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## Most in-demand specialists in 2021 were IT, sales, banking, marketing and logistics



The most in-demand specialists in 2021 were specialists in sales, IT, banking and investment, marketing, advertising and PR, as well as transport and logistics, according to a study by the expert-analytical center grc.ua. "The search for personnel during the year has more than doubled," Ruslana Berezovska, head of the expert-analytical center grc.ua, said.

In particular, vacancies in sales, IT, banking and investment, marketing, advertising and PR, transport and logistics increased from 91% to 174%.

At the same time, specialists in insurance, top management, law, sports, fitness and beauty industries, government service and non-profit organizations were not in demand in 2021.

According to the study, the leaders in the largest number of vacancies are Kyiv city, Dnipropetrovsk, Kharkiv, Odesa, Lviv, and Kyiv regions.

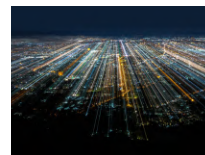
The top five spheres with the highest average wages included: IT and communication (UAH 54,000), top management (UAH 43,600), consulting (UAH 26,200), construction and real estate (UAH 24,800), and civil service (UAH 23,100).

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# Macro summary of Ukrainian economy in Oct-Nov

Oxford Economics has worsened its expectations for real GDP growth in Ukraine to 3.5% in 2021 from 4% in the August forecast, as well as the forecast for economic growth in 2022 – to 3.4% from 3.5%. The European Bank for Reconstruction and Development (EBRD) kept its forecast for Ukraine's economic growth in 2021 at 3.5%, according to its November forecast.



*Ukraine's real gross domestic product (GDP) in the third quarter of 2021 increased by 2.4% compared to the third quarter of 2020 after growing by 5.7% in the second quarter of this year.*

The growth of the Ukrainian economy in 2021, taking into account the preliminary data of the State Statistics Service for the third quarter, may turn out to be at the level of 3% against 4.6% set in the state budget for this year, which will mean the absence of payments on value recovery instruments (VRI) in 2023, according to experts interviewed by Interfax-Ukraine.

The surplus of the foreign trade of Ukraine for January-September 2021 increased by 95.7% compared to January-September 2020 – up to \$440 million.

The deficit of Ukraine's foreign trade in goods in January-September 2021 decreased by 37.9% compared to January-September 2020, to \$ 1.966 billion from \$ 3.166 billion, the State Statistics Service of Ukraine has reported.

The growth of consumer prices in Ukraine year-over-year in October 2021 decreased to 10.9% from 11% in September, the State Statistics Service reported.

The total public debt of Ukraine in October 2021 grew by 0.66% in U.S. dollars and amounted to \$92.63 billion, while it decreased by 0.28% in hryvnias, to UAH 2.438 trillion.

After a 0.7% decline in September in October 2021, industrial production in Ukraine returned to growth and grew by 1.4% compared to October 2020, the State Statistics Service reported.

Real wages in Ukraine increased by 4% in October 2021 y-o-y, and decreased by 2.2% compared to September of this year.

**Publisher of "Open4Business", PhD in Economics, Maksim Urakin**

## Ukraine to develop cooperation with Japan

Prime Minister Denys Shmyhal has said that Ukraine expects to further develop cooperation with Japan in the spheres of economy, IT and culture, the press service of the government reported.

"I am sure that Japan, as one of the world's largest investors, can also become one of the leaders in foreign direct investment in the Ukrainian economy," Shmyhal said following a meeting with Japanese Ambassador to Ukraine Kuninori Matsuda.

According to the prime minister, the conclusion of a new intergovernmental convention on the avoidance of double taxation can contribute to attracting investments.

"The Prime Minister stressed the importance of effective implementation of joint projects, in particular, the reconstruction of the Bortnychi wastewater treatment plant, which was also noted by the Japanese Ambassador to Ukraine Kuninori Matsuda," the press service said.



