

Biweekly news digest of the Ukrainian League of Industrialists and Entrepreneurs



KYIV LAUNCHES PROJECT IN SUPPORT OF ONE MILLION NEW JOBS

o create a million jobs in the country within two years through extending loans to the self-employed and small- and medium-sized businesses is a feasible task. Utilizing mechanisms of public-private partnership, involving international donors' funds, it can be completed in the short-term outlook, while preventing further economic crisis and tacking unemployment. It is very important to the country, which is experiencing a deep social and economic crisis, forcedly allocates significant resources for military operations and tries to solve the problems of internally displaced persons. These issues were on the agenda of a Kyiv business forum, "Ukraine is a Country of Entrepreneurs."

"Jobs are of great value around the world. The effectiveness of government in democratic countries is assessed by number of jobs. In addition to the allocation of funds and support of financial institutions that do this, we demand that the authorities preserve the simplified taxation system with additional incentives for start-ups, eliminate regulatory authorities' pressure on businesses, obligatorily draw up and implement a state program to preserve and create new jobs in the country," President of the Ukrainian League of Industrialists and Entrepreneurs Anatoliy Kinakh said.

"Kyiv is the economic capital of Ukraine with good reason, as it does a lot to let businesses develop in a fair, open way with transparent rules. The city now has an open budget, a transparent electronic procurement system has been launched, open auctions are held for work on free trading platforms. I think that UAH 10 million in micro-crediting support is only the beginning. We'll be increasing this resource," Vitaliy Klitschko assured.

"Boosting jobs will be an invincible weapon of Ukraine. Let us not forget: It is small businesses that form the basis of the middle class, determine the solvency of the country and inspiration for democratic transformation. That's why the small business lending program will work in all regional centers, not only there, as similar business forums will be held everywhere in support of this initiative," Anatoliy Kinakh summed up.

The next regional forum will take place in Dnipro on November 24.

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DRAGON CAPITAL COULD DOUBLE INVESTMENT IN UKRAINE IN 2017



D ragon Capital investment company could in 2017 double investment in assets in Ukraine compared to 2016, company CEO Tomas Fiala has said.

"We've decided the situation has improved to such an extent that we can be cautiously optimistic and can start to invest. We've started doing this - bought three assets here: East Gate Logistic and West Gate Logistic, and the Piramida trade and entertainment center. Next year we plan to again increase investment, in particular on transactions that are now in process. Perhaps, we plan together with the partners to invest even twice as much in acquisition of assets," Fiala said at the fourth Retail and Development Business Summit in Kyiv.

He said Dragon Capital is interested in buying controlling stakes in the companies, whose income structure includes a forex component.

Managing Director for Direct Investment at Dragon Capital Volodymyr Tymochko said the company is considering retail and commercial real estate for investment.

Dragon Capital, established in 2000, is one of the largest investment companies in Ukraine. It works in the field of direct investment and financial services, provides a full range of investment banking and brokerage services for corporate and private clients.

NATIONAL INVESTMENT COUNCIL HEAD LOZHKIN ORDERS TO PREPARE \$150 BLN WORTH OF INVESTMENT PROJECTS



group of professionals not representing government officials intend to draw up a list of possible investment projects in Ukraine worth \$150 billion. The projects could be implemented in Ukraine in coming 15-20 years, former head of the Presidential Administration and Head of the National Investment Council Borys Lozhkin has said.

"There are no [large investment] projects in the country. Ministries and state-run companies even cannot give projects worth \$10 billion, while we need \$150 billion for next 15 or 20 years. These figures are realistic," he said at the third Orchestrators of Change Directors forum that took place in Kyiv on November 10.

He said that one of the largest international funds with assets of over \$500 billion under management has expressed its readiness to invest \$1-3 billion in Ukraine. The fund asked to present projects worth \$20 billion to select some. It was found out that the country does not have these projects.

Lozhkin said that he ordered a group of 'non-government' people to prepare the list of projects in the sectors, including revised projects proposed by ministries.

He said that the Ukrainian energy sector could spend \$50-70 billion of investment in coming 20 years, and infrastructure and agriculture – \$30-40 billion each. "\$1 billion of FDI is around 1% of GDP growth. If they have them worth \$6-8 billion, it would be 6-8% of GDP growth and a multiplier – we can reach 10% of growth a year. Then the values would change quicker," he said.

