





# Address of the Chairperson of the Management Board

Dear Ladies and Gentlemen!

Despite today's challenges, Globus Bank continues to strengthen its position and advance progress toward the Sustainable Development Goals and reducing its carbon footprint through:

- **Sustainable growth in financing for SMEs and Condominium Associations** to improve energy efficiency and adopt alternative energy sources;
- **Supporting combat veterans** and **veteran-owned businesses** with preferential financial instruments;
- **Financing ESCOs** to implement energy-saving measures in public buildings.

The war has tested our resilience. Thirteen of our employees are now serving in Ukraine's Defense Forces, and we look forward to welcoming them back after Victory.

We believe a strong SME sector is vital to Ukraine's recovery and long-term development.

Our mission remains unchanged — to increase access to finance for micro, small, and medium enterprises through tailored loan programs and sustainable finance tools. In the past year alone, our MSME loan portfolio grew by 60%.

We continue to develop banking products that help fight poverty, protect the environment, and promote peace and prosperity.

We believe in Victory and call upon everyone to cooperate!

Together with our partners, we will achieve positive impact!

Glory to Ukraine!

**Sergii Mamedov**

Chairperson of the Management Board  
at JSC "Commercial Bank "GLOBUS"



# Overview

- Established in 2007.
- Focused on lending to micro-, small and medium sized businesses enterprises through partnership programs, primarily aimed at financing investment goals and energy efficiency projects.
- Globus bank is authorized to implement state loan programs.
- Leader in mortgage loans on a primary market.
- A significant market share in the volume of bank guarantees issued.
- Rapid growth of digital and card business.
- Use of key environmental and social risk management tools implemented in accordance with the standards, recommendations, and other relevant materials of the World Bank.

Selected figures as of 31.12.2024

mIn EUR

Net assets, including:	338
loans to customers	67
securities (government bonds and NBU deposit certificates)	257
Total liabilities, including:	322
customers' funds, including:	305
funds of legal entities	243
funds of individuals	62
Equity	16

Ownership:	100% Ukrainian shareholders
Branch network:	33 branches in 22 regions of Ukraine
Clients:	legal entities–exceeding 10,000 individuals–exceeding 130,000

Borrowers - MSMEs:	919
Share of women entrepreneurs:	36%
Average amount of loan to MSME:	EUR 35,000.00
Employees:	686
Headquarters:	Kyiv, Ukraine

Rating:	RA «Expert-Rating»
Credit rating on the national scale	uaAAA
Deposit rating on the Agency's scale	ua2+





# Structure of ownership

The sole shareholder of Globus Bank is Ukrainian **LLC "UKRAINIAN MEDIA TECHNOLOGIES"**.



**The sole ultimate beneficiary owner** of Globus Bank is Olena Silniagina, who is a Ukrainian citizen:

- Indirect Participation: **50.5%**;
- Member of the Supervisory Board of the Bank;
- 20+ years of experience in Ukrainian banking system



**An indirect significant participant** of Globus Bank is Dmytro Polkovskyi, a citizen of Ukraine:

- Indirect Participation: **16.2%**;
- Head of Supervisory Board of the Bank;
- 9+ years of experience in banking system and 16+ years in investment companies;
- Obtained higher education at top Ukrainian universities with a specialization in International Economics and Strategic Management;
- Training under the «Real Estate Economics and Finance» program from the London School of Economics and Political Science, the «Alternative investments» program from Harvard Business School, and the «FinTech» program from Harvard University - Office of the Vice Provost for Advances in Learning.

Over the past five years, the shareholders have repeatedly supported the bank's capital. In 2020–2021, the bank's capital was increased by a total amount of over EUR 3 million, including through the provision of non-repayable financial assistance in the amount of UAH 111 million, as well as through a capital instrument amounting to USD 700,000 and EUR 580,000.

# Map of regional network





# Regional network of Globus Bank

To ensure maximum customer service comfort, Globus Bank has opened 33 branches in 22 regions of Ukraine. The operations of two branches, one in Kyiv and the other in Kherson, have been temporarily suspended for security reasons.