# Israeli ambassador: our investments in Ukrainian IT sector may rise after law on Diia city adoption

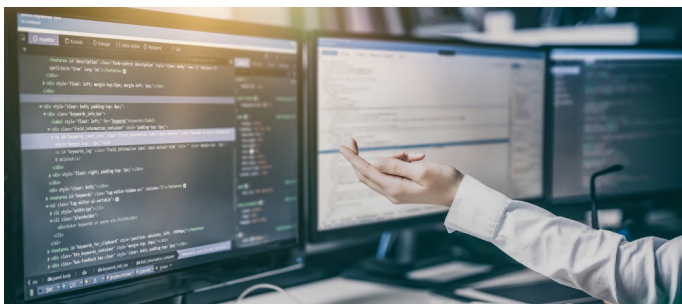
Israeli Ambassador to Ukraine Michael Brodsky expects the growth of Israeli investments in the IT sector of Ukraine after the adoption of the law on Diia City. “I believe that after the adoption of the law on Diia City new investments may come to Ukraine. We are already talking about a deeper participation of Israeli capital, Israeli companies in the IT market in Ukraine, as there are prerequisites for this. Now, together with the entry into force of Diia City, a legislative and tax base is being created. Therefore, I think that this direction today is very promising,” he told Interfax-Ukraine in an exclusive interview.

According to him, services related to the IT sector may also be included in the updated free trade agreement (FTA), the preparation of which will start in 2022.

“*The IT sector is one of the main sectors of cooperation between Israel and Ukraine in recent years, as over half of the outsourcing of the Israeli high-tech today falls on Ukraine,*” the ambassador said.

The ambassador also said “in Ukraine, there are 30,000 or 40,000 programmers for Israeli companies.” “In other words, imagine that each of these programmers earns on average \$3,000 to \$4,000 a month at least, or even much more. But even if we take the minimum wages, it turns out that multiply 30,000 or 40,000 by \$3,000 is the Israeli contribution to the Ukrainian economy, the contribution of Israeli companies,” Brodsky said.

“*On the other hand, according to him, “this is a Ukrainian contribution to the economy of our country, since Israel is sorely lacking in programmers.”*”



“Israeli high-tech is the locomotive of our economy. Income to the state treasury from high-tech is one of the most serious components of the Israeli national budget today. Therefore, if there are people in Ukraine who can help Israeli companies to fulfill their task, then that is great. This brings our countries closer together, and this is an absolutely mutually beneficial situation,” Brodsky said.

## Antonov wants to build five An-158 aircraft

The Ministry of Infrastructure is studying the possibility of purchasing the first five An-158 aircraft from the state-owned enterprise Antonov (Kyiv), which is part of Ukroboronprom, for the needs of the Ukrainian National Airlines (UNA), the Ministry of Infrastructure has reported on Facebook.

The signing of the relevant contracts is expected in the first or second quarter of next year.

“For Ukrainian National Airlines, the sole owner of which is the state, different classes of aircraft are needed. For regional and medium-haul flights, we are considering the An-158, which is ideal for flights around the country,” Minister of Infrastructure Oleksandr Kubrakov is quoted as saying.

Antonov enterprise expects that the contracts will be signed directly between the State Enterprise and JSC Ukrainian National Airlines.



# Ukraine ranks 21-st in terms of investment potential of energy transition in developing countries

With a cumulative rating of 1.74 out of 5, Ukraine ranks 21st in the ranking of the investment potential of developing countries in terms of energy transition, and 48th globally. This is stated in the tenth Climatescope report, which is carried out annually by the analytical center of the Bloomberg agency – BloombergNEF – and covers 136 countries of the world (107 developing and 29 developed).

Analysts note the country's progress in fulfilling the First Nationally Determined Contribution to the Paris Agreement, according to which Ukraine pledged to reduce greenhouse gas emissions to 60% of the 1990 levels by 2030, but did so much earlier. So, in 2019, according to the draft Ukraine's Greenhouse Gas Inventory for 1990-2019, carbone dioxide emissions amounted to 332 million tonnes – 37.6% of the 1990 level.



*It is also indicated that Ukraine, according to the updated Nationally Determined Contribution, pledged to reduce emissions by 65% by 2030 and increase the share of renewable energy sources (RES) in electromix to 25% by 2035.*

The report notes that Ukraine has met the previous target of increasing the share of renewables to 11% by 2020, in particular thanks to financial incentives and benefits from the government.