UKREXIMBANK, WORLD BANK PREPARING NEW PROGRAM TO FUND SMALL, MEDIUM-SIZED EXPORTERS

yiv-based Ukreximbank is actively preparing a new project jointly with the World Bank on providing access to long-term loans to Ukrainian export oriented small and medium-sized enterprises (SME), according to a posting on the Ukreximbank's website.

"The Long Term Finance Project (ALTF) Project will provide long term investment and working capital finance to Ukrainian export oriented SME," the bank said.

Ukreximbank will act as the direct borrower of the World Bank funds and the implementing agency of ALTF Project. Ukrainian commercial banks are expected to be involved in the ALTF Project implementation as financial intermediaries.

All sub-projects financed under the ALTF Project will be subject to an environmental and social assessment of compliance with the Ukrainian and World Bank environmental regulations utilizing the procedures described in Ukreximbank's Environmental and Social Management Framework.

After drawing up the ALTF Project jointly with Ukrainian governmental authorities, it will be presented to the World Bank Board of Executive Directors for consideration and approval by the end of the first quarter 2017.

BUSINESSMAN KHMELNYTSKY MULLING EXPANSION OF INNOVATION PARK PROJECT TO LVIV, KHARKIV



he first results of operation of the innovation park on the territory of Kyiv Motorcycle Plant, the anchor projects of which are UNIT Factory and Technology Companies' Development Center (TCDC), would allow making a decision on the viability of expanding this project to other cities in the country, in particular, Lviv and Kharkiv, the businessman, famous developer and founder of K.Fund Vasyl Khmelnytsky has said.

"I would open the first part [of the project in Kyiv]. I will see how the university works and how the project as a cluster works. Then I would assess the possibility of expanding the project to Lviv and Kharkiv. I have sites there," he said in an interview with Interfax-Ukraine.

Khmelnytsky said that 25 ha were allocated in Kyiv for the future innovation park. The presentation of the park and the managing company is scheduled for May 2017. Total investment in its development is estimated at \$100-400 million.

Commenting on the anchor projects, the founder of the park said that UNIT Factory created in partnership with French coding school 42 is free and open to all with the condition of working in Ukraine for three years after graduation. He said it should become a powerful source of IT specialists for companies that would be residents of the innovation park. He said that the number of students in UNIT Factory would be increased from current 300 to 3,000.

He said that he wants to attract not only IT companies, but also representative of a wider cluster of new technologies. The businessman said that he does not have plans to create a venture fund or enter IT business himself. "I do not create my own IT companies. We would have 30 companies. Let them agree with each other, hire someone. I am ready to create the environment. The better environment is the higher rent rates will be. I will earn on this. I am afraid that if I create an IT company, I would become a rival [in the eyes of other companies]," he said.

Khmelnytsky is a majority shareholder in UDP, which is engaged in implementing largescale infrastructure projects. Kyiv International Airport, Ocean Plaza shopping mall, Novopecherski Lypki residential complex, Boulevard of Fountains, RiverStone and Parkove Misto are among them. K.Fund was founded in 2015 to support projects related to education and the economy. SPF: OVER TEN BIDS FOR PURCHASE OF HYDROELECTRIC PLANTS, POTENTIAL BUYERS FOR UBRD, ODESA PORT-SIDE PLANT



he State Property Fund of Ukraine (SPF) has stated investors are highly interested in the privatization of hydroelectric power stations on the Pivdenny Buh River and said there are potential buyers of Ukrainian Bank for Reconstruction and Development (UBRD) and Odesa port-side chemical plant.

"We already have more than ten applications for each hydroelectric power plant, and the majority of interested parties are foreigners. There are those interested in buying UBRD and Odesa port-side plant," SPF Head Ihor Bilous wrote on his Facebook page.

At the same time, he noted that, unlike the applicants themselves, the fund has no right to disclose the names of the companies, their country of origin and quantity, as well as comment on someone's statements. Bilous said the SPF is preparing transparent and open tenders and waits for all the candidates, while the final list of participants will be determined by competitive commissions.

BUSINESSMAN KHMELNYTSKY INTENDS TO INVEST IN 'GREEN' ENERGY PROJECTS

B usinessman, famous developer and founder of K.Fund Vasyl Khmelnytsky intends to start implementing projects in the "green" energy sphere in the near term, believing this segment is promising in Ukraine.

