

Ukraine: Investor Presentation



MINISTRY OF **FINANCE OF** UKRAINE

April 2021

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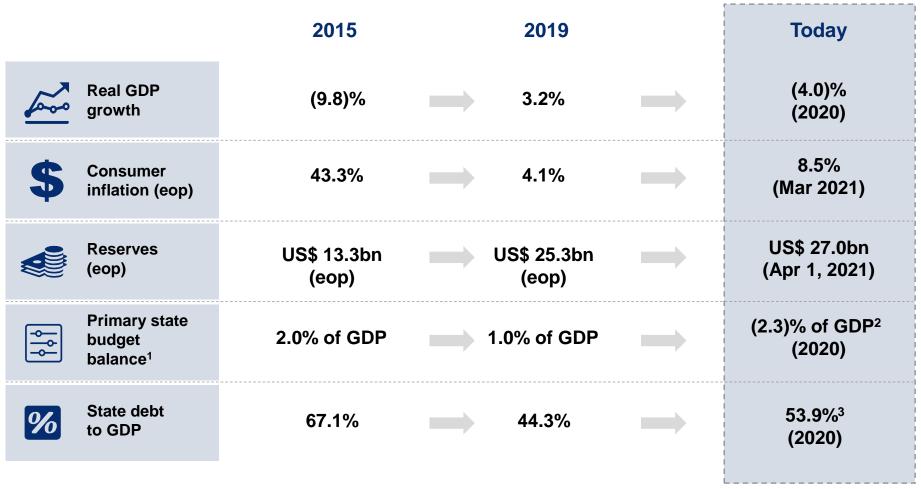
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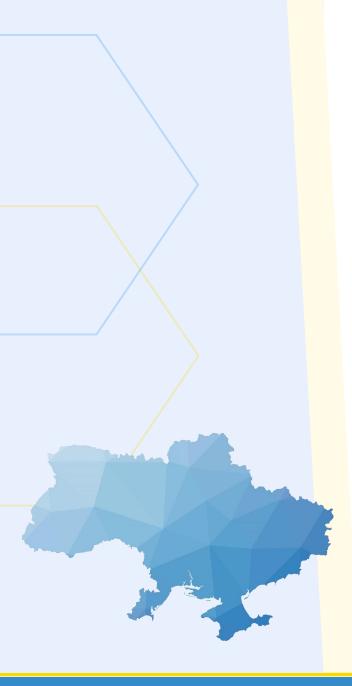
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Ukraine's economy: dynamics of selected indicators



Note 1 Primary state budget balance defined as state budget revenues minus expenditures excl. debt service and minus net lending Note 2 Estimated based on primary state budget deficit of UAH 97.4bn in 2020 and actual 2020 nominal GDP of UAH 4,194bn Note 3 Estimated based on actual state debt of UAH 2,259bn as of Dec 31, 2020 and actual 2020 nominal GDP of UAH 4,194bn Sources State Statistics Service of Ukraine, NBU, State Treasury



Solid foundation for long-term economic growth

2 Return to gradual fiscal consolidation

3 Prudent debt management strategy

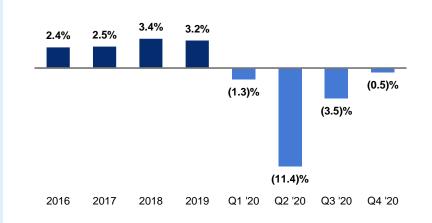
Reviving business climate and development prospects

5 Strong focus on ESG considerations

Accumulated economic buffer to curb Covid-19 crisis (1/2)

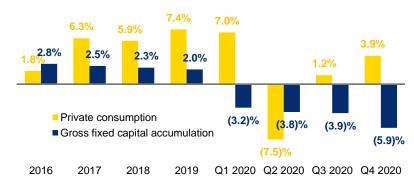
2020 GDP in current	Comments		
prices US\$ 156bn	In 2020, Ukraine's real GDP has declined by 4.0% which is significantly lower than projected by the government (-4.8%) and the IMF (-7.2%)		
GDP per capita dynamics, US\$	Accordingly, the key economic sector outputs contracted with construction being impacted the most (-12.8% y-o-y in Feb 2021), followed by agriculture (-4.8% y-o-y in Mar 2021), and industrial production (-4.2% y-o-y in Feb 2021)		
2017 US\$ 2,640	Despite Covid-19, the private consumption remained strong in Q1 2020 and have quickly returned to slight growth in Q3 2020, while the fixed capital accumulation reacted negatively to the crisis almost immediately		
+17% US\$ 3,097 2018	In Q2 2020, the decline in private consumption was predominately pulling the real GDP change down		
+18%	Key economic sectors output growth (y-o-y) ¹ , %		
2019 US\$ 3,663	55% 45% 35% 25% 15%		
+2%	5% (5%) (4.2%)		
US\$ 3,727 2020	(15%) (25%) (35%) Agriculture Construction Industrial production index uer + ver + v		

Real GDP growth (y-o-y), %



Sources State Statistics Service of Ukraine

Component contribution into real GDP growth, %



Source State Statistics Service of Ukraine

Notes

To the corresponding period of the previous year on a cumulative basis 1

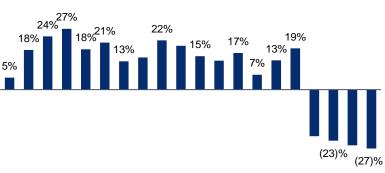
Source State Statistics Service of Ukraine

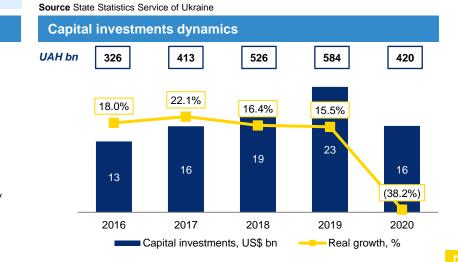
Accumulated economic buffer to curb Covid-19 crisis (2/2)

