

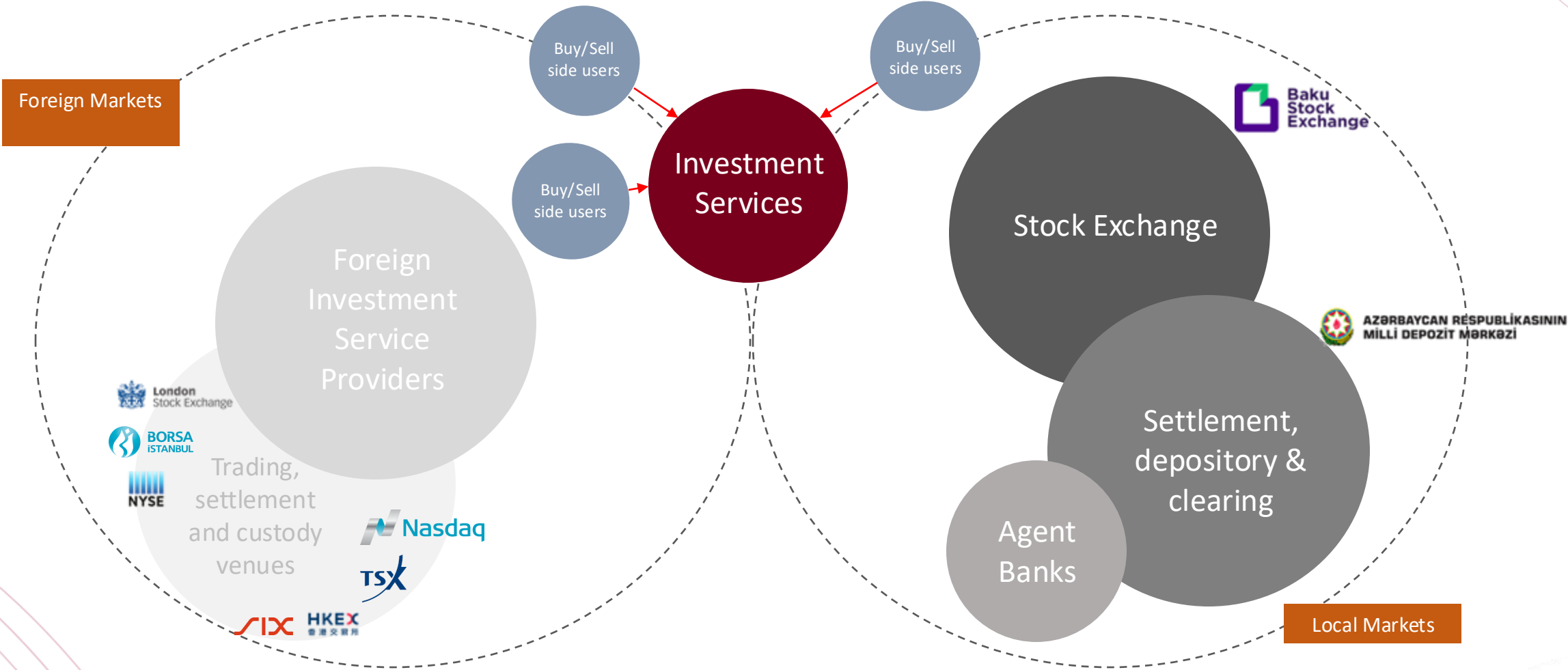
AZERBAIJAN CORPORATE DEBT SECURITIES MARKET

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Unicapital IC, CEO

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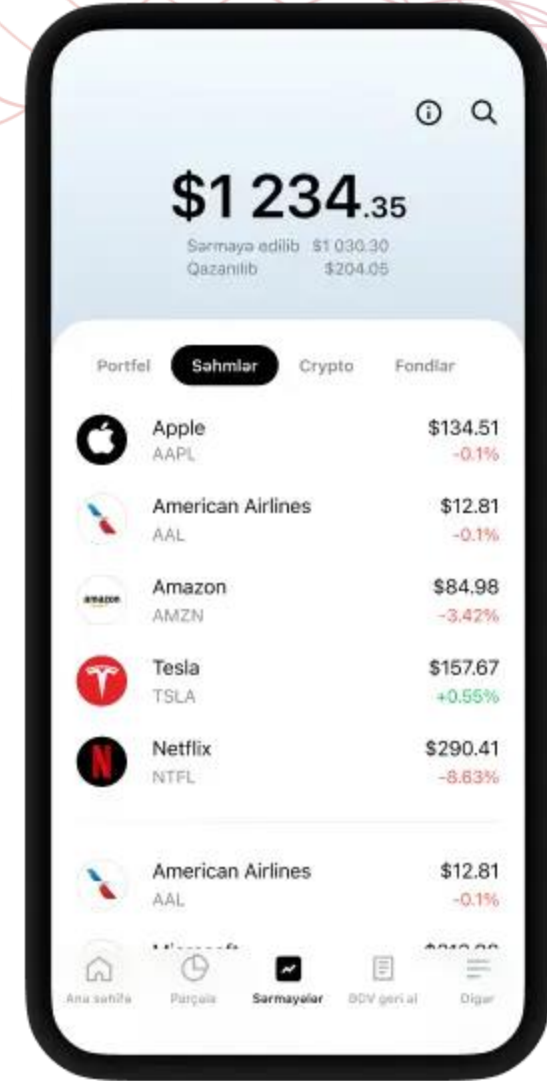


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Обращаем внимание, после оплаты изменить или отменить заявку будет невозможно

Количество акций
100

