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.

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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.

Trusted
- Listening to your needs
- Long-term client relationships
- Entering new markets together with you

Outstanding
- Unique variety of nationalities and spoken languages
- Striving for continuous improvement
- Serving your needs and wants

Fast
- Reactive and reliable partner
- Quick response times
- Efficient decision-making process

Fully committed
- Passion for International Banking
- Welcome the challenge
- Open for change and risk

Experienced
- Dedicated experts for challenging markets
- Profound expertise in structuring complex transactions
- Intercultural understanding
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

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* % of global transactions, YTD 09/2018
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 for 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 or 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
Zuzana Franz  
Director, Senior Regional Manager  
Zuzana.Franz@oddo-bhf.com  
+49 69 718 3829

Aygul Pfaff  
Regional Manager  
Aygul.Pfaff@oddo-bhf.com  
+49 69 718 4117

Alona Kapuza  
Associate Regional Manager  
Alona.Kapuza@oddo-bhf.com  
+49 69 718 3826