

Biweekly news digest of the Ukrainian League of Industrialists and Entrepreneurs



#### ADOPTION OF E-TRUST SERVICES BILL TO ALLOW CITIZENS TO USE SMARTPHONES

he adoption of the bill on electronic trust services by the Verkhovna Rada would allow citizens to use smartphones to receive services from public agencies, while business will be able to take part in tenders of the European Union (EU) countries, Ukrainian Justice Minister Pavlo Petrenko has said.

"For ordinary Ukrainian this means that using own smartphone each of us will be able to register a company, sign any contract, send an inquiry and receive any information about operations of a public agency. All active operations of small and medium sized enterprises can be carried out in communications with public agencies using one small smartphone, without paper and talks with red tapists," he said at a press conference at Interfax-Ukraine in Kyiv.

"The adoption of the bill allows Ukrainian business to take part in tenders in the EU," the minister said.

He said that tenders in the EU are held in the electronic form, and companies are identified using MobileID and BankID.

He said that by the end of 2017 many mobile operators are ready to introduce the identification system using MobileID, while banks are using BankID. The approval of the bill would allow introducing these systems to the operation of pubic agencies. ISSUE 47 | 1 MARCH 2017

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#### UKRAINE INTERESTED IN COOPERATION WITH QATAR IN DEVELOPING PORT INFRA-STRUCTURE



kraine is interested in cooperation with Qatar in developing port infrastructure. The press service of Ukraine's Infrastructure Ministry has reported that that this was discussed at a meeting of Infrastructure Minister of Ukraine Volodymyr Omelyan and Minister of Transport and Communications of Qatar Jassim Bin Saif Al-Sulaiti held on February 21, 2017 in Geneva as part of the 79th session of the Inland Transport Committee (ITC) of the United Nations Economic Commission for Europe (UNECE).

Omelyan said that Ukraine is interested in launching direct flights to Qatar and develop port infrastructure in Ukraine. The parties arranged a visit of the head of the Civil Aviation Authority of Qatar to Ukraine in March 2017. The visit aims at establishing cooperation between the agencies of the two countries. Al-Sulaiti informed Omelyan about construction of a new container port in Qatar. Its capacities would reach 6 million TEU by 2020. The parties arranged that representatives of port industry of Qatar would visit Ukraine with the purpose of establishing cooperation. Al-Sulaiti also invited Omelyan to visit Qatar.

## GOVERNMENT IN MARCH TO APPROVE PROGRAM OF AVIATION INDUSTRY DEVELOPMENT UNTIL 2020



he Cabinet of Ministers intends in March to approve the program of development of the Ukrainian aviation industry for the period until 2020, Prime Minister Volodymyr Groysman has said.

"The program of development of the aviation industry until 2020 has been developed. The program is designed not only by officials, but real production workers, institutions, and we in March will approve this program," the premier said at a press briefing after a meeting on aviation issues at PJSC FED (Kharkiv).

Groysman noted investments in modern technologies are important in this area. According to him, both public and private companies work in the field of aircraft building, whose efforts need to be combined.

#### PANEUROPEAN VIEW: UKRAINE AND EU IMPORTANT TO EACH OTHER

A division of the Paneuropean Union may be created in Ukraine that will strengthen not only economic but also political and cultural relations of our country with European states. The importance of the role of Ukraine in Europe in general and the EU as a political institution was discussed during a meeting between President of the Ukrainian League of Industrialists and Entrepreneurs (ULIE) Anatoliy Kinakh and Head of the House of Habsburg-Lorraine, President of the Austrian branch of the Paneuropean Union, Karl von Habsburg.

The latter is now best known as a public figure, who, along with his father Otto von Habsburg, has done much to create a united Europe and facilitate the integration of Eastern European countries in the EU.

The parties discussed, among other things, cooperation between Ukraine and the EU and key reforms for the country's integration into the European space.

Karl von Habsburg stressed that Ukraine is as important to the EU as the EU is important to Ukraine, and therefore both sides should honor their commitments and do their "home-work."

