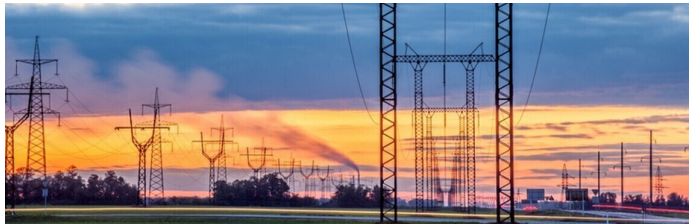




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## UKRAINE AND EU AGREE ON SUBSTANTIAL INCREASE IN ELECTRICITY IMPORTS



Ukraine and the EU have agreed to increase the capacity of electricity imports during the winter months to 2.1 GW, Ukraine's Energy Ministry said Tuesday.

"Starting December 1, the maximum capacity of imports of e/e from EU countries will be increased from the current 1.7 GW to 2.1 GW. This will increase the resilience of the Ukrainian energy system in the face of criminal Russian shelling and infrastructure destruction. I am grateful to European partners, in particular to European Commissioner Kadri Simson for their consistent position and effective steps to support our energy system on the eve of winter," Energy Minister German Galushchenko was quoted by the press service as saying.

Ukraine will also additionally have an opportunity for guaranteed 250 MW of overflow capacity from the EU in emergency assistance mode.

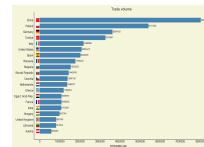
As the Energy Ministry recalled, the need to make an important decision for Ukraine on increasing the import capacity was discussed at a meeting between Ukrainian President Volodymyr Zelenskyy and European Commission President Ursula von der Leyen in September in Kiev.

## HEADLINES

06 November 2024



OKKO GROUP HAS STARTED CONSTRUCTION OF ALL-SEASON MOUNTAIN RESORT WORTH \$1.5 BLN



GEOGRAPHIC STRUCTURE OF UKRAINE'S FOREIGN TRADE (TRADE VOLUME) IN JAN-JULY 2024, THOUSAND USD



NUMBER OF STORES OF UKRAINIAN RETAILERS INCREASED BY 9.5% IN 9 MONTHS



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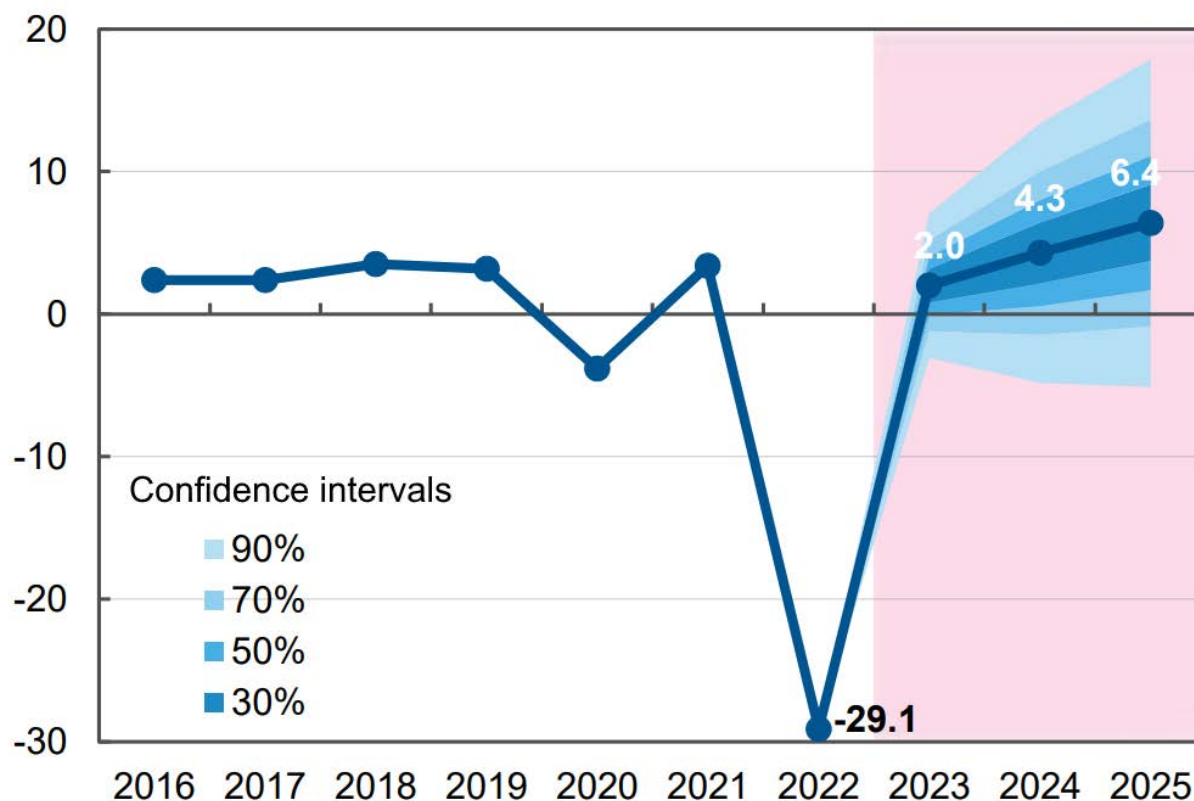


UKRAINE AND CHINA WORKING TO OPEN CHINESE MARKET FOR UKRAINIAN PEAS, POULTRY, CORN AND FISH PRODUCTS



UKRAINE EXPORTED 12 MLN TONNES OF GRAIN IN 2024/25 MY

# FORECAST OF DYNAMICS OF CHANGES IN UKRAINIAN GDP IN % FOR 2016-2025 IN RELATION TO PREVIOUS PERIOD



## JAPAN TO PROVIDE \$3 BLN LOAN TO UKRAINE UNDER G7 ERA INITIATIVE

Ukrainian metallurgical enterprises increased production of rolled steel in January-September this year, according to preliminary data, by 22.7% year-on-year, to 4.821 million tons from 3.929 million tons.

According to Ukrmetallurgprom on Tuesday, steel production during the period increased by 28.2% to 5.884 million tons, and pig iron production by 21.9% to 5.356 million tons.