"We are mulling projects in the 'green' energy now. Today it is profit-making and right – the country is to have 10% of 'green' power capacity before 2020, and today it has only 1%," he said in an interview with Interfax-Ukraine. Khmelnytsky said that the projects concern power generation at the feed-in tariff. He also is studying the solar and biogas power plant projects.

"This is a separate new direction. We are looking for them [directions]. We want to get rid of less effective and find more effective. We think that this one is more effective, while building shopping centers is less effective," he said.

He said that in the conditions of low buying power the commercial and housing real estate market in 2017 could face serious difficulties.

Commenting on other businesses from his portfolio, the businessman said that they are hostages of the difficult economic situation in the country and low income of the public. He said that one more asset from his portfolio – Biopharma – also suffered from crisis, as 30% of the market was lost: Crimea, Donetsk, Luhansk and a large part of Donbas.

"Local pharmaceutical companies had competitive advantage – the devaluation has passed and we managed to use it: here with local staff and materials we were more flexible than importers," he said.

In general, Khmelnytsky, being First Vice President of the Ukrainian League of Industrialists and Entrepreneurs (ULIE), said that the main task for Ukraine is the acceleration of economic growth as quickly as possible thanks to creation of new production facilities. This would quickly help to restore public income growth. "I am interested in economic growth. People should earn more and then they would spend more. My businesses would sell something to them. I do not have any thought that one can survive in this stagnation as we have today. We should unite to accelerate economic growth," he said.

K.Fund was founded in 2015 to support projects related to education and the economy.

CHINA'S GCL, CCEC PLAN TO BUILD SOLAR PLANT OF OVER 1 GW IN CHORNOBYL ZONE



hinese companies GCL System Integration Technology (a GCL subsidiary) and China National Complete Engineering Corporation (CCEC) intend to build a solar power plant in the Chornobyl exclusion zone, according to a report by GCL. According to GCL's calculations, construction should begin in 2017. The plant capacity will exceed 1 GW. At the same time, CCEC is entrusted with the functions of general contractor and project manager. GCL will provide consulting services and organize supply of equipment for the project. Earlier China's CNBM declared it owns ten largest solar stations in Ukraine. MCKINSEY TO DE-VELOP 'ROADMAP' FOR FIRST STAGE OF ENERGY STRATEGY OF UKRAINE 2035



CKinsey & Company will develop a "roadmap" for the first phase of the updated Energy Strategy of Ukraine until 2035. Such a preliminary agreement was achieved at a meeting of the steering committee to coordinate work on the preparation of the Energy Strategy 2035 under the leadership of Deputy Prime Minister Volodymyr Kistion.

According to his press service, the previous draft strategies prepared by the National Institute for Strategic Studies and the Razumkov Centre were presented as well, while the participants discussed the possibility of uniting the documents to finalize the strategy.

"The development of this document is necessary for the sustainable development of the energy sector of Ukraine. We have to see our objective in the medium term and understand the ways to achieve it," Kistion said.

According to him, applications to the main document, the so called roadmaps, will be developed for separate stages defined in the strategy.

SPF ANNOUNCES TENDER TO SELL KHERSON CHPP



kraine's State Property Fund (SPF) has announced a tender to sell public joint-stock company Kherson combined heat and power plant. The auction will be held on December 22, 2016, according to an announcement in the Vidomosti Pryvatyzatsii newspaper. The starting price is UAH 155 million. The bid increment is UAH 1.55 million.

The buyer is obliged to pay tax debts during one year and install a new boiler consuming solid fuel with the circulating fluidized bed technology.

CLEAN ENERGY GROUP LAUNCHES 7 MW SOLAR PLANT IN VINNYTSIA REGION



Lean Energy Group has launched the Balky solar power station of 7 MW in Vinnytsia region, the press service of the regional state administration has said. According to the administration, in general Clean Energy is engaged in building seven solar power plants in the region.

The general contractor for building the Balky station is Podilsky Energoconsulting. Clean Energy Group comprises a number of companies with Cypriot beneficiaries. The group is managed by Andriy Symonovych.

GUF TO INVEST EUR 18 MLN IN SMALL AND MEDIUM BUSINESS IN UKRAINE

he German-Ukrainian Fund (GUF) is ready to invest EUR 18 million in the development of small and medium enterprises in Ukraine (SMB), according to the website of the National Bank of Ukraine (NBU), with reference to the director of the financial controlling department, executive director of the fund Oleh Strynzha.

