

Practical Handbook on

**Advantages of UKRAINE FACILITY PILLAR 2
(UKRAINE INVESTMENT FRAMEWORK)**

September 2024

FINANCIAL INSTRUMENTS FOR BUSINESS IN UKRAINE:

**Programs of international financial
organizations, Ukrainian banks, and
insurance companies**

Disclaimer

The Practical Guide (manual) for attracting financing for Ukrainian enterprises, prepared by KSE Institute in collaboration with the Ministry of Economy of Ukraine, is an informational publication focused on sources of financing investment projects in Ukraine. The presented analysis aims to provide understanding to investors and stakeholders regarding existing and effective mechanisms supporting investment activities in Ukraine, with a focus on small and medium-sized enterprises (SMEs). Although we believe that the information presented in this guide is obtained from reliable sources and have made every effort to ensure its accuracy, we cannot guarantee its completeness and relevance. The opinions and views expressed in this guide reflect the positions of KSE Institute

and the Ministry of Economy of Ukraine at the time of publication. Full or partial reproduction of this guide without prior written consent from KSE Institute and the Ministry of Economy of Ukraine is strictly prohibited. When referencing or citing this guide, proper attribution to KSE Institute and the Ministry of Economy of Ukraine should be indicated. Readers are encouraged to make their own judgments and carefully assess the information presented in this guide before making any decisions. KSE Institute, the Ministry of Economy of Ukraine, their executives, employees, and affiliated parties shall not be liable for any actions or decisions made based on the content of this guide, nor for any losses or damages incurred as a result.

Acknowledgments

We sincerely thank all partners for their collaboration and significant contributions to the development, structuring, and creation of the financing attraction guide.

Special thanks go to Ukrainian banks: **Oschadbank, PrivatBank, Ukreximbank, Ukrgasbank, Kredobank, UkrSibbank, Bank Lviv, and Raiffeisen Bank**; international financial organizations: **IFC, EBRD, EIB, KfW, and BGK**; insurance companies: **INGO, ARX, Universal Insurance Company**, as well as **development finance institutions (DFIs)** for their informational and expert support. We greatly appreciate your commitment to the economic development of Ukraine and are truly grateful for your substantial contribution to this important initiative.

We would also like to express special thanks to the **European Commission** for its continuous support to Ukraine at this critically important time for the country, particularly to the **DG NEAR** directorate for their professionalism and results-oriented approach. Thanks to the efforts of the European Commission, Ukraine is receiving the necessary resources to implement key economic and social initiatives aimed at stabilizing the economy and supporting businesses. The assistance includes not only financial resources but also support in developing and implementing new financing instruments as well as attracting new partners.

We thank the project for supporting technical assistance, funded by **UK International Development from the UK government**, and the grant from the **European Commission**, which, although they did not directly fund this report, contributed to the activities of the KSE Institute. Thanks to these initiatives, we were able to foster dialogue with the business community and participate in events organized by the European Commission, which provided us with valuable insights and materials for preparing this report. We acknowledge the project financed by the European Commission "Supporting Ukraine in Recovery and Reconstruction" under the Fund "Ukrainian Civil Society Mechanism 2020" and the Good Governance Fund project "Economic Hub: Strengthening Macroeconomic Stability through Effective Public Financial Management", financed by UK International Development from the UK government, implemented with the support of Abt Global and the Kyiv School of Economics.

The report was prepared with the help of experts from the Ministry of Economy and the Kyiv School of Economics.

We sincerely thank you for your unwavering support and fruitful partnership!

Contacts:

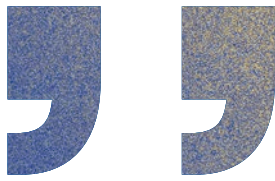
For more information:
recovery@kse.org.ua

Olga Slyvynska
Director of International Relations
KSE Institute

Maxim Fedoseienko
Head of Strategic Projects
KSE Institute

A comprehensive database of detailed projects, reviews of key sectors, and information on available financing opportunities for businesses and investors.

<https://investportalua.com/>



Introductory Word

Destruction, occupation, loss of supply chains, labor shortages — the war has dealt a heavy blow to Ukrainian businesses.

One of the key problems that entrepreneurs most frequently mention in surveys is the loss of access to financing. As the Government, we are systematically working on creating tools to overcome this challenge.

At the same time, we are focusing on three key areas that enhance our economic self-sufficiency — attracting investments in the real sector, developing production, and stimulating non-commodity exports. In this guide, you will find tools for each of these areas that best suit you: from programs such as “Affordable Loans 5-7-9” and grants to financing from European partners.

One of the key programs in the Government’s portfolio is the Ukraine Investment Framework under the Ukraine Facility. These are guarantees that will reduce the risks for international financial organizations and development finance institutions, as well as mixed financing for businesses and technical assistance, including grants. In total, €9.3 billion in support is available, which we estimate could potentially help attract over €30 billion in additional investments.

This financing is already available now. Some companies, particularly in the energy sector, have received the first financial support.

In the fall of this year, a new call for proposals will open, which international financial organizations will submit for implementation in Ukraine. Therefore, the best thing Ukrainian businesses can do right now is to prepare projects and submit them either to International Financial Organizations or to their partner banks. Moreover, some development finance institutions are actively expanding their operations in Ukraine. So now is the perfect time to start collaborating with them or to deepen that collaboration.

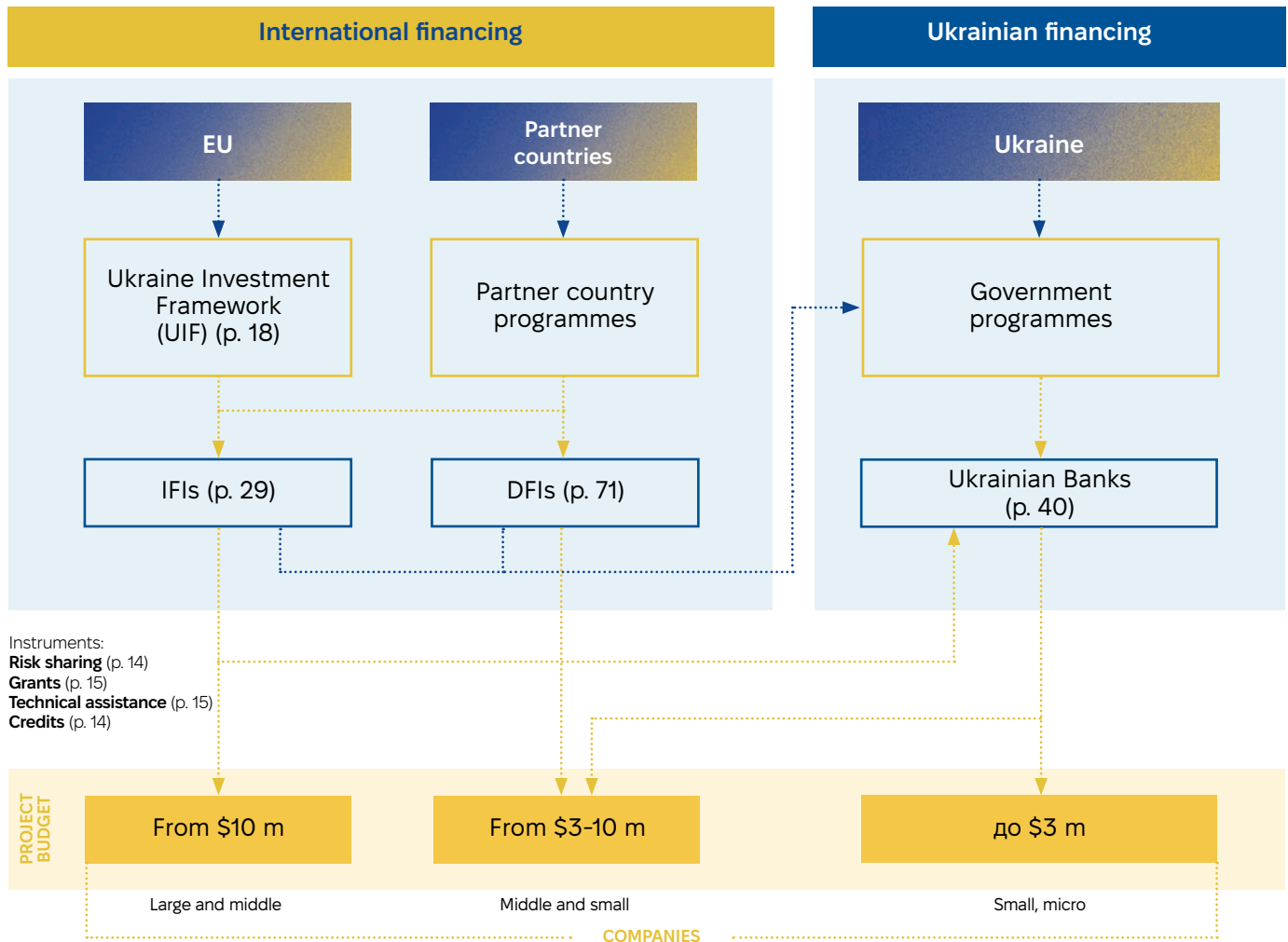
This guide serves as your roadmap to make the most of the wide range of financing opportunities offered by the state, international financial organizations, partner countries, and the private and banking sectors. At the same time, it is a convenient reference guide with key information about international financial institutions and ways to cooperate with them. We hope that this guide will serve as a source of ideas and an impetus for development, scaling, and entering new markets for you.

The Team of the Ministry of Economy of Ukraine.

Table of Contents

ACKNOWLEDGMENTS	3
INTRODUCTORY WORD	5
TABLE OF CONTENTS	6
ABBREVIATIONS AND ACRONYMS	8
CHAPTER 1. Challenges and Key Needs of Ukrainian Business in the Process of Economic Recovery	10
1.1. Categories of Enterprises	11
1.2. Major Challenges for Ukrainian Business	12
1.3. Description of Key Financing Instruments and Their Advantages	14
CHAPTER 2. Ukraine Investment Framework (UIF) – The Main Support Program for Ukrainian Business	18
2.1. Brief Overview of Ukraine Facility and the Government's Role in Pillar II (UIF)	19
2.2. Advantages of the Ukraine Investment Framework	19
2.3. Phase I UIF. Expanding Existing MFI Programs	20
2.4. UIF: Developing New Programs in 2024-2027	22
2.5. Advantages of Ukrainian Facility Programs for Ukrainian Business	22
CHAPTER 3. Geographic Structure of Financial Programs in Ukraine	25
CHAPTER 4. Description of Financial Organizations' Programs within UIF	28
4.1. Funding Programs from International Financial Organizations within UIF	29
4.2. Bank Programs in Ukraine	40
4.3. Additional Funding Programs for Ukrainian Businesses	71
4.3.1. Funding Programs from DFIs	71
4.3.2. Insurance Programs in Ukraine	77
APPENDIX – SUMMARY CONTACT INFORMATION	82

Map of business financing programmes



Abbreviations and Acronyms

AIC	Agro-Industrial Complex
BGK	Bank Gospodarstwa Krajowego
BII	British International Investment (British International Investment Agency)
BIO	Belgian Investment Company for Developing Countries
BSTDB	Black Sea Trade and Development Bank
CESCE	Compañía Española de Seguros de Crédito a la Exportación
CHP	Combined heat and power plant
COVID-19	CoronaVirus Disease 2019
DEG	Investitions- und Entwicklungsgesellschaft mbH
DFC	U.S. International Development Finance Corporation
DFIs	Development financial institution
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization
EDC	Export Development Canada
ECA	Export Credit Agency
EFSE	European Fund for Southeast Europe
EIB	European Investment Bank
EIFO	European Investment Fund for Operations
EKN	Exportkreditnämnden (Swedish Export Credit Agency)
ESCO	Energy Service Company
ESG	Environmental, Social, and Governance
E&SP	Exclusion & Special Provision
EU	European Union
EBRD	European Bank for Reconstruction and Development
USREOU	Unified State Register of Enterprises and Organizations of Ukraine
FATF	Financial Action Task Force
FinnFund	Finnish Fund for Industrial Cooperation
FMO	Financierings-Maatschappij voor Ontwikkelingslanden N.V. (Financial company for developing countries)
GGF	Green Growth Fund
GET	Green Economy Transition
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit (German Society for International Cooperation)
GRP	Gross Regional Product
GRC	Groups of related counterparties
GRT	Guarantees
GLECC	Groups of Legal Entities under Common Control
IBRD	International Bank for Reconstruction and Development
IFC	International Finance Corporation
IFU	Investment Fund for Developing Countries

IT	Information Technology
IFRS	International Financial Reporting Standards
IFIs	International Financial Institutions
JASPERS	Joint Assistance to Support Projects in European Regions
JBIC	Japan Bank for International Cooperation
JSB	Joint Stock Bank to Joint-Stock Bank
JSC	Joint stock company to Joint-Stock Company
KVED	Classifier of economic activities
LET	List of Eligible Technologies
LE	Legal Entity
MIC	Military-Industrial Complex
MSME	Micro, Small and Medium-sized Enterprises
NBU	National Bank of Ukraine
NEXI	Nippon Export and Investment Insurance
OFAC	Office of Foreign Assets Control
SAR	State Agrarian Register
SIDA	Swedish International Development Cooperation Agency
SERV	Swiss Export Risk Insurance
SME	Small and Medium-sized Enterprises
SPP	Solar power plant
SDN	Specially Designated Nationals
TA	Technical Assistance
TIN	Tax Identification Number
UIF	Ukrainian Investment Program or Pillar II Ukraine Facility
UNIDO	United Nations Industrial Development Organization
USA	United States of America
USAID	United States Agency for International Development



CHAPTER 1

Challenges and Key Needs of Ukrainian Business

1.1. Categories of Enterprises: Micro, Small, and Medium Businesses

The size and classification of enterprises play an important role in accessing support and funding programs, as the criteria for micro, small, and medium businesses can vary significantly depending on region, industry, and funding source. For example, in different countries, such as Ukraine and the European Union, classification criteria based on the number of employees or annual income can affect access to specific support programs.

Ukrainian legislation defines entrepreneurship as the independent activity of individuals and legal entities registered as business entities, aimed at producing goods, performing work, or providing services for profit.

Ukrainian and EU legislation classifies enterprises based on the number of employees, net revenue from sales, and balance sheet assets. Although these criteria share common principles, there are certain differences that may affect the development of financial products and programs from European partners. These differences are important for ensuring adequate support for different

types of businesses in both jurisdictions.

Enterprise categories in Ukraine are defined by somewhat lower thresholds for micro, small, and medium enterprises compared to the EU. This means Ukrainian enterprises have access to slightly different support programs, considering their financial indicators and scale of operations.

Each category of enterprises has its own challenges and opportunities that affect their economic activities and regulatory requirements. For micro and small enterprises, the main challenges are limited access to financing and resources, while for medium and large enterprises, the focus is more on innovation, international market expansion, and compliance with international standards.

The differences between Ukrainian and European legislation in categorizing enterprises are also important in the context of Ukraine's integration into the European economic space, as they affect access to European support and funding programs.

Comparison: Ukrainian legislation / European legislation

Category of Enterprises	Average Number of Employees	Net Revenue from Sales	Value of Assets
Microenterprise	< 10 people / < 10 people	< €700,000 / < €2 m	< €350,000 / < €2 m
Small	< 50 people / up to 50 people	< €8 m / < €10 m	< €4 m / < €10m
Medium	< 250 people / < 250 people	< €40 m / < €50 m	< €20 m / < €43 m
Large	More than 250 people / more than 250 people	More than €40 m / more than €50 m	More than €20 m / more than €43 m

1.2. Major Challenges for Ukrainian Business

The development of micro, small, and medium enterprises (MSMEs) and the attraction of large investments into priority economic sectors are key elements of Ukraine's economic recovery after the devastation caused by the war. To effectively support this process, specialized financial programs and instruments need to be created to meet the needs of MSMEs, particularly for modernizing production capacities and acquiring new equipment.

In the first year of the full-scale invasion, the number of business entities in Ukraine decreased by 11%. However, in 2023-2024, thanks to a significant increase in individual entrepreneurs, there is a gradual recovery, and the total

number of business entities has approached the pre-war level of two million.

According to World Bank¹ data, after a 29% decline in economic activity in 2022, the economy grew by 5% in 2023, with the eastern regions being the most affected, while internal displacement stimulated production in the western part of the country.

Before the full-scale invasion, 77.7% of small and medium enterprises assessed their financial-economic condition as excellent or good; today, only 20% of companies consider their performance indicators to be good.

According to a study², the main problems hindering business development and recovery are:

- Military risks and uncertainties in forecasts;
- Lack of accessible financing and capital;
- Insufficient number of qualified personnel;
- Limitations of the domestic market.

The main obstacles to obtaining loan financing that companies mention are:

- Excessively high interest rates (55%);
- Concerns about not meeting debt obligations on time (36.1%);
- Insufficient collateral (28.9%);
- Currency exchange rate fluctuations (22.9%);
- Complex loan acquisition process (22.1%).








The second component of the European Union's Ukraine Facility, the Ukraine Investment Framework, hereinafter referred to as the UIF (for more on UIF instruments, see Section 2.3), is the main source of risk mitigation for international financial institutions and Ukrainian banks to mobilize financing for programs to support the private sector in Ukraine. The financial instruments provided by

the UIF allow businesses to obtain additional financing for operating activities, capital expenditures for production, reduce the cost of financing and receive proactive unsecured financing, technical assistance for project preparation or cost reduction through a grant component.

¹Ukraine: Firms through the War. The World Bank.
<https://openknowledge.worldbank.org/server/api/core/bitstreams/56478284-da0c-4f4d-ac9c-10d12870564e/content>

²Study of the state and needs of business in the conditions of war. United Nations Development Program.
<https://business.diia.gov.ua/cases/novini/doslidzenna-stanu-ta-potreb-biznesu-v-umovah-vijni-rezultati-opituvanna-u-kvitni-travni-2024-roku>

Business Needs and UIF Support Mechanisms:

Size of Enterprises	Main Challenges	Main Financial Support Instruments for Business
Micro	Absence of collateral; Short history of business activity; Lack of financial resources (working capital, investments); High dependence on the place of sale of goods or services; Interruptions in energy supply	 Grants for micro and small enterprises <ul style="list-style-type: none"> Non-repayable aid Fast, affordable and without the need for financial statements Targeted financing
Small	Lack of consolidated reporting; Lack of a business plan; Lack of collateral; High cost of financing; Disruption of traditional supply chains; Loss of traditional markets; Lack of modern knowledge for further development; Interruptions in energy supply	 Guarantees for SMEs and large companies <ul style="list-style-type: none"> Individual guarantees: <ul style="list-style-type: none"> Increases the chance of obtaining financing Increases the amount of available loans Reduces project evaluation time Reduces the time to obtain financing Does not encumber property with collateral Minimizes the risk of property loss due to loan default Reduces related costs (insurance, due diligence, property valuation) Portfolio guarantees for SMEs (optional): <ul style="list-style-type: none"> Increases the borrower's confidence in the business Increased access to finance for many SMEs Reducing the bank's collateral requirements Possibility to reduce time for individual risk assessment  Blended financing for SMEs <ul style="list-style-type: none"> Reducing the cost of credit Receiving compensation for part of the costs Support for the targeted use of funds (e.g., investment in development) Reducing the amount of debt financing required
Medium and large	Impairment of property due to war (for collateral); The requirement to report in accordance with international standards (IFRS); Long production cycle (large working capital); Outdated equipment (need for investment); Problems with exporting goods/services; Disruption of traditional logistics chains; Interruptions in energy supply; Long process of raising funds; High risk when using fixed assets as collateral; Shortage of qualified personnel, mobilization (beyond the scope of this document)	 Technical support <ul style="list-style-type: none"> Help to structure projects and attract financing Support for entering new/export markets Training in business development skills, etc  Project financing (in development) <ul style="list-style-type: none"> Financing of new projects, without reference to historical performance Access to capital instead of or in addition to debt financing Sharing of investor risks at the initial stages of the project Involvement of institutional investors increases the chance of attracting <p>War risk insurance (development in the next phase of UIF) </p> <ul style="list-style-type: none"> Investment insurance³ Insurance of risks of non-fulfillment of financial obligations Insurance of property loss risks (fixed assets, goods in warehouses and in transit) Cargo insurance Reducing the cost of logistics <p>DFIs and ECA of partner countries (expansion in the next phase UIF) </p> <ul style="list-style-type: none"> Financing the purchase of equipment Attracting investments or debt financing Development of international cooperation, search for partners

³ PRI – political risk insurance (political violence, inability to convert currency, pay dividends or change in exchange rates, expropriation of property rights) provided by the US DFC and MIGA (MIGA SURE TRUST FUND). For more information on the application process, please follow the links: DFC – <https://dfc.gov.my.canva.site/dfc-in-ukraine>; MIGA – <https://www.miga.org/apply>.

1.3. Description of the main financing instruments and their advantages

Lending



- ◉ **Description:** Lending is the most common form of financing provided by banks and other financial institutions. Loans can be used to finance working capital and capital investments (business expansion, purchase of equipment), etc. The main focus of the UIF is on investment loans.

The UIF, through a combination of guarantees, grants, blended finance and technical support, increases the amount of available financing for companies in Ukraine from IFIs, DFIs and Ukrainian banks, and expands the number of companies for which this financing becomes available.
- ◉ **Advantages:**
 - **Flexibility:** The ability to obtain funds for a variety of purposes (investments, operating expenses, etc.).
 - **Speed:** Loans can be provided quickly compared to other forms of financing.
 - **Support for current activities:** Allows you to maintain liquidity and continue business operations.
- ◉ **Features:**
 - **High interest rates:** The interest rate can be substantial, especially for SMEs, which creates an additional financial burden.
 - **The need for collateral:** Often, a significant amount of collateral is required to obtain a loan, which may be unaffordable for small businesses and limits the number of SMEs that can receive financing.
 - **Restrictions on loan terms:** Loan terms and conditions may restrict the use of funds, as well as require additional checks and reporting to the lender.

Guarantees



- ◉ **Description:**
 - Guarantees are a financial instrument that reduces the risks for the bank by providing compensation for part or all of the loan amount in case of non-repayment. Guarantees can be provided by both government agencies and international financial organizations.
 - **Individual guarantees:** Provided to a specific borrower to secure a particular loan or financing. Such guarantees help companies obtain credit on terms that might not be available without additional support.
 - **Portfolio guarantees:** Cover a group of borrowers and allow financial institutions to reduce the risk of loan portfolios instead of conducting individual assessments. This is particularly useful for MSMEs that do not have sufficient assets to secure a loan.
- ◉ **Benefits:**
 - **Improved access to finance:** Guarantees help businesses obtain financing even if they have limited collateral or a poor credit history.
 - **Increased liquidity:** Businesses can raise larger amounts of capital to expand operations or execute large-scale projects, as lender risk is reduced.
 - **Flexibility in financing:** The use of guarantees allows businesses to obtain financing without the need to provide full collateral or other guarantees, which increases flexibility and facilitates access to resources.
 - **Attracting new investments:** Reducing the risks for lenders and investors through guarantees helps to increase the amount of investment in the business. This is especially important for SMEs trying to raise new capital.
 - **Facilitating conditions for startups:** Startups that have limited business history or assets can take advantage of guarantees to gain access to seed capital;
 - **Reduced time and costs for obtaining financing:** Guarantees reduce the time for obtaining financing and related costs (insurance, valuation, etc.).

Grants



- **Description:** Grants are irrevocable financial assistance provided by governments, international organizations, charitable foundations or institutions to support business, socially significant projects or innovative solutions.

