

Ukraine: Investor Presentation



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Ukraine's economy: dynamics of selected indicators

	2015	2019		Today
Real GDP growth	(9.8)%	3.2%	\rightarrow	(2.2)% (Q1 2021)
Consumer inflation (eop)	43.3%	4.1%	>	9.5% (May 2021)
Reserves (eop)	US\$ 13.3bn (eop)	US\$ 25.3bn (eop)		US\$ 27.8bn (Jun 1, 2021)
Primary state budget balance¹	2.0% of GDP	1.0% of GDP	>	0.3% of GDP ² (Q1 2021)
% State debt to GDP	67.1%	44.3%	-	51.4%³ (Q1 2021)

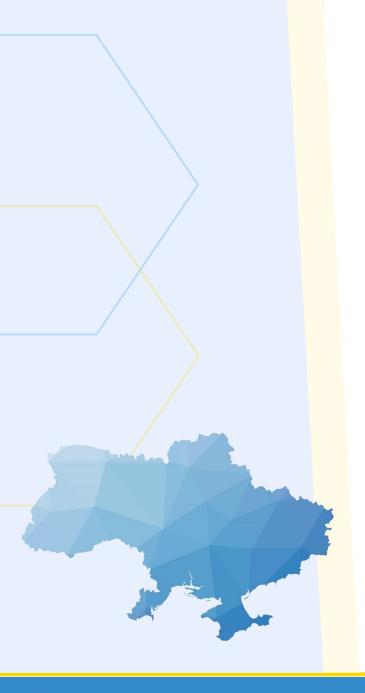
Note 1 Primary state budget balance defined as state budget revenues minus expenditures excl. debt service and minus net lending



Note 2 Estimated based on primary state budget balance of UAH 12.7bn during Q2 2020 - Q1 2021 and actual nominal GDP of UAH 4,349bn during Q2 2020 - Q1 2021

Note 3 Estimated based on actual state debt of UAH 2,235bn as of Mar 31, 2021 and actual nominal GDP of UAH 4,349bn during Q2 2020 - Q1 2021

Sources State Statistics Service of Ukraine, NBU, State Treasury



- Solid foundation for long-term economic growth
- 2 Return to gradual fiscal consolidation
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Accumulated economic buffer to curb Covid-19 crisis (1/2)

2020 GDP in current prices

US\$ 156bn

GDP per capita dynamics, US\$

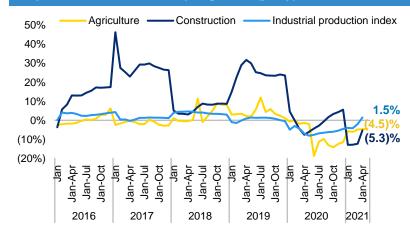


2020

Comments

- In 2020, Ukraine's real GDP has declined by 4.0% which is significantly lower than projected by the government (-4.8%) and the IMF (-7.2%). In Q1 2021, the real GDP has contracted by 2.2%
- YTD 2021, the key economic sector outputs started to return to upward trend with industrial production showing the increase (1.5% y-o-y in Apr 2021), while construction index is still negative (-5.3% y-o-y in Apr 2021), followed by agriculture (-4.5% y-o-y in May 2021)
- Despite Covid-19, the private consumption remained strong in Q1 2021 after quick return to growth in Q3 2020, while the fixed capital accumulation remains negative

Key economic sectors output growth (y-o-y)¹, %

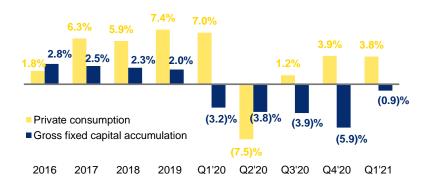


Source State Statistics Service of Ukraine



Sources State Statistics Service of Ukraine

Component contribution into real GDP growth, %



Source State Statistics Service of Ukraine Notes

- To the corresponding period of the previous year on a cumulative basis
- 2021-2023 data according to the latest Ministry of Economy's projections



June 2021

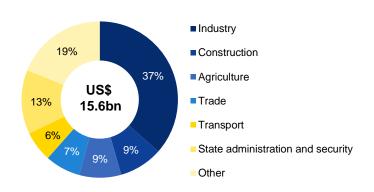
3,727

Accumulated economic buffer to curb Covid-19 crisis (2/2)

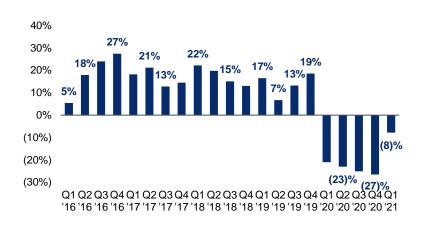
Comments

- The key contributors to industrial output increase in April 2021 are production of furniture (+15.7%), production of chemicals (+9.7%), and textile (+8.5%)
- Gross fixed capital went down by 7.8% in Q1 2021 on the back of the economic disruption caused by Covid-19
- Despite 38.2% capital investments decline in 2020, the consistent growth in the previous periods (15%+ y-o-y in 2016-2019) is expected to solidify Ukraine's prospects for quick economic recovery post Covid-19 outbreak
 - Industry has been the major contributor to capital investments in 2020 accounting for c.37% followed by construction and agriculture with 9% shares both

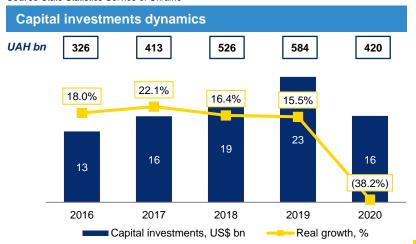
Capital investments split by sector for in 2020, %