Ценовое предложение за акцию
0.27 ₼

Общая сумма к оплате
27.00 ₼

Оплатить



BSE Capital Market Insights



Chart 13.1 Government Bonds Trading Volume, AZN billion

Source: Baku Stock Exchange

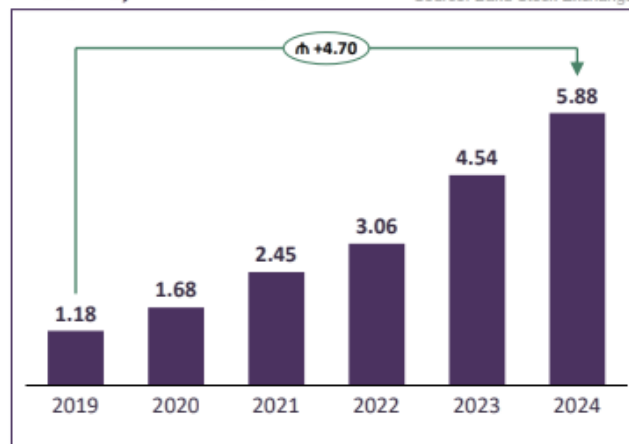


Chart 13.2 Central Bank Notes Trading Volume, AZN billion

Source: Baku Stock Exchange

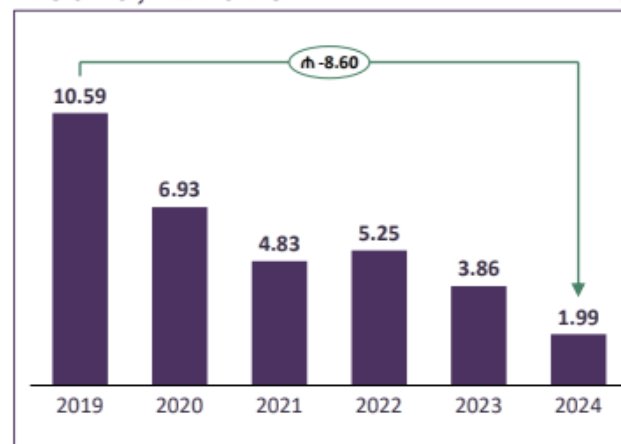
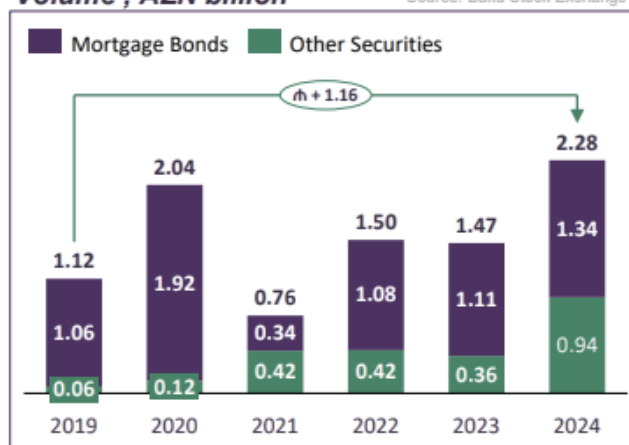