Comments

- Although industrial output contracted in 2020, some sectors managed to keep the stable or upward dynamics, incl. production of chemicals (+4.7%), and pharma products (+3.0%)
- Gross fixed capital went down by 26.5% in Q4 2020 on the back of the economic disruption caused by Covid-19
- Despite 38.2% capital investments decline in 2020, the consistent growth in the previous periods (15%+ y-o-y in 2016-2019) is expected to solidify Ukraine's prospects for quick economic recovery post Covid-19 outbreak
 - Industry has been the major contributor to capital investments in 2020 accounting for c.37% followed by construction and agriculture with 9% both

Gross fixed capital accumulation, % (y-o-y)¹

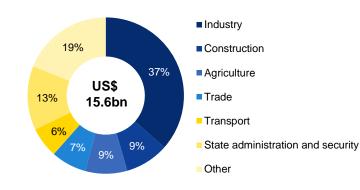




Source State Statistics Service of Ukraine

Note 1 To the corresponding period of the previous year on a cumulative basis

Capital investments split by sector for in 2020, %

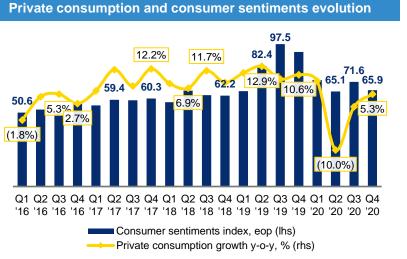


Source State Statistics Service of Ukraine

Despite economic downturn, consumer demand remains firm

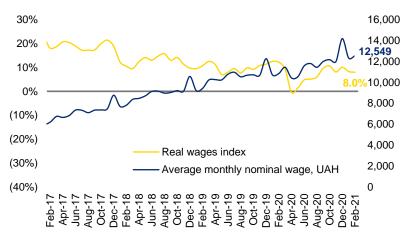
Comments

- Over recent years, consumer demand was consistently driven by a number of factors, including steady rise in real wages, improving consumer sentiments (before Q1 2020), growing personal money remittances
 - Despite economic crisis caused by Covid-19, real wages growth was mainly resilient and reached 8.0% y-o-y in Feb 2021
- Covid-19 also had limited impact on the retail trade: its turnover growth decreased to 4.6% in Feb 2021 from just above 8% as of Dec 2020
- Final private consumption returned to upward trend and grew by 5.3% y-o-y in Q4 2020 after a 10.4% y-o-y decline in Q2 2020



Source GFK, State Statistics Service of Ukraine





Source State Statistics Service of Ukraine



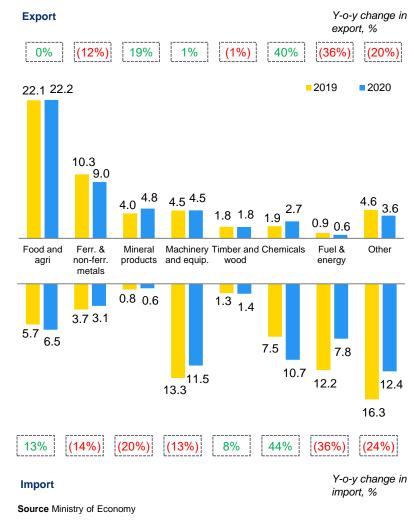
Note 1 To the corresponding period of the previous year on a cumulative basis **Source** State Statistics Service of Ukraine

Marked impact of Covid-19 on external trade in 2020

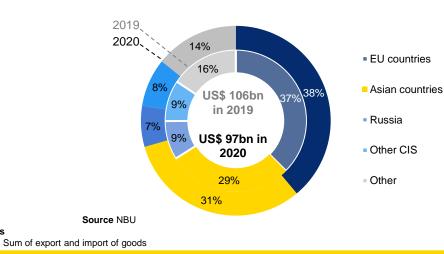
Comments

- Based on preliminary estimates, global Covid-19 pandemic and subsequent lockdown had a pronounced impact on Ukraine's external trade in 2020 with export of goods falling relatively slightly by 1.7% while import of goods declining more rapidly by 11.0% y-o-y in 2020
 - The total export and import of goods have reached US\$ 49.2bn and US\$ 54.1bn in 2020, respectively
- With increased net exports in 2020 such foreign trade dynamics had a positive impact on Ukraine's current account

Export and import of goods dynamics, US\$ bn



Geographic structure of goods trade in 2019 & 2020¹



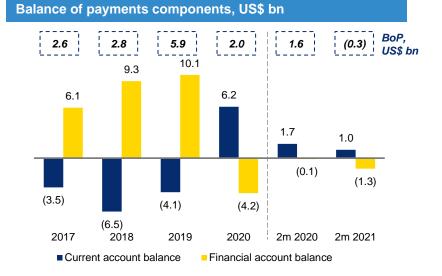
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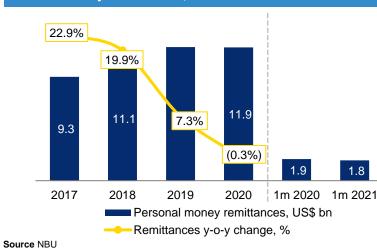
Firm external position leading to less vulnerability to external shocks

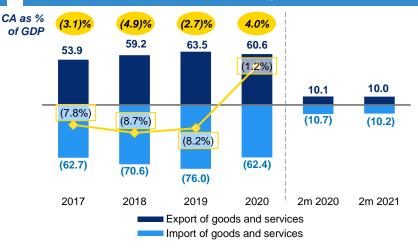
Comments

- The trade balance deficit amounted to US\$ 1.8bn in 2020 due to decreased import coupled with only slightly reduced export (vs US\$ 12.6bn deficit in 2019 largely supported by large machinery and equipment, chemicals, food and agri imports)
- The current account (CA) balance demonstrated surplus in 2020, resulting from a relatively stable goods export and a decrease in imports due to global energy prices decline
- Improved trade balance was partially offset by capital account outflows which resulted into positive balance of payments of c.US\$ 2.0bn in 2020



