



ON THE GREEN PATH

Financing opportunities in Ukraine - Quo Vadis?

Berlin, Germany
20 March 2018

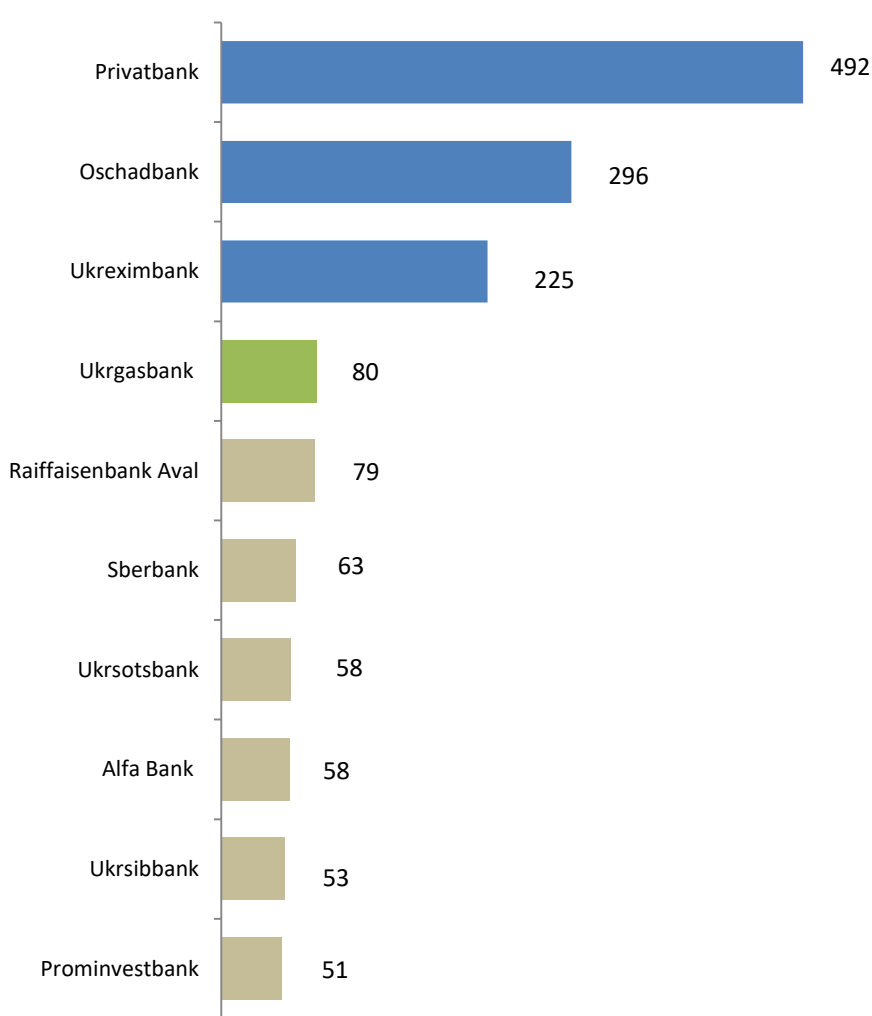
THE ONLY BANK IN THE REGION WITH FOCUS ON GREEN FINANCE

Business profile	Universal bank with a focus on green finance Key business lines: corporate business, SME, retail business, premier banking
Year established	1993
Principal place of business	Ukraine
Major shareholder	State of Ukraine
Shares in free float	1.3%
Total Assets ¹	UAH 80.1 bn (USD 3.0bn)
Share capital ¹	UAH 13.8 bn (USD 0.5bn)
Market share (by assets) ²	4.3%
International audit	since 1997 (currently – Ernst & Young)
Distribution Network	241 branches, 23 regional offices at 153 cities and towns
Customer Base	over 900 thousand retail customers over 43 thousand SME customers over 8 thousand corporate customers

¹ 4q2017 NBU data

² Bank calculation according to NBU data as of 01.10.2017

TOP-10 Ukrainian Banks by Assets ¹
in UAH billions as of 01.01.2018



59%
STATE-CONTROLLED

- 82 banks operating in Ukraine as of 01.01.2018 (down from 163 banks at 1.01.2015). Significant consolidation is underway.
- 23 banks with foreign investments at 4q2017
- 4 operating state-owned banks