Chart 13.3 Corporate Securities Trading Volume, AZN billion

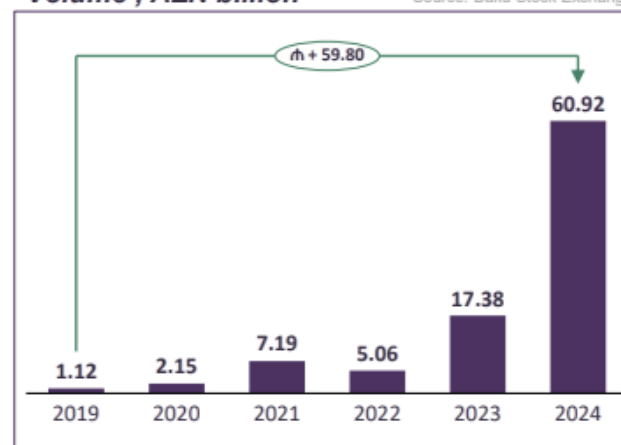
Source: Baku Stock Exchange



*Note: Including mortgage fund securities

Chart 13.4 REPO Transactions Trading Volume, AZN billion

Source: Baku Stock Exchange



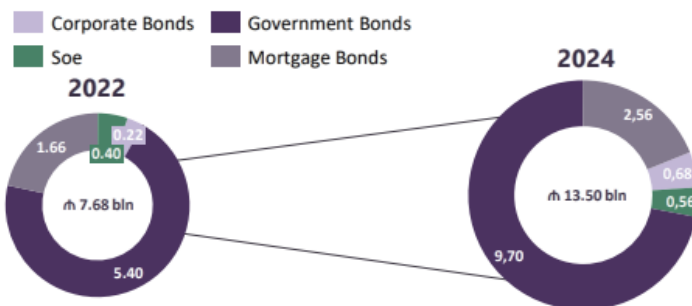
BSE Capital Market Insights



Debt Market Segmentation

Chart 14.1 Breakdown of Debt Market Face Value by Sector, AZN billion

Source: Baku Stock Exchange

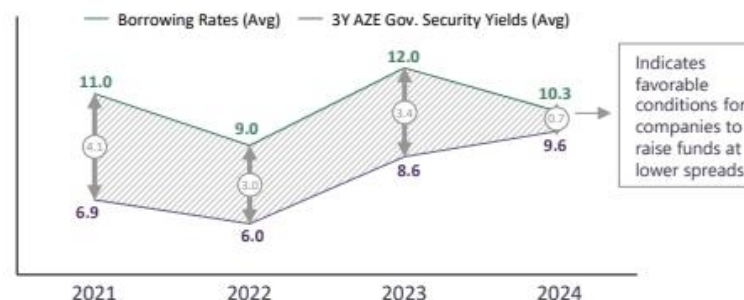


The outstanding volume of debt market performance grew from 7.68 AZN billion in 2022 to 13.50 AZN billion in 2024. Government bonds remained the backbone of the market, increasing from 5.40 AZN billion to 9.70 AZN billion, reflecting growing reliance on domestic borrowing

