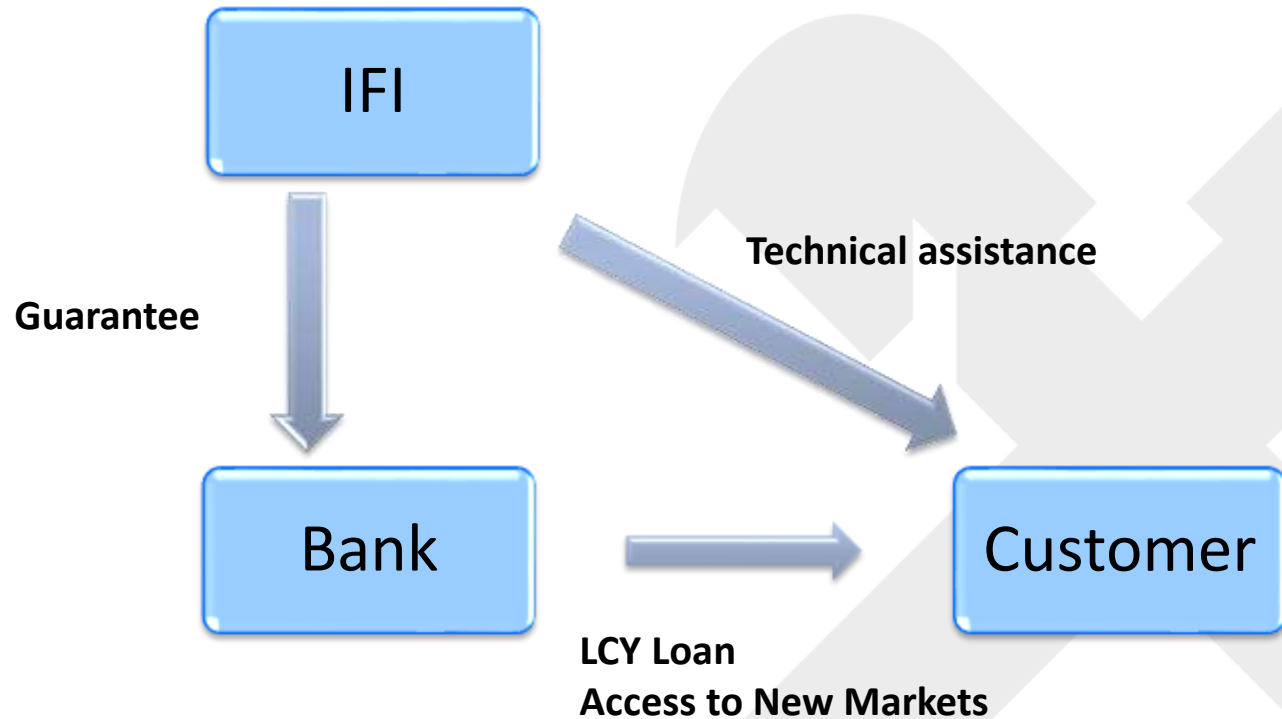
- 2009 -2012 – capital participations / subordinated loans to support banking and real sector in distress



- Benefits for companies:
 - Stabilization of banking system
 - Restart of lending by banks

