



# Bank Pivdenny

## 25 Years of Financial Stability

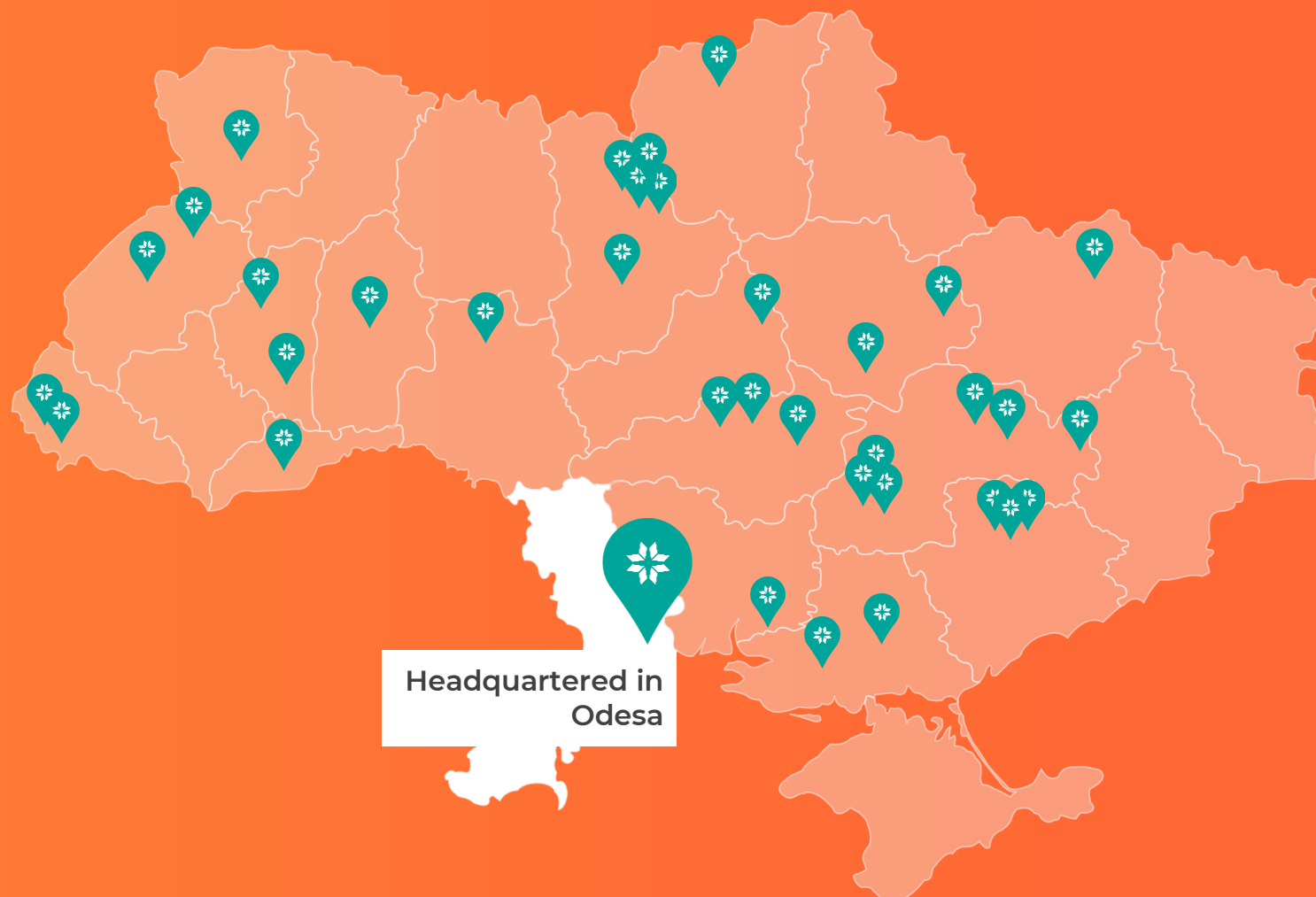


Bank Pivdenny is a major commercial bank with private Ukrainian capital with total assets of about **830 million EUR**

