

Export credit facilities

The Role of Export Credit Agency Ukraine

Oksana Ocheretyana,
Member of the Management Board of
"Export Credit Agency" Ukraine



Export of Ukraine for 12 months of 2022

Export of Ukraine in 2022
(million USD)

44 172.8

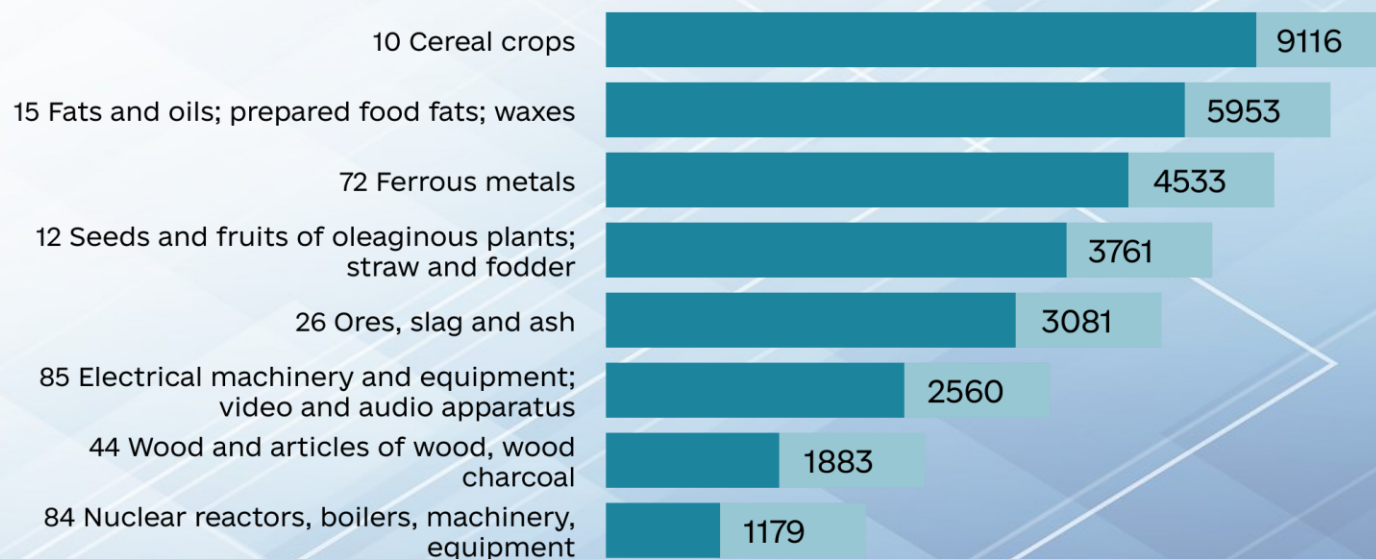
Export of Ukraine in 2021
(million USD)

