

1. First Danish Ukrainian Defense Industry Conference (DUDICON) 23th March

By Morten Flindt, DI Defence and Security

2. Upcoming opportunities in Ukraine

By Peder Anker Larsen, EIFO

3. Danish/Ukrainian cooperation, a Ukrainian perspective


By Myron Wasylyk, Rud Pedersen Ukraine

4. UXV's Ukrainian engagement

By Frederik Bergenfelt Friis, UXV Technologies

Danish-Ukrainian Defence Industry Conference

- Kyiv, March 23, 2024



Bringing together Danish
and Ukrainian defence
industry to establish and
strengthen industry
cooperation



Dansk Industri

DENMARK BECOMES FIRST NORDIC COUNTRY TO ENTER AN AGREEMENT WITH UKRAINE ON SECURITY COOPERATION AND LONG-TERM SUPPORT

The agreement that was signed today by PM Mette Frederiksen and President Volodymyr Zelensky in Lviv contributes to the international efforts to ensure long-term support for Ukraine.

When 23.02.2024

Purpose

Donations to Ukraine can't stand alone – increased private sector cooperation is needed

Danish defence industry development is accelerating, Ukrainian know-how and production can strengthen Danish industry and qualify Danish defence investment in short and long term

Strong political commitment must be followed by strong industry commitment

The first Danish-Ukrainian Defence Industry Conference for the first time brought together the political level and industries of both countries to kick-off long term cooperation

Participants



UKR Ministry of Defence
UKR Ministry of Digital Transformation
UKR Ministry of Strategic Industries

DK Ministry of Defence
DK Parliament

Ukrainian armed forces
DALO

35 Danish companies
64 Ukrainian companies

Industry organizations

Format

Joint political, military and industrial presence and discussions

Exchange of views on needs, capabilities, possible forms of cooperation – from front line experiences to ministerial level

All day business to business sessions
- based on Ukrainian selection of potential Danish partner companies

Contracts signed between DK and UKR companies

Memoranda of Understanding between DK and UKR organizations

Hundreds of contacts established



Memorandum of Understanding
DI Danish Defence and Security Industries
&
FEU Defence Platform

Air systems and Air Defence, including relevant systems to support it

Radar, targeting and other combat management systems

Drones and counter-drone related systems and components

Naval equipment and components

Protection of equipment and personnel, including mine clearance technologies

IT systems and Cyber defence/security

Critical maintenance, repair and logistics

Industrial cooperation and assistance.

2nd Danish-Ukrainian Defence Industry Conference Copenhagen August 2024

Prior to DALO Industry Days
Wider in scope
... More info to come...

Questions?

A stylized map of Ukraine is shown in a light cream color against a dark green background. The map is positioned on the right side of the slide.

The Ukraine Fund

**EIFO Export & Investment
Fund of Denmark**

EIFO

Export and Investment Fund of Denmark

Build to facilitate financing to Danish companies and their clients



ERHVERVS MINISTERIET

Ministry of Business and Industry

Export and Investment Fund of Denmark

Export
Financing

Equity
Investments

Investments
In Funds

Loans, Guarantees, and
Working Capital in
Denmark

Ukraine
Fund for
Recon-
struction

EIFO is Denmark's official Export Credit Agency (ECA)

- ❑ 100 years of experience
- ❑ Owned and guaranteed by the Danish state
- ❑ Operates on commercial terms
- ❑ Guarantees and funding at AAA rating
- ❑ The Ukraine Fund works as a state loan and guarantee scheme in connection with the reconstruction of Ukraine



EIFO's scheme in Ukraine

❑ Ukrainian central and local governments DKK 500 mil.

- Attractive financing terms, including a donation/grant element from the Danish state
- Grant element (up to 40%) can consist of
 - - Elimination/reduction of interest
 - - Initial grace period
 - - Longer repayment period
 - - Reduction of loan principal

❑ Private counterparties DKK 500 mil.

- Covers Ukrainian companies purchasing from Danish suppliers and Danish companies investing in Ukraine
- No grant element, but attractive, hard currency financing
- Considerable risk due to Ukraine being at war (Class 7 risk premium)



EIFO cover in Ukraine

- i. Cover of commercial and political risks including war damages.
- ii. Finance or guarantee up to 100% of the total finance amount, with a tenor over 6 months.
- iii. Cover of the pre-shipment phase plus up to 15 years credit. The credit can be extended up to 22 years for projects within renewable energy.