The analysts also mention “green” auctions, which are expected in 2022-2025.

At the same time, the issue for refusing fossil fuels refers to Ukraine's promise to abandon coal energy by 2035, which was given by representatives of the Ukrainian delegation at the COP26 climate summit in Glasgow. At the same time, in a comment to the Green Deal portal, Deputy Prime Minister of Ukraine Olha Stefanishyna said that the Cabinet of Ministers did not approve official documents in order to abandon coal generation by 2035, and the Ministry of Energy will have to adjust this date.

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## Volume of mortgage lending in Ukraine up by 2.5 times in Jan-Oct

In January-October 2021, Ukrainian banks issued 8,700 mortgage loans in the amount of UAH 7 billion, which is twice as high as the figure over ten months of 2020 in the number of such loans and 2.5 times more in the volume, the National Bank of Ukraine (NBU) said on Wednesday following a monthly survey of banks. According to it, lending in October decreased by 4.7% over the month in terms of the volume of mortgage loans (UAH 774 million) and increased by 2% in terms of the number – to 963 agreements.

The press service noted that the mortgage lending market remains concentrated: the five most active banks have concluded 90% of new deals.



# Ukraine exports furniture worth \$1 bln in Jan-Nov 2021

Ukraine exported furniture worth almost \$1 billion in January-November 2021, which is 43% more than in the same period last year, Oksana Donska, the head of the cluster platform of the Ukrainian Association of Furniture Manufacturers.

“*The Ukrainian furniture industry exported furniture for almost \$1 billion, which is 43% more than in the same period last year. Compared to previous periods, this is an absolute record, and in comparison with neighboring Poland, with the same forest resources and human capital, this is 14 times less,*” Donska said at a press conference in Kyiv.

In her opinion, in order to increase the production and export of furniture, Ukraine, first of all, needs a transparent and stable market for raw materials, clustering (association of furniture makers based on industrial parks), as well as a trilateral partnership of business, education and authorities in personnel training.

According to Donska, within the framework of the strategy being developed, Ukrainian furniture makers set a task to enter the top 10 furniture exporters in the next 10 years.

“Today the leader is China, which exports furniture dozens of times more than Germany, which ranks second, Poland is third. That is, we want to catch up with Poland and Germany, exporting furniture for at least \$14 billion. Today, Ukraine exports furniture to 199 countries of the world, and more than half goes to Germany and Poland, but for re-export. And today we have every opportunity to enter the direct markets for the sale of our products,” the expert said.



## Interpipe cuts profit by 80%

The international vertically integrated pipe and wheel company Interpipe in January-September of this year saw \$32.338 million in net profit, while for the same period last year it amounted to \$162.458 million.

According to the interim unaudited consolidated financial statements according to IFRS for January-September 2021, pretax profit amounted to \$56.505 million compared to \$178.133 million in January-September 2020 (a decrease of 68.8%).

In addition, Interpipe has reduced free cash from \$109.643 million at September 30, 2020 to \$103.007 million at the end of September 2021.



# ArcelorMittal Kryvyi Rih invests UAH 258 mln in Kryvy Rih

PrJSC ArcelorMittal Kryvyi Rih (Dnipropetrovsk region) in 2021 invested more than UAH 258 million in social initiatives in Kryvyi Rih and the region. According to a press release, this is the company's total contribution to large-scale projects in four areas – healthcare, education, cooperation with local communities, and the development of Kryvy Rih.

