

### 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: 1996

#### 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%)



#### Fund Manager:

International Financial Cooperation Projects Office at Ministry of Finance

**Equity:** €19 mio

**Available Funds:** €36 mio

#### 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:

9, Institutaska str.,  
Kyiv, 01601, Ukraine  
e-mail: [mail@guf.gov.ua](mailto:mail@guf.gov.ua)  
[www.guf.gov.ua](http://www.guf.gov.ua)

### News & Events

#### GUF and JSC «UKRGASBANK» expand cooperation



On February 1, the Memorandum on cooperation between the JSC “Ukrasbank” and the GUF was signed at the Ministry of Finance with the participation of executive director of the GUF Oleg Strynzh, Deputy Minister of Finance Yuriy Butsa, first deputy chairman of the board of the JSC “Ukrasbank” Andriy Kravets, and director of KfW Ukraine Lutz Horn-Haacke.

The Memorandum expands cooperation between the JSC “Ukrasbank” and the GUF aimed to develop the existing and to implement new attractive SME loan programs. The Ukrasbank is currently the most active partner of the GUF and the leader in providing loans to MSME in Ukraine under the GUF programs. From 2012 the bank has provided 274 loans totaling more than 243 million hryvnas.

#### GUF met with representatives of SME-business associations



At the invitation of Kyiv-Mohyla Business School (KMBS) executive director of the GUF Oleg Strynzh and deputy fund manager of the GUF Valeriy Mayboroda addressed the representatives of SME-business associations trained in KMBS. At the meeting GUF’s representatives provided the information about acting and planned program to support of SME-Financing.

Moreover, the GUF has presented a new vision in the implementation of SME Loan programs to be implemented in conjunction with measures to include SMEs to value added chain in the priority sectors of economy of Ukraine.

[https://m.facebook.com/story.php?story\\_fbid=1841946986019465&id=1486424778238356](https://m.facebook.com/story.php?story_fbid=1841946986019465&id=1486424778238356)

#### Started preparations for SME-Financing Fair



Within preparation for the SME Financing Fair, which will be held on April 4, 2017 in the Ukrainian House, the head of the GUF Andriy Fetsun and his deputy Valeriy Mayboroda met with representatives of international projects aimed at supporting of SME-Financing. The purpose of the meeting was the

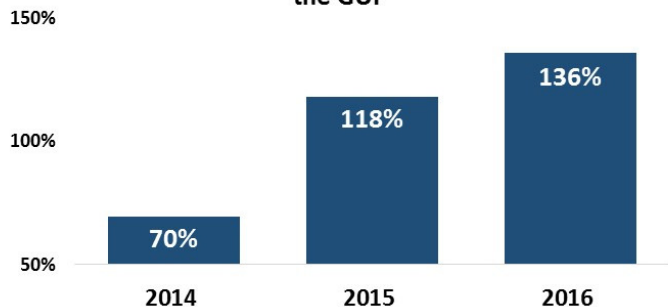
development of the agenda of the future event and signing of the agreement with Pleon Talan, which won the tender for the preparation and organization of the fair.

SME-Financing Fair launches a new platform for SMEs, which will showcase all possibilities of financing their projects from various financial intermediaries - banks, non-banking organizations and international financial organizations.

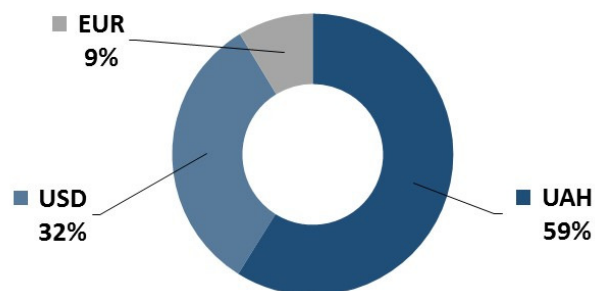
SME-Financing Fair will be opened by senior officials of the Ministry of Finance of Ukraine, the National Bank of Ukraine, the Ministry of Economic Development and Trade of Ukraine, international financial organizations and institutions that promote development of Ukrainian economy.

## SME Loan portfolio of partner banks of the GUF

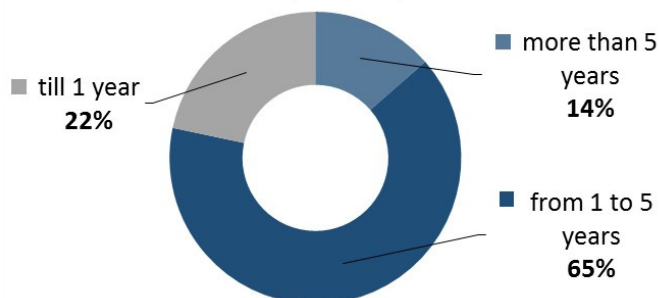
**Growth of SME Loan portfolios of partner banks of the GUF**



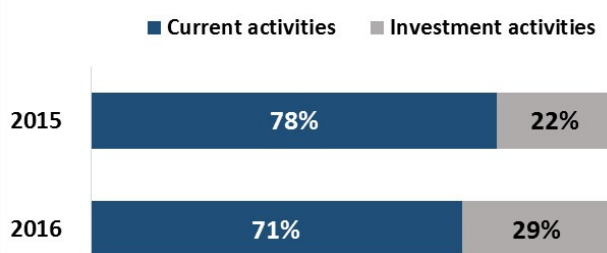
**Structure of SME Loan portfolios of partner banks of the GUF by currency as of 01.01.2017**



**Structure of SME Loan portfolios of partner banks of the GUF by maturity as of 01.01.2017**



**Structure of SME Loan portfolios of partner banks of the GUF by loan purposes**



## GUF's Programs

## Key indicators as of 01 February 2017

### SME Micro Lending program

**161 514**

loans granted since 1997

volume

**€718,5** mio

**128**

cities and towns

**€26 610**

average amount of loan

### SMEs Lending Program in rural areas

**418**

loans granted since 2008

volume

**€26,7** mio

**44**

cities and towns

**€23 210**

average amount of loan

### SMEs Lending Program in prioritized industrial areas

**222**

loans granted since 2012

volume

**€239,2** mio

**36**

cities and towns

**€572 800**

average amount of loan

## GERMAN-UKRAINIAN FUND

**Dr. ANDRIY FETSUN**

Fund Manager

9, Institutaska str.,  
Kyiv, 01601, Ukraine  
[www.guf.gov.ua](http://www.guf.gov.ua)

Tel.: (+38044) 206-59-78  
Moб.: (+38098) 774-30-14  
[a.fetsun@guf.gov.ua](mailto:a.fetsun@guf.gov.ua)

## GERMAN-UKRAINIAN FUND

**VALERIY MAYBORODA**

Deputy Fund Manager

9, Institutaska str.,  
Kyiv, 01601, Ukraine  
[www.guf.gov.ua](http://www.guf.gov.ua)

Tel.: (+38044) 206-59-78  
Moб.: (+38050) 332-62-37  
[v.mayboroda@guf.gov.ua](mailto:v.mayboroda@guf.gov.ua)