In September, the company produced 503.9 thousand tons of rolled products, 610 thousand tons of steel, and 624.1 thousand tons of pig iron, compared to 589.3 thousand tons of rolled products, 690.7 thousand tons of steel, and 643.6 thousand tons of pig iron in the previous month.

As reported, in 2023, Ukraine increased production of total rolled products by 0.4% compared to 2022 – up to 5.372 million tons, but reduced steel production by 0.6% to 6.228 million tons, and pig iron by 6.1% to 6.003 million tons. In 2022, Ukraine reduced production of total rolled products by 72% compared to 2021, to 5.350 million tons, steel by 70.7% to 6.263 million tons, and pig iron by 69.8% to 6.391 million tons. In 2021, the company produced 21.165 million tons of pig iron (103.6% compared to 2020), 21.366 million tons of steel (103.6%), and 19.079 million tons of rolled products (103.5%).





# EU FINALIZES UP TO EUR 35 BLN FOR UKRAINE FROM FROZEN RUSSIAN MONEY

The EU Council has finally approved a financial aid package for Ukraine, including an exceptional macro-financial assistance (MFA) loan of up to EUR35 billion under the G7's Emergency Revenue Assistance (ERA) initiative, which provides for up to USD50 billion to be repaid with proceeds from frozen Russian assets.

According to a post on the social network X of Hungary, which holds the EU presidency, a credit cooperation mechanism was also approved to help Ukraine repay loans of up to EUR45 billion (about \$50 billion) provided by the EU and G7 partners under this initiative.

Earlier it was reported that the terms of the new MFA will be tied to the terms of the Ukraine Facility, and its disbursement is scheduled to begin by the end of this year.

The day before, US Treasury Secretary Janet Yellen said that the US is very close to finalizing the US part of the ERA loan. "We are 99% ready," she said. According to her, the United States is still waiting for guarantees from the European Union to introduce a longer-term sanctions regime to ensure that the profits from Russian assets remain available. Currently, the EU sanctions regime requires a unanimous extension every six months, and its extension to three years is being blocked by Hungary.

According to German Finance Minister Christian Lindner, with such funding from the United States, the European Union's support will amount to "approximately EUR18 billion," which is equivalent to about \$20 billion, although the EU has approved a loan under the ERA of up to EUR35 billion as a safety net.

On October 22, the United Kingdom announced that it was providing Ukraine with a GBP2.26 billion (almost \$3 billion at current exchange rates) military loan to purchase the necessary military equipment under the ERA.

Back in June, immediately after the G7 decision on the ERA initiative, Canada announced the allocation of CAD5 billion (\$3.6 billion at the current exchange rate) under the initiative.

The IMF, in its updated EFF Extended Fund Facility program following the fifth review, indicated that if the war ends at the end of 2025, Ukraine will need \$33.1 billion of the \$50 billion to support its budget: \$19.1 billion next year, \$9.2 billion in 2026, and \$4.9 billion in 2027.

In a negative scenario, if the war continues until mid-2026, Ukraine's budget will need the full \$50 billion to cover the deficit.

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## DYNAMICS OF EXPORT OF GOODS IN JAN-JUNE 2024 BY THE MOST IMPORTANT ITEMS IN RELATION TO THE SAME PERIOD OF 2023, %



Fats and oils of animal or vegetable origin

▲ +7,3% (3 078,8 million USD)



Ferrous metals

▲ +3,3% (1 464,6 million USD)



Grain crops

▼ -1,5% (5 263,4 million USD)



Electrical machines

▼ -63,1% (366,0 million USD)

# 10TH KYIV INTERNATIONAL ECONOMIC FORUM WILL BE HELD IN KYIV

On November 7, the 10th **Kyiv International Economic Forum ( KIEF) 2024** will be held with the theme “The Power of Challenge. What will shape the future of Ukraine and the world?”.

For the third time, the forum will be held in Kyiv under martial law. Its participants will discuss the war in Ukraine in the context of the global world: protecting Ukraine's economic interests in the EU, opportunities and challenges for human capital, the future of the energy system, Ukrainian Defense Tech in the global technology market, and business relations with the government to restore Ukraine.

This year's Forum will be held against the backdrop of the US presidential election scheduled for November 5. The election results will be one of the key topics for discussion among speakers and participants.

“It is important that business, government and society work together to create effective mechanisms of cooperation. Especially now, when the full-scale invasion of Ukraine is compounded by global instability. We are on the verge of great changes, and the question before us is: how will we use them? Will these challenges become an insurmountable obstacle or, on the contrary, an incentive to find new solutions and move forward? “ said Yuriy Pyvovarov, CEO of the Kyiv International Economic Forum.

The organizers expect more than 100 speakers to take part in 16 panel discussions.

Among them:

Representatives of the international community

– Vyacheslavs Dombrovskis, Minister of Economy and Energy of Latvia (2014), Minister of Education and Science of Latvia (2013-2014)

– Katarīna Mathernova, Ambassador of the European Union to Ukraine

– Michael McFaul, Professor of Political Science at Stanford University (online)

– John Denton, Secretary General of the International Chamber of Commerce (ICC)

– Crispin Allison, senior partner at Marsh McLennan

– Konstantinos Nakis, Partner and President of Chicago Atlantic Trident

– Dan Rice, President of American University Kyiv, former US Army officer

Leaders of the business community

– Olga Ustinova, CEO of Vodafone Ukraine

– Vasyl Khmelnytsky, Forum initiator, founder of UFuture holding

– Yevhen Osypov, CEO of Kernel

– Natalia Yemchenko, Director of Public Relations and Communications at SCM

– Galina Gerega, co-founder of Epicenter Group of Companies

– Taras Kitsmei, co-founder and member of the Board of Directors at SoftServe

– Sergiy Voitsekhovskiy, member of the Board of Directors, BGV Group Management

The discussion panels will also include participants from the public sector – representatives of the Cabinet of Ministers, the Office of the President of Ukraine, and the Verkhovna Rada.

Program updates and speaker announcements can be found on the website.

This year, in partnership with Gen.Ukrainian, KIEF is allocating part of the proceeds from ticket sales to the psychological rehabilitation of children affected by the war. The funds will be used to organize Gen.Camp camps where children will receive professional help from qualified psychologists and psychotherapists. In addition, those interested can make additional donations at the link.