Grants do not require repayment of funds, which makes them especially important for micro and small enterprises, as well as attractive for the development of new projects or the introduction of technologies. Key areas often supported by grants include innovation, SME development, exports, environmental initiatives, technology and infrastructure projects.
- **Benefits:**
 - **Irreversibility:** Grants do not require repayment, which allows businesses to invest in development without additional debt burden.
 - **Targeted support:** Grants are often targeted at certain areas, such as innovation, infrastructure development, export programs or energy efficiency. This allows the business to obtain funds for the implementation of specific projects or initiatives.
 - **Risk Reduction:** Because grants are non-repayable, businesses can pursue high-risk projects that would otherwise not have received funding.

Blending Finance



- **Description:** Blended finance is a financial instrument that combines commercial and concessional (non-repayable) financing to implement projects that have both economic and social or environmental benefits.

How it works: Blended finance combines resources from different sources:
 - **Grants** (from the government or international organizations) that cover part of the project costs.
 - **Private capital raised to meet investment goals.**
 - **Concessional loans or other forms of credit** from government or international sources that help reduce the cost of the project.
- **Benefits:**
 - **Reduced cost of financing:** Thanks to blended finance, businesses get access to cheaper credit resources, as preferential components (grants, guarantees) reduce the overall cost of financing and expand the range of companies that can receive financing. This is especially important for projects that would otherwise not be able to attract sufficient investment on market terms.
 - **Attracting private capital:** Blended finance helps attract private investors to projects that might otherwise be too risky or unprofitable.
 - **Reducing risks for investors:** The use of public or grant funds to cover certain costs or risks makes a project more attractive to private investors.
 - **Development incentives:** This instrument promotes the implementation of large projects in sectors that require substantial investment, such as infrastructure, energy, and the environment, but where commercial incentives are absent or insufficient.

Technical support



- **Description:** These are consulting and educational services that help businesses improve their operations, introduce new technologies, develop human capital, and improve management processes.
- **Benefits:**
 - **Access to finance:** Helping businesses meet the requirements of financial institutions to obtain financing (business plan development, risk assessment, technology selection, marketing support, etc.).
 - **Increased efficiency:** Enterprises gain access to modern knowledge and technologies, which increases their competitiveness.
 - **Competence development:** Improves the skills of employees and managers, which helps businesses adapt to new challenges.

Project financing (in development)



- **Description:** This instrument is used to finance large investment projects, such as the construction of factories, infrastructure facilities or energy plants. Financing is based on the future cash flows of the project.
- **Benefits:**
 - **Reduced risks for the project initiator:** The recipient of project financing shares the risks of the project with other participants, as the financing is based on the project's revenues in future periods.
 - **Long-term financing:** Projects receive long-term financing, which reduces the financial burden at the initial stages and allows businesses to implement ambitious projects.

Export financing

- **Description:** Export finance provides enterprises engaged in the export of goods or services with financial resources for the development of international trade. It can be both loans for export and export risk insurance.
- **Benefits:**
 - **Export support:** Allows businesses to expand their presence in international markets by gaining access to the necessary resources.
 - **Risk mitigation:** Export insurance reduces the risks of non-payment by foreign partners or reduces the risks of non-fulfillment of export contracts for Ukrainian companies.

War risk insurance (to be developed in the next phase of UIF)

War risk insurance is an important tool for businesses to mitigate risks and ensure financial stability in an extremely challenging environment. It helps companies to protect their assets and minimize financial losses

that may arise due to military operations. War risk insurance in Ukraine is aimed at insuring companies against the consequences of events that may be caused by the war in Ukraine.

Political Violence Insurance

- **Description:** This type of insurance covers losses arising from military operations, terrorism, riots, strikes or other forms of political violence. It is important for companies that operate in areas of high political instability.
- **Coverage:** Losses caused by destruction of property, damage to infrastructure, fire, terrorist acts, or riots.
- **Typical risks:** War, civil unrest, terrorism.
- **Benefits:** Provides compensation for companies affected by asset damage and allows them to resume operations more quickly.

Political Risk Insurance (PRI)

- **Description:** Protects investors from potential financial losses arising from military actions, nationalization of assets, political instability, or sanctions. It is one of the most important tools for attracting foreign investors to regions with increased political risks.
- **Coverage:** Expropriation, compulsory acquisition of assets, currency inconvertibility, non-performance of contracts.
- **Typical risks:** Nationalization, sanctions, political restrictions.
- **Benefits:** Provides protection for foreign investments, reduces the risks of political unpredictability for companies.

Insurance of risks of non-fulfillment of financial obligations

- ◉ **Description:** This type of insurance provides protection in the event that a counterparty or borrower cannot fulfill its financial obligations due to force majeure, including military operations. It is important for companies doing business in active war zones or cooperating with foreign partners in high-risk regions.
- ◉ **Coverage:** Risks of non-payment under loan agreements, contracts or other financial agreements.
- ◉ **Benefits:** Helps to avoid financial losses from default and ensures the sustainability of transactions in difficult conditions.

Property War Risks Insurance

- ◉ **Description:** This local market product covers property against direct material damage (damage or destruction) due to war risks. It is relevant for all business sectors. Buildings and their contents, equipment, inventory, etc. are eligible for insurance.
- ◉ **Coverage:** indemnification for damage or destruction of property due to war risks
- ◉ **Typical risks:** losses are indemnified for damage or destruction of the insured property as a result of missiles and/or their fragments, unmanned aerial vehicles and/or their fragments, consequences of the use of other instruments and means of war
- ◉ **Benefits:** Helps to reduce losses from damage or loss of assets

Cargo War Risk Insurance

- ◉ **Description:** This type of insurance provides protection for cargoes against damage or loss during transportation due to military operations.
- ◉ **Coverage:** Loss of or damage to goods during transportation by sea, road or rail due to hostilities, attacks or sabotage.
- ◉ **Benefits:** Allows companies engaged in importing or exporting to protect their goods from the risks associated with transportation in areas of military conflict.

A matrix of insurance instruments by organization and a description of Ukrainian insurance companies that provide war risk insurance services or are in the process of introducing them are provided in Section 4.3.2. Insurance programs in Ukraine



CHAPTER 2

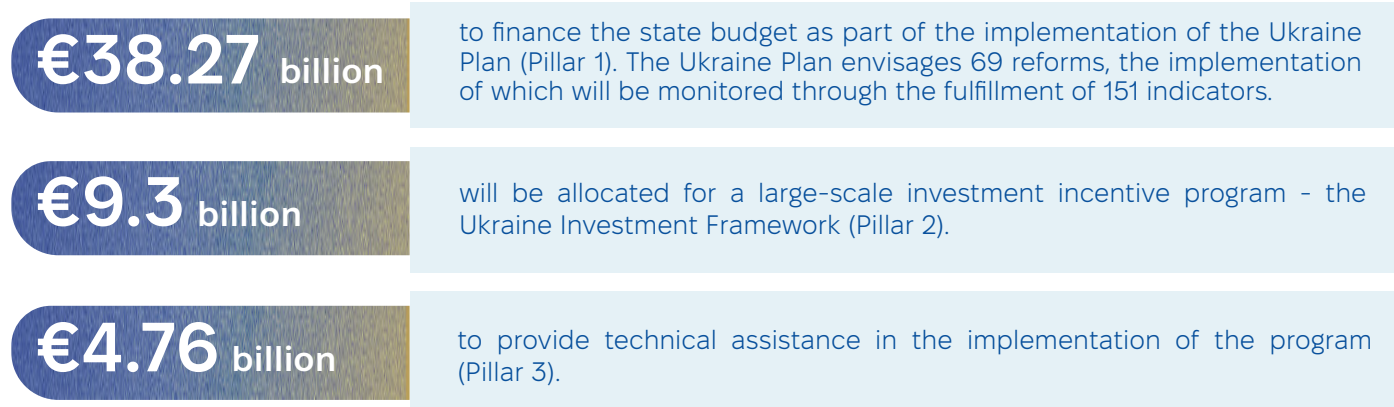
Ukraine Investment Framework (UIF) - the main program to support Ukrainian business

2.1 Brief overview of the Ukraine Facility and the role of the Government in Pillar II

This year, the European Union approved the Ukraine Facility, an unprecedented €50 billion support mechanism for Ukraine that will help Ukraine's

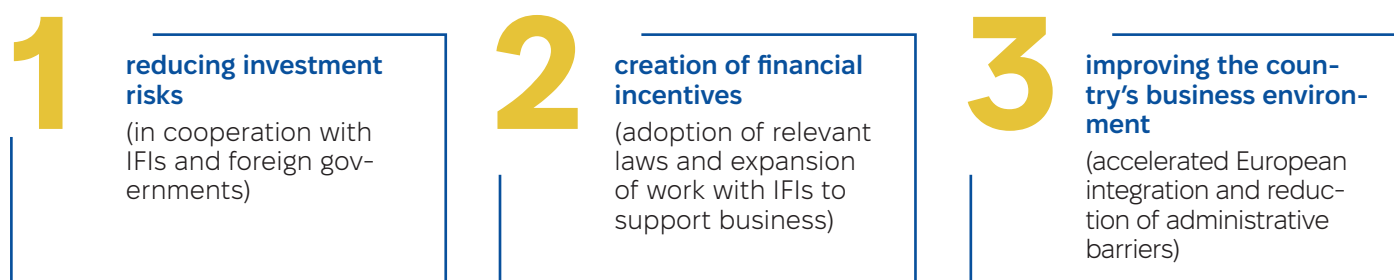
macroeconomic development in the face of a full-scale war. UF funds will be disbursed from 2024 to 2027.

The funds will be allocated in three areas:



The **Ukraine Investment Framework** aims to mobilize investments for the reconstruction and modernization of Ukraine.

The Government's role in the implementation of Pillar 2 is represented in three key areas:



2.2. Benefits of the UIF

The **UIF** operates by providing guarantees and blended financing, a combination of EU loans and grants to support the implementation of the Ukraine Facility Plan.

Ukraine Investment Framework (UIF) - €9.3 bln	
Blending / Grants / Technical assistance €1.5 bln (allocated by the EU)	Ukrainian guarantee €7.8 bln (70% provisioning ratio, €5.5 bln)
Both public and private companies in the key sectors of the UF Plan are eligible for funding	<ul style="list-style-type: none">15% of the guarantees will be used to support SMEs20% of the total investment budget for Pillar 1 and Pillar 2 will be allocated to green projects25% for the EIB to finance public sector projects

Currently, there are 3 main instruments available under the first phase of the UIF (Phase 1):

Ukrainian guarantees (or guarantees) are a risk-sharing instrument provided to international financial institutions that support projects in Ukraine. The guarantee provides coverage of financial risks for various transactions in the public and private sectors, such as loans, guarantees, counter-guarantees, capital market instruments, and other financing instruments. Guarantees reduce collateral requirements for companies receiving financing, thus expanding the range of companies that can receive the necessary financing.

Grants and mixed financing are non-repayable financial assistance that can be of two types:

- Grants for targeted use or grants for targeted categories of companies/projects;
- Mixed financing – compensation for part of the costs of obtaining debt financing or project implementation.

Technical assistance – financing of consulting services, training and capacity building for Ukrainian businesses.

2.3. UIF Phase I. Expansion of existing IFI programs

During the Ukraine Recovery Conference 2024 in Berlin, the terms and programs for the first phase of the Ukraine Investment Facility, totaling €1.4 billion, were announced. The focus of the first phase of the UIF is to expand existing IFI programs to provide faster access

to finance for companies in Ukraine. At this stage, the UIF has already launched its programs: EBRD, IFC, EIB, German Development Bank (KfW) and Polish Bank Gospodarstwa Krajowego (BGK).

Top-Up programs developed by IFIs specialize in specific areas:					
	EBRD	IFC	EIB	KfW	BGK
Agribusiness					
Energy					
Transportation and logistics					
Industry and trade					
IT and communications					
SMEs					
The proximity to the front line					
Municipalities					
Green projects					

Each MFI provides different instruments and mechanisms for financing projects:						
	EBRD	IFC	EIB	KfW	BGK	Total
Guarantees	✓	✓		✓		€990 m
Blending / Grants	✓		✓	✓	✓	€356.75 m
Technical assistance	✓	✓		✓		€50.25 m

List of funding programs

Top-up agreements signed		Approved amount, € million		
		Grants	TD	Guarantee
EBRD	Financial Inclusion	30	7	140
EBRD	Hi-Bar		7.5	150
EBRD	Resilience	25	7.5	150
EIB	EU4Business Guarantee Facility	50		
EIB	EFSD+ MSME Access to green, growth and inclusive finance			150
EIB	JASPERS Advisory Assistance Program	10		
BGK	EU Support for Ukrainian MSMEs	20		
IFC	Better Future Programme		17.5	350
KfW	Green Growth Fund (GGF)	50	5	
KfW	European Fund for Southeast Europe (EFSE)	54	1	
KfW	Municipal Climate Protection	17.75	2.75	
KfW	Increasing energy efficiency in the electricity transmission sector	100		
EBRD	Ukraine Recovery and Reconstruction Guarantee Facility		2	50
TOTAL		356.75	50.25	990

The following types of funding are available under the first phase

Direct (projects from €10-20 million): IFIs will finance large corporations and municipalities directly

Indirect (projects up to €3 million): IFIs will finance through local partners and Ukrainian banks

Local partner banks of the IFIs will provide indirect financing for investments in Ukraine. Currently, the following banks are involved:

State-owned banks:

- PrivatBank
- Oschadbank
- Ukreximbank
- Ukrgasbank

Private banks:

- Agroprosperis Bank
- KredoBank
- ProCredit Bank
- Bank Lviv
- OTP Bank
- Raiffeisen Bank
- Citibank
- OTP Leasing
- Ukrsibbank
- Credit Agricole
- Piraeus Bank
- UnexBank

The list of partner banks is expected to expand.

Typical requirements for the borrower are:

- Profitable activities**
- Compliance with ESG requirements**
- Positive business reputation**
- Debt / EBITDA **no more than 3.5**
- Equity / Debt **no less than 0.5**
- Debt Service Coverage Ratio **no more than 1.2**

The final decision to provide financing rests with the banks, which take into account the company's financial position, credit history and ability to fulfill its obligations.

2.4. UIF: development of new programs in 2024-2027

The next phase of the UIF will develop new instruments for financing projects in Ukraine, which include the possibility of launching new private equity funds, capital market instruments (development bonds, convertible perpetual bonds), financing of public investment projects, and crowdfunding and co-investment platforms.

In addition, it is expected that this phase will include the expansion of the guarantee system for large investments and projects with innovative technologies. Particular attention in this phase will be paid to supporting the export capabilities of Ukrainian enterprises and investments in the real and financial sectors of the economy and further improving the investment climate through new education, training and advisory programs.

- The Call for Proposals will be launched on September 30, 2024 and will last until the 4th quarter of 2025.
- Phase II is planned to start in the first half of 2025.
- The limit for capital expenditure financing (CAPEX) will be at least 80% of the financing portfolio.
- Mobilization of private investment is a key indicator.

In order to quickly prepare a list of thoroughly developed investment projects, we urge companies and municipalities to start preparing applications now. The Ministry of Economy and KSE are ready to provide the necessary assistance and are already working with donors and investors to attract funding for expert teams that will help businesses and municipalities prepare investment projects.

In the next stages, we expect that the UIF program will be further expanded and more companies will have access to funding.

Priority:

- **Increased funding**, new tools, and easier access to them
- **Expanding the list of sectors** where projects can receive support
- **Expanding the geography of programs** – developing affordable financing in the most affected and frontline regions of the country
- **Involvement of a wider range of IFIs** in the program implementation, as well as export credit agencies and expansion of the list of Ukrainian partner banks

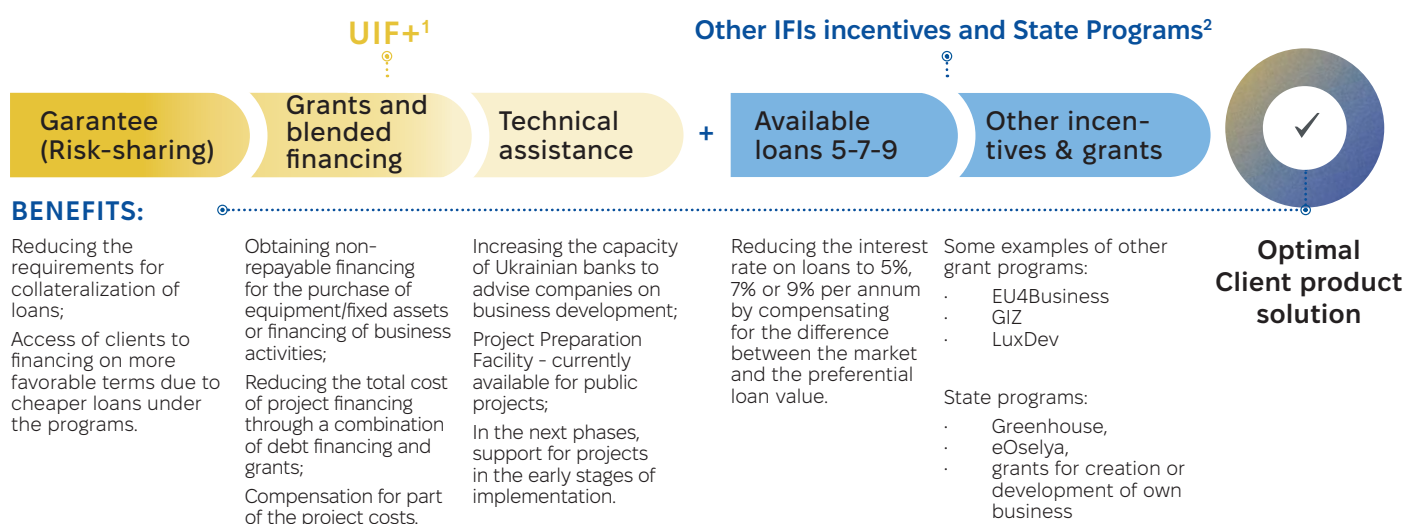
2.5. Benefits of UIF programs for Ukrainian businesses

The Ukrainian Facility (UIF) programs provide Ukrainian businesses with access to a wide range of financial instruments aimed at supporting enterprises, especially in the context of post-war recovery. These programs allow companies to obtain concessional financing, increase liquidity, invest in development, expand production capacity and increase export potential.

The combination of financial instruments available under the UIF with the 5-7-9 affordable loan program provides a wider range of businesses with access to concessional financing and creates a more favorable business environment.

Combination of financial instruments in the banking sector

Objective: Obtaining financing on favorable terms



¹Instruments under the UIF and other programs of partner countries

²Funded by the Budget of Ukraine and financial assistance from partner countries

The combination of financial instruments under different programs can be carried out within the same bank,

so it is necessary to consider the entire set of financial instruments available in Ukrainian banks:

Matrix of financial instruments of banks in Ukraine (1/2)				
Ukrainian Banks	Guarantees % coverage	Grants maximum size	Technical assistance	Available loans 5-7-9
Privatbank	50% (EBRD, IFC, State Program), up to 80% (EIB, BGK)	<ul style="list-style-type: none"> • from 10% of the value of fixed assets (Resilience and Livelihoods Guarantee Program) • €5 thousand (EU4Business grant for microbusinesses) • €10 thousand (Support for microenterprises in Kryvyi Rih district) • €50 thousand for the small business segment; €100 thousand for the medium business segment. (Support for small and medium-sized enterprises in Kryvyi Rih district) • up to UAH 250 thousand (Microgrants for starting or developing your own business) • up to UAH 1 million (“Grants for the creation or development of own business for combatants, persons with disabilities as a result of war and their families”) • up to UAH 8.0 million (work in progress “Grants for processing industries”) • up to 70% of the cost, but up to UAH 3 million (Green House) 	✓	✓
Oschadbank	50% (EBRD)	<ul style="list-style-type: none"> • €5 thousand (EUBusiness grant for micro businesses) • €10 thousand (Program to support MSMEs in Kryvyi Rih - Component I) • for SEs - 50% of the cost of equipment, but not more than €50 thousand; for JVs - 50% of the cost of equipment, but not more than €100 thousand (Kryvyi Rih MSME Support Program - Component II) • 10-20% of the project cost; 20-30% for relocated enterprises (Program for MSMEs to finance investment and working capital)) • up to 15% of the cost, but not more than €300 thousand for veterans - up to 30% of the cost, but not more than €300 thousand; for relocated enterprises - up to 25% of the cost, but not more than €300 thousand. (Financial Inclusion Program) 	✓	✓
Ukreximbank	50% (EBRD) 80% (DFC)	—	—	✓
Raiffeisen Bank	50% (€BPP) 80% (DFC)	—	—	✓

Matrix of financial instruments of banks in Ukraine (1/2)

Ukrainian banks	Guarantees % coverage	Grants maximum size	Technical assistance	Available loans 5-7-9
Ukrgasbank	50% (EBRD, Agricultural Credit Guarantee Fund) 70% (EIB) 80% (Government of Ukraine, FRP) 100% (UNIDO, EKA)	<ul style="list-style-type: none"> • up to 15% for complex "green" projects; up to 10% for simple and other complex projects; up to 30% for projects of the Veterans and Enterprises Affected by War categories війни" (Resilience and Livelihoods Guarantee Programme) • For SE enterprises / enterprises from the de-occupied territories: <ul style="list-style-type: none"> • up to 30% (€30 thousand) of the investment project amount • up to 20% (€20 thousand) of the project amount for working capital For other SMEs: <ul style="list-style-type: none"> • up to 20% (€20 thousand) of the investment project amount • up to 10% (€10 thousand) of the project amount for working capital (Access to Finance and Supporting the Sustainability of MSMEs in Ukraine II) • 10 / 15% cashback for the implementation of simple / complex (EU4Business - SME Competitiveness Program in the Eastern Partnership) 	✓	✓
Ukrsibbank	50% (EBRD)	—	—	—
Kredobank	50% (EBRD) 90% (BGK)	<ul style="list-style-type: none"> • 20% – standard projects, 30% - complex projects (Financial Inclusion Program) • 20% – investment loans, 30% - internally displaced businesses (Access to finance and support for the sustainability of MSMEs in Ukraine II) 	✓	✓
Bank Lviv	30-80% (EIB) 50% (EBRD, Ministry of Finance) 80% (DFC, Ministry of Finance)	—	—	✓



CHAPTER 3

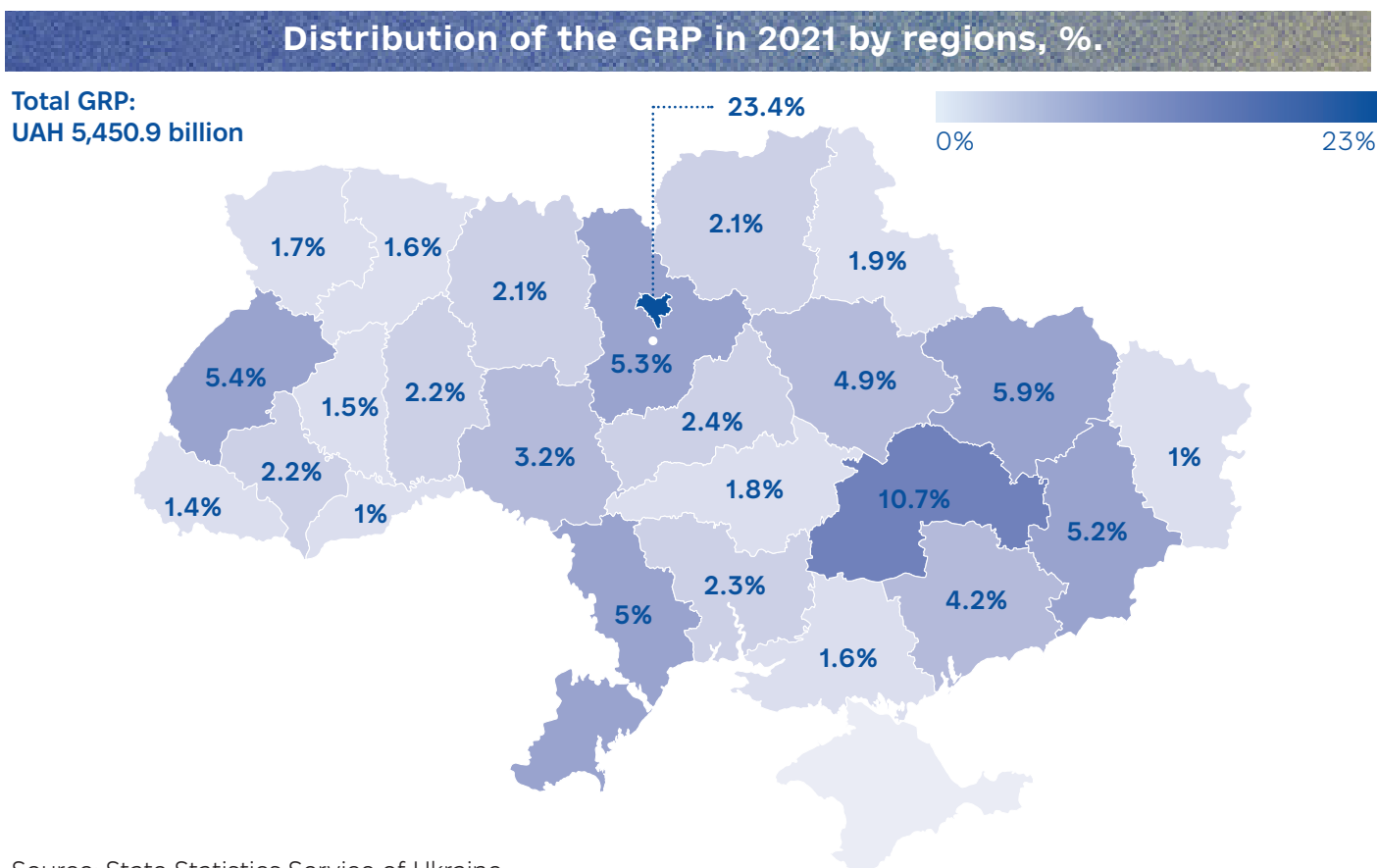
Geographical structure of financial programs in Ukraine

Geographical structure of financial programs in Ukraine

Before Russia's full-scale invasion in 2022, Ukraine's economy showed moderate growth, with industrial regions playing a special role, with Dnipro region leading the way (UAH 582.4 billion in gross regional product (GRP) or 10.7% of the total), as well as Kharkiv, Donetsk and other regions and the city of Kyiv.

