

70 Jahre
1952-2022
Ost-Ausschuss
der Deutschen Wirtschaft
00a

GHA

5th German – East European & CIS Health Forum

14 OCTOBER 2022 | BERLIN

pwc

SIEMENS
Healthineers

DHK

Deutscher
Industrie- und
Handelsverband

AHK

Assoziation der
Hersteller
von
Maschinen-
Werkzeugen
und
Werkzeugmaschinen

ARZINGER 20

PIA

Polish Investment
& Trade Agency
PIA Group

SPECTARIS

German Industry Association for Optics,
Photonics, Analytical and Medical Technology

PARADIGM SHIFT FOR THE HEALTH SECTOR?

Recovery Plans for Ukraine and further development
of the Health infrastructure in Eastern Europe

co-hosted by:



5th GERMAN – EAST EUROPEAN & CIS HEALTH FORUM

Official Side Event of



in co-operation with:



INTRODUCTION AND HOUSEKEEPING

10:00 – 10:10

Jens Paulus

Partner, Leader Geopolitical Risk Advisory, PwC

Martina Unsel

Spokesperson of the OA/GHA Working Group in Eastern Europe & CIS

Michael Harms

CEO, German Eastern Business Association

Roland Göhde

Chairman, GHA - German Health Alliance

KEYNOTE

10:10 – 10:40

Dr. Thomas Steffen

State Secretary of the Federal Ministry of Health of Germany

Oleksii Iaremenko

Deputy Minister of Health for European Integration of Ukraine



Ukraine Health Care Recovery Plan

Oleksii Iaromenko

Deputy Minister for European Integration,
Ministry of Health of Ukraine

UKRAINE HEALTH REFORM MILESTONES



2014 – Reform Triggers

Revolution of Dignity sparks public demand to eliminate corruption and promotes integration with the EU



2018 – Single Payer Transformation

National Health Service of Ukraine - a single national purchasing agency established to contract with public and private providers; primary health care (PHC) reform with capitation payments and patient choice of provider; allows contracting with private providers; establishes a central procurement agency; and launches the eHealth central database



2019 -2020 Advancing provider payment system

All public health care providers are contracted by the single purchaser capitation payments implemented for PHC and case-based payments for specialized care introduced



2017 – Key Legislation

Laws on state financial guarantees in health care (first Basic Benefit Package), health care providers autonomy and introduces transparent procurement policies



2020-2021 Covid-19 response and strengthening public health systems

MOH, Ukraine Center for Public Health and regional public health entities lead national and regional response to COVID-19 pandemic



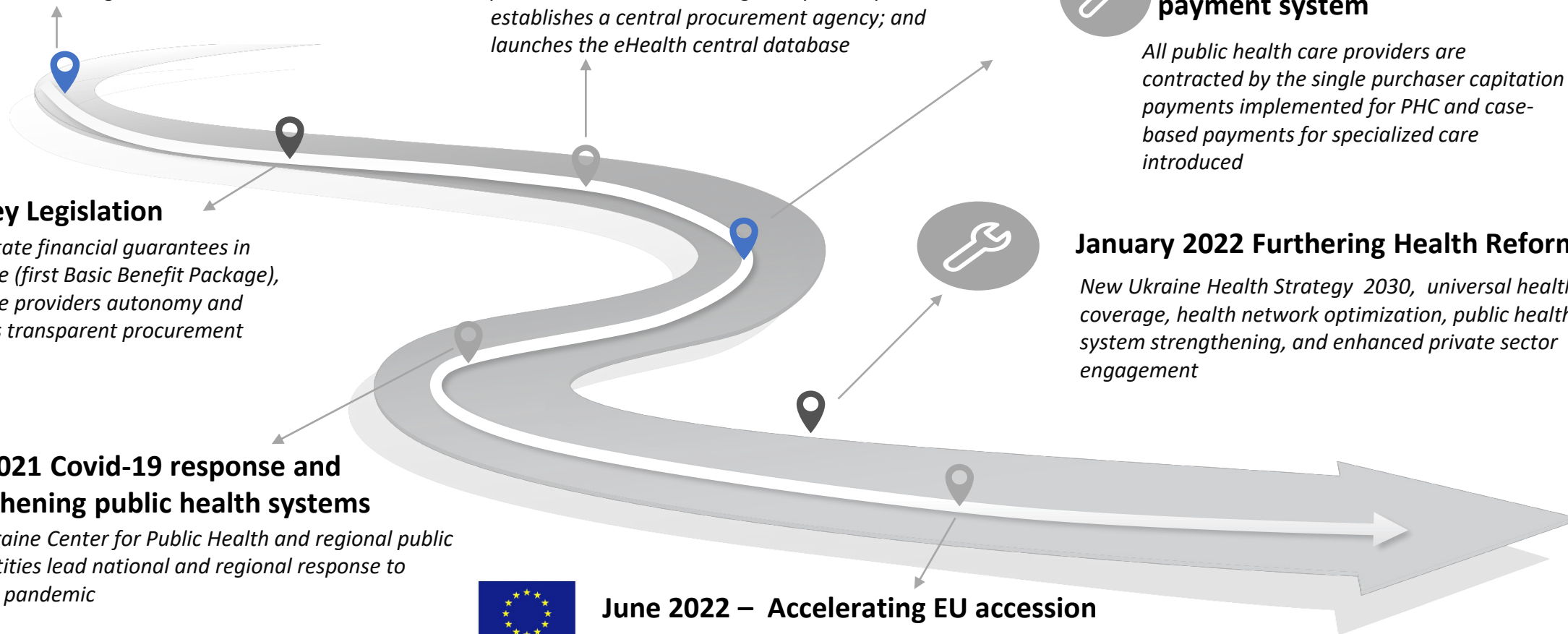
January 2022 Furthering Health Reforms

New Ukraine Health Strategy 2030, universal health coverage, health network optimization, public health system strengthening, and enhanced private sector engagement



