



Rebuilding Ukraine with Private Sector

September 2022

Contents



1 New opportunities 4

2 Why to invest in Ukraine 11

38 Why Ukraine matters

4 How to support Ukraine 42

5 Investment projects 43

Foreword



Executive Director, UkraineInvest



On 24 February 2022, the Russian Federation began a large-scale armed aggression against Ukraine, killing Ukrainians and destroying Ukrainian cities and villages by offensive hostilities, including missile, artillery, and air strikes. This war has been devastating to the Ukrainian economy, with dramatic consequences for international supply chains, manufacturing inputs, and, ultimately, food security, both regionally and globally.

Since the beginning of the war Ukrainelnvest's team have been tediously working to help raise the profile of crucial economic issues, bringing together the international business community in support of Ukraine to find new, cooperative solutions to needs emerging as a result of this unprecedented crisis.

Guide: Rebuilding Ukraine with Private Sector, as one of the outputs of such work, is the primary information source for investors and operating companies to do business with Ukraine. It contains information on Ukraine's investment profile, financial incentives, business opportunities, as well as analytical data from various industries.

The need to rebuild the country's economy within a relatively short period of time is creating an unprecedented number of opportunities for investors. Savvy and visionary investors are already considering Ukraine as an investment destination as investment projects require some ground work. The Ukraineinvest team is a reliable partner to the business community and is here to help you and guide your investment.



Before the full-scale Russia's military aggression Ukraine's GDP growth forecast 2022 was estimated as 3.4%.

For 2022 Ukraine is projected to experience large GDP contractions of -33% **as a direct result of the Russian invasion**, destruction of infrastructure, and exodus of its people.

As of August 1, the total amount of direct damage to Ukraine's economy destruction of residential and non-residential buildings and infrastructure reached **USD 113.5 billion**, or over UAH 3 trillion.

The economic shock of the war in Ukraine is having various negative effects on the **various sectors** of the economy.

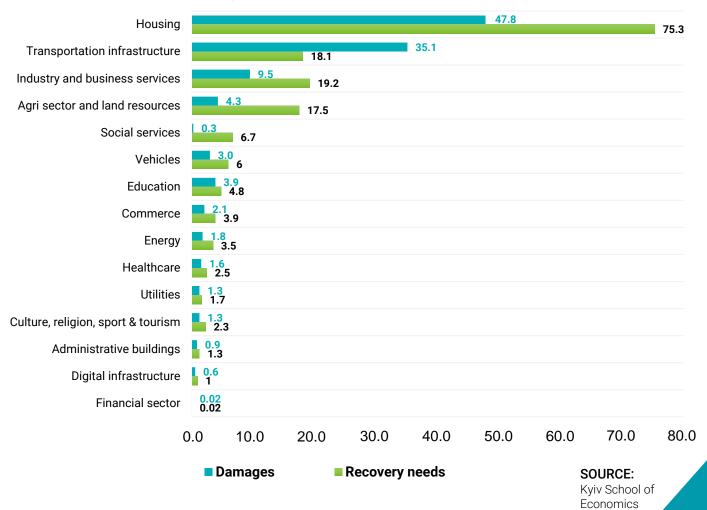




Damages caused by Russian military aggression

(as of August 2022)

Damages of physical infrastructure, bln USD



Overall infrastructure damage

113 bln USD

388 enterprises19 civilian airports28 oil depots511 administrative buildings

764 kindergartens27 shopping centers634 cultural facilities

43 700 agricultural machinery

The full-scale recovery of the economy may cost around 750 bln USD



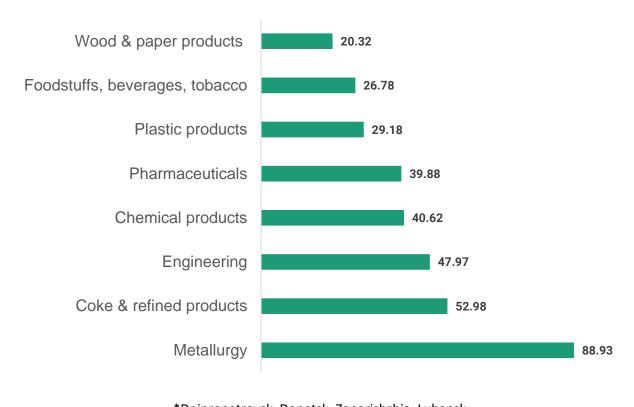
Sectoral damages (potential) caused by Russian military aggression

By industry suffered, most of the damage was done to metallurgy, coke & refined products, and engineering.

The regions fully or partially occupied since the beginning of the full-scale invasion by Russia are likely to be withdrawn from national value chains to some extent.

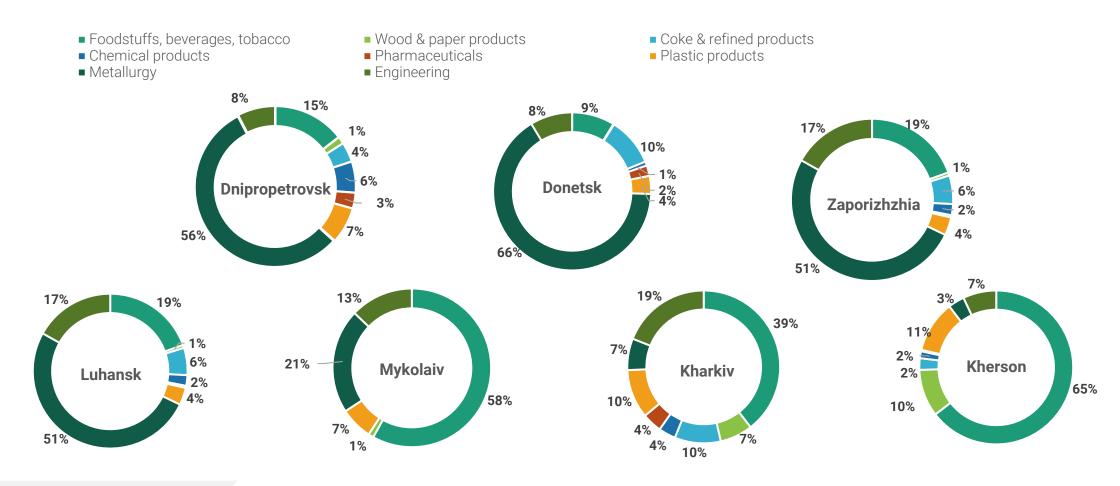
Seven regions* fully or partially occupied by Russia account for 54% of national manufacturing output.

Total share of regions fully or partially occupied due to Russian military aggression* in manufacturing output, % 2020





Manufacturing output structure in regions fully or partially occupied by the Russian Federation since February 24th, %





Reconstruction opens vast investment opportunities **for building materials producers, logistics and EPC companies**. As an example, Ukraine will require millions of square meters of residential apartments construction.

In addition, reconstruction offers a unique opportunity to **upgrade Ukraine's productive capacity**, attracting foreign capital in modern technology, laying the foundations for long-term growth, and integrating Ukraine more tightly into the global economy.

Besides, plenty of **international partners** are ready to support Ukrainian cities and participate in the **twinning reconstruction initiative.**





Twinning Reconstruction Initiatives

Facilitating the cooperation of twinning investment programs is one of the directions to move forward in foreign direct investment attraction. That is when private investors from a certain country aim to finance specific projects in damaged cities with support of their governments through peer to peer schemes.

