

# **Ukraine**

**Investor Presentation** 



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# Key facts on Ukraine

Largest country in Europe **Abundant** natural resources Highly educated human capital Pro-European society



**Area**: 603,548 sq. km

Capital: Kyiv

Language: Ukrainian

Population: 42.4m<sup>1</sup>

► Life expectancy: 72 years²

Currency: Ukrainian hryvnia (UAH)

Exchange rate (as of 01.07.2018): 1UAH = US\$ 0.0380

Nominal GDP (2017): US\$ 112.2bn

• Real GDP growth (2017): 2.5%

State and state-guaranteed debt: US\$ 76.3bn<sup>3</sup>

State external debt: US\$ 37.6bn<sup>3</sup>

Key economic sectors: agriculture, mining and manufacturing industry, electricity generation, transport and IT

Source State Statistics Service of Ukraine



# Key investment highlights

- Significant fiscal consolidation efforts leading to primary surpluses since 2015
- Narrowing consolidated budget deficit at 1.5% of GDP in 2017 vs 4.5% in 2014
- Strong tax revenue growth
- Manageable public debt levels after peaking at c.81% of GDP as of end-2016 are trending downward (c.72% of GDP as of end-2017)
- Successful return to international capital markets with US\$3.0bn Eurobond issue and c.US\$ 1.7bn concurrent LMO¹ in September 2017
- ► The largest arable land bank in Europe
- One of the global leaders in production of several crops
- Leading positions in metallurgy, electricity generation, IT



- ➤ Strong, broad based GDP growth, with an expected 2021 growth rate of 4.1%²
- External rebalancing and reorientation of exports towards the EU
- Large and qualified workforce (16.2m people employed in 2017), with a relatively low average annual wage (US\$ 3.2k in 2017³), well below OECD average in 2017 (US\$ 40.6k⁴)
- Extensive and consistent support from international financial institutions and bilateral partners (the IMF, the World Bank, the EU and individual EU countries, United States)
- Unprecedented set of reforms adopted across the economic and political systems (energy market liberalization, banking sector clean-up, tax reform, creation of anti-corruption agencies, pension and healthcare reforms, etc.)
- > Strong commitment to tackle corruption

#### Notes

- Liability management operation
- 2 According to The Forecast of the Economic and Social Development of Ukraine for 2019-2021 prepared by the Ministry of Economic Development and Trade (MEDT) and approved by the Cabinet of Ministers of Ukraine
- 2017 average salary according to State Statistics Service of Ukraine divided by 2017 average UAH/US\$ exchange rate
- 4 According to OECD





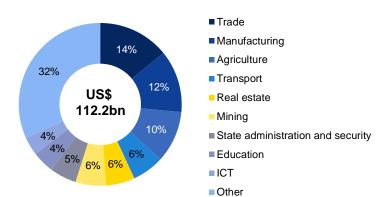
# 1. A story of recovery and renewal

- 2. The strong reform momentum
- 3. Fiscal consolidation supporting a prudent debt management strategy
- 4. Update on ongoing IMF programme in Ukraine
- 5. Appendices

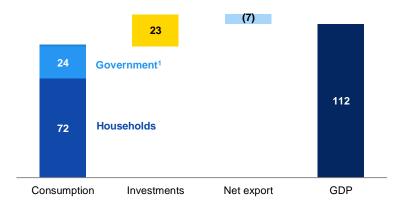


# Overview of Ukraine's economy

## 2017 nominal GDP breakdown by sector



### 2017 nominal GDP breakdown by expenditures, US\$ bn



Note 1 incl. NPOs

### **Corporations operating in Ukraine**



## Population breakdown, m

	2017
Total population	42.4m
Economically active population	17.8m
Employed	16.2m
Unemployed	1.7m
Unemployment rate <sup>1</sup>	9.5%

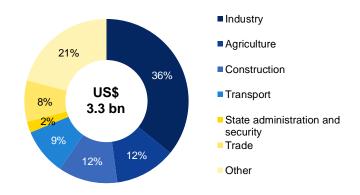
Note 1 As % of economically active population Source State Statistics Service of Ukraine

