

Executive director of the German-Ukrainian Fund:
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GERMAN-UKRAINIAN FUND (GUF)

Fact Sheet. January 2017

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

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News & Events

GUF and JSC «KredoBank» start cooperation



GUF representatives visited JSC "KredoBank" in Lviv to analyze procedures and approaches used by the bank to finance small and medium enterprises (SMEs) within selection of new partner banks of GUF. The analysis confirmed the high level of bank's technology in lending to SMEs which in combination with eligible level of financial performance of the bank are the main factors for partnership between the bank and GUF.

During the visit, the meetings were held with Grzegorz Szatkowski, CEO of the bank, Yevhen Zaihraiev, executive director on corporate and SME business, and Iryna Gruy, director of SME department.

Round table on improving support for SME financing



For the purpose of improving SME access to finance under the GUF programs and in compliance with drafted SME Development Strategy 2020, the GUF arranged a round table with representatives of Ukrainian banks specialized in SME lending, the Ministry of Economic Development and Trade, the Ministry of Finance and the National Bank of Ukraine. The main part of the round table was dedicated to the discussion with representatives of Ukrainian banks, which outlined current status, prospects and obstacles of SME lending. GUF proposed a new approach in the implementation of SME loan programs in conjunction with measures to include SMEs to value chain in priority sectors of Ukrainian economy.

https://m.facebook.com/story.php?story_fbid=1836537639893733&id=1486424778238356

GUF signed the Memorandum of Partnership with JSC "Creditwest Bank"

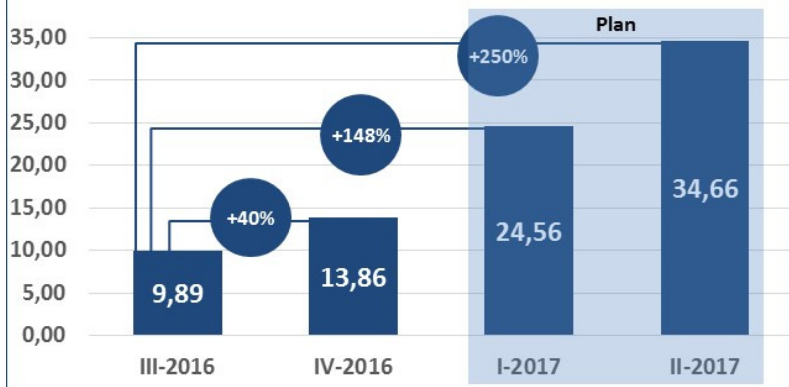


As part of the round table on improving support for SME financing, GUF signed a Memorandum of Cooperation and Partnership with JSC "Creditwest Bank." An important prerequisite for the signing of this Memorandum became clear specialization of the bank on segment of small and medium enterprises as well as acceptable for the GUF financial condition of the bank. Signing of the Memorandum opens opportunities for the bank to participate in programs of GUF to support of SME financing.

In addition, JSC "Creditwest Bank" will be involved in joint marketing and communication activities with GUF for purpose to expand the information about the possibilities to support SME finance under the programs of GUF.

https://bank.gov.ua/control/uk/publish/article?art_id=43456076&cat_id=55838

Growth of GUF's loan portfolio, EUR mio



The main factors of the planned growth of the loan portfolio of GUF in the 1st quarter of 2017:

Improved risk management policy that uses an individual approach to each bank, establishing collateral coverage ratio with relation to specific bank's financial performance and support of shareholders.

The main factors of the planned growth of the GUF loan portfolio in the 2nd quarter of 2017:

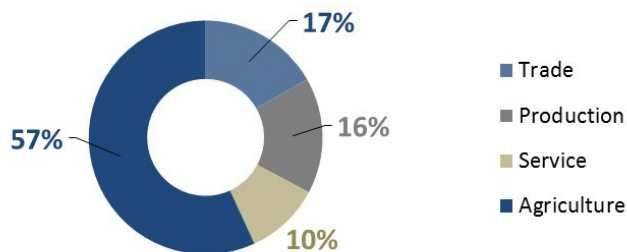
Expanding UAH loans to partner banks through the introduction of FX risks hedging mechanism at the expense of the European Commission.



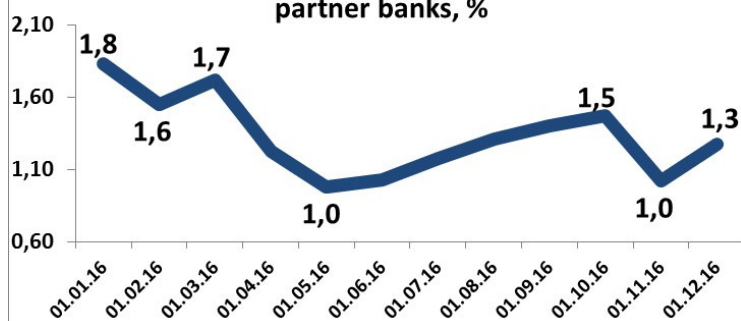
EU4Business

Sub-loan portfolio of partner banks

Sub-loan portfolio of partner banks by economic sectors as of 01.01.2017



Share of NPLs in the sub-loan portfolio of partner banks, %



GUF's Programs

Key indicators as of 01 January 2017

SME Micro Lending program

161 502
loans granted since 1997

volume
€717,8 mio

124
cities and towns

€25 860
average amount of loan

SMEs Lending Program in rural areas

411
loans granted since 2008

volume
€26,3 mio

39
cities and towns

€18 900
average amount of loan

SMEs Lending Program in prioritized industrial areas

221
loans granted since 2012

volume
€233,3 mio

36
cities and towns

€620 000
average amount of loan

GERMAN-UKRAINIAN FUND

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