June 2022 – Accelerating EU accession

Ukraine received candidate status for EU membership



NEW NATIONAL HEALTH STRATEGY 2022-2030

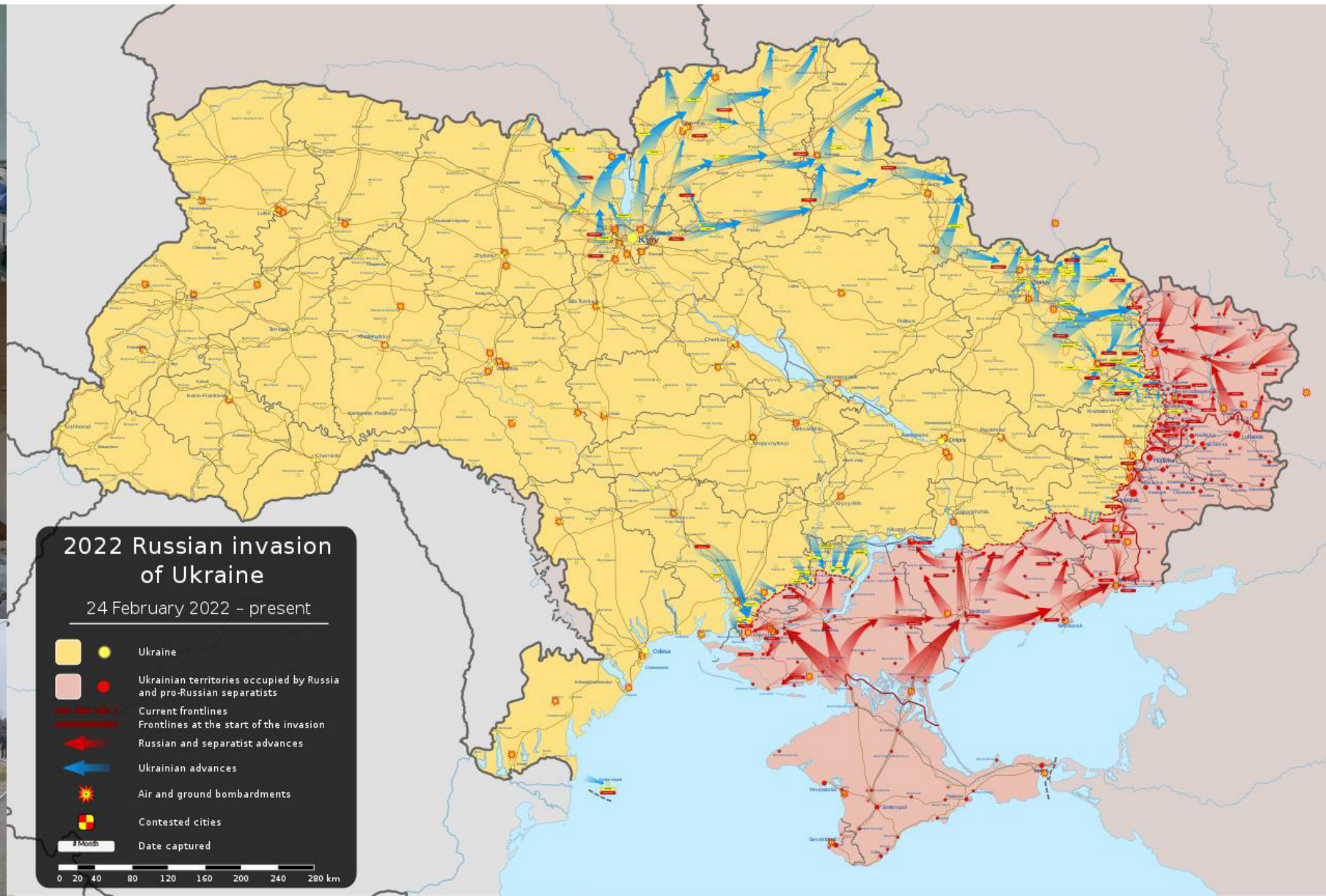
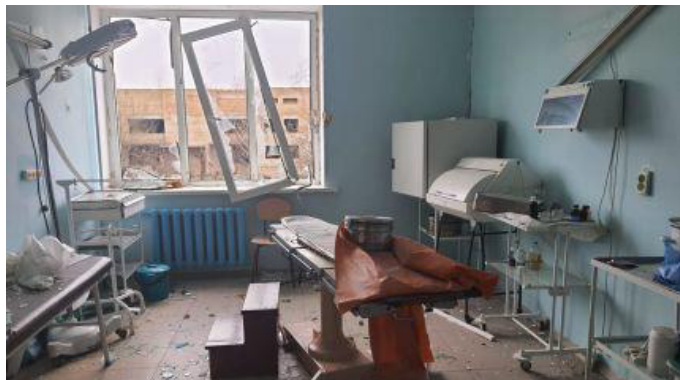
STRATEGIC GOAL

Promote health and well-being of the citizens by ensuring equitable access to quality health services, establishing resilient health systems and ensuring public engagement in their operation.

1. Improved Health Sector Governance
2. Universal health Coverage
3. Public health system strengthening, emergency preparedness and response
4. Engaging people and communities
5. Strengthening Human Resources for Health

RUSSIA'S FULL-SCALE INVASION OF UKRAINE

24 FEBRUARY 2022



HEALTH CARE DURING THE WAR

28 HEALTH WORKERS KILLED

2809 doctors and nurses were forced to change their place of work

66 HEALTH WORKERS INJURED

2274 medical workers left abroad (0.5% of all medical workers)

CHALLENGES CAUSED BY THE WAR

- The Ukrainian economy suffered tremendous losses because of the war. In 2022 alone, GDP is expected to contract by 45 percent.
- Narrow fiscal space and risks of health sector underfunding due to competing priorities caused by the war
- Damages of Health care facilities infrastructure and migration of specialists led to disruptions in provision of health care services
- Challenges with access to services and medicines for people in temporarily occupied territories.

HEALTH SYSTEM DEFICIENCIES AGGRAVATED BY THE WAR

- Lack of organizational and personnel capacity of rehabilitation and mental health services to meet growing demand
- Weak capacity of public health surveillance and emergency preparedness systems to address war-related risks of outbreaks and health emergencies.
- Lack of modern technologies and evidence-based practices worsens problems with access and quality of services during the war
- Persistent problem of out-of-pocket and informal payments perpetuates inequity in access to services

HEALTH CARE FACILITIES DESTROYED BY THE RUSSIAN MILITARY

1077 health care infrastructure facilities damaged

144 completely destroyed and cannot be restored

85 hospitals are fully restored

209 health care facilities are partially restored

5 regions with the health care infrastructure most affected: Kyiv, Chernihiv, Donetsk, Mykolaiv and Kharkiv oblasts



HEALTHCARE HUMANITARIAN SUPPORT

- 60 countries, 200+ international and charitable organizations, and business companies;
- 9 thousand tons of aid (medicines, medical equipment, etc) worth more than UAH 13 billion;
- 4,000 health care facilities are recipients;
- automation of the processes of collecting needs, balances, accounting and distribution of aid through the "MedData" system

Priority health care needs

<https://bit.ly/healthsupport2022>

Government fund

<https://u24.gov.ua/>



THE STORIES OF COURAGE OF HEALTH CARE PROFESSIONALS

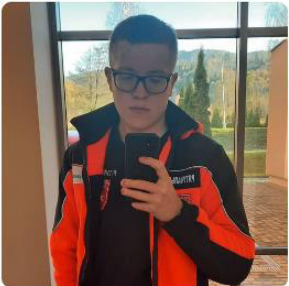
<https://bit.ly/brave-stories>



Valerii Ustymenko

«Responding to emergency calls like the rocket attack on Kramatorsk railway station is not something you can forget.»

[Read the story →](#)



Dmytro Havro

«Those were the days of hell. Bombs fell on our heads, and children died in our arms.»

[Read the story →](#)



Oleksii Taran

«It is difficult and dangerous to move premature children to the shelter. Complications begin immediately.»

[Read the story →](#)



Hanna Mostova

«Sirens are wailing, and the Ukrainian flag is flying outside the window, and... a newborn baby gives its first cry. Life goes on.»

[Read the story →](#)



HEALTH IS ESSENTIAL FOR RECOVERY, PEACE AND SECURITY IN UKRAINE

- Giving people who fled conflict the confidence to return to their homes
- Mitigating potential public health, chemical or biological threats
- Conveying a sense of security and normal life
- Facilitation of community-level reconciliation to maintain trust in the public authorities
- Investing in health is a precondition for sustainable development and a strong macroeconomy

HEALTH SECTOR RECOVERY – WHAT IS NEEDED

Ukraine health system is facing unprecedented pressure caused by the Russian aggression.

Ukraine needs help NOW to quickly **Stabilize**, **Recover** and **Modernize** the health care system to address core challenges:

- Significant damage of health care infrastructure and displacement caused by the war
- Maintaining momentum and advancing large scale health sector reforms that target improving health outcomes
- Health care services and network transformation to align to EU best practices

- The National Recovery Plan was developed in collaboration with international partners and national stakeholders, including the private sector and the civil society, with the clear vision for HOW the recovery funding will be spent
- Overall need for financial resources for health system's recovery is estimated at **14,6-20 bln euros**
- These resources will be used on priority recovery directions, including:
 - Strengthening national health system's institutional and financial stability
 - Advancing health coverage and quality of services, including addressing special needs caused by the war
 - Rebuilding and modernizing health care infrastructure
 - Addressing health workforce challenges and needs
 - Strengthening public health system preparedness
 - Promoting digital health and use of health data

RECOVER AND BUILD BACK BETTER

Ukraine Health Sector Recovery Plan Priorities



Strengthen **policies and institutions**



Health services caused by the war



265 *mln euros*



Public health system and preparedness for health emergencies



466 *mln euros*



Ensure the **financial stability** of the health care system



17.2 *bln euros* for 2023-2024



Development of human resources



700 *mln euros*



Health care quality management system



423 *mln euros*



Restoration and **transformation of the network** of health care facilities



12.6 *bln euros*



E-health system



209 *mln euros*



Pharmaceutical sector, improving access to medicines



11,6 *mln euros*

STAGES OF RECOVERY

2022

Resilience - Provision of health care services during wartime

- Emergency medical services
- Infrastructure damage assessment
- Restoration of health care services in the de-occupied territories
- Regional hospital planning
- Preserve/stimulate health workforce with salary incentives
- Organize treatment abroad programs

2023 -
2025

Recovery of the health care system

- Restore and improve primary health care services, including integration of community-based rehabilitation and mental health services
- Design and target investments in the Hospital Network development
- Priority for rehabilitation and mental health services
- Harmonization with EU legislation
- Establish national Quality Agency
- National pharmaceutical manufacturing
- Digitalization and new electronic patient services