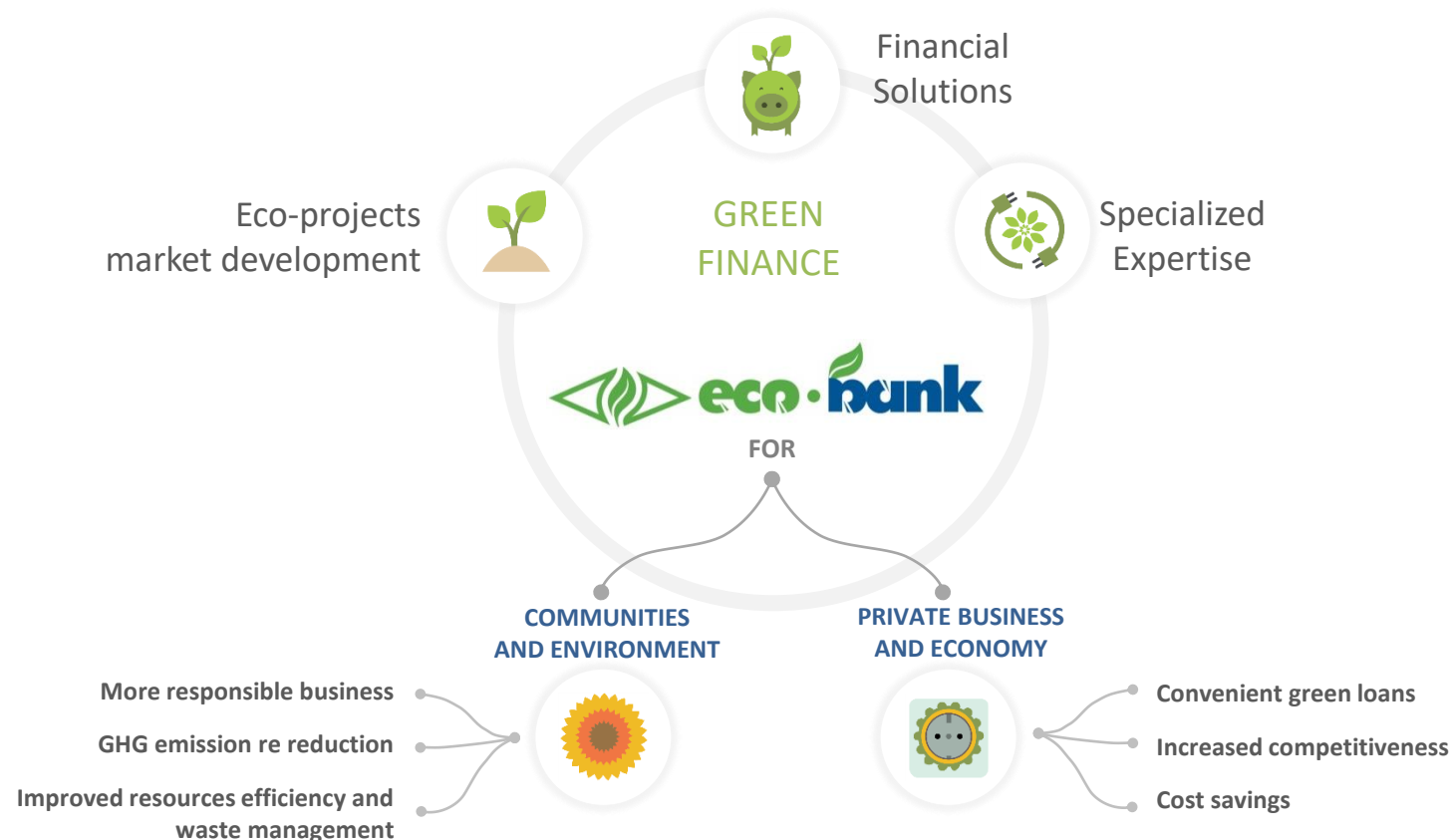
UKRGASBANK Market Positions²

1.01.2018 1.01.2015	1.01.2018 1.01.2015	1.01.2018 1.01.2015	1.01.2018 1.01.2015
No. BY ASSETS	No. BY DEPOSITS	No. BY LOANS	No. BY SHARE CAPITAL
4 17	4 15	6 20	6 21
1.01.2018 1.01.2015	1.01.2018 1.01.2015	1.01.2018 1.01.2015	1.01.2018 1.01.2015
SHARE BY ASSETS	SHARE BY DEPOSITS	SHARE BY LOANS	SHARE BY SHARE CAPITAL
4.3% 1.6%	6.5% 1.7%	6.1% 1.1%	3.4% 1.0%