"The National Bank supports the government's strategy for the development of small and medium-sized businesses until 2020. The fund capitalization allows it to become an effective national instrument for financing SMB in Ukraine by attracting external credit lines at low interest rates and financing partner banks for lending to targeted areas of SMB development," he said.

The banker noted the updated comprehensive program of financial sector development until 2020, which is now being revised by the NBU, will include targets to resume lending, in particular measures to simplify obtaining financing by Ukrainian businesses, as well as addressing the issues of enterprises' bad debts.

The NBU said the Ministry of Economic Development and Trade on November 17 represented the strategy for the development of small and medium enterprises in Ukraine until 2020, developed with the support of the European Union.

IMPORTS OF PASSENGER CARS TO UKRAINE 32% UP IN JAN-SEPT



I mports of passenger cars to Ukraine (new and used ones) grew by 32% in January-September 2016 year-over-year, to 56,943 cars, Ukrautoprom association has reported. The association said that in money terms imports totaled \$988.5 million. The largest supplier of passenger cars to Ukraine is the European Union (EU): 30,614 cars worth \$505.2 million were imported, including two thirds of new cars worth \$431.6 million.

Cars from Japan are second: 8,401 cars worth \$198.4 million. Over 96% of imported Japanese cars were new (\$196.4 million). Cars from the United States are third: 4,489 cars worth \$134.9 million, including 64% of new cars worth \$123.2 million.

In January-September 2016, passenger cars were actively imported from Russia (3,117 worth \$25.4 million), South Korea (2,457 worth \$45.5 million), Turkey (2,453 worth \$27.8 million) and Mexico (2,154 worth \$24 million). Some 90-99% of them were new cars.

"In general, some \$93.5 million was removed from the country to buy used cars abroad," Ukrautoprom said.

ANTONOV AIRLINES TO OPEN NEW U.K.-BASED REPRESENTATION FROM 2017



kraine's Antonov Airlines, a leading operator of An-124-100 transport aircraft, is opening a new representative office in the United Kingdom from January 1, 2017, Dreamlifts Ltd. The new company will represent the Ukrainian airlines' interests instead of Ruslan International (RI), which was formed in 2006 together with Russia's Volga–Dnepr Airlines and which will cease operations on December 31, 2016, the press service of Antonov Airlines said.

Antonov Airlines is to introduce its team in the UK which will take the lead in the global sales and operations of this unique cargo aircraft. Dreamlifts Ltd (trading as Antonov Airlines) is managed by an international group of well-known experts from the outsize and heavyweight cargo industry, the press service said.

"With decades of experience between them, Antonov Company expects a seamless transition for its customers in the global supply chain and a continuation of its flexible and highly personal service," the company said in an official statement.

"Antonov Airlines' activities are supported by Antonov Company's in-house design and development capabilities providing unrivalled expertise for the most challenging logistic projects. As the maintenance authority and life extension authority, we will continue to offer these proven and reliable airframes to the market for many years to come. We look forward to working with the experienced and exciting team in the UK, and can see a bright future going forward with our customers," the press service quotes President of Antonov Company Oleksandr Kotsiuba as saying.

Antonov currently operates a fleet of seven An–124s including the AN–124–100M–150 with a payload of up to 150 tonnes. It also operates the unique capability An–225 Mriya with a 250 tonne payload and the world's largest turboprop, the An–22 Antei.

REIKARTZ HOTEL CHAIN BEGINS ACTIVE DEVELOPMENT OUTSIDE UKRAINE

R eikartz Hotel Group has signed an agreement for the management of the fourstar Dacia hotel, located in Chisinau (Moldova) and announces the beginning of active work on expanding the network outside Ukraine, according to its website.

"In autumn of 2014 the company's assets were replenished with a hotel in Sweden, but right now we are beginning active work towards the expansion of the network abroad. Today we are talking about the joining of Dacia hotel in Chisinau and in the near future we'll call other hotels abroad that will enter the Reikartz network," Director General of Reikartz Hotel Group Magnus Wetterholm said.

According to the report, Reikartz plans to reconstruct the new hotel, afterwards it will renamed Reikartz Chisinau. Reikartz started activities in the field of hotel services in Ukraine in 2003 after the acquisition by a group of Belgian architects headed by Francois Ryckaerts of an old mansion in Drukarska Street in the center of Lviv.