# A strong and broad based economic recovery (1/2)

#### **Comments**

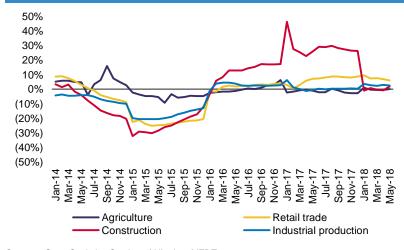
- Ukraine's economic recovery has been relatively broad based, including growth in the industrial production, agriculture and retail trade
  - In 5m 2018 Ukraine witnessed 6.1% growth in retail trade, 2.6% – in industrial production, 1.8% increase in construction and 0.2% – in agri output
- Capital investments growth accelerated to 37.4% in Q1 2018 vs 21.4% in Q1 2017, thus establishing a solid basis for Ukraine's real growth acceleration
  - Industry has been the major contributor to capital investments in Q1 2018 accounting for c.36% followed by agriculture and construction with 12% each

### Q1 2018 capital investments split by sector, %



Source State Statistics Service of Ukraine

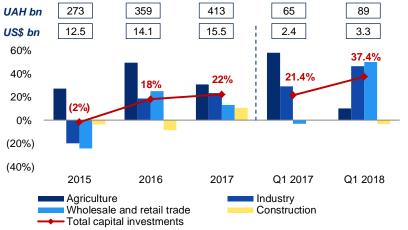
# Growth of key economic sector output (y-o-y), %



Sources State Statistics Service of Ukraine, MEDT

Source State Statistics Service of Ukraine

# Capital investments growth (y-o-y), %



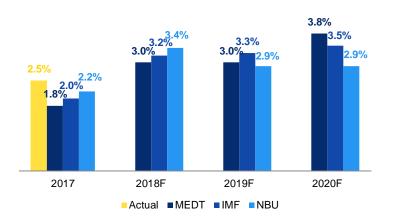


# A strong and broad based economic recovery (2/2)

#### **Comments**

- After three years of GDP contraction, real GDP returned to growth phase from Q1 2016
- **2017 real GDP growth reached 2.5%** (y-o-y) exceeding MEDT (1.8%), IMF (2.0%), as well as NBU (2.2%) forecasts
- Real growth in Q1 2018 accelerated further to 3.1% (y-o-y) exhibiting significant upturn from 2.2% in Q4 2017
- Ukraine's medium-term growth prospects underpinned by acceleration of both domestic investment demand and private consumption
  - 14.1% real wages growth (y-o-y) in May 2018 contributes to further strengthening of Ukraine's domestic consumer demand

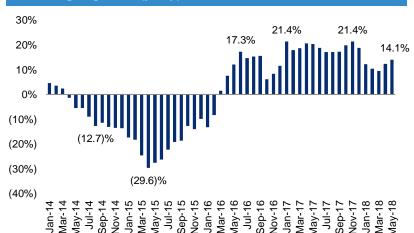
### Real GDP growth forecast, %1



Note 1 As of July 18th, 2018

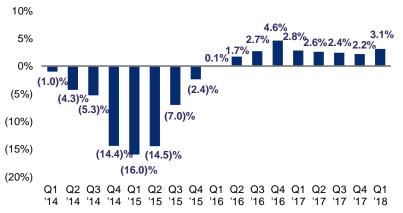
Sources NBU, IMF, MEDT, State Statistics Service of Ukraine

# Real wages growth (y-o-y), %



#### Source NBU

### Real GDP growth (y-o-y), %



Source State Statistics Service of Ukraine



# As a result, external accounts have already adjusted

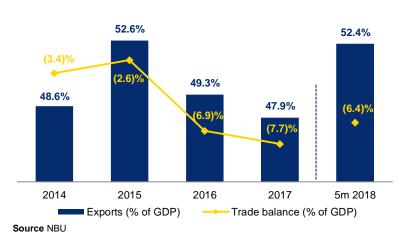
In March 2018 the
NBU changed
methodology on
personal remittances
estimation. As a
result, personal
remittances data for
2015-2017 were
revised up by
US\$ 1.8bn, US\$ 2.1bn
and by US\$ 2.0bn,
respectively.