Gross fixed capital accumulation, % (y-o-y)¹



Source State Statistics Service of Ukraine



Source State Statistics Service of Ukraine

Note 1 To the corresponding period of the previous year on a cumulative basis

Source State Statistics Service of Ukraine

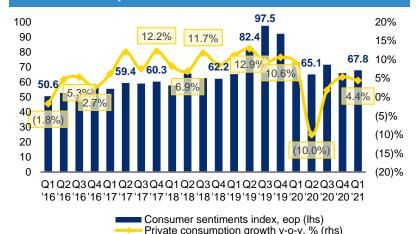


Despite economic downturn, consumer demand remains firm

Comments

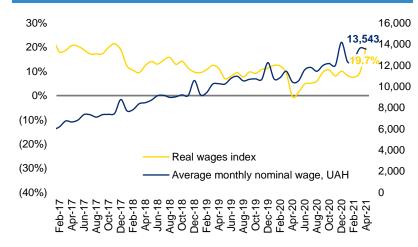
- Over recent years, consumer demand was consistently driven by a number of factors, including steady rise in real wages, improving consumer sentiments (before Q1 2020), growing personal money remittances
 - Despite economic crisis caused by Covid-19, real wages growth was mainly resilient and reached 19.7% y-o-y in Apr 2021
- Covid-19 also had limited impact on the retail trade: its turnover growth increased to 14% in Apr 2021 from just above 8% as of Dec 2020
- Final private consumption grew by 5.3% and 4.4% y-o-y in Q4 2020 and Q1 2021, respectively, after a 10.0% y-o-y decline in Q2 2020

Private consumption and consumer sentiments evolution



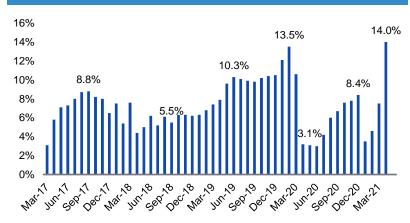
Source GFK, State Statistics Service of Ukraine

Real wages growth (%) and avg monthly nominal wages (UAH)



Source State Statistics Service of Ukraine

Retail trade growth (y-o-y)1, %



Note 1 To the corresponding period of the previous year on a cumulative basis **Source** State Statistics Service of Ukraine

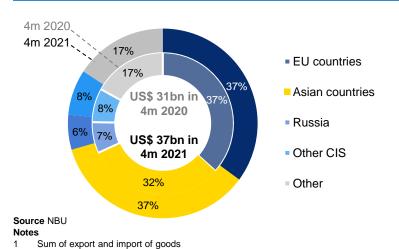


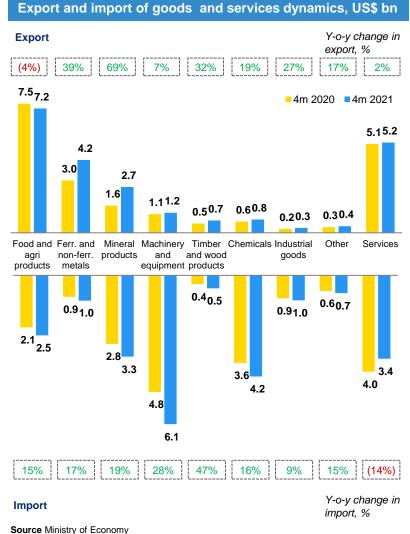
Revival of external trade in 4m 2021

Comments

- The international trade has started to recover after disruptions caused by global Covid-19 pandemic: Ukraine's goods trade turnover has increased by 18% y-o-y in 4m 2021 (to US\$ 37bn)
- The total export and import of goods and services have reached US\$ 22.6bn and US\$ 22.9bn in 4m 2021, respectively
- Exports of goods and services have risen by 12.8% y-oy in 4m 2021 with ferrous and non-ferrous metals as well as mineral products being the key drivers of such development
- Imports of goods and services have increased by 13.4% y-o-y in 4m 2021 with machinery and equipment development, chemicals, and mineral products contributing the most

Geographic structure of goods trade in 4m 2020 & 4m 2021¹







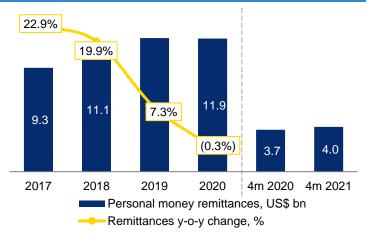
Firm external position leading to less vulnerability to external shocks

Comments

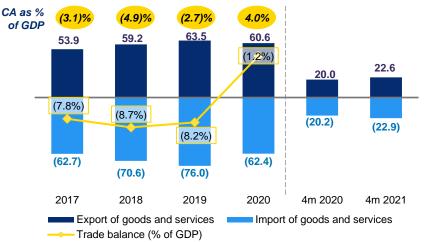
- The trade balance deficit amounted to US\$ 0.3bn in 4m 2021 which is relatively comparable to US\$ 0.1bn in 4m 2020. Slight increase in the deficit is resulting from a slightly higher growth in imports (by 13.4% y-o-y) vs exports (by 12.8% y-o-y)
- The current account (CA) balance demonstrated surplus of US\$ 1.1bn in 4m 2021 which is lower than US\$ 3.5bn during the same period of the previous year mainly due to outflows related to investment income (US\$ 3.9bn in 4m 2021 vs US\$ 1.6bn in 4m 2020)
- The financial account continued to record capital outflows (US\$ 1.3bn in 4m 2021) which was primarily due to a souring of global financial conditions for EMs

