



*Exito Partners*

# Exito Partners – Project Vira Teaser - Deposit Guarantee Fund (DGF)

Q1 2021



# Project Vira – Portfolio Overview

Ukrainian Large Cap and SME Loan Portfolio with a Total Notional Amount of \$ 707,014,288 , comprising 42 facilities across 36 Borrowers as of 1<sup>st</sup> August 2020. The loans were originated by PJSC "CB" FINANCIAL INITIATIVE "

Borrower Name	Total Notional Amount	% of Total	Total # Facilities
Borrower 1	49 018 574	6,93%	3
Borrower 2	30 417 222	4,30%	1
Borrower 3	29 625 854	4,19%	1
Borrower 4	27 484 618	3,89%	1
Borrower 5	27 182 043	3,84%	1
Borrower 6	27 081 023	3,83%	2
Borrower 7	26 633 266	3,77%	1
Borrower 8	25 897 594	3,66%	1
Borrower 9	25 637 524	3,63%	1
Borrower 10	25 230 619	3,57%	1
All other Borrowers	412 805 951	58,39%	29
<b>Total</b>	<b>707 014 288</b>		<b>42</b>

- The largest 5 borrowers account for approx. 25% of total notional amount
- Total Principal amount is approx. \$460m and total Interest amount is approx. \$245m, accounting for 65% & 35% respectively
- All Borrowers are solvent, with the exception of one borrower

All facilities are governed by Ukrainian Law



# Project Vira – Collateral Overview

Ukrainian Large Cap and SME Loan Portfolio with a Total Collateral Value of \$564,618,851, predominantly Agricultural Goods with movable locations

Collateral Location	Total Collateral Value (USD)	Borrower Name	Collateral Value (USD)	Total Notional Amount (USD)	Collateralization %	Collateral Type	Total Collateral Value (USD)
Movable	2 424 496	Borrower 1	151 885	27 081 023	0,56%	Agricultural Goods	2 424 496
Financial	342 069	Borrower 2	80 517	22 096 290	0,36%	Commercial Real Estate	542 304
Lviv	326 719	Borrower 3	202 924	21 133 886	0,96%	Industrial Equipment	341 777
Ivano Frankivsk	117 447	Borrower 4	205 752	24 371 625	0,84%	Financial Guarantee	292
Chernihiv	79 189	Borrower 5	190 822	23 094 337	0,83%	<b>Total</b>	<b>3 308 869</b>
Luhansk	10 514	Borrower 6	165 872	20 900 224	0,79%		
Sumy	8 434	Borrower 7	88 810	49 018 574	0,18%		
<b>Total</b>	<b>3 308 869</b>	Borrower 8	142 052	23 438 552	0,61%		
		Borrower 9	145 041	25 215 429	0,58%		
		Borrower 10	127 630	23 306 931	0,55%		
		All Other Borrowers	1 807 562	447 357 417	0,40%		
		<b>Total</b>	<b>3 308 869</b>	<b>707 014 288</b>	<b>0,47%</b>		

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# Next Steps

Sign NDA

- Please kindly sign and return the attached NDA

Further Information

- Receive detailed Portfolio Datatape and access to VDR containing further Portfolio information

Auction Date

- The Portfolio will be sold on [www.epliquid.com](http://www.epliquid.com) via Dutch Auction method
- Please kindly register on [www.epliquid.com](http://www.epliquid.com) to participate in the Auction
- The date of the Auction will likely be in late-June, we will inform you of the exact date in due course

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## Selected Team Biographies (Sales Advisory & Trading)

### **Michele Del Bo**

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Michele is specialised in advising financial institutions in the disposal and purchase of alternative investments including distressed assets as well as other non-core assets, leveraged loans, real estate, shipping, infrastructure loans, liquidation and bankruptcy claims and unlisted equity. Through the years he has originated, structured and sold various alternative investments opportunities to major hedge funds focused on credit and special situations.

Michele has 20 years of experience in financial services in both analytical and origination/sales senior roles having previously worked at Macquarie Bank, Lehman Brothers, Morgan Stanley and Moody's.

He holds an MBA from CASS Business School and a Bachelors degree in Economics and Business from Universita' di Roma, La Sapienza.

### **Saleem Arif**

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Saleem is responsible for originating, structuring and executing portfolio trades for all types of illiquid & distressed credit. He specialises in sourcing illiquid loans (leveraged, corporate, shipping, infrastructure, project finance, real estate), bonds, ABS and legal claims from banks and placing them with specialised credit. Saleem was previously a Vice President within the Special Finance Advisory Group at Deutsche Bank AG, a team specialising in the workout and restructuring of the Bank's largest distressed clients. Prior to that he held various positions at Barclays Capital within European Syndicated & Leveraged Loans desk and Credit Restructuring & Advisory Group. He holds a Masters degree in Banking & Finance from Loughborough University.

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Bilal is responsible for distressed and illiquid credit research. Prior to joining Exitopartners / Cohen, Bilal gained over 12 months experience in financial services, at; Zurich Insurance Group, OSTC (Derivatives Trading desk), RSM Tenon (Equity Research) as well as a previous stint at Cohen & Company. Bilal has a Bachelor's degree in Philosophy, Politics and Economics from the University of Swansea and has spent a year studying Finance at City University of Hong Kong.

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Svitlana is responsible for cooperation with Ukrainian banks and the Regulator and analysing and preparing Portfolios for investors. Svitlana has a wide experience in audit and financial advisory at a Big 4 international audit company, specialising in banks, industrial and retail companies. Svitlana performed stress tests on Ukrainian banks in 2010 and served as Chief Controller for the Porsche Finance Group in Ukraine. For the last 10 years, Svitlana has been acting as investment manager at the international Private Equity firm ADM Capital / CEECAT Capital. Svitlana holds a Masters degree in Banking from Kyiv National University, ACCA and CFA Charters and is a member of the CFA Society of Ukraine

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