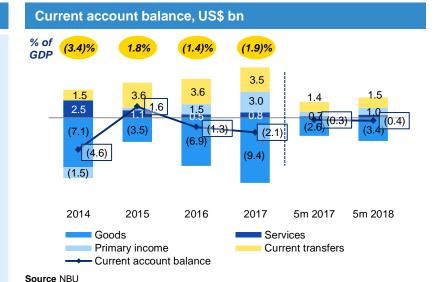
CA balance was subsequently amended from (0.2%) to 1.8% in 2015; from (3.7%) to (1.4%) in 2016 and from (3.7%) to (1.9%) in 2017.

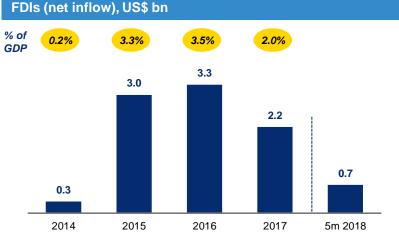
#### **Comments**

- Ukraine's external accounts have been adjusting since 2013
  - Current account (CA) deficit decreased sharply from 9.0% of GDP in 2013 to 1.9% in 2017
- Strong external position despite trade restrictions
  - Slight deterioration of CA balance in 2017 vs 2016: growing agri- and steel exports amid recovering commodity prices offset by growth in machinery and gas imports due to strong investment demand
  - CA deficit of US\$ (0.4)bn in 5m 2018 stood close to the level observed over the corresponding period in 2017
- Foreign Direct Investments (FDIs) getting progressively back to pre-crisis level, supporting country's economic recovery
  - Decrease in net FDI inflows in 2017 vs 2016 is primarily attributable to lower need of foreign banks recapitalization

### Exports and trade balance, % of GDP







Source NBU



# Prudent monetary policy to ensure macroeconomic stability

## **Monetary policy**

#### Feb 2014

The NBU de facto switched to a flexible exchange rate regime

#### Feb 2015

FX reserves decreased to US\$ 5.6bn

#### Aug 2015

The NBU de facto transferred to inflation targeting

#### **Dec 2016**

The NBU formally adopted an inflation-targeting framework

#### Nov 2017

FX reserves reached a 3-year high at US\$ 18.9bn

#### Oct 2017 - Mar 2018

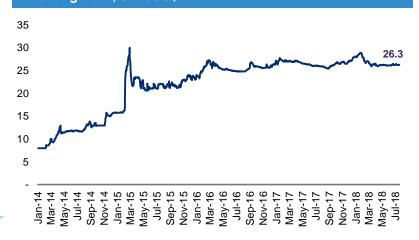
Key policy rate dynamics

- 14.5% (Dec 2017)
- 16.0% (Jan 2018)
- 17.0% (Mar 2018)
- 17.0% (Apr 2018)
- 17.5% (Jul 2018)

#### Comments

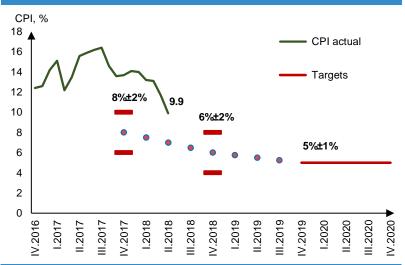
- After macroeconomic recovery and fiscal consolidation inflation has fallen from its peak of 61% in April 2015 to 12.4% by end-2016
  - further acceleration at the beginning of 2018 driven by faster growth in raw food prices and revival of consumer demand
  - consumer inflation decreased from 14.0% in February to 9.9% in June 2018 (y-o-y) owing to tight monetary conditions
- The NBU pursues a fairly tight monetary policy by raising its key policy rate from 17.0% to 17.5% in July 2018. The regulator expects to bring inflation back to target levels by end-2019
- The surplus of the balance of payments and return to Eurobond market boosted international reserves to US\$ 18.9bn in November 2017, the highest level since the beginning of 2014
  - Subsequent decline to US\$ 18.0 bn¹ as of June 2018 took place mainly due to state FX-denominated debt repayment