	Region	Number of branches	Share in credit portfolio (%)
1	Vinnytsia oblast/ Vinnytsia	1	1
2	Volyn oblast / Lutsk	1	1
3	<b>Dnipropetrovsk oblast / Dnipro</b>	1	<b>3</b>
4	<b>Zhytomyr oblast / Zhytomyr</b>	1	<b>3</b>
5	Zakarpattia oblast / Uzhhorod	1	1
6	Zaporizhzhia oblast / Zaporizhzhia	1	1
7	Ivano-Frankivsk oblast / Ivano-Frankivsk	1	1
8	<b>Kyiv</b>	10	<b>62</b>
9	Kyiv oblast	1	1
10	<b>Lviv oblast / Lviv</b>	2	<b>4</b>
11	Mykolaiv oblast / Mykolaiv	1	1
12	Odesa oblast / Odesa	1	1
13	Poltava oblast / Poltava	1	2
14	<b>Rivne oblast / Rivne</b>	1	<b>7</b>
15	Sumy oblast / Sumy	1	1
16	Ternopil oblast / Ternopil	1	1
17	<b>Kharkiv oblast / Kharkiv</b>	2	<b>4</b>
18	Kherson oblast / Kherson	1	0
19	Khmelnyskyi oblast / Kamianets-Podilskyi	1	2
20	Cherkasy oblast / Cherkasy	1	2
21	Chernihiv oblast / Chernihiv	1	1
22	Chernivtsi oblast / Chernivtsi	1	0



# History of Globus Bank

- 2024**
  - Introduced complex combat veteran support program **“Banking for Veterans”**;
  - Became a principal member of **VISA payment system**;
  - Joined state program by **Business Development Fund (BDF) “Affordable financial lease 5-7-9%”**;
  - Joined state program by **BDF** financing of ESCO companies supported by UNDP;
  - Joined state program by **BDF “Energy Independence for Individuals – Homeowners”**.
- 2023**
  - Joined **“ENERGODIM”** state program by **Energy Efficiency Fund** regarding preferential lending to Condominium Associations;
  - Joined **BDF** state program **“Affordable factoring”**.
- 2022**
  - Joined affordable housing state program **“eOselya” by UkrFinZhytlo**.
- 2021**
  - Transition to the new processing system of **PJSC “Ukrainian Processing Center”**.
- 2020**
  - Joined **BDF** Programm on state financial support of SMEs under the **“Affordable loans 5-7-9%”**.
- 2018**
  - Commissioning of the first ATM.
- 2017**
  - Launch of credit programs for SMEs and membership in Ukrainian Network of Integrity and Compliance.
- 2016**
  - Membership in the **Confederation of Builders of Ukraine**.
- 2011**
  - Issuance of the first plastic card of international payment systems.
- 2010**
  - Opened first regional branch in Zaporizhzhia.
- 2009**
  - **Joined S.W.I.F.T** and opened the first branch in Kyiv.
- 2008**
  - First correspondent account for foreign currency transactions.
- 2007**
  - **Globus Bank registered** with the National Bank of Ukraine.





Best  
Deposit  
according  
to FinAwards  
2024



Best mortgage bank  
according to International  
Financial Club "BANKIR"



For successful lending  
to small and  
middle-sized enterprises  
according to International  
Financial Club "BANKIR"



Best bank for providing  
bank guarantees  
according to International  
Financial Club "BANKIR"



Best Partner Bank  
according to IX Ukraine-wide  
Construction Award





# Strengths

## Strong market position:

- The focus is on lending to micro, small, and medium-sized enterprises, primarily for financing investment goals and energy-efficient projects—resulting in a low level of concentration and NPL. Over the past year alone, the MSME loan portfolio has increased by **60%**.
- Leading positions in mortgage lending on a primary market.
- Among **TOP-5** banks in car loans.
- **30%** market share in the volume of bank guarantees issued. Over the past three years, the bank's commission income has increased by 65%.
- Rapid growth of digital and card business. Over the past year alone, the number of issued cards and transaction volumes have increased by nearly **70%**.