Products available;

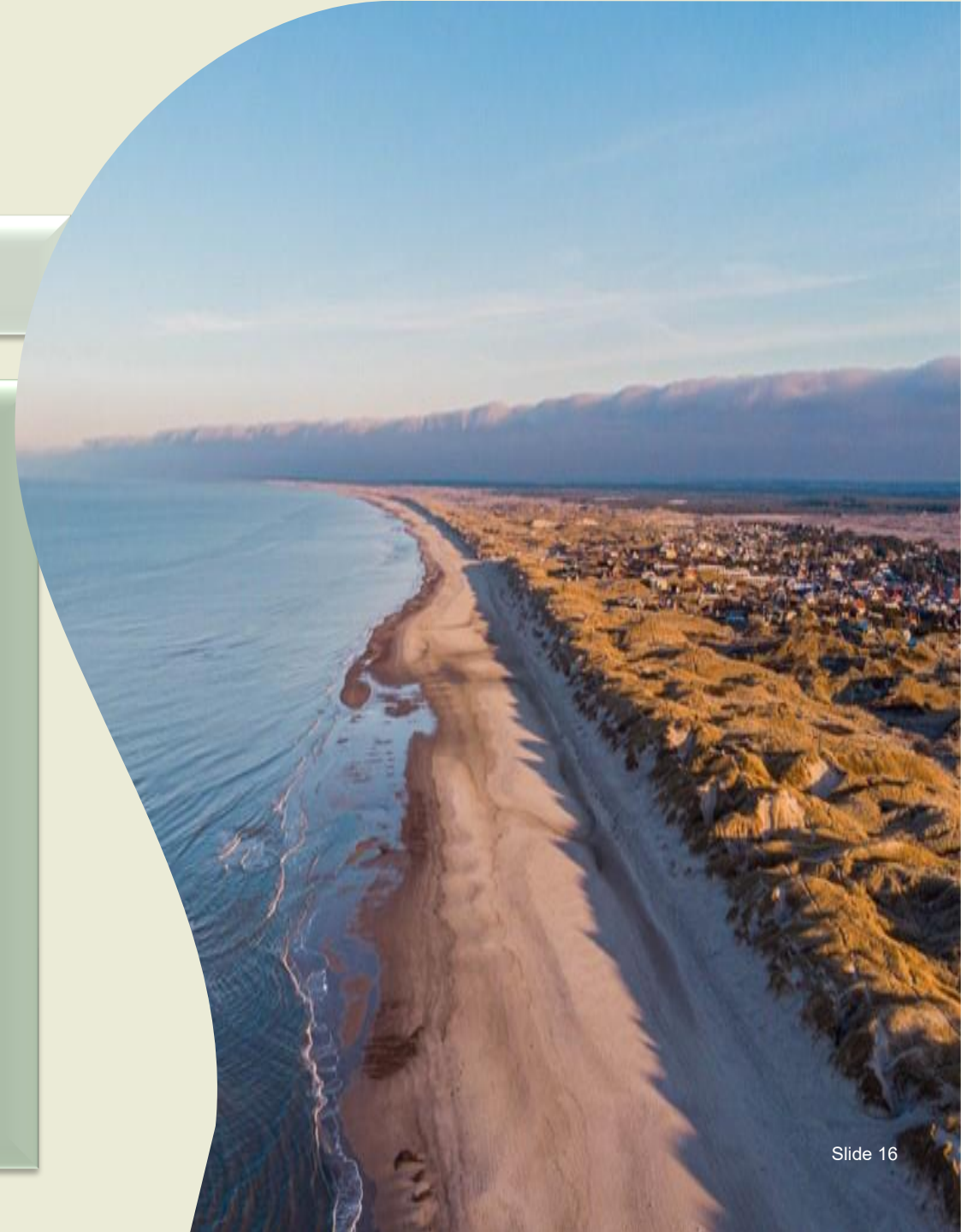
- Direct loan from EIFO with 40% grant element to public buyers
- Direct loan from EIFO to private Ukrainian companies
- Buyer Credit Guarantees with 100% EIFO risk cover
- Supplier Credit Guarantees with 100% EIFO risk cover
- Leasing Guarantees with 100% risk cover
- Short term and Long term L/C with 100% EIFO risk cover
- Project Finance guarantees with 100% EIFO risk cover
- Investment Guarantees with 100% EIFO risk cover
- Contract Guarantees with 100% EIFO risk cover
- Bond Guarantees with 100% EIFO risk cover



Guiding principles

The transactions should create development in Ukraine and export out of Denmark

- The financing covers projects within critical infrastructure.
- Danish content constitutes a minimum of 30% of the financed amount.
- The borrower shall provide the last 5 years audited financial reports.
- Share capital 3x the loan amount.
- Maturity of the project
- Experience with trade and finance with western countries
- Risk of war damage
- Credit risk
- The Ukrainian buyer or Danish exporter must submit EIFOs application form.