2026 -
2032

Modernization - Increasing human capital, quality improvement, advancing systems and technologies

- Advance Health Strategy 2030 goals
- Accelerate implementation of the Universal Health Coverage goals
- Accelerate integrated service delivery network transformation
- Create healthy environment, promote health and well-being
- Establish a network of university hospitals and advance health workforce education and development
- Advance digital innovations and artificial intelligence technologies in medicine
- National pharmaceutical sector is the leader of Ukraine's economy

QUANTITATIVE RESULTS

30% reduction of out-of-pocket spending in Total Health Expenditure

Restored and Improved **primary health care services** available in every community

New capable hospital network developed:

- 215 general hospitals (50-80 thousand population coverage)
- 165 cluster hospitals (150-250 thousand population coverage)
- 52 above-cluster hospitals (multidisciplinary regional centers)

National network of public health laboratories:

- 4 BSL-3 and Level-1 chemical safety labs;
- 21 BSL-2 and Level 2 chemical safety labs

10 university hospitals

Bio-cluster "Biosafety and development of biotechnologies"

Local production of pharmaceuticals and technology transfer

REGIONAL LEVEL HOSPITAL MASTERPLAN

KYIV OBLAST

Vyshhorod district

Population - 129,4 thousands
Cluster HCF - I
General HCF - I

Bucha district

Population - 429,2 thousands
Cluster HCF - I
General HCF - 2

Fastiv district

Population - 203,9 thousands
Cluster HCF - I
General HCF - I

Bila Tserkva district

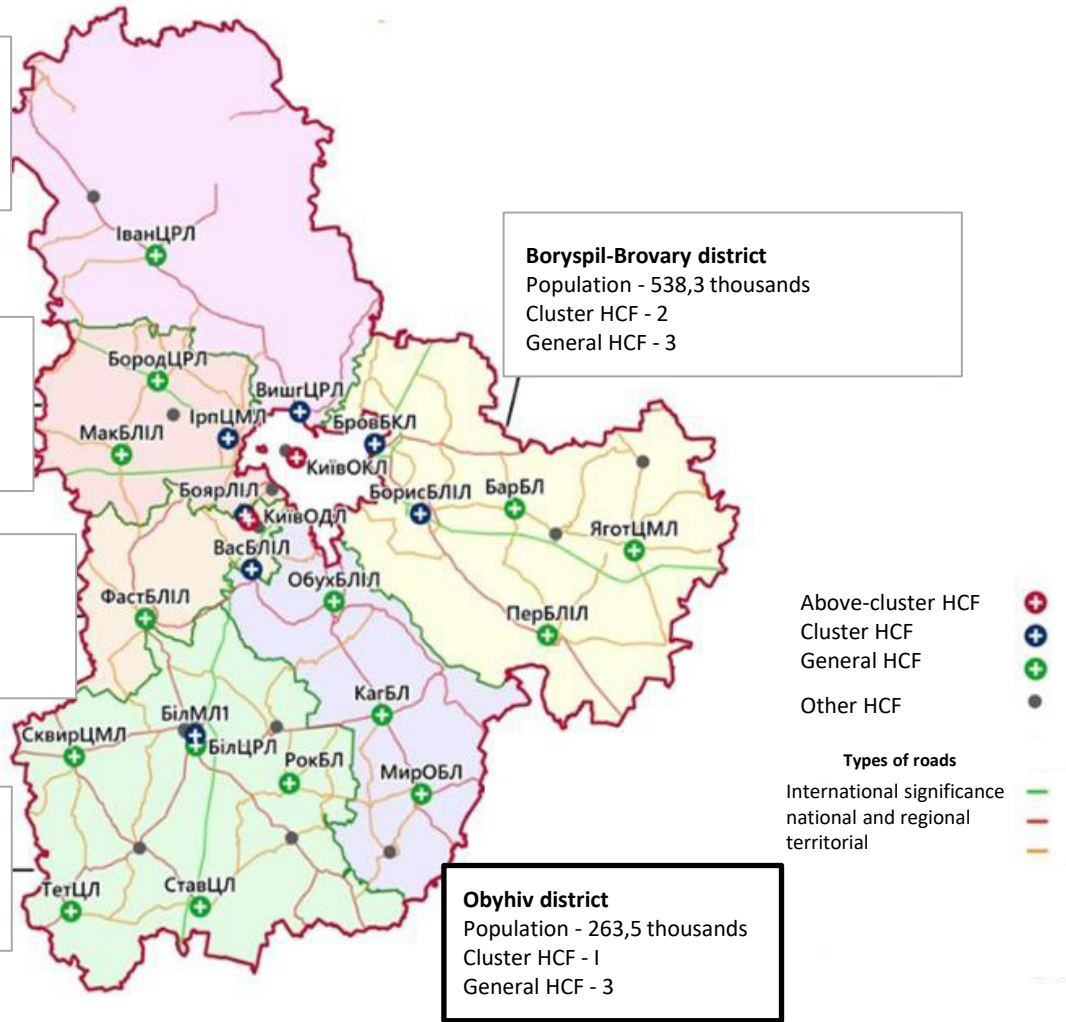
Population - 457,8 thousands
Cluster HCF - I
General HCF - 5

Boryspil-Brovary district

Population - 538,3 thousands
Cluster HCF - 2
General HCF - 3

Obyhiv district

Population - 263,5 thousands
Cluster HCF - I
General HCF - 3



Capable hospital network

2 above-cluster hospitals

7 cluster hospitals

15 general hospitals

Investment amount: 281 million EUR

WAYS YOU CAN HELP RIGHT NOW

If you have...

...you can help by:

1 minute

Posting in social media about Ukraine support

1 minute

Following Ukrainian news and influencers

Regularly

Engaging with MOH to discuss how we can rebuild Ukraine together o.yaremenko@moz.gov.ua

\$10 or more

Donating to Ukrainian relief organizations or to government fund <https://u24.gov.ua/>





**THANK YOU FOR
ATTENTION!**

Wish you good health!

PANEL I
FROM IMMEDIATE EMERGENCY RELIEF TO RECOVERY OF THE HEALTH SECTOR IN
UKRAINE: CURRENT STATUS, PROJECTS, AND BEST PRACTICES
10:40 – 11:40

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Dr. Irmgard Buchkremer-Ratzmann

Head of Department Medicines and Medical Devices, action medeor e.V.

Yevgeniya Ocheretko

Counsel, Co-Head of Life Sciences and Healthcare, Arzinger Ukraine

Yevgeniya Piddubna

Corporate Communications Director, JSC Farmak

Andrii Shapovalov

Managing Director B Braun Ukraine

Kseniia Velychko

Government Relations Manager, Pharmaceutical company Darnitsa

Moderated by

Dr. Sergey Lisnitschenko, (interim) CEO AHK Ukraine

UKRAINE RECONSTRUCTION PLAN

WAYS OF COOPERATION IN THE PHARMACEUTICAL INDUSTRY

Yevgeniya Piddubna

Chair of the Healthcare Committee of the Union of Ukrainian
Entrepreneurs (SUP)

Corporate Affairs Director at pharmaceutical company Farmak JSC



Pharmaceutical industry in Ukraine today (2021)



>1.5 bln USD
Size of medicines market in Ukraine



65% share of national manufacturers, in volume



+12% market growth rate, UAH



Three out of Top-5 companies on the market in Ukraine are local manufacturers



96 USD per person (+8% to 2020) average consumption of drugs



Production of medicines **in all therapeutic groups and dosage forms** (ampoules, capsules, bottles, vials, ointments, pills, etc.)