CONSTRUCTORS FINISH DRILLING NEW BESKYDSKY TUNNEL



D nipro-based Pivdenne Machine Building Plan t named after Makarov (Pivdenmash) is preparing to ship to the U.S. Orbital ATK Inc. two main structures of the first stage of the Antares medium-class launch vehicle, whose cargo flights to the International Space Station (ISS) under a contract with NASA have resumed in October after its upgrading.

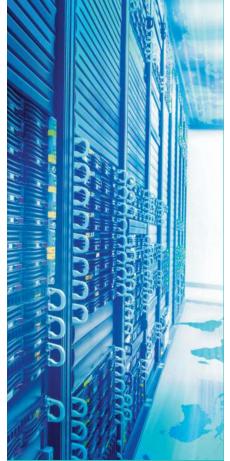
According to a report on the Pivdenmash website, in late October, representatives of the American company inspected the missiles. At present, one of the rockets has already been loaded on the railway platform, the installation of the systems on the second rocket is being completed. This work is expected to end in November.

"It is planned that two missiles will be delivered to Mykolaiv port soon from where they will be sent to the launch site," the report says. Ukraine and the United States have been cooperating under the Antares program since 2008. Orbital ATK designed the Antares launch vehicle under a contract with NASA worth \$1.9 billion.

The basic structure of the first-stage launcher was designed by Pivdenne Design Bureau and produced at Pivdenmash. Ukraine's Hartron-Arkos, Hartron-Ucom, Chezara (Chernihiv Plant of Radio Equipment), and Rapid are also involved in cooperation on the project.

Five launches of Antares are scheduled to be conducted by the end of 2018, six more between 2019 and 2024. At the moment, Ukraine and the U.S. continue negotiations on cooperation in rocket engines production.

UKRTELECOM WILL INVEST UAH 400 MLN IN IT INFRASTRUCTURE UPGRADING IN LVIV



JSC Ukrtelecom has started the technical modernization of its network in Lviv, in which it will invest UAH 400 million. According to a company press release, as part of modernnetwork will be increased to 700 km. The company will also install 450 active modern stations instead of 36 obsolete automatic telephone stations. The company said modernization will begin with the districts of Mayorivka, Novy Lviv and the central part of the 160,000 subscribers in Lviv will get access to the Internet under the ADSL technology at a speed of 20 Mbps, high-speed VDSL Internet at a speed of up to 50 Mbps and the possibility of laying optical cable to the apartment or

office that will provide Internet access of up to 1 Gbps.Ukrtelecom is the largest fixed-line operator in the country. It promotes 3G mobile communications.

UKRAINIAN VESSEL TO START FOSSIL FUEL EXPLORATION NEAR SNAKE ISLAND IN NOV



research vessel Iskatel on November 17 will start a voyage from Odesa to explore shelf for oil and gas near the Snake Island in the Black Sea.

The press service of Ukraine's State Service of Geology and Deposits, the Iskatel vessel is the only research vessel in Ukraine. It would resume exploration of shelf after a three-year idle period. In 2015 the vessel was repaired.

The Iskatel vessel is a unique vessel for seismic and exploration works.

The press service said that the southern area of the country is a promising one and the least explored.

LPG SALES IN UKRAINE WOULD EXCEED PETROL SALES IN 2017 – EXPERT



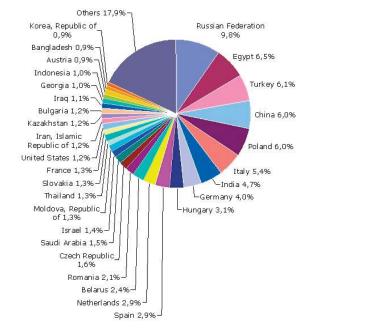
iquefied petroleum gas (LPG) sales in 2017 would exceed petrol sales, Director of A-95 consulting group Serhiy Kuyun has said. "In the past three years LPG sales grew by more than 1.5 times. In 2016, the volume of LPG sold in liters would be the same as petrol, and in 2017 LPG sales would exceed petrol sales," he said at the Petroleum Ukraine 2016 conference in Kyiv.

Kuyun added that the large growth of the LPG segment is linked to lower prices compared to petrol.

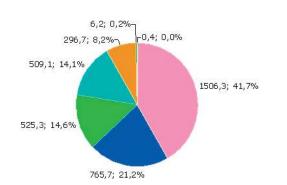
He recalled that this was clearly seen after removing obstacles created for importers of LPG in the times when Viktor Yanukovych was president. The expert said that geography of LPG supplies to Ukraine expands today. This year LPG even came from Sweden, Egypt and Italy.