Thus, the 10 most affected regions accounted for UAH 3,518.4 billion of the GRP (64.6%), including Kyiv and Kyiv region - UAH 1,567.9 billion of the GRP (28.7%), Kharkiv, Luhansk, Donetsk, Dnipro, Zaporizhzhia, Kherson, Mykolaiv and Odesa regions - UAH 1,950.5 billion of the GRP (35.9%).

In 2021, the GDP increased by almost 29% compared to 2020 and amounted to UAH 5.4 trillion.



Such business activity in certain regions has stimulated the development of Ukraine's banking sector, the development and implementation of new services and financing programs, including for businesses.

In 2021, the net hryvnia corporate loan portfolio grew by 40.2%. State-owned banks, except for PrivatBank, were the most active in lending. Lending by foreign banks in foreign currency intensified at the end of 2021. Net foreign currency loans grew by 7.8% over the quarter.

Since the beginning of the full-scale invasion, access to banking services has been continuously declining, preventing timely and full engagement of financing for the implementation of investment projects. As of July 01, 2024, the number of operating structural units of Ukrainian banks has decreased by 24% since the beginning of the war.

The military risks in Ukraine resulting from the war have led to significant inequalities in the conditions for attracting financing for different regions, territories where active hostilities are taking place or that are close to conflict zones often face difficulties in attracting investment and financial resources.

On the other hand, the western regions, where risks are lower, may be more attractive to investors and financial institutions, leading to more active financing of companies in the western regions than in other economically important parts of the country.

At the same time, this may increase inequality in regional development and create additional obstacles to the recovery and development of the affected regions of Ukraine, which are important for the economy as a whole.

International financial institutions (IFIs, DFIs) finance projects located in the territory controlled by Ukraine and outside the territories of active hostilities. They provide direct funding for large projects with a budget of more than \$10-20 million. For such projects, the geographical location of the facility is of great importance due to the greater risk of destruction compared to smaller projects due to the location of the facility closer to the front line. Similarly, the geographical structure of a company's operations affects the decision to provide funding – national companies with operations across the country are more likely to receive funding from international organizations than regional companies with operations only in high-risk regions. However, IFIs do finance companies in the affected and frontline territories through joint programs with Ukrainian banks. Examples of programs:

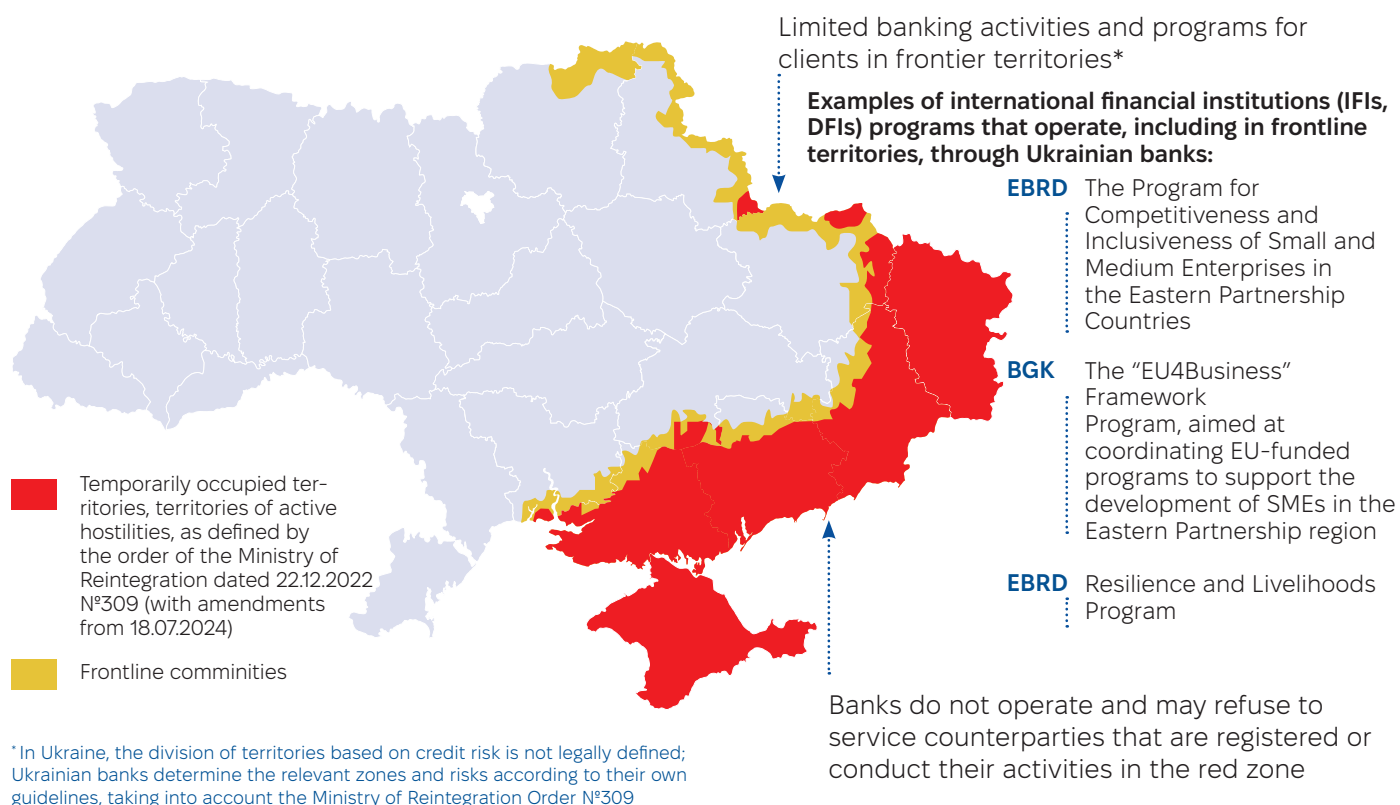
- SMEs Competitiveness and Inclusion Program in the Eastern Partnership Countries (EBRD)
- The EU4Business Framework Program, which aims to coordinate EU-funded programs to support the development of MSMEs in the Eastern Partnership region (EU and German Government)
- Resilience and Livelihoods Program (EBRD)

Most Ukrainian banks classify the territory of Ukraine based on safety criteria according to the internal instructions that reference the order of the Ministry of Reintegration dated December 22, 2022, № 309, "On Approval of the List of Territories Where Military Operations are (were) Conducted or Temporarily Occupied by the Russian Federation" (with amendments from July 18, 2024).

Depending on the classification of the territory, banks:

- provide services in full and offer all available programs for clients – applies to secure territories;
- operate under restrictions, and not all programs can be available to clients – this applies to the frontline territories;
- do not open
- rate and may not provide services to counterparties registered in the occupied territories or territories of active hostilities.

Geography of banking services in Ukraine



Source: Ukrainian banks, Kyiv School of Economics analysis



CHAPTER 4

Description of the programs of financial institutions under the UIF

4.1 Financing programs from International Financial Institutions under the UIF

International financial institutions (IFIs) are supranational institutions established to provide financial assistance, promote economic development and stability, and support international economic cooperation. IFIs provide loans, grants and technical assistance to member countries, as well as finance projects aimed at infrastructure development, poverty alleviation, economic reforms and support for sustainable development. IFIs include organizations such as the International Monetary Fund (IMF), the World Bank, the EBRD, the EIB, the IFC, and others. IFIs play an important role in the global economy, contributing to financial stability and development both regionally and internationally.

Under Phase 1 of the UIF, 5 IFIs received funding from the EU - the EIB, EBRD, IFC, KfW, and BGK - which finance projects in Ukraine directly (for projects with budgets over \$10 million) or through the Ukrainian banking sector.



The information in the profiles of IFIs presented in this section has been collected and structured based on data provided by MFI representatives and public sources.

EIB: European Investment Bank

An overview of the EIB Group

- The EIB is the financial arm of the European Union
- The EIB focuses on long-term lending, while the European Investment Fund (EIF) specializes in risk financing to support MSMEs and innovation.
- Headquartered in Luxembourg, it has total assets of EUR 547 billion.
- The total volume of loans issued by the EIB Group is EUR 460 billion.
- In 2023, new loans and/or guarantees amounting to EUR 90 billion were provided.
- In November 2023, the EIB office in Ukraine became the EIB Regional Hub for Eastern Europe

Financing instruments

- **Loans:** loans for public and private sector projects, framework loans for the public sector, loans to finance MSMEs through local financial institutions;
- **Guarantees:** Risk-sharing instruments to encourage lending by other financial institutions; SMEs should apply directly to Ukrainian partner banks;
- **Advisory services:** Technical assistance in project preparation and implementation, capacity building, and advisory support, including strategic support to industry sectors, and institutional support to Ukrainian government agencies;
- **Capital:** Venture capital, private equity

Contacts

- Team in Ukraine: ukraineteam@eib.org
- EIB Regional Hub for Eastern Europe: kyiv@eib.org

Main areas of financing

- Climate and environmental sustainability
- Sustainable transportation
- Innovation, digital and human capital
- Sustainable energy
- SMEs
- Regional development
- Social sustainability

EIB in Ukraine

- The EIB has over €7.5 billion in commitments to Ukraine through the following instruments:
 - Loans and guarantees for the public sector;
 - Loans to the private sector;
 - Loan portfolio guarantees for Ukrainian banks;
 - Several equity investments through private equity funds;
 - Advisory and technical assistance to support investment in sectors, implementation of public investment management, and preparation of projects EIB and EU funding
- Sectoral investments:
 - Municipal infrastructure: financing for basic municipal services and facilities (healthcare, water supply and sewerage, social housing);
 - Energy: investments aimed at stabilizing and modernizing Ukraine's electricity grid, as well as to support renewable energy sources and energy efficiency;
 - Transportation: funding for the modernization public transport fleets in several cities, as well as roads and railways;
 - SMEs: Supporting small and medium-sized enterprises to promote economic resilience and growth.
- Recent transactions:
 - A credit guarantee line amounting to €300 million from the European Investment Fund (EIF) under the InvestEU program to support European small and medium-sized enterprises (SMEs) exporting goods and services to Ukraine;
 - An investment of €100 million to rebuild schools, kindergartens, hospitals, social housing and local transportation infrastructure, as well as to ensure the provision of essential services such as clean water and sanitation, which were damaged during the war with Russia;
 - Two partial portfolio guarantee programs totaling €190 million to improve access to finance for MSMEs in Ukraine by sharing risks with local financial institutions. These programs are expected to provide more than €1 billion in lending to businesses in Ukraine, enabling them to obtain loans on favorable terms and increase their resilience
 - A €25 million investment in Horizon Capital Growth Fund IV to support SMEs in Ukraine and Moldova focused on technology and export-oriented companies

Application process

01

Any project financed by the EIB must meet the EIB's eligibility criteria and be financially and economically viable.

02

Project initiators must provide a detailed description of the CAPEX and prospective financial arrangements.

03

There are no standardized documentation requirements. The EIB does not require its borrowers to fill in prescribed forms or questionnaires. As a rule, the EIB expects to receive a comprehensive technical and economic justification.

04

The project assessment is conducted by EIB teams of engineers, economists and financial analysts in close cooperation with the project proponent. The criteria are usually adapted to each specific project.

Criteria and requirements for applying

Additional programs are being launched for SMEs, and partner banks will be announced in the first quarter of 2025. More details about the EU4Business guaranteed loan program is available at (eif.org). For direct lending:

- **Minimum loan size:** As a rule, public sector loans start at EUR 25 million for a single project and EUR 100 million for investment programs under framework loans
- **Project size:** The EIB usually covers up to 50% of the total project cost
- **EU guarantees:** EIB loans to Ukraine are usually backed by EU guarantees, enabling favorable lending terms
- **The EIB** also has sector-specific compliance criteria and conducts thorough credit risk assessments and due diligence

Current programs and initiatives in Ukraine

Ukraine Solidarity Urgent Response Package:

Since February 2022, the EIB has mobilized and provided more than €2 billion in emergency assistance to Ukraine to cover urgent financial needs, restore some of the most critical damaged infrastructure and municipal services.

Ukraine Credit Export Guarantee Facility:

The EIF has launched a credit guarantee facility for Ukraine amounting to €300 million to mitigate risks for European SMEs exporting goods and services to Ukraine, thereby playing a key role in supporting the economic resilience and recovery of Ukraine. At the end of July 2024, a call for the selection of financial intermediaries was published.

EU for Ukraine Fund:

EU member states have committed to providing over €400 million to the EU Fund for Ukraine. This fund is designed to support projects in both the public and private sectors, with a focus on areas such as municipal infrastructure, transport networks, water supply and wastewater facilities, digitalization and cybersecurity, and SMEs.

(UIF) EU for Ukraine Technical Assistance and Advisory Services Programme:

A €100 million program to finance technical assistance and advisory support aimed at promoting investment in Ukraine's recovery and reconstruction, enhancing its resilience, and paving the way for EU accession. This includes strengthening the capacity for project implementation at various levels.

(UIF) EU4Business Guarantee Facility:

The EIB has launched the EU4Business Guarantee Facility to support small and medium-sized enterprises (SMEs) in Ukraine by providing partial portfolio guarantees. The guarantees cover up to 80% of losses from non-repaid transactions of SMEs, with the maximum loss amount limited to 25% of the total portfolio. The objective of this initiative is to improve access to financing for businesses affected by the war, reduce collateral requirements, and lower interest rates for SMEs.

(UIF) JASPERS Advisory Assistance Program:

The European Investment Bank (EIB) and the European Commission have signed a €20 million agreement to expand the JASPERS (Joint Assistance to Support Projects in European Regions) program for Ukraine. This program will help Ukrainian authorities prepare and implement important investments.

EBRD: European Bank for Reconstruction and Development

Overview of the EBRD Group

- The EBRD is owned by 73 countries, along with the European Union and the European Investment Bank, and mainly invests in private sector projects;
- The headquarters is located in London, with total assets of EUR 78 billion;
- The total amount of loans issued is EUR 56 billion;
- In 2023, new loans and/or guarantees worth EUR 13 billion were issued;
- 80% of investments, equal to EUR 10 billion, were made in the private sector.

Financing instruments

- **Loans:** Direct loans to projects, indirect loans through local banks; the credit risk may be fully assumed by the EBRD or partially syndicated to the market;
- **Equity investments:** The EBRD may hold an equity stake in a business to support its growth and development;
- **Guarantees:** Risk-sharing instruments to encourage lending by other financial institutions.

Contacts

- E-mail: kviv@ebrd.com
- Tel: +380442771160
- **Arvid Tuerkner**
Managing Director in Ukraine and Moldova

Main areas of financing

- Infrastructure development
- Small and medium-sized enterprises (SMEs)
- Climate and environmental sustainability initiatives
- Development of the private sector
- Food security

EBRD in Ukraine

- In Ukraine, the EBRD has committed to investing a total of €4.5 billion since the beginning of the Russian aggression and is the largest institutional investor:
 - 31 projects in the current portfolio, of which 44% are in the private sector;
 - EUR 2.7 billion invested in sustainable infrastructure projects
 - 1.4 billion euros in industry, trade and agribusiness
- The main areas of investment include energy security, critical infrastructure, food security, trade, and the private sector.

EBRD in Ukraine

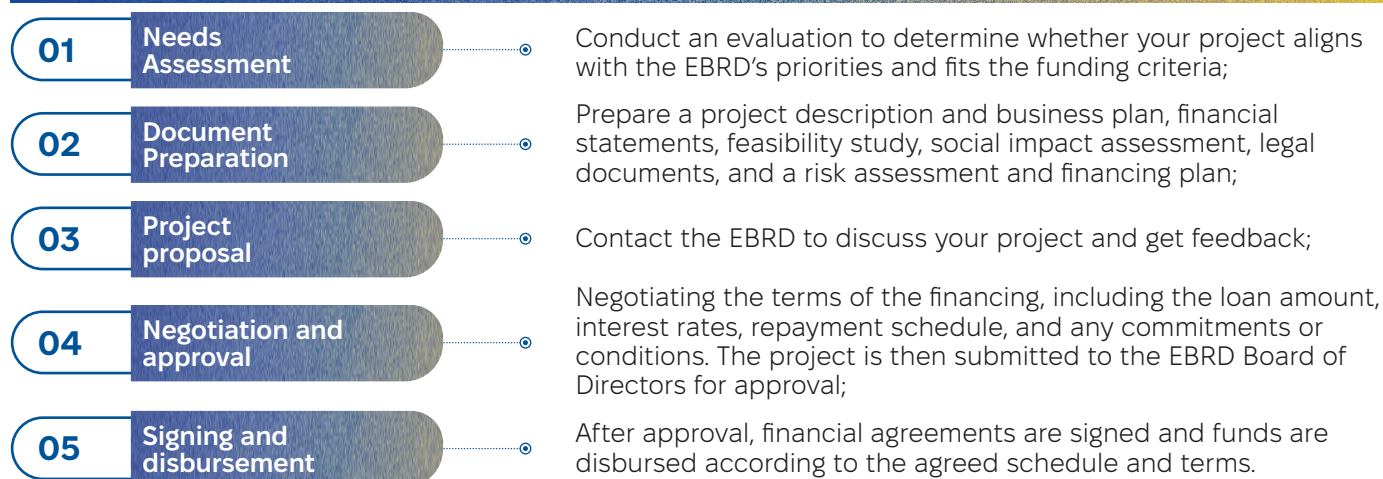
Sectoral investments:

- **Agribusiness:** Supporting the entire value chain in the food industry, from agriculture to food processing.
- **Energy:** Investing in the stabilization and restoration of Ukraine's electricity grid and promoting renewable energy.
- **Municipal infrastructure:** Financing of critical municipal services and facilities;
- **Sustainability of private business;**
- **Financial institutions:** Strengthening the capacity of banks, insurance companies, and other financial institutions.

Recent transactions:

- €680 million in non-financial portfolio risk sharing agreements for PrivatBank (€400 million), Ukrgasbank (€150 million), Kredobank (€100 million) and Bank Lviv (€30 million), unlocking new financing for Ukraine's private sector, including €325 million for long-term energy generation and energy efficiency projects financed by Ukrgasbank and PrivatBank under the EBRD's Energy Security Support Facility (ESSF), launched in September 2024.
- The EBRD's guarantee will cover up to 50% of OTP Bank's credit risk on new sub-loans totaling EUR 120 million to private companies operating in Ukraine;
- EUR 200 million loan to Ukrhydroenergo to support the development and maintenance of hydropower infrastructure;
- EUR 60 million for Lan-Oil LLC to support Ukraine's first biofuel project (in times of war), which strengthens energy security and supports the country's energy infrastructure;
- EUR 100 million of financing for Raiffeisen Bank to support agribusiness and critical industries, focusing on small and medium-sized enterprises (SMEs) and stimulating businesses affected by the war;
- The EBRD's guarantee will cover up to 50% of the credit risk for OTP Leasing for new sub-loans totaling EUR 80 million to private companies, with a focus on agribusiness and critical industries;
- EUR 200 million for Naftogaz to create strategic natural gas reserves, together with Norway and the Netherlands;
- EUR 150 million in financing for Ukrenergo, together with Norway and Italy;
- EUR 70 million to help Nova Poshta modernize its facilities and implement security measures for its staff;
- EUR 25 million for Mykolaiv to repair water infrastructure, including grants from Denmark and the Eastern European Energy Efficiency and Environment Partnership (E5P);
- EUR 15 million for the city of Lutsk to modernize its district heating system with EU support.

Application process



Criteria and requirements for applications

- **Project type:** The EBRD supports private sector projects as well as some public sector projects that promote private sector development;
- **Financial reporting standards:** Borrowers are generally required to present financial statements in accordance with International Financial Reporting Standards (IFRS) or equivalent national standards that are internationally recognized
- **Minimum loan size:** The EBRD typically lends between EUR 3 million and EUR 250 million, with an average loan size of EUR 25 million;
- **Audit requirements:** The financial statements must be audited by an independent auditor. The audit must be conducted in accordance with International Standards on Auditing (ISA).

Current programs and initiatives in Ukraine

(UIF) Financial Inclusion Program:

The total amount is €177 million, including €140 million in guarantees, €30 million in grants, and €7 million in technical assistance. The program aims to support €850 million in new loans to SMEs in Ukraine. The program provides access to finance and investment incentives for the modernization of production facilities, with a focus on green technologies and compliance with EU standards. The grants are provided exclusively for capital expenditures, which helps to overcome the significant financing gap for SMEs exacerbated by the war. The program includes three products offering comprehensive financial protection for SMEs: Limited First Loss Guarantees, Limited First Loss Guarantees for Financial Counterparty Risk, and Targeted Technical Assistance and Investment Incentives for Long-Term Capital Investments by MSMEs in EU-compliant Technologies.

(UIF) Resilience Program:

The total amount is €182.5 million, including €150 million in guarantees, €25 million in grants, and €7.5 million in technical assistance. The program addresses the urgent needs of infrastructure, industrial and agricultural providers in Ukraine. It aims to support essential services, sustainable recovery and improved cooperation in a time of war. The program provides grants for municipal projects to address accessibility and financing gaps, with a focus on emergency repairs and infrastructure development.