The Kyiv International Economic Forum is one of the largest international forums in Eastern Europe, bringing together representatives of business, government and society to discuss key economic issues and global trends.

A number of ideas discussed at KIEF were later implemented, in particular, at the legislative level: industrial parks, an export credit agency, energy service contracts, a moratorium on the export of roundwood, and a reduction in the unified social tax. These tools have attracted billions of dollars in investment and increased Ukraine's GDP.

Registration for the Kyiv International Economic Forum is available here.

Title partners: UFuture, Mastercard, Nova Poshta, AEQUO

Partners: Biopharma, INTERPIPE, FUIB, MHP, Epicenter, PrivatBank, DTEK, Lamel, Ajax Systems, Biosphere Corporation, Sense Bank, Kernel, Vodafone, OKKO, Metinvest

Program partners: ACC (American Chamber of Commerce in Ukraine), Center for Social Change and Behavioral Economics, GLOBSEC

Business expert: Forbes Ukraine

Title media partners: Starlight Media, 1+1 media

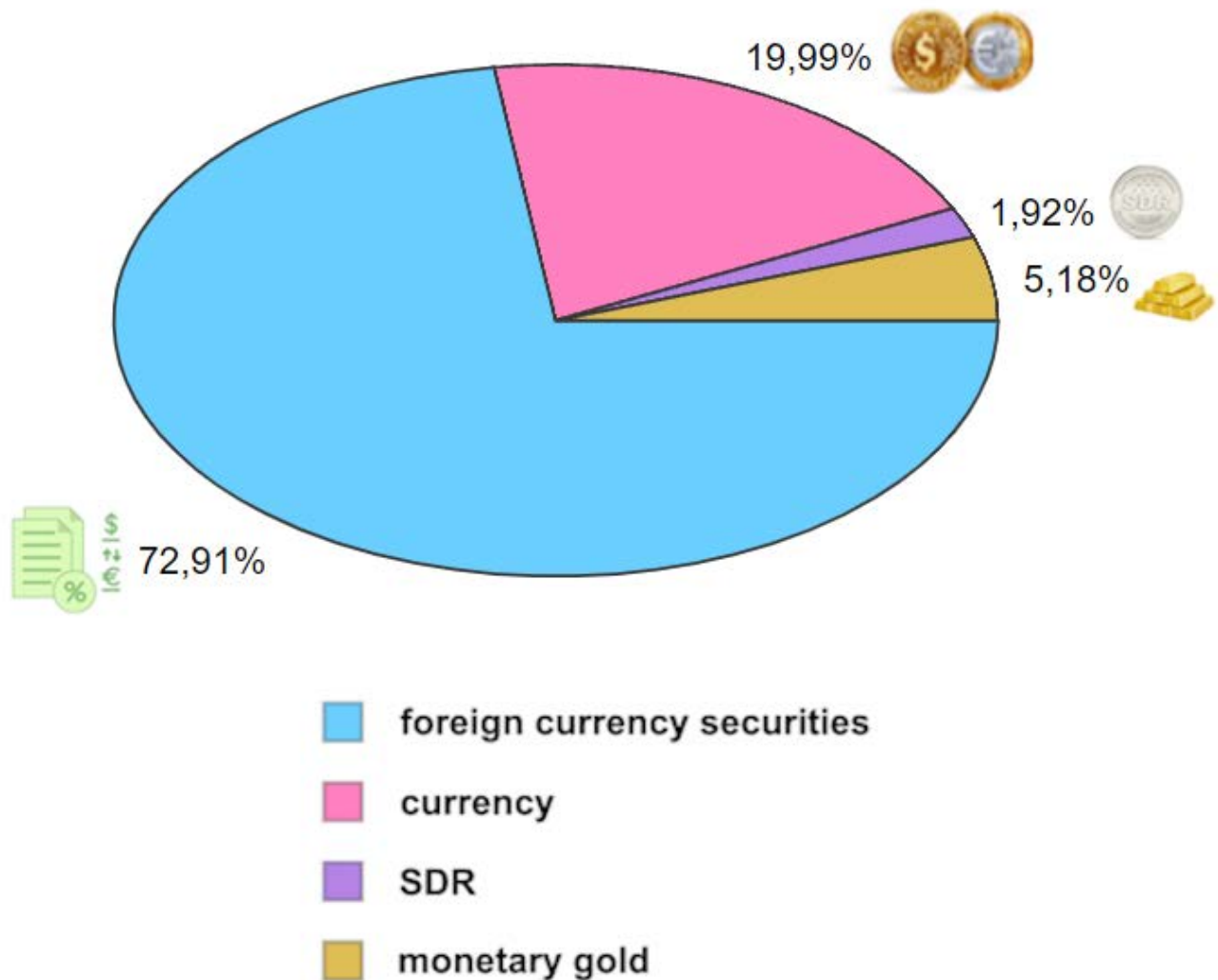
Media partners: New Voice, LIGA.net, RBC-Ukraine, Delo.ua, Interfax-Ukraine, The Kyiv Independent, TAVR Media, Mind.ua, Kyiv Post

To apply for media accreditation: [accreditation form](#).

Contact person for media accreditation:

Bohdana Myshkovska, Email: [bogdana@sameandfriends.com](mailto:bogdana@sameandfriends.com), Tel: +380 63 597 4806