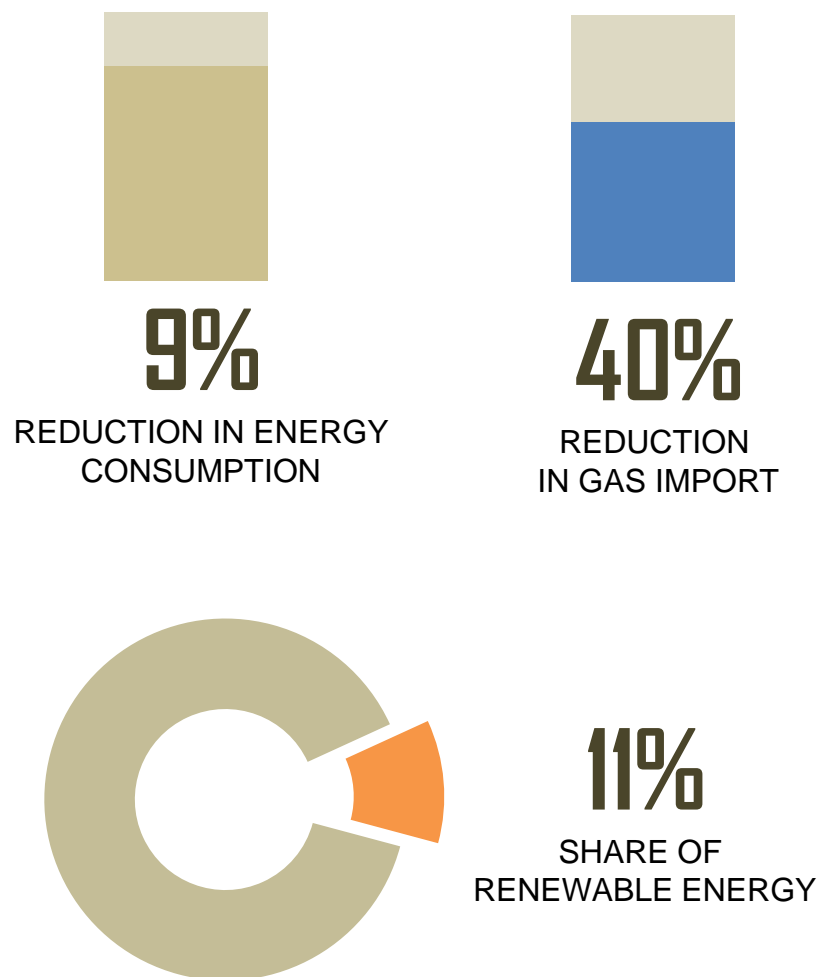
¹ NBU Data
² UKRGASBANK calculation based on NBU data

In May 2016 IFC and UkrGasbank started a joint project in the field of "green" finance aimed at providing easier access to funding for companies that intend to implement projects in renewable energy, energy efficiency and environment protection in the framework of Sustainable Energy Finance Program in Europe and Central Asia

TRANSFORMATIONAL PROJECT OF UKRGASBANK to develop Green Finance sector in Ukraine



National Energy Efficiency Action Plan till 2020 Targets



Total financing needs in the energy efficiency sector of Ukraine according to the 'National Energy Efficiency Action Plan till 2020' are estimated at