Ukraine's current and trade balance dynamics, US\$ bn





Private money remittances, US\$ bn

April 2021

Prudent monetary policy implemented by independent regulator

Comments

16%

14%

12%

10%

8%

6%

4%

2%

0%

May-18 Jul-18 Sep-18

Banks

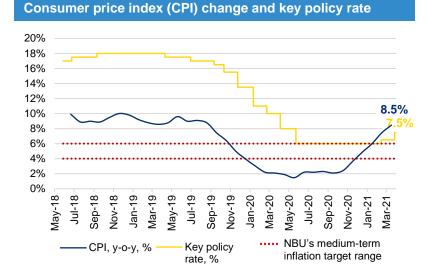
Mar-18

Source NBU

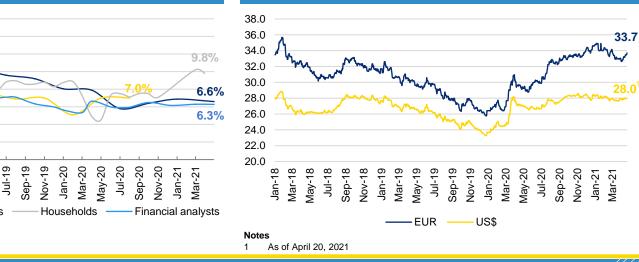
Medium-term consumer inflation target range: 5%+/-1%

Y-o-y inflation as of March 2021: 8.5%

- The NBU has significantly softened its monetary policy maintaining the cycle of key policy rate cuts until June 2020 on the back of UAH appreciation and decelerated inflation
- During July 2020 February 2021, the NBU has decided to keep its key policy rate at 6% to curb the price growth as the economy recovers in 2021–2022, while leaving room for its further decrease
- In March-April 2021, the key policy rate was raised twice by 1.5 p.p. in total in order to respond to the growing inflation
- In March 2020, consumer inflation came out higher than had been projected previously. Inflationary pressures were generated by the rise in prices for certain foods and fuels and sustained consumer demand.



UAH/US\$ and UAH/EUR exchange rates dynamics



CPI expectations for the following 12 months

May-19

Businesses

Nov-18 Jan-19 Mar-19

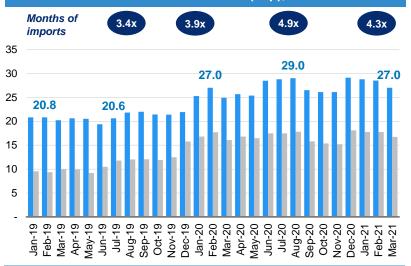
Accumulated international reserves

Comments

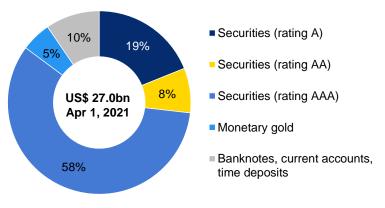
- Gross international reserves grew by 8.5% (y-o-y) and reached US\$ 27.0bn as of April 1, 2021 (covering 4.3 months of future imports)
- Maintained high levels of FX reserves and floating FX rate policy are the most influential factors providing strong buffer for Ukraine on the back of the current crisis (vs previous ones)
- Over March 2021, the international reserves decreased on the back of NBU's net FX purchase (US\$ 50.5m), new FX domestic placements (US\$ 473.7m), government transactions to repay public debt (US\$ 1.3bn), and financial instruments revaluation loss (US\$ 250.3m)

Gross international reserves by instrument (Apr 1, 2021)

Gross and net international reserves (eop), US\$ bn



Gross international reserves by currency (Apr 1, 2021)



• USD 2% 7% US\$ 27.0bn Apr 1, 2021 • USD • EUR • GBP • JPY

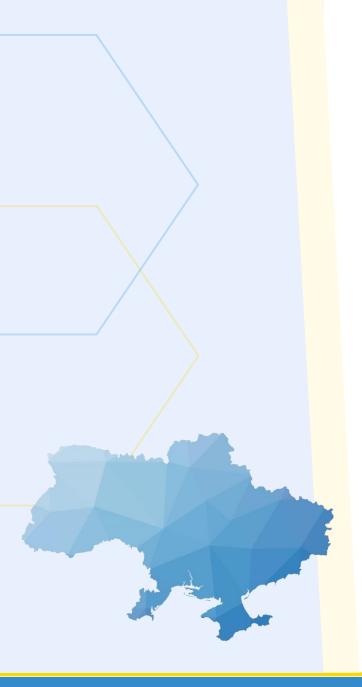
80%

CNY

Gold

Other

Source NBU



Solid foundation for long-term economic growth

2 Return to gradual fiscal consolidation

3 Prudent debt management strategy

Reviving business climate and development prospects

5 Strong focus on ESG considerations

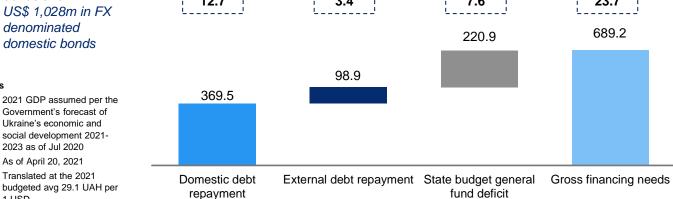
2021 state budget to resume gradual fiscal consolidation (1/2)

	2021 State Budget Law	: key indicators					
	UAHbn		2019 (Act.)	2020 (Annual Plan)	2020 (Act.)	2021 (Law)	2021 (Law) / 2020 (Act.) change
	Nominal GDP ¹		3,975	3,975	4,194	4,506	
	(i) Revenues		998.3	1,067.3	1,076.0	1,084.0	0.7%
	as % of GDP		25.1%	26.9%	25.7%	24.1%	
	Tax revenues		799.8	826.3	851.1	929.5	9.2%
	Non-tax revenues		198.6	241.1	224.9	154.6	(31.3%)
	(ii) Expenditures		1,075.1	1,355.6	1,288.1	1,320.2	2.5%
The following	as % of GDP		27.1%	34.1%	30.7%	29.3%	
financing have been raised YTD 2021 ² :	(iii) Net lending		4.2	12.3	5.5	10.5	90.6%
	as % of GDP		0.1%	0.3%	0.1%	0.2%	
• UAH 125bn (equiv.	Overall state budget deficit		81.0	300.5	217.6	246.6	13.3%
of US\$ 4.5bn) raised on domestic market o/w UAH 96bn in UAH-denominated	as % of GDP		2.0%	7.6%	5.2%	5.5%	
	2021 State Budget Law	: general fund fir	nancing, UAHbn				
bonds and US\$ 1,028m in FX	12.7	3.4	7.6	23.7		23.3	0.4 USDbn