Financing Landscape

Chart 10.1 Avg. Borrowing Rates vs. Avg. 3Y AZE Government Security Yields, %

Source: Baku Stock Exchange



The spread between the weighted average rates of corporate borrowing in AZN and 3-year AZN government security yields narrowed from 1.3% in 3Q 2024 to just 0.7%, indicating improved conditions for companies to raise funds. A detailed analysis follows in the next graphs

Chart 14.2 Number of Publicly Issued Bond Placements (State Owned Enterprises and Corporates)

Source: Baku Stock Exchange



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across the Globe

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Technology makes the difference



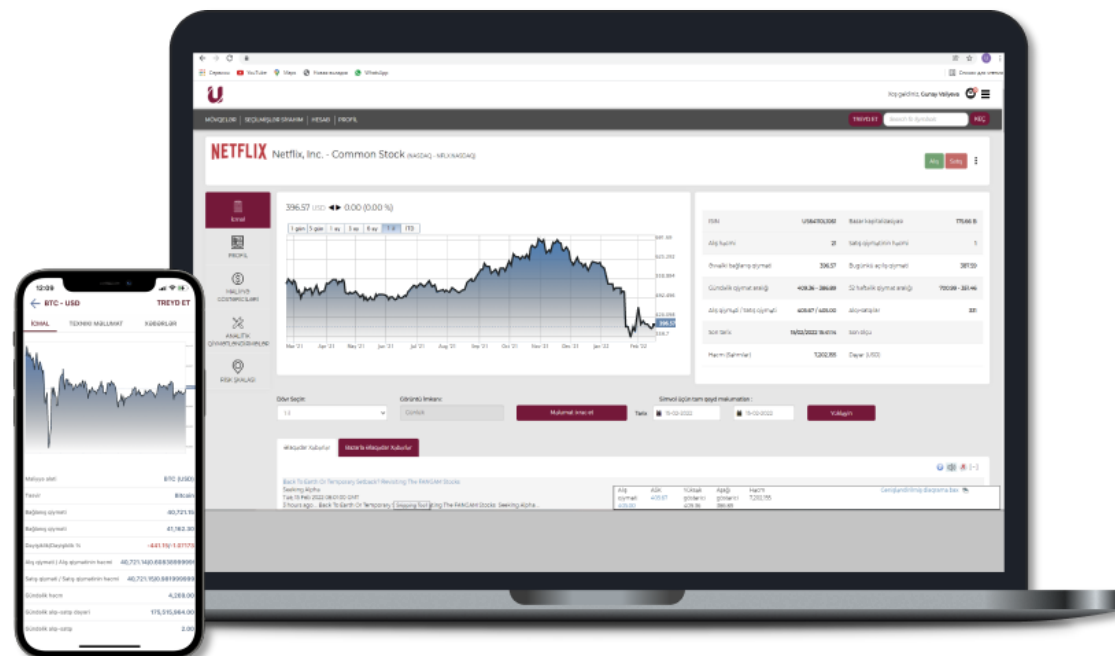
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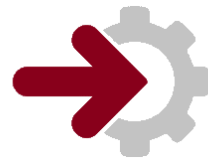
We focus on four key values to ensure a smooth and comfortable journey through the capital markets

Innovation



- **Remote onboarding:** Implementing high-end technology to onboarding process allows to maximize the investor base and increase the effectiveness of the book building process.
- **Digital KYC:** Integrating advanced KYC tools ensures a seamless AML/risk management process by reducing uncertainties both for the Issuer and Investor.
- **Market Access:** Ready integration to the Baku Stock Exchange and National Depository Center for Public offering and post placement process.
- **Process Automation:** Streamlining underwriting workflows through digital tools, minimizing manual errors and speeding up transaction timelines.
- **Data-Driven Insights:** Utilizing data and analytics tools to provide an accurate market trends and tailored recommendations.