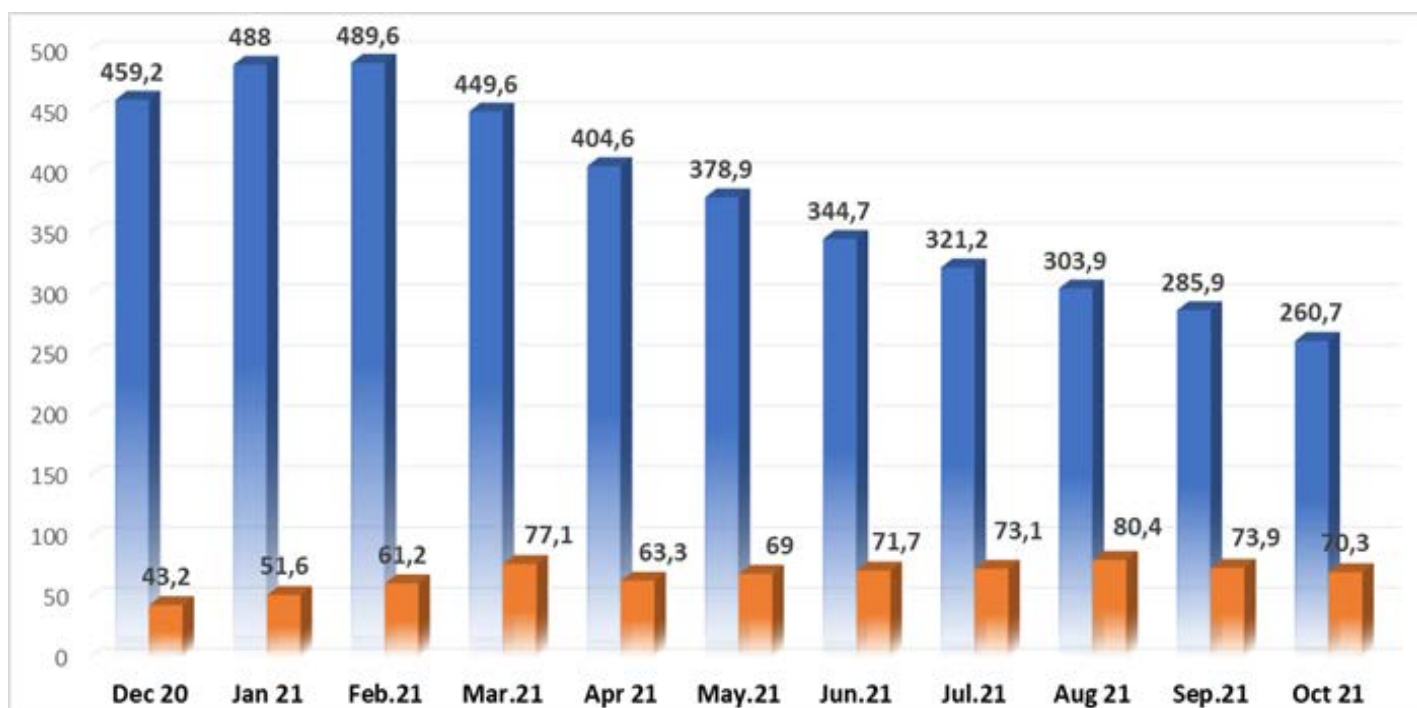
Summing up the results of 2021, CEO of ArcelorMittal Kryvyi Rih Mauro Longobardo said that the company has identified key areas for the implementation of social projects and the creation of a comfortable environment in Kryvy Rih, which is fully consistent with the development priorities of the city and local communities.

Investments in healthcare amounted to UAH 158 million, in the development of Kryvy Rih – UAH 70 million, in education – UAH 23.5 million, and in the development of local communities – UAH 7.1 million.

ArcelorMittal Kryvyi Rih is the largest manufacturer of rolled steel in Ukraine. It specializes in production of long products, in particular, rebar and wire rod.



## Number of unemployed in Ukraine and job opportunities, Dec 20 – Oct 21



## Ukrainian forest agency plants 240 mln trees in 2021

The State Forest Resources Agency of Ukraine has planted 240 million trees in 2021, it is planned to increase this figure by a quarter, to 300 million in 2022, according to a press release from the department on Tuesday.

“*This year, enterprises subordinate to the State Forest Resources Agency have planted 240 million seedlings and saplings. In addition, additional 9 million woody plants have been planted on the lands of other forest users,” head of the agency Yuriy Bolokhovets said.*

The State Forest Resources Agency clarified that 59.5 million out of 240 million trees have been planted as part of the presidential program Green Country, which provides for planting 1 billion trees in three years, its implementation began in the summer of 2021.