+30 new registered medicines produced in Ukraine



94% share of generics in the market structure – **biggest** in Europe



Production of narcotics, painkillers, blood products and blood plasma, as well as anesthesia medications, which the EU lacks



Export countries: CIS, EU, Canada, Australia, South Korea, Israel, India, China, LATAM and MENA countries



Export volume:
440 mln USD



Potential of leading Ukrainian pharmaceutical companies



PHARMACEUTICAL COMPANIES are among the leaders in Ukrainian economy in terms of investments in R&D. **48%** of pharmaceutical enterprises in Ukraine are investment-active; spending on innovations in 2019 amounted up to **50 mln USD**



MANUFACTURING, LABORATORY AND R&D COMPLEXES of the key enterprises are equipped by the world's leading manufacturers



The majority of domestic market leaders have their **OWN R&D CENTRES**, as well as necessary experience in contract manufacturing and technology transfer from major international pharmaceutical companies



Obtain proper **GMP CERTIFICATION** from the EU regulatory authorities



Release **20 NEW PRODUCTS** per year on average each

Prerequisites for cooperation: advantages of Ukraine

➤ ADVANTAGEOUS GEOGRAPHICAL LOCATION OF UKRAINE

- Possibility to reduce the dependence of the EU and the USA on the markets of India and China
- Shortening of the supply chains
- Friendly logistics and diplomatic ties as a favorable background for expanding exports to the MENA region

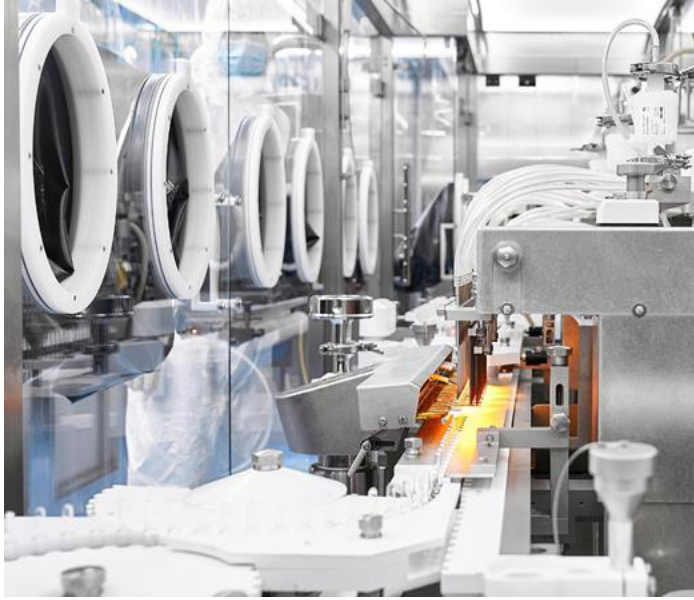
➤ SIGNIFICANT POTENTIAL IN THE CHEMICAL-PHARMACEUTICAL FIELD

- Option of developing API production in Ukraine, integration into the EU and USA drug production and supply chain
- Availability of properly settled industrial parks for the production of chemical and pharmaceutical products
- Availability of human and educational resources in the API industry

➤ SIGNIFICANT PRODUCTION CAPACITIES: ≈120 PHARMACEUTICAL COMPANIES

- Reducing the dependence of manufacturers in the EU and the USA on logistics from India and China, especially in the light of the foreign policy of the Russian Federation, significant geographical reduction of supply chains
- Partial substitution of API and ready-made generic drugs shipped from India and China
- According to the UN data, approximately 5.5 mln Ukrainians are listed as refugees - Ukraine can provide them with medicines abroad once now it has surplus production capacities





Options for further cooperation



1 -----
Contract manufacturing for major international producers of medicines and transfer of new technologies and production of innovative pharmaceuticals (to supply the markets of the EU, Ukraine, Moldova, Georgia and MENA)

2 -----
Integration of Ukraine into reduced supply chains through API production for the needs of the EU and the USA

3 -----
Guarantee of uninterrupted supply of generic medicines (replacing supplies from China and India)

4 -----
Conducting clinical trials in Ukraine to replace the Russian market, where these are now suspended by most of international companies due to sanctions against the aggressor country



Development and implementation of programs to encourage cooperation with major international companies on technology transfer and localization of drug production in Ukraine, as well as use of the country's logistical advantages



Development and implementation of financial support programs for the development of API production in Ukraine



Simplification of the regulatory barriers for export of Ukrainian medicines to the EU through the implementation of separate GMP inspection procedures for exports to the EU (EU GMP standards) and for the domestic market of Ukraine (PIC/S GMP standards)



Establishment of training programs and appropriate validation of inspectors issuing certificates according to EU GMP standards for Ukrainian producers



Request for support from the EU and international partners

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Government Relations Manager, Pharmaceutical company Darnitsa

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Dr. Sergey Lisnitschenko, (interim) CEO AHK Ukraine

Pharmaceutical company **DARNITSA:** continuous profitable growth, innovation and care

UKRAINE 2022

HIGHLIGHTS 2021



#1

Volume & Profit in UA



Upgraded R&D, Regulatory, and Medical Departments

#2

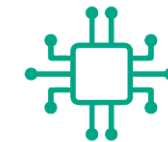
Sales Value in UA



24 brands, 51 SKU launched

#3

Corporate Brand in UA



New digital assets: DWH, BI, Workplace, eWMS, etc.

FACTS & FIGURES 2022



- Revenue growth index 116%*
- MS in Volume 15.6%, MS in Value 4.7%*
- Brand Value \$187M



- 5 clinical researches in EU labs
- Neospastil: phase 2/3 clinical trials
- 2021 Investments in New Product Development exceeds \$3.5M



- 14 product lines
- 15 dosage forms
- 670M various dosage packages



- 180 brands, 401 SKUs
- Focuses on cardiology, neurology, pain management
- Export to 14 countries worldwide
- 1100+ employees

MISSION & KEY STRATEGIC FOCUSES

MISSION



Empowering healthcare professionals and patients to improve quality of life with science, innovation & availability.

KEY STRATEGIC FOCUSES



To address the needs of patients in emerging markets with rational and advanced pharmacotherapy across retail and hospital channels



To leverage enhanced financial profile with double-digit growth for building an international pharmaceutical platform through M&A



To become an absolute leader in Cardiology, Neurology & Pain Management in Ukraine and beyond



To drive innovation and digitalization across all the company: from the development of complex generics and creating new sales models to the digital organization and value-added services for patients and doctors

PRODUCT PORTFOLIO



180 BRANDS, 401 SKUs

- **OTC**
25 brands, 72 SKUs
- **RX**
44 brands, 103 SKUs
- **CBG**
111 brands, 226 SKUs

DOSAGES & FORMS

PARENTERAL LIQUID



Solutions for injections



Solutions for infusions



Sterile powders for injection solutions

TOPICAL FORMS ETC.



Solutions for external use



Shampoos



Eye/ear/nasal drops



Sprays

SOLID & LIQUID ORAL



Tablets, including coated tablets



Capsules



Powders and granules in sachets



Oral solutions and drops

SOFT FORMS



Ointments



Creams



Gels

PRODUCT LAUNCHES 2019-2026

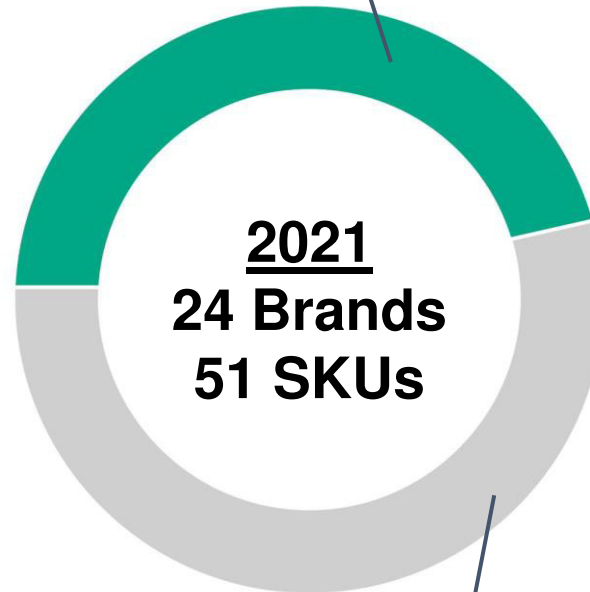


16 Brands Development
(29 SKUs)



4 Brands Licensing
(11 SKUs)

10 Brands Development
(23 SKUs)



14 Brands Licensing
(28 SKUs)

58 Brands Development
(94 SKUs)



12 Brands Licensing
(15 SKUs)

GLOBAL OVERVIEW

Regular export destination (14)

- **CIS** (Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Mongolia, Tajikistan, Turkmenistan, Uzbekistan)
- **EU** (Lithuania, Poland)
- **MENA** (Iraq, Yemen)

Planned export destination

- **Australia**
- **AFRICA** (Ghana)
- **ASIA PACIFIC** (Malaysia, New Zealand, Singapore, Vietnam)
- **MENA** (Libya, Oman, Saudi Arabia)