Balance of payments components, US\$ bn 2.6 2.8 5.9 2.0 0.6 10.1 9.3 6.2 6.1 3.5 1.1 (1.3)(2.9)(3.5)(4.1)(4.2)(6.5)2017 2018 2019 2020 4m 2020 4m 2021 ■ Current account balance Financial account balance

Private money remittances, US\$ bn



Ukraine's current and trade balance dynamics, US\$ bn



Source NBU



Prudent monetary policy implemented by independent regulator

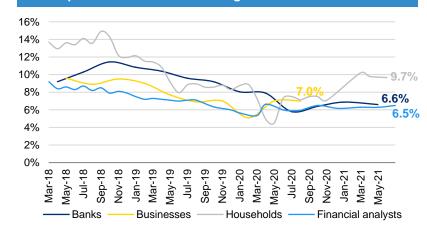
Medium-term consumer inflation target range: 5%+/-1%

Y-o-y inflation as of May 2021: 9.5%

Comments

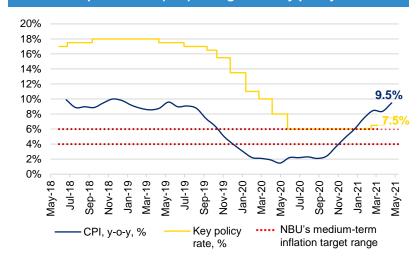
- The NBU has significantly softened its monetary policy maintaining the cycle of key policy rate cuts until June 2020 on the back of UAH appreciation and decelerated inflation
- During July 2020 February 2021, the NBU has decided to keep its key policy rate at 6% to curb the price growth as the economy recovers in 2021–2022, while leaving room for its further decrease
- In March-April 2021, the key policy rate was raised twice by 1.5 p.p. in total in order to respond to the growing inflation
- In March-May 2021, consumer inflation came out higher than had been projected previously. Inflationary pressures were generated by the rise in prices for certain foods and fuels and sustained consumer demand.

CPI expectations for the following 12 months



Source NBU

Consumer price index (CPI) change and key policy rate



UAH/US\$ and **UAH/EUR** exchange rates dynamics



Notes

As of June 24, 2021

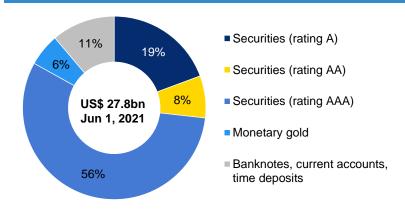


Accumulated international reserves

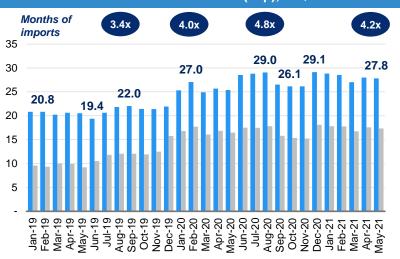
Comments

- Gross international reserves grew by 9.7% (y-o-y) and reached US\$ 27.8bn as of June 1, 2021 (covering 4.2 months of future imports)
- Maintained high levels of FX reserves and floating FX rate policy are the most influential factors providing strong buffer for Ukraine on the back of the current crisis (vs previous ones)
- Over May 2021, the international reserves decreased on the back of new FX domestic placements (US\$ 354.3m), government transactions to repay public debt (US\$ 650.6m), and financial instruments revaluation gain (US\$ 136.8m). The interbank FX market was balanced in May, meaning the NBU did not have to make FX interventions.

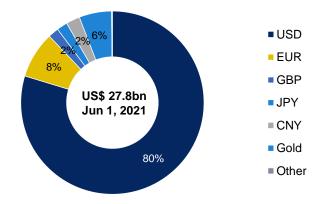
Gross international reserves by instrument (Jun 1, 2021)



Gross and net international reserves (eop), US\$ bn

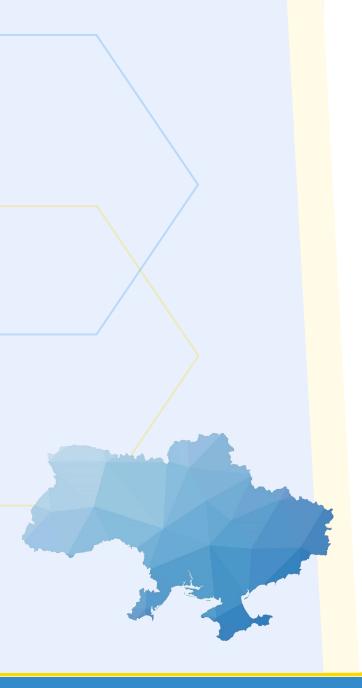


Gross international reserves by currency (Jun 1, 2021)



Source NBU





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2022-2024 Budget Declaration

- On May 31, the
 Government
 approved the Budget
 Declaration for 2022
 - 2024 for the first
 time, and on June 2
 it was submitted to
 the Parliament of
 Ukraine for
 consideration
- The Budget
 Declaration for 20222024 is the
 Government's vision
 of the budget policy
 for the medium term.
 The document
 defines the main
 budget indicators
 and the goals of the
 state policy with the
 key performance
 indicators