"Ukraine is important not only because it is a large state with strong economic potential: it is also a key component of the collective security system in Europe. So we are interested in creating a Paneuropean organization here, assisting an NGO that will be able to maintain good contacts in various fields," he said.

In turn, the ULIE president stressed Ukraine's European integration being supported by the whole society is inevitable. According to him, it is not so much about a date for Ukraine to become an EU member, but about the introduction of European and other international standards in Ukraine, namely the rule of law, equality before the law, the protection of human rights, owner's rights and others. However, the EU should also be aware that Ukraine now protects not only its territorial integrity, but also a civilization-defining choice.

"We are working on this at the international level, maintaining good relations with the European Parliament, the European Commission, Europe's most powerful business association BUSINESSEUROPE through the ULIE's representative office in the EU, and at the national one, holding a dialogue with the president, government and parliament. Our sovereignty and territorial integrity should not be traded on the world stage," Anatoliy Kinakh has stressed.

# THE PUBLIC, PARLIAMENT INTENSIFY COOPERATION ON STRATEGY OF UKRAINE'S TRANSFORMATION



The "Transformation of Ukraine" National Forum will facilitate the adaptation of Ukrainian legislation to European standards through its representatives in parliament and will also seek the adoption of state-building decisions on the country's social and economic development. The "Transformation of Ukraine" inter-factional parliamentary group has prepared a plan of joint actions with the Forum's Supervisory Board. The latter includes a series of meetings with the leaders of the parliamentary factions, the head of parliament, the prime minister and the president to discuss the initiative of the Forum. This issue was on the agenda of a joint meeting of the parliamentary group and the Forum's Supervisory Board in parliament.

Lawmakers from all parliamentary factions, including the opposition ones, representatives of the National Forum's Supervisory Board – Patriarch Sviatoslav, President of the Ukrainian League of Industrialists and Entrepreneurs (ULIE) Anatoliy Kinakh, Chair of the Center for Transformation of Ukraine Mykhailo Khariy, and a number of public figures took part in the meeting.

They stressed the need for the consolidation of civil society's efforts around state-building initiatives, the implementation of the best European and international experience in reforming the economy, maintaining technical and scientific potential, as well as the country's cultural heritage. It was also noted that such a thorough and responsible mission would succeed only if there is a close dialogue with the authorities, the international community and if it is based on national interests and priorities.

The said plan foresees negotiations between representatives of the forum, the parliamentary group with partners from the parliament and government of Poland, the U.S. Congress, the Parliaments of Canada and Lithuania. Co-initiator of the Forum, President of the ULIE Anatoliy Kinakh informed about plans to conduct the fifth session soon, where this and other initiatives of civil society, government and international partners will be presented.

#### HYUNDAI ROTEM INTERESTED IN FURTHER SERVICE OF HIGH-SPEED TRAINS

orean company Hyundai Rotem is interested in prolongation of the contract with PJSC Ukrzaliznytsia for the service maintenance of its trains running in Ukraine, company project manager Zekeriya Polat has said.

"We are constantly holding negotiations with Ukrzaliznytsia to extend the contract for service maintenance. We are also interested in servicing Skoda trains and modernizing other trains, because we have experience of modernization in other countries," he told reporters during the event dedicated to the fifth anniversary of work of the Ukrzaliznytsia branch – Ukrainian High-Speed Railway Company.

Polat noted that since the beginning of cooperation with Ukrzaliznytsia the company has been discussing the possibility of manufacturing Hyundai trains in Ukraine, but the current situation in Ukraine, particularly in the east of the country, is delaying the issue transferring it for the far future.

As reported, Ukraine within the development of high-speed rail traffic on the eve of the Euro 2012 European Football Championship acquired ten Intercity+ class HRCS-2 electric trains manufactured by Hyundai Rotem. The first trip was made on the Kyiv-Kharkiv route on May 27, 2012.