Founded in 1993

As of December 31, 2018

Regional network of  
**95 branches**  
in 18 regions of Ukraine



## Major Shareholders



**Iurii Rodin**

Chairperson of the Supervisory Board



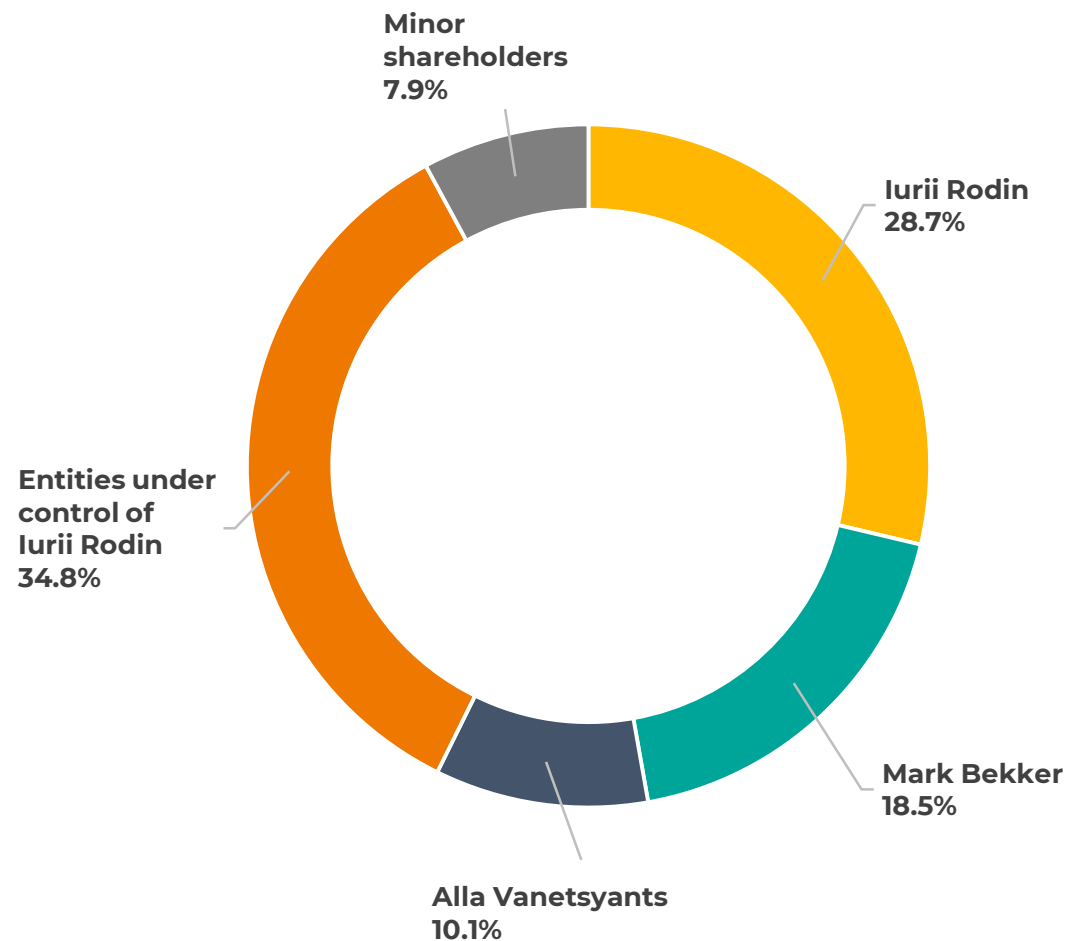
**Mark Bekker**

Deputy Chairperson of the Supervisory Board



**Alla Vanetsyants**

Chairperson of the Board of Directors







**550,000+**

individuals

**UAH 8.5 billion**

deposits of individuals

As of December 31, 2018



**35,000+**

corporate clients

**UAH 9.2 billion**

deposits of corporate clients



**30%**

of the largest companies in Ukraine  
are the Bank's clients

**UAH 17.5 billion**

loans to customers\*

\*Net loans



## One of the leaders of Ukrainian financial market



**2<sup>nd</sup>**

among private Ukrainian banks and  
12<sup>th</sup> in the banking system by assets