2 As of April 20, 2021

3 Translated at the 2021 budgeted avg 29.1 UAH per 1 USD





12.0

677.2

Debt financing

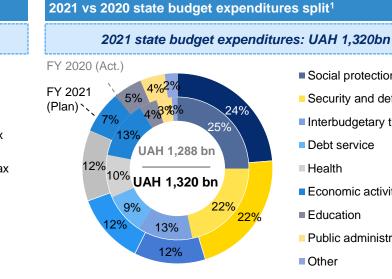


2021 state budget to resume gradual fiscal consolidation (2/2)

Key indicators of 2021 State budget are as following:

- Total revenues: • UAH 1.084.0 bn (+1%)
- Total expenditures: UAH 1,320.2 bn (+2%)
- Budget deficit²: UAH 246.6 bn / 5.5% of GDP in 2021 (per government's forecast of UAH 4,505.9bn GDP in 2021)

2021 vs 2020 state budget revenues split¹ 2021 state budget revenues: UAH 1,084bn FY 2020 (Act.) FY 2021 14% VAT (Plan) 21% Personal income tax 37% UAH 1.076 bn 20% 43% Corporate income tax UAH 1,084 bn 219 Other tax revenues 11% 10% 10% Non-tax revenues 13%

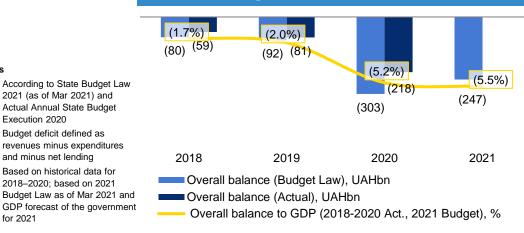


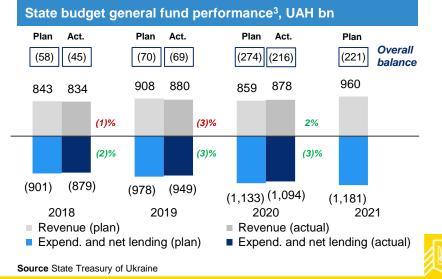
- Social protection
- Security and defense
- Interbudgetary transfers
- Debt service
- Health
- Economic activity
- Education
- Public administration

Other

Overall state budget balance³, UAH bn

Source State Treasury of Ukraine, NBU





April 2021

for 2021

Execution 2020

and minus net lending

Notes

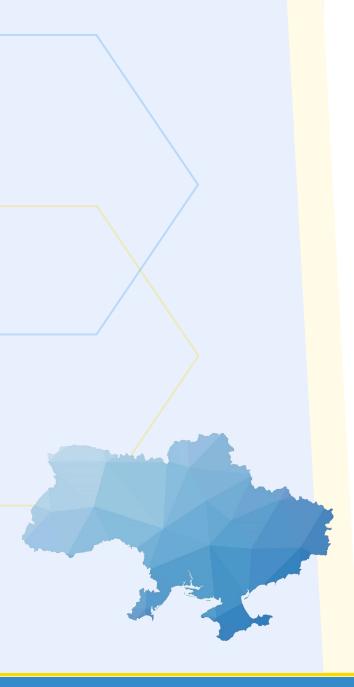
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2

3

Jan-Feb 2021 state budget execution

UAH m	Jan-Feb 2020	Jan-Feb 2021	% diff.
Revenues	122,773	143,509	+17%
Tax revenues, incl.	108,182	129,905	+20%
Personal income tax and income charge	17,759	18,891	+6%
Corporate profit tax	9,588	6,045	(37%)
Fee for the use of mineral resources	4,774	8,398	+76%
Excises	15,534	19,576	+26%
VAT (net of VAT reimbursement)	55,105	71,141	+29%
Export and Import duties	4,458	4,798	+8%
Non-tax revenues	14,592	13,604	(7%)
Expenditures	(144,739)	(164,336)	+14%
General public functions, incl.:	(17,805)	(19,871)	+12%
Debt service	(12,004)	(13,834)	+15%
Security and Defense	(31,709)	(32,082)	+1%
Economic activity	(6,288)	(4,213)	(33%)
Protection of environment	(473)	(484)	+2%
Healthcare	(4,728)	(22,173)	+369%
Intellectual and physical development	(897)	(1,118)	+25%
Education	(6,991)	(8,108)	+16%
Social welfare	(48,320)	(56,957)	+18%
Interbudgetary transfers	(27,526)	(19,328)	(30%)
Net lending	395	168	(58%)
Primary state budget balance	(9,566)	(6,825)	(29%)
Overall state budget balance	(21,570)	(20,659)	(4%)



Solid foundation for long-term economic growth

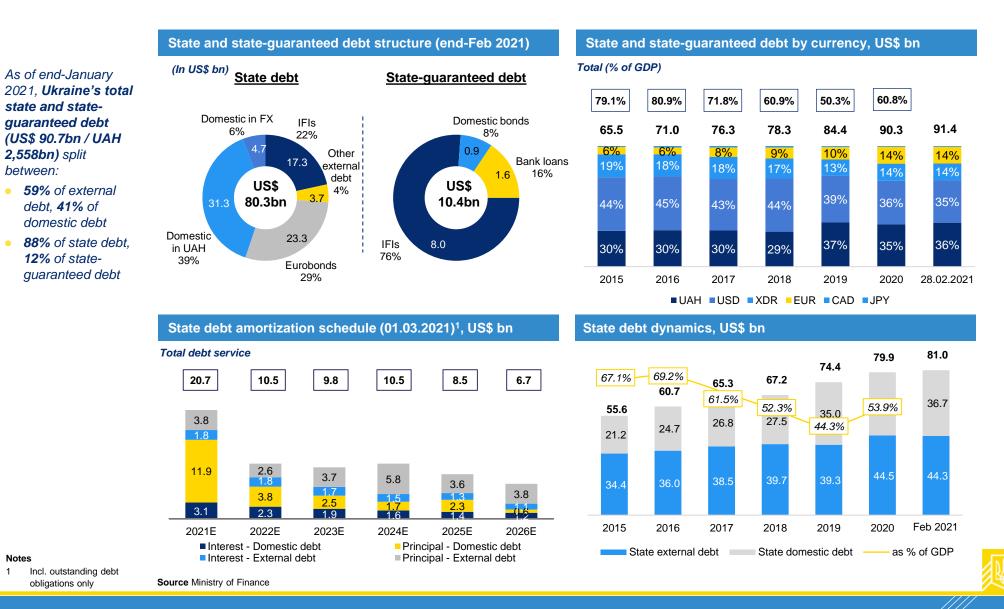
2 Return to gradual fiscal consolidation