PRODUCTION FACILITY



1. Solid forms
2. Solid forms
3. Sterile antibiotics
4. Solid forms
5. Warehouse
6. Laboratory
7. Infusion solutions
8. Soft forms
9. Injectable solutions & drops

Total Area 11.5 ha

- 2.5 ha available for new facilities & projects
- Production complex: 75,000 m²
- Fully automated warehouse: 10,000 pallets
- Certified QC and R&D laboratory



Discover more about us with our [3D tour!](#)

PRODUCTION FACILITY

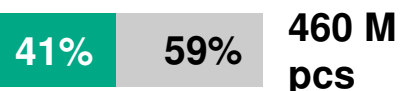


MODERN MANUFACTURING PLATFORM

■ Spare capacity available
■ 2021 production



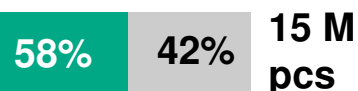
Ampoules' production



Fully renovated, EU-GMP certified production, CIP & SIP cleaning and sterilization systems



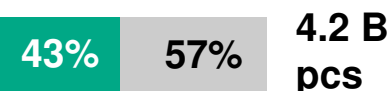
Infusion solutions



2015 – commissioned EU-GMP certified production, BFS Technology (polypropylene) for the aseptic production of sterile pharmaceuticals



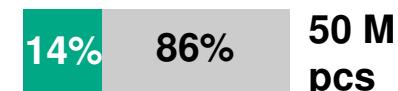
Solid dosage



EU-GMP certified. Expandable to 4.5B tablets, sachets, hard gelatin capsules



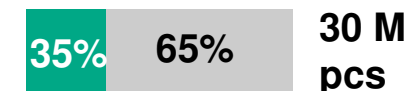
Semi-solid & liquid dosage



GMP certified production with CIP cleaning system



Sterile antibiotics



GMP certified, corresponds to the strictest safety guidelines in respect to cross-contamination (separated building)

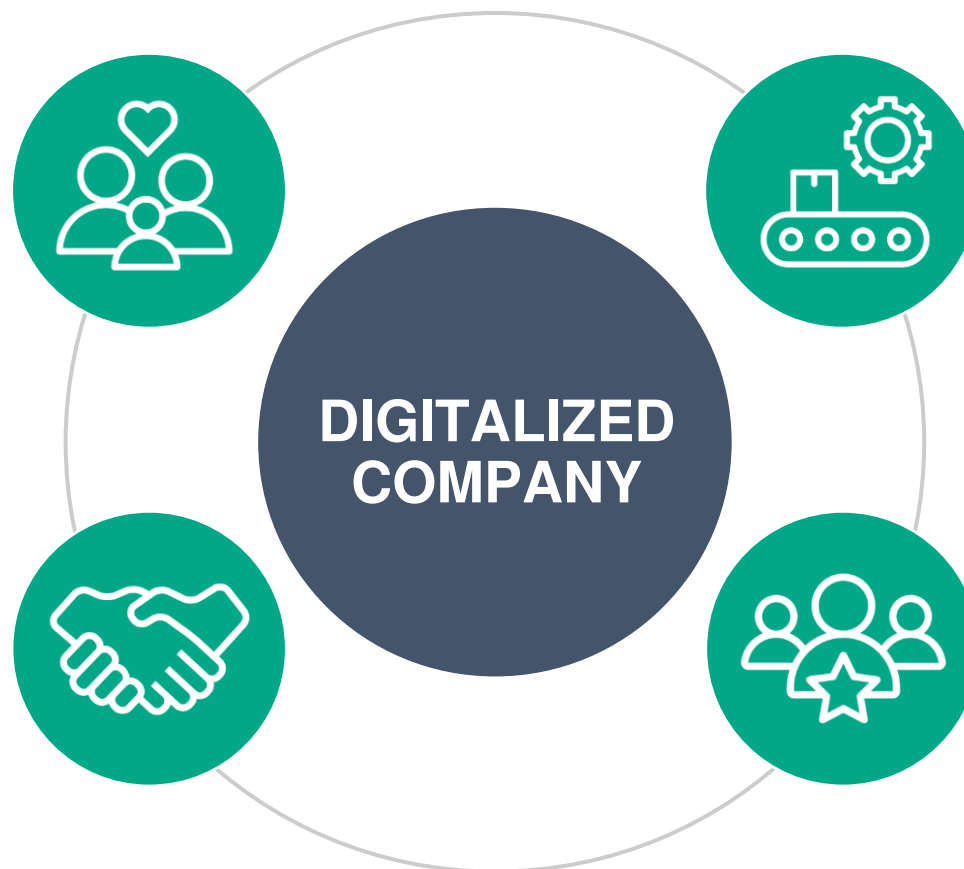
DIGITALIZED COMPANY

PATIENTS & PRODUCTS

- Drugs release speeded-up from 30 to 18 months
- Digitalization of pharmacovigilance in 2020 significantly drives efficiency
- eCTD implementation streamlined registration process (2021)

BUSINESS

- Corporate DWH & BI system implementation (2021)
- Digital workflow across all organization (2021-2022)
- BigData for prediction analysis



PRODUCTION

- Unique warehouse robotics equipment integrated with advanced SAP WMS solution for the processes of modern hi-bay complex control of warehouses & picking systems
- Quality management processes and Corrective plus preventive actions automatization

EMPLOYEES

- Human Capital Management (HCM) scaled employee management, learning and compliance (2021)
- Employee engagement reached new level with Workplace implementation (2021)

PARTNERING WITH LEADERS



TECHNOLOGIES



DIGITAL SOLUTIONS



R&D



REGULATION



AUDIT



ESG PERSPECTIVES



ENVIRONMENTAL

- 73.3% of waste recycled
- The Green Office system
- Collection & disposal of the expired drugs, used lights & batteries



SOCIAL

- Social contribution in 2019-2021 exceeds 60M UAH
- Commitment to gender diversity with 60% females
- COVID-19 engagement with hospitals & HCPs
- 1.9+M packages of medicines for 171+M UAH since Russian invasion of Ukraine



GOVERNANCE

- Compliance organization established (2021)
- Financially Audited by the Big Four since 2008
- Anti Corruption audit is scheduled for 2022

90

РОКІВ
ДОВІРИ

**AFTER 7 MONTHS
SINCE
THE WAR STARTED**



WORKING IN A HIGH-RISK ENVIRONMENT



Kyiv Tank Repairment Plant



Darnitsa Rail Carriage Repairment Plant

ACHIEVEMENTS



#1 in UA

mRNA technologies by WHO
Pfizer - PAXLOVID™ MPP license



15 brands (24 SKUs) were
launched in 2022*



Strategic drugs produced
such as: “Atropine Darnitsa”,
“Platyphylline Darnitsa”,
“Potassium-Iodidum-125 Darnitsa”

#1

Volume in UA
MS in Volume 15.6%, every 6th packages on
pharmacy shelves across Ukraine*



Paid ~ 13,7\$ M taxes*



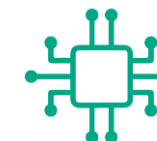
Back to the pre-war
manufacturing volume level
122M drugs packs* produced

#2

Sales Value in UA
MS in Value 4.7%, +16,2% vs 2021*



40+ new jobs created



Launched consumers free-
of-charge call center,
employees service
desk & chatbot



WHO & MPP

- **March 18, 2022**, “Darnitsa” entered into a non-exclusive voluntary licensing agreement with Medicines Patent Pool (MPP) for the manufacturing and sale of a generic version of Pfizer’s oral COVID-19 treatment candidate nirmatrelvir, which is co-packaged with low dose ritonavir (nirmatrelvir; ritonavir)
- **April 14, 2022**, “Darnitsa” was evaluated by WHO and found to have the potential to be able to absorb the mRNA technology to produce vaccines and potentially other health products.