## Stable business and financial resilience:

- Bank has all the technologies and resources that allow it to develop in the modern financial environment :
  - **17** years of experience in the Ukrainian banking;
  - Experienced management with gender balance in the Management Board and a predominance of independent members in the Supervisory Board;
  - System of assessment of environmental and social risks based on World Bank standards;
  - **686** highly qualified employees;
  - Network of **33** modern branches covering most of Ukrainian regions;
  - Developed digital business with mobile application.
- Bank is a member to most of state loan programs allowing to attract clients for loans with preferential interest rates.
- The bank provides lending through targeted partnership programs, which offer the opportunity to additionally compensate the interest rate and make quick decisions.
- The long-term credit rating (outlook) of the rating agency «Expert-Rating» is **uaAAA**, and the deposit rating (outlook) is **ua2+**.



# Main products of Globus Bank aimed at achieving the Sustainable Development Goals



## Development of micro-, small and medium sized enterprises through lending to:



**Veteran businesses.** Providing additional interest rate compensation of 2% for veteran-owned businesses under state lending programs, and approving preferential terms for combat veterans as individuals — with a 1% annual discount on mortgage loans, a 0.5% annual bonus on deposits, and issuing the “Defender” plastic card for military personnel with special preferential service conditions.

**MSMEs** for investment purposes, primarily for the purchase of passenger and commercial vehicles, self-propelled and mounted agricultural machinery, municipal and specialized construction equipment, medical (dental) equipment, beauty salon equipment, and elevator systems—under the state programs “Affordable Loans 5-7-9%”, “Affordable Factoring”, and “Affordable Financial Leasing 5-7-9%”, with state reimbursement of interest rates down to 5%.

In 2024, under support programs for micro, small, and medium-sized businesses, approximately 1,000 loans were issued totaling over EUR 23 million.

## Modernization of energy infrastructure through lending to energy efficiency projects



**Condominium Associations (CA)** for the restoration of energy infrastructure under the state programs “Energodim” and “Affordable Loans 5-7-9%” with state interest rate compensation down to 5%.



**Individual homeowners** for the purchase of hybrid energy supply systems under the state program “Energy Independence for Individuals – Homeowners,” with state interest rate compensation down to 0%.

In 2024, under energy efficiency support programs, Globus Bank issued 159 loans totaling EUR 3.2 million. The funds were used by clients to purchase solar power plants, inverters, battery storage systems, boilers, individual heating units, heat pumps, and for thermal insulation of building facades.



# Main products of Globus Bank aimed at achieving the Sustainable Development Goals



**Providing guarantees for the development of high-quality, reliable, sustainable, and affordable infrastructure**



**To business entities** for organizing settlements in large infrastructure projects, such as the construction of international highways, international airports, and major engineering facilities in Ukraine, Eastern Europe, and Asia, as well as for the restoration of critical infrastructure in Ukraine. The bank holds a market share of over 30% in this segment. In the “Bank Guarantees” category, according to the research “25 Leading Banks of Ukraine”, Globus Bank ranks first. In 2024, the bank provided 8,000 guarantees totaling EUR 216 million.

**Ensuring the transparency, security, resilience, and environmental sustainability of cities through financing of**



**Energy servicing companies** for energy modernization of buildings in small and medium-sized cities under the state program supported by UNDP, with state reimbursement of interest rates up to 5% and compensation of up to 20% of the cost of the energy service contract.

**Individuals** for the purchase of housing under the state program “eOselya”, with state reimbursement of interest rates up to 3%.

**In 2024**, under these programs, Globus Bank provided 83 loans totaling EUR 3.4 million.



# Digital business and financial technologies

The stable functioning of businesses is essential for ensuring Ukraine's survival and creating the conditions for its post-war reconstruction. One of the ways to preserve and support business activities during the war is the widespread transition to digitalization.

**GlobusPlus** — mobile application by Globus Bank provides clients with a comprehensive solution for effective financial management. In particular, the bank is actively developing and implementing digital services to enhance the user experience and streamline banking processes.