3 Prudent debt management strategy

4 Reviving business climate and development prospects

5 Strong focus on ESG considerations

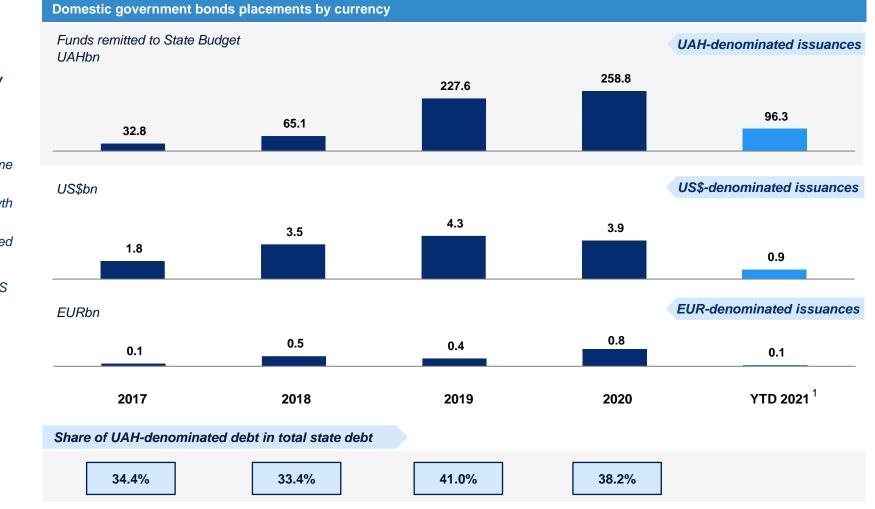
Prudent and proactive debt management strategy



Switching focus to UAH-denominated issuances on domestic market

 UAHdenominated issuances grew at 98% CAGR over 2017-2020

- After major 3.4x 2019 y-o-y volume increase, 2020 saw further growth of 13% y-o-y in UAH-denominated securities
- In line with MTDS objectives, FXdenominated issuances are kept relatively stable



Dec 31, 2019

Dec 31, 2020

Notes 1 As of April 20, 2021 Dec 31, 2017

Source Ministry of Finance

Dec 31, 2018

Ukraine's domestic government bond holders

Key highlights

On August 28, the NBU has eliminated obstacles for foreign investors to enter the Ukrainian securities market through establishment of the direct access to the purchase and sale of government bonds with the help of a "nominee holder"

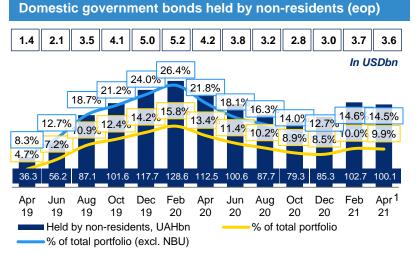
From now on

Ukrainian banks that have accounts with the NBU depository will be able to open depot accounts for its foreign clients for the purpose of buying and selling Ukrainian government bonds

Notes

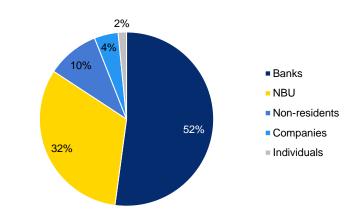
- As of April 19, 2021
- According to NBU's survey 2 about inflation expectations of financial analysts for the next 12 months

- With a c.52% share, banks are currently the largest holder of domestic government bonds followed by the NBU, which accounts for c.32% of the portfolio¹
- At c.9.9% of total outstanding Ukrainian domestic government bonds as of April 2021¹, the **portfolio held by** non-residents has recently returned on its upward trajectory (after Mar-Nov 2020 decline in line with the EM's capital outflow)
- Ukraine is making consistent steps to deepen domestic government bond market and to increase share of nonresidents in local currency bonds portfolio
 - A link between Clearstream, the international central securities depository, and the depository of the NBU active since May 2019 ensuring streamlined access to Ukraine's domestic government bond market

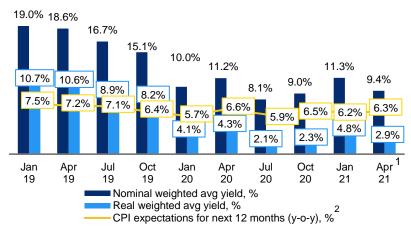


Source Ministry of Finance, NBU

Domestic government bond holders¹



Nominal and real weighted avg yields at primary auctions, %



Source Ministry of Finance of Ukraine, NBU

Pipeline of official concessional external financing

Combined with a	Partner	Programs	Pipeline financing
proactive response to Covid-19 economic fallout, Ukraine managed to secure a range of concessional financing from its international partners to cover significant portion of external financing needs for 2020	International Monetary Fund	 On June 9, IMF Executive Board approved 18-month Stand-By Arrangement (SBA) for Ukraine, under which US\$ 2.1bn (SDR 1.5bn) was disbursed immediately The total amount of program is US\$ 5.0bn (SDR 3.6bn) that will be directed towards support of balance of payments and budget to help address the effects of Covid-19 while moving forward important structural reforms 	US\$ 3.0bn ¹
	European Union	 EUR 1.2bn MFA program for Ukraine was adopted within EUR 3.0bn support package to neighboring partners in May 2020, o/w EUR 623.5m has been provided on December 9, while the second tranche will depend on conditions that will be negotiated in due course Since 2014, the EU has approved EUR 5.0bn in MFA support for Ukraine, o/w EUR 3.3bn were disbursed during 2014-2018, EUR 1.1bn in 2020, and EUR 0.6bn are expected in 2021 In addition, various European institutions provide significant financial support for Ukraine, e.g. EUR 340m from the EIB within "Early Recovery Programme" 	EUR 0.6bn
	World Bank	 On June 26, the World Bank has approved US\$ 350m First Economic Recovery Development Policy Loan (DPL) for Ukraine to support economic recovery and mitigate Covid-19 effects On December 11, the institution has approved US\$ 300m loan to the state budget general fund within the Second Additional Financing for COVID-19 Response under the Social Safety Nets Modernization Project 	US\$ 0.7bn
Notes 1 Translated from SDR to US\$ based on 1.4424 US\$	Total amount of envis	aged external financing from the official partners	c.US\$ 4.3bn
per 1 SDR IMF exchange rate as of February 11, 2021			

