



## SPECIAL EDITION#1. Ukraine

The Russian invasion and the subsequent outbreak of military hostilities in Ukraine has sent shock waves throughout the international community. The European Commission (DG GROW and EISMEA) invited the 3000 advisers of the Enterprise Europe Network to contribute mitigating the adverse effects for European citizens and businesses.

Support Ukraine also means trade with Ukraine. Trading with Ukraine today means buying quality products and having brave partners ready to work even in times of war.

### Why Ukraine?

**Largest country** located entirely within Europe

- 603,5 km<sup>2</sup>

**People and skills:**

well-educated and highly skilled innovators

(41.2 million (January 2022))

**World player** in agriculture with a large, innovative and well-developed industrial base and a booming IT sector.



**Trade openness:**

among the top countries open for trade. EU neighbour. Easy and fast logistics.

**Cost-competitiveness:** most cost-efficient manufacturing platform in Europe.

**Discover more** about Ukraine's culture, on official website [ukraine.ua](http://ukraine.ua)

# Revival of the Ukrainian business during the two months of the war

Ukrainians believe in victory and adapting themselves quickly. For two months of war registration of new business was already approached to 50% of pre-war analogical period of April 2021. Thus, adaptation before war takes place quicker than to the pandemic of COVID - 19 - it is already registered in 29% more new businesses, than in the corresponding period of April 2020.

Overall, during the period of the full-scale war, 14,420 new entrepreneurs were registered in Ukraine. Among them 12,255 individual entrepreneurs and 2 165 legal entities. Among legal entities, a large number are charitable foundations and public organizations (78%) which have emerged as a formalization of Ukrainian volunteering.

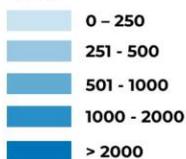
## Revival of Ukrainian business during the two months of the war

**14 420 - new businesses registered**

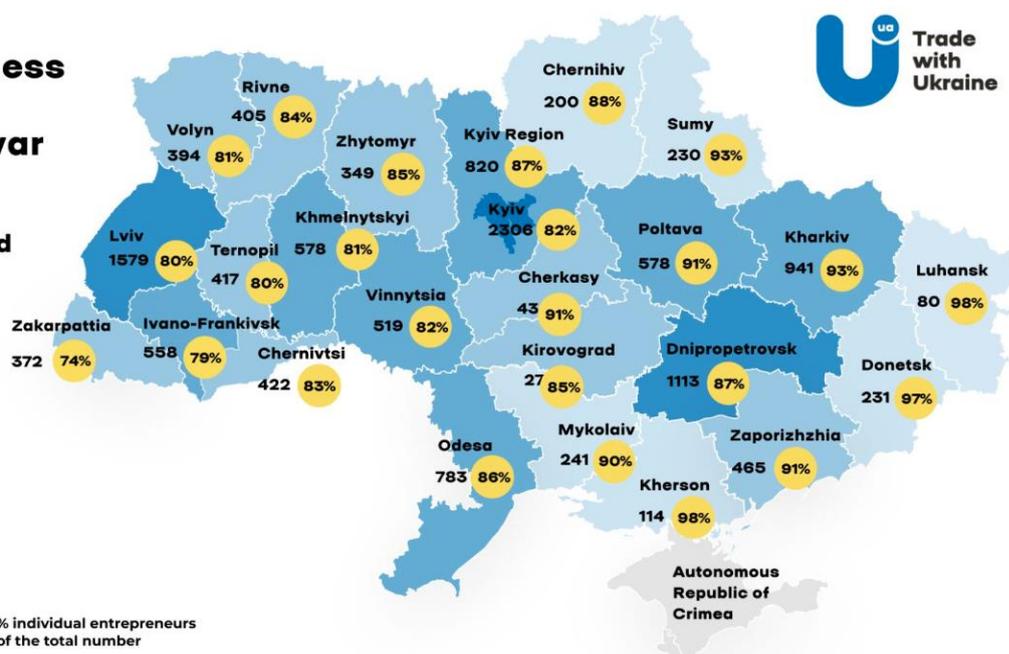
### Map markings

Number of registered new enterprises in regions

0-2306



**0+%** % individual entrepreneurs of the total number



*\*The research was conducted by the Center for Innovation Development together with the Entrepreneurship and Export Promotion Office and the national project for Entrepreneurship and Export Development Diia.Business.*