Key indicators of 2022-2024 Budget Declaration								
	2020 (Act.)	2021 (Law)	2022 (Plan)	2023 (Plan)	2024 (Plan)			
Key macroeconomic assumptions								
Nominal GDP, UAHbn	4,192	4,809	5,369	5,994	6,651			
Real GDP growth, %	(4.0%)	4.1%	3.8%	4.7%	5.0%			
CPI (eop), %	5.0%	8.9%	6.2%	5.3%	5.0%			
PPI (eop), %	14.5%	17.0%	7.8%	6.2%	5.7%			
Unemployment rate, %	9.5%	9.2%	8.5%	8.0%	7.8%			
Trade deficit, USDbn	(1.8)	(6.2)	(8.6)	(10.6)	(12.1)			
NBU's key policy rate (eop), %	6.0%	7.5%	7.0%	5.5%	5.2%			
UAH/USD (avg)	27.0	28.0	28.6	28.8	29.2			
Key state budget indicators, UAHbn								
(i) Revenues	1,076.0	1,097.5	1,219.6	1,333.2	1,451.6			
as % of GDP	25.7%	22.8%	22.7%	22.2%	21.8%			
(ii) Expenditures	1,288.1	1,335.2	1,394.2	1,497.0	1,614.1			
as % of GDP	30.7%	27.8%	26.0%	25.0%	24.3%			
(iii) Net lending	5.5	9.0	13.5	16.0	17.1			
as % of GDP	0.1%	0.2%	0.3%	0.3%	0.3%			
Overall state budget deficit	217.6	246.6	188.0	179.8	179.6			
as % of GDP	5.2%	5.1%	3.5%	3.0%	2.7%			

Source Ministry of Finance of Ukraine

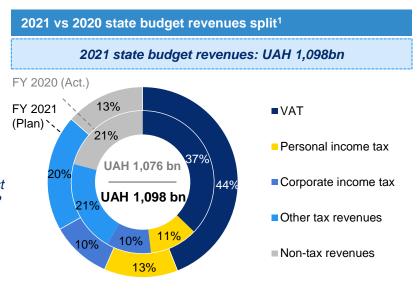
disators of 2022 2024 Budget Declaration

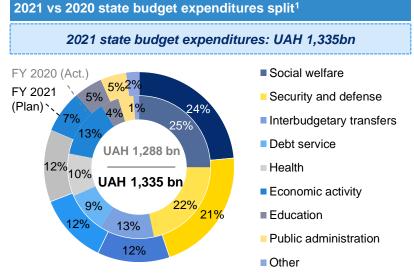


2021 state budget to resume gradual fiscal consolidation

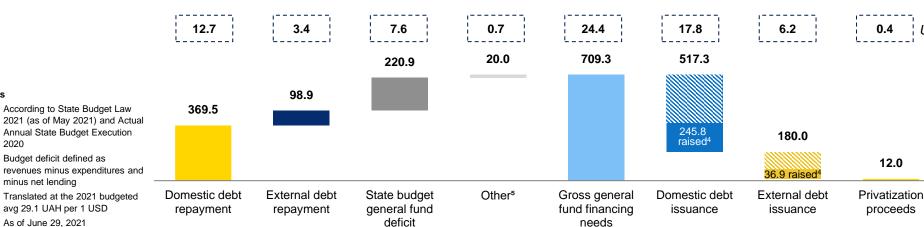
Key indicators of 2021 State budget:

- Total revenues: **UAH 1,098bn** (+2%)
- Total expenditures: **UAH 1,335bn** (+4%)
- Budget deficit²: **UAH 246.6bn / 5.1%** of GDP in 2021 (per government's forecast of UAH 4.809bn GDP in 2021)





2021 State Budget Law: general fund financing, UAHbn



avg 29.1 UAH per 1 USD As of June 29, 2021

2020

According to State Budget Law

Annual State Budget Execution

Budget deficit defined as

minus net lending

Notes

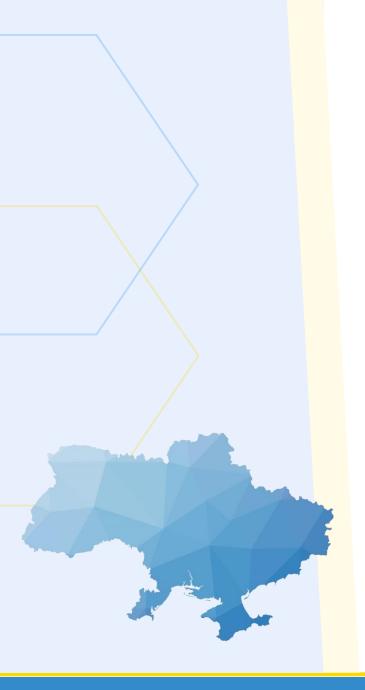


USDbn³

Jan-May 2021 state budget execution

UAH m	Jan-May 2020	Jan-May 2021	% diff.
Revenues	314,847	476,169	+51%
Tax revenues, incl.	239,570	402,576	+68%
Personal income tax and income charge	36,625	51,310	+40%
Corporate profit tax	35,451	62,464	+76%
Fee for the use of mineral resources	9,264	20,729	+124%
Excises	36,836	57,420	+56%
VAT (net of VAT reimbursement)	111,889	194,495	+74%
Export and Import duties	8,485	14,178	+67%
Non-tax revenues	75,277	73,593	(2%)
Expenditures	(340,116)	(509,428)	+50%
General public functions, incl.:	(53,039)	(82,317)	+55%
Debt service	(41,078)	(65,534)	+60%
Security and Defense	(70,889)	(102,724)	+45%
Economic activity	(16,456)	(33,397)	+103%
Protection of environment	(1,083)	(1,527)	+41%
Healthcare	(14,948)	(62,267)	+317%
Intellectual and physical development	(2,098)	(3,969)	+89%
Education	(15,549)	(23,076)	+48%
Social welfare	(113,055)	(143,567)	+27%
Interbudgetary transfers	(52,993)	(56,579)	+7%
Net lending	961	(452)	(147%)
Primary state budget balance	16,770	31,823	+90%
Overall state budget balance	(24,308)	(33,711)	+39%