# STRUCTURE OF FOREIGN EXCHANGE RESERVES AS OF 31.07.2024



## RATING OF LEADERS OF INSURANCE MARKET OF UKRAINE BY COLLECTED PREMIUMS IS PRESENTED

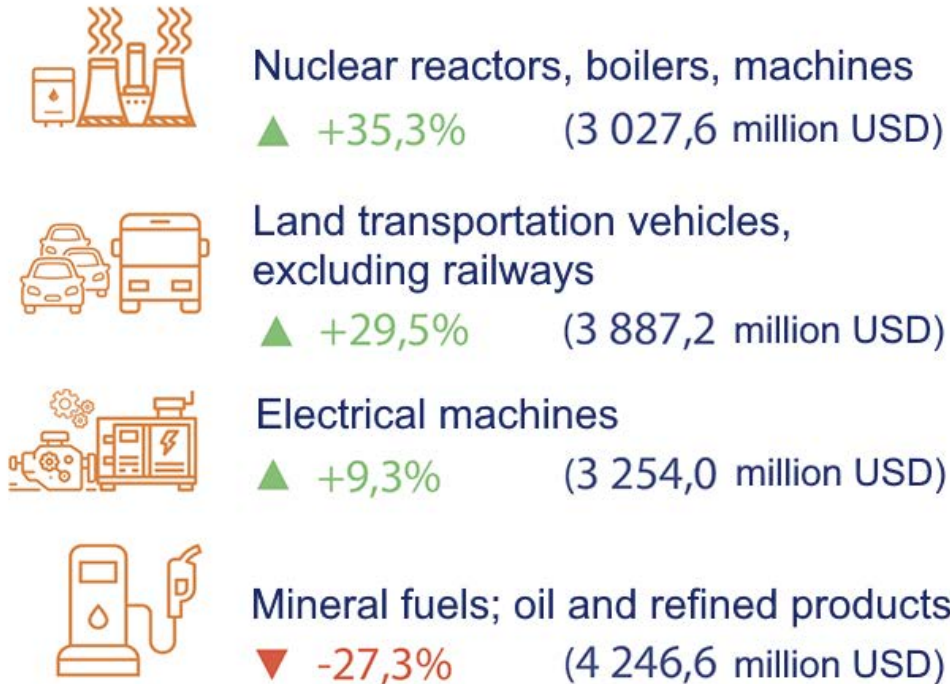
Leaders of the insurance market of Ukraine by collected premiums in January-August 2024 became insurance companies SG "TAS" (UAH 3,056 billion), "ARKS" (UAH 2,801 billion), "Unica" (UAH 2,564 billion), "INGO" (UAH 2,223 billion) and IC "VUSO" (UAH 2,197 billion), according to the website of the National Association of Insurers of Ukraine (NASU). It is noted that there have been no changes in the top 5 leading companies of Ukraine compared to 7M. 2024 did not occur.

In the top-5 in the market of compulsory motor liability insurance on collected premiums there were no changes and according to the results of eight months are leading SG "TAS" (UAH 913.6 mln), "Oranta" (UAH 874.2 mln), "Knyazha VIG" (UAH 669 mln), "ROM" (UAH 414.1 mln) and "VUSO" (UAH 286.8 mln).

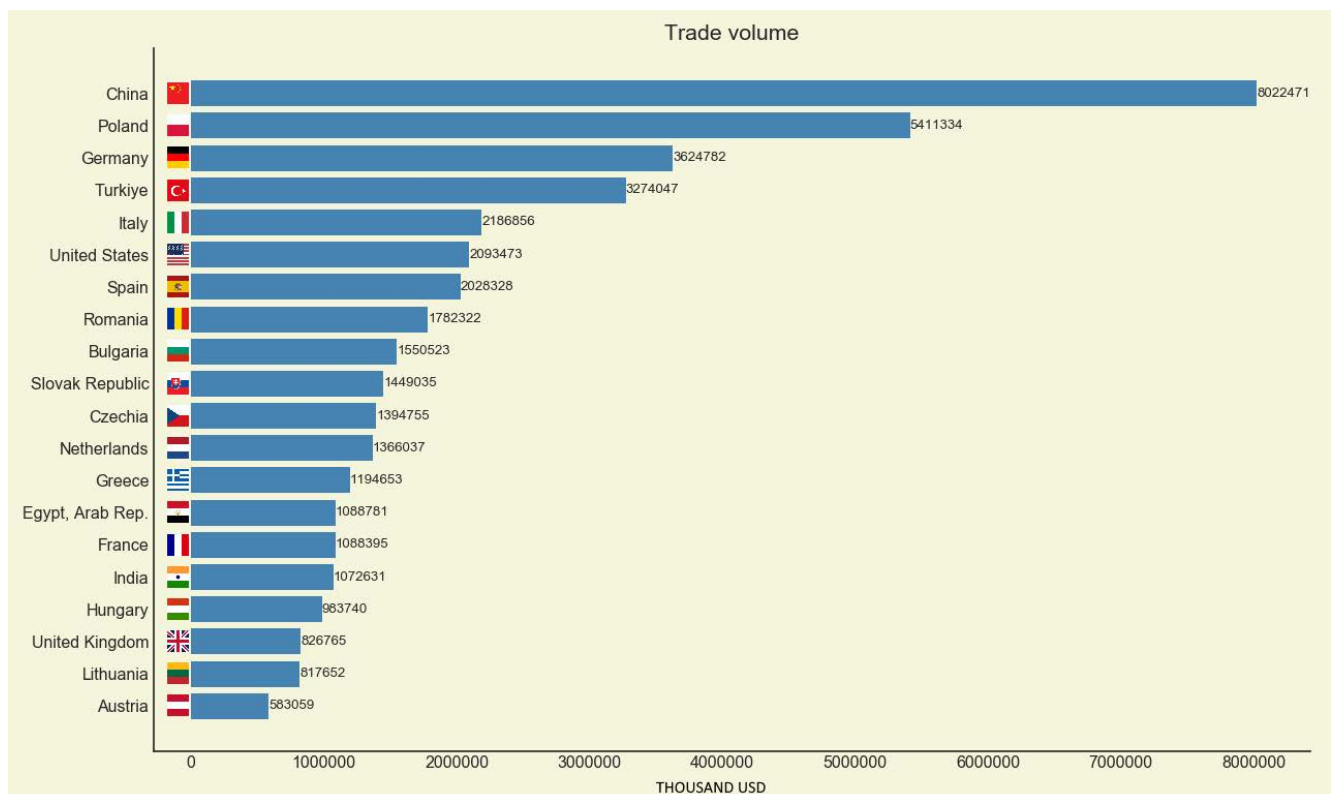
The leaders in the Green Card market in terms of premiums collected during the period are TAS (UAH 891.7 mln), USG (UAH 484.2 mln), Knyazha VIG (UAH 425.6 mln), ROM (UAH 362.4 mln) and Oranta (UAH 284.8 mln) (no changes).

There are also no changes in the CASCO market: as before, it is headed by IC "ARKS" (UAH 1.517 billion), "Arsenal Insurance" (UAH 1.228 billion), "Unica" (UAH 721.6 million), "VUSO" (UAH 625.7 million) and "USG" (UAH 575.3 million).