It is clarified that 51 million trees have been planted in Zhytomyr region, Rivne region – 29.5 million, Volyn region – 23.3 million, and Chernihiv region – 15.6 million.

In the forest-steppe regions, 66.5 million trees have been planted, including in Kyiv region – almost 20 million, Poltava and Sumy regions – almost 10 million each, Cherkasy region – 8.2 million, Kharkiv region – 6.2 million, Vinnytsia region – 5.2 million, Ternopil region – 4.4 million, and Khmelnytsky region – 3.7 million.



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## Profit of Ukrainian banks raises up by 1.5 times

The profit of Ukrainian banks in January-November 2021 increased by 52% – to UAH 65.728 billion, the press service of the National Bank of Ukraine (NBU) said.

According to the regulator, bank incomes for the 11 months of this year increased by 6.1% against the indicator for the same period last year – up to UAH 243.568 billion. In particular, fee and commission income increased by 32.6% – up to UAH 83.5 billion.



At the same time, the result from revaluation and from sales and purchases was negative and amounted to UAH 2.7 billion, which is 8.4 times less than in the same period last year (minus UAH 22.5 billion).

The expenses of the banking system in January-November 2021 decreased by 4.5% compared to this indicator in 2020 – to UAH 177.84 billion, including deductions to reserves – by 3 times, to UAH 8.3 billion. At the same time, commission expenses increased by 46% – to UAH 31.5 billion.



## Ukrainian Forest Agency: electronic timber accounting system now mandatory for all companies

All timber that will not be included in the electronic timber accounting system will be considered illegal due to the adoption of instructions on the electronic timber accounting system, the press service of the State Forest Resources Agency said.

According to its press release, the relevant instructions for the timber accounting system were approved by the order of the Ministry of Natural Resources and registered by the Ministry of Justice. Electronic timber accounting is a program for monitoring harvested and sold timber.

“The delay in the adoption of the electronic timber accounting instruction lasted more than a year and a half, since the adoption of the document was extremely unprofitable for the participants in the shadow market. Now we will bring out of the shadow those processes that take place in a third of the area of Ukrainian forests,” Viktor Smal, the deputy chairman of the State Forest Resources Agency for digital development, is quoted as saying. The agency explained the work of the electronic timber accounting system: a special tag is stuffed onto the harvested wood, in which information about the characteristics of the wood and the place of harvesting is encrypted.



## Antimonopoly Committee of Ukraine fines several Poroshenko's companies

The Antimonopoly Committee of Ukraine (AMCU) on Tuesday fined a total of UAH 283.62 million a group of companies (Interstarch Ukraine LLC, PrJSC Dniprovsky starch-molasses plant, PrJSC Intercorn) related to the Roshen confectionery corporation, the beneficial owner of Oleksiy Poroshenko (son of the fifth President of Ukraine Petro Poroshenko).

“The fine was imposed for two violations of the legislation on the protection of economic competition through abuse of monopoly position in the national market for the primary sale of corn syrup and glucose syrups,” the committee said in a press release.

“ *It was also found that the group is the only producer of corn starch in Ukraine with shares of 74.26% (in 2018) and 96.79% (in 2019).*”

The committee claimed that the specified group unreasonably increased prices for molasses and syrups in April-June 2018, February-March 2019 and October 2020, and also set different conditions for equivalent agreements with buyers of this product during 2018-2020 without justified reasons.

During the investigation, which lasted a year and a half, the committee established that in 2018-2020 the group was the only producer of molasses in Ukraine and the largest and most powerful market participant with shares of 65.49% (in 2018), 93.86% (in 2019) and 79.75% (in 2020), with importers being the only competitors.



# “Great tasting of Ukrainian wines” was held at Ministry of Agrarian Policy of Ukraine

On December 30, 2021, as a result of the annual work of Ukrainian winemakers and relevant associations, the Ministry of Agrarian Policy of Ukraine held the “Great Tasting of Ukrainian Wines.”

Event organizers:

- Ukrsadvinprom public union
- the Ukrainian Association of Winemakers and Sommeliers
- the Association of Craft Wine Producers
- the Association of Cavistes of Ukraine
- the Experts Club

The purpose of the event: popularization of wines of Ukraine by presenting the range of sparkling and still wines, both from well-known large producers and from small (craft) winemakers.