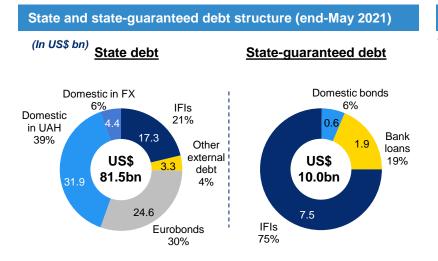
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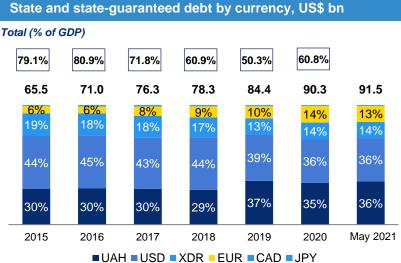


Prudent and proactive debt management strategy

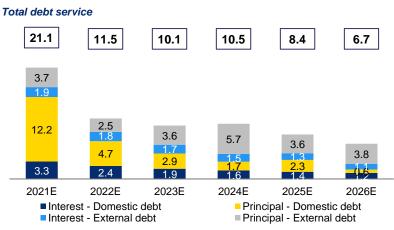
As of end-May 2021, Ukraine's total state and state-guaranteed debt (US\$ 91.5bn / UAH 2,517bn) split between:

- 59% of external debt, 41% of domestic debt
- 89% of state debt,
 11% of stateguaranteed debt

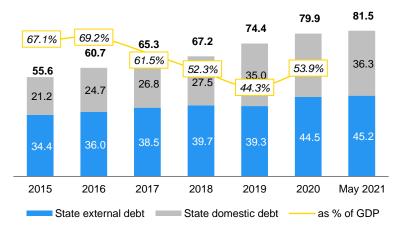




State debt amortization schedule (01.06.2021)1, US\$ bn







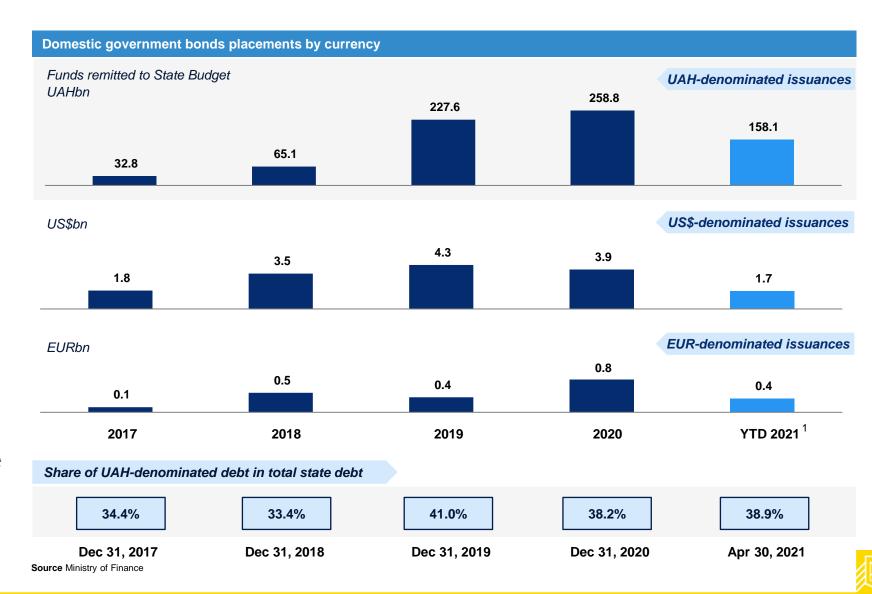
Notes

 Incl. outstanding debt obligations only

igations only Source Ministry of Finance

Switching focus to UAH-denominated issuances on domestic market

- UAH-denominated issuances grew at 98% CAGR over 2017-2020
- After major 3.4x
 2019 y-o-y volume
 increase, 2020 saw
 further growth of
 13% y-o-y in UAHdenominated
 securities
- YTD 2021 kept the positive growth tendency with a major increase of 62% y-o-y for UAHdenominated issuances
- In line with MTDS
 objectives, FX denominated
 issuances are kept
 relatively stable



Notes

1 As of June 29, 2021

Ukraine's domestic government bond holders

- On August 28, the NBU has eliminated obstacles for foreign investors to enter the Ukrainian securities market through establishment of the direct access to the purchase and sale of government bonds with the help of a "nominee holder"
- From now on
 Ukrainian banks that
 have accounts with the
 NBU depository will be
 able to open depot
 accounts for its foreign
 clients for the purpose
 of buying and selling
 Ukrainian government
 bonds

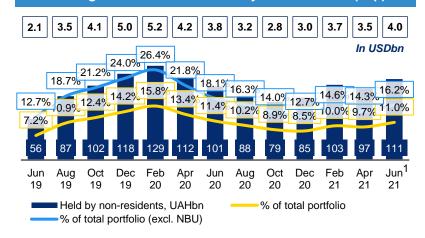
Notes

 As of June 29, 2021
 According to NBU's survey about inflation expectations of financial analysts for the next 12