#### UKRAINE MUST CREATE 'DIGITAL CORRIDORS' TO MOVE GOODS ON EUROPE-ASIA ROUTE



he top priority for Ukraine is the provision for reliable and safe movement of goods on the Europe-Asia route via the creation of digital corridors. The press service of Ukraine's Infrastructure Ministry has reported that Ukrainian Infrastructure Minister Volodymyr Omelyan gave this information at the 79th session of the Inland Transport Committee (ITC) of the United Nations Economic Commission for Europe (UNECE). "The 'digital corridor' implies the use

"The 'digital corridor' implies the use of modern information systems providing for continuous monitoring of cargo flows, the tool for electronic cooperation of foreign economic operators with transport and shipping companies and public oversight agencies and the organization of exchange of data in the volumes required for business processes of the system participants," he said.

The minister said that Ukraine has joined the EU e-Infrastructure project. The country must toughen legislation in the area of digital technologies and create institutional preconditions for digital development for this project. Creation of digital transport corridors is to allow tracking cargo online without any territorial, technical or legal restrictions and the organization of business processes on the basis of e-documents, he said.



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#### NUMBER OF TRANSACTIONS USING PAYMENT CARDS 30.6% UP IN 2016



T he number of transactions using payment cards in 2016 increased by 28%, to 2.513 billion, and their volume – by 30.6%, to UAH 1.61 trillion.

According to the website of the National Bank of Ukraine (NBU), the volume of transactions to obtain cash using payment cards rose by 22.5% and amounted to UAH 1.039 trillion (64.5% of total transactions with payment cards), while that of non-cash payments by 48.5%, to UAH 571.275 billion (35.5% of total transactions with payment cards).

The total number of active payment cards last year grew by 5% or 1.55 million, reaching 32.4 million as of January 1, 2017. The number of contactless payment cards rose by 37.4% or 540,000, to 1.99 million. The number of payment cards with e-money function soared by six times, to 54,000.

"The number of retail and servicing companies using cashless payments last year grew by over 11% or 14,674, to 145,938. As of January 1, 2017 there were 33,800 ATMs and 219,200 terminals," the NBU said. The leaders in terms of payment cards are PrivatBank, Oschadbank and Raiffeisen Bank Aval.

 27 mineral fuel, petroleum and petroleum distillation products
94 furniture

48 paper, paperboard

27 mineral fuel, petroleum and petroleum distillation products

 84 nuclear reactors, boilers, machines
85 electric machines

08 eatable fruits and nuts

21 other mixed foodstuffs

72 ferrous metals

85 electric machines

26 ores, slags, ashes

12 oil seeds and fruits

= 84 nuclear reactors, boilers,

= 44 wood and articles of wood

23 remains and wastes of food industry

73 preparations from ferrous metals
28 inorganic chemicals

a 15 Animal or plant fats and oils

= 10 cereals

= 03 fish and crustacea

Shares, less than 1%

- 02 meat and meat preparations
- 62 textile clothes and textile articles of clothes
- Share, less than 1%

# KYIVSTAR TO SHARE FREQUENCY BANDS WITH VODAFONE UKRAINE, LIFECELL FOR INTRODUCTION OF 4G

he largest mobile communications operator Kyivstar has proposed to the National Commission for Communications and Informatization Regulation (NCCR) to distribute some of its frequency bands in the 1,800 MHz range between Vodafone Ukraine and lifecell for introduction of 4G communications, Kyivstar President Petro Chernyshov has said on his Facebook page.

"We proposed to the commission and other operators to share Kyivstar's frequency bands in the 1,800 MHz range for creating equal conditions for the introduction of 4G. I shall be honest with you. It would be difficult for us. We understand that we should move forward, introduce new technologies and catch the rest of the world," he said. He said that if the 4G tender is held only for the 2,600 MHz range, the network coverage

will be only in large cities due to small radius of towers in this range.

"The one thing is left: to find common ground with one of the market players, support and understanding of NCCR in distribution of frequencies in line with the needs of subscribers," Chernyshov said.

According to Vodafone Ukraine, Kyivstar uses 51% of frequency bands in the 1,800 MHz range, Vodafone Ukraine – 32% and lifecell – 17% fit to introduce 4G communications.