The countries ready to take patronage over cities and regions:



Kviv city and Kviv region



Mykolaiv region

Estonia

Zhytomyr region

Denmark

Mykolaiv city







Donetsk Academic Regional Drama Theater

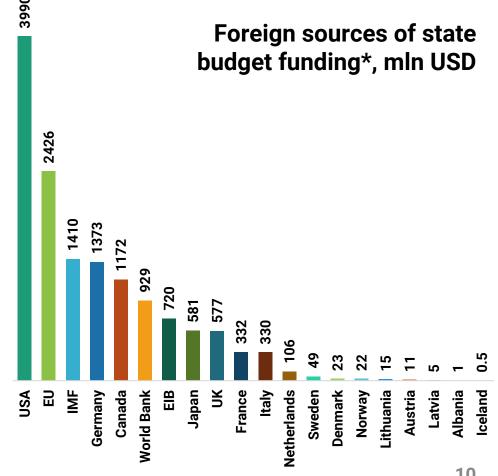
"When each of the partner countries or partner cities or partner companies will have the opportunity - historical one - to take patronage over a particular region of Ukraine, city, community or industry".



Support from international partners

The EU together with Ukraine will create a financial platform of reconstruction that will help Ukraine rebuild critical infrastructure after Russia's devastating aggression and pave the way to the European future through key economic, legal, and social reforms.

Ukraine Reconstruction Platform is to bring together under one roof the EU support, as well as other initiatives set up by partners, such as the World Bank Trust Fund or the International Monetary Fund administered account. The platform's purpose is to ensure efforts coordination between partners, avoid duplication and promote synergies, including via joint projects co-financing.



SOURCE:



Ukraine still has a lot of advantages that make it an attractive investment destination.

Ukraine's financial system has demonstrated resilience and readiness for such a challenge as Russia's armed aggression.

Assistance from international financial organizations, as well as European integration processes will foster the investment attractiveness of Ukraine to the new level.





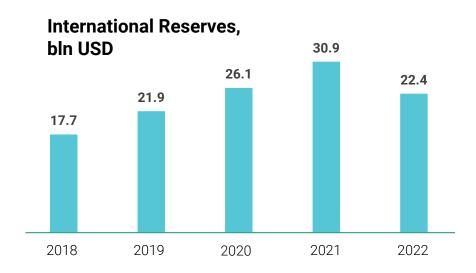
Ukraine MACRO OVERVIEW

Key Policy Inflation (per annum)
Rate July 2022
25% 22.1%

In June 2022, the National Bank of Ukraine raised the key policy rate to 25% per annum. Along with other measures, this step aims to protect households' income and savings in hryvnia, raise the attractiveness of hryvnia assets, reduce pressure on the FX market, and thus enhance the NBU's capability to maintain the exchange rate stability and restrain inflation processes during the war.

GDP growth 2021 GDP growth forecast 2022 -33.4%

The Ukrainian economy returned to growth in 2021, despite the difficult conditions caused by the coronavirus crisis consequences: real GDP grew by 3.4% as of the year-end, after a 4% drop in 2020.



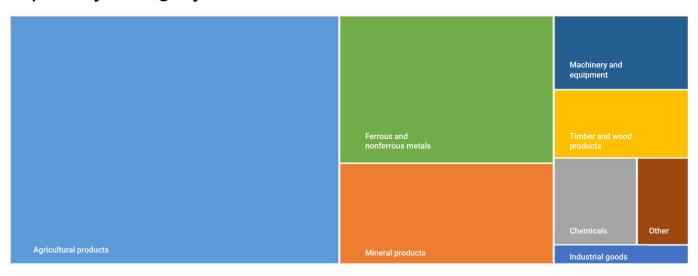
In 2022, the key determinants of international reserves dynamics included the NBU transactions in the FX interbank market, public debt management and financial instruments revaluation due to change in their market value and exchange rate fluctuations.



Ukraine Export January – June 2022

Total export Jan-Jun 2022 20 842 mln USD

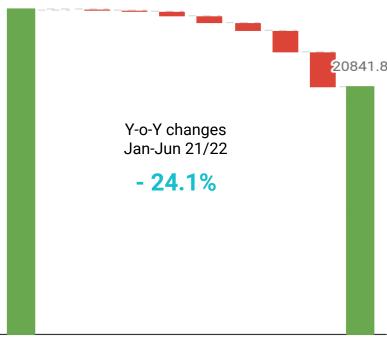
Export by category, Jan-Jun 2022



Export of goods in Jan – Jun 2022 period decrease significantly compared to the same period in previous year. The main reason behind this is the blockade of Ukrainian ports, disruptions of supply chains, and lack of access to raw materials. The main drop is reported in the export of mineral products and metals. Despite the war, Ukrainian agricultural companies develop new export routes, and moreover cereals sea corridor began functioning. Thus, it makes it possible to resume the level of agricultural goods export.

Y-o-Y changes factor analysis







SOURCE:



10 reasons to invest in Ukraine



1. Consumer markets coverage (with 47 countries FTAs signed)



6. Opportunities of operating costs optimization



2. Geographical position advantages



7. Advanced IT sector



3. Skilled and competitive labor force



8. Developing R&D ecosystem



4. Considerable raw material base



9. Investment incentive schemes



5. Opportunities in various sectors



10. Lots of international companies already there



1. Consumer markets coverage

Nearly 1 bln consumer market can be reached within

2 500 miles

448 mln European Union

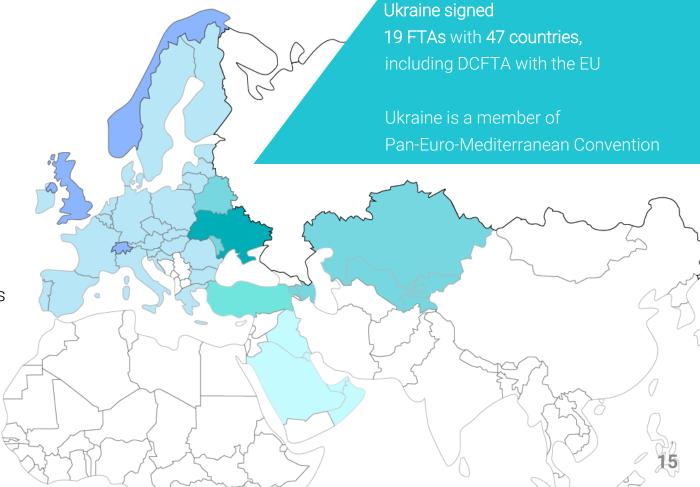
100 mln CIS (selected)

502 mln Non EU

44 mln* Ukraine

The EU, UK, Canada and Australia **have suspended** import duties on all Ukrainian exports for one year. The United States **has suspended** the collection of 232 duties on Ukrainian steel for one year (2022/2023).

This creates new opportunities for Ukrainian exporters. Trade turnover between Ukraine and these countries is expected to increase, strengthening mutually beneficial partnership.





2. Geographical position advantages

Brasilia

20 hours



Svdnev

20 hours

Istanbul

2 hours

days by truck from Ukraine, which gives it a competitive edge, particularly for food distribution. When the truck time to ship across Europe is added for non-port cities, Ukraine stands out for its capability of delivering goods in a timely and cost-effective manner.

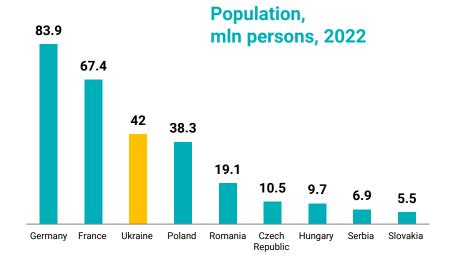


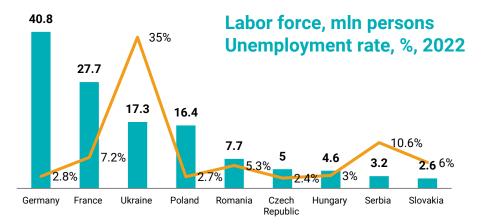
3.1 Skilled and competitive labor force

Globally, Ukraine is acknowledged for its qualified labor force and educated population as the country of high human development category (Human Development Index above 0.753).