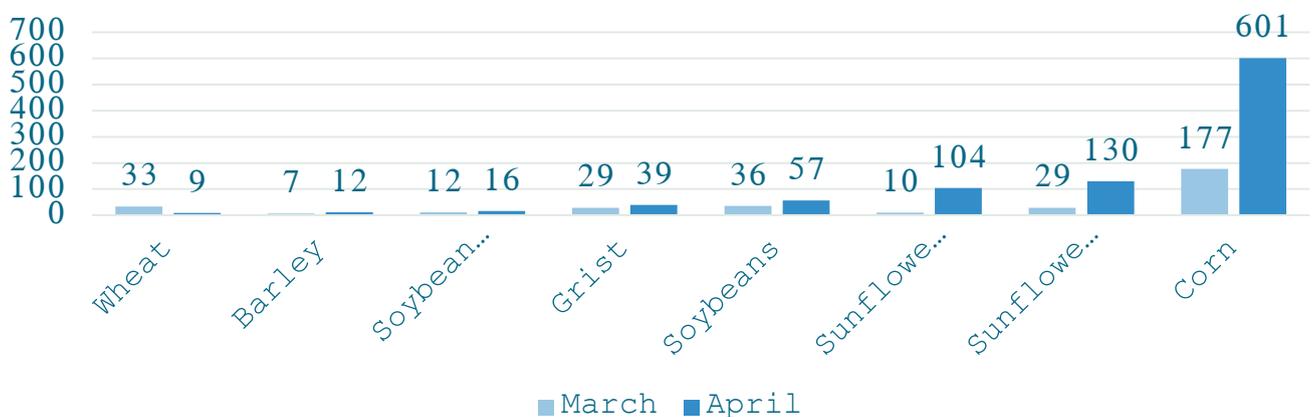
## Food and food processing

Historically known as the «breadbasket» of Europe, Ukraine is set to become the «food basket» of the world. Ukraine is naturally endowed with 33% of the world's black soil and favourable climate that enables a broad range of agricultural production, as well as sustainable traditions thereof.

### Interesting facts:

- among top exporters of sunflower oil, grain, walnuts, poultry meat, beef and white sugar;
- sowing continues in Ukraine. As of now, Ukraine has sown 7.1 million hectares of land as the main agricultural crops, which is 49.3% of the planned 14.4 million hectares for the current season;
- 40,7% in total export (\$27.75 bn) in 2021;
- since February 24, 12,000 tons of organic food were exported;
- **In April, Agri export increased 2,9 times in comparison with March.**

### Volume of agricultural exports (thousands of tons, rounded data)



*Resource: Ministry of Agrarian Policy and Food of Ukraine*

Furthermore, Ukraine has long-standing traditions in machinery sector owing to significant reserves of raw materials, a developed metallurgy and an educated labor force. Ukraine is among TOP10 countries in conducting IT-friendly reforms. Ukraine has booming creative industries: design, audiovisual art, publishing and advertising, traditional crafts – all ready for cooperation with foreign partners.

## Buy Ukrainian products and services initiatives

The world-leading economies and all civilized business communities are uniting their efforts to stop Russian aggression by implementing severe economic sanctions and measures that will weaken the Russian economy and, hopefully, stop the war and violence.

European companies are invited to join the initiative and ban on imports and stop working with Russian and Belarusian suppliers and service providers.

## Biz For Ukraine initiative: find Ukrainian service companies

BizForUkraine is an initiative of the Marketing Institute (Estonia) and the Ukrainian State Institution «Entrepreneurship and Export Promotion Office» to create a partnership environment between European and Ukrainian service companies.