# UKRAINE INCREASES STEEL OUTPUT BY 8.5% IN JAN, REMAINS 10TH IN WORLDSTEEL RATING



krainian metallurgical enterprises in January 2017 increased steel production by 8.5% compared with January 2016, to 2.103 million tonnes, remaining on the 10th place in the ranking among 66 countries, the world's major manufacturers of these products, compiled by the World Steel Association (Worldsteel).

Growth in steel production in December was fixed in all countries from the top ten states. The top ten steel makers in January looks as follows: China (67.2 million tonnes, a 7.4% rise), Japan (9.002 million tonnes, a 2.7% rise), India (8.4 million tonnes, 12% up), the United States (6.874 million tonnes, a rise of 6.5%), Russia (6.183 million tonnes, an 11.6% rise), South Korea (5.86 million tonnes, a 3.2% rise), Germany (3.649 million tonnes, 1.2% up), Turkey (2.93 million tonnes, 12.8% up), Brazil (2.856 million tonnes, 14.4% up), and Ukraine (2.103 million tonnes, 8.5% up).

## HUAWEI TO OPEN RESEARCH CENTER IN KYIV BY LATE 2017



hina's Huawei Technologies Co, ranking third in the world in terms of sales of smartphones, intends by the end of 2017 to open a research center in Kyiv, according to a press release from the Ministry of Economic Development and Trade.

"Huawei has significant experience in implementing digital technology and we want to cooperate with Ukraine, because it has a great potential. This can be cloud solutions for medicine, egovernance, urban security, housing and utilities services (Smart House projects) and other sectors," Huawei President for Central Asia and the Caucasus Liu Hongyun said at a meeting with First Deputy Prime Minister, Minister of Economic Development and Trade Stepan Kubiv.

According to him, Ukraine has a great potential in the development of digital projects and technologies. The foreign expert said the country can realize a digital leap in the use of digital opportunities, but for this it needs to improve the efficiency of using radio frequencies, implement 4G communications, simplify licensing procedures for the use of micro base stations widely used in the EU.

Huawei is a global leader in the field of information and communications technologies. The company's products are sold in more than 170 countries. The company has 16 research centers around the world.

## INTERPIPE INKS FIVE-YEAR CONTRACT TO SUPPLY RAILWAY PRODUCTS WITH U.S. PROGRESS RAIL SERVICES



nterpipe Pipe and Wheel Company (Dnipro) has signed a five-year contract to supply railway wheels and axles to Progress Rail Services, a large suppler of railway products and solutions in North America belonged to Caterpillar.

The company said in a press release on Thursday that under the terms of this contract, Interpipe will annually deliver more than 10,000 finish-machined railway wheels and more than 1,000 finished-machined railway axles to its American partners.

The first shipments of railway wheels have been already made. The production of axles is scheduled for Q2 2017. All the products will be manufactured in accordance with the standard of Association of American Railroads and additional customer requirements. Interpipe is global producer of steel pipes and railway wheels, based in Ukraine. The company's products are marketed in more than 80 countries around the world through a network of sales offices located in key markets of Ukraine, the CIS, the Middle East, North America, and Europe.

#### ARCELORMITTAL KRYVYI RIH TO INVEST \$400 MLN IN MODERNIZATION IN 2017



A reclorMittal Kryvyi Rih plans in 2017 to use \$400 million in capital and operating investments in the development of the plant. According to a company press release, the funds will be spent on modernization of production, improving the environment, the overhauls of equipment and construction of new facilities, in particular, the second continuous casting machine.

The press service noted the main tasks of this phase of the investment program are to improve performance, replace obsolete equipment with new environmentally sound, and significantly improve the ecological environment both in Kryvy Rih and in the whole region.

According to CEO of ArcelorMittal Kryvyi Rih Paramjit Kahlon, the amount of funds invested in the development of the enterprise is another confirmation of not only the commitments undertaken when buying the mill but also the readiness to fully upgrade ArcelorMittal Kryvyi Rih by 2020.