# DYNAMICS OF IMPORT OF GOODS IN JAN-JUNE 2024 BY THE MOST IMPORTANT ITEMS IN RELATION TO THE SAME PERIOD OF 2023, %



## GEOGRAPHIC STRUCTURE OF UKRAINE'S FOREIGN TRADE (TRADE VOLUME) IN JAN-JULY 2024, THOUSAND USD





## UKRAINIAN FIRE PROTECTION MANUFACTURER KOVLAR GROUP DOUBLED ITS PRODUCTION OUTPUT

In the first 9 months of 2024, Kovlar Group's production increased by 100% compared to the same period in 2023.

According to the company, the main consumers of fire protection in 2024 were system developers of commercial real estate and infrastructure.

“*The key components of this growth are the adaptation of the production cycle to wartime conditions and the high competitiveness of Ammokote products,” said Konstantin Kalafat, CEO of Kovlar Group.*

Today, the company continues to carry out research and development activities to develop new promising fire protection materials necessary for the reconstruction of Ukraine. This allows us to keep the development of the Ukrainian fire protection industry at the global level and significantly reduces the import dependence of the domestic fire protection market.

Today, Kovlar Group is the largest Ukrainian manufacturer of fire protection products, which occupies about 60% of the Ukrainian fire protection materials market and offers more than 20 products under the Ammokote brand.

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## UKRCEMENT, UKRMETALLURGPROM, UKRFA AND OTHERS ASK ZELENSKY TO RESTORE EMPLOYEE RESERVATIONS

The National Association of Extractive Industries of Ukraine, Ukrmetallurgprom, the Ukrainian Association of Ferroalloy Producers (UkrFA), the All-Ukrainian Union of Construction Materials Producers, and Ukrcement ask President Volodymyr Zelenskyy to instruct the ministries to promptly resume booking employees through the Diia portal.

“*We understand and share the president's desire to put things in order with the booking of workers. However, against the backdrop of questionable decisions by local authorities, the relevant ministries have also completely suspended the booking process,” the letter, which was seen by Interfax-Ukraine, reads.*

Its authors recognize that the current reservation procedure is not perfect and contains certain flaws that allow companies that are not in fact critical enterprises to be granted the status of critical enterprises. However, in the associations' opinion, it is primarily a matter of the possibility of obtaining such a status by decision of local state (military) administrations.

At the same time, the letter states, following a meeting held in early October and the Cabinet of Ministers' decision to audit the decisions made on reservations, some ministries also suspended the reservation process, although it was declared that this decision did not apply to them. According to the associations, these ministries have completely suspended the processes of confirming the status of critical enterprises and booking employees for truly important enterprises that have already received this status from the relevant ministry. In addition, the possibility of booking employees through the Diia portal has been suspended until November 15.

“We are confident that your instructions were aimed at identifying risks and shortcomings for their further elimination, but were not intended to stop all processes of booking personnel for truly critical enterprises, which could completely stop the economy and lead to catastrophic consequences,” the letter says.

As reported, after the government's protocol decision of October 8 to audit decisions on recognizing enterprises as critical to the economy, the booking process was effectively paralyzed, which caused protests from many business associations.

# OKKO GROUP HAS STARTED CONSTRUCTION OF ALL-SEASON MOUNTAIN RESORT WORTH \$1.5 BLN

OKKO Group has begun construction of the all-season mountain resort GORO Mountain Resort at the foot of the Vysokyi Verkh mountain range at an altitude of 650 m above sea level in Lviv region, the group’s website reported on Wednesday.

“ The total investment in the recreation project is estimated at \$1.5 billion. OKKO Group plans to invest \$500 million using its own and credit funds, and another \$1 billion is planned to be raised from other investors. The total area of GORO Mountain Resort will be almost 1200 hectares, of which 360 hectares are planned for mountain and ski infrastructure, and more than 800 hectares for the development of hotel, commercial and recreational facilities.

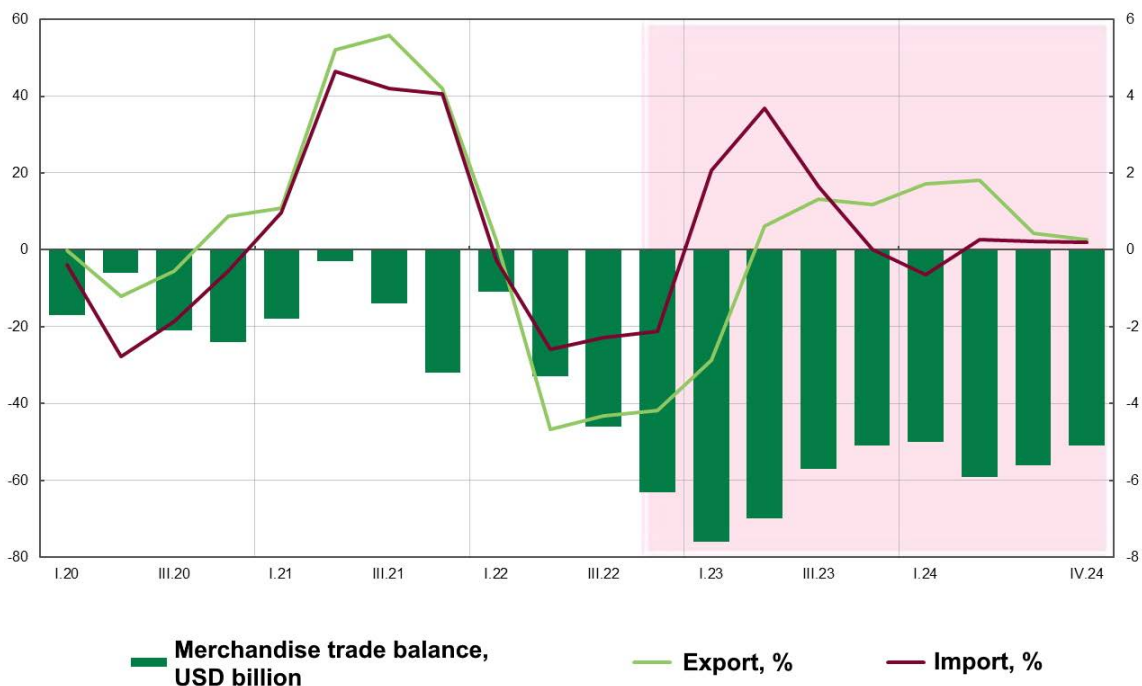
Over the next 15 years, it is planned to build 41 75 km long ski runs with 342 hectares of snow cover, 17.5 km of ski lifts, including two modern gondola lifts and 11 chair lifts, as well as Welcome and Mountain centers.