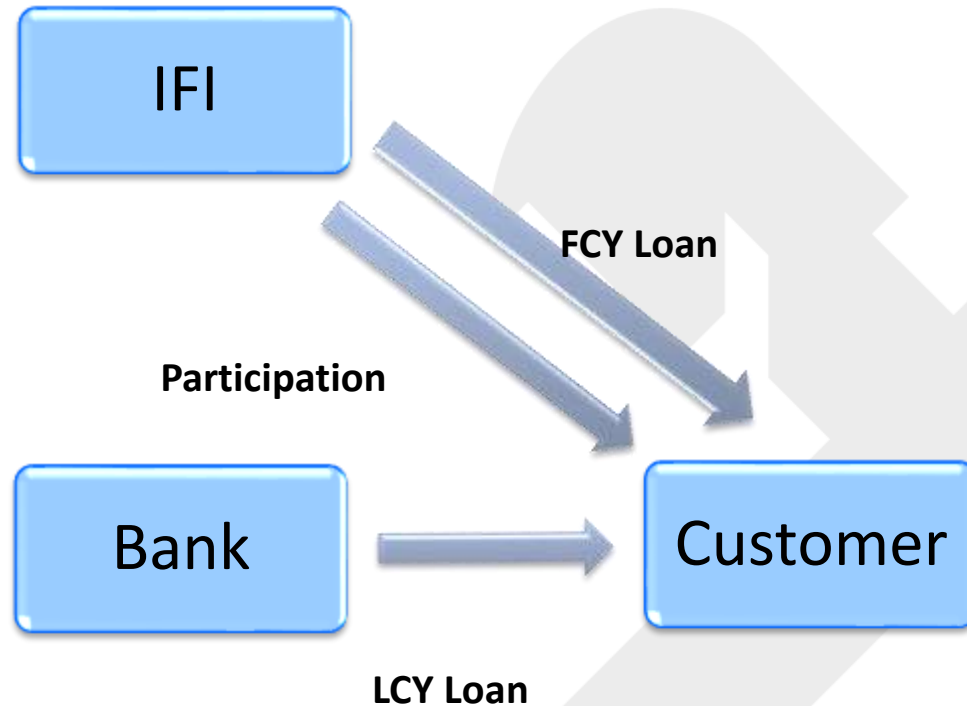


Risk-Sharing Programs



- Benefits for companies:
 - Access to better financing terms in UAH
 - Easier access to financings as guarantee significantly improves risk profile

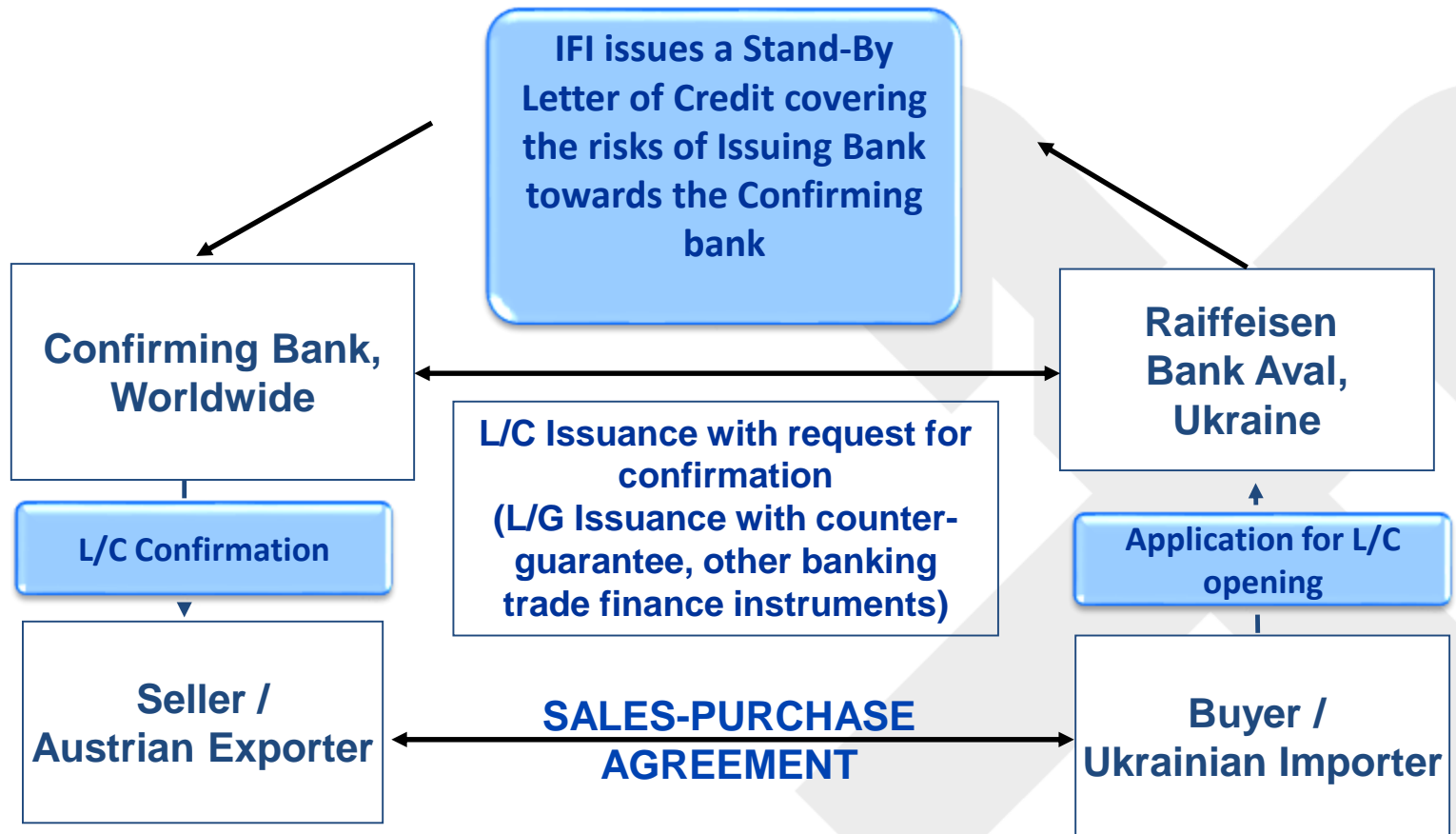




- Benefits for customers:
 - Access to better financing terms and longer tenors
 - Improvement of corporate governance
 - Better protection by preferred creditor status of IFIs