Key highlights

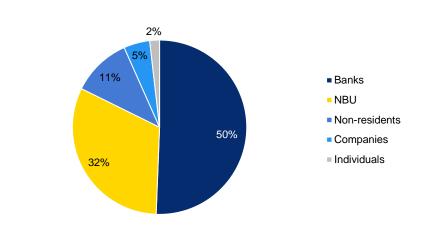
- With a c.50% share, banks are currently the largest holder of domestic government bonds followed by the NBU, which accounts for c.32% of the portfolio¹
- At c.11% of total outstanding Ukrainian domestic government bonds as of June 2021¹, the **portfolio held by non-residents has recently returned on its upward trajectory** (after Mar-Nov 2020 decline in line with the EM's capital outflow)
- Ukraine is making consistent steps to deepen domestic government bond market and to increase share of nonresidents in local currency bonds portfolio
 - A link between Clearstream, the international central securities depository, and the depository of the NBU active since May 2019 ensuring streamlined access to Ukraine's domestic government bond market

Domestic government bonds held by non-residents (eop)

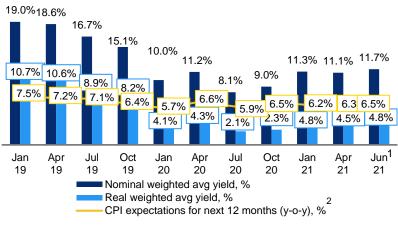


Source Ministry of Finance, NBU

Domestic government bond holders¹



Nominal and real weighted avg yields at primary auctions, %



Source Ministry of Finance of Ukraine, NBU



June 2021

months

Pipeline of official concessional external financing

Combined with a proactive response to Covid-19 economic fallout, Ukraine managed to secure a range of concessional financing from its international partners to cover significant portion of external financing needs for 2020-2021

Partner Programs Pipeline financing International On June 9th 2020, IMF Executive Board approved 18-month Stand-By **Monetary Fund** Arrangement (SBA) for Ukraine, under which US\$ 2.1bn (SDR 1.5bn) was disbursed immediately US\$ 3.0bn¹ The total amount of program is **US\$ 5.1bn** (SDR 3.6bn) that will be directed towards support of balance of payments and budget to help address the effects of Covid-19 while moving forward important structural reforms EUR 1.2bn MFA program for Ukraine was adopted within EUR 3.0bn support package to neighboring partners in May 2020. The first EUR 623.5m tranche has **European Union** been provided on December 9, 2020. The second tranche of EUR 600m is conditional upon reforms in such areas as public finance management, good governance and the rule of law EUR 0.6bn Since 2014, the EU has approved EUR 5.0bn in MFA support for Ukraine, o/w EUR 3.3bn were disbursed during 2014-2018, EUR 1.1bn in 2020, and EUR 0.6bn are expected in 2021 In addition, various European institutions provide significant financial support for Ukraine, e.g. **EUR 340m** from the EIB within "Early Recovery Programme" On June 25, 2021, the World Bank and the government have signed US\$ 350m agreement aimed at economic development during COVID-19, social support **World Bank** to vulnerable groups and strengthening of state institutions On May 6, 2021, the World Bank approved a US\$ 200m project to support US\$ 0.55bn efficiency, quality, and transparency of higher education system in Ukraine On December 11, 2020 the institution has approved US\$ 300m loan to the state WORLD BANK GROUP budget general fund within the Second Additional Financing for COVID-19 Response under the Social Safety Nets Modernization Project c.US\$ 4.3bn Total amount of envisaged external financing from the official partners

Notes

1 Translated from SDR to US\$ based on 1.4424 US\$ per 1 SDR IMF exchange rate as of June 25, 2021

B / Stable credit rating affirmed by both Fitch and S&P

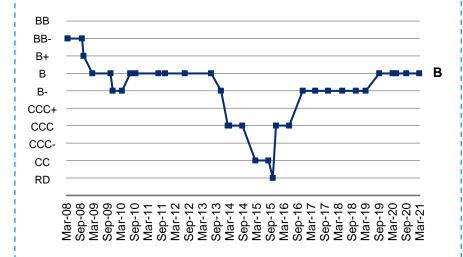
FitchRatings

Rating: B, Stable

Last update: Feb 26, 2021, reaffirmed at B, outlook Stable

Key rating drivers of the last review:

- Track record of multilateral support and a credible macroeconomic policy framework that has underpinned a relatively high degree of resilience to the coronavirus shock
- Expectations for gradual fiscal consolidation and continuation of macroeconomic policies
- Human development indicators compare favorably with the peer group, a net external creditor position of close to 13% of GDP, and general government debt is somewhat lower than the 'B' median



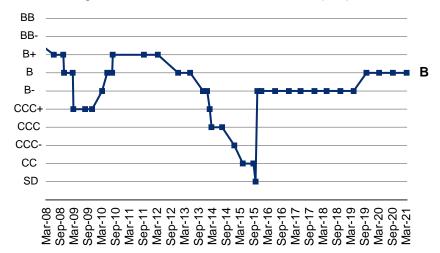
S&P Global

Rating: B, Stable

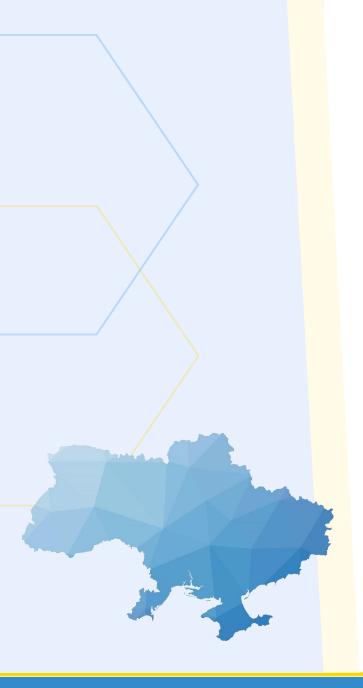
Last update: Mar 12, 2021, reaffirmed at B, outlook stable

