

Leasing as a financial instrument for Polish companies' expansion to Uzbekistan market

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→ Legal regulation of leasing operations:

➡ Chapter 34 of the Civil Code of the Republic of Uzbekistan: "Property lease"

➡ Law of the Republic of Uzbekistan "On Leasing" (No. 756-I 04/14/1999)

Uzbek Law “On Leasing”, art.2:

Leasing is a special type of financial renting, in which one party (*the lessor*), on behalf of the other party (*the lessee*), acquires from a third party (*the seller*) the property stipulated by the leasing agreement (*the leased object*) and provides it to the lessee for a fee on possession and use for a period exceeding twelve months.



Leasing development in Uzbekistan

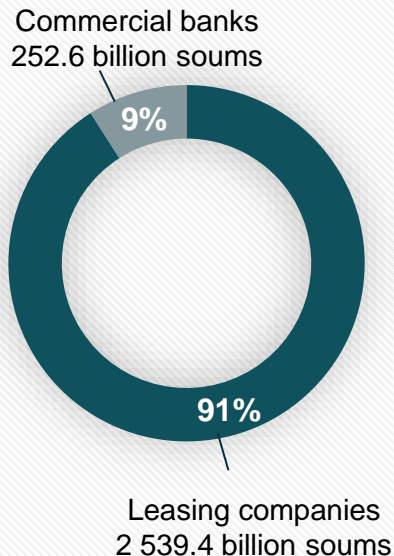
The dynamics of growth volume of leasing transactions



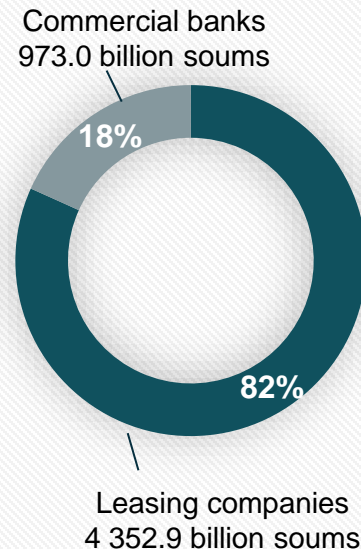
*the final leasing portfolio for 2019 does not include the NBU portfolio, which amounted to 992 billion soums (2 Boeing-767 aircraft)

Distribution of the leasing market between commercial banks and leasing companies at the end of 2019