Currently full deployment of the scheme's capital

+60 projects screened as of August 2023 or projects worth DKK 10 bn.

21 projects selected for further evaluation, amounting to approx. DKK 1 bn. Presently 17 projects are approved for DD analysis and located over a large part of Ukraine and among others;

- Water treatment
- Agriculture
- Energy
- Construction
- Industrial Production
- Software system

Presence in Kiev

EIFO has an employee working in Ukraine



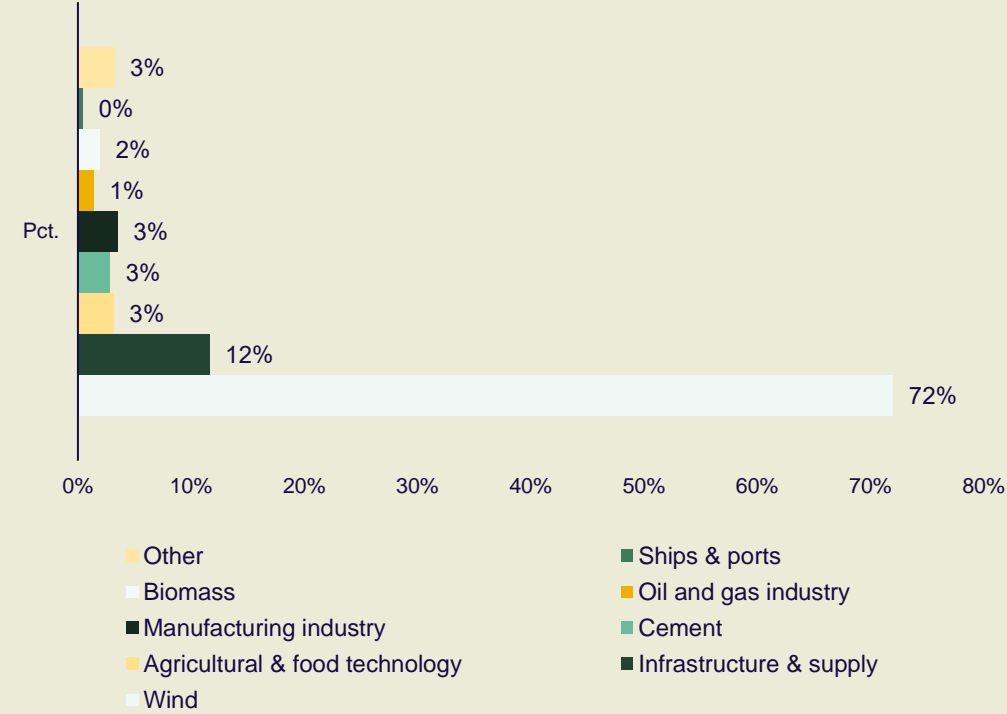
To sum it all up -

- Reduce the risk exposure on exporters and banks. Limited number of lenders since EIFO can secure a large part of the loan.
- Ease the burden on banks capital. EIFO's AAA-rated guarantee cover reduces capital requirements for lending banks.
- Long guarantee tenors (up to 15 years) with sculpted repayment profile to fit the revenue stream from the project. Extended grace period (up to 24 months after COD).
- Long-term funding, EIFO can supply funding in EUR through our direct lending scheme.
- EIFO reviews risks the same way banks does. In Ukraine EIFO is more flexible and less risk adverse. EIFO works on commercial terms as a club deal member. This means that we have a flexible approach and adapts easily to different financing structures.