# GEFCO UKRAINE SIGNS THREE-YEAR CONTRACT FOR LOGISTICS SERVICES WITH KONICA MINOLTA UKRAINE

The Ukrainian representative office of GEFCO Group, one of the leaders in the field of international logistics, has signed a contract with a subsidiary of Konica Minolta in Ukraine for providing logistics services for a three-year period. According to GEFCO, partnership relations between the two companies began in 2016 with a pilot project on warehouse logistics.

"A dialogue between the companies began with the issue of providing storage facilities in Kyiv. Later it turned out that the solution of this problem was considered by the management of Konica Minolta Ukraine as part of the strategy of transforming its supply in the market. The detailed analysis revealed those parts of the supply chain, the improvement of which would enable the company to enhance efficiency in future," GEFCO Ukraine CEO Oksana Yakovleva said.

GEFCO Group has more than 300 sites in 150 countries with a staff of 12,000 employees. In 2015 the group's turnover was EUR4.2 billion. Konica Minolta Ukraine is a subsidiary and an official representative of Konica Minolta Inc., Tokyo, Japan. The company specializes in business consulting, implementation and management of workflow systems.

#### TURNOVER OF RETAIL TRADE IN 2016, MLN.UAH



#### City of Kyiv Dripropetrovsk Kharkiv Odesa Lviv Kyiv Zaporizhzhy a N ano-Frankivsk Donetsk Vinnytsya · Poltava Mykolayis = Zhytomy Cherkasy Kherson Khmelnytskis • Volyn Zakarpattys Rivne Sum · Kirovohrad Chernihiy # Ternopil Chernistei Luhansk

# UKRAVTODOR, INFRASTRUCTURE MINISTRY APPROVE PLAN OF RE-FORMING AUTOMOBILE ROADS OF UKRAINE



The State Agency of Automobile Roads of Ukraine (Ukravtodor) and the Ministry of Infrastructure have signed an action plan to reform PJSC Automobile Roads of Ukraine for the next three years. According to the press service of the company, the document has been submitted to the government for review, while planned activities were officially started on February 20. These agencies will control the reform process. "In July 2016 a new team under my presidency was set up with a view to transform the company, which serves 97% of Ukrainian roads, from unprofitable and almost unusable to a cost effective and competitive structure in the market. We have developed a clear reform plan covering the next three years and in 2017 we begin to implement active changes," company head Artem Hrynenko said.

According to the company, by 2020 the company will have a vertically integrated structure with 24 branches, an updated asset structure, centralized procurement, fully automated processes and the staff of 16,000 people.

#### VEHICLES IMPORTS TO UKRAINE 74% UP IN U.S. DOLLARS IN 2016



mports of vehicles to Ukraine (new and used ones) grew by one third in 2016 compared to 2015, to 122,954 vehicles, while its value in U.S. dollars grew by 74%, to over \$1.9 billion, the Ukrautoprom association has reported.

The association said that passenger cars' share was a lion's share of total vehicles imports – 87,776 cars for \$1.442 billion, and over half of cars were imported from five countries: Germany (20%), Japan (13%), France (7%), the United States (7%) and Romania (6%). Imports of passenger cars grew by 41% and average customs price – by \$3,200, to \$16,400.

The association said that despite liberalization of the conditions for importing used cars, their share of total imports fell from 39% in 2015 to 25% last year.

Around 91% of used cars out of 22,300 were imported from the EU at the average customs price of \$7,800.

Imports of new passenger cars soared by 72%, to 65,500 for \$1.266 billion. Leader in supplies of new passenger cars was Japan (11,236). Germany is second with 6,883 cars and the United States is third with 65,699 cars. Romania is fourth with 5,422 cars and Slovakia is fifth with 4,572 cars.

## UKRAINIAN TOUR OPERATORS STAKE ON YOUTH AND FAMILY VACATION



krainian outbound tourism operators would stake on youth and family vacation in the summer season of 2017, Director of Tourism Development Center Volodymyr Tsaruk has said. "A recreation concept focused on active population – youth – has appeared in Ukraine. Today this active category of tourists with their own requirements and wishes," the expert said.