As part of the initiative, the organizers regularly update the database of contacts of Ukrainian service companies by sorting them into the following areas:

- IT;
- creative industry;
- engineering;
- consulting.

So, if you are looking for Ukrainian service companies to establish a partnership with - check out the BizForUkraine initiative.



For more information about the Ukrainian company, please contact [exporteducationua@gmail.com](mailto:exporteducationua@gmail.com).

**More information about initiative:** <https://www.bizforukraine.com/>

# Import/Export restrictions during the war: a general overview

During the war in Ukraine it is prohibited to export a range of products. Some commodities can be exported only with the permission of the executive authority.

The Government of Ukraine has expanded the list of goods that require export licensing issued by the Ministry of Economy of Ukraine:

- wheat and mixtures of wheat and rye (meslin);
- chicken meat;
- eggs of domestic chickens;
- cattle, live;
- beef, ice cream;
- meat and edible meat by-products salted or in brine, dried or smoked; edible meal of meat or meat by-products: meat of bovine animals;
- millet;
- sugar.

During the martial law Ukrainian Government prohibited to export:

- oats;
- buckwheat;
- salt;
- rye.

As for export of other commodities, it is carried out in accordance with the legal regime of peacetime.

Due to the martial law, the government has introduced a zero quota for the export of mineral fertilizers to maintain the balance of significant mineral fertilizers in the domestic market.

The resolution of the Cabinet of Ministers of Ukraine states:

- mineral or chemical fertilizers, nitrogen (HS code 3102);
- mineral or chemical fertilizers, phosphorus (HS code 3103);
- mineral or chemical fertilizers, potassium (HS code 3104);
- mineral or chemical fertilizers containing two or three nutrients: nitrogen, phosphorus, and potassium;
- other fertilizers;
- goods of this group in the form of tablets, packages with a gross weight of not more than 10 kg (HS code 3105).

## More information about import/export procedure check on Access2Market.

Access2Markets allows you to obtain information you need when you trade with third countries, such as on tariffs, taxes, procedures, formalities and requirements, rules of origin, export measures, statistics, trade barriers and much more:

<https://trade.ec.europa.eu/access-to-markets/en/home>

## Ukrainian Food Platform

*The first online platform for food products with integrated tools that will allow direct communication between Ukrainian producers and wholesale buyers, traders, distributors, retailers all around the world.*

Functionally, the free B2B platform is a simple and user-friendly online service available to both international business and Ukrainian companies. Food products are presented in 3D images and detailed information descriptions in Arabic, Chinese, English and German.

Opening the platform's website, you will have the opportunity to check out product photos from all sides. Also read the full description of the company and review all the certificates present. And most importantly, you can write a message to the export manager of the company you are interested in.

The platform is absolutely open for everyone. Every foreign customer will be able to see the presented products, 3D view, detailed description, certification of Ukrainian companies and become good partners in the future.

Find Ukrainian food products quickly and efficiently and write directly to the producer right now. Discover «Made in Ukraine» products!

**<https://ukrainian-food.com.ua/>**

**For more information:** [info@u-food.org](mailto:info@u-food.org)



## About SI “Entrepreneurship and Export Promotion Office”

The Institution was established in March 2018 and later transferred to the management of the Economic and Financial Department of the Secretariat of the Cabinet of Ministers.



**ENTREPRENEURSHIP  
AND EXPORT  
PROMOTION OFFICE**

STATE INSTITUTION

In March 2021 the state institution "Export Promotion Office of Ukraine" was renamed "Entrepreneurship and Export Promotion Office".

This transformation implies that for the first time in Ukraine there is an institution that operates for the effective development of entrepreneurship and exports, will promote the updating of the Strategy for small and medium entrepreneurship in Ukraine and the development of unified programs to support SMEs.

The activity purpose of the Institution is to promote the development and support of small and medium enterprises, support and promote the export of goods, works and services of Ukrainian manufacturers in accordance with the program documents of the Cabinet of Ministers of Ukraine, other state planning documents.

