

Ukraine JP Morgan 2019 Global Emerging Markets Conference, February 2019



MINISTRY OF FINANCE OF UKRAINE

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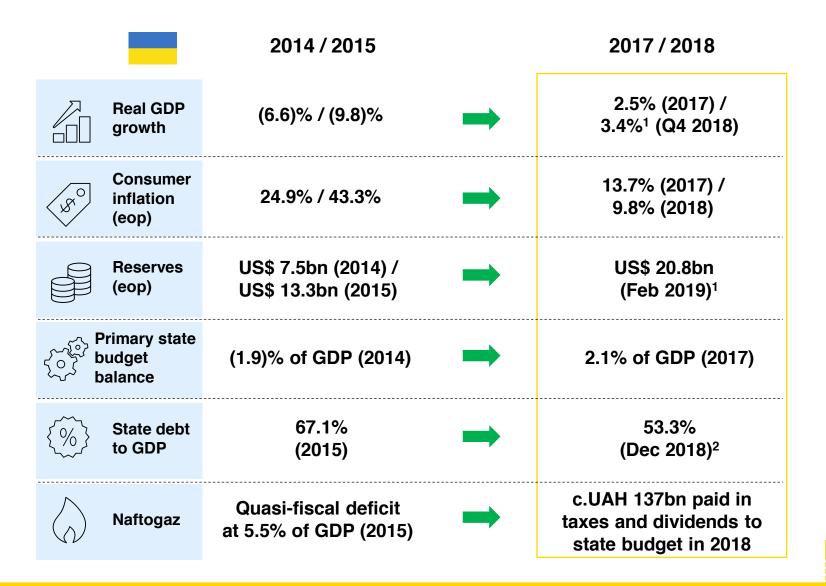
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Ukraine's economy: illustrative success stories



Notes

- 1 Preliminary estimates
- 2 Based on LTM nominal GDP (Q4 2017 and Q1-Q3 2018)

Sources State Statistics Service of Ukraine, NBU, State Treasury, Naftogaz





1. A story of recovery and renewal supported by reforms achievements

2. Fiscal consolidation supporting a prudent debt management strategy

3. Continuous support from economic partners

Appendices

Solid economic recovery track (1/2)

	Comments	Real GDP growth (y-o-y), %
2017 nominal GDP: US\$ 112bn	 Ukraine's real GDP is growing for twelve consecutive quarters in a row Real GDP growth accelerated further to 3.4%¹ (y-o-y) in Q4 2018 compared to 2.8% in Q3 2018 and 2.2% in Q4 2017 An upturn in consumer demand remains the main driver 	2.4% 2.5% 3.1% 3.8% 2.8% 3.4%
GDP per capita dynamics, US\$ US\$ 2,125 2015	 of real growth dynamics followed by a solid investment activity of Ukraine's enterprises Retail trade turnover grew by 6.1% (y-o-y) in 2018 on the back of rising real wages (9.7% growth y-o-y in December 2018), increasing money remittances and recovering consumer lending Real wages demonstrate a clear upward trend supported by 	(6.6)% (9.8)% 2014 2015 2016 2017 Q1 '18 Q2 '18 Q3 '18 Q4 '18
2016 US\$	economic expansion and 12.0% increase in minimum wage at the beginning of 2019 Real wages growth (y-o-y), %	Note 1 Preliminary estimates Source State Statistics Service of Ukraine, MEDT Retail trade growth (y-o-y) ¹ , %
2,188 +21% US\$ 2,640 2017	$\begin{array}{c} 30\% \\ 20\% \\ 10\% \\ 10\% \\ (10\%) \\ (40\%) \\ (40\%) \\ War-18 \\ Bec-18 \\ Bec-18 \\ Bec-18 \\ Bec-19 \\ Be$	$ \begin{array}{c} 15\% \\ 10\% \\ 7.7\% \\ 5\% \\ 0\% \\ (5\%) \\ (10\%) \\ (10\%) \\ (15\%) \\ (20\%) \\ (25\%) \\ (30\%) \end{array} \begin{array}{c} 15 \\ 7 \\ 7 \\ 7 \\ 7 \\ 7 \\ 7 \\ 7 \\ 7 \\ 7 \\ $

Note 2 To the corresponding period of the previous year on a cumulative basis Source State Statistics Service of Ukraine

Source State Statistics Service of Ukraine

Solid economic recovery track (2/2)

Industrial output growth (y-o-y)¹, %

Comments

- Investment demand is another driver of Ukraine's economic recovery
- Industrial output grew by 1.1% (y-o-y) in 2018 predominantly owing to the increased production in chemical products (16.5%), mining industry (2.1%), utilities (2.8%) and machinery (1.2%)
- Capital investments witnessed 19.9% growth (y-o-y) in 9m 2018, thus solidifying Ukraine's further economic growth prospects

9m 2018 capital investments split by sector, %

35%

13%

 Industry has been the major contributor to capital investments in 9m 2018 accounting for c.35% followed by agriculture and construction with 13% and 11%, respectively