"It is likely that Ukraine would enter the top five largest LPG consumers in the world," he said.

UKRAINE'S FOREIGN TRADE IN GOODS, JANUARY-AUGUST 2016 EXPORTS, THSD USD



PASSENGERS TRANSPORTED (MLN PASS)



UKRTSUKOR HOPES CHINA TO OPEN MARKET FOR UKRAINIAN BEET SUGAR

motor vehicles
trolleybus

underground (metro)

tram

railway2

aircraft

water



hinese companies showed their interest in a possibility of importing Ukrainian beet sugar at the ANUFOOD China 2016 exhibition, the Ukrtsukor national association of sugar producers has reported. "Today we have applications with specifications to supply sugar. We are drawing up the lists of potential clients," Analyst of commodity markets and agriculture of the association Vasyl Dolynsky said.

He said that now there are some restrictions for entering the Chinese market. Ukrainian sugar is to be licensed, while the licensing is a complicated red tape procedure. Ukrainian producers would have to work hard to supply their products directly to China and not via Hong Kong as everyone is doing now.

Ukrtsukor said that sugar prices in Chinese supermarkets are attractive – starting from UAH 38 per kilogram.

BUNGE BUYING STEVEDORING COMPANY IN MYKOLAIV



W kraine's Antimonopoly Committee has permitted Koninklijke Bunge B. V. (Rotterdam, the Netherlands) to acquire shares in New European company LLC (Mykolaiv). The press service of the committee said that the permit grants Bunge over 50% of the votes in the management body of the company.

As reported, the transnational company Bunge has invested \$180 million in building a handling complex with an oilseed refinery, oil handling terminal and an expanded grain terminal. Bunge Ukraine Managing Director Dmytro Horshunov said that the complex continues the company's strategy aimed at developing infrastructure at Mykolaiv seaport. New European company LLC provides cargo han-

company LLC provides cargo handling, storage and loading services. It was registered in 2013. Robertius Investments Limited (Cyprus) owns the company.

NIBULON TO INVEST AT LEAST \$300 MLN IN RIVER TRANSPORT IN UKRAINE



N ibulon agricultural company in the framework of its strategic plans in the field of inland waterway transport intends to build five new river transshipment terminals, continue building inland and mixed navigation transport ships. According to the company's presentation, posted on its website, the strategic plan also provides for investing no less than \$300 million in river transport of Ukraine.

The report reads the transport potential of Ukraine's inland waterways for grain transportation is more than 10 million tonnes, other freight more than 50 million tonnes. This will allow reducing burden on roads by 2.5 million trucks and therefore saving about UAH 47.4 billion of budget funds for road repairs.

Nibulon was created in 1991. It is one of the largest operators in the grain market of the country. It has elevators with a total capacity of about 2 million tonnes, as well as its own transshipment terminal with a capacity of 5 million tonnes in Mykolaiv.

DAN-FARM UKRAINE TO LAUNCH PIG FARM IN ZHYTOMYR REGION EARLY 2017



an-Farm Ukraine LLC seeks to launch a pig farm with 25,000 pigs in Korosten district of Zhytomyr region. "We started building it [the pig farm] in 2014. It is being finished. We plan to launch it early next year," First Deputy Director General Vadym Shestakov told reporters at the Agricultural Olympus 2016 international congress in Kyiv.

He said that the company has a sow farm with 3,000 sows in Khalcha. The farm can produce up to 100,000 pigs a year. Some EUR 10 million has been invested in the pig farm in Zhytomyr region. The total cost of the project is EUR 12 million.

Dan-Farm Ukraine is not involved in exports due to the complicated epizootic situation in Ukraine due to African swine fever (ASF). According to the unified register of companies, the owners of the company are Dutch companies Berry Farm ApS and Ukraine-Agro A/S.

The Ukrainian League of Industrialists and Entrepreneurs (ULIE) is the largest union of business associations and individual enterprises in Ukraine with its members ranging from vertically integrated corporations to small and medium ente prises (SMEs). For already more than 20 years the League's key mission is to prBmote and protect interests of the Ukrainian business within Ukraine and beyond. With its central offices in Kyiv, ULIE manages 28 regional subsidiaries, 73 branches, 22 representative offices and 34 commissions on key sectors of the economy.

The League is also a signatory to 155 international agreements on cooperation and has representative offices in 21 countries, including Representative Office in the EU in Brussels.

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