Key rating drivers of the last review:

- Ukraine's growth, balance of payments, and public finances all outperformed the expectations in 2020
- Reserve adequacy has improved, providing a cushion against potential adverse external developments including further delays in the disbursement of concessional loans
- Stronger macroeconomic management since 2015 and augmented foreign exchange (FX) reserves
- The ongoing implementation of reforms helps the government access commercial debt markets and receive concessional funding from international financial institutions (IFIs)



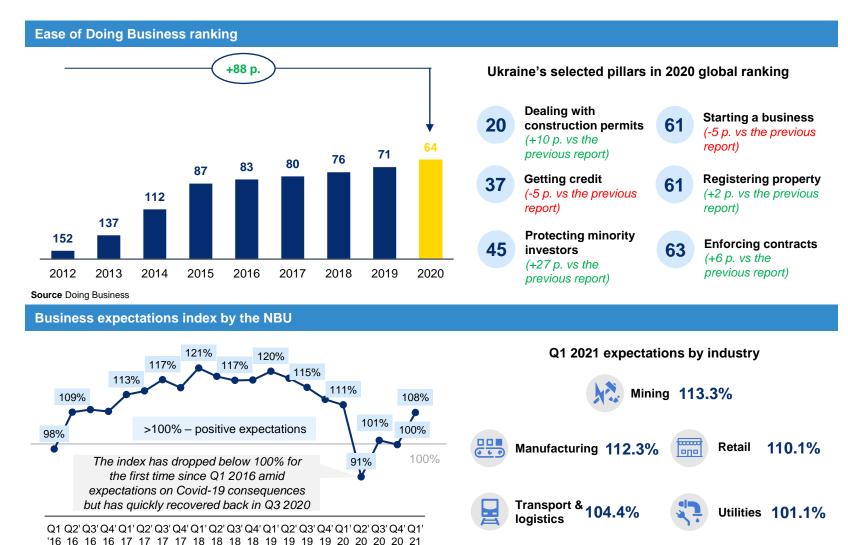




- Solid foundation for long-term economic growth
- 2 Return to gradual fiscal consolidation
- 3 Prudent debt management strategy
- 4 Reviving business climate and development prospects
- 5 Strong focus on ESG considerations



Business climate improvement to accelerate growth potential



Source NBU

Seizing crisis opportunity for agri exports

Overall Ukraine concluded 19 FTAs with 46 countries

FTA with 2001 Macedonia

- Ukraine 2008 entered **WTO**
- FTA with **EFTA** 2012 countries FTA with Montenegro
- FTA with CIS 2013 countries
- DCFTA with the EU 2017 FTA with Canada
- FTA with 2020 Israel. United Kingdom

Comments

- Reinforced by Covid-19, the global demand for basic goods, such as agri and food, remains stable
- This provides Ukraine an opportunity to elevate basic goods exports to large and developed economies amidst crisis
- Most of such trade connections have already been set up and developed with conclusion of an increasing number of FTAs while Ukraine has undergone a major shift in trade flows towards the EU market in recent years
 - The EU's share in Ukraine's foreign trade turnover (goods) went up from 35% in 2015 to 38% in 2020
 - DCFTA (in full force since September 2017) provides further opportunities in the EU markets

4m 2021 y-o-y increase in export of goods by countries²











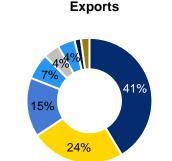




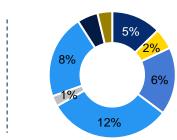


Source State Statistics Service of Ukraine

Ukraine's exports and imports breakdown¹ in 4m 2021







- Agricultural products
- Mineral products
- Timber and wood products
- Industrial goods

- Ferrrous and nonferrous metals
- Machinery and equipment
- Chemicals
- Other (incl. informal trade)

Source National Bank of Ukraine

Ukraine's export prices on selected agri goods (US\$ / t)

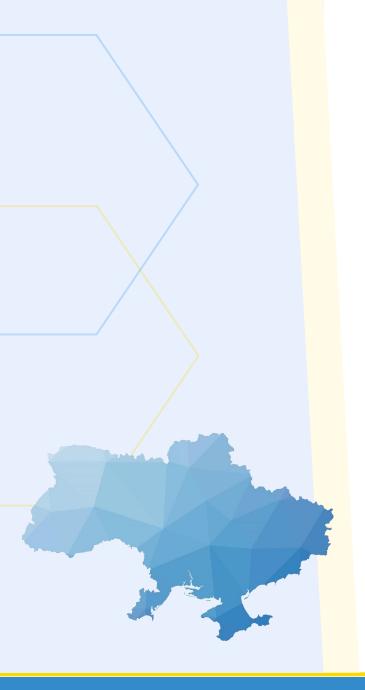


Source Bloomberg, as of June 24, 2021



Export and import of goods breakdown

Only countries, exports of goods to which in 4m 2021 surpassed 2.0% of total Ukraine's export of goods were included