Industry

Agriculture

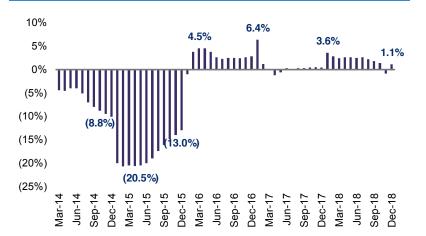
Construction

 State administration and security

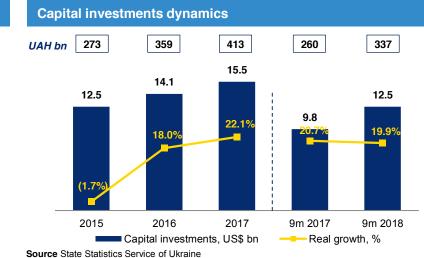
Transport

Trade

Other



Source State Statistics Service of Ukraine



Source State Statistics Service of Ukraine

19%

8%

6%

9%

US\$

12.5bn

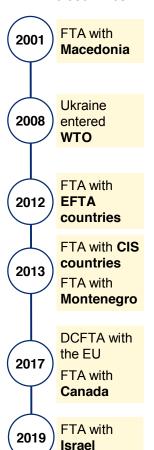
11%

N_1_ 4

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

Extension of trade partner universe

Overall Ukraine concluded 18 FTAs with 46 countries



Comments

- Ukraine sets a course towards increasing and diversifying its base of trading partners
- Following a change in its trading policy Ukraine has undergone a major shift in trade flows towards the EU market in recent years
 - A share of the EU in Ukraine's foreign trade turnover¹ surged from 40.8% in 2017 to 41.2% in 2018 while share of Russia dropped from 13.8% to 12.7%
 - DCFTA (in full force since September 2017) provides further opportunities in the EU markets

Growth (vs 2017)

+ US\$ 1.3bn / +14.7%

+ US\$ 380m / +8.9%

+ US\$ 320m / +18.5%

+ US\$ 321m / +10.2%

+ US\$ 344m / +15.5%

The FTA with Israel was signed in January and stipulates elimination of import duties for about 80% of Ukrainian and 70% of Israeli industrial goods.

Growth (y-o-y) of selected commodity exports in 2018

Product category

Metallurgy

Machinery

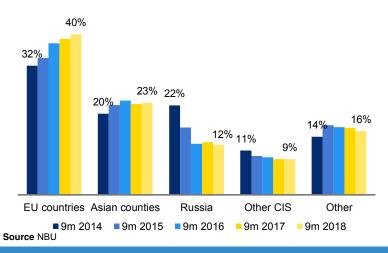
Wood and

products

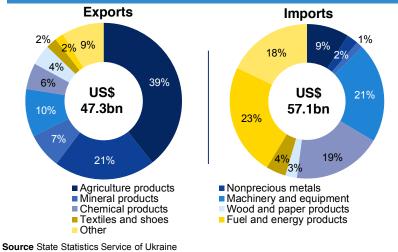
Chemicals

Mineral products





Ukraine's 2018 exports and imports breakdown



Notes

1 Sum of export and import of goods and services

502

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Enhancement of trade relations with the EU

Key highlights

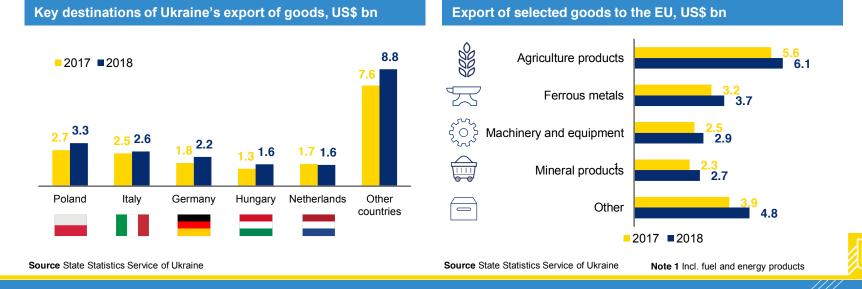
Ukraine is among 5 largest exporters of agricultural products to the European Union

- Following the full implementation of DCFTA in September 2017, Ukraine's export of goods and services to the EU has increased by 15% in 2018 (y-o-y) while imports from the EU countries has grown by 13%
 - Export of services has raised by 13% over 2018 (y-oy) totaling US\$ 3.9bn with Germany, the UK and Poland being the main destinations
- Goods export structure remained relatively stable with a modest shift towards more value-added products
- The largest increase in exports of goods over 2018 (y-o-y) took place with Croatia, Greece, Ireland, Latvia, and Belgium (by more than 32% with each country)

Dynamics of trade in goods and services with the EU, US\$ bn



Source State Statistics Service of Ukraine

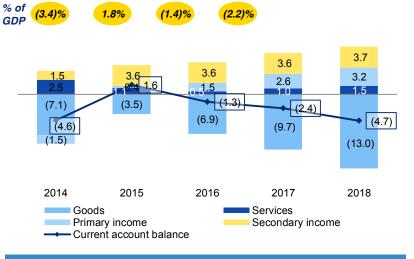


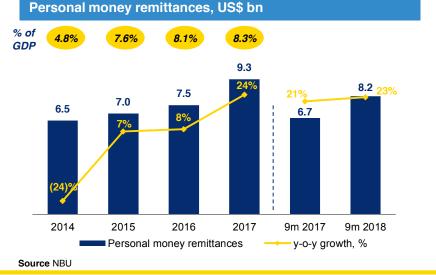
Firm external position leading to less vulnerability to external shocks