As of 2021, Ukraine ranks 6th among European countries by population.

Despite the fact that the war forced many Ukrainians to flee to Europe, millions of motivated Ukrainians are starting to return home looking for work and opportunities to take part in the reconstruction process.







Eurostat State Statistics Service of Ukraine



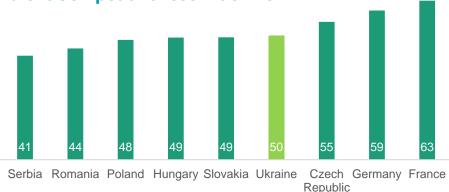


3.2 Skilled and competitive labor force

172 463

Graduates with a Bachelor's Degree in all specializations 2020/2021

Global Knowledge Skills 2021 from The Global Talent Competitiveness Index 2021**



SOURCE:

Bachelor graduates by Specialization*

Name of Specialization	Number of Graduates	
	2020/2021	
Natural Sciences	2 948	
Mathematics and Statistics	845	
Information Technology	12 347	
Mechanical Engineering	4 796	
Electrical Engineering	4 760	
Automation and Instrumentation Engineering	2 982	
Chemical and Bioengineering	1 390	
Electronics and Telecommunications	2 059	
Production and Technology	5 214	
Architecture and Construction	5 921	
Agricultural Sciences and Food Technology	6 903	
Transport	7 352	

^{*}State Statistics Service of Ukraine,

^{**} insead.edu

UkraineInvest Your Investment Matters

3.3 Skilled and competitive labor force

TOP-15 Polytechnic Universities

- National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute"
- Lviv Polytechnic National University
- National Technical University Kharkiv Polytechnic Institute
- 4 Dnipro University of Technology
- Kharkiv National Aerospace University
- 6 National Aviation University
- National Metallurgical Academy of Ukraine
- 8 Kharkiv National University of Radio Electronics
- 9 Vinnytsia National Technical University
- Kharkiv National Automobile and Highway University
- 11 Poltava National Technical University
- National University of Water and Environmental Engineering



Lutsk National Technical University



4.1 Considerable raw material base

Ukraine ranks 25th in mining in the world (among 165 countries)

Due to unique raw material base of iron and manganese ores, Ukraine is one of the countries with the most developed ferrous metallurgy in the world.

RICH MINERAL RESOURCES BASE

types of minerals found in Ukraine (out of 120 known)



thousand as of industria

deposits of industrial importance



bl

total output of mining industries

UKRAINE'S POSITION IN THE WORLD BY MINERALS EXTRACTION

METALLIC MINERALS

Iron - 6th place: 49.3 mln t. (7.24% of global output)

Manganese - 7th place: 699 thousand t. (3.62% of global output)

Titanium - 5th place: 537 thousand t. (6.38% of global output)

NON-METALLIC MINERALS

Kaolins - 7th place: 1.68 mln t (3.96% of global output)

Zircon - 11th place: 16 thousand t (1.29% of global output)

Graphite - 10th place: 10 thousand t (1.06% of global output)

MINERAL FUELS

Steam coal - 12th place: 21.6 mln t

(0.31% of global output)

Coking coal - 10th place: 6.43 mln t

(0.62% of global output)

Uranium - 9th place: 0.9 thousand t

(1.56% of global output)

SOURCE:

World Mining Data 2022 report



4.2 Considerable raw material base

4 MINERAL SUBSOIL FIELDS

available for investments

Non-metallic minerals

195 - licensed fields and blocks 43.826 Ha - respective license area

Metallic minerals

Cu

Copper

37 - licensed fields and blocks 22.857 Ha - respective license area

Hydrocarbons

49 - licensed fields and blocks 6.440 Ha - respective license area



9 - licensed fields and blocks 9.037 Ha - respective license area

24 MINERAL SUBSOIL FIELDS of critical raw materials

Au 4 - licensed fields and blocks 1.280 Ha - respective license area

Mo

Molybdenum

NON-FERROUS METALS

7r Sc Ta Nb Beryllium Tantalum Niobium Scandium Zirconium

Chrome

Co

Cobalt

Ni

Nickel

Be

RARE EARTH METALS

4 - licensed fields and blocks

3.086 Ha - respective license area

5 - licensed fields and blocks

1.870 Ha - respective license area



5.1 Opportunities in various sectors

Developed industries:



Agri processing



IT



Automotive



Furniture



Metal working

High potential for development:



Machinery



Electric vehicles and batteries



Industrial R&D



Medical R&D and generics



Electronics and electrical equipment

5.2 Opportunities in various sectors



Ukraine is working on a comprehensive Recovery Plan. Post-war reconstruction of Ukraine will be one of the largest projects since the well-known Marshall Plan.

The task is to rebuild and transform the economy and the state, according to European standards and in accordance with new world best practices.

The main principles that will form the basis of the recovery plan are:

- Full access to EU and G7 markets
- EU membership
- Deregulation and liberalization of the economy
- Transition from raw material exports to increased processing
- Development of the Military Industrial Complex
- Climate modernization
- Involvement of domestic producers in economic recovery





6.1 Opportunities of operating costs optimization

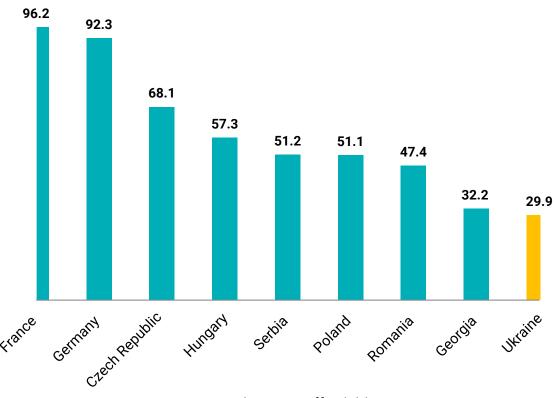
Cost of living

Ukraine is the most affordable country in the Europe regarding cost of living.

Kyiv also has competitive cost advantage among the selected European capital cities.

AVERAGE COSTS IN USD, 2022	UKRAINE	KYIV
Rent Apartment (45 m²) elite area	522	648
Rent Apartment (45 m²) average	252	412
Rent Apartment (85 m²) elite area	586	960
Rent Apartment (85 m²) average	478	597
Utilities (45 m²)	47	51
Utilities (85 m²)	71	78

Cost of living index



0 – the most affordable 100 - the most expensive

SOURCE:

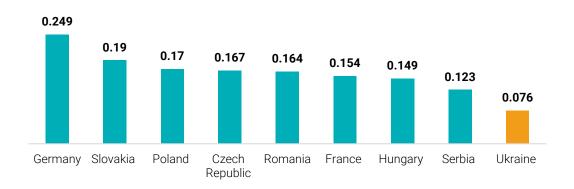
worlddata.info expatistan.com



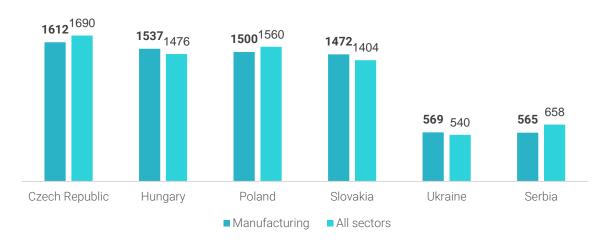
6.2 Opportunities of operating costs optimization