The presentation was attended by:

- Roman Leschenko – Minister of Agrarian Policy of Ukraine
- Volodymyr Pechko- head of Ukrsadvinprom
- Natalia Blahopoluchna – President of the Ukrainian Association of Winemakers and Sommeliers and the Association of Cavistes of Ukraine
- Svitlana Tsybak – President of the Association of Craft Wine Producers of Ukraine
- Heads and representatives of the departments of the Ministry of Agrarian Policy
- Representatives of wine producers and specialized organizations

20 producers presented their wines for tasting:

- |                            |                     |                           |
|----------------------------|---------------------|---------------------------|
| • Prince Trubetskoi Winery | • Oreanda           | • Villa Krim              |
| • Koblevo                  | • Chizay            | • Beykush Winery          |
| • Guliev Wines             | • Frumushika-Nova   | • Driukivski Wines        |
| • Babchuk Winery           | • Narovylo          | • Giginishvili Wine House |
| • Villa Tinta              | • Sadyba Sterkh     | • Slivino                 |
| • Bohdan’s Winery          | • Grapes Odesa      | • Don Alejandro           |
| • Kalyus Winery            | • Stakhovsky Winery |                           |

The presented samples (there were more than 50 of them) were from different grape varieties, such as the international group of varieties – Chardonnay, Riesling, Merlot, Cabernet Sauvignon, Pinot Noir, and local grape varieties – Sukholymansky, Chersegi, Saperavi, Odesa Black.

Brut category sparkling wines (white and rosé) were in the aperitif part of the presentation, and then white, rosé, orange and red dry wines from different regions of Ukraine amazed everyone with their quality, namely, from Odesa, Kherson, Mykolaiv, Zakarpattia, Dnipropetrovsk, Kyiv, Khmelnytsky, Vinnytsia.

In his welcoming speech, Minister of Agrarian Policy Roman Leschenko stressed the importance of abolishing the excise tax on dry wines from January 1, 2022, which will promote domestic wines and facilitate the work of winemakers, and thanked everyone for organizing such an important event and congratulated the audience on the coming year 2022!

Let’s go to the New Year with Ukrainian wine!

Interfax-Ukraine News Agency is an information partner of this event and other events of Ukrsadvinprom.

Special partner of the event – company Sophienwald, hand-made glasses from Austria.



## Philip Morris starts electronic recycling

Philip Morris tobacco company announced the beginning of recycling electronic devices that the company sells in Ukraine: IQOS, IQOS VEEV and IIL. “Users can return the old device at any IQOS Space store. From there, the electronics are sent for recycling to Philip Morris’s international partner Flextronics International Kft. (Hungary),” the company said in a statement.

According to it, about 608,000 products have already been received for recycling from Ukraine to Hungary, in particular devices, holders and chargers for devices that the company has collected thanks to exchange programs.

The company indicated that it is possible to hand over used sticks, pods, cartridges and even electronic cigarettes from other manufacturers for recycling; their utilization is provided by the Ukrainian partner of Philip Morris – Waste Management Center LLC.



## Bioniq Ukraine: smart health management system presented in Kyiv

On December 8, a presentation of the British health-tech company Bioniq took place at the Queen Kyiv restaurant complex. The international startup announced that it had signed an agreement with a local partner to promote the brand on the Ukrainian market. The company’s products were presented by Vadim Fedotov, the CEO and co-founder of Bioniq, and Oleksandr Orlov, the founder of the Bulldozer Group Ukraine restaurant holding, the general partner of Bioniq in Ukraine.

The British health-tech company Bioniq is dedicated to personalized smart health tracking solutions. The company was founded in 2019 and is headquartered in London. Bioniq currently operates in the UK, Europe, the United Arab Emirates and now in Ukraine, offering its clients individual solutions to optimize their health.