### **Exchange rate, UAH/US\$**

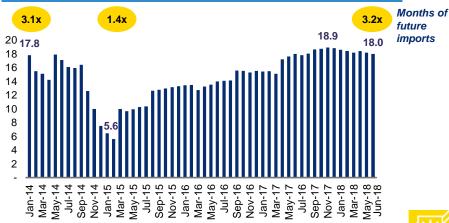


#### Source NBU

# Consumer price index (CPI), % change (y-o-y)



#### Gross international reserves<sup>1</sup>, US\$ bn



Note 1 Gross international reserves as of June 2018 represent preliminary estimates



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# 1 Public governance

Decentralization

Judicial reform allowing

competitive selection of

judges and renovation of

Supreme Court (October

Law on concession road

investment for concession

selection of independent

supervisory boards for

construction to create

conditions for attracting

roads construction

New framework for

SOEs (March 2018)

The law on High Anti-

**Corruption Court was** 

Law on Enhancement of

corporate governance in

adopted (June 2018)

state-owned banks

(July 2018)

(February 2018)

Anti-corruption

Civil service

2017)



Public finance



- Public expenditures and procurement
- Debt management
- Law on education, bringing the system closer to EU standards (September 2017)
- Pension reform aimed at easing pressure from a pensions deficit (October 2017)
- Healthcare reform adopting setup based on western models (December 2017)
- New approach for subsidies aiming for more targeted and fair approach (April 2018)
- Law on nominal holder simplifying access of nonresidents to local securities market (May 2018)

# 3 Business climate



- Foreign trade
- Competitiveness
- Privatization
- Continuing deregulation: CMU decision to abolish more than 300 outdated regulations (December 2017)
- Law on New Framework for Privatization (March 2018)
- Law on Corporate
   Agreements to enhance
   corporate governance
   practices in joint-stock and
   limited liability companies
   (LLCs) (February 2018)
- Law on LLCs aimed at strengthening the legal framework regulating rights of partners (February 2018)
- Facilitation of customs procedures based on "single window" principle (July 2018)

Financial sector



- Monetary policy
- Banking sector
- NBU role
- Law on Creation of NBU's Credit Register to improve banks' credit risk management processes (March 2018)
- Law on Currency and Currency Operations aimed at liberalization of currency regulations (June 2018)
- Privatbank development strategy till 2022 approved by the Ministry of Finance (July 2018)
- Law on Lending Resumption to stimulate lending activity and decrease cost of borrowing (July 2018)

5 Energy sector

Update on key recent reforms



- Energy sector diversification
- Gas and heating tariffs
- Deregulation of natural gas extraction leading to quicker licensing process and reduction of rents for natural gas extraction (March 2018)
- Victory Naftogaz of Ukraine over Russia's Gazprom in Stockholm Arbitration: financial gain of US\$ 2.56bn coupled with competitive gas supplies and expected firm transit revenues under the existing transit contract (February 2018)

Source VRU

Source CMU, Ministry of Finance

Source Ministry of Economic Development and Trade Source NBU, Ministry of Finance

Sources VRU, Naftogaz



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# Ambitious 2018 State budget driven by strong tax revenue growth

# 2018 State budget figures<sup>1</sup> vs. actual 2017:

- Total revenues: UAH 918bn (+16%)
- Total expenditures:
   UAH 992bn (+18%)
- Budget deficit:
   UAH 81bn / 2.4% of
   GDP<sup>2</sup>)