Cost of doing business

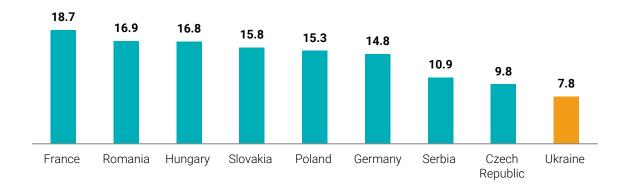
Electricity cost for a large non-household consumers, in USD/per KWh, 2022



Average monthly wages, in USD, 2021



Gas cost for a non-household consumers, in USD/ per Gigajoule, 2022



* All tax included

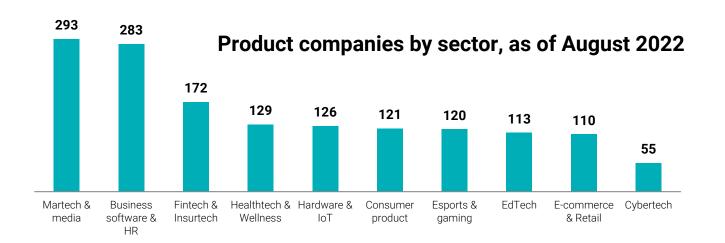


7.1 Advanced IT sector



Unicorns with Ukrainian roots

Grammarly, GITLab, BitFury, People.ai, Airslate



Despite the war, the IT industry continues to show record-breaking performance. The export volume of computer services for the first half of 2022 is 3.74 billion dollars, which is 23% more than for the same period of the previous year. According to the forecasts, in 2022 the IT sector in Ukraine expects more than 8.5 billion USD in export revenue, i.e. 23% annual growth.

The IT sector continues to show resilience and has optimistic forecasts for the future. According to the results of the IT Resilience study, about 65% of companies recorded a positive financial result, while 13% of them had an increase in revenues by 25-50% compared to the same period last year. 85% of companies have fully resumed their activities.

All this testifies to the resilience and adaptability of the IT industry and the high level of professionalism of employees, as the work goes on during intense hostilities, the ever-present danger of air attacks and stress.



7.2 Investment opportunities in IT

Ukrainian Startup Fund (USF)

State-owned fund is one of the largest angel investors in Ukraine. The mission of the fund: to promote creation and development of technology startups in Ukraine at an early stage in order to increase their global competitiveness.

USF provides financial support to startups in the early stages in the form of grants, as well as creates additional opportunities for startups to incubate, accelerate, and receive other types of support.

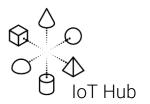


Ukrainian accelerators











USF startups catalog

Ukrainian Startup Fund



8. Developing R&D ecosystem





9.1 Incentives for large projects

State support for investment projects with significant investments in Ukraine



5-year corporate income tax (CIT) exemption



Construction of related infrastructure
(highways, communication lines, utilities etc.)



Value-added tax (VAT) exemption for import of new equipment and components to it



Lease of state or communal land plots without auction



Exemption from **import duty** of new equipment and components to it



Land tax exemption / lower land tax rate

SCOPE OF STATE SUPPORT



up to 30% CAPEX

PROJECT REQUIREMENTS

20+ mln EUR investments 80+ jobs to be created

Eligible industries:

- processing industry
- extraction for the purpose of further processing and/or enrichment of natural resources (except hard coal, lignite, crude petroleum, natural gas)
- waste management
- transportation
- warehousing
- postal and courier activities
- logistics
- education
- R&D
- healthcare
- arts and culture
- sports
- tourism
- hospitality



9.2 Incentives for industrial parks



Full or partial **compensation of interest rates** on loans



10-year CIT exemption



Non-refundable financing for the arrangement of industrial parks and/or construction of related infrastructure



Favorable land tax rates by decision of local governments



Compensation for connecting to engineering grids

state support for industrial parks.



Exemption from **import duty** of new equipment



As of September 2022, the Ministry of Economy is working on the development of relevant bylaws to launch the system of

Exemption from real estate tax for industrial buildings



VAT exemption for import of new equipment

9.3 Incentives for IT industry

DIIA CITY REGIME



Special taxation regime for Diia City residents

- 9% of withholding tax instead of 18% of CIT
- 5% of PIT (instead of 18% of PIT and 1.5% of military tax)
- 0% of withholding income tax of an individual received as dividends, if not distributed for 2 or more years etc.



Flexible forms of employment

• More favorable employment practices, including certain aspects of freelance employment model (commercial contracts, Gig-contracts)



Better IP rights protection for IT companies

• IP rights for an object created by the gig-specialist shall belong to the Diia City resident



Access to legal elements of common law system

- · Convertible loans mechanism
- Liquidation preferences
- ESOP mechanisms
- Warranties and indemnities regulations etc.



REQUIREMENTS FOR ENTERING

- 9+ employees and/or gig-specialists
- EUR 1 200+ average monthly salary
- 90% of IT company's total net income obtained as a result of IT activities
- Eligible industries:
- software development and testing, including games
- publishing and distribution of software, including SaaS
- teaching computer literacy, programming, testing, software technical support
- digital marketing and advertising via software developed by Diia City residents
- R&D in IT and Telecom
- cybersport
- providing services related to the virtual assets flow etc.

While martial law is in force, companies will not be deprived of the status of residents of Diia City, even if they do not meet the above criteria



9.4 Incentive for e-transport industry

Temporary CIT (Companies Income Tax) exemption (till 2036) for legal entities that conduct solely business activity of production and sale of electric motors, lithium-ion (lithium-polymeric) batteries, their charging devices, electric transport, other ecotransport, tram and metro cars

Temporary VAT exemption (till 2026) for import and sale on the territory of Ukraine of electric and eco-vehicles

Temporary VAT and customs duty exemption (till 2031)

for importing goods by the legal entities that conduct or plan to create/modernize their production for industrial production of electric vehicles, eco-transport, trams and metro cars



THE AMOUNT OF CIT EXEMPT

can only be used for purposes of R&D activities, creation or re-equipment of factories material and technical base, increasing the volume of production



9.5 Incentives for aircraft manufacturing

- temporary **exemption from VAT and customs duties** (until 2025) of operations on import of goods for the aircraft industry
- temporary **VAT exemption** (until 2025) of supply of the results of R&D works for the needs of the aircraft industry
- **0% VAT** of operations on the sale of products (services) produced by enterprises at the expense of the State Budget of Ukraine

For more information please visit UkraineInvest's website



9.6 Incentives for SME and agriproducers

State program "Affordable loans 5-7-9%"

For SME and agriproducers

- Purpose:
 - increase in production volumes
 - exports, import substitution
 - high-tech production and introduction of innovations
 - creation of new jobs and enterprises
 - return of migrant workers to Ukraine etc.
- 60 mln UAH maximum amount of loan
- **3, 5, 7 or 9%** of interest rate
- up to 5 years program duration

During martial law

- Purpose:
 - support business activity during martial law, thus also meeting the needs of the armed forces and/or the population (production of significant for society goods, investments into the critical infrastructure, etc.), support relocation, etc.
- 0% of interest rate (during martial law + 1 month)
- **5%** of interest rate afterwards
- up to 5 years program duration

For more information please visit UkraineInvest's website.