Status of cooperation between Ukraine and the IMF

New 18-months US\$ 5.0bn SBA program

- On May 21, 2020, a Staff Level Agreement on a new 18-month SDR 3.6bn (c. US\$ 5.0bn) arrangement under the Stand-By Arrangement (SBA) was agreed and approved by the Executive Board on June 9. It replaced the Staff Level Agreement on a 3-year Extended Fund Facility (EFF) program which was achieved in December 2019 and the Executive Board approval that was made afterwards
- Current list of structural benchmarks:

	Envisaged completion date
(1) Approved SOBs' NPL reduction plans	End-Jun 2020
(2) Reviewed and enacted to fully reflect gas and non-gas costs heating tariffs, adopted simplified procedure for households to switch gas supplier	End-Aug 2020
(3) New organizational structures and frameworks for the STS and SCS	End-Sep 2020
(4) Enacted selected amendments to the Banking Law	End-Nov 2020
(5) Enacted amendments to the DGF and other laws to improve bank liquidation mechanism and recovery of assets	End-Oct 2020
(6) Enacted amendments to the Law on the High Council of Justice to enhance its selection process	End-Oct 2020
(7) Strengthened corporate governance in SOEs, including a new corporate charter for Naftogaz	End-Sep 2020
(8) The STS and SCS to operate nationally as two single legal entities	End-Dec 2020
(9) Complete a compliance audit by the State Audit Service of Ukraine, in consultation with external/third party auditors, of COVID-related spending	End-Mar 2021

Past EFF and SBA programs

Availability date / Reviews	SDR m	US\$ m ¹			
SBA 2020 program (US\$ 5.0bn, 179% of quota)					
June 9, 2020 [disbursed]	1,500	2,076			
Following reviews	2,100	2,897			
Total SBA program	3,600	4,973			
SBA 2018 program (US\$ 3.9bn, 139% of quota)					
December 18, 2018	1,000	1,391			
Total SBA program	1,000	1,391			
EFF 2015 program (US\$ 17.5bn, 900% of quota)					
March 11, 2015	3,546	4,879			
July 31, 2015 [1 st review]	1,182	1,659			
September 15, 2016 [2 nd review]	716	1,003			
April 3, 2017 [3 rd review]	734	996			
Total EFF program	6,178	8,537			

Key priorities under new IMF's 2020 SBA program:

- Mitigating the economic impact of the crisis, including by supporting households and businesses
- Ensuring continued central bank independence and a flexible exchange rate
- Safeguarding financial stability while recovering the costs from bank resolutions
- Moving forward with key governance and anti-corruption measures to preserve and deepen recent gains

Note 1 Past tranches translated at NBU XDR/US\$ exchange rate as of the date of their receipt, future tranches (SBA 2020 program) translated per the IMF's rate of 0.7238 SDR/USD as of June 23, 2020

Sources IMF.

Ministry of

Finance

B / Stable credit rating affirmed by both Fitch and S&P

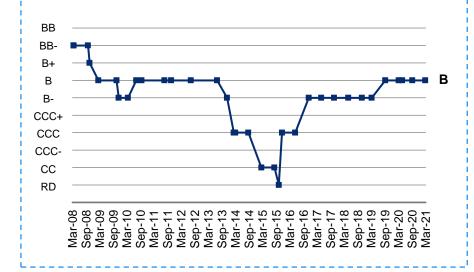
FitchRatings

Rating: B, Stable

Last update: Feb 26, 2021, reaffirmed at B, outlook Stable

Key rating drivers of the last review:

- Track record of multilateral support and a credible macroeconomic policy framework that has underpinned a relatively high degree of resilience to the coronavirus shock
- Expectations for gradual fiscal consolidation and continuation of macroeconomic policies
- Human development indicators compare favorably with the peer group, a net external creditor position of close to 13% of GDP, and general government debt is somewhat lower than the 'B' median



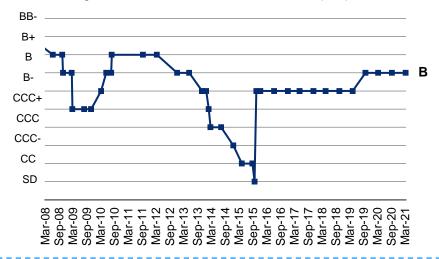
S&P Global

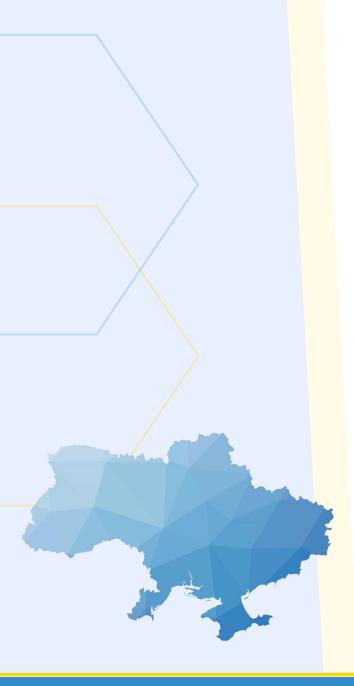
Rating: B, Stable

Last update: Mar 12, 2021, reaffirmed at B, outlook stable

Key rating drivers of the last review:

- Ukraine's growth, balance of payments, and public finances all outperformed the expectations in 2020
- Reserve adequacy has improved, providing a cushion against potential adverse external developments including further delays in the disbursement of concessional loans
- Stronger macroeconomic management since 2015 and augmented foreign exchange (FX) reserves
- The ongoing implementation of reforms helps the government access commercial debt markets and receive concessional funding from international financial institutions (IFIs)