## Mobile banking with GlobusPlus is:

- More than **100 000** active customers;
- A decision-making system that automates and simplifies business processes;
- Online registration;
- Easy and convenient onboarding;
- Complete control of accounts and cards for convenient financial management in one app;
- Transfers and currency exchange;
- Payment of utility services and other payments;
- The "Installment Payment" service in leading partner networks;
- Cashback up to **20%** on selected purchase categories;
- Profitable deposits;
- Accrual of annual interest on the balance of own funds on the debit card;
- **24/7** support service in convenient messengers.





## Card business

- Card transaction processing is carried out using one of the most advanced processing platforms in Ukraine – UPC.  
Contactless technology, as well as Apple Pay and Google Pay wallets, are available for all cards.
- As of the end of 2024, the total number of issued cards amounted to **193,000**.  
In 2024, the number of cards issued increased by **69%**.  
The average monthly debit turnover on card accounts increased by **62%** over the reporting year, reaching €9 million.
- Client card account balances as of the reporting date amounted to €8 million, which is **54%** higher than a year ago.
- The credit card portfolio increased by **36%** in 2024, reaching €4 million, while the total amount of approved credit limits grew by **15%** to €10 million.



# Dynamics of key performance indicators of the bank

mln EUR

	31.12.2021	31.12.2022	31.12.2023	31.12.2024	Changes
Assets	286	185	315	338	+ 23
Total loans, including	94	63	53	67	+ 14
Loans to micro enterprises	8	5	6	20	+ 14
Loans to SMEs	25	17	15	12	-3
Loans to large customers	6	6	5	3	-2
Consumption loans	55	35	27	32	+ 5
Loan provisions	- 8	- 11	- 15	- 15	0
Securities (Domestic Bonds and NBU deposit certificates)	170	100	244	257	+ 13
Deposits, including	235	159	285	305	+ 20
Deposits of legal entities	186	112	222	243	+ 21
Deposits of individuals	49	47	63	62	- 1
Equity	20	17	16	16	0
Cost-to-income Ratio (%)	47,3%	39,6%	40,5%	42,8%	+ 2,3%
Return on equity (ROE) (%)	16,0%	2,8%	5,8%	4,9%	- 0,9%



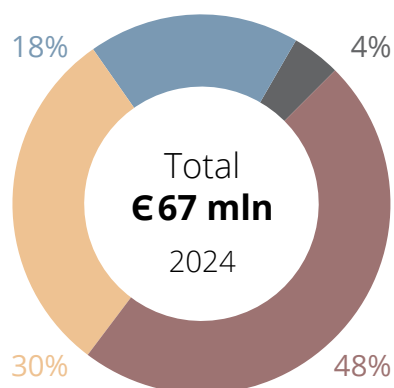
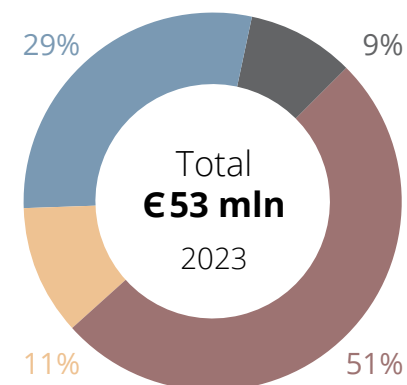
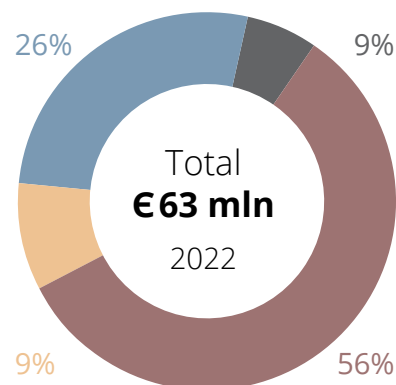
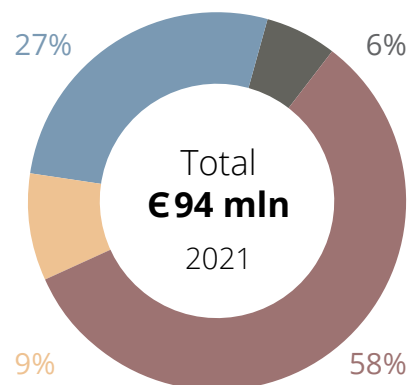
# Income and expense dynamics

