



# HALLIBURTON COMPANY

U.S.-Ukraine Energy Dialogue Series

“Discussion of Financing Strategy to  
Support Investment Within Ukrainian  
Energy Sector”

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# Topics of Discussion

- Objectives
- Factors to Consider in Development of Strategy
- Financing Consideration
- Financing Options
- Financing Successes
- Action Plan
- Summary Comments

# Objectives

- **Ensure maximum efficiency**
- **Maximize development of oil and gas reserves:**
  - **Traditional reserves**
  - **Non-traditional reserves:**
    - **Coal mine methane**
    - **Coal bed methane**

# Factors to Consider in Development of a Strategy

- Parameters:
  - Technical expertise
  - Private sector support
  - Public sector support
- Evaluate support:
  - Coordinate activities
  - Segments and groups:
    - Public
    - Private
- Project analyzed:
  - Priority established
  - Needs evaluated:
    - Financing
    - Political environment
    - Commercial environment

# Financing Consideration

- Financing required
- Define expectations:
  - Political
  - Economic
  - Financing
- Participants:
  - Government sector
  - Private sector
  - Financial institutions
  - Legal representation
  - Tax representation

# Sources of Financing

- Commercial banks (examples):
  - Citibank
  - Commerzbank
  - Societe Generale
- Export credit agencies (examples):
  - U.S. Ex-Im Bank
  - SACE
  - COFACE

# Sources of Financing

- Multi-lateral agencies:
  - World Bank
- Equity support programs:
  - Overseas Private Investment Corporation



# Financing Options

- Short term
- Medium term
- Long term
- Hybrid arrangements

# Financing Successes

- Brazil
- Mexico
- Algeria
- Angola
- Russia
- Venezuela
- Nigeria
- China

# Action Plan

- Prioritize prospective projects
- Determine requirements
- Evaluate financing sources
- Mutually agreed upon initiative
- Implementation

# Summary Comments

- Objective is to maximize development of oil and gas reserves.
- Laws and policies passed which will encourage project investment.
- Partnering by parties.
- Success will result in Ukraine becoming less dependent on imports.