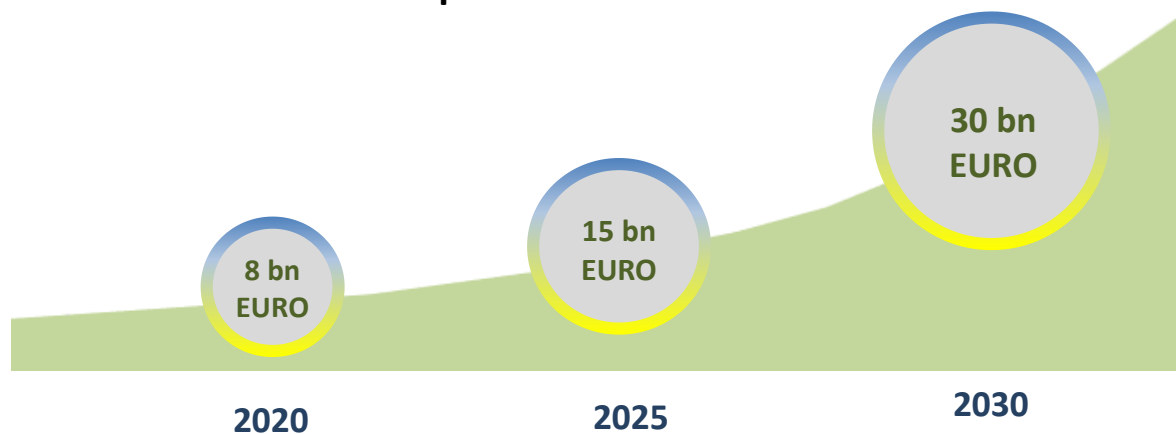
EUR 35bn

The Strategic objective of UKRGASBANK in green finance

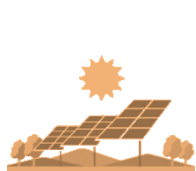
EUR 10bn
STRATEGIC TARGET
OF UKRGASBANK



According to IFC's estimates, the growth of the green finance market of Ukraine is expected to be:



Renewable energy projects (about 70% of the green finance market) have the greatest potential and include:



Solar power plants



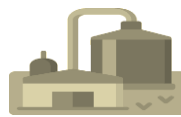
Wind farms



Biomass power plants



Biomass power plants



Biofuel power plants



Huge market capacity



The highest feed-in tariff



The tariff is guaranteed by law

R

RENEWABLE ENERGY



Wind-, solar-, hydro-power,
power storage, biomass

E

ENERGY EFFICIENCY



Energy saving equipment for
measures enterprises

Energy saving measures for housing
and municipal objects

P

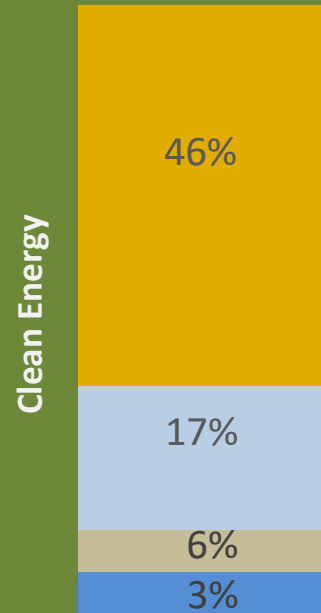
ENVIRONMENT PROTECTION



Harmful emissions reduction

293
LOANS
€334
million

Loans



28%

Energy efficiency
Thermal energy
Transport
Other

Projects



54

SOLAR POWER
PLANTS



4

WIND FARMS



10

BIOFUEL POWER
PLANTS



15

SMALL HYDRO-
POWER PLANTS

TOTAL
CAPACITY

440 MW



210

COMMERCIAL
PROJECTS

+

50k

EE PROJECTS FOR
HOUSEHOLDS*

* Since 2015

GAS SAVING

386M

M³/year

REDUCTION OF EMISSIONS CO₂

803k

tons/year

EQUIVALENT OF TAKING

340k

CARS FROM THE ROAD



UkrGasbank and the Ministry of Ecology signed a framework agreement on cooperation in the implementation of environmental, energy efficient projects

In early 2017 the Bank provided the first green loan for the installation of treatment facilities at one of the largest metallurgical plants in Europe - PJSC "Zaporizhstal"