CONTACTS

 k.velychko@darnitsa.ua

 darnitsa.ua



90
YEARS
OF TRUST

**BE SAFE AND STAY
HEALTHY!**



co-hosted by:



5th GERMAN – EAST EUROPEAN & CIS HEALTH FORUM

Official Side Event of



in co-operation with:



EXPERT INPUT
**PROSPECTS FOR INVESTMENT AND EXPORT CREDIT GUARANTEES OF
THE FEDERAL REPUBLIC OF GERMANY FOR EASTERN EUROPE AND CIS**
11:40 – 12:10

Matthias Koster
Manager PricewaterhouseCoopers

Igor Sufraga
Consultant Euler Hermes AG

Q & A

LUNCH BREAK & NETWORKING
12:10 – 13:00



Investment Guarantees of the Federal Republic of Germany

Matthias Koster, PricewaterhouseCoopers GmbH WPG

5th German - East European & CIS Health Forum

Investment Guarantees

What risks are covered? What costs are incurred?



Expropriation risk

- ▶ Nationalization
- ▶ Expropriation
- ▶ Sovereign acts which in their effects are equivalent to expropriation



War risk

- ▶ War or other armed conflicts, revolutions, breaches of public peace or terrorist acts associated with such events
- ▶ Isolated terrorist acts (on special request)



Convertibility and transfer risks

- ▶ Convertibility and transfer risks
- ▶ Payment embargoes or moratoriums



Breach of contract risk (on special request)

- ▶ also for payment commitments
- ▶ also for commitments by sub-sovereign actors



Handling fee

- No fee for investments up to EUR 5 million
- 0.5 ‰ for the amount exceeding EUR 5 million
- Total fee for each application may not exceed EUR 10,000

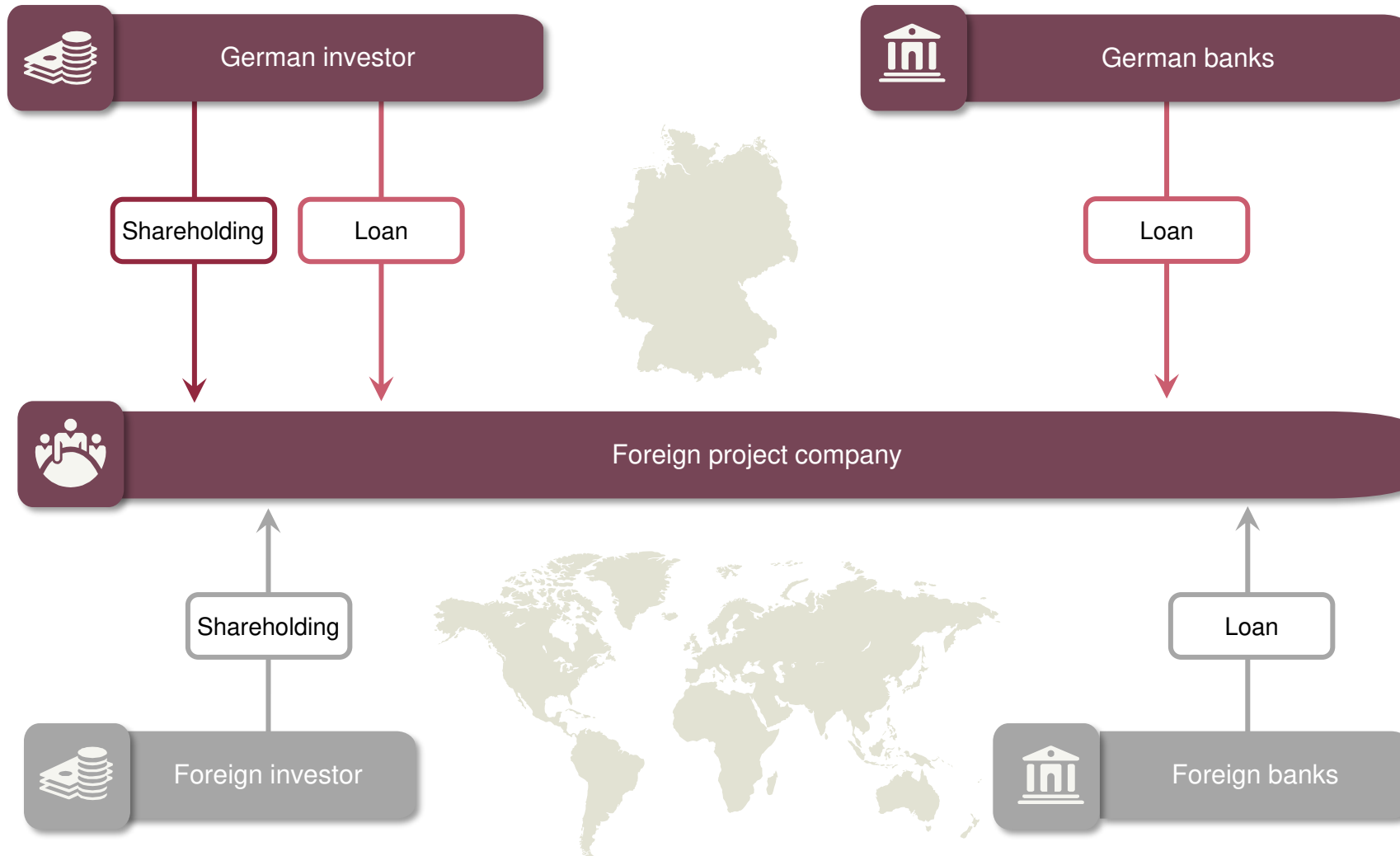


Premium

- Capital cover:
0.5 % p. a. of the maximum amount of cover
- Earnings cover:
0.5 % p. a. of the capital or interest earnings which are at risk during a contract year

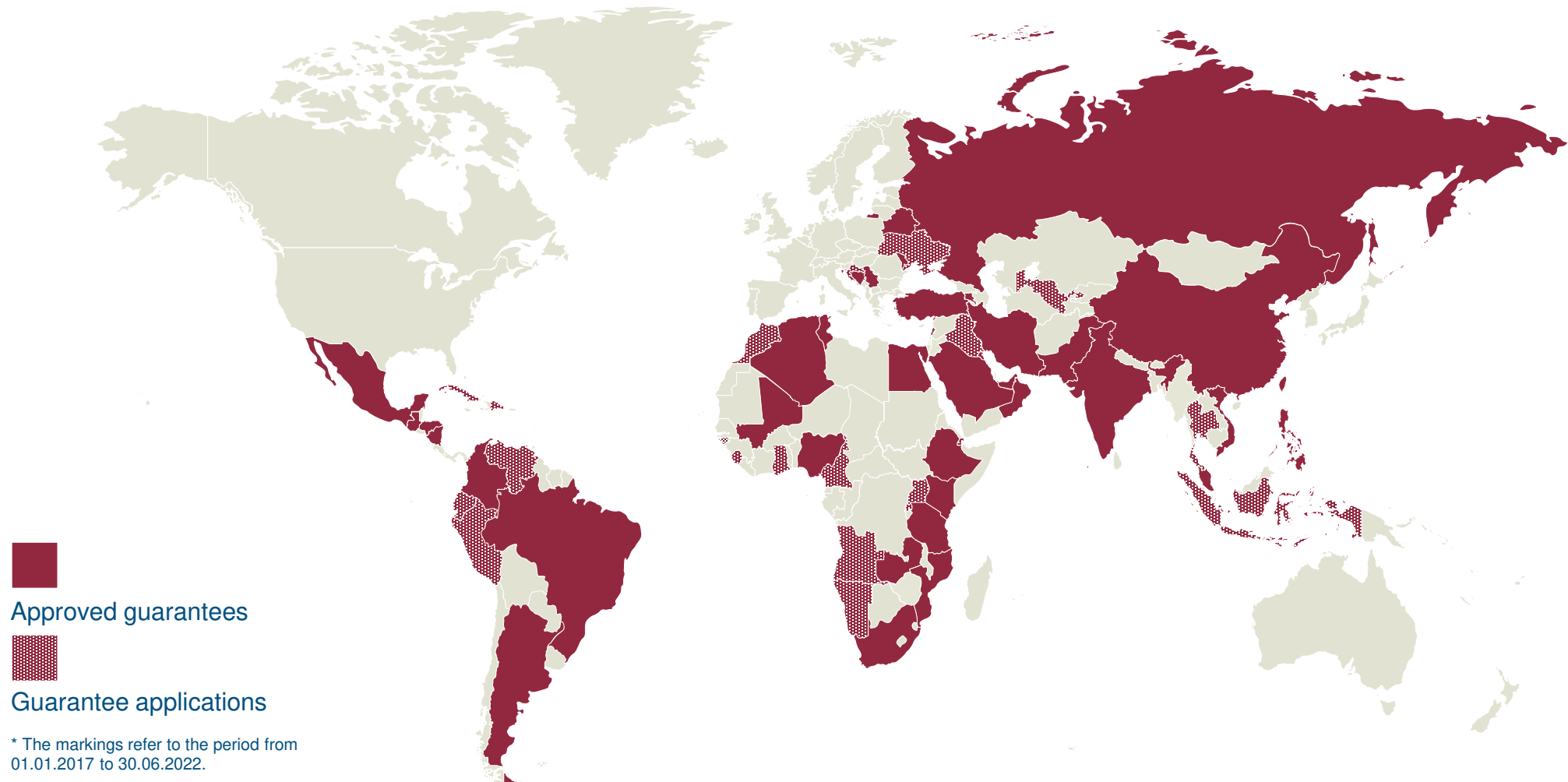
Investment Guarantees

Which investments can be covered?