**2<sup>nd</sup>**

in the banking system by financial  
guarantees in national currency



**10<sup>th</sup>**

in the banking system by deposits of  
individuals

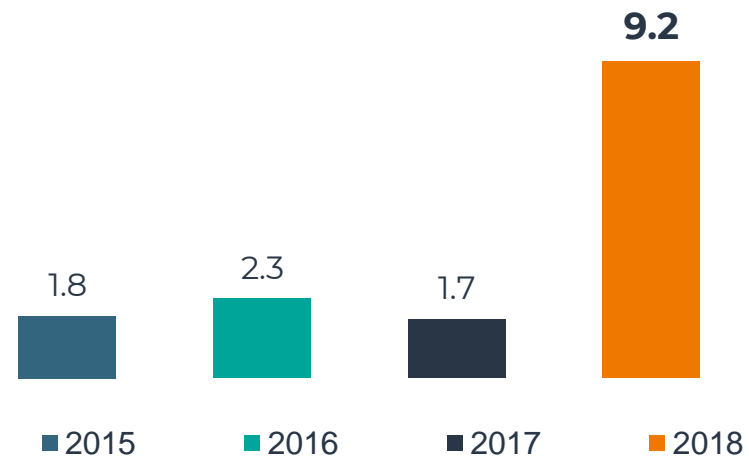


**12<sup>th</sup>**

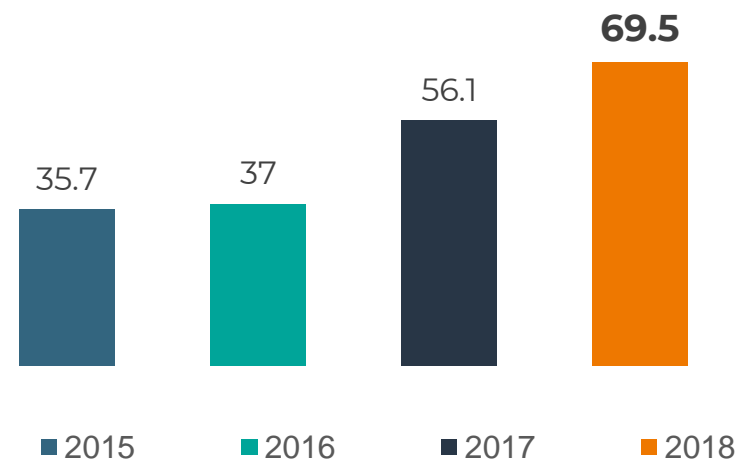
in the banking system by deposits of  
corporate clients