The Institution joined the European Trade Promotion Organizations Working Group of Information Professionals (ETPO), which promotes the exchange and dissemination of information on best practices and experiences in the field of information and consulting services and was an official member of the EEN-Ukraine consortium.

Within the framework of the Institution's work, assistance is provided to entrepreneurs and exporters in following areas:

- support for small and medium enterprises
- assistance in establishing cooperation and partnership between Ukrainian and foreign business
- promotion of Ukrainian goods and services abroad
- development of export competencies of Ukrainian business

### **The website:**

<https://imp.export.gov.ua/>

### **LinkedIn:**

<https://www.linkedin.com/company/eepo-ukraine/>

### **Facebook:**

<https://www.facebook.com/EEPO.Ukraine>

## Ukrainian Exporters Catalogue

*The free online service designed to establish direct business contacts between foreign companies and Ukrainian manufacturers/service providers.*

The online catalogue allows foreign companies to find easily their business partner among registered Ukrainian companies and establish direct contact.

The Office verifies Ukrainian companies before transferring their contacts to foreign partners for further communication.

Now the Institution continue to work on the collection of requests from the foreign business that searches for partners in Ukraine and are ready to assist in helping rebuild Ukraine's economy by a collaborating with the Ukrainian companies.

Entrepreneurship and Export Promotion Office (Ukraine) continues to help Ukrainian entrepreneurs by establishing cooperation with foreign businesses looking for partners in Ukraine.

If you would like to find a business partner in Ukraine, please fill out the application form:

<https://bit.ly/3wU2lCj>.

The Office will help you to choose a verified Ukrainian company according to the requirements and will provide direct contact with responsible managers of enterprises.

You can also browse the Catalog of Ukrainian exporters:

<https://imp.export.gov.ua/sourcing>

and get acquainted with the profiles of verified Ukrainian companies ready to export during the war.

The represented sectors in the catalogue: food sector, light sector, furniture, machinery, agroindustry, IT, wood processing, building, pharmacy and cosmetics, organics sector (milk products, beekeeping, medical herbs), energy sector, metalworking, chemical industry, logistics and packaging, paper industry/ polygraphy/ book printing, engineering, consulting/ services, creative industries and other.

**If you are interested or have any questions or problems completing the form, please contact sourcing expert:**

Valentyna Liashenko [vliashenko@epo.org.ua](mailto:vliashenko@epo.org.ua).

## Please find below the actual requests from the Ukrainian manufacturers:

### 1. VSMAC

[vsmak.com.ua](http://vsmak.com.ua)

**Products:** snacks production.

Safety system of food products according to international standards ISO, 22000:2018, HACCP, KOSHER is implemented.

### 2. Ligos LLC

[www.ligos.ua](http://www.ligos.ua)

**Products:** ready-to-eat baked croissants with different taste fillings, individually packed and in family packing.

### 3. GNP Fruits LLC

[newtons.com.ua](http://newtons.com.ua)

**Product:** high-quality crispy apple chips. Product is made under patented technology in Ukraine (and registered as know-how in EU).

### 4. Joint Venture "Galca Ltd"

<http://www.galca.ua>

**Product:** roasted ground coffee, instant coffee, coffee mixes with cream and sugar, instant cereal and chicory drinks, instant chicory, herbal tea.

### 5. PE Folkom-lux

[streetsoup.com.ua/en](http://streetsoup.com.ua/en)

**Product:** instant soups in a cup made of pulses - chickpeas, lentil, split peas. Only natural ingredients. Instant meals in the cup - buckwheat, coucous, oatmeal. Own full cycle production.

### 6. DMYTRUK-FOODS LLC

[dmytruk.com/en](http://dmytruk.com/en)

**Product:** meat snacks.

### 7. "Snail Farm U"

[snailfarm.com.ua](http://snailfarm.com.ua)

**Product:** snails are semi-finished. Frozen snail meat.

### 8. LLC "Agroprodsnek"

[ap-snek.com/](http://ap-snek.com/)

**Product:** wafer rolls, halva, roasted sunflower seeds.

### 9. Brancho Ukraine LLC

[brancho.ua/en/home](http://brancho.ua/en/home)

**Product:** fruit rolls, apple chips and fruit-berry edible tea.

### 10. LOL&POP (PE Tokar Olena Ivanivna)

[en.lolandpop.ua](http://en.lolandpop.ua)

**Product:** gourmet natural sweets, including jellies, marshmallows, hard candy, lollipops, sugar free lollipops with freeze dried fruits and berries. All sweets are gluten free. Lollipops and hard candy are also vegan.

