Export Credit Agency

INVEST IN UKRAINE SAFELY

together with ECA



Investment protection and export scaling

THE ROLE OF ECA AS A STATE RISK-REDUCTION INSTRUMENT

The Export Credit Agency of Ukraine is a company that helps Ukrainian exporters stay competitive in the global market.

What we do:

- Investment protection
- Ensuring export contract fulfillment
- Access to production and export financing
- Accounts receivable protection

LONG-TERM EXPORT SCALING

UKRAINE — HIGH INVESTMENT POTENTIAL

The value-added manufacturing market opens opportunities for scaling exports to the EU and other markets.

UKRAINE'S INVESTMENT POTENTIAL

- \+ High demand for value-added products
- \+ Access to the EU market
- \+ Economic and infrastructure recovery
- \+ Competitive cost of production

INVESTMENT **RISKS** IN UKRAINE **ARE MANAGEABLE** THROUGH ECA INSTRUMENTS

FACTORS RESTRAINING INVESTORS

- − War risks
- − Political risks
- − Limited access to financing
- − Elevated country risk

ECA PROVIDES INVESTOR PROTECTION AND ACCESS TO FINANCING

WHAT AN INVESTOR GETS WITH ECA

Capital protection, access to financing, and export support



DIRECT INVESTMENT PROTECTION:

- Coverage of war and political risks
- Protection of invested capital and dividends



DEVELOPMENT FINANCING:

- Investment loans for production scaling
- Export financing for contract fulfillment



EXPORT PROTECTION AND SUPPORT:

- Ensuring contract fulfillment
- Protection of export revenue from non-payment
- Scaling exports to new markets

WHAT WE OFFER

Investor lifecycle: from investment to export scaling

LIFECYCLE STAGES:



ECA UA Export Credit Agency

DIRECT INVESTMENT INSURANCE

Protection of investments in Ukraine from war and political risks ⚠

FOR WHOM?

- **Investors** (individuals and legal entities), **residents and non-residents**

BENEFITS FOR THE INVESTOR:

- **Capital and income protection**
- **Reduced investment risks in Ukraine**
- **Increased project confidence**
- **Investment stability assurance**

INSURANCE CONDITIONS:

- Coverage: **85% of the investment amount**
- Term: **determined individually**
- Limit: **up to UAH 475 million**
- Insurance object: **direct investments and /or dividends thereof**
- Condition: **minimum investor share — 10%**

INVESTMENTS ARE DIRECTED TO:

- **Manufacturing**
- **Infrastructure**
- **Processing industry**
- **Export-oriented projects**

INDICATIVE RATE:

from 1%

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DIRECT INVESTMENT
INSURANCE



FOREIGN TRADE AGREEMENT
INSURANCE (FTA/EASY FTA)

Protection of export revenue and the ability to work with deferred payment without risk

FOR WHOM?

- **Ukrainian exporters** of goods, works, and services

BENEFITS FOR THE CLIENT:

- **Increased sales volumes**
- **Export revenue protection**
- **Cash flow stabilization**
- **Geographic expansion of exports**

INSURANCE CONDITIONS

FTA INSURANCE CONDITIONS:

- Coverage: **up to 85% of invoice amount**
- Term: **up to 180 days**
- Limit: **up to UAH 475 million**
- Format: **individual agreement**
- Risks: **All Risks**

EASY FTA (online product):

- Coverage: **up to 85% of invoice amount**
- Term: **up to 180 days**
- Limit: **UAH 400,000**
- Format: **public offer**
- Risks: **All Risks**

INDICATIVE RATE: from 0.6%

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FOREIGN TRADE AGREEMENT INSURANCE (FTA/EASY FTA)



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PRE-EXPORT FINANCING
INSURANCE

Financing the exporter's activities to fulfill a foreign trade agreement

FOR WHOM?

