



### About GUF

#### Mission:

- Support of SME Access to Finance by providing loans through partner banks for investments and working capital
- Capacity building of the banking sector that can ensure a sustainable long-term financing of SMEs

#### Inception: 1999

#### Shareholders:

- Government of Ukraine is presented by Ministry of Finance (31.25%)
- National Bank of Ukraine (31,25%)
- Government of Germany is presented by KfW (37,5%)



**Equity:** €19 mil.

**Liabilities:** €17 mil.

#### Partner banks:



#### Supporting instruments:

- Loans for financial support of SMEs
- Advisory support of the partner banks to increase the outreach of finance for SMEs

**Target Group:** micro, small and medium-size enterprises with no more than 250 employees

#### Maximum loan amount:

€250 000

**Tax status:** non-profit organisation

#### Contacts:

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[www.guf.gov.ua](http://www.guf.gov.ua)

### News & Events

#### GUF and Oschadbank began cooperation in supporting of SME Finance



On 22<sup>th</sup> of December 2016, GUF and Oschadbank signed the Memorandum of strategic partnership and cooperation. According to the Memorandum the bank will receive along with long-term funding for SME lending, also the consulting support for the development of SME Finance procedures and credit risk assessment methodology.

[http://www.kmu.gov.ua/control/uk/publish/article?art\\_id=249623202&cat\\_id=244277212](http://www.kmu.gov.ua/control/uk/publish/article?art_id=249623202&cat_id=244277212)

#### GUF participated in the preparation of SME Strategy 2020 Action plan

Executive director of GUF Mr. Oleg Strynzhka met with FORBIZ experts Dr. Ricardo Pinto and Ms. Nataliya Balandina (EC Project) to discuss the draft of the SME Strategy 2020 Action plan and to define the role of GUF in its implementation. In accordance with the preliminary arrangements, GUF will be engaged in the setting up of the Credit Guarantee Scheme within the SME Strategy 2020 for support of SME Finance in Ukraine.

#### GUF Team visited the Ministry of Economic Development and Trade



GUF Executive Director Mr. Oleg Strynzhka together with Fund Manager Dr. Andriy Fetsun met with the First Deputy Minister of Economic Development and Trade of Ukraine Mr. Maksym Nefyodov to discuss a roadmap of the SME Strategy 2020 implementation, including GUF engagement.

During the meeting the parties discussed current situation and hurdles which hinder SME Finance by banks in Ukraine. Parties agreed to conduct a round table with the partner banks of GUF to define perspectives and needs for banking sector in order to improve SME Finance within the SME Strategy 2020.

#### New agreement with EU for SME Finance in local currency by GUF

Within EU initiative «EU4Business» KfW signed the agreement with European Commission in the total amount of €5 million, which will be used for the compensation of the exchange rate potential negative difference for the GUF in SME financing through partner banks in the local currency protecting EU4Business against devaluation.



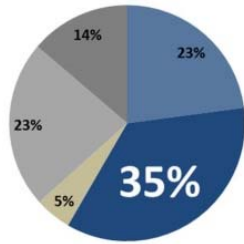
#### GUF expanded cooperation with Ukrgasbank



On 28<sup>th</sup> of December 2016 GUF signed the new loan agreement with Ukrgasbank. The most important precondition for signing of this agreement was a stable increase of the SME loan portfolio by the bank during 2016. One of the reasons for a such positive trend was the consultancy assistance provided by Frankfurt School for the bank to develop internal procedures and technologies of SME Finance.