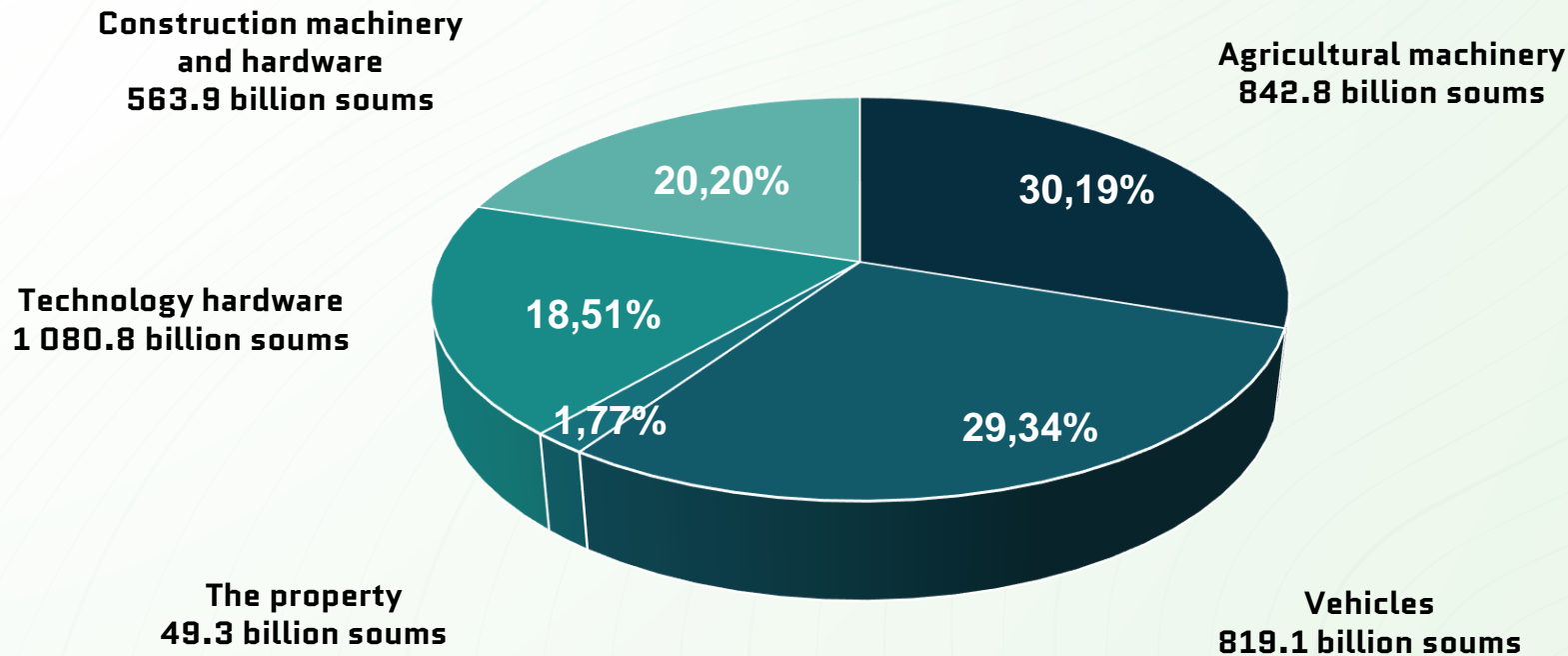
New leasing deals



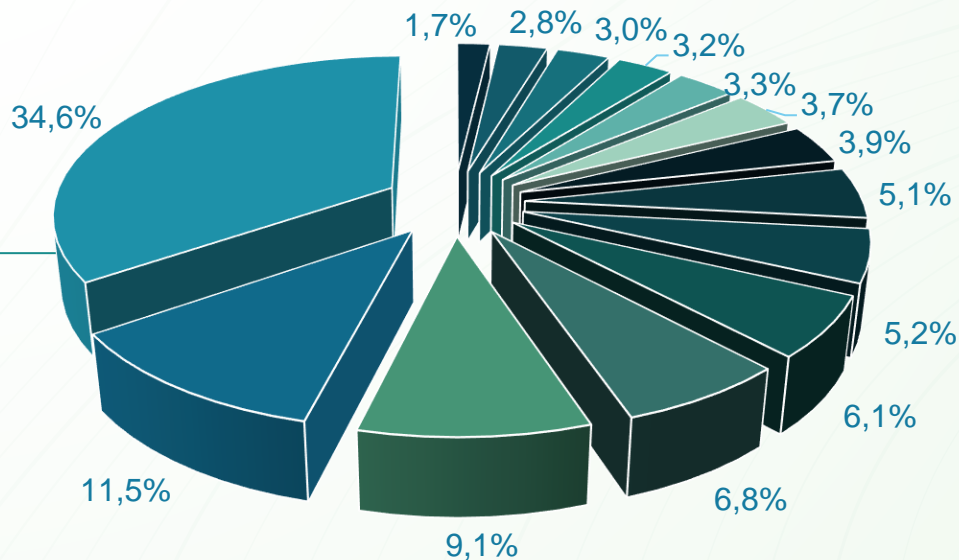
Lease portfolio



Distribution of leasing transactions by types of fixed assets at the end of 2019



Distribution of leasing transactions by region at the end of 2019



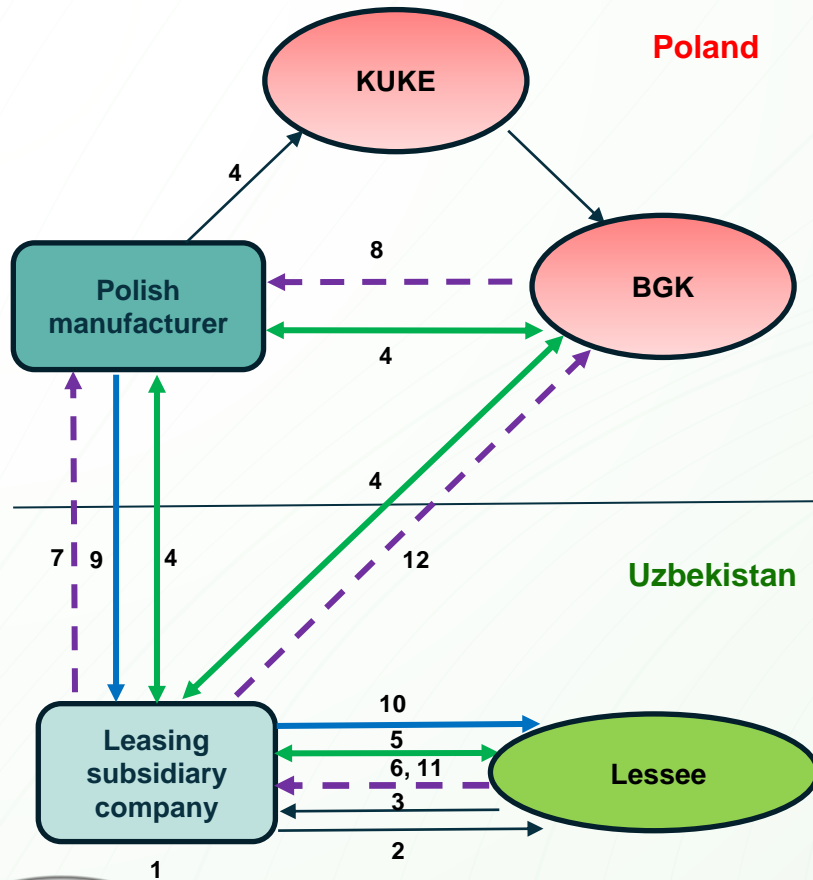
- Джизакская обл. 1,8%
- Хорезмская обл. 2,8%
- Андижанская обл. 3,0%
- Наманганская обл. 3,2%
- Сырдарьинская обл. 3,3%
- Республика Каракалпакстан 3,7%
- Бухарская обл. 3,9%
- Сурхандарьинская обл. 5,1%
- Навоийская обл. 5,2%
- Самаркандская обл. 6,1%
- Ферганская обл. 6,8%
- Кашкардарьинская обл. 9,1%
- Ташкентская обл. 11,5%
- г.Ташкент 34,6%

Lessors market

2015	2016	2017	2018	2019
90	126	126	133	137

2019	Total
Banks	30
Leasing companies (according to economic activity code)	107

Financing Polish exports under a leasing scheme



1. Opening of a Leasing subsidiary company in Uzbekistan by a Polish manufacturer;
2. Equipment offer by Leasing subsidiary company to potential buyers in Uzbekistan under a leasing scheme;
3. Receiving an order for the supply of Polish equipment under a leasing scheme;
4. Conclusion of a three-party Delivery agreement between the Leasing company, Polish manufacturer and the financing Polish bank;
5. Conclusion of the direct Leasing agreement between the Leasing company and Lessee in Uzbekistan;
6. Payment by the Lessee of 20-30% of the agreement amount as an initial payment;
7. Transfer of the received payment to the Polish manufacturer of equipment in the amount of 20-30%;
8. Payment of 70-80% of the cost of equipment by the Polish bank to the Polish manufacturer;
9. Delivery of equipment by a Polish manufacturer to the Leasing subsidiary company;
10. Supply of equipment by the Leasing Company to the Uzbek lessee under direct Leasing agreement;
11. Payment by the Lessee to the Leasing Company for the cost of the equipment under the Leasing agreement;
12. Repayment of the loan by the Leasing company to the Polish bank.

→ Attractiveness of the leasing scheme

- ✓ Type of activity in Uzbekistan that not required a license
- ✓ The ownership right to the leased object until its complete redemption by the lessee belongs to the lessor
- ✓ In the event of bankruptcy of the lessee, the leased object is separated from the common property of the lessee and is subject to return to the lessor, who can dispose of it on his own
- ✓ As an additional guarantee of the return of funds spent in connection with the lease agreement, the lessor may require the lessee to provide security as a pledge, bank guarantee or bail (surety) of a third party.

Thank you for your attention!

Any questions?

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