# Meet Consortium Enterprise Europe Network – Ukraine

The EEN-Ukraine consortium has started its work in Ukraine in 2017. At the end of 2021, the consortium was modified to meet current needs, including IT and cluster organizations. The consortium has received the opportunity to continue work for the next period 2022-2025.

Currently the consortium is working in transition conditions and continue to provide the following services:

- Client registration on the EEN online platform
- Creating offers/request from Ukrainian business
- Organization of brokerage events and company missions
- Advisory services about the export, marketing, taxes or IP issues
- Assistance in finding a suitable business partner using network mechanisms (profiles database, EOIs, direct contact, market analysis).

Active EEN-Ukraine partners have extensive experience in the Network for the last 5 years, and are working on the next EEN system now.

## These partners are following:

Ministry of Foreign Affairs of Ukraine



Ukrainian Chamber of Commerce & Industry



Institute of Physics of National Academy of Science of Ukraine



Taras Shevchenko National University of Kyiv



New International Corporation



If you want to contact Ukrainian companies, producers, distributors etc, please contact:

Email: [een.network.ukraine@gmail.com](mailto:een.network.ukraine@gmail.com)

Web-site: <http://www.iop.kiev.ua/~een/index.html>

Facebook: <https://www.facebook.com/EEN.Ukraine/>

## **Published profiles of the Ukrainian companies in Enterprise Europe Network database**

*The following companies are published in the EEN database*

### **BOUA20220429003**

A Ukrainian manufacturer of 3D plaster panels is looking for distribution services and commercial agency agreement

#### **Short summary:**

The Ukrainian company produces decorative 3D Plaster Panels for commercial, residential and public spaces such as shopping malls, shops, hotels, offices, flats, houses, cinemas, restaurants, airport lounge, and many more. In order to expand their markets, it's looking for partners under distribution and commercial agency agreements.

### **BOUA20220516015**

Ukrainian business incubator seeks investors

#### **Short summary:**

A Ukrainian business incubator has established itself as one of the leading locations for successful start-ups, focusing on engineering, material science, nanotechnologies, robotics, augmented reality (AR), virtual reality (VR) and artificial intelligence (AI). In order to further develop their services to start-ups in the region, they are looking for investors and funding partners.

### **BOUA20220501002**

Ukrainian manufacturer and supplier of units for aircraft and helicopters is looking for partners under commercial agreement.

#### **Short summary:**

Ukrainian company is committed to cooperating with international companies in the aviation and aerospace industry to create aircraft units. The Ukrainian manufacture is the official supplier of large aircraft and engine-building enterprises in Ukraine and Europe. The Company is looking for partners under commercial agreement.

### **BOUA20220428045**

A Ukrainian manufacturer of parquet is looking for distribution services agreement

#### **Short summary:**

The Ukrainian company with over 28 years of experience is operating in the sawmilling and planning production, manufactures solid wooden board of natural wooden and parquet, intended for flooring in residential, industrial and public premises of the following rocks: oak, ash. The SME is interested in establishing a long-term cooperation

with reliable partners under a distribution services agreement. The products are covered with ecological varnish and are environmentally friendly.

### **BOUA20220428037**

A Ukrainian company specializing in the production of electric lighting fixtures is looking for distributors and agents

#### **Short summary:**

The Ukrainian designer and manufacturer of electric lightning fixtures has been successfully trading for almost thirty years. The company supplies its high-quality range of products to commercial markets such as offices, schools, universities, hotels and retail outlets. To increase sales further it is now looking to expand into new territories and is looking for experienced distributors or agents in the commercial lightning or building products sector.