Solid foundation for long-term economic growth

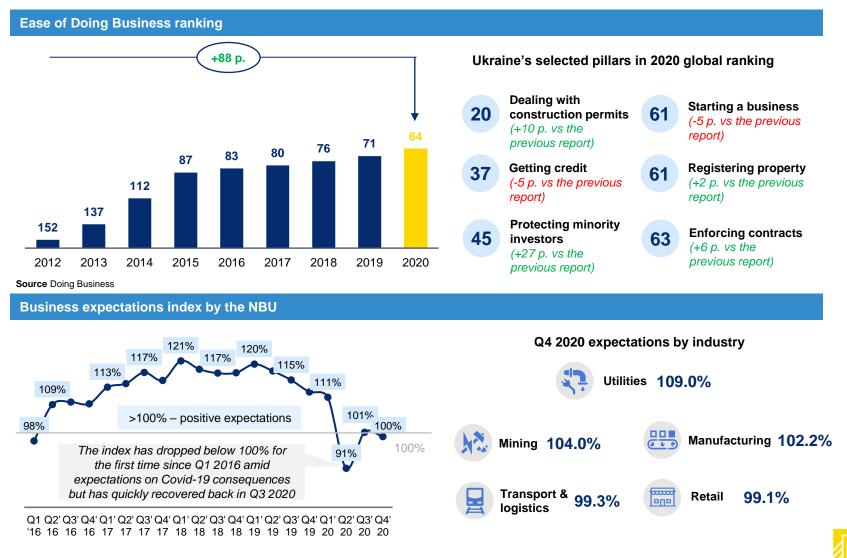
2 Return to gradual fiscal consolidation