According to 2018 State budget

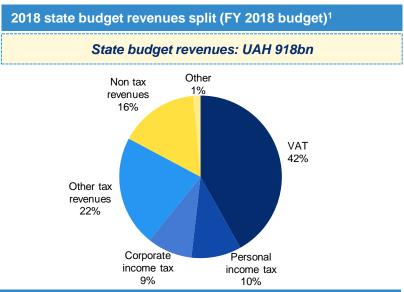
Budget deficit defined as revenues

minus expenditures and minus net

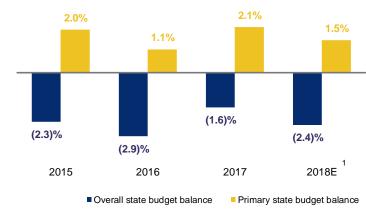
Law as of end-May 2018

Notes

lending

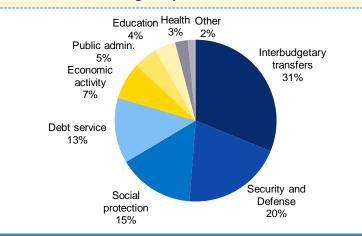


# State budget balance, % of GDP<sup>3</sup>

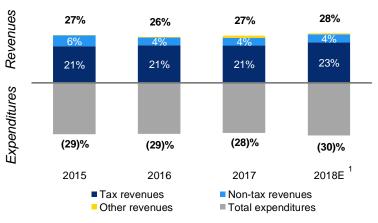


### 2018 state budget expenditures split (FY 2018 budget)<sup>1</sup>

#### State budget expenditures: UAH 992bn



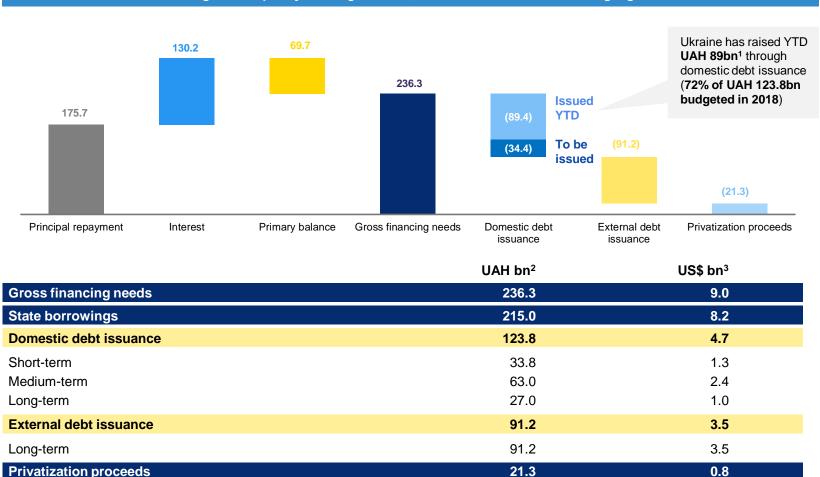
### State budget revenues and expenditures, % of GDP<sup>3</sup>





# Ukraine's 2018 gross financing needs

## Ukraine's 2018 Gross financing needs split by funding sources, UAH bn - Based on state budget general fund



#### Notes

- As of July 17th, 2018
- 2 2018 State budget was based on the assumed UAH/US\$ exchange rate of 30.1 UAH/US\$
- Figures in UAH were translated into US\$ at 26.19 UAH/US\$ (NBU UAH/US\$ exchange rate as of July 1st, 2018)

Sources Ministry of Finance, 2018 State budget Law



# 2018 YTD domestic government bond issuance

# YTD domestic government bond issuances (in UAH and US\$)1

In 2018 Ukraine also
issued EUR-
denominated
domestic government
bonds:

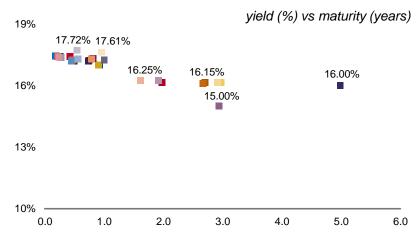
**Bonds in EUR** 

- Amount issued: EUR 272m
- Weighted average yield: 4.07%

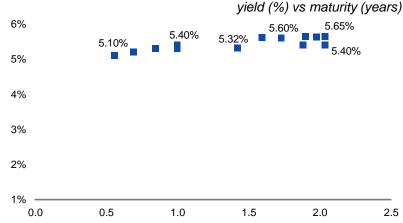
There were no issuances of domestic government bonds in EUR over the same period<sup>2</sup> in 2016 and 2017.