### **BOUA20220428028**

A Ukrainian manufacturer of rope and nets is looking for distributors and commercial agents

#### **Short summary:**

This is a leading company in the manufacture and distribution of all kinds of braided ropes in Ukraine. One of the main areas of activity is the production of cords (knitted and braided, with and without filling) and ropes (both simple twisting and complex twisting). The company is looking for distributors or commercial agents in order to reach new markets.

### **BOUA20220426027**

Ukrainian supplier and integrator of the IT solution – unified staff management center is looking for commercial and supplier agreement.

#### **Short summary:**

The Ukrainian supplier of Unified Staff Management center for Retailers is looking for commercial agency and distribution service agreement with different EU companies – retail chains (grocery and non-grocery, pharmacies, gas stations) for more than 10 stores with 15 employees or more in each store, as well as software retailers, IT consulting companies and IT integrators. Also the producer ready to work with the chains of restaurants and cafes from 10 establishments and more

### **BOUA20220425026**

A Ukrainian manufacturer of soybean oil and cake is looking for a distributor or agent.

#### **Short summary:**

The Ukrainian producer offers soybean oil and cake. It is looking for distributors or agents in the EU countries.

### **BOUA20220423001**

A Ukrainian company producing all-natural apple chips is looking for a retail or distribution partner for long-term trade relationships.

#### **Short summary:**

The Ukrainian company is one of the largest manufacturers of apple chips in Ukraine. The company produces apple snacks according to its own know-how. The company is looking for a partner to trade and promote its own brand on the terms of long-term business relationships (distributor, retailer, sales agent)

### **BOUA20220421032**

A Ukrainian business consulting firm offers its services to international clients through outsourcing or subcontracting agreements.

#### **Short summary:**

A Ukrainian firm specialising in market entry and business development consulting services for foreign clients. It seeks potential partners under outsourcing or subcontracting agreements, preferably for long-term collaboration.

### **BOUA20220419018**

Ukrainian company specializing in industrial projects offers design and engineering services under outsourcing agreement

#### **Short summary:**

This Ukrainian company specializes in complex engineering solutions for industrial projects.

The company wish to offer consulting services of the company specialists remotely (on an outsourcing basis) to support European companies and contribute to the implementation of their projects in any country.

### **BOUA20220415012**

Ukrainian handcraft producer of high-end leather goods is looking for a distribution services agreement

#### **Short summary:**

A Ukrainian SME designs and produces high-quality leather products by hand. It offers a huge variety of products such as bags, backpacks, wallets, accessories, notebooks and gift

sets. It also offers tailor-made unique products created on a customer design. The SME seeks retail partners abroad or online shops for distribution services agreements.

### **TOUA20220422010**

COVID19: Technology of preventive protection against the aerosol spread of pathogenic viruses and prevention of their epidemics

#### **Short summary:**

The Ukrainian company offers technology for preventive protection against the aerosol spread of pathogenic viruses and to prevent their outbreaks. With the help of soft electrification of the air in the room, the technology allows you to create a stream of electrons (preventing ionization) which sweeps away all the micro-pollution (carriers of viruses). The company is looking for partners interested in organizing the serial production via commercial agreement with technical assistance.

### **TOUA20220421013**

Ukrainian R&D institute in collaboration with the community offers the system of rotation of crops for growing quality agricultural product

#### **Short summary:**

The Ukrainian R&D institute which cooperates with the local community is offering a system of rotation of crops and soil for growing agricultural products. The main advantage is natural support and restoration of soil and high-quality products without the use of mineral fertilizers. The institution is looking for partners to work under a joint manufacturing agreement, as well as for investors to complete a financial agreement.