“The task of Bioniq is to make health accessible and provide personalized solutions for everyone. Entering the Ukrainian market with the partner Bulldozer Group Ukraine allows us to expand access to the health monitoring platform for another country and give the citizens of Ukraine the opportunity to learn more about themselves and receive solutions to optimize their health. For a long time, we have heard about the demand of the Ukrainian market in terms of creating a need for the launch of Bioniq. And we are happy to finally announce that in the near future the company’s products will become available to Ukrainians,” Vadim Fedotov, the CEO of Bioniq, said.

During the presentation, two cutting edge Bioniq products were introduced to the guests. Bioniq LIFE is a concierge service that has already established itself among the advocates of a healthy lifestyle in the UK and the UAE. The product allows you to get rid of vitamin deficiencies on the basis of a blood test. The service works in a subscription format, the program also includes support from a personal manager and recommendations from health experts.

Simultaneously with the release of Bioniq in Ukraine, the launch of a new product – Bioniq GO – was announced at the event. The level of its personalization is 200,000 times higher than analogues on the market. The product is selected individually after passing a non-contact test thanks to the company’s database, now the service has performed more than 50,000 blood tests and prepared personalized solutions for 30,000 customers on three continents.

As part of the presentation of Bioniq Ukraine, the guests of the event had the opportunity to be among the first in Ukraine to feel the innovativeness and individual approach of Bioniq, so the first checkups were carried out immediately at the location. After a detailed study of a blood test for more than fifty parameters, Bioniq creates personalized solutions that allow optimizing vitamin and nutrient deficiencies in the body, and therefore optimizing one’s health in the face of daily stress and rush.

Learn more about Bioniq Ukraine: [bioniq.com/ua](https://bioniq.com/ua), [instagram.com/bioniqukr](https://instagram.com/bioniqukr), 067 444 00 33

## Retail turnover grows in Ukraine

The turnover of retail trade in Ukraine in November 2021 compared to the same month in 2020 in comparable prices increased by 5.8%, while in October the growth was 5.7%, the State Statistics Service reported.

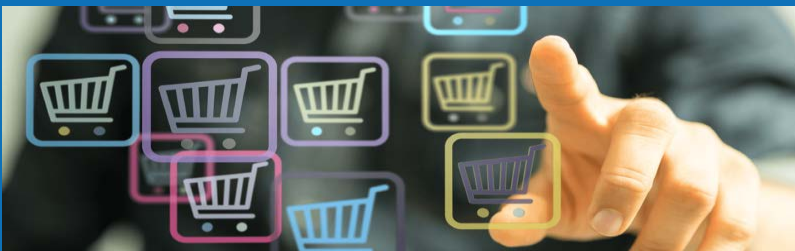
According to its data, in November compared to October 2021, retail turnover increased by 0.1%.

In January-November 2021, compared to January-November 2020, the retail trade turnover increased by 11.2%, to UAH 1.29 trillion.

“ *The largest growth in retail trade turnover of enterprises (legal entities and individual entrepreneurs) for the 11 months of 2021 compared to the same period in 2020 was recorded in Chernivtsi (by 27.6%), Ternopil (by 24.4%), Zakarpattia (by 20.3%), Vinnytsia (by 19%).*

According to the statistics department, the leaders in absolute indicators of the volume of retail trade in 11 months ending November 30, 2021 were: Kyiv city (UAH 248.785 billion), Dnipropetrovsk (UAH 118.223 billion), Kyiv (UAH 108.185 billion), Odesa (UAH 95.664 billion), Kharkiv (UAH 87.153 billion) and Lviv (UAH 79.974 billion) regions.

The State Statistics Service said that the turnover of retail enterprises (legal entities) in November 2021 compared to November 2020 grew by 6.4%, compared with October 2021 – by 0.1%, amounting to UAH 92.464 billion.



This digest is a mutual project of the Interfax-Ukraine News Agency and the Open4business.com.ua. Maksim Urakin is a project director of the Biweekly news digest of Open4business.com.ua.

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## Open4Business helps foreign businesses to search for opportunities and expand to Ukrainian market

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The platform and related organizations provide a holistic set of services needed to successfully penetrate the Ukrainian starting from establishing foreign trade relations with local companies and up to establishing a subsidiary or acquiring a company in Ukraine.



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The List of Main Services:

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- PR campaigns
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