Investment Guarantees

For which countries have investment guarantees been issued in the recent past?



Thank you for your attention!

Investment Guarantees of the Federal Republic of Germany

Investment Guarantees have been an established and effective foreign trade promotion instrument of the Federal Government for decades. Investment Guarantees protect eligible German direct investments in developing countries and emerging economies against political risks. This promotion instrument plays an important role in fostering economic growth as well as in protecting and creating jobs both in the host country and in Germany.

The investment guarantee scheme is managed on behalf of the Federal Republic of Germany by PricewaterhouseCoopers GmbH Wirtschaftsprüfungsgesellschaft as mandatary of the Federal Government.

Information on other foreign trade promotion instruments of the Federal Government can be found at www.bmwi.de under the search term “Promotion of foreign trade and investment”.

Investment Guarantees: an instrument to promote foreign trade and investment provided by the



Federal Ministry
for Economic Affairs
and Climate Action

Commissioned to implement the federal funding instrument Investment Guarantees:



INVESTMENT GUARANTEES OF THE
FEDERAL REPUBLIC OF GERMANY

► **Direct Investments Abroad**



Matthias Koster

PricewaterhouseCoopers GmbH WPG

Phone: 0049 / (0)40 6378 - 1430

Mail: Matthias.Koster@de.pwc.com

Further information is provided under:

www.investitions Garantien.de/en



Export Credit Guarantees

Export cover with the support of the federal government

Export Credit Guarantees – Main Features

Protection against



- ▶ the commercial and political risks arising in connection with export business
- ▶ transacted by an exporter domiciled in Germany
- ▶ or financed by banks
- ▶ provided by the Federal Republic of Germany

It requires

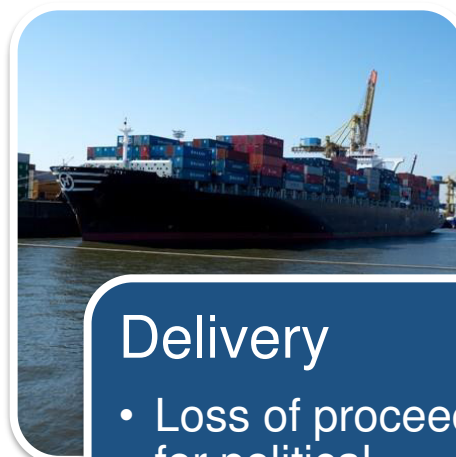
- ▶ the payment of a premium commensurate with the risk involved and
- ▶ an uninsured percentage to be borne by the policyholder
 - commercial risks: 15%
 - political risks: 5%

Risks in export transactions



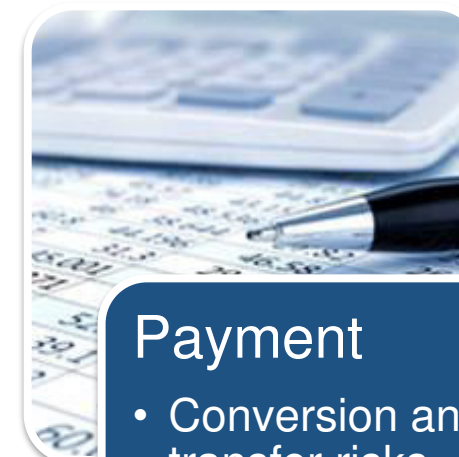
Fabrication

- Embargo
- Rescission of contract



Delivery

- Loss of proceeds for political reasons
- Embargo
- Rescission of contract



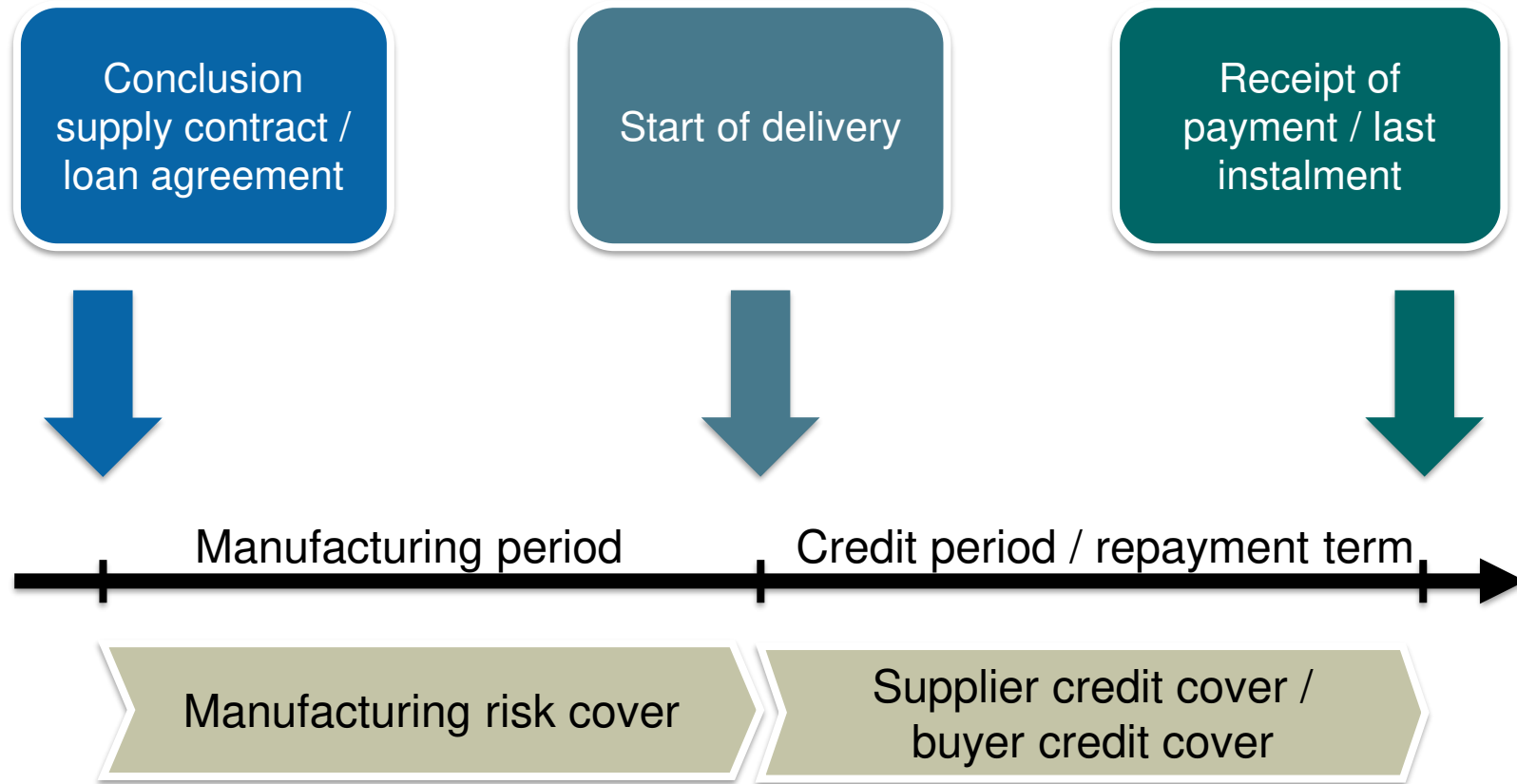
Payment

- Conversion and transfer risks
- Suspension of payment

Anytime

- Debtor's insolvency
- War, warlike events, riot, revolution
- Legislative or administrative measures
- un-favourable circumstances

German Exporters - Risk Protection Before and After Delivery



Note: date of application prior to the commencement of risk



Why Export Credit Guarantees?



