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)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td><strong>44,172.8</strong></td>
</tr>
</tbody>
</table>

## Export of Ukraine in 2021 (million USD)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td><strong>68,079.6</strong></td>
</tr>
</tbody>
</table>

## Dynamics

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dynamics</strong></td>
<td><strong>-35.1%</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 Cereal crops</td>
<td>9,116</td>
</tr>
<tr>
<td>15 Fats and oils; prepared food fats; waxes</td>
<td>5,953</td>
</tr>
<tr>
<td>72 Ferrous metals</td>
<td>4,533</td>
</tr>
<tr>
<td>12 Seeds and fruits of oleaginous plants; straw and fodder</td>
<td>3,761</td>
</tr>
<tr>
<td>26 Ores, slag and ash</td>
<td>3,081</td>
</tr>
<tr>
<td>85 Electrical machinery and equipment; video and audio apparatus</td>
<td>2,560</td>
</tr>
<tr>
<td>44 Wood and articles of wood, wood charcoal</td>
<td>1,883</td>
</tr>
<tr>
<td>84 Nuclear reactors, boilers, machinery, equipment</td>
<td>1,179</td>
</tr>
</tbody>
</table>
Export of Ukraine for 12 months of 2022

Ukraine's export by months, million USD

- January: 6009
- February: 5294
- March: 5359
- April: 5545
- May: 5305
- June: 5601
- July: 6297
- August: 6394
- September: 6260
- October: 6794
- November: 6828
- December: 3486

January: -50%
February: -51%
March: -48%
April: -40%
May: -48%
June: -47%
July: -47%
August: -35%
September: -39%
October: -44%
November: -49%
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

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, KUKE, SACE, and EXIM
- Joining International Associations, including Berne Union
- Establishing Working Relationships with EU Institutions
- Participating in Regional Trade and Investment Forums
Conclusion

- 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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