9.7 More incentives for agribusiness



Forms of state support:

- · special budget subsidies, and
- partial reimbursements of the invested costs



Amount of support:

- up to 50% of the investments in construction of facilities and processing enterprises
- up to 80% of the values of breeding animals
- up to UAH 30 000 per farm animal



Supported activities:

- purchase of breeding animals
- construction of grain storage and processing enterprises, livestock farms facilities
- keeping and increase in farm animals



How to apply: during September – November 2022 send applications to the Ministry of Agrarian Policy and Food of Ukraine



9.8 Incentives for business development

State program "yeRobota Program"



GRANT FOR BUSINESS

up to UAH 250 000



GRANT FOR GARDEN

up to UAH 400 000



GRANT FOR PROCESSING INDUSTRY

up to UAH 8 million



GRANT FOR GREENHOUSE

up to UAH 7 million



GRANT FOR IT STARTUP

up to UAH 3.5 million

WHY TO INVEST IN UKRAINE



10. International companies operating in Ukraine





























and many more



Ukraine is rich in mineral resources such as uranium, titanium, manganese, iron, and mercury ores. It ranks fourth in the world when it comes to the total value of natural resources, with 22 trillion cubic meters of shale gas reserves and 33.9 billion of coal reserves.

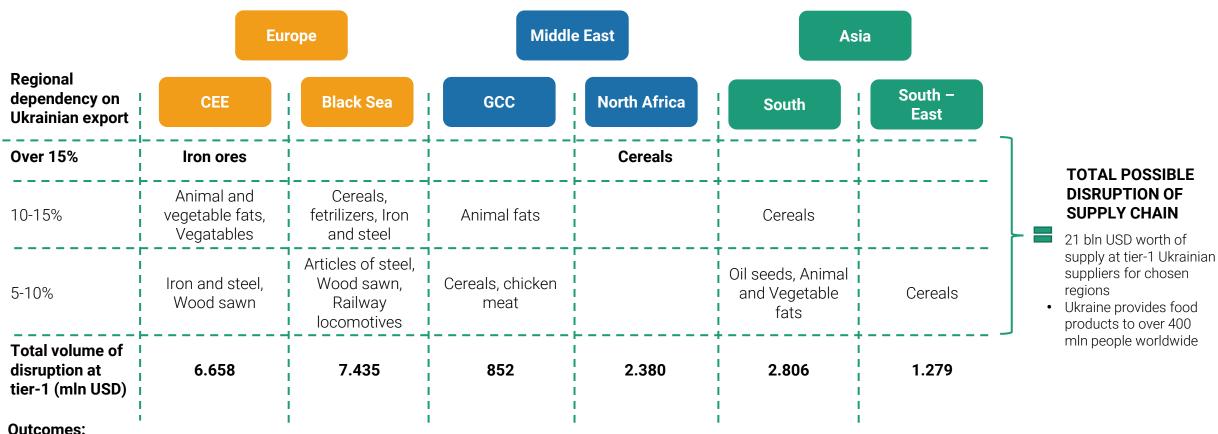
More importantly, it is highly industrialized and is among the top global manufacturers of rocket launchers, steel products, and locating equipment as well as one of the world's largest exporters of iron, nuclear power plant turbines, defense industry products, ores, and concentrates.

In addition, Ukraine is the leading country in terms of export of: sunflower seed, wheat, barley, soy beans, chicken meat.



Supply chain disrutpions

REGIONS HIGHLY DEPENDED ON UKRAINIAN EXPORT, BASED ON 2021 DATA



Most of emerging markets in North Africa, Central and Eastern Europe, and South-East Asia are highly depend on Ukrainian critical agricultural and metallurgical products, which directly influence food security and core economic activities.

The majority of European manufacturers experiencing severe disruption in the supply chain of metal products from Ukraine and faces the necessity to increase the price for the final consumers, as well as the time of the delivery.

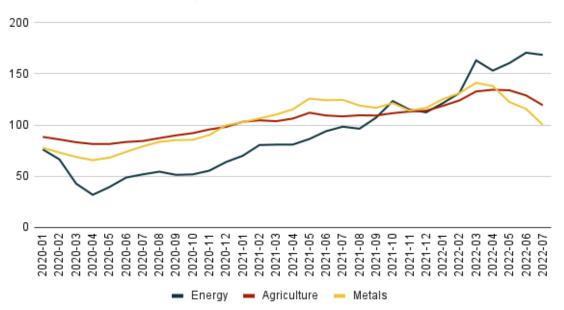
15% of the European automotive output are at risk because of the lack of wire harness produced in Ukraine.

Ukrainian companies supply over 70% of the world neon gas used for production of semiconductors.



Commodities markets

Commodities indexes, Jan 2020 - Jul 2022



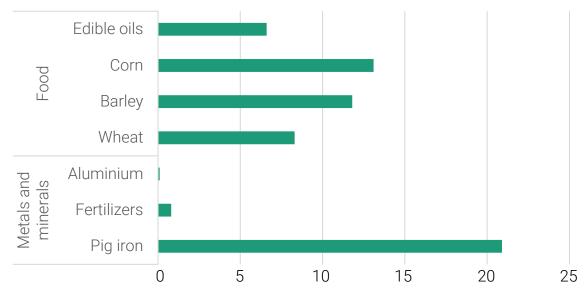
Energy prices

In July 2022, the energy prices index fell by no more than 2%, still remaining significantly higher than the same period in 2022 (the energy price index was 168% in July 2022). The decline was mostly driven by the price decrease of crude oil, although European natural gas gained more than 50% of its price.

Non-energy prices

The non-energy sector price index fell by almost 9%. That was mostly driven by the stabilization of the agricultural global market, which results in agricultural prices dropping by 7.4%. The same situation could be seen in the metal market, as prices plunged by more than 13%. It is explained by the price decrease from historically high levels in previous months.

Ukraine's global export share, in %



Outcomes:

Unprecedented increase in commodities prices and shortage of the key raw materials severely affects most of industries of the global economies, increasing production and operational costs. Thus, there is a broader increase in inflation, affecting both producers and consumers.

Forecast:

The World Bank forecasts that most commodity prices are expected to be sharply higher than in 2021 and hardly recover to the past 5-year levels till 2023-24. Commodity prices are expected to continue going up in 2022, the forecast suggest that energy price would gain +50% and non-energy prices +20%.

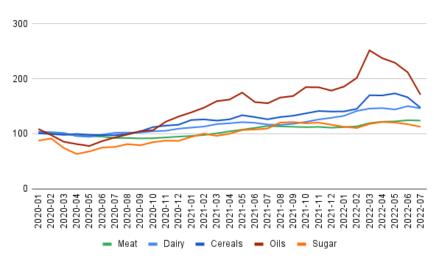


Food security

Fertilizers price, % change



FAO food price index components, %, Jan 2020 – Jul 2022



Food price index



After record growth, global food commodity prices continue to decrease over the course of the last 4 months. The most significant reduction was in July as Ukraine restarts exports.

That results in a slight recovery of the global commodity prices, and a decrease in uncertainty. Further restoration of the blocked trade routes of Ukrainian export products could significantly recover shocks to the global markets.

Ukraine is the breadbasket of the world

Ukraine is the leading country in terms of export of: sunflower seed, wheat, barley, rapeseed, soy beans, chicken meat. Furthermore, Ukraine is one of the main food exporter to a number of countries, including Moldova, Lebanon, Pakistan, India, Qatar.

Fertilizers crisis

The global fertilizer market was already under a severe stress before the war, pushing some fertilizers prices to their highest level since 2010, whereas now prices are more than doubled (+213%). Shortages in fertilizers could lead to reduced agricultural yields and production, particularly in EMDEs.