	YTD 2016 <sup>2</sup>	YTD 2017	YTD 2018				
UAH-denominated bonds (UAH m)							
Funds remitted to state budget	24,544	19,377	36,430				
up to 1 year	4,546	4,698	31,840				
1-3 years	15,564	14,679	2,885				
3-5 years	4,434	-	1,705				
over 5 years	-	-	-				
Weighted average yield at auctions, %	17.66%	14.92%	16.70%				
up to 1 year	16.87%	14.65%	16.80%				
1-3 years	18.15%	15.01%	16.15%				
3-5 years	16.75%	-	15.87%				
over 5 years	-	-	-				
Consumer inflation <sup>3</sup>	6.9%	15.6%	9.9%				
US\$-denominated bonds (US\$ m)							
Funds remitted to state budget	1,988	38	1,678				
up to 1 year	-	-	919				
1-3 years	1,988	38	759				
3-5 years	-	-	-				
over 5 years	-	-	-				
Weighted average yield at auctions, %	7.71%	5.49%	5.37%				
up to 1 year	-	-	5.20%				
1-3 years	7.71%	5.49%	5.57%				
3-5 years	-	-	-				
over 5 years	-	-	-				

## Primary market UAH-denominated yield curve (in May-Jul 2018)1



# Primary market US\$-denominated yield curve (YTD)1

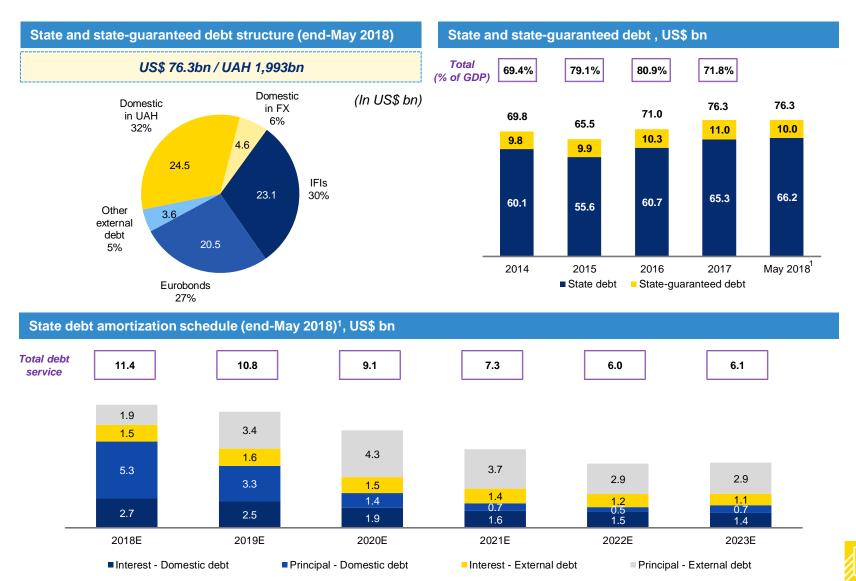


Source Ministry of Finance

#### Notes

- 1 As of July 17th, 2018
- 2 Period starting from January 1st till July 17th of the respective year
- 3 Actual CPI change (y-o-y ) in June 2016, 2017 and 2018