(UIF) Hi-Bar Program:

The total amount is €157.5 million, including €150 million in guarantees and €7.5 million in technical assistance. The goal of the program is to accelerate investments in climate change mitigation measures and innovative green technologies in the energy sector of Ukraine. The program aims to produce 'green hydrogen' and critical raw materials, support the development of renewable energy sources, increase the flexibility of the energy system and improve energy efficiency. Investments contribute to the implementation of the National Energy and Climate Plan and the hydrogen strategy, simplify administrative procedures and ensure compliance with European environmental standards. The program offers coverage of up to 30% for renewable energy projects and up to 45% for innovative climate solutions, with the possibility of increasing coverage due to war-related risks.

(UIF) Ukraine Recovery and Reconstruction Guarantee Facility:

The total amount is €52 million, including €50 million in guarantees and €2 million in technical assistance. The program provides insurance against war risks for movable property, such as freight transport, which is used for domestic transportation. This will help ensure the continuity of transport operations despite the ongoing conflict. Financial protection covers the transportation and logistics sector in a high-risk environment, supporting the movement of goods and services essential to Ukraine's recovery and reconstruction. Key features include coverage for conflict-related risks and support to maintain supply chains and economic activity.

IFC: International Finance Corporation

IFC overview

- IFC is a member of the World Bank Group, the largest international financial institution specializing in private sector development in emerging markets and developing countries;
- Headquartered in Washington, DC. Total assets amount to USD 108 billion
- In fiscal year 2024 (June 2023 - June 2024), IFC provided a record \$56 billion to private companies and financial institutions in developing countries.

Financing instruments

- **Loans:** Direct loans to private companies, as well as lending through local banks;
- **Equity capital:** Direct equity investments in private companies and financial institutions, as well as through private equity funds;
- **Guarantees:** Establishment of risk-sharing instruments to enable local financial institutions to expand lending to SMEs and mid-cap companies, as well as trade finance guarantees to support export-import operations for Ukrainian banks;
- **Advisory services:** Aimed at helping businesses attract private investors and partners, enter new markets, and improve operational efficiency and sustainability.

Contacts

- **Lisa Kaestner**, IFC Regional Manager for Ukraine and Moldova lkaestner@ifc.org

Main directions

- Banking sector (to cover SMEs and medium-sized corporations);
- Agribusiness
- Transport infrastructure and logistics;
- Energy;
- Construction materials;
- Telecom.

IFC in Ukraine

- The IFC is implementing its USD 2 billion Economic Resilience Action (ERA) program, which aims to leverage an additional \$1-2 billion from partners;
- As of July 2024, \$1.6 billion in financing had been allocated under IFC's Economic Resilience Action (ERA) program, including both capital investments and working capital support:
 - USD 890 million of commitments from IFC's own account;
 - USD 680 million mobilized from partners and donors;
- Sectoral investments:
 - Trade finance: guarantees to stimulate imports of essential goods and services (e.g., agricultural machinery);
 - Technology: supporting projects that improve connectivity, digital infrastructure, and technological innovation;
 - Agribusiness: supporting the entire food value chain with a focus on agrifood processing;
 - Energy: supporting the critical infrastructure, including renewable energy sources;
 - Financial institutions: Strengthening banks and leasing companies while increasing risk-sharing to expand financing opportunities for businesses supporting their own energy needs
- Recent transactions:
 - The NBU continues to provide guarantees to banks worth USD 430 million under the IFC's Global Trade Finance Program to support exports and imports of essential goods, grain, and equipment.
 - 2024, USD 50 million investment in three risk-sharing credit lines with OTP Bank, OTP Leasing and Credit Agricole to support USD 100 million of new lending to SMEs (including farmers and women-owned businesses).
 - 2024, IFC provided a \$145 million loan to OTP Leasing, Ukraine's largest leasing company, to support SMEs, especially women-led businesses, and agricultural enterprises, which will help expand the agricultural machinery and vehicle leasing market.
 - In 2023, IFC made two joint investments with Horizon Capital - USD 5 million in Miratech, an international IT services and consulting company, and USD 5 million in Preply, a leading global online language learning platform based in Ukraine, to develop the technology sector.
 - 2023, a USD 130 million investment to help MHP, Ukraine's leading poultry producer, maintain productivity and expand its waste-to-energy plant.

Application process

01

There is no standard form for applying for IFC financing. Companies can contact IFC directly and submit an investment proposal;

02

After this initial contact and preliminary review, IFC may request a detailed feasibility study and business plan to determine whether the project is worth evaluating;

03

The investment proposal should contain the following preliminary information: a brief description of the project, sponsorship (history and business of the sponsors, including financial information), market and sales (projected production volumes, unit prices, sales targets and market share of the proposed enterprise), technical feasibility, proposed financial structure of the enterprise and the type of IFC financing;

04

The commercial terms of the financing are determined on a case-by-case basis and are set out in a legal investment agreement. This agreement includes the client's obligation to comply with applicable performance standards.

Criteria and requirements for applications

- **Project type:** Projects must come from the private sector, be technically feasible, beneficial to the local economy, and meet environmental and social standards;
- **Minimum loan size:** IFC rarely considers transactions smaller than USD 10 million;
- **Financial reporting standards:** Borrowers are generally required to prepare their financial statements in accordance with International Financial Reporting Standards;
- **IFC does not lend directly to micro, small and medium-sized enterprises or individual entrepreneurs,** but supports small businesses through local financial institutions such as OTP Bank, OTP Leasing, Credit Agricole and others;
- **Audit requirements:** The financial statements must be audited by an independent auditor. The audit must be conducted in accordance with International Standards on Auditing (ISA).

Current programs and initiatives in Ukraine

RSF SME SECO Raiffeisen Bank Ukraine

An unfunded portfolio risk-sharing agreement with Raiffeisen Bank was concluded, which aims to create a portfolio of up to USD 50 million in loans, guarantees and other financial instruments for SMEs, with IFC covering up to 50% of the portfolio risk (up to USD 25 million). The project aims to help Raiffeisen Bank reduce risks and expand lending to SMEs, particularly in the agricultural sector.

RSF Midcaps Ukrsibbank Ukraine

An unfunded portfolio risk sharing (RSF) agreement was concluded with JSC UKRSIBBANK to create a portfolio of financial instruments for medium and large companies (midcaps) in Ukraine for up to EUR 100 million. The financial contributions from IFC amounts to up to EUR 33 million, or 33% of the RSF portfolio, and may attract additional funding from other potential participants.

RSF Midcaps Raiffeisen Bank Ukraine

An unfunded portfolio risk-sharing agreement with Raiffeisen Bank to establish a portfolio of up to EUR 150 million, which will include term loans, guarantees, and other instruments for medium and large enterprises (midcaps) in Ukraine. IFC will provide up to EUR 50 million, or 33% of the portfolio, for midcaps and may raise additional financing from other potential participants. The project will benefit from a first loss guarantee provided by the French government and/or other donors under the Economic Resilience Action (ERA) to increase financial inclusion for mid-cap companies.

Economic Resilience Action Program

IFC has announced the launch of a \$2 billion Economic Resilience Action Program to support Ukraine's private sector. The program aims to provide immediate liquidity, support economic activity, and prepare for recovery. It does this by working with donor governments to finance agribusiness, financial and banking, industry, telecommunications, energy and mining industries, as well as transport and trade logistics.

Horizon's Growth Fund IV

IFC has committed USD 60 million to Horizon's Growth Fund IV to support Ukraine's technology sector. The fund will invest primarily in fast-growing technology and export-oriented midcap companies (mostly based in Ukraine).

(UIF) Better Future Program

EUR 357 million, including EUR 350 million in guarantees and EUR 17.5 million in technical assistance. EU guarantees will be used to cover up to 90% of the first loss guarantees on IFC loans for eligible borrowers, with IFC covering 10% as its own risk share. The program is aligned with the European Commission's priorities, focusing on energy infrastructure rehabilitation, transport and logistics, green transition and environmental protection, digital transformation, and social sectors, including housing and municipal infrastructure.

KfW: Kreditanstalt für Wiederaufbau Development Bank

Overview of the KfW

- KfW Development Bank is part of the KfW Group and focuses on providing financial support to promote sustainable economic, social and environmental development around the world;
- The company is headquartered in Frankfurt am Main, Germany;
- In 2023, the bank provided new loans and/or guarantees worth EUR 9 billion covering 362 projects.

Financing instruments

- **Grants:** Projects must meet development policy criteria, including the participation and commitment of the partner country and alignment with its officially declared priorities;
- **Development loans:** Combine budgetary funds from the German government with KfW's own funds, which are raised on favorable terms;
- **Incentive loans:** The goal is to fill the gap between development loans and commercial bank loans by providing more flexible financing options for eligible projects without putting an additional burden on the German government's budget.

Contacts

- **Lorenz Gessner**
- Lorenz Gessner
- KfW Office Kyiv - Director and head of the Representative Office
- E-mail: kfw.kyjiw@kfw.de
- Telephone: +38 04 45 81 19 55

Main directions

- Social infrastructure and services;
- Sustainable economic development;
- Energy and environmental protection

KfW in Ukraine

- In Ukraine, KfW has allocated a total of €1.4 billion for ongoing projects since the start of the invasion and a total of €540 million in 2023:
 - As of July 1, 2024, KfW is implementing almost 40 investment projects totaling EUR 1.3 billion;
 - KfW's overall goal is to promote sustainable and resilient social and economic development in Ukraine;
 - KfW implements projects with funds from the German Federal Government (most of which are provided by the German Ministry for Economic Cooperation and Development - BMZ) and the European Union.
- Sector Investments:
 - Energy: Investing in the stabilization and restoration of Ukraine's power grids and promoting renewable energy initiatives.
 - Municipal infrastructure: Financing of important municipal services and facilities;
 - Housing and social services: Supporting internally displaced persons through housing programs that include energy-efficient renovation of existing buildings;
 - SMEs: Support SMEs to promote economic resilience and growth by facilitating access to finance through loans provided by selected Ukrainian banks;
 - Financial institutions: Strengthening banks, insurance companies, and other institutions.
- Recent transactions:
 - July 2024 Ukrenergо receives a €100 million grant from the EU to restore the war-damaged power grid to modern standards;
 - June 2024, Ukrenergо receives a €15 million grant from the EU to restore Ukraine's war-damaged power grid to modern standards;
 - December 2023, a €50 million grant from the BMZ to support resilience of SMEs;
 - October 2023, Ukrenergо receives a EUR 76.4 million grant from BMZ to restore the war-damaged power grid to modern standards

Application process

01

The decision to fund projects is made by the donor after intergovernmental consultations

Criteria and requirements for applications

- **KfW Development Bank** does not publicly indicate a minimum loan amount for all of its projects, as financing requirements vary significantly depending on the size, scope of the project and the conditions of a particular country. Each project is evaluated individually to determine the appropriate financing terms.
- **Project identification:** Projects must align with the development priorities of the partner country and the German government;
- **Projects should contribute to the achievement** of sustainable development goals, such as poverty reduction, peacekeeping, environmental protection, and climate change;
- **Eligible partner institutions:** government agencies and state-owned enterprises, UN organizations. KfW cannot provide grants or loans to private companies directly, only through intermediaries, e.g. EFSE, GGF or BDF (see below);

Current programs and initiatives in Ukraine

(UIF) Green Growth Fund (GGF):

The Green for Growth Fund (GGF) aims to develop the energy efficiency and renewable energy market in the target region. It contributes to Ukraine's energy independence and the energy-efficient reconstruction of small and medium-sized enterprises, as well as financing renewable energy projects such as small wind and solar power plants, and investments in energy storage facilities. Since its inception, the GGF has invested around €118.6 million in Ukraine through qualified partner institutions such as banks, microfinance institutions, and leasing companies, including two investments to co-finance a 50 MW solar project and a 234 MW wind farm. In 2023, BMZ, through KfW, invested an additional €50 million in the GGF. In 2024, the EU decided to invest an additional €55 million.

Business Development Fund (BDF):

Co-founded by KfW in 1999, the Fund supports Ukrainian MSMEs with €7.7 billion in SMEs financing since its inception. It cooperates with more than 40 Ukrainian financial institutions. The «Affordable Loans 5-7-9» program, for which KfW has provided €200 million since the beginning of the war, has helped create and preserve thousands of jobs. During the Ukraine Recovery Conference in Berlin in 2024, the crucial role of the BDF in promoting SME development in Ukraine was recognized.

(UIF) Municipal Climate Protection Program:

This €94.5 million project (funded by the BMZ and the EU) aims to restore the water supply and sewerage infrastructure in Chernivtsi. It involves the reconstruction of wastewater treatment plants to improve technical efficiency and reduce losses.

(UIF) European Fund for Southeast Europe (EFSE):

The European Regional Fund for Southeast Europe aims to support MSMEs through long-term financing, partly in local currency. In Ukraine, the fund is working with local financial institutions to support the recovery and resilience of war-affected businesses. The dedicated Ukrainian sub-fund for the EFSE was successfully implemented in May 2024, with €50 million from the German government (BMZ) and an additional €55 million from the EU's UIF (by the end of 2024).

Increasing energy efficiency in the electricity transmission sector:

This EUR 450 million program (funded by the BMZ and the EU) is aimed at repairing and rehabilitating the electricity transmission infrastructure. It includes the reconstruction, repair, restoration and replacement of damaged equipment at substations, as well as the construction of physical security measures for these facilities.

BGK: Bank of the National Economy

BGK Group overview

- BGK is a Polish development bank whose goal is to support the social and economic development of Poland;
- Headquartered in Warsaw with total assets of EUR 51 billion;
- The total amount of loans issued by BGK is EUR 42 billion;
- In 2023, new loans and guarantees worth EUR 13 billion were issued.

Financing instruments

- **Loans:** Direct loans for investment projects for both European and Ukrainian private partners under EU guarantees* or under guarantees of the Polish Export Credit Agency (KUKE) with the participation of Polish exporters involved in the projects;
- **Guarantees:** Risk-sharing instruments to encourage lending by other financial institutions.
- **Securing and financing exports to Ukraine using letters of credit:** confirmation and financing of export letters of credit issued by Ukrainian banks insured by KUKE.

* Instruments considered by BGK under the financing instrument in Ukraine

Contacts

- Department of International Development Instruments
Director: **Agnieszka Falkowska**
Agnieszka.Falkowska@bgk.pl
- Foreign Expansion Department
Director: **Arkadiusz Zabłoński**
ekspansja@bgk.pl
relacjefh@bgk.pl

Main directions

- Sustainable development;
- SMEs: focusing financial transactions on high-risk areas (red zones);
- Digitalization and innovation;
- Energy industry;
- Utility sector.

BGK in Ukraine

- Thanks to the EU risk-sharing mechanism managed by BGK, Kredobank was able to provide Ukrainian MSMEs with more than EUR 20 million in loans under 147 loan agreements with an average loan size of EUR 130 thousand;
- Kredobank played a crucial role in the distribution of these loans under the EU risk-sharing program, providing financial support to the war-affected areas;
- BGK plans to expand its loan portfolio to EUR 170 million within five years, focusing on the food and agricultural sectors.
- Sectoral investments:
 - Agro: Supporting the entire food value chain - from the growing process to food processing;
 - SMEs: Support for small and medium-sized enterprises to promote economic resilience and growth, including financial operations in high-risk areas;
 - Energy security: primarily renewable energy installations that meet the needs for reliable and sustainable energy in Ukraine;
 - Infrastructure and transportation: Improve infrastructure and transportation to increase the flow of goods and strengthen supply chains.
- Recent transactions (BGK managed an EU grant for the provision of urgent equipment for Ukraine, implemented jointly with the Polish Solidarity Fund):
 - 100 school buses for transportation and evacuation of children; 25 ambulances and equipment for hospitals in Kharkiv, Zaporizhzhia, Dnipro, Chernihiv, Sumy, Zhytomyr, Mykolaiv and Kyiv regions;
 - Food, medicines, first aid kits, power generators, clothing and utilities for the fall and winter period;
 - Reconstruction of the Zhytomyr Regional Hospital, including the acquisition of a multipurpose CT scanner.

Application process

- 01 Identification of needs** You need to assess whether your project is in line with BGK's priority areas and determine its eligibility for funding;
- 02 Submission of documents** Visit any of the 67 branches of Kredobank with a list of basic documents and fill out the loan application form;
- 03 Documentation review** The bank manager reviews the documents and creates a loan application in the bank's system;
- 04 Documentation evaluation process** The evaluation process includes verification of the client's needs, credit history, reputation, financial performance, collateral level and market conditions. The decision is made by the head office, taking into account the risks associated with the war (a request for guarantees from the European Commission is possible);
- 05 Signing and making payments** After approval of the financing, agreements are signed and then the funds are transferred to the client's account with Kredobank.

Criteria and requirements for applications

- **The company's activity** must be traced for at least 18 months;
- **Company size:** Meets the definition of SME or SME+ EU (up to 20% of the instrument);
- **The company operates** in the territory controlled by the Government of Ukraine, more than 100 km away from the combat zone;
- **No negative credit history;**
- **Location of business** in red zones (Chernihiv, Dnipro, Kharkiv, Kherson, Mykolaiv, Odesa, Sumy, Zaporizhzhia regions);
- **The client's activities** comply with EU policy on environmental and social standards.

Current programs and initiatives in Ukraine

(UIF) EU support for Ukrainian MSMEs

The program totals EUR 20 million in guarantees to improve access to finance for micro, small and medium-sized enterprises, with a focus on war-affected companies to restore their businesses, including in the de-occupied and frontline regions of the country. In partnership with Kredobank, the focus is on clients operating within the red zone, increasing the risk share to 20/80, supporting the leasing of

agricultural machinery and expanding the scope of activities to larger enterprises. The program also includes working capital financing. BGK seeks to cooperate with other Ukrainian banks, such as Privatbank, to meet risk-sharing needs, supporting Ukraine's recovery by prioritizing loans to MSMEs and providing flexibility in response to changing needs.

4.2 Programs of banks in Ukraine

The banking sector plays a key role in Ukraine's financial system, with banks' assets accounting for almost 90% of total financial sector assets (excluding the NBU).

As of 01.07.2024, there are 62 operating banks in Ukraine, including 6 state-owned (established by the state or nationalized), 14 foreign and 42 Ukrainian private banks¹.

Currently, international financial institutions (IFIs) implement their programs through more than 15 partner banks in Ukraine. The list is constantly expanding.

The main criteria for selecting banks for cooperation with IFIs include their financial stability, compliance with international risk management standards, ability to work with small and medium-sized enterprises, and adherence to high standards of transparency and corporate governance.

The banks listed in the guide have about 3.2 thousand branches. With a substantial network of banking branches, Ukrainian banks are able to effectively finance and support business development across all regions of Ukraine.

The information in the bank profiles presented in this section has been collected and structured based on data provided by bank representatives.

EFI* programs in banks (under Phase I of the UIF)				
Bank (form of ownership)	EBRD	EIB	IFC	BGK
JSC CB PrivatBank (state-owned)	✓	implementation stage		✓
JSC "Oschadbank" (state-owned)	✓	implementation stage		implementation stage
JSC Ukreximbank (state-owned)	✓			
Raiffeisen Bank JSC (foreign)	✓	implementation stage		
JSB "UKRGASBANK" (state-owned)	✓	implementation stage		
JSC UKRSIBBANK (foreign)	✓			
JSC "KREDOBANK" (foreign)	✓	implementation stage		✓
JSCB Lviv (foreign)	✓	implementation stage		

*EFI - Eligible Financial Institutions

¹<https://bank.gov.ua/ua/statistic>

Oschadbank

Oschadbank of Ukraine (State Savings Bank of Ukraine) is a leading Ukrainian universal commercial bank 100% owned by the state. Oschadbank provides a wide range of financial services for both individuals and corporate clients, has the largest network of about 1,200 branches and provides services to more than 6.5 million customers.

For business, the bank offers a variety of loan products, leasing, custody services, and support under government financing programs.

In 2023, Oschadbank remained one of the key banks supporting micro, small and medium-sized businesses and the Ukrainian economy. UAH 13.3 billion of loans were provided to micro, small and medium-sized businesses. More than 4,500 enterprises employing about 120,000 Ukrainians received funds for business development.

As of the end of the year, Oschadbank's net loan portfolio for micro, small and medium-sized businesses amounted to UAH 21.4 billion (an increase of 30% in 2023). This result was achieved, among other things, due to the fact that Oschadbank offers various assistance programs for Ukrainian business (state, regional and international), as well as by simplifying the financing mechanism and liberalizing its conditions.

As of July 2024, the bank's assets amounted to UAH 408.7 billion, while the net loan portfolio amounted to over UAH 57 billion.

Recently, MSME clients can apply for a loan online and receive a preliminary decision within 24 hours using the OschadBusiness service.

Risk Sharing programs

	EBRD	EBRD	EIF/EIB	BGK
Program name	Resilience and Livelihoods Program (Resilience Program) (UIF)	Program for Competitiveness and Inclusion of Small and Medium-sized Businesses in the Eastern Partnership Countries (Financial Inclusion Program) (UIF)	Resilience and Livelihoods Program (Resilience Program) (UIF)	At the implementation stage
Sectors	Agriculture, farming and fishing; production and processing of food and beverages; provision of agricultural import and transportation of finished products	Any industry except for prohibited industries	Any industry except for prohibited industries	
Client size	SMEs	SMEs	SMEs	
Maximum amount for a client	€5 million	€3 million	€5 million	
Financing currency	UAH, USD, EUR	For micro and small businesses - UAH For medium and large businesses UAH/USD/EUR	UAH, USD, EUR	
Objectives	Working capital financing and investment project financing	Financing of investment projects	Working capital financing and investment project financing	
Loan term	Up to 30 months of working capital and up to 66 months for investment projects	Up to 66 months	From 6 to 60 months for financing in the form of a revolving credit line; From 6 to 90 months for financing in the form of a loan or a non-revolving credit line	
Provision, %	≥ 50% of the loan amount - movable and/or immovable property	≥ 50% of the loan amount - movable and/or immovable property	70% of the loan amount is secured by a Guarantee; 30% of the loan amount is secured by collateral/mortgage of movable and/or immovable property	
Additionally		Possibility of receiving a grant of up to 30% of the Investment Project cost; The grant amount is 10-15% for GET/LET projects, an additional 10-15% for veterans or 10% for allocated enterprises, but not more than €300 thousand		
Program validity period	October 2029	October 2029	December 2031	
Region	Government-controlled territory of Ukraine			
Requirements for the client*	<ul style="list-style-type: none"> Profitable activity; No tax debts; Positive business reputation and credit history; Debt / EBITDA - no more than 3.5; Equity / Debt - not less than 0.5; Debt Service Coverage Ratio - no more than 1.2; Compliance with ESG requirements; Specific eligibility criteria requirements for relocated enterprises and participants in hostilities 			<p>If the Borrower is an individual entrepreneur:</p> <ul style="list-style-type: none"> DSCR (Debt Service Coverage Ratio) – the ratio of EBITDA to the total amount of interest and principal repayments (excluding the principal for limits provided for replenishing working capital) that the Client must make over the next 12 months) – not less than 1.2; <p>If the Borrower is a legal entity:</p> <ul style="list-style-type: none"> Debt (including the provided loan) to EBITDA ratio – not higher than 3.5 (if the Borrower belongs to a group of related counterparties, this applies to the group)

*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations

Stages of obtaining financing

Step 1

Getting a consultation
regarding the terms of
lending at the Bank

Branch bank manager
Information on the website
Consultation with the Bank's
contact center
"OshchadBusiness" Platform

Step 2

**Preparation of the
document package**
Registration of Individual
Entrepreneurs / Legal
Entities (LE), financial
statements, loan
purposes, collateral

Step 3

**Apply for financing
for a loan online or
at a Bank branch**

At the bank branch
Platform
"OshchadBusiness"

Step 4

**Obtaining a positive
decision from the
Bank**

on granting a loan,
signing an agreement
and opening an
account with the Bank
to receive funds
At the bank branch
Platform
"OshchadBusiness"

Step 5

**Obtaining
financing**

Use according to
its intended
purpose
At the bank branch

Grant programs and funding blending

	EBRD	Luxembourg Development Coopera- tion Agency		GIZ, Deutsche Sparkassenstiftung	GIZ
Program name	SME Competitiveness and Inclusion Program in the Eastern Partnership Countries (Financial Inclusion Program) (UIF)	Program to support MSMEs in Kryvyi Rih district (I component)	Program to support MSMEs in Kryvyi Rih district (Pillar II)	Program for MSMEs to finance invest- ment and working capital	EU4Business grant for microbusinesses to restore economic activity of microenterprises
Industry	Any industry ex- cept for prohibited industries	Processing in- dustry	Processing in- dustry	Agriculture, includ- ing food supply and processing, garment (textile) industry, pro- cessing industry, export-oriented manufacturing	Any type of activity except agriculture, forestry and fishing, computer program- ming, consulting and related activities
Region	Government-con- trolled territory of Ukraine	Kryvyi Rih district	Kryvyi Rih district	Government- controlled territory of Ukraine	Mykolaiv, Dnipropetrovsk, Zaporizhzhia, Kharkiv, Donetsk, Kyiv (except Kyiv), Chernihiv, Sumy, Luhansk, Kherson, Odesa regions
Grant amount for the client	No more than €300 thousand: - up to 15% of the project cost (for veterans - up to 30% for re- located enterprises - up to 25%)	€10 thousand	For SMEs - 50% of the cost of equipment but not more than €50 thousand. for JVs - 50% of the cost of equipment but not more than €100 thousand	10-20% of the investment project cost (for relocated enterprises - 20- 30%)	€5 thousand
Purpose of the grant	To partially com- pensate for the cost of equipment aimed at imple- menting the “green economy” pur- chased with a loan	For the pur- chase of domestic or imported equipment and/ or fixed assets; reconstruction, restoration of commercial (including office) and/or industrial premises	Partial reim- bursement of the cost of domestic or imported equipment and/ or fixed assets purchased with a loan	Compensation of part of the cost of the Investment Project after its implementation by MSMEs	Retention and cre- ation of jobs (pay- ment of salaries to up to 3 employees). Acquisition of fixed assets (up to 50% of the aid amount). Procurement of raw materials and supplies. Rent for the prem- ises.