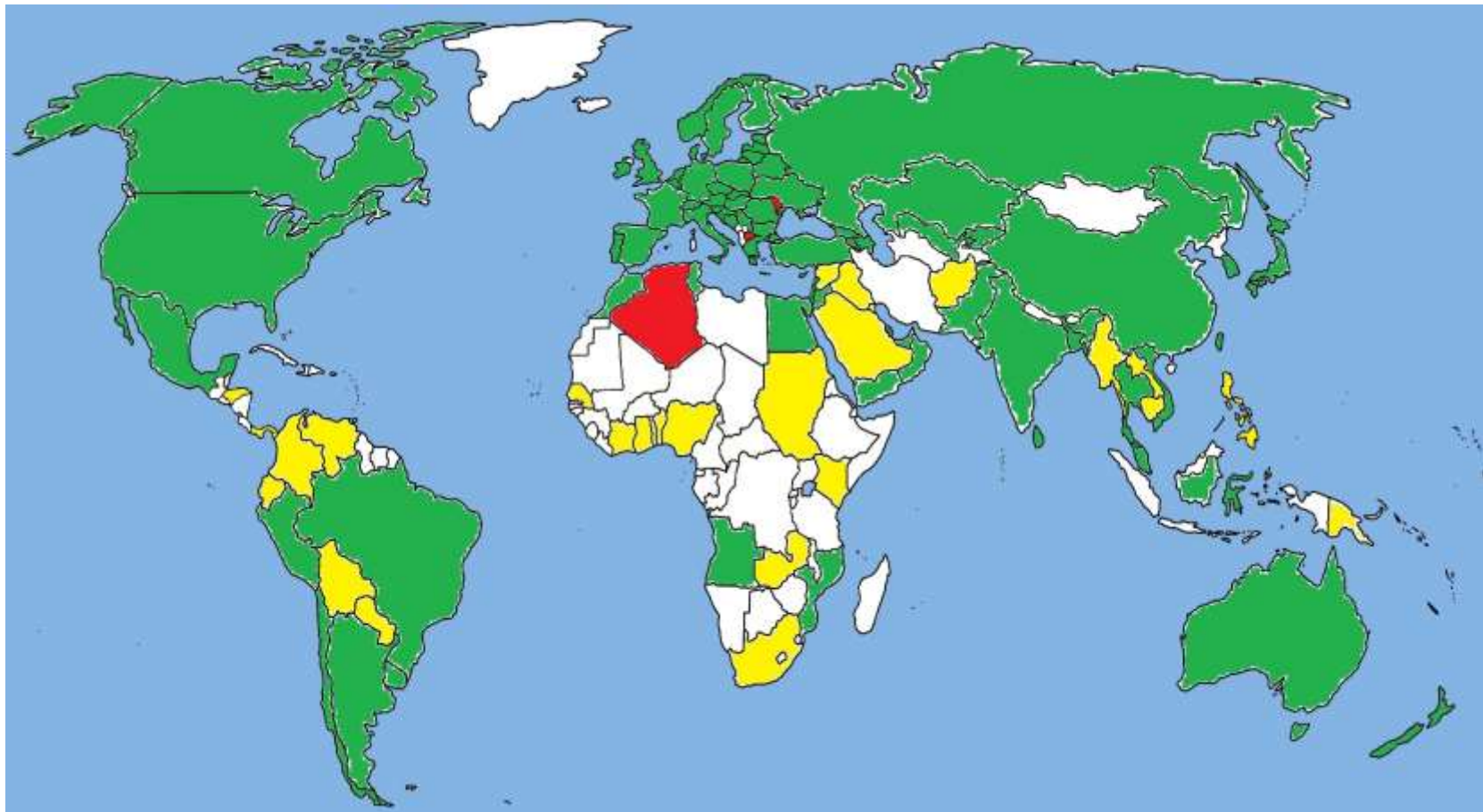
Trade Finance Support Programs






- Benefits for companies:
 - Country and counterparty risk mitigation
 - Easier access to trade finance instruments