**Good financial standing  
ensures stability and  
reliability**

### Net profit, million EUR



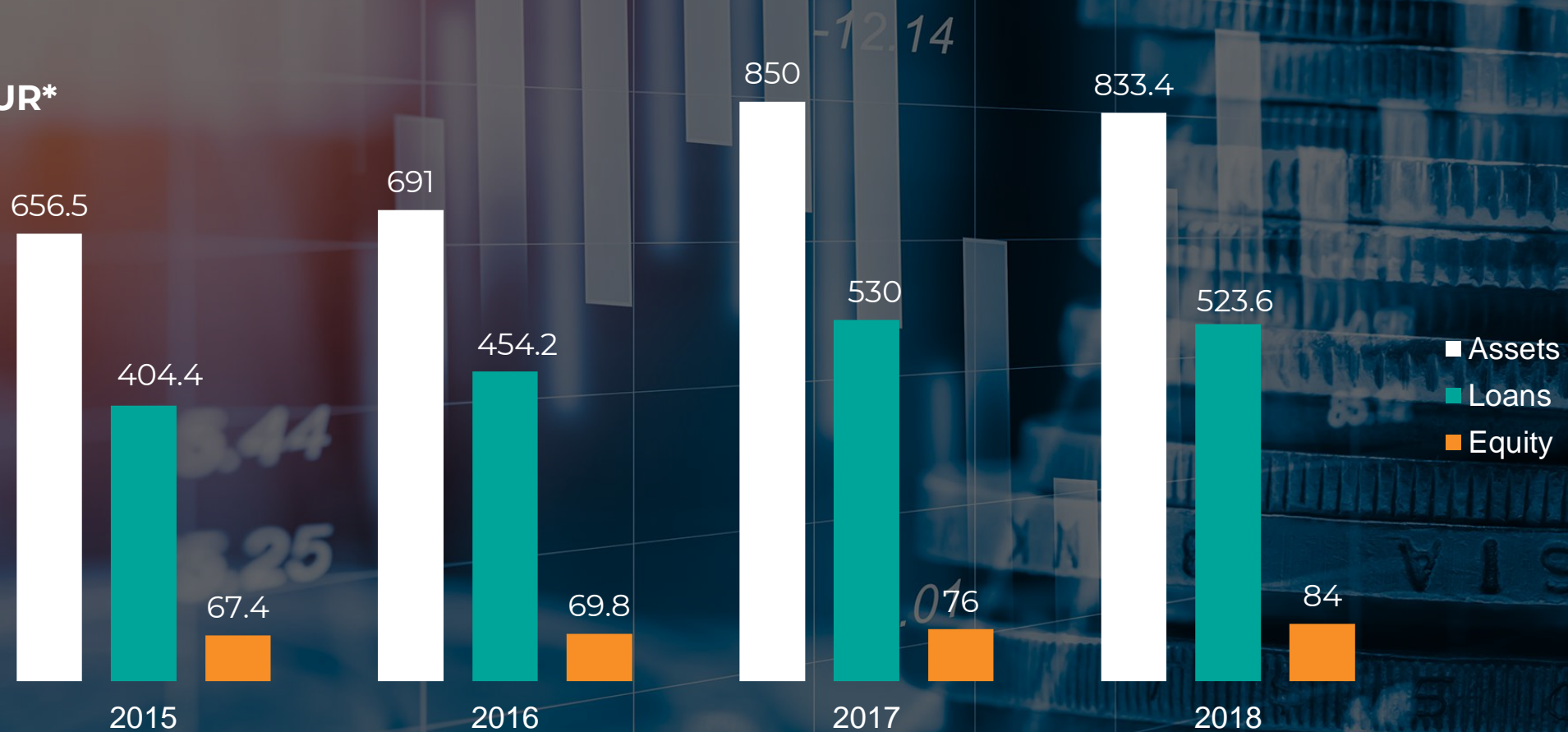
### Operating income, million EUR





## Assets, loans and equity

million EUR\*



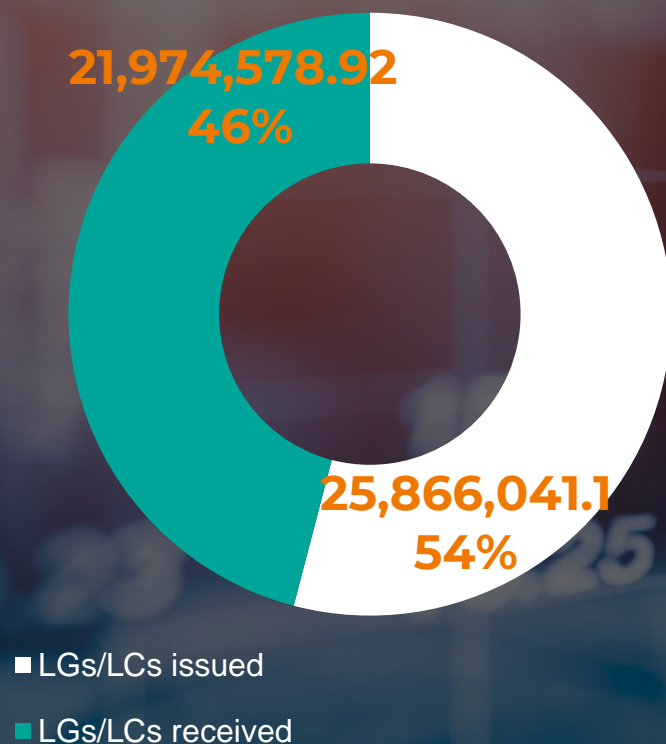
# The Bank's background in attracting foreign financing

Institution	Instrument	Amount, USD	Inception date	Maturity date
<b>STANDARD BANK</b>	Eurobonds	100 000 000.00	26.07.2007	03.08.2010
<b>BLACK SEA TRADE AND DEVELOPMENT BANK</b>	Interbank credit	20 000 000.00	25.06.2008	10.06.2015
<b>KREDITANSTALT FÜR WIEDERAUFBAU (KFW)</b>	Interbank credit	22 000 000.00	10.10.2008	30.06.2013
<b>BLACK SEA TRADE AND DEVELOPMENT BANK</b>	Interbank credit	4 444 444.44	29.05.2009	10.12.2009
<b>KREDITANSTALT FÜR WIEDERAUFBAU (KFW)</b>	Subordinated loan	14 000 000.00	22.10.2009	21.10.2016



## The Bank's documentary business portfolio

Amount, EUR



The **total Import/Export** contracts of the Bank's corporate **clients** amounted to **EUR 3.5 billion in 2018**





**We are here** to share our **insights on** current standing of **Ukraine** and the country's **banking sector**.

**We are confident that now is the right time for foreign partners to revise their policies and plans on:**

**UKRAINIAN BUSINESS &  
UKRAINIAN BANKS**



**Key areas for  
cooperation in trade  
finance with  
Pivdenny Bank**

Import of hard commodities (petroleum products, gas)

Import of agricultural equipment

Import of capital equipment for processing of agricultural materials (butter, sugar)

Import of loading equipment for stevedoring companies and port infrastructure

Projects of reconstruction of energy plants in Ukraine