#### **Interested to find reliable Ukrainian partner?**

Please save the profile reference code and contact:

**Unioncamere Campania**

[www.unioncamere.campania.it](http://www.unioncamere.campania.it)

Via Sant'Aspreno, 2 - 80133 Napoli      Tel. +39 081 4109123  
Project Manager – dott. Simone Sparano - [simone.sparano@cam.camcom.it](mailto:simone.sparano@cam.camcom.it)  
Project Officer – dott.ssa Loredana Affinito - [loredana.affinito@cam.camcom.it](mailto:loredana.affinito@cam.camcom.it)  
[een.bridgeeconomies.eu](http://een.bridgeeconomies.eu)  
[www.een-italia.eu](http://www.een-italia.eu)

# Save the date to meet Ukrainian companies

## Catalog of the Ukrainian IT companies and groups of companies

The war in Ukraine has had devastating effects on the local economy and the global supply chains, many businesses have suspended their activities for safety reasons. Meanwhile, the IT industry keeps working, attracting regular foreign exchange earnings to the state budget, and minimizing the impact of the war. Despite some IT professionals going through the process of relocation within or beyond the Ukrainian borders, they are still determinedly carrying on with their operations and service delivery.

If you have a request for the development of IT solutions for your projects, please review the catalog of the IT Export Alliance members and you will have a possibility to receive appoint for B2B meetings with them; this can be done both with individual Ukrainian companies and with a specific group of companies, formed within the IT Export Alliance.

The initiative was launched in November 2021 and it's still possible to schedule the B2B meeting with active Ukrainian companies.

Catalog of the Ukrainian IT companies and groups of companies – members of Ukrainian Export IT Alliance please find via the following link: [https://lnkd.in/dK\\_u2kUX](https://lnkd.in/dK_u2kUX)

### Contact person:

Daryna Zhydenko –  
Expert on trade projects, CIVITTA;  
[daryna.zhydenko@civitta.com](mailto:daryna.zhydenko@civitta.com)

The initiative is launched by:

IT Ukraine Association, CIVITTA Ukraine, State Institution” Entrepreneurship and Export Promotion Office”, Norwegian-Ukrainian Chamber of Commerce with the support of the USAID Competitive Economy Program in Ukraine (USAID CEP).



“Cooperate with Ukraine: medical sector and pharm industry”

Data: 7 June 2022

Type: online format, Ukraine

<https://bit.ly/3yQpLuN>



“Cooperate with Ukraine: the Supply chain Resilience matchmaking event for Ukrainian and European SMEs”

Data: 15 of June 2022

Type: matchmaking event  
online format + pitch session

<https://supply-chain-resilience-platform.b2match.io/>

For more information please contact:

[EEN.network.Ukraine@gmail.com](mailto:EEN.network.Ukraine@gmail.com)



# How to support Ukraine right now



## Humanitarian aid

Official portal for those who want to provide humanitarian or financial assistance to people of Ukraine, businesses or the government at the times of resistance against the Russian aggression.

Anyone willing to support Ukraine can access here the information on how to do it.

The website was developed jointly by the Office of the President of Ukraine and the Cabinet of Ministers of Ukraine.

<https://help.gov.ua/en>

You can also choose how to support people in Ukraine. Find out more about how to donate via [the official Ukrainian government humanitarian aid website](#). You can donate through the major relief organisations active on the ground that are coordinating assistance to Ukraine.

## EU stands with Ukraine

The European Union, its Member States and Europeans across the continent are mobilised in support of people fleeing the war in Ukraine. Europe is there for them in the weeks and months to come.

EU is working on all fronts to support Ukraine with assistance, humanitarian aid and civil protection. EU has activated the temporary protection mechanism to provide people fleeing Ukraine with a secure status and access to schools, medical care and work in the EU. And stands ready to channel more assistance and support both to people who left Ukraine to seek protection in the EU and those who stayed in Ukraine.

## Private sector donations

The European Commission has created a new system to channel in-kind donations from the private sector to Ukraine, Moldova and EU countries in the region. Via the EU Civil Protection Mechanism, the EU will coordinate the timely and safe delivery of donated emergency items such as medicines, medical equipment, chemical, biological, radiological or nuclear countermeasures and shelter items.

Private entities from across the EU that wish to donate can contact the Commission via email:

[ECHO-private-donations@ec.europa.eu](mailto:ECHO-private-donations@ec.europa.eu)