3 Prudent debt management strategy

4 Reviving business climate and development prospects

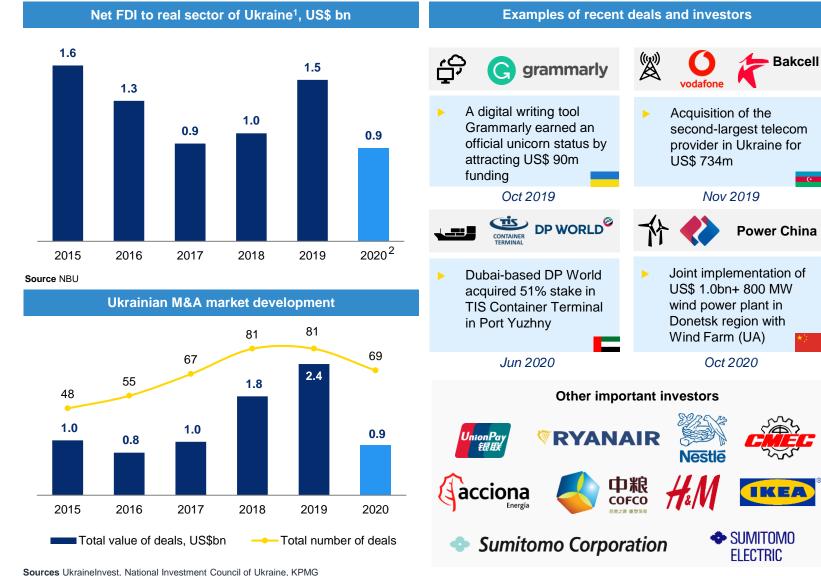
5 Strong focus on ESG considerations

Business climate improvement to accelerate growth potential



Source NBU

Boosted activity of foreign investors over the last year



earnings 2 Preliminary data

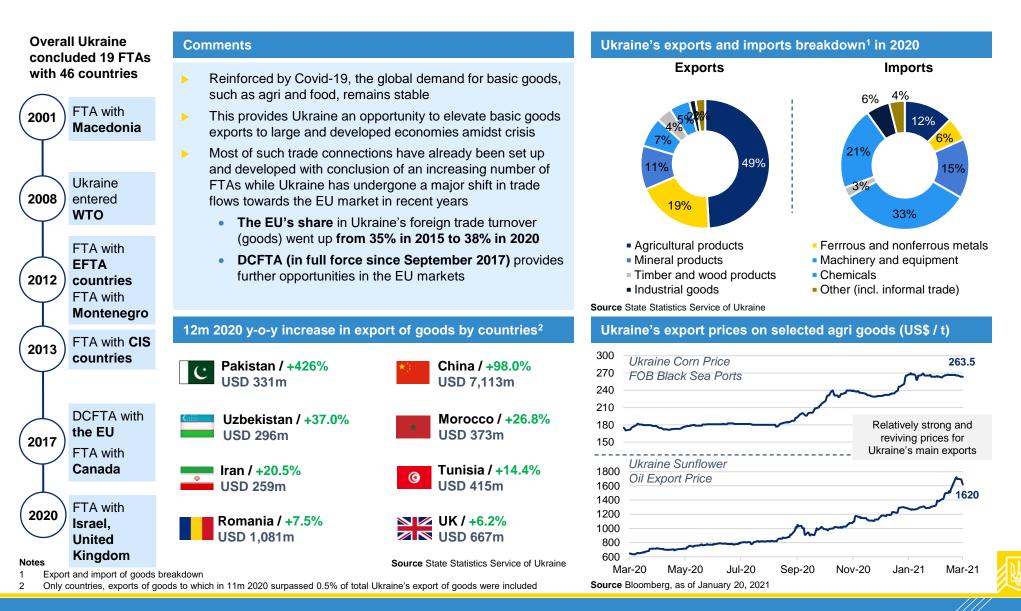
Excluding reinvestment of

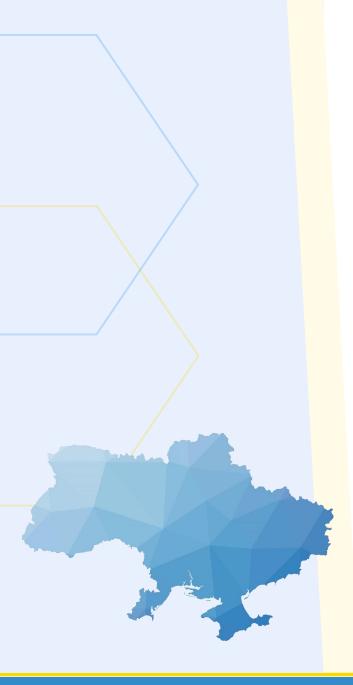
Notes

Sources Okraineinvest, National Investment Co

25

Seizing crisis opportunity for agri exports





Solid foundation for long-term economic growth

2 Return to gradual fiscal consolidation

3 Prudent debt management strategy

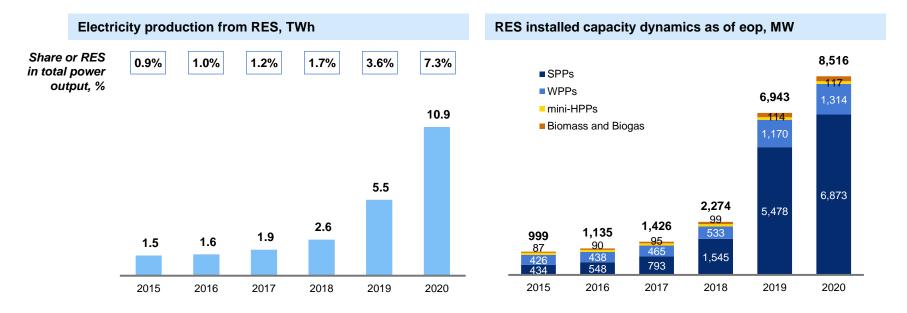
Reviving business climate and development prospects

5 Strong focus on ESG considerations

4

27

ESG: environmental



Key environmental initiatives / commitments

- > 2014: Ukraine committed to Environmental standard aligned on EU standards as part of the EU-Ukraine Association Agreement
- > 2015: Ukraine committed itself to achieving a range of policy targets attached to the UN Sustainable Development Goals (SDGs)
- 2016: Ukraine signed the Paris agreement in April (which commits Ukraine to ensuring that greenhouse gas emissions in 2030 will not exceed 60% of the 1990 emissions level) and ratified it in September
- 2017: the government adopted the Energy Strategy of Ukraine until 2035. It outlines measures to: (i) reduce greenhouse gas emissions, and (ii) restructure the coal sector to reduce its environmental impact
- > June 2020: Government signs Memorandum with green energy producers
- August 2020: IFC Partnered with Ukraine's National Securities and Stock Market Commission to Boost Green Finance. The SAEE¹ developed a draft Concept for the implementation of a green bond market in Ukraine

Sources SAEE, Ministry of Energy of Ukraine

ESG: social

GNI per capita, USDk

UKR

POL

HUN

HRV

EGY

NGA

TUR

13

32

31

29

28

28

23

11

5

5

Exp. years of schooling

15

16

15

14

14

15

13

10

12

17

UKR

POL

HUN

ROU

BGR

HRV

EGY

NGA

GHA

TUR

UNPD Human Development Index 2020



While life expectancy and education indices perform relatively in line with the regional peers and generally overperform rating peers, the income measure, GNI per capita, is the one pulling the country's ranking down

Ranking position (out of 189)			Life expectancy, years		
	UKR	7	4	UKR	72
	POL	-	35	POL	79
oeers	HUN		40	HUN	77
Regional peers	ROU		49	ROU	76
Regi	BGR		56	BGR	75
	_ HRV	*	43	HRV	79
S	EGY	× 116		EGY	72
peer	NGA	161		NGA	55
Rating peers	GHA	* 138		GHA	64
	TUR	C•	54	TUR	78

In order to further enhance the country's human capital, both education and healthcare sectors are currently undergoing reforms with the following key priorities:

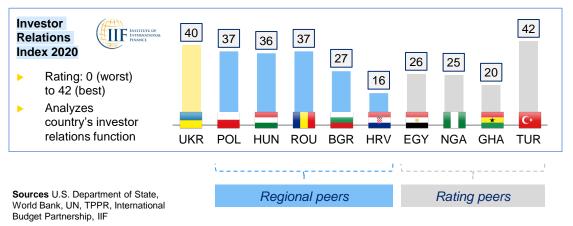
- Education: (i) affordable and quality pre-school education, (ii) New Ukrainian School, (iii) modern professional (vocational) education, (iv) quality higher education and development of adult education, (v) development of science and innovation
- **Healthcare:** (i) implementation of the new financing mechanism "money follows the patient", (ii) introduction of "family" doctors, (iii) primary care, palliative care, and emergency medical care 100% funded by the state, (iv) new methods for procuring and distributing vaccines, (v) new licensing and educational standards for doctors, etc.

Sources UNDP, Ministry of Education and Science of Ukraine, Ministry of Health of Ukraine

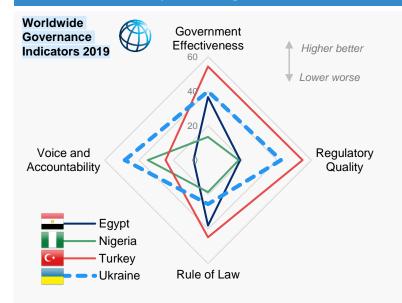
ESG: governance

Sustainable 78 78 77 74 75 75 Development 70 69 65 Goals Index 2020 49 Rating: 0 (worst) to 100 (best) Analyzes country's performance within UKR POL HUN ROU BGR HRV EGY NGA GHA TUR 17 goals Open 71 International 68 64 63 Budget 60 Partnership 54 51 Index 2019 45 43 Rating: 0 (worst) ► 21 to 100 (best) Analyzes country's budget POL UKR HUN ROU BGR HRV EGY NGA GHA TUR transparency

Ukraine vs peers in governance ratings



WGI and other developments on governance



- Worldwide Governance Indicators (WGI) are published by the World Bank and constitute an important basis for sovereign credit ratings
 - Ukraine performs in line with its rating peers demonstrating relatively solid performance in Voice and Accountability, Government Effectiveness and Regulatory Quality pillars
- Besides the mentioned indices, Ukraine has also topped Transparent Public Procurement Rating in 2019 (among 31 countries) and was highly appraised with regard to the fiscal transparency in the U.S. 2020 Fiscal Transparency Report