# Prudent and proactive debt management strategy (1/2)



July 2018

Note 1 Incl. outstanding debt

Source Ministry of Finance

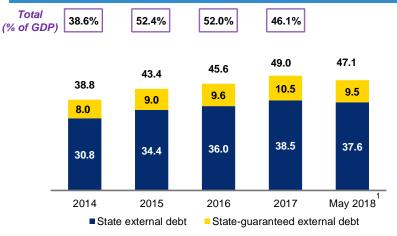
obligations only

# Prudent and proactive debt management strategy (2/2)

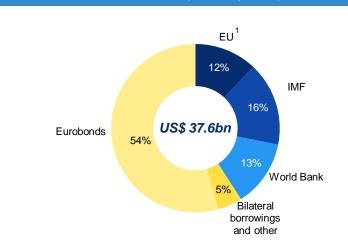
#### **Comments**

- As of end of May 2018, Ukraine's total state and stateguaranteed debt (US\$ 76.3bn) is composed of
  - 62% of external debt, 38% of domestic debt
  - 87% of state debt, 13% of state-guaranteed debt
- State external debt is split between
  - A growing portion of debt owed to International Financial Institutions (IFIs) reflecting increasing IFIs financial support to Ukraine
  - Non-concessional debt in the form of Eurobonds
- The peak state debt repayments from 2019 onwards call for a proactive debt management strategy

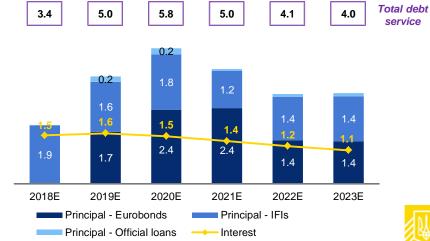
### State and state-guaranteed external debt, US\$ bn



### State external debt structure (end-May 2018)



### State external debt amortization (end-May 2018)2, US\$ bn



Notes

Incl. EBRD, EIB and the EU

Incl. existing debt obligations only

Source Ministry of Finance



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# Update on ongoing IMF programme in Ukraine

### **Key milestones**

- **February 2015:** IMF staff Level Agreement on a US\$ 17.5bn Extended Fund Facility Arrangement (the EFF) (900% of quota)
  - 2<sup>nd</sup> largest IMF programme in percentage of quota: compared to 2,159% of quota for the 2<sup>nd</sup> programme in Greece or 422% for Egypt and 322% for Iraq
  - With limited front-loading to incentivize reforms
- ▶ August 2015: Staff Level Agreement on 1<sup>st</sup> review under the EFF
- October 2015: Discussions on the 2<sup>nd</sup> review under the EFF
- December 2015: IMF decision on the Status of Ukraine's Eurobond Held by the Russian Federation
- September 2016:
  - Completion of the 2<sup>nd</sup> review under the EFF and approval of US\$ 1bn Disbursement
  - Reduction in the number of reviews to 11 and rephasing of remaining access to align purchases with reform progress and balance of payments needs
- April 2017: Completion of the 3<sup>rd</sup> review of the EFF and disbursement of the 4<sup>th</sup> tranche of EFF support
  - Reduction in the number of reviews to 10, as well as change of a schedule of IMF programme reviews
- ► H2 2018: Upcoming next tranche of the EFF of SDR1.4bn (c.US\$ 2.0bn) is expected

Past and upcoming IMF reviews		
Availability date / Next reviews	XDR m	US\$ m <sup>1</sup>
March 11, 2015	3,546	4,879
July 31, 2015 [1st review]	1,182	1,659
September 15, 2016 [2 <sup>nd</sup> review]	716	1,003
April 3, 2017 [3 <sup>rd</sup> review]	734	996
4 <sup>th</sup> review	1,418	1,995
5 <sup>th</sup> review	952	1,339
6 <sup>th</sup> review	952	1,339
7 <sup>th</sup> review	712	1,001
8 <sup>th</sup> review	712	1,001
9th review	712	1,001
10 <sup>th</sup> review	712	1,001
Total	12,348	17,216

### Key structural benchmarks to be met for IMF 4th review

- Pension reform:
  - Approved in October 2017
- Privatization:
  - Law became effective in March 2018
- Anti-corruption court:
  - The law on High Anti-Corruption Court adopted on June 7<sup>th</sup>, 2018
- Increase in retail gas tariffs:
  - In progress
- Alignment of 2018 State budget with 2.5% target deficit:
  - In progress