Grant programs and funding blending

	EBRD	Luxembourg Development Cooperation Agency		GIZ, Deutsche Sparkassenstiftung	GIZ
Purpose of the grant					Leasing of equipment (except for personal vehicles). Expenses for moving property. Procurement of consulting services (including marketing and brand development). Certification services. Other reasonable expenses to support the business (as agreed with the appraisal committee)
Requirements for the client* *Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations	1. The client's affiliation with an MSMEs; 2. Profitable activity for the last 3 years; 3. Absence of tax debts; 4. Compliance with ESG requirements; 5. separate requirements for eligibility criteria for relocated enterprises and combatants	1. Number of employees up to 10 people (for GRC); 2. The total annual income from operating activities does not exceed the equivalent of EUR 2 million (for GRC); 3. GRC no more than 5 PE	1. The number of employees is from 10 to 250 people (for GRC); 2. Total annual income from core business does not exceed the equivalent of EUR 2 to 10 million (for GRC)	1. The client's affiliation with an MSME; 2. The Borrower meets the requirements of the Bank's Credit Policy; 3. The borrower complies with EU environmental and social standards; 4. The borrower is not on the EU Sanctions Lists, SDN, OFAC, FATF, etc; 5. The borrower has provided a feasibility study / business plan for the loan project	1. Number of employees up to 10 people (for GRC); 2. The total annual income from operating activities does not exceed the equivalent of EUR 2 million (for GRC); 3. GRC no more than 5 PE
Amount of grants	€2 million	€500 thousand	€4.5 million	€1.3 million	€500 thousand
Program validity period	October 2029	January 2025	January 2025	September 2024	January 2025

Stages of obtaining a grant

Step 1

Getting a consultation

regarding the requirements of the grant program

Manager in the bank branch, Information on the bank's website, Consultation of the bank's contact center, "Oschadbank" Platform, "Diia" Portal.

Step 2

Preparation of the document package

company description, funding budget, project objectives

Step 3

Applying for funding

to obtain a grant

Step 4

Obtaining a positive decision

regarding the provision of a grant and open an account at the bank to receive funds

Step 5

Obtaining financing

use according to its intended purpose
At the bank branch

Technical support options for business

Oschadbank and the German company GIZ are implementing technical support to increase access to financial services for MSMEs under the EU4Business program.

Consulting for MSMEs clients on exporting and improving business performance on issues.

- Export activities and partnerships within the framework of foreign economic activity
- Insurance instruments against military risks
- Marketing strengthening of the business
- Financial monitoring and currency control
- Franchising and steps to expand your own business
- Minimizing export risks with the help of the Bank's products
- Grant instruments and main selection criteria

Where to contact

Contacts for business:

You can get an online consultation by calling the Call Center at 0 800 210 800, writing to contact-centre@oschadbank.ua or leaving a message on the bank's official resources at <https://www.oschadbank.ua/zvorotnij-zvazok>

Customers can get an offline consultation at any branch of Oschadbank, a list of which is available on the bank's website at <https://www.oschadbank.ua/map>

Digital products of the bank

Opening a current account online for individual entrepreneurs - <https://oschadbusiness.com/>

Lending to MSME clients - <https://oschadbusiness.com/>

CorpLight remote communication system for clients of JSC Oschadbank - <https://cl.oschadbank.ua/auth/logon>

Privatbank

PrivatBank is the largest state-owned commercial bank in Ukraine, offering a full range of financial services for businesses, including lending, leasing, deposit programs and cash management services. The bank is known for its innovative solutions, such as advanced online services and mobile applications, which allow entrepreneurs to effectively manage their finances anytime and anywhere. PrivatBank is present in all regions of Ukraine, providing access to its services throughout the country. As of

2023, PrivatBank serves more than 20 million customers, of which about 1 million are entrepreneurs and small and medium-sized businesses. The bank also provides services to large corporate clients in various industries, including trade, manufacturing, agriculture and other strategically important sectors of the economy. As of July 2024, the bank's assets amounted to UAH 700.5 billion, while the loan portfolio (net) amounted to over UAH 102 billion.

Risk Sharing programs 1/2		
	EBRD	IFC
Program name	Resilience and Livelihoods Guarantee Program (UIF)	Better Futures Program (UIF)
Sectors	<p>The company primarily operates in the following sectors:</p> <ul style="list-style-type: none"> · Agriculture, farming, fishing; · Production and processing of food and beverages; · Provision of agricultural services (land cultivation, harvesting, spraying, fertilizing, etc.); · Leasing of agricultural assets; · Import, trade and transportation of finished products (machinery, equipment, food packaging, seeds, fertilizers, plant protection products); · Energy security; · Transportation and logistics infrastructure; · Businesses that support livelihoods and strengthen human capital; · Facilitating trade in basic commodities 	According to priorities
Client size	micro, small, medium, large businesses	micro, small and medium-sized businesses
Maximum amount for a client	€15 million (max. guarantee amount €5 million)	
Financing currency	For micro and small businesses - UAH; For medium and large businesses - UAH, USD, EUR	
Objectives	Replenishment of working capital and/or investment purposes	
Loan term	For working capital replenishment - 3 years, for investment purposes - 5 years	For working capital replenishment - 3 years, for investment purposes - 5 years
Provision, %	<ul style="list-style-type: none"> · No more than 50% risk sharing, guarantee payment amount no more than 25% of the program amount; · Collateral and/or suretyship by business owners 	<ul style="list-style-type: none"> · No more than 50% risk sharing; · Collateral and/or suretyship by business owners
Additionally	Combines with "5-7-9"	
Program validity period	From September 2024 to June 2026	Estimated start of the program - 4Q 2024 By 2029
Region	Territories controlled by the Government of Ukraine and outside the area of active hostilities	Territories controlled by the Government of Ukraine
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>	<ul style="list-style-type: none"> · Entrepreneurs or privately owned legal entities that have been operating in Ukraine for at least 3 years; · The share of state ownership is no more than 49%; · Has no history of restructuring or late payments in the last 3 years, except for cases related to COVID-19 or the Russian invasion; · Are not subject to sanctions or restrictive measures 	Not subject to sanctions or restrictive measures

Risk Sharing programs 2/2

	EIB (UIF)	BGK (UIF)	Providing state guarantees on a portfolio basis
Program name	EU4Business Guarantee Facility	EU Support for Ukrainian Micro, Small and Medium-Sized Enterprises	Providing state guarantees on a portfolio basis
Sectors		Victims of Russian aggression	All
Client size	micro, small, medium	micro, small, medium	micro, small and medium-sized businesses
Maximum amount for a client		€ 1 million	UAH 10 million
Financing currency	UAH	UAH	UAH
Objectives		Implementation of investment projects and investment goals related to the borrowers' business activities; replenishment of the working capital of the business entity	Implementation of investment projects and investment goals related to the borrowers' business activities; replenishment of the working capital of the business entity
Loan term		For working capital replenishment - 2 years, for investment purposes - 5 years	Until 05.04.2027 for loans up to 2 years and until 04.07.2028 for loans over 3 years
Provision, %	From 20%	<ul style="list-style-type: none"> No more than 80% risk sharing; Collateral and/or suretyship by business owners 	<ul style="list-style-type: none"> No more than 50% risk sharing; Collateral and/or suretyship by business owners
Program validity period	From September 2024 to June 2026	4th quarter of 2024	Within the framework of agreements that may be concluded each year
Region		Frontline regions of Ukraine	Government-controlled territory of Ukraine
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>		Not subject to sanctions or restrictive measures	Compliance of the borrower and the intended use of funds with the requirements of Resolution №723 of 14.07.2021. Loan fee for the client: within the "Affordable Loans 5-7-9%" program or standard (depending on the purpose of the loan and business segment); Fee: 0% to 1% for loan disbursement and 0.5% of the guarantee amount; Collateral: provision of collateral and/or surety

Client requirements for obtaining a loan

- Business entities are legal entities and individual entrepreneurs registered in Ukraine, except for legal entities whose founders (including individual entrepreneurs) are citizens of the Russian Federation or the Republic of Belarus.
- Client is registered in the USREOU and/or has been operating for more than 1 year for the micro and small business segment; 3 years for the medium business segment.
- No arrests on the company's accounts.
- No tax lien on the Client's assets.
- The client is not in the process of bankruptcy, rehabilitation, liquidation, etc.
- The client has no overdue debts with the Bank (as well as with other banks).

Grant programs and funding blending (1/2)

	EBRD	EU4Business	Luxembourg Agency for development Cooperation		State programs
Program name	Resilience and Livelihoods Guarantee Programme (UIF)	"EU4Business grant for micro-businesses"	Support for microenterprises in Kryvyi Rih district	Support for small and medium-sized enterprises in Kryvyi Rih district	Green House
Industry	Mainly agriculture, farming, fishing, production and processing of food and beverages, provision of agricultural services, leasing of agricultural assets, import, trade and transportation of finished products	Micro-entrepreneurship, the main type of economic activity, is a whose activities correspond to those permitted from the list			Apartment building co-owners associations, Housing cooperatives
Region	All except the occupied territory and the territory of active hostilities	The most affected regions: Mykolaiv, Dnipropetrovsk, Zaporizhzhia, Kharkiv, Donetsk, Kyiv (except Kyiv city), Chernihiv, Sumy, Luhansk, Kherson, Odesa regions	Kryvyi Rih and Kryvyi Rih district	Kryvyi Rih and Kryvyi Rih district	All except the occupied territory and the territory of active hostilities
Grant amount for the client	10% of the cost of property, plant and equipment Works in conjunction with lending for investment purposes and allows you to receive financial assistance in the form of a grant of up to 30% of the project cost, but not more than €300 thousand.	€5 thousand	€10 thousand	€50 thousand for the small business segment €100 thousand for the medium-sized business segment	70% of the cost, but: - no more than UAH 1 million for SPPs - no more than UAH 2 million for heat pumps. If a SPP and a heat pump are installed at the same time, then do not more than UAH 3 million per condominium/housing cooperative
Purpose of the grant	Investing in technology that matches the best standards in product quality, health and safety, protecting the environment and promoting use of green technologies	Supporting the resumption of business activities in the liberated and affected territories of Ukraine, as well as strengthening the resilience of microbusinesses in other regions of Ukraine in the context of war	·The grants are aimed at financing investments in fixed and working capital ·micro business capital up to EUR 10,000 without combining with loans	·Acquisition or modernization of fixed assets (premises, equipment, transport). ·Includes transportation, installation, commissioning ·Acquisition, restoration, reorganization of premises and production facilities for core business activities	The grants are intended to partially reimburse the cost of equipment and materials in the course of implementing measures to increase the share of electricity generated from renewable energy sources in the residential sector.

Grant programs and funding blending (1/2)

	EBRD	EU4Business	State programs	State programs	State programs
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>	Activities are not prohibited by Ukrainian legislation, no sanctions	Confirm the intended use of the grant funds by providing supporting documents for the intended use	Micro-enterprises located and operating in Kryvyi Rih and Kryvyi Rih district. 1. Maintaining the number of jobs declared in the grant application; 2. Confirmation of the intended use of the grant funds	1. According to the loan product 2. Maintaining the number of jobs declared in the grant application. If the jobs are not saved, the grant is reduced by 20%.	Activities are not prohibited by Ukrainian legislation, no sanctions
Amount of grants	€17 million				
Program validity period	from September 2024 to June 2026	from September 2024 to December 2024	until December 2024	until December 2024	constantly

Grant programs and funding blending (2/2)

	State programs	State programs
Program name	Microgrants for creation or development of own business	Grants for creation or development of own business for combatants, persons with disabilities as a result of war and their families
Industry	Micro or small businesses	Individuals who intend to start a business by registering as individual entrepreneurs who fall into the categories of Veteran* or their family members (spouse of a combatant or a person with a disability due to war) *Veteran - a combatant or a person with a disability as a result of war, who belong to the categories defined by the Resolution of the Cabinet of Ministers of Ukraine No. 738 of 21.06.2022 (as amended)
Region	All regions of Ukraine, except for the regions of active hostilities and temporarily occupied territories	All regions of Ukraine, except for the regions of active hostilities and temporarily occupied territories
Grant amount for the client	UAH 50 thousand to 150 thousand - to create at least one job up to UAH 250 thousand - to create new jobs in the amount of at least two	Up to UAH 250 thousand - to create at least one job over UAH 250 thousand and up to UAH 500 thousand - to create at least two new jobs over UAH 500 thousand and up to UAH 1,000 thousand - to create four new jobs
Purpose of the grant	Promoting employment, creating or development of own business	Starting or developing your own business the recipient, as well as ensuring employment and creation of new jobs
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>	Creation of new jobs from 1 to 2	1. Contribution of own funds in the amount of 30% if the grant amount is more than 500 thousand and up to 1000 thousand UAH 2. Creation of new jobs from 1 to 4. To receive a grant of up to UAH 1 million, a Veteran who has been an individual entrepreneur for at least 36 months must apply
Program validity period	constantly	constantly

Requirements for a client to receive a grant

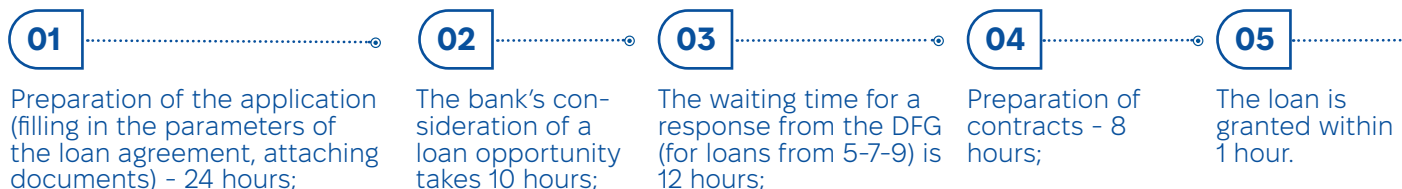
The Bank determines the full list of required documents for opening an account in accordance with its internal rules and procedures.

Technical support options for business

Coordination of clients on investment projects, providing advice on GET and LET equipment

Stages of obtaining financing

For simple loans to micro and small businesses:



For medium and large businesses - individual terms, depending on the complexity of the project/loan.

Required documentation:

- Current constituent and registration documents (if not previously provided);
- Information on the ownership structure of the client and the group, including ownership shares;
- For a legal entity: balance sheet, Form 2 for the reporting period and the last year. For an entrepreneur: income tax return for the reporting period and the last year;
- Decoding by KVED of items of the income statement and their use (line 2000);
- Application for a loan;
- For legal entities, the minutes (decision) of the general meeting of shareholders (participants, supervisory board, management board) of the company (or other body authorized to make the relevant decision), where such issues should be considered:
- the need to obtain a loan from PrivatBank (in a certain amount, within a specified period);
- granting the right to sign a loan agreement to an executive officer in accordance with the Charter;
- providing collateral and granting the right to sign the collateral agreement to an authorized person;
- contacting the guarantor and/or pledgor.
- Documents of the pledgor and/or guarantor;
- Collateral documents (if any). In respect of any collateral, the client shall submit to the bank a report on the independent valuation of the collateral from a bank-accredited appraiser;
- In the case of an application for investment purposes, documents confirming the purpose of the loan (contract with the supplier/performer of the work, invoice).

Additional documents if the loan participates in the program « Affordable Loans 5-7-9%»:

- application for participation in the program;
- consent to the transfer of information;
- certificates on the amount of state aid received.

Where to contact

Online:

On the PrivatBank website privatbank.ua - Online help
In Privat24 for Business 24.privatbank.ua - Online help
In Privat24 for Business application - Online help
3700 - for calls within Ukraine (free of charge from mobile phones within Ukraine), and +38-073-716-11-31 - for calls from abroad

Offline:

Branches of PrivatBank. Full list of branches on the PrivatBank website: privatbank.ua - Other - Map of branches and ATMs

Digital products of the bank:

Privat24 application for Business
Website of PrivatBank privatbank.ua - Business - Loans - Loan programs

UKREXIMBANK

Ukreximbank (the State Export-Import Bank of Ukraine) is a key player in the Ukrainian financial market, specializing in export-import financing and providing a wide range of financial services. For business, the bank offers loans of up to UAH 500 million, which allows companies to implement large-scale projects and expand their operations.

Ukreximbank actively supports foreign economic activity through export and import financing programs. In particular, the bank provides credit lines of up to UAH 200 million for export-oriented companies, as well as financing for import operations of up to

UAH 150 million. In addition, as part of the government's business support programs, Ukreximbank offers special lending conditions for companies engaged in innovation and modernization of production facilities with the possibility of receiving grants of up to UAH 5 million.

Thanks to its extensive branch network and modern electronic services, Ukreximbank provides convenient access to financial resources, supporting Ukrainian enterprises in their foreign economic activity and development. As of July 2024, the bank's assets amounted to UAH 265.5 billion, while the loan portfolio amounted to over UAH 78 billion.

Risk Sharing programs

	EBRD	Ministry of Finance of Ukraine
Program name	Resilience Program – EBRD's Resilience and Livelihoods Program (UIF) EU4Business – SME Competitiveness Program in the Eastern Partnership	Procedure for providing state guarantees on a portfolio basis (Cabinet of Ministers Resolution №1151 dated November 25, 2020, Cabinet of Ministers Resolution №723 dated July 14, 2021).
Sectors	Priority is given to the agricultural and food industries	Agriculture, infrastructure, energy sector
Client size	MSMEs, Corporations	MSMEs, Corporations
Maximum amount for a client	€3 million	UAH 100 million and UAH 400 million for agricultural producers
Financing currency	EUR/USD/UAH	UAH
Objectives	Working capital	
Loan term	up to 24 months for OPEX up to 60 months for CAPEX	up to 5 years up to 10 years for reconstruction
Provision, %	50%	Up to 80%
Additionally	Credit, leasing	Credit
Program validity period	2029	n/a
Region	Government-controlled territory of Ukraine	Government-controlled territory of Ukraine
Program limit	€40 million (€20 million in the risk-sharing portfolio)	n/a
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>	<ul style="list-style-type: none"> · Business entities; · Private ownership; · The company was established under the laws of Ukraine; · It operates in the territory controlled by Ukraine; · Positive business reputation; · Staffing requirements in accordance with the terms of the IFI Program 	

Restrictions for clients (not funded):

- Companies/individuals subject to sanctions
- Negative credit history within the last 2 years
- Activities not financed by the EBRD (<https://www.ebrd.com/environment/esp-ukrainian.pdf>)
- Activities not financed by the EIB (<https://www.eximb.com/ua/business/corporate/corporate-rate-kredyty/corporate-mfo/corporate-mfo-eib.html>)

Grant programs and funding blending

	EBRD
Program name	Resilience Program – The EBRD's Resilience and Livelihoods Program (UIF) EU4Business – SME Competitiveness Program in the Eastern Partnership
Industry	Priority is given to the agricultural and food industries
Region	Government-controlled territory of Ukraine
Grant amount for the client	Up to 15% of the loan/indebtedness amount
Purpose of the grant	
Requirements for the client*	<ul style="list-style-type: none"> Compliance with Ukrainian legislation and EBRD environmental and occupational health and safety requirements; The borrower's procurement in accordance with the EBRD's requirements and rules; At least 3 years of activity; No overdue loan debt for 2 years
Amount of grants	€20 million
Program validity period	End of 2025

Stages of obtaining funding and grants

- 01** Preliminary approval of the financing terms by the Bank and provision of an indicative offer to the Borrower;
- 02** Consideration of the package of documents by the Bank's services and making a decision on financing;
- 03** Execution of loan agreements, pledge agreements (mortgages) and obtaining approvals from IFIs;
- 04** Provision of credit facilities.

Required documentation

- Application form for funding;
- Legal documents (constituent documents, documents confirming the powers of authorized bodies/persons, licenses, etc;)
- Financial statements of the Borrower/GRC for the last 3 years, transcripts of statements, contracts with buyers, suppliers, other financial documents;
- Cash flow forecast / Business plan / feasibility study;
- Security documents;
- Environmental and social documents;
- Procurement documents.

Where to contact

Online:

On the website of Ukreximbank
E-mail: – contact@eximb.com
0-800-50-44-50 (calls within Ukraine are free)

Offline:

Branches of Ukreximbank
Digital products of the bank
Enter EXIM mobile application

UKRGASBANK

UkrGasbank (JSB «UkrGasbank») is one of the leading state-owned banks in Ukraine. The Bank offers a wide range of financial services to individuals, corporate clients and SMEs, including lending, cash and settlement services, deposit programs and investment products.

UkrGasbank is particularly distinguished by its focus on supporting environmental projects, including financing of «green» technologies and environmental protection projects. Through partnerships with international financial institutions such as the International Finance Corporation (IFC) and the European Bank for Reconstruction and Development (EBRD), the bank

gains access to advanced financial instruments and knowledge, which allows it to implement best practices in environmental finance.

UkrGasbank has an extensive network of branches all over Ukraine (more than 220), which allows it to effectively serve customers in different regions. In 2023, the bank continued to increase its share in the green finance market, confirming its reputation as a reliable partner for businesses seeking to implement environmentally friendly technologies. As of July 2024, the bank’s assets amounted to UAH 176.1 billion, while the loan portfolio amounted to UAH 66.5 billion.