The construction of the first stage of GORO with a total area of 127 hectares has already begun 5 km from Slavske village and is expected to be completed in 2028-2029. It will include 10 ski slopes with a length of 13 km, five hotel complexes with 1100+ rooms, along with recreational infrastructure with spa areas, swimming pools, restaurants, children’s and business areas.

OKKO Group in GORO Mountain Resort acts as the sole owner, major investor, master developer, developer and operator to ensure the harmonious development and holistic concept of the all-season recreational project.

OKKO Group has engaged world-class Austrian experts to create an international format: PKF Hospitality (investment analysis and concept), ILF Group (master plan and ski infrastructure) and Doppelmayr/Garaventa Group (design of lifts and cable cars). GORO Development, an investment and development company, is engaged in the development and construction of real estate on the territory of GORO Mountain Resort, and a single operator will manage the complex.

## 2022-2024 GOODS TRADE BALANCE FORECAST (USD BILLION)





# “NOVA POSHTA” LAUNCHES COURIER DELIVERY IN NETHERLANDS AND PLANS TO OPEN BRANCHES

“Nova Poshta, Ukraine’s largest logistics operator, has launched courier delivery in the Netherlands and plans to open its own branches in Amsterdam and Utrecht in the near future, the company’s press service reports.

“Nova Poshta is already working with courier delivery in all cities of the Netherlands. In the near future, we plan to open our own branches in Amsterdam and Utrecht to make even more services available to our customers,” the press service of Nova Poshta quoted Anton Chernysh, CEO of Nova Post in the Netherlands, as saying.

It is reported that the Netherlands has become the 16th foreign market for the company.

Customers can order targeted delivery from Ukraine to any address in the Netherlands, as well as use the services of a courier to send. Parcels can be sent throughout the Netherlands and between European countries. Private clients and companies can send parcels up to 1 thousand kilograms, the company said in a statement.

The current delivery tariff for individuals from October 21, 2024 is UAH 1 thousand for documents up to 1 kg, small parcels up to 2 kg – UAH 1.05 thousand, medium (up to 10 kg) – UAH 1.6 thousand, large (up to 30 kg) – UAH 2.6 thousand, cargo over 30 kg – UAH 100 for every 1 kg and UAH 250 for every 100 kg. Prices are quoted in UAH including VAT.

## NUMBER OF STORES OF UKRAINIAN RETAILERS INCREASED BY 9.5% IN 9 MONTHS

In January-September 2024, the number of stores of surveyed Ukrainian retailers increased by 9.5%, or 1,925 outlets, with Kyiv, Dnipro and Lviv regions leading the way, according to a study by the Ukrainian Retailers Association.

“*The number of operating stores in the first nine months of this year continues to show positive dynamics. Thus, in January-September 2024, 1925 stores were opened and 649 were closed for various reasons. Accordingly, during this period, the net increase amounted to 1276 retail outlets. It should be reminded that in the first six months of 2024, 837 stores were added,*” the association said in a statement.

According to the association, the largest number of stores is concentrated in Kyiv and the region – 5266 retail facilities. It also has the largest increase in retail outlets: in nine months, the number of operating stores increased by 473, including 328 closed stores.

Dnipropetrovska oblast ranks second with 2,075 operating stores. At the same time, 180 outlets were reopened or launched in the region and 64 stores were closed during the reporting period.



Lviv region is the third most concentrated retailer with 1947 retail outlets. Also, 124 new stores accounted for 56 closed ones in the first nine months.

According to the study, Odesa (1316 stores) and Kharkiv (1215) regions are also among the five most saturated regions with stores. In January-September, 98 and 97 new active outlets were recorded in these regions, respectively, while 41 and 77 were closed.

# KYIVSTAR, LARGEST MOBILE OPERATOR, HAS INVESTED OVER UAH 1.9 BLN IN ENERGY INDEPENDENCE OF NETWORK SINCE 2022

Since 2022, Kyivstar, the largest mobile operator in Ukraine, has invested over UAH 1.9 billion in energy independence of the network and has started the second investment phase, which will include the installation of new batteries at base stations and industrial generators.

“Kyivstar, the largest electronic communications operator in Ukraine, continues to strengthen its investments in energy independence. Since 2022, the total amount of investments aimed at maintaining uninterrupted operation of the network in the face of possible power outages has amounted to more than UAH 1.9 billion,” Kyivstar’s press service said on Wednesday.

As of October 2024, 124 thousand new lithium batteries have been installed at **Kyivstar** base stations. The operation of key network facilities is supported by 2390 generators. More than 68% of the telecom operator’s network already has a four-hour backup power supply, the press service said.

For the Home Internet service, about 50,000 uninterruptible power supplies have been installed in 24,000 apartment buildings in 92 cities.

“The company also plans to re-backup fixed-line communications with powerful batteries and continues to deploy GPON technology, and from 2025 will build a network exclusively using this technology,” Kyivstar’s press service said.

In addition, the company has launched the second phase of investments, which includes the installation of 113 thousand new batteries at base stations and 1427 industrial generators. The process of installing additional equipment has already begun at technological sites throughout the country, the press service said.

Kyivstar’s goal is to provide 25% of the network with the ability to operate from generators and achieve a six-hour backup for all key facilities. Particular attention is paid to critical facilities identified by the National Security and Defense Council, which are provided with generating capacity to maintain communication for at least three days in the event of full-scale blackouts, the company said.

Earlier, Kyivstar President Oleksandr Komarov said that in the second quarter of 2025, the company plans to increase the battery life to six hours on 30% of the network. He said that up to 65% of the network can operate offline for up to four hours.

As of June 2024, Kyivstar served more than 23 million mobile subscribers and more than 1.1 million fixed-line Internet subscribers.

The company provides services using a wide range of mobile and fixed technologies, including 4G, Big Data, Cloud solutions, cybersecurity services, and digital TV.

