



PRESENTATION OF ODDO BHF GROUP

FINANCING CONFERENCE UKRAINE
Berlin, June 2019

The leading independent Franco-German financial group



Entrepreneurial

A family-owned company in which employees have a stake in the share capital and thus similar interests to clients

Independent

Freedom of spirit and action acknowledged by our clients

Unique

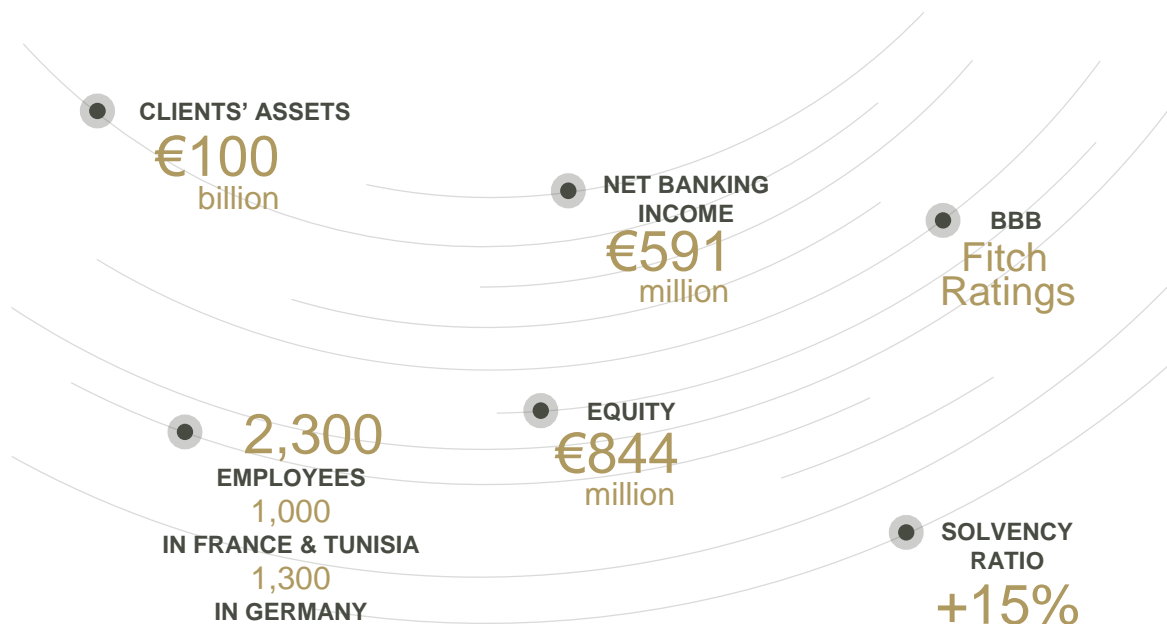
A unique Franco-German group model, a quality of relationship that the client cannot find anywhere else

Stable

Determination to work on a long-term basis with employees, partners and clients, ensuring trust and integrity

Driven

Employees motivated by an ideal of excellence and by a constantly renewed commitment



OUR 3 KEY POINTS

PEOPLE

The interests of our employees, who are partners in the share capital, are aligned with those of our clients.

LONG-TERM

The Group builds relationships of trust with its clients, partners and employees.

RESEARCH

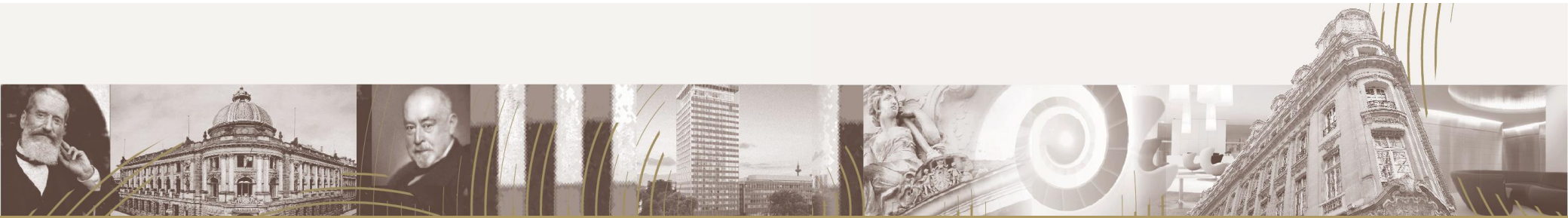
The Group invests 20% of its revenue in financial analysis and information systems.

More than 150 years of history – your partner for the next 150 years



Our mission is to help people and business to grow

ODDO BHF is a **unique Franco German financial group** with a long history rooted in these two key European markets for more than 150 years. It builds its success on its proximity to corporates and entrepreneurs. It is in particular close to family-owned mid-sized companies which are the backbone of European economy.