Among requirements of young tourists is healthy food, sports and beach during the day and noisy parties in clubs at night, as well as high-quality wi-fi for quick sharing own photos in social networks and be always online.

He said that TUI Ukraine would present the youth recreation concept in the 2017 summer season. "Most of Ukrainian tour operators positioned Turkey only as family recreation until recently, while the high-quality youth recreation segment was vacant," Tsaruk said.

The expert also said that according to the result of early booking for 2017, beach destinations in Ukraine (Turkey and Bulgaria) are sold 15-20% better than in 2016, and tour operators do not plan to narrow flight programs of 2016.

# UKRAINIAN MEDIA ONLINE ADVERTISEMENT MARKET EXPANDS BY 38% IN 2016

he Ukrainian media online advertisement market totaled UAH 1.784 billion in 2016, and this was 38% up on 2015, the Ukrainian Internet Association has said in a press release.

The direct sale share of the market was 47%.

The largest segment was the banner advertisement with 51.2% of the market. The share of advertisement in a video player (pre-roll, mid-roll, post-roll, pause-roll, overlay advertisement and picture-in-pause) was 28.7%, the share of in-page video (content-roll) was 4.8% and other unconventional solutions (pop-up or pop-under windows, catfish, screen glide, synchronous banners, frontlines, full screen advertisement, audio advertisement in the digital audio flow and other solutions) was 12.3% and sponsorship – 3%.

The media Internet advertisement recording was based on analysis of data from questioning of largest advertisement agencies, website and sales houses.

"AdPro(DAN), ITCG, Iplace, Publicis Groupe Media, TMGU, AdWork, DIEVO, MediaHead, Neos, Netpear, Promodo, newage leading online advertisement agencies and representatives of largest platforms, holdings and sales houses as Lux (Channel 24), RBC, RIA, Ukr.net, UMH, Digimedia, Admixer, DMDim/Go2Net, FISH, DigitalDecisions, Adwise, T-Sell, olx.ua, Finance.ua, Online.ua, Rontar, Novoye Vremia, Minfin.com.ua, Edipress, RST and Obozrevatel took part in the poll," the Ukrainian Internet Association said. ESTONIAN PROSPERUS CAPITAL BUYS MORE THAN 80% OF KYIVMISKBUD-2



stonian AS Prosperus Capital (Tallinn) intends to acquire 178.864 million common registered shares of PJSC Kyivmiskbud-2 Trust (Kyiv), the company has reported in the press.

According to data from the information disclosure system of the National Commission on Securities and the Stock Market, as of the third quarter of 2016 a similar stake of 178.864 million shares, or 80.87% in PJSC Kyivmiskbud-2 Trust was held by a Cypriot company.

According to Prosperus Capital's website, the company is engaged in raising funds of EU residents, as well as investors from the countries of Eastern Europe. Funds are placed in securities and various financial instruments, as well as projects for the development and leasing of commercial and residential real estate in Estonia.

#### CARLSBERG UKRAINE INCREASES SHARE OF UKRAINIAN BEER MARKET TO 29.9% IN 2016



The share of Carlsberg Ukraine, one of the largest producers of beer and soft drinks in Ukraine, of the Ukrainian beer market in 2016 amounted to 29.9% in real terms, which is 0.3 percentage points higher than in 2015. According to company a press release, with reference to data from Nielsen research company, its share in the kvass market in natural terms is 44.7%.

Last year Carlsberg Ukraine managed to significantly increase its sales in major network supermarkets.

The company estimates that in 2016 the beer market in Ukraine decreased by 7% compared to the previous year. There are several reasons for the fall of the market: the unfavorable economic situation in the country, the national currency devaluation, the reduced purchasing power of the population, as well as the consequences of fundamental changes in the industry regulation and a sharp increase in excise tax in 2016. Carlsberg Ukraine is part of Carlsberg Group, one of the leading brewing groups in the world, whose products are sold in more than 150 countries. 