Note 1 March 2015 - April 2017 tranches translated at NBU XDR/US\$ exchange rate as of the date of the receipt of the tranches; expected tranches converted at 1.40657 XDR/US\$ as of July 1<sup>st</sup>, 2018 Sources IMF, Ministry of Finance



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# 2018 State budget execution

	State bu	udget general t	fund			Overall state budget			
UAH m	Jan-May Act.	Jan-May Plan	% diff.	Jan-May 2017 Act.	Jan-May 2018 Act.	% diff.	2017 Act.	2018 Plan <sup>1</sup>	% diff.
Revenues	337,663	341,222	(1%)	325,773	369,730	+13%	793,442	917,879	+16%
Tax revenues, incl.	284,386	289,091	(2%)	251,870	297,957	+18%	627,154	759,898	+21%
Personal income tax and income charge	34,147	33,662	+1%	27,879	34,147	+22%	75,033	91,124	+21%
Corporate profit tax	50,584	41,043	+23%	28,436	50,584	+78%	66,912	82,327	+23%
Fee for the use of mineral resources	15,261	19,033	(20%)	24,300	15,342	(37%)	48,661	46,529	(4%)
Excises	28,282	35,186	(20%)	40,192	40,398	+1%	108,293	124,077	+15%
VAT (net of VAT reimbursement)	147,363	149,381	(1%)	124,840	147,363	+18%	313,981	384,300	+22%
Export and Import duties	8,995	9,684	(7%)	9,207	10,182	+11%	24,542	28,698	+17%
Other taxes and duties	(246)	1,102	(122%)	(2,983)	(58)	+98%	(10,269)	2,843	(128%)
Non-tax revenues	53,277	52,132	+2%	73,903	71,773	+3%	166,288	157,981	(5%)
Expenditures	(354,117)	(390,414)	(9%)	(300,038)	(379,902)	+27%	(839,453)	(991,700)	+18%
General public functions, incl.:	(64,117)	(71,670)	(11%)	(56,037)	(66,779)	+19%	(142,493)	(177,332)	+24%
Debt service	(50,756)	(55,243)	(8%)	(46,184)	(50,756)	+10%	(110,456)	(130,200)	+18%
Security and Defense	(62,324)	(70,985)	(12%)	(49,131)	(67,340)	+37%	(162,197)	(198,828)	+23%
Economic activity	(6,895)	(13,064)	(47%)	(9,981)	(14,063)	+41%	(47,000)	(73,321)	+56%
Protection of environment	(1,062)	(1,285)	(17%)	(1,738)	(1,172)	(33%)	(4,740)	(4,749)	+0.2%
Municipal utilities and services	-	(26)	(100%)	(4)	(6)	+71%	(17)	(414)	+2,342%
Healthcare	(3,373)	(7,448)	(55%)	(3,256)	(4,006)	+23%	(16,729)	(25,235)	+51%
Intellectual and physical development	(2,736)	(3,823)	(28%)	(2,444)	(2,780)	+14%	(7,898)	(10,362)	+31%
Education	(10,771)	(12,515)	(14%)	(14,901)	(16,266)	+9%	(41,297)	(41,338)	+0.1%
Social welfare	(65,253)	(66,686)	(2%)	(49,098)	(65,414)	+33%	(144,479)	(151,084)	+5%
Interbudgetary transfers	(137,585)	(142,913)	(4%)	(113,450)	(142,076)	+25%	(272,603)	(309,037)	+13%
Net lending	2,302	1,872	+23%	734	996	+36%	(1,871)	(6,829)	+265%
Primary balance	36,605	7,922	+362%	72,652	41,580	(43%)	62,574	49,551	(21%)
Overall state budget balance <sup>2</sup>	(14,152)	(47,320)	(70%)	26,468	(9,176)	(135%)	(47,882)	(80,649)	+68%

#### Notes

Source State Treasury of Ukraine



<sup>1</sup> According to 2018 State budget Law

<sup>2</sup> Budget deficit defined as revenues minus expenditures and minus net lending



# Thank you for your attention!