GLOBAL COVERAGE by EBRD Trade Facilitation Programme and IFC Global Trade Finance Program

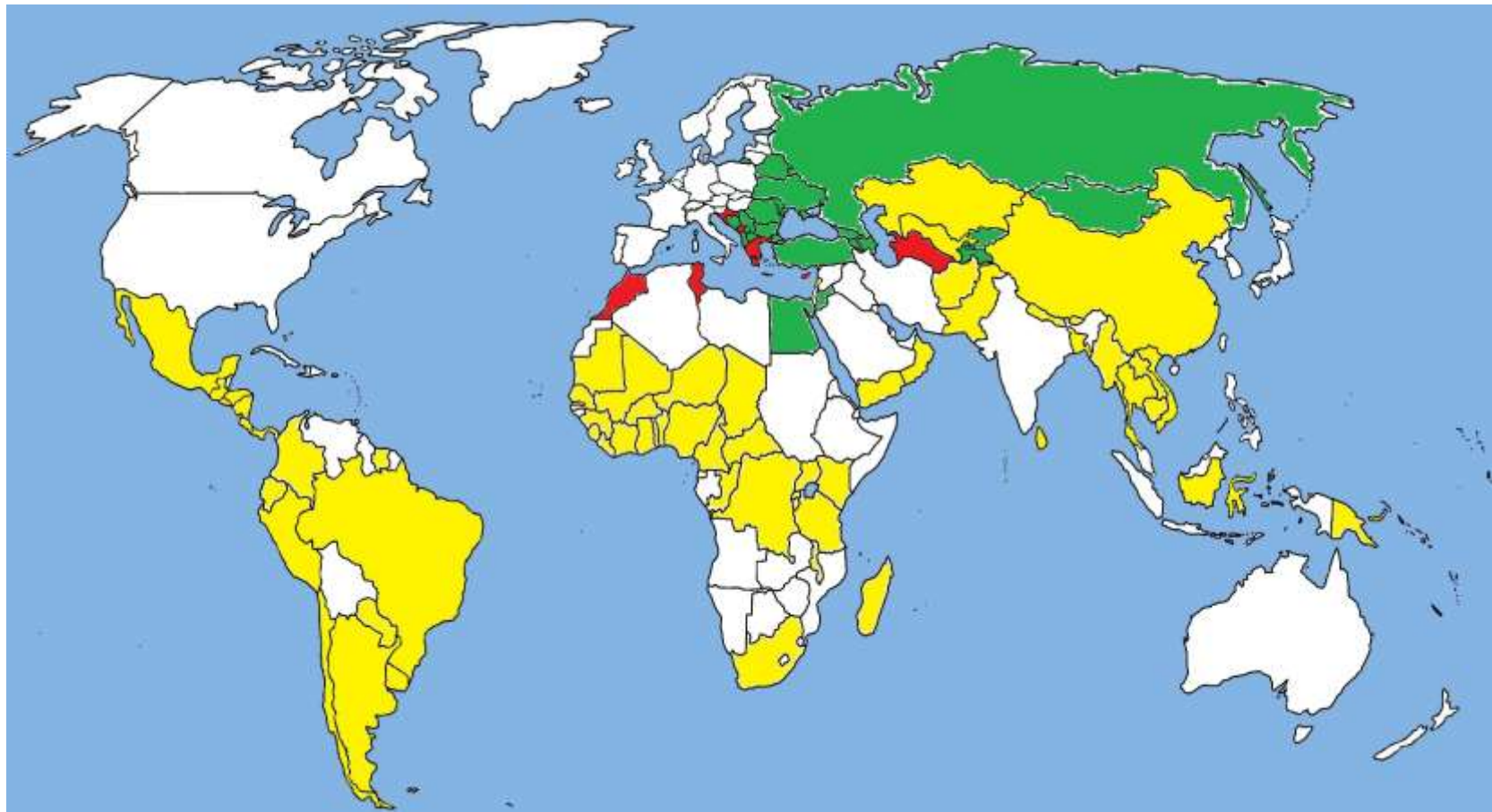





	EBRD TFP only
	IFC GTFP only
	IFC GTFP+EBRD TFP

Confirming Banks



GLOBAL COVERAGE by EBRD Trade Facilitation Programme and IFC Global Trade Finance Program



	EBRD TFP only
	IFC GTFP only
	IFC GTFP+EBRD TFP

Issuing Banks



THANK YOU!

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