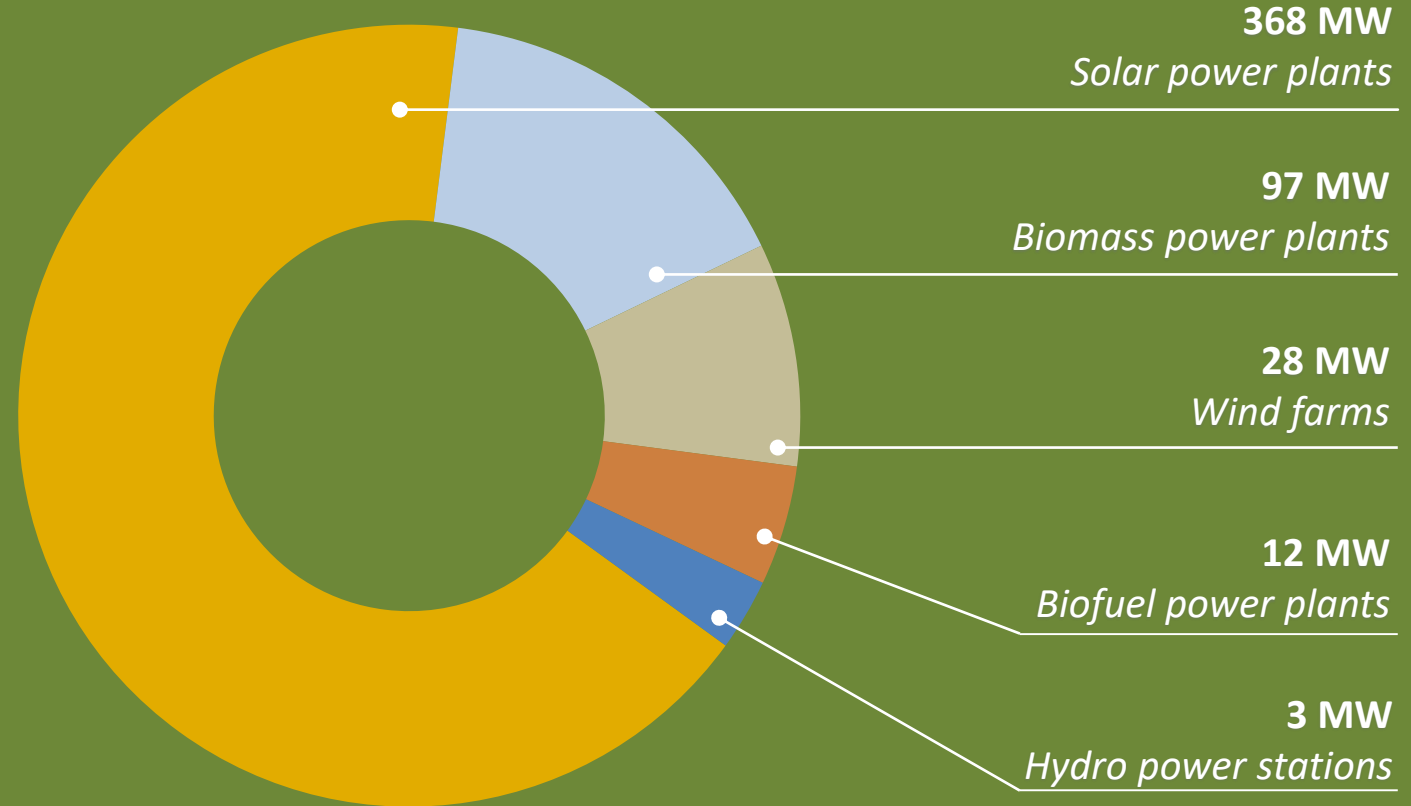
**POLLUTING EMISSIONS WILL DECREASE
BY 20%**

43

PROJECTS

379_m EURO

508 MW





10.5 MW
Total capacity



1.81 mln Euro
Operating income per year



9.7 mln Euro
Project value



7 829 tons per year
Reduction of CO₂ emissions



НАЦІОНАЛЬНИЙ БАНК УКРАЇНИ



EU4Business



Cooperation since **2012**
6 years of successful SME support



4 Lending programs for SMEs



435 Loans





THE ONLY BANK IN THE REGION WITH FOCUS ON GREEN FINANCE

The leader in financing new clean energy facilities in Ukraine



Every third megawatt generated under feed-in tariff in Ukraine was financed with the help of UkrGasbank



The first Bank in Ukraine to introduce loans for purchasing and installing solar power plants and heat pumps for households

ESRMS

UkrGasbank is the first among Ukrainian banks to introduce Environmental and Social Risk Management System

FINANCING/REFINANCING OF PROJECTS FINANCED BY INVESTORS

COFINANCING/ON-LENDING TO BORROWERS AS A LOCAL PARTNER
BANK FOR INTERNATIONAL INVESTORS

FINANCE CAN BE A POWERFUL FORCE FOR GOOD!

THANK YOU FOR YOUR ATTENTION

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