Risk Sharing programs			
	EBRD	EIB	UNIDO
Program name	EBRD Resilience and Livelihoods Program	EU4Business Guarantee Facility (UIF)	UNIDO Loan Guarantee Fund
Sectors	50% of the limit should be allocated to companies operating in sectors related to food security and related industries	No restrictions	industrial/manufacturing sector, energy services companies (ESCO)
Client size	MSMEs, corporate clients	SMEs (EU definition)	MSMEs, corporate clients, individual entrepreneurs
Maximum amount for a client	up to €5 million euros	up to €5 million euros	\$0.5 million
Financing currency	EUR/USD/UAH	EUR/USD/UAH	EUR/USD/UAH
Objectives	Facilitating access to finance for private companies in Ukraine		Lending for the implementation of energy management systems and other energy efficiency measures
Loan term	up to 24 months for working capital loans, guarantees and letters of credit; up to 60 months for investment loans	from 12 to 60 months	no later than October 15, 2025
Provision, %	50%	70%	100%
Additionally	Loan, guarantee, letter of credit	Loan, guarantee, letter of credit	Credit
Program validity period	July 2025	June 2024 (a program with similar parameters is expected from Q4 2024)	December 2025
Region	Government-controlled territory of Ukraine	Government-controlled territory of Ukraine	Government-controlled territory of Ukraine

Requirements for clients under risk-sharing programs from IFIs:

EBRD (SME Competitiveness Program in the Eastern Partnership):

- A resident of Ukraine who primarily operates in: category 1 - the primary sector of agro-industry, agriculture and fishing, or the secondary sector, which includes the production and processing of food and beverages, the provision of agricultural services, the lease of agricultural assets, the import and transportation of finished products by the primary and secondary sectors; category 2 - other eligible sectors in accordance with the principles and procedures of the EBRD and the Bank.
- Private sector (the controlling stake is not owned by the government of Ukraine, a local authority, or any other political, governmental, or administrative body).
- The term of doing business is from 3 years.
- There are no cases of debt restructuring and/or overdue payments to the Bank and/or other creditors for at least 3 years (exceptions).
- No risks classified as Stage 3 under IFRS.
- Sanctions or any other similar restrictive measures by the United States of America, the United Kingdom, the United Nations, the European Union and/or Ukraine do not apply.

Restrictions for clients (not funded):

- production and/or trade of military equipment;
- financial institutions or financial services companies;
- insurance business;
- the production or export or import of tobacco products or spirits;
- the sale of tobacco products or spirits;
- the operation of casinos or other gambling facilities;
- speculative investments in property or currencies or making other speculative investments;
- investing in securities of any kind, including investments in the authorized capital of other companies;
- technologies used, in particular, for activities in the field of production, processing (including purification), transportation (transportation and distribution), storage and use of oil and gas for the production of electricity (other than for own consumption);
- technologies used, in particular, for the combustion, transportation and extraction of high-carbon fossil fuels, such as coal, petroleum fuels or oil shale;
- any activity listed in the EBRD Environmental and Social Exclusion List set out in Annex 1 to the applicable EBRD Environmental and Social Policy;
- without obtaining the prior written consent of the EBRD, any activity that appears on the list of EBRD Category A projects set out in Annex 2 to the applicable EBRD Environmental and Social Policy;
- manufacture of single-use plastic products for consumer use (not for medical purposes);
- boilers operating on non-renewable fuels, gas infrastructure and equipment.

EIB

- The final recipient is an SME.
- The final recipient is considered potentially profitable.
- The Final Recipient does not significantly focus on one or more Prohibited Industries (based on, without limitation, the proportional importance of such industry to the relevant Final Recipient's revenue, turnover or customer base).
- The ultimate recipient is established and operates in Ukraine.
- The ultimate recipient cannot be established in a Non-Cooperative Jurisdiction.
- The Final Recipient is not and has not been in an Exclusion Situation within the last 5 years prior to the Bank's assessment.
- The ultimate recipient does not engage in illegal activities in accordance with the laws of Ukraine as part of its business activities.

Restrictions for clients (not funded):

- **Legal economic activity.** Any production, trade or other activity that is illegal under the laws or regulations of the national jurisdiction in which such production, trade or activity is carried out. Human cloning for reproductive purposes is considered an Illegal Economic Activity.
- **Tobacco products and distilled alcoholic beverages.** Production and trade of tobacco products and distilled alcoholic beverages and related products.
- **Production and trade in arms and ammunition.** Financing the production and trade of arms and ammunition of any kind. This restriction does not apply if such activities are part of or ancillary to official lines of activity of the European Union.
- **Casinos.** Casinos and similar business activities.
- **Restrictions in the field of IT.** Research, development or technical applications related to electronic data programs or solutions that:
 - o supporting any of the activities included in the Prohibited Industries referred to in paragraphs 1 - 4 (inclusive) above;
 - o gambling on the Internet and online casinos; or pornography, or which ones are intended to enable an unlawful act;
- **Restrictions in the field of life sciences.** When providing support for funding research, development or technical applications related to: human cloning for scientific research or therapeutic purposes; or genetically modified organisms.

UNIDO

- Resident of Ukraine;
- A legal entity of private ownership or an individual entrepreneur;
- The company's going concern period is 3 years;
- The company belongs to the industrial/manufacturing sector or energy service companies (ESCOs) that have contracts with industrial customers;
- The company has a total staff of at least 50 people;
- The average annual energy consumption at the Loan Beneficiary's enterprise for the last three full years was at least 10'000 MWh;
- The company is not a violator of UN sanctions, Security Council resolutions, international conventions and agreements.

Restrictions (not funded):

- Trade in or manufacture of anti-personnel landmines, cluster bombs and other weapons and ammunition;
- Production or sale of tobacco

*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations

Business support programs from the State of Ukraine

	Ministry of Finance of Ukraine	Entrepreneurship Development Fund	The Ukrainian Export Credit Agency	Fund for Partial Guarantee of Loans in Agriculture
Program name	Procedure for providing state guarantees on a portfolio basis (CMU Resolution 1151 of 25.11.2020, CMU Resolution 723 of 14.07.2021)	Procedure for providing financial state support to business entities (Available loans of 5-7-9%) (CMU Resolution 28 of 24.01.2020)	The Law of Ukraine "On Financial Mechanisms for Stimulating Export Activities", the Law of Ukraine "On Insurance" (in terms of conclusion, execution and termination of insurance and reinsurance contracts)	Procedure for granting guarantees of LLC "Fund for Partial Guarantee of Loans in Agriculture" Law of Ukraine "On the Fund for Partial Guarantee of Loans in Agriculture"

Business support programs from the State of Ukraine

	Ministry of Finance of Ukraine	Entrepreneurship Development Fund	Export Credit Agency PJSC	Fund for Partial Guarantee of Loans in Agriculture
Sectors	All	All	Export-oriented	Agro
Client size	-	-	-	-
Maximum amount for a client	UAH 100 million (UAH 400 million for agricultural producers)	UAH 150 million	UAH 20 million (UAH 90 million for GRC/GLECC), but not >80% of the invoice	UAH 30 million
Financing currency	UAH	UAH	UAH	UAH
Objectives	Investment purposes, working capital financing	Investment purposes, working capital financing	Working capital financing	Investment purposes, working capital financing
Loan term	Up to 10 years old	Up to 10 years (investment), up to 3 years (working capital)	Up to 1 year (inclusive)	up to 10 years - land plots up to 5 years - investments up to 3 years - working capital
Provision, %	up to 80%	80% for areas of high military risk; 50% - other	100%	50%
Additionally				
Program validity period	21.08.2033	24.01.2028	14.06.2037	n/a
Region	Government-controlled territory of Ukrain			
Program limit (balance)	UAH 6.8 billion (UAH 1.8 billion)	UAH 0.9 billion (0.155 billion UAH)	UAH 0.4 billion (UAH 0.15 billion)	UAH 0.1 billion (UAH 0.082 billion)
Requirements for the client*	(described below separately for the programs)			
	*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations			

Requirements to the client under risk-sharing programs from the State of Ukraine:

State guarantees, Ministry of Finance of Ukraine:

- Resident of Ukraine;
- Registered on the territory of Ukraine (except for the territories temporarily occupied by the Russian Federation included in the list of territories where hostilities are (were) conducted or temporarily occupied by the Russian Federation, approved by the Ministry of Reintegration, for which the date of completion of hostilities or temporary occupation has not been determined);
- The period of business activity must exceed 12 months;
- May not be a person whose shareholder (shareholder, member) or ultimate beneficiary is a citizen of a state recognized by Ukraine as an aggressor or occupying state and/or a person who belongs or has belonged to a terrorist organization, a legal entity in which a person who belongs or has belonged to a terrorist organization is a shareholder (shareholder, member) or ultimate beneficiary;
- Cannot be a person subject to special economic and other restrictive measures (sanctions) in accordance with the Law of Ukraine "On Sanctions", such as a ban on entering into transactions for the acquisition of land, as well as related parties;
- No overdue debt to the lending bank as of the date of actual inclusion of the loan in the portfolio.

We do not provide financing to Clients:

- related parties to the Bank;
- receiving loans for activities prohibited by law;
- receiving loans for activities in which the Client generates more than 10% of its annual revenues from activities aimed at the production or promotion of gambling equipment and related equipment, and/or activities aimed at the production, manufacture, processing or specialized distribution of alcohol and tobacco products and activities that promote the use of tobacco (e.g., "smoking rooms");
- whose loan has been insured against financial risks or secured by a guarantee under other government support programs or programs of international financial organizations.

The Entrepreneurship Development Fund - guarantees under the Affordable Loans 5-7-9 program:

- with a business entity - legal entities whose ultimate beneficial owners are individuals resident in Ukraine; agricultural producers, business entities of the state or municipal sector of the economy; condominium associations and housing cooperatives; individual entrepreneurs - residents of Ukraine;
- registered in the territory of Ukraine (except for the territories temporarily occupied by the Russian Federation, included in the list of territories where hostilities are (were) conducted or temporarily occupied by the Russian Federation, approved by the Ministry of Reintegration, for which the date of completion of hostilities or temporary occupation has not been determined);
- a newly established or existing business;
- may not be a person whose participants (shareholders, members) or ultimate beneficiaries are citizens of a state recognized by Ukraine as an aggressor or occupying state and/or a person who belongs or has belonged to terrorist organizations, a legal entity in which a person who belongs or has belonged to a terrorist organization is a participant (shareholder, member) or ultimate beneficiary;
- no bankruptcy/insolvency proceedings are pending against the client/ the client is not in reorganization/liquidation (without opening bankruptcy proceedings);
- no negative credit history with the Bank/other banking institutions;
- no arrest or blocking of current accounts;
- absence of public encumbrance in the State Register of Movable Property Encumbrances.

We do not provide financing to Clients:

- that are subject to the restrictions on the provision of state support set forth in Article 13 of the Law of Ukraine "On the Development and State Support of Small and Medium-Sized Enterprises in Ukraine".

PJSC Export Credit Agency:

- Resident of Ukraine;
- Registered on the territory of Ukraine (except for the territories temporarily occupied by the Russian Federation, included in the list of territories where hostilities are (were) conducted or temporarily occupied by the Russian Federation, approved by the Ministry of Reintegration, for which the date of completion of hostilities or temporary occupation has not been determined);
- It is not subject to the restrictions on the provision of state support set forth in Article 13 of the Law of Ukraine "On the Development and State Support of Small and Medium-Sized Enterprises in Ukraine";
- The Borrower's affiliation with the GRC/GLECC is allowed;
- There are no overdue debts of the Borrower and members of the GRC/GLECC at the time of the loan decision, and no overdue debts to the Bank for more than 30 days within the last 12 months;
- Business registration period: for an existing business - more than 12 months, for a newly established business that is a member of the GRC/GLECC, the period of business activity of which is at least 24 months, which is confirmed by documents. The GRC/GLECC must have experience in foreign economic activity.

We do not provide financing to Clients:

- declared bankrupt or subject to bankruptcy proceedings, is in the process of liquidation of a legal entity or termination of business activities of an individual entrepreneur;
- if knowingly false information and documents are submitted;
- in respect of which there is information on the use of state export support in violation of the law or the terms of its provision;
- in respect of which there is evidence that the relevant foreign economic agreement (contract) was concluded with a buyer in a country that is not the final destination of goods (works, services) for the purpose of obtaining additional benefits;
- that are non-residents in accordance with the laws of Ukraine.

The Fund for Partial Guarantee of Loans in Agriculture:

- Resident of Ukraine;
- Registered on the territory of Ukraine (except for the territories temporarily occupied by the Russian Federation, included in the list of territories where hostilities are (were) conducted or temporarily occupied by the Russian Federation, approved by the Ministry of Reintegration, for which the date of completion of hostilities or temporary occupation is not determined);
- Micro, small and medium-sized enterprises whose main activity is the production of agricultural products on agricultural land owned and/or used by the business entity does not exceed 500 hectares, including land plots acquired with funds received on credit;
- The carrying value of the assets is up to and including €20 million;
- Net income from sales of products (goods, works, services) - up to €40 million inclusive;
- The average number of employees is up to 250 people;
- Registered in the State Agrarian Register (SAR);
- Complies with the environmental and social requirements of Ukrainian legislation and the environmental and social requirements of the World Bank;
- It is not subject to bankruptcy/insolvency proceedings and is not undergoing reorganization or liquidation;
- The company has no debts to the state and local governments, the Pension Fund, and compulsory state social insurance funds;
- There are no arrests and blocking of accounts, no encumbrances State Register of Movable Property Encumbrances.

We do not provide financing to Clients:

- related parties to the Bank;
- in accordance with the restrictions set forth in the Law of Ukraine "On the Fund for Partial Guarantee of Loans in Agriculture" (Article 14, paragraph 2);
- In accordance with the restrictions set out in the List of Exceptions of the Social and Environmental Management Policy;
- if the loan is guaranteed under other programs.

Stages of obtaining risk-sharing financing

For IFI programs (EBRD, EIB, UNIDO):

- 01** Submission of a petition by the client with generalized information on the project;
- 02** Provision by the Bank of an indicative and requirements for the required list of documents;
- 03** Receipt of a full package of documents, analysis and preparation of conclusions/draft decision of the Bank;
- 04** Decision of the Bank's authorized collegial body on lending issues;
- 05** Execution of a loan agreement and loan collateral agreements;
- 06** Granting a loan according to the borrower's application.

Stages of receiving risk-sharing financing

For state support programs:

01

Review of the loan application and decision-making. The procedure for reviewing a loan application is determined by the Bank's internal procedures, and is mandatory:

- identification and verification of potential borrowers;
- initial and credit analysis of a loan application;
- obtaining opinions from the Bank's expert departments;
- credit decision-making by collegial bodies.

02

Signing loan agreement agreements Inclusion of the loan in the register of guaranteed loans

03

Provision of credit funds to the Client

04

The timeframe for reviewing a loan application (including each stage) depends on the complexity of the loan project and the timing of the submission of the required package of documents by the applicant

Required documents

- Documents required for participation in the state program (application, consent, certificate of the amount of state aid received) (for state programs);
- Financial documents of the client (and the GRC of which it is a part, if necessary);
- Documents related to the object of financing (invoices, contracts, etc.);
- Legal documents of the Client/Surety;
- Pledge documents;
- Documents required to enter into an agreement with the Bank.

Additional documents (depending on the terms of individual Bank programs):

- Foreign economic contract (for ECA programs);
- Loan collateral documents;
- Documents to assess the environmental and social risks of the project (for programs with IFIs, if necessary);
- Questionnaire for the assessment of environmental and social risks in agriculture (for the programs of the Partial Credit Guarantee Fund in agriculture);
- A document confirming registration with the State Agency of Ukraine for Agricultural Credit Guarantee Fund programs.

Grant programs and funding blending

	EBRD	German Sparkassenstiftung	EBRD
Program name	Program for the Competitiveness and Inclusion of Small and Medium-sized Enterprises in the Eastern Partnership Countries (EAP SMECI)	Access to Finance and Supporting the Sustainability of MSMEs in Ukraine II	EU4Business - SME Competitiveness Facility for the Eastern Partnership (UIF)
Industry	No restrictions (except for the EBRD's list of exclusions)	Priority sectors of the economy. Mostly from the war-affected regions and de-occupied territories, as well as internally displaced enterprises	No restrictions (except for the EBRD's exclusion list). Prioritized investments in line with EU directives, which ultimately contribute to the competitiveness of Ukrainian MSMEs
Region	Government-controlled territory of Ukraine	Government-controlled territory of Ukraine	Government-controlled territory of Ukraine
Grant amount for the client	up to 15% for complex "green" projects up to 10% for simple and other complex projects up to 30% for projects of the Veterans and War-affected enterprises categories	For internally displaced enterprises or those from the de-occupied territories up to 30% (€30 thousand) for investments; up to 20% (€20 thousand) for working capital. For other SMEs up to 20% (€20 thousand) for investments; up to 10% (€10 thousand) for working capital	15% cashback when implementing complex projects; 10% cashback when implementing simple projects
Purpose of the grant	Increasing the competitiveness of MSMEs through sustainable investments in technology	Access to finance and support for the sustainability of MSMEs	Increasing the competitiveness of MSMEs through sustainable investments in technology
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>	SME (EU definition). Meets the eligibility criteria	SMEs, at least one year of business experience, no more than 250 employees, annual revenue of no more than €10 million.	SME (EU definition). Meets the eligibility criteria
Amount of grants	€1 million for tranche A	€0.8 million	€3.13 million
Program validity period	October 2025	September 2024	July 2025

Stages of obtaining a grant

- 01 Submission of a petition by the client with generalized information on the project;
- 02 Provision by the Bank of an indicative and requirements for the required list of documents;
- 03 Receipt of a full package of documents, analysis and preparation of conclusions/draft decision of the Bank;
- 04 Decision of the Bank's authorized collegial body on lending issues;
- 05 Execution of a loan agreement and loan collateral agreements;
- 06 Granting a loan according to the borrower's application.

Technical support options for business

01

Business advice (EBRD cashback)

Working with a local consultant on a project focused on a specific area of business, such as implementing a quality management system that meets international ISO standards or developing a business case for a new production facility. Such projects typically last 4-6 months and use advanced methods to help the company improve its competitiveness. Part of the costs of such projects are reimbursable - up to EUR 10,000. Such consultations cover specific areas of expertise, including:

- Strategies;
- Marketing;
- Organizations;
- Operating activities;
- Technologies;
- Technical solutions;
- Quality management;
- Financial management;
- Energy efficiency and ecology.

02

Industry specialization

Ensure that your company can compete in the international market by utilizing the professional knowledge of an international consultant from the same industry. Such an expert, through his or her own international experience as a senior executive in the same industry, can help you perform a strategic analysis of each area of your company's operations and develop a reliable investment and growth strategy.

Whether it's professional insight into the right humidity levels for wool production, laboratory standards for drug manufacturing, or selecting the most efficient equipment to boost production, these international industry consultants understand how these issues relate to each business and what its needs are. These projects usually last 12-18 months.

Where to contact

Online:

<https://www.ukrgasbank.com/>

Digital products of the bank:

UGB website: <https://www.ukrgasbank.com/>

ECO Bank application

Offline:

Contact Center: **0 800 309 000** (free of charge from all phones)

358 - from a mobile phone (according to the tariffs of your service provider)

UKRSIBBANK

UKRSIBBANK BNP Paribas Group (JSC UKRSIBBANK) is one of the leading commercial banks in Ukraine, providing a wide range of financial services to both private individuals and corporate clients. For business, the bank offers a variety of loan products, including SME lending, foreign trade financing, and asset management.

UKRSIBBANK also actively supports innovative projects by providing special financing terms. As a member of the international financial group BNP Paribas, a leader in sustainable finance in Europe, UKRSIBBANK has access to advanced financial technologies and resources

that allow it to effectively serve customers throughout Ukraine through an extensive network of branches (over 200) and modern online services.

In 2023, UKRSIBBANK demonstrated resilience and was recognized as a financial market leader by leading media and experts. The bank has a long-term vision of Ukraine's future and strives to become a partner in the country's sustainable recovery. As of July 2024, the bank's assets amounted to UAH 164 billion, while the loan portfolio amounted to UAH 11.7 billion.

Risk Sharing programs		
	EBRD	EBRD
Program name	Risk sharing program	Risk allocation program "Guarantee of sustainability and vital activity"
Sectors	n/a	50% - agriculture and related industries; 50% - other critical industries
Client size	n/a	n/a
Maximum amount for a client	No limit	
Financing currency	EUR/USD/UAH	EUR/USD/UAH
Objectives		Credit risk coverage for new loans
Loan term	8 years	2 years
Provision, %	Based on individual conditions	50%
Additionally		New customers - up to 30%
Program validity period		
Region	n/a	n/a
Portfolio limit	€50 million	€15 million
Requirements for the client*	<ul style="list-style-type: none"> SMEs, corporate clients, multinational companies; Transparent ownership structure. The availability of consolidated audit for corporate clients is an advantage; Positive business reputation and credit history; The client demonstrates financial stability, good solvency, and risk management skills; Sufficient support from shareholders and the group; The business is located mostly in secure areas; Having group relations at the BNPP level is an advantage for multinational companies; ESG projects and energy are a priority 	

*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations

Restrictions for clients (not funded):

Greenfield projects;

The following activities:

- Activities related to the cultivation, production and wholesale of tobacco;
- Production or trade in products containing PCBs;

Clients with problem loans;

- Production, trade, use of asbestos fibers; Production, use or trade of persistent organic pollutants;
- and other activities prohibited by the Group's or partners' policies.

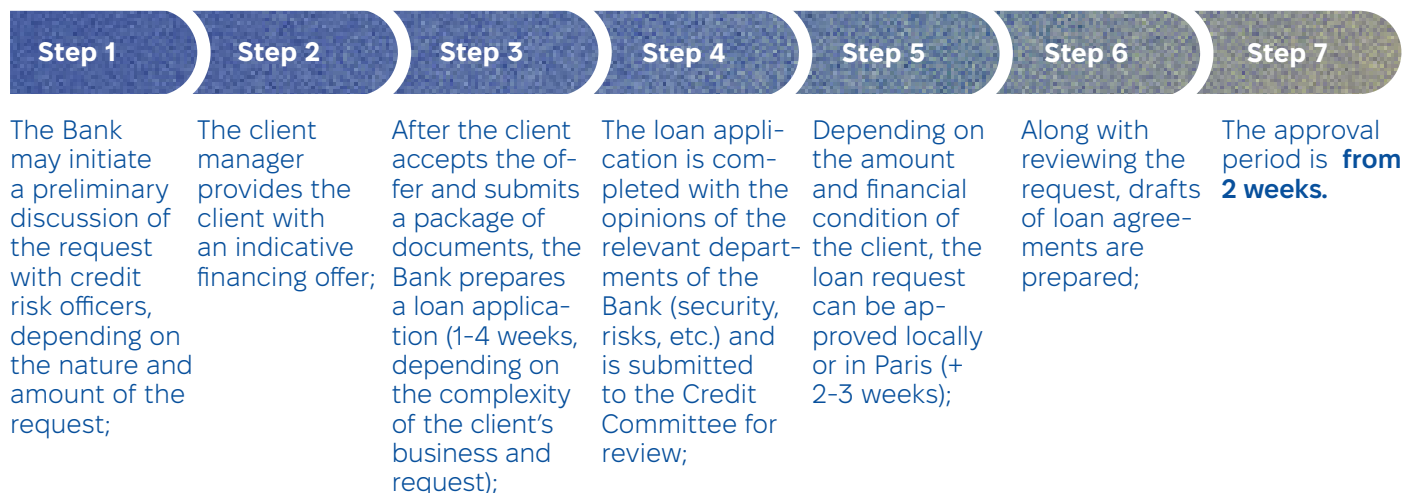
Stages of obtaining financing

For SMEs:

01 Submitting documents, reviewing the application, making a decision, setting a limit;

02 The approval period is **from 3 days**.

For corporate clients:



Required documentation

Justification of the request, intended use of the loan, and supporting documents; Documents on activities:

For SMEs:

- The borrower's application form;
- Financial statements for 2 years; explanations of the main reporting items;
- Other documents at the request of the Bank (if necessary).