Integrity



- **Transparent Communication:** Ensuring clients are fully informed at every step of the underwriting process with clear, honest, and timely updates.
- **Ethical Standards:** Adhering to strict ethical principles in all interactions, safeguarding the clients' interests and reputation.
- **Global Expertise:** Drawing on a broad range of cultural and industry experiences to address the needs of local and international clients effectively.
- **Synergistic Creativity:** Encouraging diverse teams to brainstorm creative solutions and fostering innovations.
- **Accountability:** Taking full responsibility for actions and decisions, ensuring a reliable and trustworthy partnership.

Customer at a center



- **Tailored Solutions:** Designing underwriting strategies that align with each client's unique needs, objectives, and market positioning.
- **Proactive Support:** Anticipating client concerns and addressing them with solutions before they become challenges.
- **Accessible Communication:** Providing dedicated support and ensuring clients can easily reach experts for guidance and updates throughout the process.
- **Continuous Improvement:** Seeking feedback from clients to refine processes and deliver an even better experience.
- **Long-Term Relationships:** Focusing on building trust and fostering enduring partnerships by prioritizing the client's success above all else.

Sustainability & Trust











- **Proven Track Record:** As one of the eldest investment companies licensed in Azerbaijan we are dedicated to demonstrate expertise and success through a history of reliable underwriting transactions and satisfied clients.
- **Consistent Delivery:** Meeting deadlines and fulfilling commitments with precision, ensuring promised outcomes.
- **Confidentiality:** Upholding strict standards of data privacy and security, protecting sensitive client information at all times.
- **Stable Partnerships:** Building confidence through transparent practices, fostering long-term client relationships.
- **Responsiveness:** Being readily available to address concerns, offering timely solutions, and adapting to changing circumstances.



Underwriting and funding solutions

Portfolio of the recent bond issuances



<div></div> <div>Coupon rate 13,0%</div> <div>Tenor 2 Years</div> <div>Amount 2 500 000 AZN</div>	<div></div> <div>Coupon rate 11,5%</div> <div>Tenor 1 Years</div> <div>Amount 20 000 000 AZN*</div>	<div> <small>Her Saat Sizi Düşünerek</small></div> <div>Coupon rate 13,0%</div> <div>Tenor 2 Years</div> <div>Amount 1 000 000 AZN</div>	<div></div> <div>Coupon rate 13,0%</div> <div>Tenor 2 Years</div> <div>Amount 500 000 AZN</div>	<div></div> <div>Coupon rate 12,5%</div> <div>Tenor 2 Years</div> <div>Amount 3 000 000 AZN</div>
<div></div> <div>Coupon rate 3,0 - 3,25%</div> <div>Tenor 7 Years</div> <div>Amount 550 000 000 AZN</div>	<div></div> <div>Coupon rate 8,0%</div> <div>Tenor 6 Years</div> <div>Amount 11 000 000 USD</div>	<div></div> <div>Coupon rate 12,5%</div> <div>Tenor 1 Years</div> <div>Amount 2 000 000 AZN</div>		

nd based on ICMA standards

**The First local green bond based on ICMA standards*



The first ICMA aligned Green Bond listed in Azerbaijan



Issuer	Unibank CB OCSC
Tenor	3 years
Issue Size & Currency	20,000,000 AZN
Denomination	100 AZN
Coupon	11,5%
Rank & Security	Fixed income unsecured bonds
Use of Proceeds	Green projects & SME financing in accordance with the Green Bond Framework
Placement & Listing	Baku Stock Exchange, to be applied for listing at Premium market
Offering	FI's, qualified and non qualified investors
Arranger & Underwriter	Unicapital IC OJSC
Settlement agent / Payment agent	Unibank CB OCSC / National Depository Center
Secondary Public Opinion (SPO)	AIFC Green Finance Centre
Issue Date	October 2024
Secondary market liquidity	Market making will be undertaken by Unicapital IC OJSC at Baku Stock Exchange
Additional options	Put option at the end of 1 year and year 2
Reporting	Annual IFRS, half year interim reports





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