- **Ukrainian exporters** raising financing to fulfill foreign trade agreements
- **Banks** lending to exporters

BENEFITS FOR THE CLIENT:

- **Access to financing**
- **Operational activity financing**
- **Reduced asset burden**

INSURANCE CONDITIONS:

- Coverage: **100% of the loan, max 85% of the contract value**
- Term: **for the duration of the loan**
- Limit: **up to UAH 475 million**
- Risks: **All Risks**

ECA INSURANCE COVERAGE = COLLATERAL FOR THE BANK

INDICATIVE RATE:

from 0.6%

PRE-EXPORT FINANCING
INSURANCE



INSURANCE VARIANTS:

- **Basic**
- **Targeted** — with enhanced control over targeted use of the export credit
- **Corporate** — for lending to related parties (Ukrainian exporter and trading company)

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BANK GUARANTEE /COUNTER-GUARANTEE INSURANCE

Ensuring contract performance and access to bank guarantees for exporters

FOR WHOM?

- **Ukrainian exporters** fulfilling foreign trade agreements
- **Banks** providing guarantees to exporters

INDICATIVE RATE:
from 1.5%

BENEFITS FOR THE CLIENT:

- **Increased counterparty trust**
- **Access to bank guarantees**
- **Fulfillment of international contract terms**
- **Expansion of export opportunities**
- **Working capital preservation**

INSURANCE CONDITIONS:

- Coverage: **up to 85% of guarantee amount**
- Term: **for the duration of the guarantee**
- Limit: **up to UAH 475 million**
- Risks: **All Risks**

ECA INSURANCE COVERAGE = COLLATERAL FOR THE BANK

BANK GUARANTEE /COUNTER-GUARANTEE INSURANCE



*Ukrainian counter-guarantee bank

**EBRD has an AAA credit rating under the Trade Facilitation Programme (TFP)

***APG = Advance Payment Guarantee; PG = Performance Guarantee

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INVESTMENT LOAN INSURANCE

Financing investment projects aimed at creating facilities and infrastructure for developing the processing industry and exporting Ukrainian-origin goods, works, and services

FOR WHOM?

- **Ukrainian business entities** implementing investment projects for export development
- **Banks** financing investment projects

INDICATIVE RATE:
from 0.5%

BENEFITS FOR THE CLIENT:

- **Attracting investment financing**
- **Implementing investment projects**
- **Building export potential**
- **Optimizing collateral requirements**

INSURANCE CONDITIONS:

- Coverage: **up to 85% of the principal debt under the loan or the value of the investment project**
- Term: **corresponds to the investment loan term**
- Limit: **up to UAH 475 million**
- Risks: **All Risks**

ECA INSURANCE COVERAGE = COLLATERAL FOR THE BANK

INVESTMENT LOAN
INSURANCE



*The business entity provides the bank with a business plan or feasibility study on the impact of loan funds on future exports.

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ECA PERFORMANCE RESULTS FOR 2022–2026 (As of 30.09.2026)

193
EXPORTERS

≈ UAH 39.89 billion
VOLUME OF SUPPORTED EXPORTS

≈ UAH 4.74 billion
VOLUME OF LOANS UNDER ECA INSURANCE COVERAGE

PARTNER BANKS:

UKR EXIM BANK
ugb ЕКО БАНК КРАЇНИ
ПриватБанк
ОЩАДБАНК МІЙ БАНК. МОЯ КРАЇНА
KredoBank PKO Bank Polski Group
ТАС ТАСКОМБАНК
РАДАБАНК
VST bank
банк ПІВДЕННИЙ
creditwest Creditwest Bank Ukraine
Raiffeisen Bank Разом з Україною
MTB Bank
Alliance bank

ECA ENSURES EXPORT SCALING AND ACCESS TO FINANCING FOR BUSINESSES

ECA Export Credit Agency

INVEST IN UKRAINE WITH ECA

We provide investment protection, access to financing,
and export support at every stage of business development

ECA — the architect of safe investment and production scaling in Ukraine

CAPITAL PROTECTION
from war and political risks

FINANCING
without excessive collateral through partner banks

EXPORT SUPPORT
and access to international markets

Start investing today:

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