1849

Marseilles

Camille Gautier becomes a stock-broker in Marseille.

1854

Frankfurt

Frankfurter Bank is founded as a central bank for the Free City of Frankfurt.

1970

Frankfurt

Frankfurter Bank and Berliner Handels-Gesellschaft merge to become BHF-BANK, a step that attracts great attention at the time.

1980

Paris

Philippe Oddo becomes partner of Oddo & Cie and puts in place a collegial system which still operates today.

2016

Paris / Frankfurt

Oddo & Cie acquires BHF-BANK, aiming to create a leading financial institution in the Eurozone.



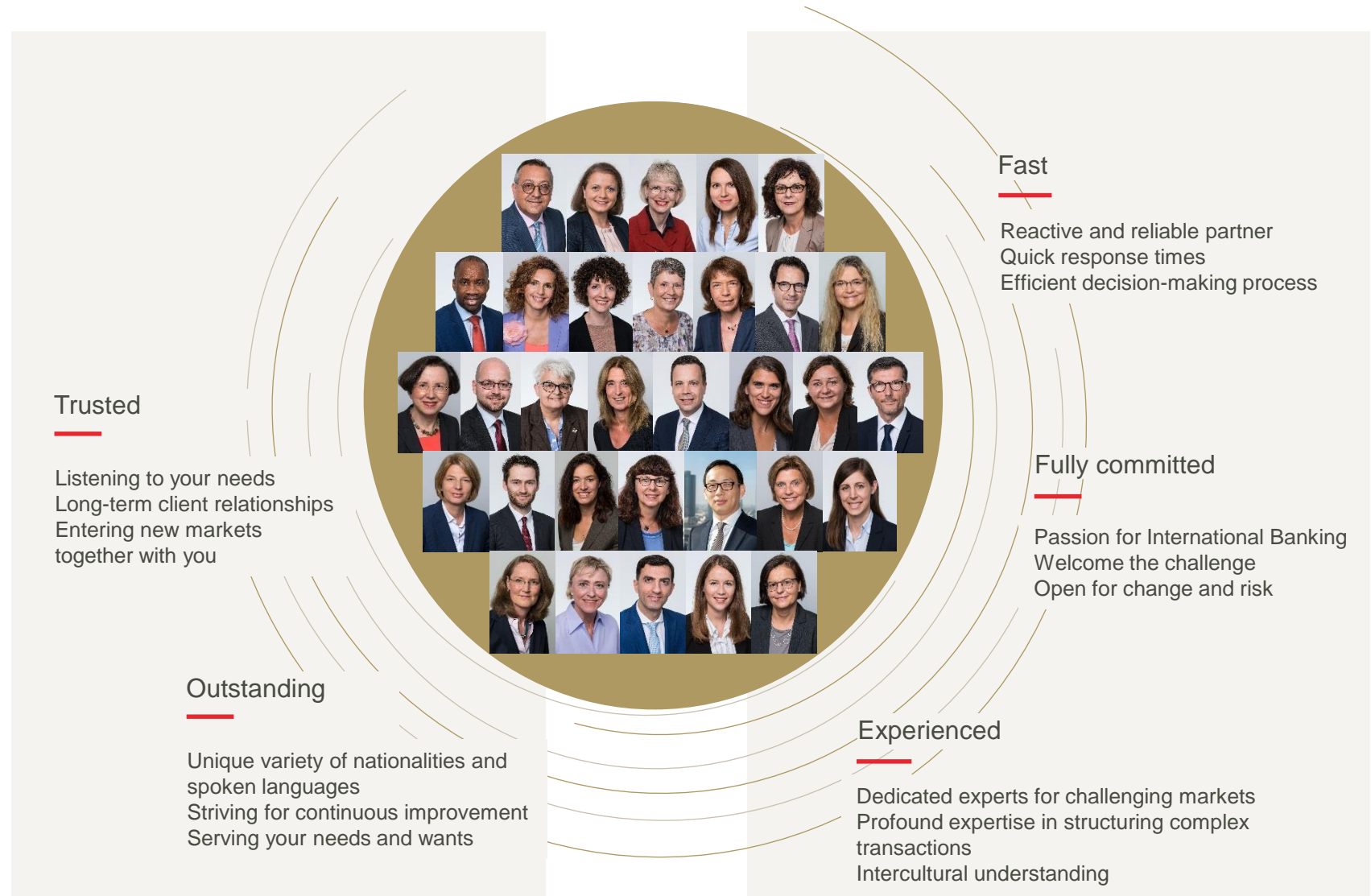
INTERNATIONAL BANKING



Your Private Banker in Correspondent Banking



Coming together is a beginning. Staying together is progress. Working together is success.