Comments

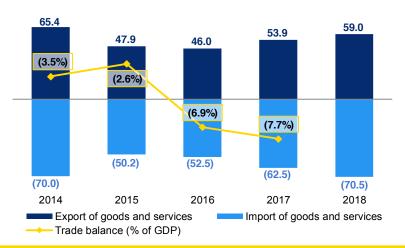
- Trade balance deficit increase up to 7.7% of GDP in 2017 relates to growing consumer and investment demand. The trend in 2018 is largely supported by rising energy resources and machinery imports
 - Import of machinery grew by 17.8% (y-o-y) in 2018, while mineral products and chemicals increased by 14.3% and 8.9%, respectively
- Negative trade balance is offset by growing personal money remittances together with capital account inflows resulting into positive overall BoP of US\$ 2.9bn in 2018
 - Money remittances witnessed 23% (y-o-y) growth in 9m 2018, thus solidifying Ukraine's external accounts

Current account balance, US\$ bn





Ukraine's trade balance dynamics, US\$ bn



Prudent monetary policy implemented by independent regulator

3.1x

25

15

10

5

2017.8

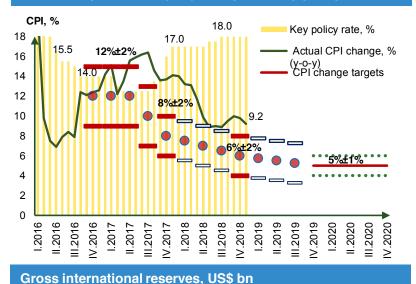
Medium-term consumer inflation target: 5%+/-1%

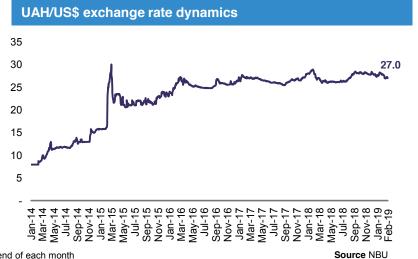
Ukraine's international reserves reached a 5-year high as of end of 2018

Comments

- The NBU pursues tight monetary policy by raising its key policy rate 6 times: from 12.5% September 2017 and to 18.0% in September 2018
 - Key reasons for such measures include higher than expected domestic consumer demand, deterioration of inflation expectations as well as rising external risks
- Owing to monetary policy tightening the regulator expects to bring inflation back to its medium-term target range (5% +/-1%) by the beginning of 2020
- The international reserves accounted for c.US\$ 20.8bn as of end of January 2019 reaching a 5-year high. The increase in the reserves is attributed to the receipt of foreign financing from the IMF, the EU and Deutsche Bank under the World Bank's PBG totaling c.US\$ 2.4bn