Kyivstar’s revenues in April-June increased by 9.5% compared to April-June 2023 to UAH 9.425 billion, and by 0.4% in dollars to \$236 million. EBITDA amounted to UAH 5.585 billion or \$140 million. Operating profit (EBIT) in April-June this year amounted to UAH 4.16 billion, which is 10.5% better than in April-June 2023 and almost twice as much as in January-March 2024. In the second quarter, Kyivstar’s total operating income from mobile services increased by 8.7% to UAH 8.77 billion, including 10.8% to UAH 5.18 billion from data transmission, while income from fixed-line services increased by 16.4% to UAH 0.56 billion.

Kyivstar’s shareholder is the international VEON Group, whose shares are listed on the NASDAQ (New York) and Euronext (Amsterdam) stock exchanges. In June, VEON announced that it would increase its investment in Ukraine from the current \$600 million to \$1 billion over five years.



# PHARMACY SALES IN UKRAINE INCREASED BY 12% IN 9 MONTHS

Pharmacy sales in Ukraine in January-September 2024 increased by 12% in monetary terms compared to the same period in 2023 – up to UAH 141.17 billion, while in physical terms it decreased by 4.97% – to almost 862.731 million packs.

According to Business Credit, according to its research, the weighted average price of pharmacy basket items during this period was UAH 163.64, which is 17.9% more than in the same period in 2023.

At the same time, pharmacy sales of medicines in January-September 2024 amounted to UAH 110.667 billion, which is 12.3% more than in the same period in 2023, but in physical terms, pharmacy sales of medicines decreased by 5.48% to 602.525 million packs.

The weighted average retail price of medicines in January-September 2024 amounted to UAH 183.67 per unit, which is 18.8% more than a year earlier.

Pharmacy sales of dietary supplements in the first nine months of the year increased by 13.16% to UAH 14.378 billion in monetary terms, while in physical terms they decreased by almost 3.17% to 72.098 million packs. The weighted average price in this segment in the first half of the year increased by 16.87% compared to the same period in 2023 to UAH 199.42 per unit.

As reported, in January-June 2024, pharmacy sales in Ukraine increased by 12.67% in monetary terms compared to the same period in 2023 to UAH 94.784 billion, while in physical terms they decreased by 4.7% to 583.21 million packs. The weighted average price of pharmacy basket products during this period amounted to UAH 162.52, which is 18.25% more than in the same period of 2023.

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## UKRAINE AND CHINA WORKING TO OPEN CHINESE MARKET FOR UKRAINIAN PEAS, POULTRY, CORN AND FISH PRODUCTS

Ukraine and China are working on opening the Chinese market for Ukrainian peas, poultry meat, corn and fish products, the press service of the State Service for Food Safety and Consumer Protection said.

“China is an important market for agro-products for national exporters, therefore, on behalf of the Chairman of the State Consumer Service Sergiy Tkachuk, constant interaction between the service and the competent authority of the PRC continues. Our goal is to open seven new markets. This is a long-term process of coordination, but step by step we are succeeding,” said First Deputy Head of the State Consumer Service Oleg Osiyan at a meeting with representatives of the General Administration of Customs of the People’s Republic of China (GACC).

The parties discussed draft bilateral international agreements on export of peas, wheat flour, pet food, beef, corn, poultry meat, wild-caught aquatic products from Ukraine to China. Each of the above documents is at a different stage of elaboration and harmonization.

“While the protocol on peas is at the stage of finalization of domestic harmonization in Ukraine, the texts have been sent for consideration to the competent authority of China. This is one of the markets at the final stage of opening. After the signing of the bilateral protocol, new opportunities for Ukrainian agrarian business to export peas will open up,” Deputy Head of the State Consumer Service – Chief State Phytosanitary Inspector of Ukraine Vadym Chaykovskyy emphasized.

It is recalled that the last Ukrainian product, for which the access to the Chinese market was opened, was honey. The form of health certificate for its export was agreed earlier this year.

Requirements of the destination countries of the export of food products of animal and plant origin are publicized on the official web portal of the State consumer service.



# OVERVIEW OF LABOR MARKET IN ITALY IN 2024 AND ROLE OF UKRAINIANS IN IT – EXPERTS CLUB

Italy, as one of the leading economies in the European Union, continues to recover from the pandemic and crisis of recent years. However, the labor market is facing many challenges, such as a demographic decline, an aging population, and pressure from migration flows. In the first half of 2024, the Italian labor market showed mixed results: improvement in some sectors and stagnation in others.

The Experts Club Information and Analytical Center analyzed the main trends in the Italian economy, the situation on the labor market and the situation of Ukrainian citizens staying in Italy.

The minimum wage in Italy is still not set at the national level. The issue of introducing a minimum wage has been discussed in the country for a long time, but at the moment, the terms of remuneration are regulated by collective agreements concluded by trade unions and employers in various industries. On average, the minimum wage under the agreements is about 8-9 euros per hour, which, if you are fully employed, corresponds to about 1,300-1,500 euros per month.

According to Experts Club, salaries in Italy vary by region, qualification, and industry. Let's take a look at the average salaries in the main sectors of the economy:

- **IT and technology:** The average salary for programmers and cybersecurity specialists ranges from 30,000 to 50,000 euros per year. In large companies, the level of payment can reach 70,000 euros for experienced professionals.
- **Production and engineering:** Salaries for engineers range from 25,000 to 45,000 euros per year, depending on the region and experience.
- **Tourism and hospitality:** Employees of hotels and restaurants receive an average of about 20,000 euros per year. During peak seasons, there is an increase in temporary employment, especially in tourist regions.
- **Healthcare:** Doctors and medical specialists earn an average of 35,000 to 60,000 euros per year, depending on their specialization and region.
- **Education:** School and university teachers earn between 25,000 and 40,000 euros per year. At universities, professors' salaries can reach 60,000 euros or more.

Employment trends:

1. **Growing demand for IT professionals.** The information technology sector continues to grow rapidly, especially in areas such as cybersecurity, software development, and cloud computing.
2. **Demographic crisis and population aging.** As a result of the decline in the number of young people, Italy is facing a shortage of skilled labor. This is particularly evident in the construction, healthcare and elderly care sectors.
3. **Growth of flexible forms of employment.** As the country recovers from the pandemic, there has been an increase in the number of contracts with flexible working hours, including part-time and temporary contracts.
4. **Integration of migrants.** Migrants continue to play an important role in the economy, especially in agriculture, construction, and elderly care.