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ESG: environmental

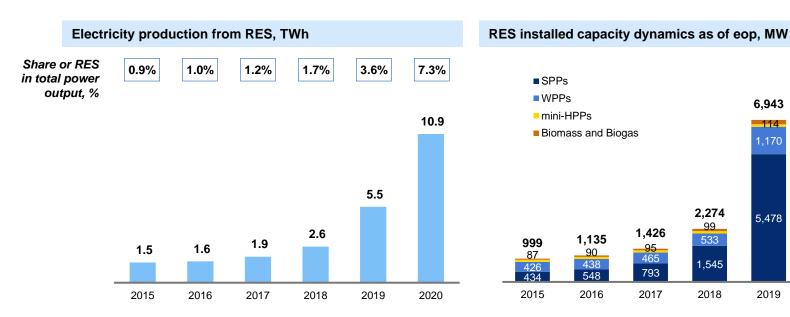
8,516

117

1,314

6.873

2020



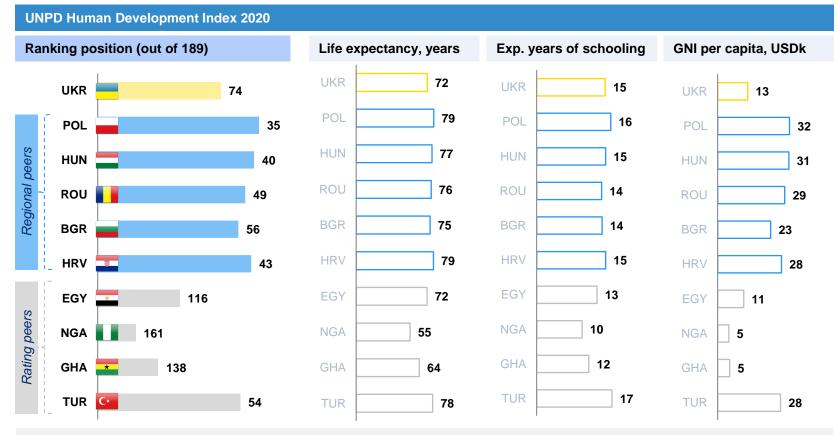
Key environmental initiatives / commitments

- **2014:** Ukraine committed to Environmental standard aligned on EU standards as part of the EU-Ukraine Association Agreement
- **2015:** Ukraine committed itself to achieving a range of policy targets attached to the **UN Sustainable Development Goals** (SDGs)
- **2016:** Ukraine signed the **Paris agreement** in April (which commits Ukraine to ensuring that greenhouse gas emissions in 2030 will not exceed 60% of the 1990 emissions level) and ratified it in September
- **2017:** the government adopted the **Energy Strategy of Ukraine until 2035**. It outlines measures to: (i) reduce greenhouse gas emissions, and (ii) restructure the coal sector to reduce its environmental impact
- June 2020: Government signs Memorandum with green energy producers
- **August 2020:** IFC Partnered with Ukraine's National Securities and Stock Market Commission to Boost Green Finance. The SAEE¹ developed a draft Concept for the implementation of a green bond market in Ukraine

Sources SAEE, Ministry of Energy of Ukraine



- Ukraine belongs to
 High Human
 Development group
 within UNDP HDI
 (which is also used by
 selected credit rating
 agencies) and
 demonstrates
 consistent
 improvement since
 2015
- While life expectancy and education indices perform relatively in line with the regional peers and generally overperform rating peers, the income measure, GNI per capita, is the one pulling the country's ranking down



- In order to further enhance the country's human capital, both education and healthcare sectors are currently undergoing reforms with the following key priorities:
 - **Education:** (i) affordable and quality pre-school education, (ii) New Ukrainian School, (iii) modern professional (vocational) education, (iv) quality higher education and development of adult education, (v) development of science and innovation
 - Healthcare: (i) implementation of the new financing mechanism "money follows the patient", (ii) introduction of "family" doctors, (iii) primary care, palliative care, and emergency medical care 100% funded by the state, (iv) new methods for procuring and distributing vaccines, (v) new licensing and educational standards for doctors, etc.

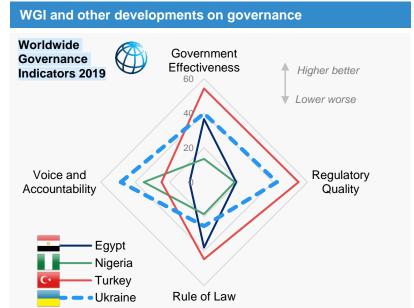
Sources UNDP, Ministry of Education and Science of Ukraine, Ministry of Health of Ukraine



ESG: governance

Ukraine vs peers in governance ratings Sustainable 80 79 80 76 75 Development 74 70 69 63 Goals Index 2021 49 Rating: 0 (worst) to 100 (best) Analyzes country's performance within UKR POL ROU BGR HRV NGA GHA TUR 17 goals Open 71 International 68 64 63 Budget 60 Partnership 54 51 Index 2019 45 43 Rating: 0 (worst) 21 to 100 (best) Analyzes country's budget POL UKR HUN ROU BGR HRV EGY NGA GHA transparency Investor 42 40 37 Relations 37 36 Index 2020 27 26 25 20 Rating: 0 (worst) 16 to 42 (best) Analyzes country's investor relations function UKR POL HUN ROU BGR HRV EGY NGA GHA TUR Sources U.S. Department of State, Regional peers Rating peers World Bank, UN, TPPR, International

Budget Partnership, IIF



- Worldwide Governance Indicators (WGI) are published by the World Bank and constitute an important basis for sovereign credit ratings
 - Ukraine performs in line with its rating peers demonstrating relatively solid performance in Voice and Accountability, Government Effectiveness and Regulatory Quality pillars
- Besides the mentioned indices, Ukraine has also topped Transparent Public Procurement Rating in 2019 (among 31 countries) and was highly appraised with regard to the fiscal transparency in the U.S. 2020 Fiscal Transparency Report