For corporate clients:

- Financial statements: audit/consolidation for the Group, the Borrower's statements for the last 3 full calendar years, the last reporting quarter of the current and previous year. Explanations of the main items;
- Ownership structure, the role of companies in the group, and cash flows;
- Loan portfolio. Covenants;
- Description of the business model. Key customers, suppliers, and payment terms;
- Sales structure in physical and monetary terms;
- Budget for the loan period. Development strategy;
- Market position in dynamics. Competitors;
- And other documents at the request of the Bank.

COLLATERAL:

for corporate clients, a flexible approach and a combination of different assets are possible. Asset value, according to the latest valuation, etc.

Where to contact

Online:

request to UKRSIBbusiness – for existing customers
e-mail: info@ukrsibbank.com, cs@ukrsibbank.com

0 800 505 800 – free of charge within Ukraine

729 – free from mobile within Ukraine

+380 44 298 82 90 or international calls,
form on the site Feedback | UKRSIBBANK

Offline:

Bank branch – request to the service manager

Digital products of the bank

Website of UKRSIBBANK BNP Paribas Group

JSC “KredoBank” (KredoBank) is a Ukrainian bank based in Lviv, classified by the National Bank of Ukraine as a systemically important bank of Ukraine and 100% owned by PKO Bank Polski, the largest financial institution in Poland and one of the largest financial groups in Central and Eastern Europe. Kredobank is present in 22 regions of Ukraine and in Kyiv (65 branches in total), while remaining a regional leader in Lviv region

and western regions of Ukraine. The bank offers a full range of services to retail customers, small, medium and large businesses in Ukraine with a number of special programs. The bank's clients include more than 55 thousand legal entities. As of July 2024, the bank's assets amounted to UAH 56.5 billion, while the loan portfolio amounted to UAH 12.6 billion.

Risk Sharing programs		
	EBRD	BGK
Program name	EBRD Resilience Program (Resilience Program) (UIF)	Framework for coordinating EU-funded programs to support the development of MSMEs in the Eastern Partnership region (EU4Business Guarantee Facility)
Sectors	40% food industry (agribusiness) / 60% non-food industry, except for those prohibited by the EBRD Exclusion list	No restrictions, except for those prohibited by the EBRD Exclusion list
Client size	No restrictions	SMES
Maximum amount for a client	€3 million	€1 million
Financing currency	EUR/USD/UAH	EUR/USD/UAH
Objectives	Working capital replenishment investment loans, financial leasing, documentary operations	Replenishment of working capital and financing of investment projects
Loan term	up to 2 years for working capital loans, up to 5 years for investment financing	up to 2 years for working capital loans, up to 5 years for investment loans
Provision, %	Provision of collateral by the client from 30% to 100% of the financing amount EBRD credit risk coverage in the amount of 50% of the financing amount	Provision of collateral by the client from 0% to 100% of the financing amount Coverage of credit risk by the European Commission in the amount of 90% of the financing amount
Additionally	Grants are provided for investment loans - up to 30% of the financing amount.	Financing for clients operating in regions close to military operations Reduced collateral requirements, including the possibility of blanket financing in the green zone
Program validity period	26.07.2023-08.09.2024 (The term will be extended for the next 12 months)	until January 2033

Region	Available for customers located in the government-controlled areas of Ukraine. Priority areas for funding: Volyn, Lviv, Zakarpattia, Ivano-Frankivsk, Chernivtsi, Ternopil, Rivne, Khmelnytsky, Zhytomyr, Vinnytsia, Kyiv, Cherkasy, Kirovohrad, Poltava and Odesa regions	Available for customers located in the government-controlled areas of Ukraine. Priority regions for funding: Kyiv, Chernihiv, Sumy, Poltava, Kharkiv, Luhansk, Donetsk, Dnipropetrovs'k, Zaporizhzhia, Mykolaiv, Kherson, Odesa regions
Requirements for the client* *Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations	The term of economic activity: <ul style="list-style-type: none"> · more than 12 months under a program with the European Commission · for more than 36 months under the EBRD's RLG program · form of business activity – legal entity or individual entrepreneur · conducting business activities and registering in the territory controlled by Ukraine · profitable activity · positive business reputation and credit history of the borrower and owners 	

Restrictions (not funded):

- Clients have current overdue debts or have had delays of more than 30 days in the last 6 months;
- Other Ukrainian banks have assigned the client a borrower class of 10.
- Clients are located at a distance of less than 50 kilometers from the border of Ukraine with the Russian Federation, the Republic of Belarus, the Transnistrian Moldovan Republic or at a distance of less than 100 kilometers from the line of military

Stages of obtaining financing

01 Customer's application to any branch of JSC "KREDOBANK";

02 Filling out the Loan Application and the Client Questionnaire;

03 Collecting and submitting the necessary documents to the Bank:

- Loan application and Client questionnaire;
- Legal documents (Articles of Association, State Registration Certificate, order appointing a director, IDs of directors, minutes of the founders' decision to obtain a loan, license, etc;)
- Financial statements for the last 2 years;
- Existing contracts, information about buyers/suppliers;
- Information on existing loans with other banks;
- Lease agreements;
- Documents on the ownership of collateral;
- Other documents upon request of the Bank.

04 Evaluation of property offered as collateral through the Subject of Valuation Activity;

05 Signing a loan agreement and security/guarantee agreements;

06 Receipt of funds to a current account with the Bank (the average time for the Bank to make a loan decision and disburse loan funds is 2 weeks).

Grant programs and funding blending

	EBRD	Deutsche Sparkassenstiftung
Program name	SME Competitiveness and Inclusion Program in the Eastern Partnership (SME Competitiveness and Inclusion Program in Eastern Partnership (UIF))	Project "Access to Finance and Support for the Sustainability of MSMEs in Ukraine - II"
Industry	All but the prohibited E&SPs	All but the prohibited E&SPs
Region	Government-controlled territory of Ukraine	Government-controlled territory of Ukraine
Grant amount for the client	10-15% - standard projects up to 30% - projects aimed at supporting clients affected by military operations and veteran businesses	30% - internally displaced business 20% - investment loans
Purpose of the grant	Supporting MSMEs through partial reimbursement of equipment costs that contribute to the implementation of the "green economy"	Promoting MSMEs in Ukraine through financial assistance and support
Requirements for the client* <small>*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations</small>	<ul style="list-style-type: none"> · The term of business activity is more than 36 months; · The form of business activity is a legal entity or an individual entrepreneurship; · Conducting business activities and registration in the territory controlled by Ukraine; · Profitable activities · Positive business reputation and credit history of the borrower and owners; · The investment object is included in the list of eligible investments. The list is available by following the links: · Green Technology Selector (techselector.com) · LET Selector - List of Eligible Technologies (list-of-eligible-technologies.com) 	<ul style="list-style-type: none"> · The period of business activity is more than 12 months; · The form of business activity is a legal entity; · Conducting business activities and registration in the territory controlled by Ukraine; · Profitable activity; · Positive business reputation and credit history of the borrower and owners
Amount of grants	€4 million	€1.05 million
Expiration date	09.2024 - 09.2025	12.2023 - 07.2024 (program ended)

Stages of obtaining a grant

01 Implementation of an investment project and provision of supporting documents

02 Filling out a grant application

Technical support options for business

Program 1.

Advisory support from the Deutsche Sparkassenstiftung fur internationale ko-operation:

Consultations on capacity building of the respective Clients to improve their entrepreneurial skills

Program 2.

Trainings from the European business association of MFIs:

Trainings for clients to raise awareness of trade finance operations

Where to contact

Contacts for business:

Online: You can get an online consultation by calling the Call Center **0-800-500-850**, writing to info@kredobank.com.ua or leaving a message on the bank's official resources <https://kredobank.com.ua/info/opytuvannya/zapytannya-l>

Offline: Customers can get an offline consultation at any branch of JSC "Kredobank", the list of which is available on the bank's website at <https://kredobank.com.ua/info/map>.

JSCB Lviv is currently a fully foreign-owned bank providing services to small and medium-sized businesses, including agribusiness, in the western regions of Ukraine, where it has 18 branches, as well as one branch in Kyiv. Bank Lviv ranks 5th by number of branches in the western part of Ukraine. Bank Lviv is active in lending in Lviv, Ternopil, Ivano-Frankivsk, Zakarpattia, Volyn, Rivne, Khmelnytsky, Chernivtsi, Vinnytsia regions and less active in Kyiv and Zhytomyr

regions. As of July 2024, the bank's assets amounted to UAH 11.7 billion and the loan portfolio amounted to UAH 7.6 billion, showing an increase of 41% year-on-year, which indicates active lending to businesses in the regions of operation. The bank provides various types of loans, including for agribusiness, exporters and importers, energy efficiency projects (solar panels, bioenergy plants, heat pumps) with a full range of technical and advisory support, etc.

Risk Sharing programs 1/2

	EBRD	EIB	DFC
Program name	Resilience and Livelihoods Program (Resilience Program) (UIF)	EU4Business Guarantee Facility (UIF)	
Sectors	Any sector except for the prohibited ones	Any sector except for the prohibited ones	Any sector except for the prohibited ones
Client size	SMEs	SMEs	MSMEs
Maximum amount for a client	€3 million	€5 million	
Financing currency	EUR/USD/UAH	EUR/USD/UAH	EUR/USD/UAH
Objectives	Replenishment of working capital and financing of investment projects	Replenishment of working capital and financing of investment projects	
Loan term	2 years for circulating, up to 5 years for investment	2 years for circulating, up to 5 years for investment	
Provision, %	50%	30-80%	80%
Additionally	Grants are provided for investment loans - up to 20%		
Program validity period	From September 2024	From October 3, 2024 - December 20, 2035	
Region	Western regions of Ukraine	Western regions of Ukraine	Western regions of Ukraine
Requirements for the client*	<ul style="list-style-type: none"> An individual entrepreneur registered in accordance with the procedure established by law, or a legal entity whose ultimate beneficial owners (controllers) are individuals who are residents of Ukraine; Operational experience in the current business should be at least 6 months; The analyzed business of the client is within the geographical coverage of the Bank; Business clients must have all necessary relevant licenses and permits from local and national authorities to operate 		

*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations

Risk Sharing programs 2/2

	Ministry of Finance of Ukraine	Ministry of Finance of Ukraine	Ministry of Finance of Ukraine
Program name			
Sectors		<ul style="list-style-type: none">· agricultural producers;· restoration of fixed assets destroyed partially or completely as a result of military aggression;· processing industry of section C	<ul style="list-style-type: none">· agricultural producers;· restoration of fixed assets destroyed partially or completely as a result of military aggression;· processing industry of section C
Client size	MSMEs	MSMEs	MSMEs
Maximum amount for a client	UAH 50 million	UAH 50 million UAH 320 million for agricultural producers	UAH 50 million UAH 320 million for agricultural producers
Financing currency	UAH	UAH	UAH
Objectives			
Loan term			
Provision, %	50%	50%, 80%	50%, 80%
Additionally			
Program validity period			
Region	Western regions of Ukraine		
Requirements for the client*	<ul style="list-style-type: none">· An individual entrepreneur registered in accordance with the procedure established by law, or a legal entity whose ultimate beneficial owners (controllers) are individuals who are residents of Ukraine.		
*Note: The final decision to provide financing rests with the banks, which take into account the company's financial condition, credit history and ability to fulfill its obligations			

Stages of obtaining financing

01 Getting a consultation.

02 Preparation of a package of documents:

Financial documents; Constituent documents; Pledge documents; Documents on the project to be funded; Other documents required to make a loan decision.

03 Submitting an application for financing (from submitting documents to making a loan decision - up to 2 weeks);

04 Obtaining a positive decision from the Bank (on granting a loan, signing an agreement and opening an account with the Bank to receive funds);

05 Obtaining financing (from making a loan decision to receiving financing - up to 5 days).

Where to contact

Contacts for business:

Online: You can get an online consultation by calling the Call Center at **0 800 505 848** or by writing to info@banklviv.com.

Offline: Customers can get an offline consultation at any branch of JSCB Lviv, a list of which is available on the bank's website at <https://www.banklviv.com/branches>

RAIFFEISEN BANK

Raiffeisen Bank is a member of the international Raiffeisen group, offering a wide range of banking services in Ukraine, including retail and corporate banking. As of mid-2024, the bank has more than 300 branches across the country and is actively developing digital solutions through a mobile application and online banking. According to GfK-Ukraine, a market research

company, Raiffeisen Bank's reputation exceeds the market average. The bank remains one of the largest lending banks in Ukraine, having allocated over UAH 226.9 billion to support large companies, business clients and individuals since February 2022. As of July 2024, the bank's assets amounted to UAH 209.1 billion.

Risk Sharing programs			
	EBRD	DFC	EIB
Program name	Resilience and Livelihoods Guarantee Programme (UIF)	SME Lending Program with support from DFC/USAID	DCFTA Guarantee Facility (Deep and Comprehensive Free Trade Area Agreement Initiative – East (DCFTA))
Sectors	<ul style="list-style-type: none"> The agricultural sector; Food industry; Retail; Logistics And other sectors except for prohibited sectors 	Any sector except for the prohibited ones	Any sector except for the prohibited ones
Client size	No restrictions	MSMEs	MSMEs
Maximum amount for a client	According to the terms of the RSF agreement	According to the terms of the RSF agreement	According to the terms of the RSF agreement
Financing currency	UAH, EUR, USD	UAH, EUR, USD, PLN	UAH, EUR, USD
Objectives	Replenishment of working capital and/or investment purposes		
Loan term	For working capital - up to 3 years, for investment purposes - up to 5 years	Minimum term - 6 months The maximum is 5-6 years	Up to 3 years for working capital and up to 5-6 years for investment projects
Provision, %	According to the terms of the contract	According to the terms of the contract	According to the terms of the contract simplified collateral requirements
Additionally	Can be combined with various loan products of the bank	Can be combined with various loan products of the bank	Can be combined with various loan products of the bank
Program validity period	5.5 years	8 years	By the end of 2031
Region	Government-controlled territory of Ukraine		
Requirements for the client*	Revenue from the program's activities should remain in Ukraine Work experience: min 3 years, min 2 full financial cycles Good financial position: positive revenue dynamics, profitable operations, sufficient operating income to service loans, sufficient equity ratio Reasonable targeted use of credit funds The Client does not carry out activities in prohibited industries in accordance with the terms of the Program and the requirements of Raiffeisen Bank.	Work experience: min 3 years, min 2 full financial cycles Good financial position: positive revenue dynamics, profitable operations, sufficient operating income to service loans, sufficient equity ratio Reasonable targeted use of credit funds The client is classified as a small/medium-sized company in accordance with DFC requirements The Client does not carry out activities in prohibited industries in accordance with the terms of the Program and the requirements of Raiffeisen Bank.	The client has a sufficient level of solvency and creditworthiness; The Client is classified as a small/medium-sized business in accordance with the requirements of the European Commission; The Client does not operate in prohibited industries in accordance with the terms of the Program and the requirements of Raiffeisen Bank

Stages of obtaining financing

- 01** It takes about a week to collect the necessary documents (depending on the efficiency and quality of the Client's preparation of documents);
- 02** The initial review by compliance and lawyers takes up to a week;
- 03** Financial analysis - from 1 to 2 weeks (depending on the efficiency and quality of preparation of financial documents by the Client);
- 04** The process of underwriting (credit risk analysis) of the ready-made package of documents and decision-making takes from several days to a week;
- 05** The approximate period for obtaining the Bank's final decision from the Client's application to the registration of the decision of the Bank's collegial body is from two weeks to a month (sometimes the period for making the final decision by the Bank may take much longer, but it depends on both the processes in the Bank and the Client).

Restrictions (not funded):

- Prohibited industries from the point of view of legislation (weapons, gambling, etc.), from the point of view of international financial partners and regulators of the EBRD/IFC/DFC/EIB/ECB (nuclear energy, forced labor, wildlife trade, etc.);
- Businesses with a negative reputation (negative banking history, fraud, involvement in corruption schemes or theft of state property).

Where to contact

Contacts for business:

You can get an online consultation by calling the Call Center at **0800500500** or by writing to info@help.raiffeisen.ua.

Customers can get an offline consultation at any credit divisions of Raiffeisen Bank's Head Office, regional directorates and branches, a list of which is available on the bank's website at <https://raiffeisen.ua/viddilennya>

4.3 Additional financing programs for Ukrainian business

4.3.1. Financing programs from DFIs









Development Financial Institutions (DFIs – Development financial institution) are organizations that provide financial support and investments to stimulate economic development in developing countries.









DFIs are government agencies of the founding countries and play a key role in providing access to long-term financing for projects that promote economic growth, job creation, and infrastructure improvement in low- and middle-income countries. The following DFIs have offices in Ukraine: KfW (Germany), Swedfund (Sweden), IFU (Denmark), and Proparco (France). DFC (USA) intends to open an office in Ukraine.

DFIs can finance projects with a budget of \$5 million to \$15 million, including investments in the private and public sectors. They offer a wide range of financial instruments, such as loans, equity investments, guarantees, and technical assistance, enabling the implementation of projects aimed at economic growth, job creation, and infrastructure improvement.

For more information on programs and support, please contact the Ministry of Economy of Ukraine and the Kyiv School of Economics (KSE).

DFIs active in Ukraine and their sectoral focus of cooperation

Sector / DFI	Norfund	JBIC	Swed-Fund	FMO	DEG KfW	IFU	SIFEM	COFIDES
Country								
Energy and mineral resources	✓	✓	✓	✓	✓	✓	✓	✓
Transportation and infrastructure	✓	✓	✓		✓	✓	✓	
Agriculture to AIC			✓	✓			✓	✓
Climate		✓	✓			✓		
IT, technology and communications		✓	✓	✓	✓	✓	✓	
SMEs	✓			✓			✓	
Healthcare						✓	✓	
Finance	✓	✓	✓	✓	✓	✓		
Production		✓					✓	
Education							✓	
Defence to MIC								✓
Financing instruments	DC, VC	DC, EC, GRT	DC, EC, TA	DC, EC, GRT	DC, EC, TA	DC, EC, GRT	DC, EC, GRT, TA	DC, EC
Export credit agency (ECA)	Eksfin	NEXI	EKN	Atradius	Euler Hermes Aktiengesellschaft	EIFO	SERV	CESCE

Sector / DFI	CPD	SOFID	Proparco	Finn-Fund	DFC	BII	BIO	OeEB
Country								
Energy and mineral resources	✓	✓	✓	✓				
Transportation and infrastructure	✓	✓	✓	✓	✓	✓	✓	✓
Agriculture to AIC	✓	✓	✓	✓	✓	✓		
Climate	✓		✓	✓	✓			
IT, technology and communications			✓	✓	✓			
SMEs	✓				✓	✓	✓	✓
Healthcare		✓	✓		✓	✓		
Finance	✓		✓	✓	✓	✓	✓	✓
Production	✓					✓		
Education			✓			✓		
Defence to MIC								
Financing instruments ¹	DC, Grants	DC, GRT	DC, EC, GRT	DC	DC, EC, GRT, TA	DC, EC	BK, BK, ГПТ	BK, BK
Export credit agency (ECA)	SACE and SIMEST	Companhia de Seguro de Créditos	Bpifrance Assurance Export	Finnvera	EXIM Bank	UKEF	Cre-dendo	OeKB

¹ - Legend to the types of financing instruments:

· DC - debt capital

· EC - equity capital

· TA - technical assistance

· GRT - guarantees

Profiles of the main DFIs represented in Ukraine

DFI in Ukraine	Brief description of activities
Swedfund	<ul style="list-style-type: none"> · The Swedish DFI invests directly in companies and indirectly through financial institutions and funds to increase the share of SMEs and promote entrepreneurship. As of the end of 2021, the total c investment portfolio exceeded €720 million, spread across 64 investments. · Three key sectors for cooperation: energy and climate, financial inclusion, and sustainable business development, including SMEs. · In 2022, 60% of the fund's investments were directed to support financial inclusion, and 30% to energy and climate solutions. Equity as a financing instrument accounted for 50% of this portfolio, while 30% was allocated to loans. · Recently, the primary focus in Ukraine has been on energy projects. · Total limit for Ukraine: ~€26 million. · Private sector: <ul style="list-style-type: none"> · Renewable energy: Solar and wind power generation projects, electricity storage systems. · Public sector: <ul style="list-style-type: none"> · Maneuverable generation: Decentralized generation, modernization of CHPs and boiler houses, use of biofuels, taking into account the alignment with the EU Emission Directives. · Memorandum with the Ministry of Energy: Signed in June 2024 to support energy projects, including development and financing processes · Memorandum with Naftogaz: Signed in May 2024 to modernize CHP plants and develop renewable energy (e.g., CHP plant in Mykolaiv, wind power plants in Berezivka and Mariivka; further discussions on solar generation and energy storage projects are being held). · Memorandum with the Ministry of Community, Territorial and Infrastructure Development: Includes projects with an energy component (energy efficiency).
KfW DEG	<ul style="list-style-type: none"> · KfW DEG (Germany) offers financing, advice and support to private enterprises operating in developing countries. The organization also provides support with in-depth market knowledge and climate expertise. · The investment portfolio is more than €10 billion. In 2023, DEG has committed €1.9 billion for private investments in developing countries. · The main sectors of DEG: <ul style="list-style-type: none"> · Financial sector: providing long-term financing and comprehensive advisory services, as well as developing carefully planned solutions. · Industry and Services: providing businesses with customized solutions that meet their needs, as well as investing in private finance companies that provide capital for the development of companies in emerging markets. · Infrastructure and Energy: offering viable and flexible financing for private sustainable infrastructure investments, as well as individual consultations in the areas of renewable energy, telecommunications, water supply and wastewater treatment. · Objective in Ukraine: to develop solutions for minimizing risks for financial companies to support the recovery of Ukraine's economy, to create reliable and uninterrupted electricity supply and to ensure agri-business production and value chains as well as logistics. · Limits for Ukraine €250 m · DEG does not have a specific limit open for Ukraine at this time. Funding provided for business ventures in Ukraine comes through the government-funded "ImpactConnect" program. Furthermore, technical assistance is provided for public-private partnership projects as well as for private sector activities covering public needs based on funding available from the German government. · Examples of recent investment projects in Ukraine: <ul style="list-style-type: none"> · Support for the construction of two 90 MW solar power plants (implemented by a leading German energy company); · Support for a project to build a low-capacity solar power plant within the framework of the 'develoPPP' program, implemented by a German company.