mln EUR

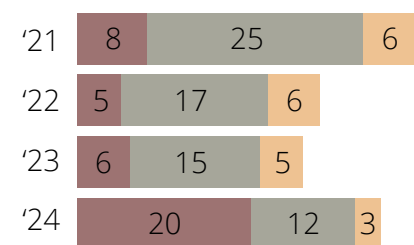
	2021	2022	2023	2024	Changes
<b>Net Interest Income</b>	<b>15</b>	<b>9</b>	<b>13</b>	<b>14</b>	<b>+ 1</b>
Interest income	27	22	33	36	+ 3
Interest expenses	- 12	- 13	- 20	- 22	- 2
<b>Net Commission Income</b>	<b>6</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>+ 1</b>
Commission income	7	5	7	8	+ 1
Commission expenses	- 1	- 1	- 1	- 2	- 1
<b>Trade result</b>	<b>1</b>	<b>3</b>	<b>7</b>	<b>6</b>	<b>- 1</b>
<b>Other income / expenses</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>0</b>
<b>Total Income</b>	<b>25</b>	<b>17</b>	<b>27</b>	<b>28</b>	<b>+ 1</b>
<b>Administrative and Other Operating Expenses</b>	<b>- 18</b>	<b>- 12</b>	<b>- 19</b>	<b>- 22</b>	<b>- 3</b>
Personnel expenses	- 12	- 8	- 15	- 17	- 2
Expenses for Maintenance of Fixed Assets, Operating, and Administrative Costs	- 2	- 2	- 2	- 2	0
Other administrative and operational expenses	- 4	- 2	- 2	- 3	- 1
<b>Profit before provisions and taxes</b>	<b>7</b>	<b>5</b>	<b>8</b>	<b>6</b>	<b>- 2</b>
<b>Provisions and other expenses</b>	<b>- 3</b>	<b>- 4</b>	<b>- 5</b>	<b>- 4</b>	<b>+ 1</b>
<b>Profit before tax</b>	<b>4</b>	<b>1</b>	<b>3</b>	<b>2</b>	<b>- 1</b>
<b>Income Tax Expense</b>	<b>- 1</b>	<b>0</b>	<b>- 2</b>	<b>- 1</b>	<b>+ 1</b>
<b>Net profit</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>



## Credit portfolio by types of clients



- consumption loans
- loans to small and medium-sized businesses
- loans to micro enterprises
- loans to large companies



- €, mln
- loans to micro enterprises
  - loans to SME's
  - loans to large companies

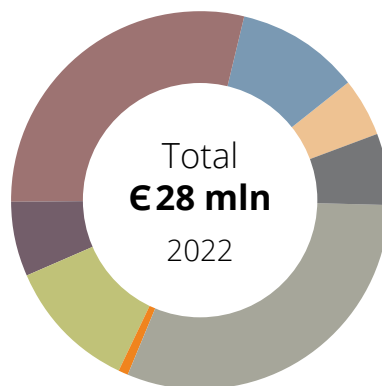




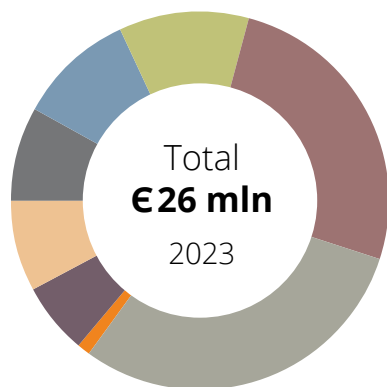
## Lending to business by sectors of economy