GOVERNMENT APPROVES COMPENSATION OF 15% OF AGRICULTURAL MACHINERY COST TO FARMERS WITH GROWTH OF PRODUCTION LOCALIZATION



S tarting from 2017 farmers will receive partial compensation of the cost of agricultural machinery in the amount of 15% of its cost via banks if the production localization for the machinery in Ukraine exceeds 35%. Ukraine's Cabinet of Ministers approved the relevant resolution in Kyiv.

"We want to achieve that the localization of Ukrainian agricultural machinery manufacturers by 2020 reaches 60%," Agricultural Policy and Food Minister of Ukraine Taras Kutoviy said presenting the documents at a government meeting on Tuesday. He said that the decisions made foresee the increase of localization to 45% in 2018, to 55% in 2019 and to 60% in 2020.

The minister recalled that the legislation passed at the end of 2016 allocates 0.1% of the cost of gross agricultural products for this partial compensation, or around UAH 550 million. He said that next year the sum will be increased to 0.15% or around UAH 900 million, and will reach 0.2% in 2019, exceeding UAH 1 billion.

"The volume of agricultural engineering goods will be over UAH 4 billion," Kutoviy said. He added that deterioration of agricultural machinery at farms today is some 85%, and its pace exceeds the upgrade pace.

# EBRD CREATES COMPANY IN UKRAINE TO MANAGE OWN WAGONS

he European Bank for Reconstruction and Development (EBRD) has set up a company in Ukraine to manage its own wagons, Bank Senior Adviser Anton Usov has told Interfax-Ukraine.

"This is a specially created company CREA I UA LLC. It will carry out management. The bank will consider various options for the further development of events: sale of cars to a strategist, for example," he said.

Earlier EBRD Senior Banker Mark Magaletsky said in an interview with the Center of Transport Strategies that Interleasinginvest had not fulfilled its obligations on the EBRD loan service for financing the purchase of wagons and as a result the EBRD left the project with the assets that were pledged – freight wagons.

"Currently we already reach the finish line and have received the title of ownership of these cars. A subsidiary has been established, which is the holder of the wagons, and the cars will work directly on us. Some 2,387 cars – with this park we actually entered the top five largest private owners of wagons in Ukraine," Magaletsky said.

#### ARTYOMSOL TO USE UAH 199.6 MLN FOR MODERNIZATION IN 2017



he Ministry of Agricultural Policy and Food has approved the financial plan of state enterprise Artyomsol, which provides for the allocation of UAH 199.6 million for modernization of production. According to a press release from Artyomsol, these funds will be spent on modernization and reconstruction of workshops, the introduction of advanced equipment and technology, the modernization of mine technical and technological equipment.

"A significant amount of funds, which we will spend on the replacement of obsolete and the purchase of new equipment, will allow us, first of all, creating safe working conditions and improving the enterprise's efficiency. In addition, we continue to work on improving the quality of products and increasing the product range," Artyomsol head Volodymyr Dolia said.

Artyomsol is the largest enterprise for production and sale of table salt (NaCl) in Central and Eastern Europe. Its production facilities are located in Soledar (Donetsk region). The company exports its products to 19 countries. About 35% of the company's products are sold in Ukraine, and the rest are supplied abroad (data for 2016).

ELVORTI AGRICULTURAL MACHINERY MAKER POSTS 43% RISE IN SALES IN 2016



JSC Elvorti manufacturer of seeding and tillage machinery equipment (Kirovohrad, formerly Chervona Zirka) in 2016 increased sales by 43.3% compared to 2015, to UAH 938.4 million, according to the company. Some 52% of the products were sold in the Ukrainian market. According to chairman of the company supervisory board Pavlo Shtutman, capital investments exceeded UAH 61 million, UAH 65.8 million of taxes and fees was paid to the budgets of all levels, the average wage rose by almost 43% to UAH 6,440. "Increasing the production capacity and human resources in 2016, Elvorti expanded the range of products and introduced new ASTRA 4 and ASTRA 6 sowing machines, FORTIS 1600 wheel loaders and ELEX 81A backhoe loaders," the expert said. According to him, Elvorti plans in 2017 to increase production and sales by 22%. 

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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