Federal Government:

Support for German
exports to emerging
markets



Exporters:

Produce and trade safely
with the support of the
federal government



Foreign customer:

German goods and
services reliable with
payment term

Hermes Cover as an important building block of the exporters success!

Requirements for export credit guarantees

Acquisition criteria

- Eligibility
- Risk-related justifiability
- Customary nature of the contractual terms
- Compliance with budgetary regulations

Eligible project

- Export transaction (supply, service and financing contracts) with non-marketable foreign-related risks of a German exporter concerning essentially German goods

Forms of cover

Wholeturnover and revolving cover

- ▶ Wholeturnover Policy
- ▶ Wholeturnover Policy light
- ▶ Revolving supplier credit cover
- ▶ Revolving buyer credit cover
- ▶ Framework credit cover

Single transaction cover

- ▶ Manufacturing risk cover
- ▶ Supplier credit cover
- ▶ Buyer credit cover
- ▶ Export credit cover for service providers
- ▶ Constructional works cover

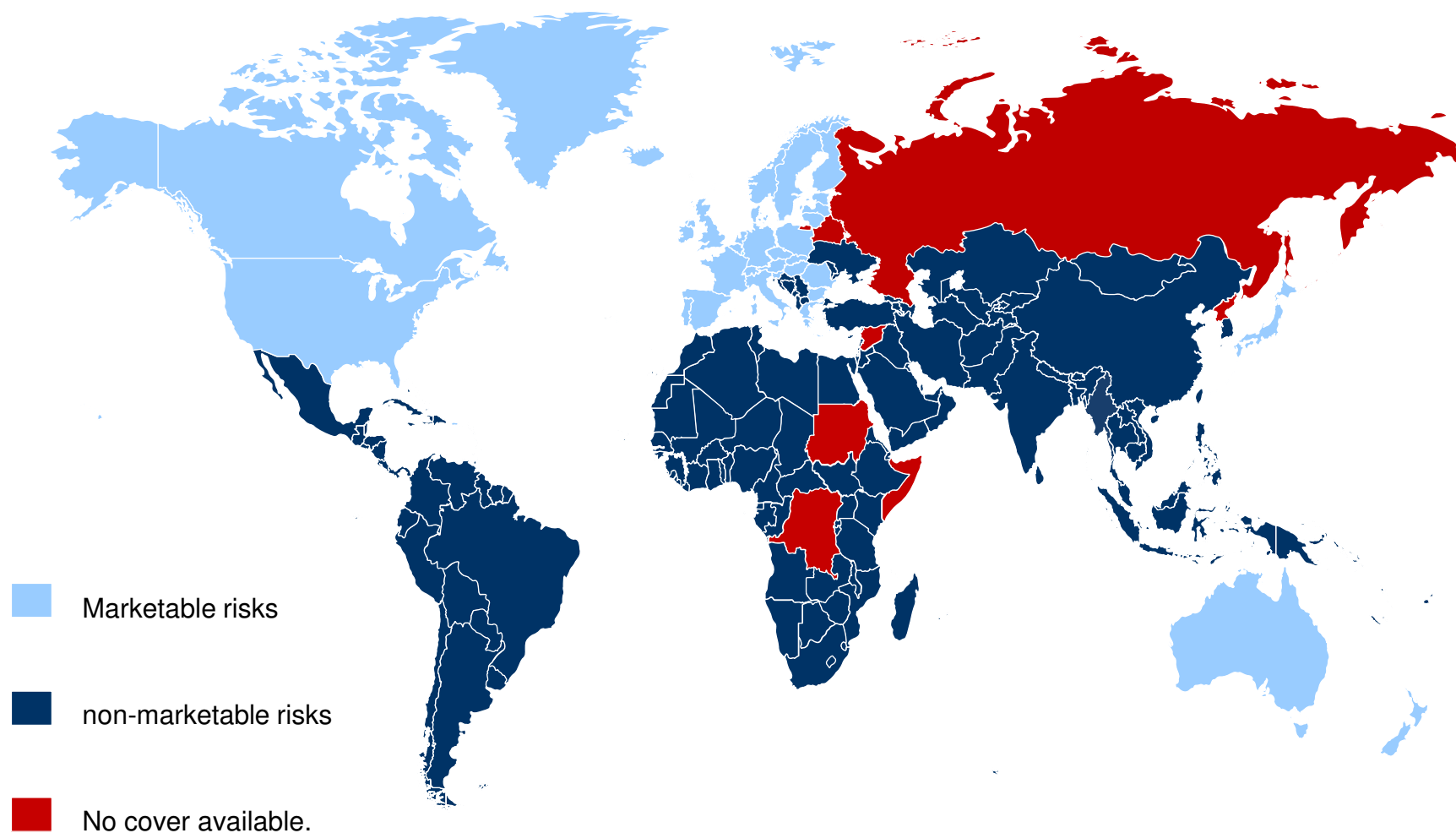
Special sectoral provisions

- ▶ Airbus Guarantee
- ▶ Project financing
- ▶ Ship financing
- ▶ Renewable energy, climate protection, climate change mitigation and water projects

Supplementary forms of cover

- ▶ Credit confirmation risk cover
- ▶ Counter-guarantee
- ▶ (rev.) Confiscation risk cover
- ▶ Leasing cover
- ▶ Securitisation Guarantee
- ▶ Securitisation Guarantee for the KfW Refinancing Programme
- ▶ Contract bond cover

Scope of application



The federal government covered 2021 exports in 175 countries with export credit guarantees.

Thank you for your attention!

Export Credit Guarantees and Untied Loan Guarantees: instruments to promote foreign trade and investment provided by the



Commissioned to implement the federal funding instruments Export Credit Guarantees and Untied Loan Guarantees:



Cover from the Federal Republic of Germany for foreign business

Export Credit Guarantees and Untied Loan Guarantees have been established and effective foreign trade promotion instruments of the Federal Government for decades. Export Credit Guarantees (so-called Hermes Cover) protect German exporters and banks financing exports against political and commercial risks. Untied Loan Guarantees are to support raw material projects abroad regarded as eligible for promotion by the Federal Government. Both promotion instruments play an important role in fostering economic growth as well as in protecting and creating jobs. Federal Government commissioned Euler Hermes Aktiengesellschaft to manage the federal funding instruments Export Credit Guarantees and Untied Loan Guarantees.

Information on other foreign trade promotion instruments of the Federal Government can be found at www.bmwk.de/en under the heading Promotion of Foreign Trade and Investment.

EXPORT CREDIT GUARANTEES OF THE
FEDERAL REPUBLIC OF GERMANY

► **Hermes Cover**



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PANEL II
STRENGTHENING THE COOPERATION AND FURTHER DEVELOPMENT
OF THE HEALT INFRASTRUCTURE IN EASTERN EUROPE
13:00 – 14:00

co-hosted by:



5th GERMAN – EAST EUROPEAN & CIS
HEALTH FORUM

Official Side Event of



in co-operation with:



Dr. Bernt Bieber

Senior Vice President Direct Export Sales, Siemens Healthineers

Dr. Bernhard Braune

Head of Division Global Health Policy and Finance, Federal Ministry for Economic Cooperation and Development (BMZ)

Aleksander Kotulecki

Export Specialist, Technomex

Marion Lükemann

Director Health Made in Germany at Germany Trade & Invest

Dr. Alexej Swerdlow

CEO, OPASCA GmbH

Moderated by

Karolina Król-Skowyrska, LL.M., State aid expert at
Polish Investment and Trade Agency

WRAP-UP & KEY MESSAGES

14:00 – 14:15

co-hosted by:



5th GERMAN – EAST EUROPEAN & CIS
HEALTH FORUM

Official Side Event of



in co-operation with:



Martina Unseld

Spokesperson of the OA/GHA Working Group in Eastern Europe & CIS

COFFEE & GET TOGETHER

14:15 – 15:00

co-hosted by:



5th GERMAN – EAST EUROPEAN & CIS HEALTH FORUM

Official Side Event of



in co-operation with:



**THANK YOU FOR YOUR PARTICIPATION
AND CONTRIBUTION!**

Sincerely yours,

German Eastern Business Association & GHA – German Health Alliance