Your Private Banker in Correspondent Banking



Reasons to believe



Leaders In Niche Markets

Global market share in export LCs

Togo	14.1%
Ghana	8.3%
Rwanda	7.6%
Armenia	6.4%
Senegal	5.9%
Belarus	3.6%
Ukraine	4.5%

Excellent Service Quality

In-house documentary business

Direct contact to the colleagues of the back office

Multicultural Team With In-depth Local Country Knowledge

15+ nationalities
20+ languages
60+ dedicated country and product experts

Widely Recognized Expertise

High level of professionalism and know-how in structuring of complex short-term and long-term trade-related transactions

Full integration in the European export eco-system

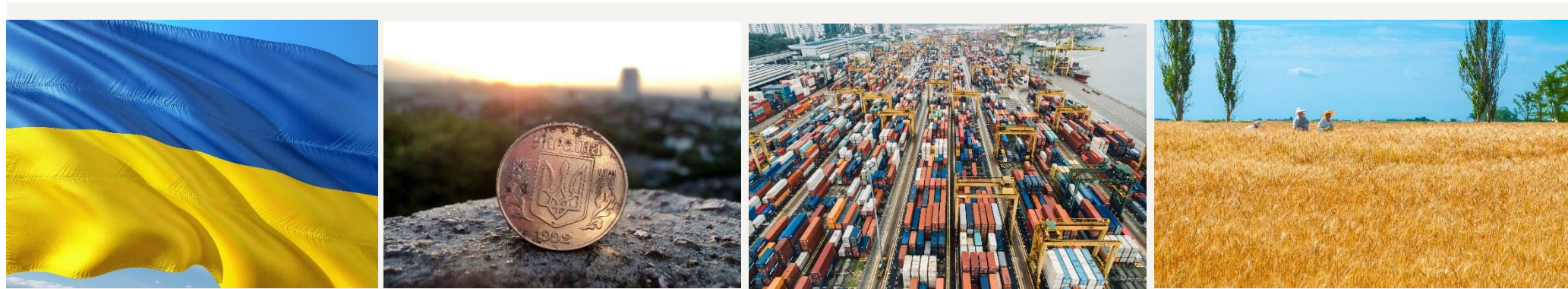
Worldwide Network of Trade-Experienced Correspondent Banks

400+ correspondent banks
75+ emerging markets
140+ covered countries

Our activities in Ukraine



More than 15 years cooperation with Ukrainian Banks & Corporates with a positive track record



Correspondent Banking Services

- Assisting with your payment transactions through a broad network of correspondent banks

Short-term Trade Finance

- EBRD/IFC covered transactions up to 3 years
- Cash covered transactions
- Clean limits up to one year for selected banks
- Letter of credits / SBLCs
- Guarantees
- Bank-to-bank trade related loans
- No regional restrictions rg. beneficiaries-> support trade over the world

ECA covered Financing

- Providing medium- and long-term financing for imports of investment goods from Europe.
- Strong corporate relations with Exporters in Germany /France
- Major ECAs: Hermes, OeKB, SERV, BPI, Atradius, Credendo, all Scandinavian ECAs
- Very experienced team → tailor made solutions
- Borrower: Bank or Corporate

Pre-Export Financing

- Financing future exports of quoted commodities. (tenor up to 1 year)



Project: Development of the second 100 MW phase of the Primorskaya wind farm in the Zaporizhzhia region



Loan amount:	EUR 90m
MLAs / Lender:	Bayern LB, KfW Ipex, ODDO BHF
Borrower:	Primorsk Wind Electric Plant-2 LLC, Ukraine
Guarantor:	DTEK Renewables B.V., Netherlands
Main Exporter:	GE Wind Energy GmbH, Germany
Tenor:	10,5 years
Repayment:	37 quarterly installments
Collateral:	ECA cover, DSRA, Assignment of PPA, etc.
Status:	Financial close beginning of June 2019



Following completion of the second stage, the Primorskaya wind farm will contribute a total of 200MW of installed capacity of renewable energy and generate 650-700 million kWh annually.



Project: Financing of the delivery of equipment for the reconstruction of “Hot Strip Mill 1700” in Iron and Steel Works of Mariupol

Loan amount:	EUR 34,5m
Lender:	ODDO BHF as sole lender
Borrower:	PJSC Ilyich Iron and Steel Works of Mariupol, Ukraine
Guarantor:	Metinvest B.V., Netherlands
Exporter:	Primetals Technologies Austria GmbH, Austria
Tenor:	8,5 years
Repayment:	17 semi-annual installments
Collateral:	ECA cover
Status:	Loan Agreement signed in May 2019





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