Notes

Key policy rate stated as of end of each month

Preliminary estimates as of February 1, 2019 2

Months of

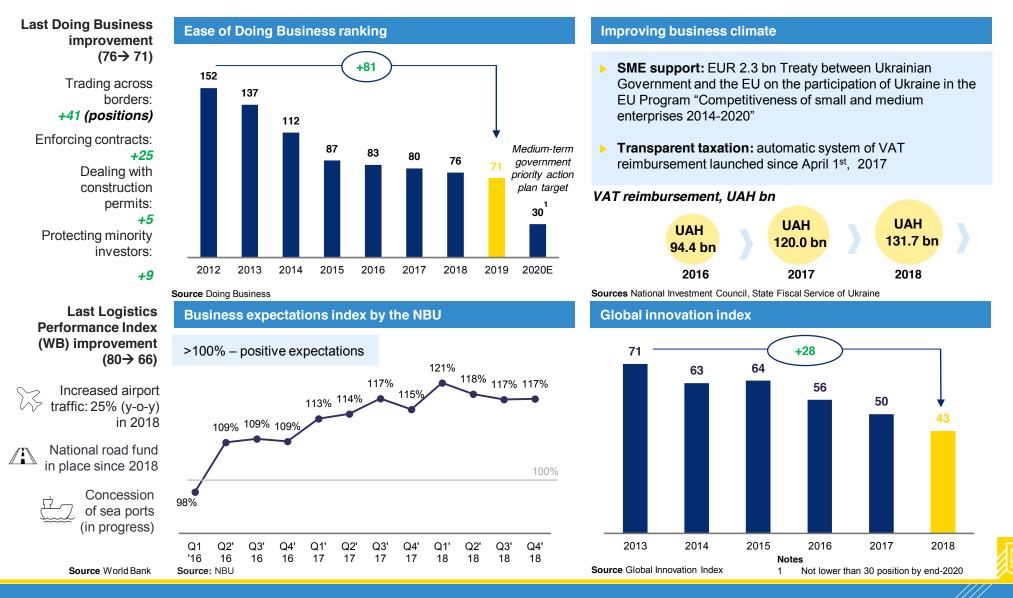
future 20.8² *imports*

3.4x

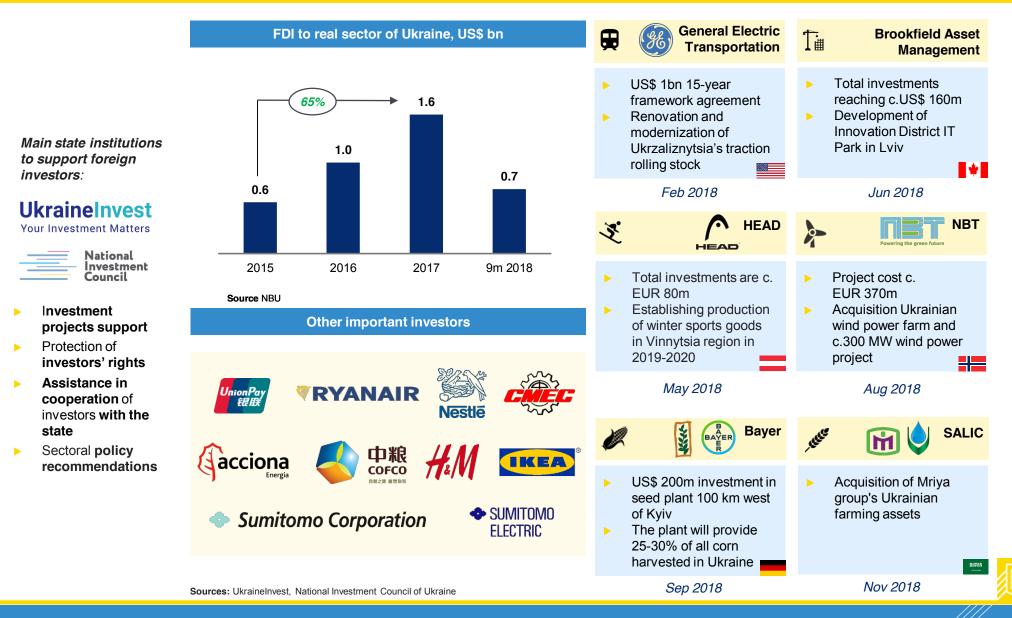
3.7x

18.9

Business climate improvement to accelerate growth potential



Boosted activity of foreign investors over the last year



Agenda

1. A story of recovery and renewal supported by reforms achievements

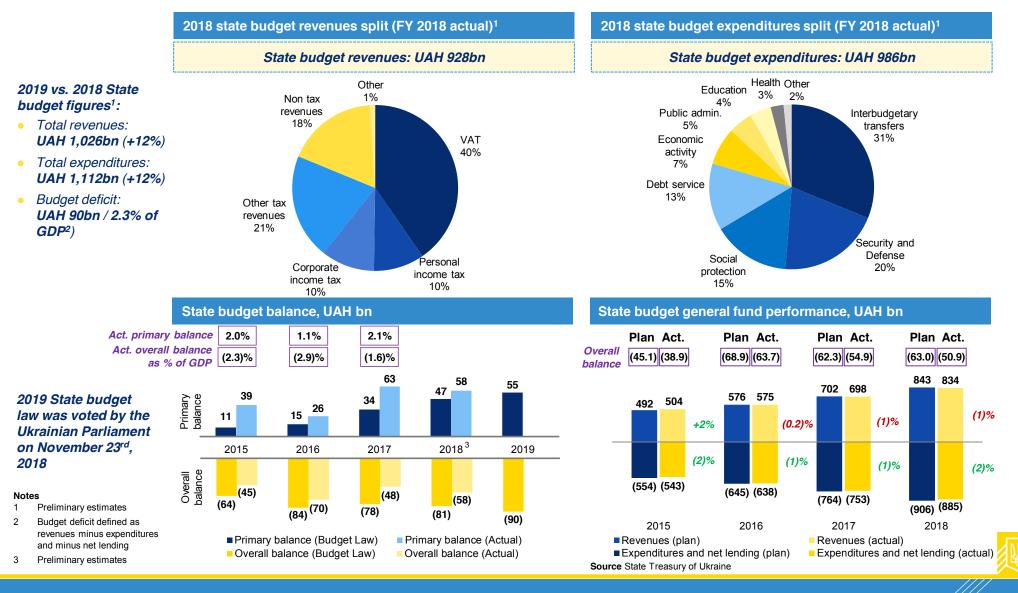


2. Fiscal consolidation supporting a prudent debt management strategy

3. Continuous support from economic partners

Appendices

Ambitious 2018 state budget reflecting fiscal consolidation trends



Prudent and proactive debt management strategy

State and state-guaranteed debt structure (end-Dec 2018)¹ State and state-guaranteed debt dynamics, US\$ bn (In US\$ bn) State debt 2 As of end of 2018. Total State-quaranteed debt (% of GDP) 69.4% 80.9% 71.8% 62.2% 79.1% Ukraine's total state Domestic and state-guaranteed in FX Bank loans Domestic Domestic T-bills 78.3 debt (US\$ 78.3bn / 8% in UAH 19.7% 1.9% 76.3 Other debt 69.8 71.0 33% IFIs UAH 2,169bn) split 65.5 11.1 0.4% 11.0 23% 2.2 5.0 10.3 9.8 9.9 64% of external 22.4 debt, 36% of US\$ US\$ 15.1 67.2 domestic debt 65.3 67.2bn 11.1bn 60.7 60.1 55.6 86% of state debt. 2.1 Other 14% of stateexternal IFIs quaranteed debt debt 8.7 22.5 77.9% 2018¹ 3% 2014 2015 2016 2017 Eurobonds State debt State-guaranteed debt 33% State debt amortization schedule (end-Dec 2018)³, US\$ bn State debt dynamics, US\$ bn 2 Total Total debt 12.9 67.1% 69.2% 61.5% 16.1 12.8 13.8 14.7 15.2 59.7% 53.3% (% of GDP) service 67.2 65.3 3.3 60.7 60.1 3.2 2.9 55.6 3.6 1.9 2.5 2.5 2.5 4.3 27.5 26.8 1.5 24.7 2.3 29.2 21.2 2.1 8.0 5.8 6.1 6.1 4.7 3.4 39.7 38.5 36.0 34.4 30.8 3.5 3.4 2.9 3.0 3.1 2.7 2018 2019E 2020E 2021E 2022E 2023E Preliminary estimates 2018¹ 2014 2015 2016 2017 Based on LTM nominal GDP Interest - Domestic debt Principal - Domestic debt (Q4 2017 and Q1-Q3 2018) State external debt State domestic debt Interest - External debt Principal - External debt Incl. outstanding and planned debt obligations Source Ministry of Finance