Food prices are historically high

The U.N. Food and Agriculture Organization's (FAO) Food Price Index indicates a decrease in the prices. The Index averaged 140.9 points in July, down 8.6% from June, but remained 13.1% higher than in July 2021.

HOW TO SUPPORT UKRAINE



UNITED24 was launched by the President of Ukraine Volodymyr Zelenskyy as the main platform for collecting charitable donations in support of Ukraine. Funds will be transferred to the official accounts of the National Bank of Ukraine and allocated by assigned ministries to cover the most pressing needs:

- Defense and demining
- Medical aid
- Rebuild Ukraine







REBUILDING UKRAINE with the private sector

INVESTMENT PROJECTS

UkraineInvest
Your Investment Matters

Agro food tech cluster



KEY PROJECT HIGHLIGHTS

The establishment of Ukraine's unique center of breakthrough technologies synergy in the field of the agro-food industry.

AGRICULTURE

\$300 mln \$1 bln

Total investment amount, mln USD

OPPORTUNITIES

The park's infrastructure and technological capabilities will provide the entire chain from

idea to sale of the finished product:

- Business accelerators;
- Technological innovation kitchen;
- Test production;
- Mass production;
- · Warehousing and transport logistics;
- Organization of sales and export

FORMAT

Industrial technopark equipped with production and technological equipment, near

- LVIV (Hrushev) -Production&logistic
- IVANO-FRANKIVSK Corn Cluster
- VINNYTSIA -Innovation&Production

7
years
PAYBACK PERIOD

4 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of required investment: loan/equity/mixed

Corn Processing Plant



KEY PROJECT HIGHLIGHTS

Production capacity of 100,000 tons / year:

- L-Lysine Sulfate 70%,
- Embryo, Cellulose, Gluten 30%.

The plan includes:

- reconstruction of the plant
- launching of a line for the reception and storage of corn grain
- installation, commissioning and launching of a technological line for the production of corn starch.

FINANCIAL DETAILS

- IRR 15%
- NPV USD 52,7 mln
- EBITDA margin 30 %

AGRICULTURE

\$150 mln Total investment amount, mln USD

Amount of own investment in the project, mln USD

\$60 mln

7years
PAYBACK PERIOD

2 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of required investment: loan, equity

AGRICULTURE

Greenhouse economy

KEY PROJECT HIGHLIGHTS

- The complex is located on several owned land plots of 3.7 hectares in total. Land is located in the industrial area of Novi Petrivtsi village (Vyshgorod district, Kyiv region). Current total cultivated area is 1,440 sq. m. Total monthly capacity is around 40 thousand plants.
- Key products: green basil, lettuce, salad set (oak leaf + frisee), frisee. Products are
 mainly sold in Kyiv based retail chains: Novus (including private label), Megamarket,
 Fozzy, Lotok and Salateira. It makes 41 points of sale in total. Plans to expand
 supplies to other retail chains: Metro, Silpo, Fora, Auchan, Ecomarket, Billa, and nearby
 regions. But the current production capacities are not enough to accommodate
 supplies.
- Project strategy is to build up production capacities to lower the share of overhead costs in expenses. It is also planned to scale up production and supplies to retail chains. Over six years the cultivated area is to be expanded up to 16,2 thousand square meters of greenhouses, and monthly production of salad greens is to be ramped up to 547 thousand pieces.

FINANCIAL DETAILS

- EBITDA 27%
- ROI 368,2%
- PBP 6 years
- NPV 11,8 mln USD

\$2 mln

60%

4-6 year

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

12 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Ownership: Private

Project status: Looking for cofinancing

Cattle Growing and Slaughter House



KEY PROJECT HIGHLIGHTS

 The development of a complex for raising, slaughtering and processing of cattle for beef sales for the domestic and foreign markets.

The plan includes:

- To increase the herd level from 1 200 to 20 000 cows of premium genetics to raise 5 000 bulls per year that will provide marble meat ready for export.
- To build the slaughterhouse and refrigeration with capacity of about 4,000 animals per month.

FINANCIAL DETAILS

- IRR 25,2%
- EBITDA for the entire period – USD 128,4 mln
- ROI 137%

\$44 mln

Total investment amount, mln USD

\$19 mln

Amount of own investment in the project, mln USD

6 years

PAYBACK PERIOD

2 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of required investment: equity or mixed

Construction the first black pellet plant in Ukraine

KEY PROJECT HIGHLIGHTS

- is creating an alternative biofuel which is accepted as carbon neutral and can be used as a direct replacement for coal in power production
- is using a technology to produce, from waste wood, a high quality biofuel with similar properties to coal.

Plant specification: Production of 72,000 tons black pellets per annum (10 tons/hour capacity)

Location: Western part of Ukraine, desirable next to a forest, with reforestation potential

FINANCIAL DETAILS

- IRR 30+%
- NPV estimated \$110 million USD
- EBITDA margins of +30% are expected 8500 USD per annum
- ROI 22% (more accurately stated when full inputs known)

\$40 mln

Total investment amount, mln USD

7 years

PAYBACK PERIOD

2 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of investments: mixed (loan + equity)

Ownership: Private

Project status: Pre-FS

Production of dairy products

KEY PROJECT HIGHLIGHTS

- There is an industrial enterprise for processing milk on the territory of the community, which has the necessary permits, infrastructure and engineering network, with a capacity of up to 10 tons per day. Currently, the company is not working.
- The amount of milk produced by farmers in the community ranges from 5 to 10 tons per day.
- The main tasks of the project:
 - restoration of the milk processing plant on the territory of the community;
 - creation of new jobs and employment of the rural population;
 - provision of high-quality dairy products to residents of Dnipropetrovsk and Donetsk regions.
- · Project goals:
 - development of production of domestic milk and processed products;
 - increase in the number of dairy cows;
 - support of the rural population through the milk cooperative movement;
 - promotion of intensification of milk production technology and introduction of new production technologies of ecological dairy products;
 - bringing new ecological dairy products to the markets of domestic trade networks;
 - export of finished high-quality products;
 - introduction of modern dairy farming technologies;
 - energy saving and production of energy from biofuel on dairy farms.

FINANCIAL DETAILS

- EBIDTA \$ 10,8 mln
- ROI 120%
- NPV \$1,1 mln

Type of investments: credit, creation of a joint venture

AGRICULTURE

\$7.6 mln

\$2.1 mln

5 years

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

11 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

AGRICULTURE

Production of agricultural drones

KEY PROJECT HIGHLIGHTS

• Exclusive representation of the manufacturer of agricultural drones in Ukraine for sales, service and provision of services to the agricultural sector for the application of plant protection products (PP) and microfertilizers. Expansion of the number of crews (from 9 crews - 18 drones to 50 crews - 100 drones) for drone services in agriculture. Creation of a network of representative offices for the sale and service of drones for the agricultural sector, construction, energy security. The goals of the project are to create an agro fleet of drones for the provision of services for the application of chemical fertilizers and microfertilizers - a minimum of 100 drones. Processing of agricultural fields - 1,000,000 ha per year.

FINANCIAL DETAILS

ROI 35%

\$2.5 mln

\$0.2 mln

8 month

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

4 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of investments: credit Ownership: Private

Production of corn biodegradable tableware and packaging

AGRICULTURE

KEY PROJECT HIGHLIGHTS

- It is planned to select, purchase, install and adjust a line for the production of disposable biodegradable tableware made of polymer based on corn starch. Also selection and testing of raw materials, rent of production premises, communal services and payment of labor of employees (7-10 people) in the first month of operation of the enterprise.
- Project goals:
- Increase in turnover to 100,000 200,000 USD per month;
- Expansion of the client base due to the production of new products to order at our own facilities;
- Reduction of the production cost, as well as its value for the final consumer;
- Increase in tax revenues to the local budget;
- Entry of the Ukrainian product to the European market, which will ensure the flow of foreign exchange earnings to Ukraine (there are already requests for products from European buyers)
- Providing the Armed Forces with biodegradable tableware, which is very important in today's realities. We then have to clean and cultivate this land, and now, unfortunately, we pollute it every day.