68 079.6

Dynamics

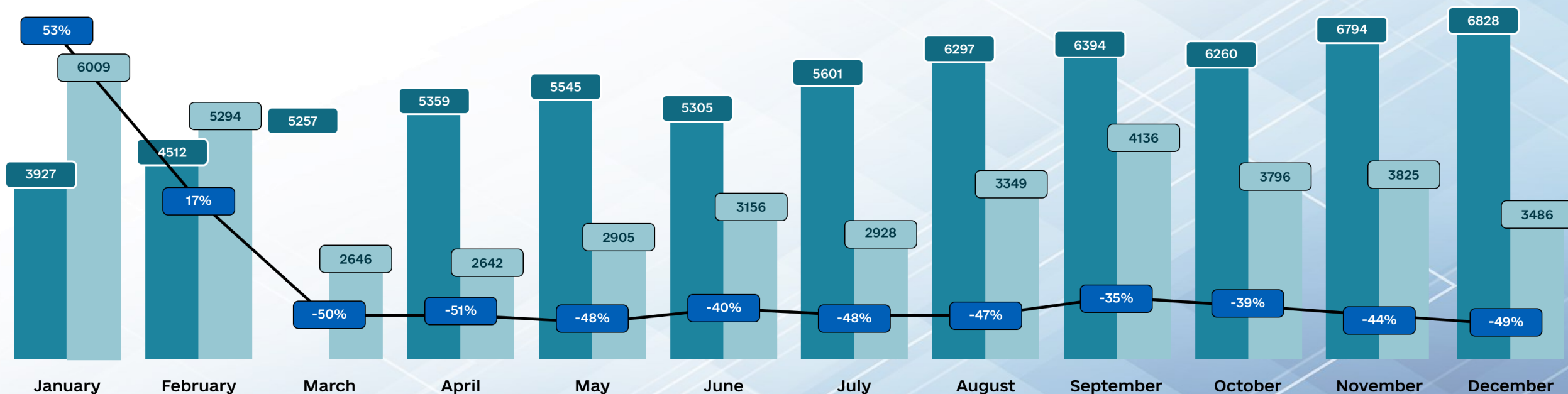
-35.1%

Ukraine's exports in 2022 by product category, in millions of USD



Export of Ukraine for 12 months of 2022

Ukraine's export by months, million USD



What are the main difficulties that Ukrainian export oriented companies are facing today?

Lack of access to affordable financing

Fluctuating exchange rates

Limited market access due to trade barriers and competition

Insufficient infrastructure and logistics capabilities

Political and economic instability

ECA Ukraine's Role in Export Facilitation

Speaker name

01

We provide insurance for receivables from export contracts

02

We assist in obtaining financing for export contracts, including under the 5-7-9 program

03

We assist in obtaining a bank guarantee

04

We reduce bank risks by providing collateral

05

We reduce exporter's risks by insuring debt and verifying their counterparty

What does ECA Ukraine propose?

ECA Ukraine Product Portfolio as of 27.03.2023

Insurance of Foreign Economic Agreements

Insurance of Bank Guarantees to ensure fulfillment of Foreign Economic Agreements

Pre-Export Financing Insurance

Portfolio Insurance of Pre-Export Financing



Who can be supported by an ECA Ukraine?

- ➔ ECA insures all the services export of Ukrainian origin
- ➔ ECA insures the export of goods in accordance with Ukrainian Customs Commodity Classification Codes for Foreign Trade, given the restrictions permitted under Art. 8 of the Law of Ukraine “On financial mechanisms for stimulating export activity” as amended on March 24, 2022
- ➔ ECA insures the foreign economic agreement (contract)/ export credit/bank guarantee for the amount up to UAH 150 million
- ➔ ECA insures up to 85% of the foreign economic agreement (contract) amount
- ➔ Recently, ECA Ukraine expanded opportunities for supporting beginners in export when obtaining bank loans

Cooperation with Foreign Organizations



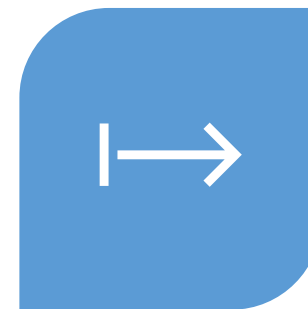
PARTNERING WITH FOREIGN
CREDIT AGENCIES, SUCH AS
CESCE, KUK, SACE, AND EXIM



JOINING INTERNATIONAL
ASSOCIATIONS, INCLUDING
BERNE UNION



ESTABLISHING WORKING
RELATIONSHIPS WITH EU
INSTITUTIONS



PARTICIPATING IN REGIONAL
TRADE AND INVESTMENT
FORUMS



UKRAINIAN
CLUSTER
ALLIANCE



Supported by
NADÁCIA
MINISTERSTVA
HOSPODÁRSTVA

Conclusion



Speaker name

- » Ukrainian exporters face significant challenges
- » ECA Ukraine plays a critical role in facilitating exports
- » Collaboration with foreign organizations is a key component of our strategy
- » We are committed to promoting Ukrainian business on the global stage



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