Notes

1

2

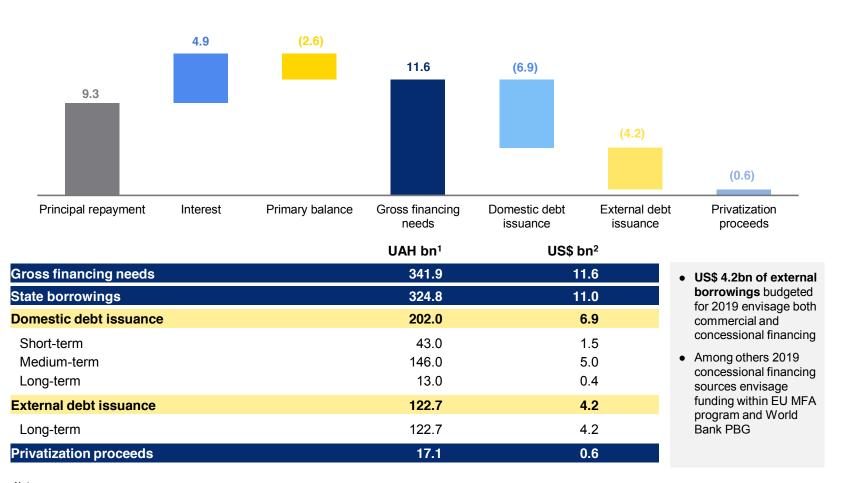
3

between:

Ukraine's 2019 gross financing needs

Based on 2019 State budget general fund

Ukraine's 2019 Gross financing needs split by funding sources, US\$ bn



Sources Ministry of Finance, 2019 State budget law

Notes 1 F

2

Figures based on 2019 State budget law approved by the Parliament of Ukraine on November 23rd, 2018

Figures in UAH were translated into US\$ at 29.4 UAH/US\$ (exchange rate 2019 State budget law is based on); for reference, NBU UAH/US\$ exchange rate as of February 22nd is 27.00 UAH/US\$

Ukraine's domestic government bond holders

Ways to enter Ukraine's domestic currency bond market:

- Open individual securities accounts with local custodians
- Buy GDNs / CLNs which are clearable in Euroclear / Clearstreaam
- Buy eligible securities through the link established by international depositories (expected in Q1 2019)

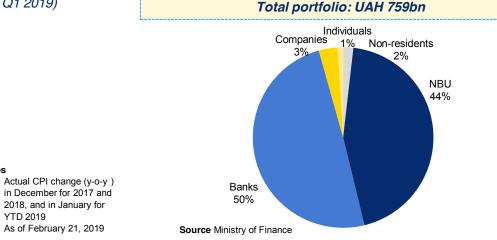
Key highlights

- With c.50% share the banks are currently the largest holders of domestic government bonds followed by the NBU, which accounts for c.44% of the portfolio
- At c.1.8% of total outstanding Ukrainian domestic government bonds as of February 2019¹, the portfolio held by non-residents almost double the size of the portfolio held by individuals
- Ukraine is making decisive steps to deepen domestic government bond market and to increase share of nonresidents in local currency bonds portfolio
 - Clearstream, the international central securities depository, intends to establish the link with the depository of the NBU in Q1 2019

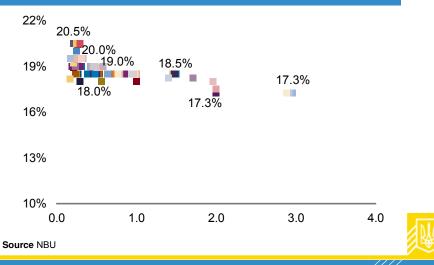
Domestic government bond issuances (in UAH)