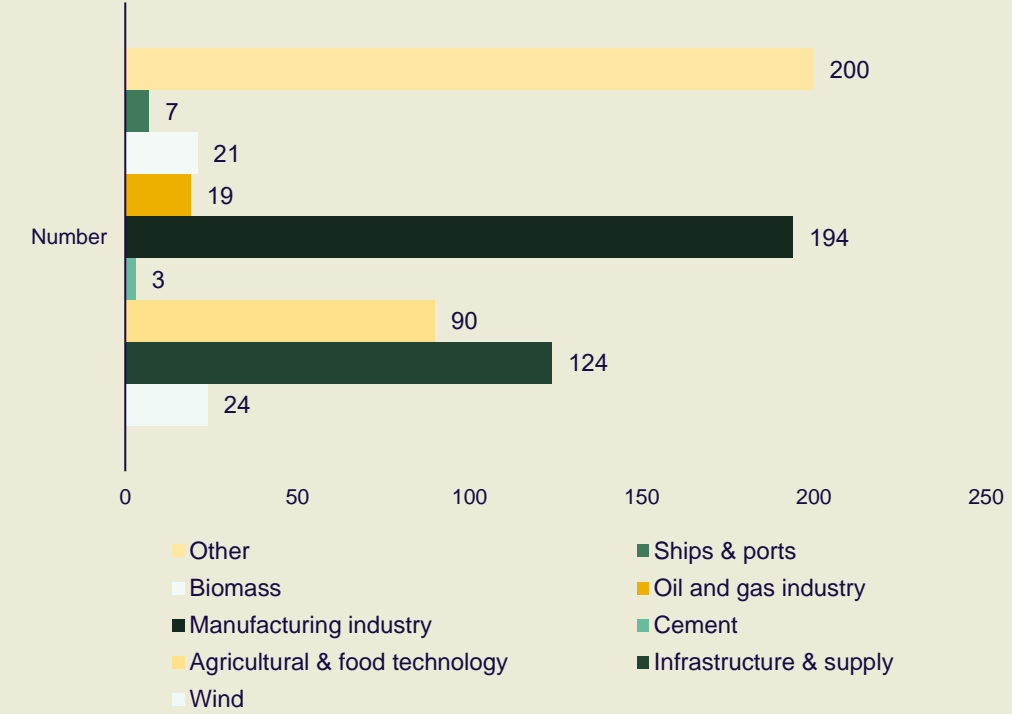


EIFO is offering financing to various sectors

Guarantee & Loan Exposure



Number of customers



Collaboration and partnerships with Ukrainian defense companies

Frederik Bergenfelt Friis

Chief Strategy Officer, UXV Technologies
15-04-2024

Company Overview

- UXV Technologies specializes in designing, developing, and manufacturing ground control stations (GCS), multi-sensor payloads featuring advanced edge-computing capabilities, and other innovative technologies tailored for unmanned systems (e.g., UAV, UGV, USV, ROV) and defense robotics.
- Founded in 2014 and has nearly 100 employees.
- Presence and production in Denmark and USA.
- Strong background in mechatronics, electronics, product development, and system integrations.
- Collaborate with leading robotics companies and government institutions.



Market Domain Focus

Unmanned Systems:

- Unmanned Aerial Vehicles (UAV)
- Unmanned Ground Vehicles (UGV)
- Unmanned Surface Vehicles (USV)
- Unmanned Underwater Vehicles (UUV)
- Remotely Operated Vehicles (ROV)

Defense Robotics:

- Remote-operated weapon systems
- Payloads on unmanned systems



Product Overview

Ground Control Stations

- Standard versions
- Custom versions
- Portable versions



Swappable Radio Modules

- Creation of SRM ecosystem
- Built housing for radio modules
- Edge-computing through SBCM



Payloads

- Multiple sensors in one
- Edge-computing capabilities
- Rugged and high IP-rating



Use cases



DK-UA partnerships: MoU between UXV Technologies and KORT

- Partnership on integration of KORT transmission technologies in ground control stations for operating unmanned systems.
- KORT's technology in areas such as radio and video communication will be integrated with UXV Technologies' ground control stations to control various types of unmanned or remotely operated platforms.
- Among other efforts, KORT's radio and video transmission technology, TLM-2, will become part of UXV Technologies' ecosystem of Swappable Radio Modules (SRM).



Complex defense industrial landscape to navigate



MINISTRY
OF STRATEGIC INDUSTRIES
OF UKRAINE



MINISTRY OF DEFENCE
OF UKRAINE



BRAVE¹

 **UKRAINIAN DEFENSE
INNOVATIONS**

УКРОБОРОНПРОМ

Державний концерн



Ministry
of Digital Transformation
of Ukraine

Europe

**Ukraine to produce one million drones
next year, Zelenskiy says**

By Reuters

Learnings from collaborating and creating partnerships with Ukrainian companies

- Expect time investment: Build trust and relationships (and be prepared for bureaucracy)
- Prioritize due diligence: Place importance on thorough research and assessment of potential partners.
- Navigate competition: Be mindful of the competitive nature prevalent in specific Ukrainian industries.
- Cultural differences and language barriers.



Any questions?

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