Profiles of the main DFIs represented in Ukraine

DFI in Ukraine	Brief description of activities
IFU	<ul style="list-style-type: none"> IFU (Denmark) invests in financially viable companies, contributing to the green transition as well as economic and social development. It has invested in 1,336 companies in more than 100 countries in Africa, Asia, Latin America and parts of Europe. At the end of 2022, total capital under management amounted to €2.1 billion. The organization has the capacity to invest up to €47 million in a single project company. IFU usually takes the position of a minority investor (10-30% of the total investment); in small projects, it can own up to 49%. The main sectors of the IFU: <ul style="list-style-type: none"> Green energy and infrastructure: invests in energy, water supply and waste management, including renewable energy sources. Financial Services: invests in microfinance platforms that provide loans to millions of people. Other priorities include investments in financial institutions that lend to SMEs, as well as in regional banks that finance local banks and institutions. Development Finance: focuses on financing climate projects and capital for poor and vulnerable developing countries. Healthcare: the provision of medical services in developing countries, for example, through investments in the construction and operation of hospitals and the wholesale of pharmaceutical products. The limit for Ukraine: €41 million. Portfolio of active projects in Ukraine by sector: <ul style="list-style-type: none"> Agribusiness to Agriculture – €10 million Energy – €10 million Provision of financial services – €10 million Private equity funds – €5 million Pharmaceuticals and medicine – €5 million
BIO Belgian Investment Company for Developing Countries	<ul style="list-style-type: none"> BIO (Belgium) invests directly or indirectly in SMEs, financial institutions, and infrastructure projects, contributing to socio-economic growth in developing countries. The company's portfolio currently includes projects in Latin America, Southeast Asia, and the Middle East and Africa. As of the end of 2022, assets under the management of BIO amounted to €1.1 billion. The key focus is on projects that contribute: <ul style="list-style-type: none"> local economic growth; consolidation and innovation in the private sector; financial inclusion; food security and rural development; access to basic services and goods for all segments of the population; combating climate change and preserving natural resources; promoting the implementation of best ESG practices; gender equality. At present, BIO has an investment mandate for Ukraine amounting to €10 million, along with an additional €9 million from its own profits, which can also be invested. The primary financing instruments are equity and debt capital; BIO activities in Ukraine: <ul style="list-style-type: none"> The company is investing €10 million in the Chernihiv region to support the resilience of the local economy as part of a four-year program totaling €150 million aimed at promoting the long-term reconstruction and recovery of Ukraine; Sectors under consideration for investment in Ukraine: SME financing, collaboration with funds that invest in SMEs, consideration of certain energy projects in partnership with two other development institutions; renewable energy; agro-processing.

Profiles of the main DFIs represented in Ukraine

DFI in Ukraine	Brief description of activities
FMO Entrepreneurial Development Bank	<ul style="list-style-type: none"> · FMO (Netherlands) finances commercially viable businesses and projects in key development sectors and offers financing in the form of loans, equity investments, and guarantees to promote sustainable growth. It currently has projects in 85 countries. · The total amount of new investments in 2023 amounted to €2.7 billion, 42% of which were allocated to projects that help reduce inequality. · The main focus is on projects related to financial institutions, agriculture, and energy, including renewable energy sources. · Key deals and prospects in Ukraine: <ul style="list-style-type: none"> · Before the full-scale war, the portfolio of Ukrainian projects amounted to \$255 million, with the lion's share allocated to the agricultural sector 56% (\$142 million) and 32% (\$80 million) for energy projects; For example, before the war, FMO invested in the Diligent Capital Partners fund, which allowed the fund to invest \$31 million in equity in Ukrainian agricultural companies; · After February 2022, the bank has committed to invest an additional \$5 million in Horizon Capital Growth Fund IV (HCGF IV) to the existing \$13.9 million, as well as \$0.05 million each in projects in the agribusiness and financial institutions sectors; several of the previously existing energy and agribusiness projects were written off as a result of the hostilities; · It is currently considering financing agricultural projects with an average budget of \$10-15 million.
PROPARCO Groupe AFD	<ul style="list-style-type: none"> · France-based Proparco provides financing and support to both businesses and financial institutions in Africa, Asia, Latin America and the Middle East. It focuses on key development sectors: infrastructure, including renewable energy, agribusiness, financial institutions, healthcare and education. · In 2023, almost €2.7 billion was allocated to finance more than 200 projects in the regions where the company operates. The key territories of activity were projects that contribute to climate change and gender equality, as well as projects based in Africa. · Funding for climate change projects accounted for more than 40% of Proparco's funding in 2023, with 25% allocated to projects supporting gender equality across a wide range of sectors (agriculture, industry, energy, and infrastructure). · Focus Ukraine: <ul style="list-style-type: none"> · Prior to the full-scale war, Proparco had several projects in its portfolio, including a €40 million wind power plant project, funded by Horizon Capital for €12 million (with a further increase to €20 million); · They intend to further co-finance several projects with the EBRD and other partners in the agriculture or banking sectors; involvement of local partners with deep knowledge of the local market and legislation would be an advantage for the implementation of such projects;
DFC U.S. International Development Finance Corporation	<ul style="list-style-type: none"> · DFC (USA) partners with the private sector to finance solutions to the most critical challenges facing developing countries, with a focus on energy, health, critical infrastructure and technology. The organization also provides funding to small businesses and women entrepreneurs to create jobs in emerging markets. · The main financial instruments include loans, equity investments, guarantees and technical assistance. · In 2023, the volume of investments amounted to ~\$500 million, comparable to the 2022 figure of \$528 million. · There are currently intentions to increase funding for projects in the energy sector. · The security situation remains the main obstacle to financing projects in Ukraine, so the organization is seeking mechanisms to mitigate risks and provide guarantees.

Profiles of the main DFIs represented in Ukraine

DFI in Ukraine	Brief description of activities
JBIC	<ul style="list-style-type: none"> · A Japanese financial institution that aims to contribute to the stable development of Japan and the international economy and society, while seeking to complement financial transactions carried out by private sector financial institutions. · The main sectors of cooperation are energy and minerals, infrastructure, manufacturing, environment, and SMEs. · As of October 2023, assets under management amounted to ~\$4.3 billion. · The JBIC has signed a Memorandum of Understanding with the Black Sea Trade and Investment Bank (BSTDB) to strengthen cooperation between the two organizations to support business activities that contribute to Ukraine's recovery, as well as to promote projects in areas such as agriculture, food products, transportation and logistics for export, digital infrastructure and healthcare in Ukraine and its neighbors, as well as projects that contribute to climate change mitigation. As part of this, the JBIC will provide up to \$150 million to the BSTDB to cooperate in these territories.
BGK BANK GOSPODARSTWA KRAJOWEGO	<ul style="list-style-type: none"> · The Polish Development Bank, which is the only such institution in the country with a focus on supporting sustainable social and economic growth, building a strong and stable economy, aims to develop cooperation and activate the public and private sectors in order to enhance the potential for social and economic growth. · The total amount of loans issued by BGK is €42 billion. In 2023, new loans and guarantees amounting to €13 billion were issued. · Key areas of activity: sustainable development; social responsibility; development of social capital in education, culture, sports and environment; SMEs; digitalization and innovation; food industry. · In Ukraine, BGK has allocated a total of €12 million since the beginning of the Russian invasion through its partner Kredobank in 82 agreements. · The bank also offers a support program for Ukrainian SMEs. The total amount of the program is €20 million in guarantees to improve access to finance for micro, small and medium-sized enterprises, with a focus on companies affected by the war to restore their business, including the de-occupied and frontline regions of the country. · BGK plans to expand its loan portfolio to €170 million over five years, focusing on the food and agriculture sectors.
Finnfund	<ul style="list-style-type: none"> · Finnfund is a development financial institution that operates in Africa, Asia and Latin America, providing capital, long-term investment loans and mezzanine financing, as well as expert services on investing in emerging markets. · Every year, it makes 20-30 new investments totaling €200-250 million. As of the end of 2023, the total volume of investments, commitments and investment decisions amounted to €1.23 billion, with half of them in Africa. · Invests exclusively in developing countries as defined by the OECD, and in private companies that are profitable, have an impact on economic development and contribute to mitigating climate change. · The key sectoral focus is on renewable energy, sustainable forestry and agriculture, financial institutions, and digital infrastructure and solutions. · In Ukraine, in April 2023, Finnfund committed to invest \$15 million in Horizon Capital Growth Fund IV. In the future, it plans to focus more on supporting Ukraine's recovery and leveraging technological advances to increase its impact (technology and export sector). · The Fund provides for a special allocation of €25 million for investments in Ukraine aimed at projects directly involving Finnish companies.

4.3.2. Insurance programs in Ukraine

In the context of a full-scale war, ensuring a stable inflow of investments into the Ukrainian economy and business is critical. However, it is extremely difficult to realize this without proper war risk insurance and guarantees for investors. That is why the launch of military and political risk insurance in Ukraine is an important event for both the insurance market and the economy as a whole. The

developed infrastructure of war risk insurance becomes an additional incentive for investors to enter the Ukrainian market, creating new jobs and expanding production capacity, in particular for export. Currently, several mechanisms for insuring against military and political risks from various stakeholders are already available in Ukraine:

International organizations (MIGA, DFC, EBRD) that insure foreign and Ukrainian companies that are willing to invest in the Ukrainian economy;

Marsh McLennan and Lloyd's of London, together with Ukrainian state-owned banks, have launched insurance of ships in the Black Sea against war risks under the UNITY insurance mechanism;

Export credit agencies of the EU and G7 countries have also joined the organizations that are ready to insure investments in Ukraine's economy;

Ukrainian insurance companies (ARX and INGO) have started providing insurance services for the property of companies, cargo transportation, automotive vehicles, and railway rolling stock against damage caused by military actions, including as a result of aerial attacks;

The Ukrainian Export Credit Agency started offering two insurance products: direct investment insurance for investors and investment loan insurance for banks;

By strengthening and expanding the tools of the insurance mechanism, Ukrainian and foreign companies receive additional guarantees of financial security, and the Ukrainian economy experiences increased

business activity. Insurance will contribute to the creation of facilities and infrastructure necessary for the development of the processing industry and the export of goods made in Ukraine¹.

Matrix of Insurance Tools for Mitigating the Impact of Hostilities (Ukraine and International Partners)

Insurer / Insurance options	MIGA Multilateral Investment Guarantee Agency	DFC Development Finance Corporation	European Bank for Reconstruction and Development	EU & G7 ECA EUROPEAN UNION EXPORT CREDIT AGENCIES	UA ECA UKRAINE EXPORT CREDIT AGENCY	Sea cargo Marsh McLennan LLOYDS	New product DFC	INGO ARX A FIDELITY COMPANY
Types of risk coverage	A B C	A B C E	D E	A B C E	E	D	A B C E	D
Persons / Assets covered	Foreign investors	Ukrainian and foreign investors	Ukrainian and foreign investors	Foreign investors (Excluding KUKE*)	Ukrainian and foreign investors (Subject to export of Ukrainian products)	Black Sea cargo	Ukrainian and foreign investors	Ukrainian and foreign investors*
Collateral	Ministry of Economy, IFIs/DFIs, Institutional investors and trust funds	IFIs/DFIs, Institutional investors and trust funds	IFIs/DFIs, Institutional investors and trust funds	Foreign governments	Ministry of Economy	Ministry of Economy	DFC	Insurance companies**
Status	✓	✓	🔄	✓	🔄	✓	🔄	✓

Legend for Types of Risk Coverage:

A Political violence B Inability to convert currency, withdraw dividends, or changes in currency controls C Expropriation of property

Property damage and financial defaults:

D Goods in transit / storage E Financial liabilities due to war risks

✓ AVAILABLE 🔄 UNDER DEVELOPMENT

*A Polish agency that provides guarantees not only for foreign investors but also for Ukrainian ones

**Source: Ministry of Economy of Ukraine

¹ <https://www.kmu.gov.ua/news/ukraina-pochynaie-strakhuvaty-svoikh-investoriv-vid-voiennykh-ta-politychnykh-ryzykiv>

Ukrainian market of war risk insurance

Ukrainian insurance companies / Indicators	INGO	ARX	Universalna Insurance Company
The scope of insurance	<p>Objects of property:</p> <ul style="list-style-type: none"> • standard limit of up to UAH 20 million, in some cases up to UAH 30 million <p>Freight transportation:</p> <ul style="list-style-type: none"> • domestic land transportation up to UAH 10 million • sea/river transportation up to UAH 300 million <p>Motor vehicles:</p> <ul style="list-style-type: none"> • actual cost of the vehicle, but not more than UAH 2.52 million; deductible up to 5% <p>Railway rolling stock:</p> <ul style="list-style-type: none"> • within the sum insured, but not more than UAH 5.04 million per unit and UAH 16.2 million per recipient; deductible up to 10% <p>*- by the end of 2024 / beginning of 2025, the limit for domestic land transportation will increase approximately four times</p> <p>** - by the end of 2024 and beginning of 2025, the limit for insurance of motor vehicles and railway rolling stock will increase to approximately UAH 40-50 million</p>	<p>Objects of property:</p> <ul style="list-style-type: none"> • limit of liability per 1 object - up to \$0.5 million <p>Freight transportation:</p> <ul style="list-style-type: none"> • limit of liability per 1 object - up to \$0.5 million <p>Motor vehicles:</p> <ul style="list-style-type: none"> • limit of liability for 1 event - up to UAH 10 million 	<p>Objects of property:</p> <ul style="list-style-type: none"> • limit of liability per 1 object - up to UAH 10 million <p>Freight transportation:</p> <ul style="list-style-type: none"> • limit of liability per 1 object - up to UAH 10 million <p>Motor vehicles:</p> <ul style="list-style-type: none"> • limit of liability per 1 object - up to UAH 8 million
What is covered by insurance	<p>Objects of property:</p> <ul style="list-style-type: none"> • destruction, damage, or loss as a result of hostilities, including hits or debris from missiles, drones, or other munitions <p>Freight transportation:</p> <ul style="list-style-type: none"> • domestic transportation: damage from shock wave, fire, heat; except for losses during storage • sea/river transportation: war, hostilities, abandoned weapons; excluding losses during transportation <p>Motor vehicles and railway rolling stock:</p> <ul style="list-style-type: none"> • partial damage or total loss as a result of military operations, including falling missiles, airplanes, drones, shock waves, fire, and collisions with military equipment. Does not include damage caused by rocket/barrel artillery, small arms/nuclear weapons, mines/ aircraft bombs (of any type), grenades 	<p>Objects of property:</p> <ul style="list-style-type: none"> • "losses due to war risks" means loss (destruction) or damage to the insured property solely as a result of direct and/or indirect impact of missiles, unmanned aerial vehicles of any type and/or their fragments, aircraft ammunition, air defense equipment, missile defense <p>Freight transportation:</p> <ul style="list-style-type: none"> • coverage of War risks when cargo is transported exclusively by road within the territory of Ukraine. Direct losses and/or expenses of the Insured are reimbursed for damage or total destruction (loss) of the entire cargo or its part as a result of: declared or undeclared war; military and hostilities; impact of any weapons (mines, bombs, shells, missiles, etc.), abandoned weapons of war (weapons and ammunition). <p>Motor vehicles:</p> <ul style="list-style-type: none"> • losses due to war risks - loss (destruction) or damage to the vehicle solely as a result of direct and/or indirect impact of missiles, unmanned aerial vehicles of any type and/or their fragments, air defense means, missile defense means 	<p>For all insurance objects, including cargo transportation and motor vehicles:</p> <ul style="list-style-type: none"> • destruction or damage caused by missiles, unmanned aerial vehicles of any type and/or their fragments, air defense equipment, missile defense equipment, aircraft ammunition

Ukrainian market of war risk insurance

Ukrainian insurance companies / Indicators	INGO	ARX	Universalna Insurance Company
Object / subject of insurance	<p>Objects of property:</p> <ul style="list-style-type: none"> all real estate, except for critical infrastructure, ports, airports, infrastructure facilities, production/processing/transportation/storage of natural gas, oil and oil products, as well as enterprises producing weapons and military equipment <p>Freight transportation:</p> <ul style="list-style-type: none"> non-military and non-dual-use cargoes not related to the Russian Federation, not explosive and with routes that bypass high-risk territories and territories of hostilities <p>Motor vehicles:</p> <ul style="list-style-type: none"> all means except those used by the army, territorial defense forces, volunteers, and medical organizations <p>Railway rolling stock:</p> <ul style="list-style-type: none"> all types of railway rolling stock, including locomotives, electric/diesel trains, freight, passenger and special rolling stock 	<p>Objects of property:</p> <ul style="list-style-type: none"> individual residential buildings with interior decoration; outbuildings; integral property complexes; movable property, including goods and materials for legal entities <p>Freight transportation:</p> <ul style="list-style-type: none"> cargo transported by land transport <p>Motor vehicles:</p> <ul style="list-style-type: none"> vehicles 	<p>Objects of property:</p> <ul style="list-style-type: none"> movable and immovable property <p>Freight transportation:</p> <ul style="list-style-type: none"> cargo transported by land transport <p>Motor vehicles:</p> <ul style="list-style-type: none"> Land vehicles (cars, trucks, agricultural machinery)
Coverage area	<p>Objects of property:</p> <ul style="list-style-type: none"> the territory of Ukraine, excluding the occupied territories, and places located closer than 100 km to the occupied territories or the border with Russia, as well as places near critical infrastructure, weapons production, or large industrial facilities; <p>Freight transportation:</p> <ul style="list-style-type: none"> Domestic: Ukraine and European countries, excluding combat zones, occupied territories, Russia, Belarus, Abkhazia, South Ossetia, Nagorno-Karabakh, Transnistria, Cyprus, ports and ferry complexes. sea/river: Worldwide, with the exception of high-risk territories, including the Sea of Azov, Black Sea waters, internal waters of Ukraine, and territories designated as dangerous by the Joint War Committee <p>Motor vehicles and railway rolling stock:</p> <ul style="list-style-type: none"> the entire territory of Ukraine, except for active combat zones, temporarily occupied territories, territories not controlled by the authorities, and places near the state border with the Russian Federation or high-risk territories 	<p>Objects of property:</p> <ul style="list-style-type: none"> the territory of Ukraine, except for the territories located 100 km from the nearest point of the territories/regions of military operations and/or those under temporary occupation. <p>Freight transportation:</p> <ul style="list-style-type: none"> the territory of Ukraine, except for: territories of military (combat) operations, or territorial communities under temporary occupation, encirclement (blockade), as determined by the Ministry of Reintegration of the Temporarily Occupied Territories; territories of Chernihiv, Sumy, Kharkiv, Luhansk, Donetsk, Zaporizhzhia, Kherson regions of Ukraine, Autonomous Republic Crimea <p>Motor vehicles:</p> <ul style="list-style-type: none"> Ukraine (except for the territory of the Autonomous Republic of Crimea, the city of Sevastopol, as well as territories where state authorities temporarily do not exercise or do not fully exercise their powers at the time of the event having signs of an insured event), taking into account the following: on the date of the event, the insurance territory will be located within territorial communities that are not included in the territories where hostilities are being conducted or were conducted on the date of the event, territories of active or possible hostilities, territories of Ukraine temporarily occupied by the Russian Federation, in accordance with the documents 	<p>Property and Freight Transportation:</p> <ul style="list-style-type: none"> The territory of Ukraine, except for the Autonomous Republic of Crimea, Donetsk, Luhansk, Zaporizhzhya, Kharkiv and Kherson regions, as well as territories located closer than 100 km from the temporarily occupied territories and the border with Russia; <p>Motor vehicles:</p> <ul style="list-style-type: none"> the territory of Ukraine, except for the Autonomous Republic of Crimea, Donetsk, Luhansk and Kherson regions, as well as territories located closer than 60 km from the temporarily occupied territories and the border with Russia

Ukrainian market of war risk insurance

Ukrainian insurance companies / Indicators	INGO	ARX	Universalna Insurance Company
Scheme of application submission	<p>Objects of property:</p> <ul style="list-style-type: none"> • Provide information, including the name of the insured, location of the property, categories of property, type of activity, means of protection, losses due to war risks and value of the property <p>Freight transportation:</p> <ul style="list-style-type: none"> • provide information, including the name of the insured, type of cargo, route and mode of transport, cost of cargo, and protective equipment <p>Motor vehicles and railway rolling stock:</p> <ul style="list-style-type: none"> • Provide information, including the name of the insured, a list of vehicles/railroad rolling stock, the territory of use of the vehicle fleet, insurance terms, losses for previous periods, and other important information 	<p>Objects of property:</p> <ul style="list-style-type: none"> • Provide the following information: name/ full name and USREOU/ TIN of the Insured; address of the facility and GPS coordinates; brief description of the facility; replacement cost of the property <p>Freight transportation:</p> <ul style="list-style-type: none"> • Provide the following information: name/full name and USREOU/ TIN of the Insured; list of cargoes to be insured; cargo packaging; transportation routes and modes of transport; sum insured: for a single transportation and total under the insurance contract; number and duration of individual transportation; carriers and/ or forwarders involved in transportation; necessity of cargo insurance during loading and unloading operations; loss history. <p>Motor vehicles:</p> <ul style="list-style-type: none"> • provide information: make/model of the vehicle/list of vehicles (for fleets), cost 	<p>Property and Freight transportation:</p> <ul style="list-style-type: none"> • The client contacts the insurance company, completes an insurance application, and undergoes the underwriting procedure (up to 2 working days). Upon receiving a positive response, an insurance contract is concluded; <p>Motor vehicles:</p> <ul style="list-style-type: none"> • the client applies to the insurance company, fills out an insurance application and concludes an insurance contract. If necessary (in accordance with the established criteria), an underwriting procedure is carried out before the conclusion of the insurance contract (within 2 business days).
Additional information	<p>In order to receive insurance compensation in addition to the standard list of documents confirming the amount of losses, it will be necessary to provide the following:</p> <ul style="list-style-type: none"> • a copy of a written statement to law enforcement agencies regarding the commission of a criminal offense under Article 438 of the Criminal Code of Ukraine "Violation of the Laws and Customs of War"; • a copy of the extract from the Unified State Register of Enterprises and Organizations of Ukraine regarding Article 438 of the Criminal Code of Ukraine "Violation of the Laws and Customs of War" regarding the reported event and/or damage. 	<p>Objects of property:</p> <ul style="list-style-type: none"> • standard requirements under the Law. • There are no additional restrictions. • the decision to accept a particular object for insurance is made by the insurer individually; • critical infrastructure facilities, military facilities and facilities close to them are not insured 	<p>Additional requirements for the client:</p> <ul style="list-style-type: none"> • is not subject to sanctions; • the client's industry does not fall under the exception; • the insured object is not damaged at the time of acceptance for insurance.
Contact information	<ul style="list-style-type: none"> • tel. 0 800 215 553 • e-mail: office@ingo.ua • official website: https://ingo.ua/ • address: 33 Bulvarno-Kudriavska St., Kyiv, Ukraine 	<ul style="list-style-type: none"> • tel. 0 800 30 27 23 • e-mail: mail@arx.com.ua • official website: https://arx.com.ua/ • address: 8 Illinska St., Kyiv, Ukraine 	<ul style="list-style-type: none"> • tel. 0 800 500 381 • e-mail: office@universalna.com • official website: https://universalna.com/ • address: 9 Lesya Ukrainka Boulevard, Kyiv, Ukraine

Source: Materials provided by insurance companies

Appendix - summarized contact information

	Official website	Call center	E-mail
PrivatBank	https://privatbank.ua/	3700	help@pb.ua
Oschadbank	https://www.oschadbank.ua	0 800 210 800	contact-centre@oschadbank.ua
Ukreximbank	https://www.eximb.com/	0 800 50 44 50	contact@eximb.com
Raiffeisen Bank	https://raiffeisen.ua/	0 800 500 500	info@help.raiffeisen.ua
Ukrgasbank	https://www.ukrgasbank.com/	0 800 309 000	contactcentre@ukrgasbank.com
Ukrsibbank	https://ukrsibbank.com/	0 800 505 800	info@ukrsibbank.com
KredoBank	https://kredobank.com.ua/	0 800 500 850	info@kredobank.com.ua
Bank Lviv	https://www.banklviv.com/	0 800 505 848	info@banklviv.com