	2017	2018	YTD 2019
UAH-denominated bonds (UAH m)			
Funds remitted to state budget	32,755	65,128	33,695
up to 1 year	11,294	60,429	32,865
1-3 years	19,529	2,983	830
3-5 years	1,932	1,716	-
over 5 years	-	-	-
Weighted average yield at auctions, %	15.02%	17.79%	<mark>19.03%</mark>
up to 1 year	15.23%	17.92%	19.06%
1-3 years	14.89%	16.18%	17.78%
3-5 years	15.11%	15.87%	-
over 5 years	-	-	-
Consumer inflation ¹	13.7%	9.8%	9.2%

Domestic government bond holding structure, % of total²



UAH-denominated yield curve in Sep 2018 – Feb 2019²



Notes

2



1. A story of recovery and renewal supported by reforms achievements

2. Fiscal consolidation supporting a prudent debt management strategy



3. Continuous support from economic partners

Appendices

Continuous and significant support from our partners

Considerable support from international partners to public and private sectors in 2017-2018

Institution	Description
A CONTRACTOR OF A CONTRACTOR	 IMF 4-year Extended Fund Facility (EFF) program (2015-2019): c.US\$ 8.5bn received (as of October 2018). The EFF program replaced with a new 14-month Stand-By Program New Stand-By Arrangement (139% of quota) with total program size amounting to the equivalent of c.US\$ 3.9bn approved by the IMF Board of Directors in December 2018 (first tranche of c.US\$ 1.4bn disbursed immediately)
WORLD BANK GROUP	 US\$ 750m Policy-Based Guarantee (PBG) to support institutional reforms and sustainable economic growth in Ukraine approved in December 2018 Loan with total size of c.EUR 349m attracted under the PBG in December 2018 (second loan for the rest of the guarantee expected in Q1 2019) IFC financing and advisory expertise for public and private sectors: First loan in national currency, financing for Ukrainian PE fund, development of PPP projects at Ukrainian sea ports, loans to support private sector development
Image: constraint of the second se	 EBRD: c.EUR 543m of project financing to public and private sector in 2018 Dedicated funding towards renewable energy sector (EUR 250m USELF III launched in June 2018) EIB: EUR 393m of loans granted in 2018 with c.34%¹ provided to Ukrainian private sector and the rest 66% directed towards transport connectivity and road safety improvement as well as upgrade of energy and road infrastructure EU: EUR 1bn macro financial assistance split into 2 tranches (EUR 500m disbursed in December 2018, second tranche expected in 2019)
	 USA: US\$ 250m funding dedicated to security and defense assistance to Ukraine in 2019 USAID: Financial support to promote economic and social development together with sectoral reforms

Notes

Sources IMF, World Bank, the EU, US Treasury 1 Share of publicly disclosed loans provided to private companies as opposed to the Ukrainian public sector (incl. SOEs)

Update on IMF program in Ukraine

Key milestones

- February 2015: IMF staff Level Agreement on a US\$ 17.5bn Extended Fund Facility Arrangement (900% of quota)
 - 2nd largest IMF program in percentage of quota: compared to 2,159% of quota for the 2nd program in Greece or 422% for Egypt and 322% for Iraq
 - With limited front-loading to incentivize reforms
- August 2015: Staff Level Agreement on 1st review under the EFF
- October 2015: Discussions on the 2nd 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 2nd review under the EFF and approval of US\$ 1bn Disbursement
- April 2017: Completion of the 3rd review of the EFF and disbursement of the 4th tranche of EFF support
- October 2018: Staff Level Agreement on the new 14-month Stand-By Arrangement (to replace current EFF program) for 139% of quota
- December 2018: Approval of the Stand-By Arrangement for a total program amount of US\$ 3.9bn by the IMF Board of Directors
 - Immediate disbursement of the first tranche totaling US\$ 1.4bn
 - Simultaneous cancelation of the arrangement under the EFF approved in March, 2015

Past IMF reviews under the EFF and SBA programs

Availability date / Next reviews	SDR m	US\$ m ¹
EFF program		
March 11, 2015	3,546	4,879
July 31, 2015 [1 st review]	1,182	1,659
September 15, 2016 [2nd review]	716	1,003
April 3, 2017 [3 rd review]	734	996
Total EFF program	6,178	8,537
SBA program		
December 18, 2018	1,000	1,391
May 2019 [1 st review]	900	1,258
November 2019 [2 nd review]	900	1,258
Total SBA program	2,800	3,907

Key achieved structural benchmarks and prior actions

<u>EFF</u>:

- Establishment of the NABU
- Parliament approval of the new gas market law
- Adoption of a broad-based strategy to reform the SOE sector
- Launch of the electronic assets declarations
- New pension legislation
- New privatization framework
- Parliament approval of the law on ACC

<u>SBA</u>:

- Parliamentary approval of 2019 State budget consistent with the IMF recommendations
- Increase in household gas and heating tariffs

Note 1 Past tranches translated at NBU XDR/US\$ exchange rate as of the date of their receipt; expected tranches converted at XDR/US\$ as of January 10, 2019