Type of investments: reverse investments

\$0.5 mln

\$1 mln

4-6 years

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

9-15 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

TRANSPORT & LOGISTICS

Logistics Hubs cluster



KEY PROJECT HIGHLIGHTS

The project for the construction of 700 000 m2 of logistics hubs Logistics A-class warehouse complexes, equipped with new technological equipment near KYIV 400 000 м2 LVIV 150 000 м2 DNIPRO 50 000 M2 ODESA 100 000 M2

OPPORTUNITIES

- New technologies for heating (heat pumps) and electricity (solar energy)
- Full cycle of waste processing and disposal
- Electric charging stations for vehicles on the territory of each Hub
- Complex infrastructure for operation, such as service stations, hostel, recreation areas for staff

\$450 mln

Total investment amount, mln USD

year

years

PAYBACK PERIOD

PROJECT IMPLEMENTATION

PERIOD (time to launch

of operations)

Type of required investment: loan/equity/mixed

Construction of the logistics center in Kyiv Region



KEY PROJECT HIGHLIGHTS

The construction of the company's own logistics center in the Kyiv region with the total area of 70,209.6 sq.m, with following structure:

- Warehouses 59 393.5 sq. m;
- Offices 1 816.1 sq. m;
- Mezzanine space 9 000 sq. m.

\$34 mln

Total investment amount, mln USD

\$14 mln

Amount of own investment in the project, mln USD

7years

PAYBACK PERIOD

1,5 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

FINANCIAL DETAILS

- IRR 11,5%
- NPV 1,473 thd USD
- EBITDA in year 5: 8 452 ths USD
- EBITDA in year 10: 9 291 ths USD

Type of required investment: loan

Manufacture of carts for the 1435 mm rail

KEY PROJECT HIGHLIGHTS

• The project for the manufacture of carts for the 1435 mm rail track. Rearrangement of wagons - replacement of wagon bogies of freight or passenger railway wagons to ensure non-reloading or direct rail traffic on railways with different gauges. The railway car is lifted with special jacks, after which the car bogies of one gauge are rolled out, and the bogies of another gauge are rolled in their place. In the case of a transition between 1520 and 1435 mm gauges, the movement of the bogies is carried out along the same transition track with a 1520 mm gauge with counter rails holding the 1435 mm bogies by the inner surface of the flanges of the wheel sets from derailing. The path of 1520 mm directly turns into 1435 mm at the exit from the exchange point, gradually narrowing.

FINANCIAL DETAILS

- EBITDA USD 812 071.43
- ROI 60%
- NPV USD 1052.68
- IRR 17%

Type of investments: mixed (loan + equity)

\$3 mln

10%

1 year

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

3 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch
of operations)

Ownership: Private

Project status: in progress

TEF for testing self-driving vehicles and innovative technologies

KEY PROJECT HIGHLIGHTS

Setting up the Test and Experimentation Center (TEF) - a world-class reference site for testing autonomous driving systems, infotainment and navigation systems, and robotics.

Purposes:

- testing of automated transport systems, "smart" roads, communication technologies between vehicles and road infrastructure, including crisis conditions (bad weather, lack of road markings, etc.);
- creation of a research center for the development of autonomous driving technologies;
- popularization of Ukraine as a platform for development and testing of modern innovative solutions.

Task:

Launch of a pilot project to test an unmanned car in cooperation with world and Ukrainian leaders in automotive IT.

\$0.5-1.0

Total investment amount, mln USD

2 years

PAYBACK PERIOD

1 year

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of investments: mixed (loan + equity)

Construction of a float-glass factory



KEY PROJECT HIGHLIGHTS

- Glass plant with a production capacity of up to 750 tons of glass per day
- The mission of the production is to provide the Ukrainian market and the need of the world community for a quality product of glass production

Financial Details

- IRR 10%
- NPV €30,2 mln
- EBITDA margin 31%

Stage of Implementation

- Search for investments;
- Preparatory work of the building site;
- Choice of local building company;
- Construction of buildings and structures;
- Purchase and manufacture of technological equipment;
- Determination of the optimal raw material base and labor market;
- Supply of energy carriers;
- Supply and installation of equipment;
- Production tests

€195 mln

Total Investment Amount

€19, 5 mln

Amount of own investment in the project

4 years

PAYBACK PERIOD

2 years

PROJECT
IMPLEMENTATION TERM
(time before the start of

operation)

Type of investment required:

- Investment funds 90%
- Own investments 10%

Construction of the modern bricks factory

KEY PROJECT HIGHLIGHTS

Construction of the modern bricks factory. The
project provides involves construction of a brick
production plant with a planned capacity of 120,000
thousand bricks per year (produced in the form of:
porous blocks of 10,800 thousand pieces (equivalent
to 90,000 thousand units of conventional bricks) and
30,000 thousand pieces of clinker bricks) and
ventilated facades with an annual output of 350
thousand square meters.

FINANCIAL DETAILS

- NPV USD 171 726 305
- IRR 11%
- EBITDA margin 39%
- DPP 11,7 years
- NPV USD 71 961 499

\$118 mln

5%

6,9 year

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

36 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Ownership: Private

Project status: FS

Construction of multifunctional complex in Uzhhorod

KEY PROJECT HIGHLIGHTS

The construction of multifunctional center with business infrastructure for the IT industry and an environment for living, education and recreation in the Uzhhorod with the total area of 39800 sq.m, with following structure:

- IT office space 12000 sq. m;
- Innovation Labs Complex 5000 sq. m;
- Apartments 16000 sq. m;
- Hotel 4800 sq. m.;
- Wellness zone 2000 sq. m.

\$45 mln

\$5 mln

Total investment amount, mln USD

Amount of own investment in the project

5 years

PAYBACK PERIOD

1,5 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of investments: equity

Processing of the materials (bricks, concrete, asphalt etc) after distruction of the buildings.

KEY PROJECT HIGHLIGHTS

 Processing of the materials (bricks, concrete, asphalt etc) after distruction of the buildings and further utilization of the processed materials in new construction.

FINANCIAL DETAILS

- 200 000 t, 40 buildings (9-story), 4 months after start
- IRR 4,3 proc.
- NPV 1 256 320 Eur
- EBITDA 3,34 mln. Eur
- ROI 11,16 proc.
- C/B (cost/benefit) 1,03

€26,7 mln

Total investment amount

1 year

PAYBACK PERIOD

3-5 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Ownership: Private

Project status: in progress

Production of gypsum based construction mixes

KEY PROJECT HIGHLIGHTS

- Development of fabric for production of gypsumbased construction mixtures.
- Located directly on the gypsum deposit.
- The capacity of the project is 60,000 tons/year (5% of the Ukrainian market)
- Gipsfabrik Group is a manufacturer of gypsum based construction materials, launched first production in 2019.