As of the beginning of 2024, there are about 5 million migrants in Italy, which is almost 9% of the total population. The main nationalities among migrants:

- Romanians – about 1.2 million.
- Albanians – about 500 thousand.
- Moroccans – about 450 thousand.
- Ukrainians – about 250 thousand officially (unofficially over 1 million).

At the beginning of 2024, the number of Ukrainian citizens in Italy increased significantly due to the war in Ukraine. As of February 2024, there are more than 254,000 Ukrainians in Italy who are officially registered with temporary protection. However, the actual number of Ukrainians in the country may exceed 1 million, given the constant flow of refugees and migrants, as well as those who have not officially registered.

These migrants are mainly employed in agriculture, construction, and services related to elderly and childcare. Ukrainians, for example, after the outbreak of war in 2022, made up a significant share of home care workers.

Source: <https://expertsclub.eu/oglyad-rynku-praczi-v-italiyi-u-2024-roczi-ta-rol-u-nomu-ukrayincziv-experts-club/>

## EBRD TO PROVIDE €40 MLN TO KORMOTECH FOR CONSTRUCTION OF PLANT IN LITHUANIA

The European Bank for Reconstruction and Development (EBRD) is providing Kormotech, a leading Ukrainian pet food producer, with a financing package to increase exports and geographic diversification by building a second pet food plant in Lithuania, the EBRD press service reports.

“ According to the release, the total cost of the Kormotech project will be EUR63 million. The allocated financing package is a EUR40 million A/B syndicated loan, of which EUR20 million will be provided by the Dutch SDG-focused asset management fund ILX Fund.

The bank has previously provided EUR 15 million to Kormotech Group, a long-standing EBRD client, for the construction of its first plant in Lithuania, which began operations in June 2020. The bank also provided a EUR3.3 million loan to the company to replenish working capital during the Covid-19 pandemic in 2020.

The EBRD loan is accompanied by grant financing, including a grant from the Japan-EBRD Cooperation Fund, which partially covers the costs of external lawyers. The grant funding will also partially cover the cost of new workplace equipment that will create new livelihoods for groups that need more attention, including women and people with disabilities. This component is being implemented as part of the EBRD's new program aimed at stimulating capital investment.

Kormotech is a leader in Ukraine, one of the world's top 50 pet food producers and one of the top 21 most dynamic pet food brands. The ultimate beneficiaries of Kormotech are Olena and Rostyslav Vovk.

## UKRAINIAN BUSINESSMAN PLANS TO INVEST \$50 MLN IN BANKRUPT POLISH AGRICULTURAL MACHINERY MANUFACTURER

Oleg Krot, co-founder of the Techii IT holding company, intends to invest \$50 million in the bankrupt Polish agricultural tractor manufacturer Ursus over the next five years, whose assets he acquired at a tender on October 24 for PLN 74 million (\$18.5 million), according to a report by Forbes Ukraine.

“We plan to invest \$50 million in Ursus over five years,” the publication quoted Krot as saying.

According to Forbes Ukraine, within the first 12-18 months, Krot intends to resume production of agricultural machinery at Ursus plants, which have been producing mostly trailers and bodies in recent years.

“At this point, it's important not to run after some illusory goal, but to increase production of trailers and launch tractors,” he says.

The goal for the next five years is to resume tractor deliveries to Africa and Asia, and, according to Krot, they also plan to attract American investors with whom they have preliminary agreements.

According to Krot, co-founder of Techii IT holding, the company is investing its own funds from dividends in the purchase of Ursus. According to the Polish edition of Tygodnikiem Poradnikiem Rolniczym, Ursus was acquired by the Polish M. I. Crow, co-founded by Polish citizen Bożena Głowacka and Oleg Krot, who is also the company's president.

In an interview with Tygodnik Poradnik Rolniczy, Głowacka noted that the new owner is currently developing a detailed plan for Ursus' activities after the takeover.





# UKRAINE EXPORTED 12 MLN TONNES OF GRAIN IN 2024/25 MY

Since the beginning of 2024/25 MY, Ukraine exported 12.04 mln tonnes of grains and pulses as of October 21, of which 2.57 mln tonnes were shipped this month, the Ministry of Agrarian Policy and Food reported, citing the operational data of the State Customs Service of Ukraine.

According to the report, as of the same date in 2023, the total shipments were estimated at 8.333 mln tonnes, including 1.58 mln tonnes in October.



In terms of crops, since the beginning of the current season, Ukraine has exported 7.228 mln tonnes of wheat (1.13 mln tonnes in October), 1.673 mln tonnes of barley (350 thsd tonnes), 10.6 thsd tonnes of rye (3.1 thsd tonnes), and 3.844 mln tonnes of corn (1.08 mln tonnes).

The total exports of Ukrainian flour since the beginning of the season as of October 21 are estimated at 22.7 thsd tonnes (3.8 thsd tonnes in October), including 20.6 thsd tonnes of wheat (3.3 thsd tonnes).





# EGYPT BECAME LARGEST SUPPLIER OF SALT TO UKRAINE IN JANUARY-SEPTEMBER

In January-September 2024, Ukraine imported 526.545 thousand tons of salt worth \$69.844 million, which is 65.6% and 6.64% more than in the same period last year, respectively. According to statistics released by the State Customs Service (SCS),

“ *Egypt became the largest supplier of salt to Ukraine, accounting for 55.41% of total imports worth \$38.7 million in January-September 2024. Turkey and Romania accounted for 15.7% and 15.6% of supplies, for which these countries earned \$10.96 million and \$10.81 million, respectively.*



A year earlier, Ukraine's top three salt importers were Turkey with a 30.9% share, Egypt and Romania with 21.6% and 20.9%, respectively. Their revenues from salt sales amounted to \$20.3 million, \$14.11 million and \$13.697 million, respectively.

In January-September 2024, Ukraine reduced its salt exports to a record low of 21 tons, for which it earned \$21 thousand. Its buyers were Romania, which purchased 17 tons (80.9%), Moldova and Spain purchased 1 ton each, which amounted to 4.8% for each country.

A year earlier, salt exports amounted to 38 tons, for which Ukraine earned \$155 thousand. The exports of this product, which decreased, were supported by Romania, which bought 35 tons (94.6%), and Moldova with 1 ton (2.7%).

*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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