Key structural benchmarks under the IMF's SBA for Ukraine

	Structural benchmarks	Completion date
1	Raising heating tariffs of all remaining heating companies with an output of up to the NEURC-set threshold, to cover at least 95 percent of the total centralized heating supply	End-December 2018
2	Adoption by the NBU of revisions to its capital regulations to subtract loan exposures to related parties above regulatory limits from regulatory capital	End-December 2018
3	Parliamentary approval of the law revisiting the supervisory responsibility for a variety of financial intermediaries ("split" law)	End-March 2019
4	Publication of first report summarizing progress in asset recovery and litigation efforts related to the four state-owned banks	End-March 2019
5	Consolidate the current central and regional units of the State Fiscal Service (SFS) into two separate legal entities: the Tax Service and the Customs Service	End-April 2019
6	At least thirty-five anti-corruption judges with impeccable reputation and relevant professional skills to be appointed to the HACC	End-April 2019
7	The NBU to take appropriate supervisory actions against banks that fail to comply with capital requirements	End-June 2019
8	Complete an external audit of the NABU , conducted by a panel of respected experts with international experience	End-July 2019

Source IMF



1. A story of recovery and renewal supported by reforms achievements

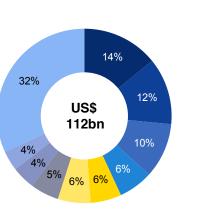
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Appendices

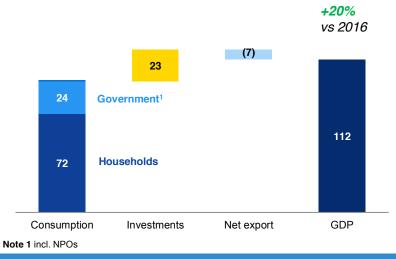
Structure of Ukraine's economy



2017 nominal GDP breakdown by sector

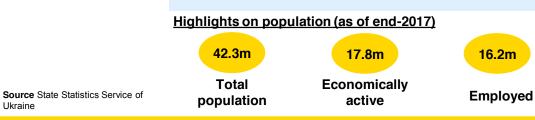


2017 nominal GDP breakdown by expenditures, US\$ bn

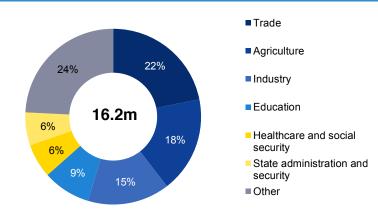


Comments

- Ukraine is gradually shifting from prevailing raw material production to a country with a dominating tertiary sector
 - Agriculture and mining, the largest segments of Ukraine's primary sector, jointly reach for only 16% of 2017 GDP
- Trade, transport and real estate operations accounted for the ► largest share of Ukraine's tertiary sector at 14%, 6% and 6% of 2017 GDP, respectively



Employed population by sector (2017)



Ukraine

Environmental, social and corporate governance developments

Directions of RES development in Ukraine

Energy generation

Construction of renewable energy facilities

Construction of plants producing equipment for RES

Biofuel production plants construction 000

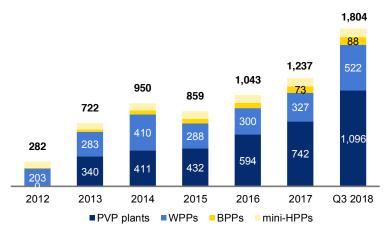
Growing energy Ŷ crops

Key highlights

- Ukraine's strategy on renewable energy sector (RES) and energy saving is based on two core pillars:
- National Renewables Action Plan aimed at reaching • 11% share of RES in total electricity consumption by 2020
- National Energy Efficiency Action Plan with a view toward reduction of final energy consumption by 9%

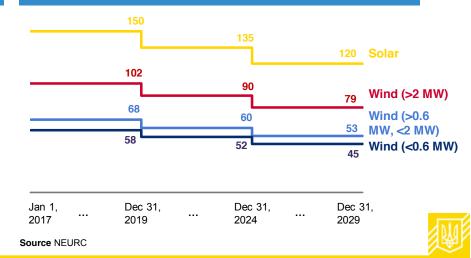
Strong governmental incentive mechanism for RES development represented by one of the highest feed-intariffs in Europe

RES's installed capacity dynamics, MW



Sources SAEE, NEURC

WPP and SPP feed-in tariffs dynamics, EUR/MWh



International Renewable Energy Agency (IRENA)

On February 2018. Ukraine became a member of IRENA.



Residential sector (000) 1000

Industry

Public sector

Energy saving

Key benefits for Ukraine:

- Renewable projects financing by the Abu Dhabi Fund for Development (ADFD) under 1-2% for up to 20 years
- Legislation improvement
- "Green" investment attraction