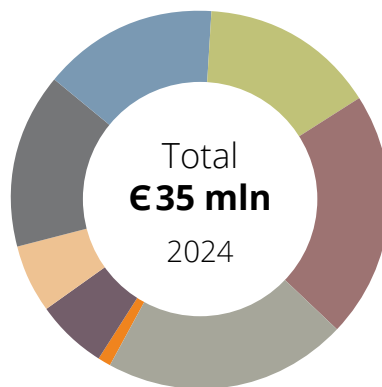
- 32%
- 27%
- 5%
- 12%
- 8%
- 4%
- 11%
- 1%



- 31% trade and repair of vehicles
- 29% construction
- 11% services
- 11% transport, postal services
- 6% financial and insurance business (other than banks)
- 6% industry
- 5% agriculture
- 1% production of food products, beverages and tobacco products



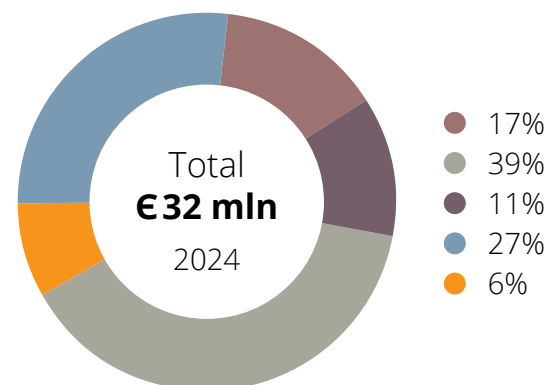
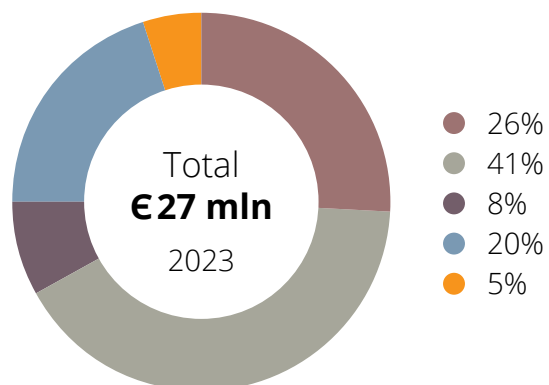
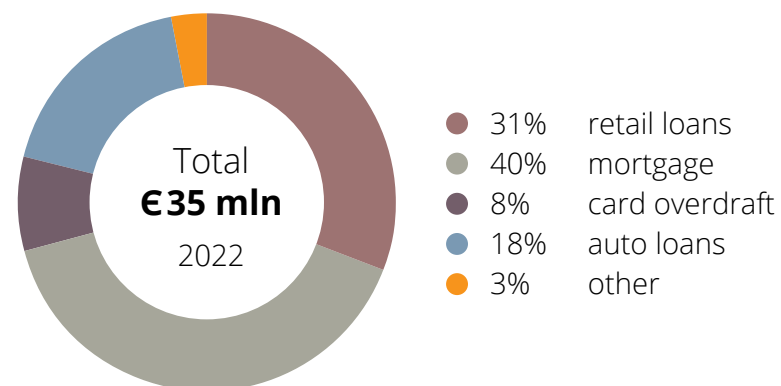
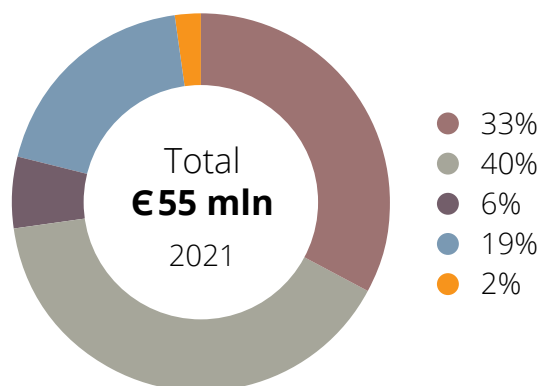
- 30%
- 26%
- 11%
- 10%
- 8%
- 8%
- 6%
- 1%



- 23%
- 22%
- 14%
- 14%
- 14%
- 6%
- 6%
- 1%



## Consumption loans portfolio





## Our partners



VISA





## Our contacts

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