# As of today Ukrgasbank is the most active partner bank of GUF

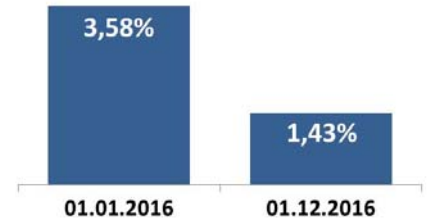
Bank's share in GUF loan portfolio  
(allocated and committed loans)



Growth of the bank's loan portfolio,  
UAH mio



Quality of SME loan portfolio  
under GUF's programs



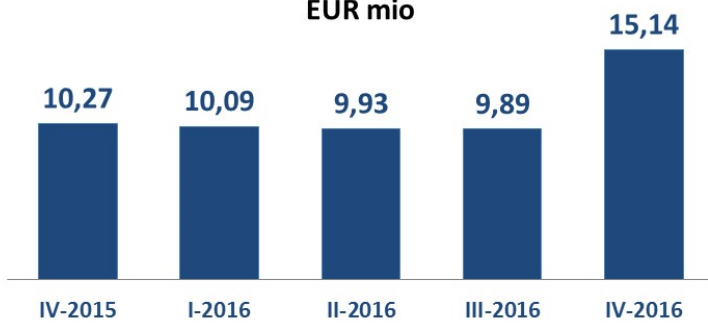
## GUF's Programs

## Key indicators as of 01 December 2016

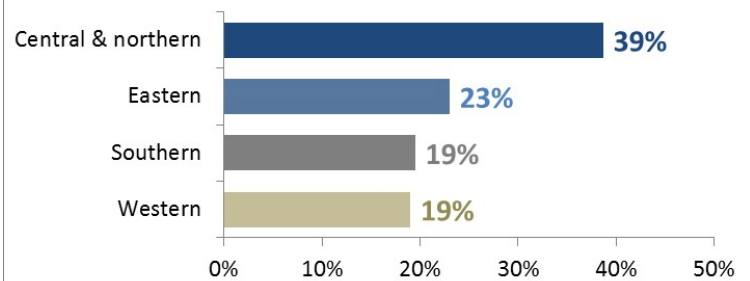
Micro Lending program	161 470 loans since 1997	worth €716,7 mio	126 cities and towns	€28 500 average loan
Program for lending to SMEs in the rural area	408 loans since 2008	worth €26,1 mio	47 cities and towns	€30 000 average loan
Program for lending to SMEs in the prioritized industrial areas	220 loans since 2012	worth €221,7 mio	39 cities and towns	€543 000 average loan

## Loan portfolio of GUF and sub-loan portfolio of partner banks

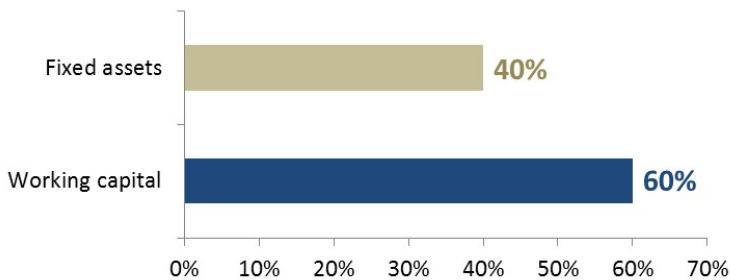
Growth of GUF's loan portfolio,  
EUR mio



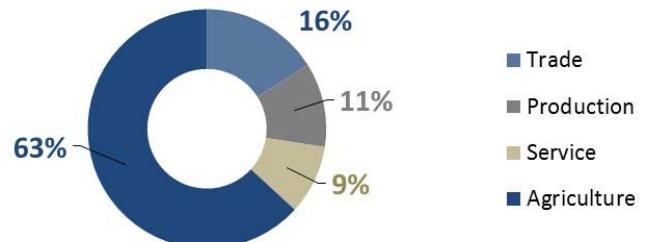
Sub-loan portfolio of partner banks  
by regions of Ukraine as of 01.12.2016



Sub-loan portfolio of partner banks  
by loan purpose as of 01.12.2016



Sub-loan portfolio of partner banks  
by economic sectors as of 01.12.2016



### GERMAN-UKRAINIAN FUND

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