Source NEURC

Additional guarantees to investors

February 2019

Full anti-corruption infrastructure is being established

Prevention	Investigation	Punishment
ProZorro procurement system	National Anti-Corruption Bureau (NABU)	Specialized Anti-Corruption Prosecution Office
 Major accomplishments in 2018: 1.2m new tenders with US\$ 19.7bn expected value of finalized deals 60k new unique enterprises and sole proprietors participated in procurements as suppliers The first stage of integration with MOH registry of medicines completed 	Number of proceedings:August 2016194February 2017264June 2017371December 2017489	 Fully focused on corruption cases involving state officials Oversees the investigations conducted by NABU and presents allegations in the courts As of December 2018, 302 suspected officials were accused and 176 cases directed to the court
 Improved system functionality National Agency on Corruption Prevention (NACP) As of December 2018: 2 waves of e-declarations fillings 	August 2018 644 December 2018 635 January 2019 693	High Anti-Corruption Court The Law on High Anti-Corruption Court (HACC) adopted in June 2018
 conducted Automated Declaration Control System introduced >11k requests for special inspections processed 	 Performance status as of December 2018: 635 criminal proceedings under investigation with 153 persons officially notified of suspicion 	 November 2018: the members of the Public Council of International Experts were selected November 2018: 267 submitted and enproved applications for 20 positions in
 472 decisions on full inspections of declarations made 253 cases transferred to law enforcement authorities 	 Strong public accountability and trust Effective cooperation with foreign authorities 	 approved applications for 39 positions in the ACC and its Appeals Chamber June 2019: expected start of the HACC operations

Sources: ProZorro, NACP, NABU

December 2013 Notes: update

Key milestones

- 17 February 2016: The Law Debenture Trust Corporation plc, acting on behalf of the Russian Federation as the sole holder of purported Ukraine's US\$ 3bn Eurobond, filed a lawsuit against Ukraine in the High Court of England and Wales seeking repayment of notes
 - <u>Ukraine's position</u>: the bond, sold on the eve of a 2014 revolution in Kiev, was induced by threats and acts of unlawful political, economic and military aggression from Moscow and was in any event void as being beyond Ukraine's capacity and/or the Minister's authority, amongst other reasons
 - <u>Russia's position</u>: English courts should hear the case as a straight-forward default, and were not entitled to take such aggression into account
- 29 March 2017: the High Court issued a Summary Judgment decision in favour of the claimant
 - Ukraine appealed before the Court of Appeal of England and Wales
- > 22-26 January 2018: Appeal hearing took place
- 14 September 2018: A final judgment has been rendered by the Court of Appeal that the case should go to a full trial on Ukraine's duress defence

Details on Judgment (September 14, 2018)

- The first instance judge was wrong:
 - to decline to permit Ukraine's defence of duress to proceed to trial; and
 - to refuse to grant Ukraine a permanent stay of the proceedings if Ukraine's defence of duress could not be adjudicated by the English Court.
- Ukraine has lost on the issues of capacity, authority, implied terms and countermeasures, as well as on the issue as to whether there are any other compelling reasons for the case to go to trial
- Ukraine has therefore succeeded in its appeal and the Summary Judgment has been set aside, subject to any appeal to the Supreme Court

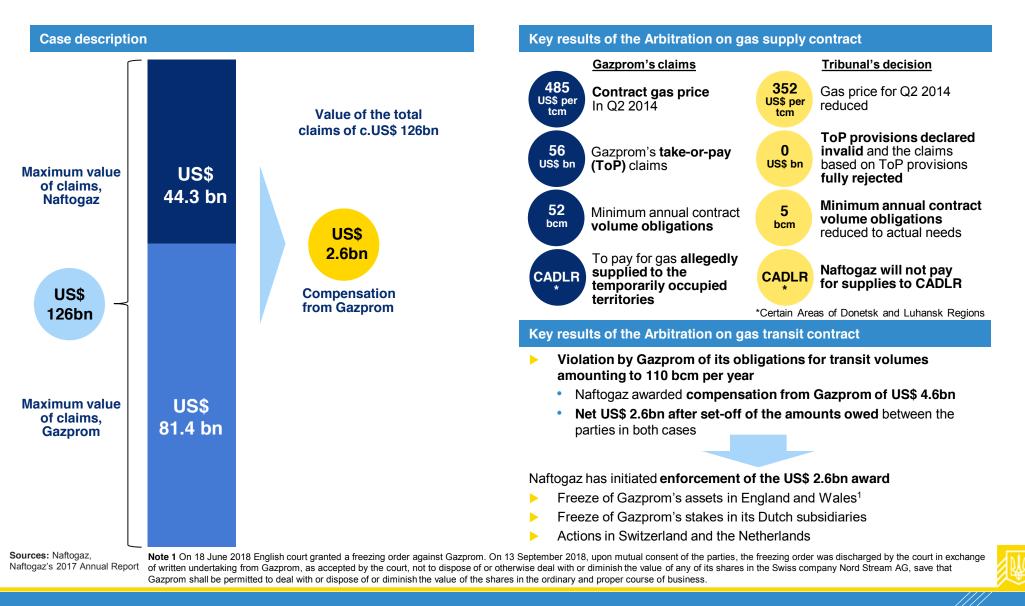
"It **would be unjust** to permit Law Debenture and Russia to proceed to seek to make good the contract claim **without Ukraine being able to defend itself** by raising its defence of duress at trial."

The Law Debenture Trust Corporation p.l.c. v Ukraine, Approved Judgment, Court of Appeal of England and Wales September 14, 2018

Source: Ministry of Finance

Ukraine argues that the alleged contracts for the Russian bonds are void and unenforceable because of Russia's wanton threats and acts of political and military aggression towards Ukraine

Historical victory for Ukraine: Stockholm Arbitration



February 2019

Thank you for your attention!