FINANCIAL DETAILS

- IRR 36%
- NPV 1.7 mln USD
- EBITDA margin 31,5%

PROJECT STATUS:

- Project plan and feasibility
- The workshop for the production of construction mixtures implemented
- Raw gypsum production workshop to be implemented

\$5,7 mln

amount, mln USD

\$3,4 mln

Amount of own investment in the project

Total investment

8,5 years

1 year

PAYBACK PERIOD

PROJECT
IMPLEMENTATION PERIOD

(time to launch of operations)

Type of investments: mixed (loan + equity)

Modernization of bricks and ceramic blocks production

KEY PROJECT HIGHLIGHTS

 Modernization of bricks and ceramic blocks production. Construction of tonnel furnace with driers, Transfer from seasonal to year-round work. The existing bricks factory operates 7 months/year. Construction of the new furnace will allow 24/7/365 operation. The company has a permit to use subsoil. Loam mining is carried out on an area of 6.3 hectares. Reserves are estimated at 466.4 thousand square meters. Permit for water use is available.

FINANCIAL DETAILS

- EBITDA USD 812 071.43
- ROI 60%
- NPV USD 1052.68
- IRR 17 %

\$1.8 mln

Total investment amount, mln USD

4 year

PAYBACK PERIOD

12 months

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Ownership: Private

Project status: Business plan, FS

Construction of waste processing (waste to energy)

KEY PROJECT HIGHLIGHTS

Construction of waste processing (waste-to-energy) plant in Poltava. Implementation of the project will cover approx 48% of Poltava city heat demand. Electricity production - 55,7 GWttH/year. Decrease of natural gas consumption will equal to 19 mln m3/year. CO2 emission decrease - 38 thd tons/year.

FINANCIAL DETAILS

- NPV 22,8 mln USD
- IRR 12.7 %

\$92.3 mln Total investment amount, mln USD

8,2 years

PAYBACK PERIOD

3-5 years

PROJECT IMPLEMENTATION PERIOD (time to launch of operations)

Ownership: Municipal

Project status: Pre-FS

Construction of a fast pyrolysis plant

KEY PROJECT HIGHLIGHTS

- Project for the construction of a fast pyrolysis plant, which makes it possible to produce fuel and energy from waste.
- In the process of processing by the fast pyrolysis method, it is possible to obtain:
- "Synthetic gas" 30-90% of the amount of the original substance, which includes the mixture
- gases from methane and above, hydrogen, oxygen, nitrogen, a small amount of carbon monoxide, (average
- heat of combustion is 30-65 Mj/m3)
- High-carbon material (VUM, pyrocarbon) 10-20% of the amount of the starting material
- (average heat of combustion is 35-45 Mj/kg)
- "Synthetic oil" 10-70% of the amount of the starting substance (average heat of combustion
- is 30-50 MJ/kg)
- "Heat energy" in large quantities, released when molecules break down. Number
- of thermal energy released depends on the type of starting substance.

\$2 mln

Total investment amount, mln USD

1 year

PAYBACK PERIOD

6 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Ownership: Private

Project status: Pre-FS

Construction of the 50 GWh Gigafactory in Ukraine

KEY PROJECT HIGHLIGHTS

- The construction of the 50 GWh Gigafactory in Ukraine.
- The following information provides a summary of the order of magnitude for 50 GWh facility across key criteria:
 - Cell production (Pouch Cell) 207,900,200 cell/year.
 - Direct Labor 2,065 Nos/day.
 - Indirect Labor 1,908 Nos/day.
 - Facility Cost Estimate (CAPEX) \$5,769 mln
 - Facility Cost Estimate (OPEX) \$2,581 mln
 - Revenue From Sales \$4,725 mln
 - Total area of facility is 376,085 SQM
- Further detail, justification, considerations and insights are shared in the 50 GWh Gigafactory feasibility study.

FINANCIAL DETAILS

- IRR 24.98%
- NPV 2,358,450.0 USD
- EBITDA 47.68% USD
- ROI 27.33%

\$8,241

Total investment amount, mln USD

3,6 years

PAYBACK PERIOD

51 months

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Type of investments: equity

Expanding production of non-contact engines in Lviv

KEY PROJECT HIGHLIGHTS

- Project envisage expanding existing production of technically new non-contact engines and to create a wider line of such engines
- Mastered the PC 70 alternating current collector motor for the separator at PJSC "Motor Sich. Zaporizhzhia
- DSM 107 and DSM 77 DC collector motor for honey drives at ABV-100 LLC, Kharkiv.
- Mastered for export T9060 collectorless servo motor for automated control systems, customer RIEDL, Germany.

FINANCIAL DETAILS

- IRR 20%
- NPV \$0.658 mln
- EBITDA \$0.847 mln
- ROI 53%

\$0.43 mln

Total investment amount, mln USD

3,5 years

PAYBACK PERIOD

1,5 years

PROJECT
IMPLEMENTATION
PERIOD (time to launch
of operations)

Type of investments: loan

Modern public electric transport

KEY PROJECT HIGHLIGHTS

 Development and introduction into production of modern public electric transport (low-floor tram, trolleybus) and buses R&D and manufacturing of ecological 12m electric buses for passengers transportation.

FINANCIAL DETAILS

- NPV 13,9 mln.USD,
- EBITA 17,9 mln.USD,
- ROI 72 %

\$4.5 mln

60%

20 month

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project

29 month

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

GENESIS ENGINEERING LLC

KEY PROJECT HIGHLIGHTS

- Construction of the only modern high-tech enterprise for the production of float glass according to EU standards on the territory of Ukraine.
- Production capacity: 510 tons of finished products per day (18 million m2 per year based on glass with a thickness of 4 mm).
- Product range: Transparent float glass from 2 to 19 mm thick, colored, tinted, anti-reflective, self-cleaning, energy-efficient and others.
- Sales markets: EU, world market, domestic market.

FINANCIAL DETAILS

- IRR: 11.28%.
- Net present value calculated for 15 years
- NPV: 237.7 mln Euros.

PROJECT STATUS:

- The technical and economic justification is developed.
- The Business Plan is developed
- The plot of land that meets all the requirements of the project is selected
- The key specialists are selected

\$250 mln

60-70%

10 year

PAYBACK PERIOD

Total investment amount, mln USD

Amount of own investment in the project, due to the attraction of credit funds after the stage of attracting a partner/investor.

36 month

PROJECT IMPLEMENTATION PERIOD (time to launch of operations)

ELVAS LLC

KEY PROJECT HIGHLIGHTS

- Creation of a line for applying polymers to galvanized sheet steel
- Project capacity of 55,000 tons/year of steel.
- Galvanized sheet steel with a polymer coating is a raw material for the production of modern facade and roofing materials, including sandwich panels and metal tiles.
- Project goals:
 - saturation of the Ukrainian market with galvanized sheet steel with a polymer coating. Currently, there is no modern manufacturer in the country;
 - wholesale and retail trade of steel with various types of coating, production of roofing and facade materials (metal tiles, corrugated board, siding), production of metal packaging;
 - the equipment will make it possible to produce in small batches a wide range of products both in color range and with textured and mechanical properties.

FINANCIAL DETAILS

- NPV 4,5 mln USD
- PI 27 %
- IRR 35%
- EBITDA 16 mln USD

FORGING, PRESSING, STAMPING, PROFILING; POWDER METALLURGY

\$9 mln

Total investment amount, mln USD

\$4.2 mln

Amount of own investment in the project

6 years

12 month

PAYBACK PERIOD

PROJECT
IMPLEMENTATION
PERIOD (time to launch of operations)

Ukraine Invest Your Investment Matters

Your investment matters





The Cabinet of Ministers of Ukraine 12/2 Hrushevskoho St., Office 148 Kyiv, Ukraine 01008

+38 098 567 8899 +38 044 256 7832

info@ukraineinvest.gov.ua ukraineinvest.gov.ua