



**ENTREPRENEURSHIP
AND EXPORT
PROMOTION OFFICE**

STATE INSTITUTION

UKRAINE'S EXPORT POTENTIAL



Why Ukraine?



Largest country within Europe - 603,500 square km



42 million
+ 20 mln diaspora worldwide



World player in agriculture industry, developed energy, metallurgy, chemicals, manufacturing, massive innovative industrial base, booming IT and high-tech sector



Trade openness: Among the top countries open for trade with 99% (trade as % of GDP)



People and skills: well-educated and high-skilled innovators



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

Why Ukraine?

★ 18 FTAs with 48 countries
DCFTA with EU, FTAs with CIS, EFTA, Canada, Georgia, Macedonia, Montenegro, Israel, Great Britain. On-going negotiations with Turkey

★ 64 World Bank Ease of Doing Business 2020's ranking , rising 88 positions since 2012

★ Top 50 Human Capital Index
Ukraine entered the top 50 countries in the World Bank's Human Capital Index 2018

★ Top 50 Global Innovation Index

Priority Sectors of Ukraine



Information and communication technology (ICT)



Manufacturing of spare parts and components for aerospace and airplane industries



Creative Industries (incl. Apparel, Footwear & Furniture)



Mechanical engineering/machinery



Technical servicing and repair of air vehicles



Food and processing industry

IT sector



Nº1 IT engineering force in CEE 3rd largest export service industry 4 % of GDP



3rd largest export service industry 4 % of GDP



\$4.5B revenue in 2018



1600+ software development companies
2300+ tech companies

IT industry is growing at 26% rate



110+ R&D software centres owned by multinational companies:

UBISoft, Wargaming, Boeing, Skype, eBay, Bosch, Siemens, Samsung, Ericsson, Oracle, Cisco, SoftServe, Huawei, Mellanox Technologies, NetCracker, Procter & Gamble, Bioclinica, WIX



2,000+ Up-and-Coming Startups: Grammarly, Readdle, Jooble, DepositPhotos, GitLab, TemplateMonster, PetCube, Viewdle, CleanMyMac and others
N°11 in the top 50 world's developers



Average software developer salary varying between \$2,500 and \$4,000 per month

(excluding taxes and social contributions) (up to 4 times cheaper than in North America or Western Europe)
English: 81% of IT professionals has intermediate and upper English language level
185.000+ IT specialists,
Every year more than 36,000 students graduate from local universities with degrees in IT-related fields
N°7 in the world in terms of quality and efficiency of the freelance workforce

IT Export Opportunities



Product development
R&D facilities



Game development



IT-outsourcing



Software development
(e-Commerce, enterprise, finance, education, healthcare, travel tech, telecom)



Global giants like

- General Electric
- Samsung
- Boeing
- Deutsche Bank
- Canadian Tire
- tech start-ups
- and even American hospitals

turned to Ukraine for their IT needs

Mechanical engineering/ machinery



25% of population is employed by manufacturing companies



130.000+ engineering graduates annually



Largest Lithium Reserves in Europe 500,000 tons



38 automotive components production plants



8.000 Ukrainians are involved in vehicle manufacturing



49 industrial parks registered in Ukraine

Mechanical engineering/ machinery



33.000 Ukrainians are involved in manufacturing of electric and electronic equipment for vehicles



Wide range of different manufacturing subsectors: metallurgy, heavy machinery, automotive, railcar manufacturing, shipbuilding, aerospace&aviation etc.



443 000 km of road network – 19 European road routs



20 900 km operational range of railways – 3 international railway corridors, 13 sea ports, 20 airports – in order to carrier the products all over the globe



Since 2015, 13 plants producing automotive parts have been opened in Ukraine with the foreign investment involved (mainly plants by German and Japan): Bader, Leoni, Kromberg&Schubert, Flex, Fujikura etc.



Ukrainian Antonov Airlines operates the unique AN-225 Mriya – the world's heaviest aircraft with 250,000 kg (551155 lbs) Maximum Payload

Machinery Export Opportunities



Railway
machine-building



Ship-building



Automotive
components



Electronic and
communication
equipment



Unmanned Aerial
Vehicles (UAVs)
and autonomous
vehicles



Machine-building
for agriculture



Heavy
machine-building:

- metallurgy machinery
- mining machinery
- oil and gas, chemical machinery
- engines and turbines
- Nuclear reactors, boilers



Metalworking production:

- Processing of metals
- Development of metal products
- New technologies (laser cutting)

Food & Food processing



44% in total export (food and agriculture)



In world top 3 exporters to EU (food and agriculture)



14% of workforce is employed in the agricultural sector



33% of the world's black soil is in Ukraine



UA agriculture land = 1,16 of Germany

Food & Food processing



Nº1 exporter of sunflower oil



2000 food processing companies



Nº2 exporter of grain



Nº7 exporter of poultry meat



Global giants like

- Mondelez,
- Nestle,
- Danone,
- PepsiCo,
- CocaCola,
- Carlsberg,
- Jacobs,
- East Balt Bakery,
- Wim-Bill-Dann

are well established in Ukraine

Food & Food processing



Animal fats and vegetable oil production



Dairy products/processing



Meat processing



Fruits and vegetable products/processing (including oils)



Nuts and honey



Eggs



Chocolate and confectionary products/processing

Bakery & cereals



Food packaging



HORECA Ingredients

- flour and bread mixes
- cereal flour blend
- cake mixes
- bakery mixes
- frozen pastry
- frozen dough
- yeasts
- cereal mixes (for snack bars, breakfast cereals, mueslis and trail mix, chocolate)

Organics



Nº1 supplier of organic products to EU from Europe



Nº2 supplier of organic products to EU



27% EU import growth of organics from Ukraine



Wide range of products: grain, juice, berries, honey and other

Furniture Industry



14% growth annually



61% export growth of furniture from Ukraine in last 3 years



Exporting to 116 countries



80% of furniture export – to EU countries



Diverse range of products

Furniture Industry



5000+ Furniture manufacturers



100 000+ employees



20 million + m³ wood and lumber for furniture production is harvested annually in Ukraine



3000 flats in Israel are being furnished by Ukrainian companies (furniture+design Solution)(recent achievement)



Experience in supplying to the international DIY networks, e-commerce website and marketplaces:

- **IKEA**
- **JYSK**
- **Amazon**
- **Ebay**
- **Auchan**
- **Metro**
- **Praktiker**



**Experience in producing furniture to project orders for the hotels, restaurants, apartments, public places and offices:
Facebook, Royal Beach, Hilton, Radisson Blu, Fairmont Grand Hotel, Mall of Dubai, Ministry of defence of Saudi Arabia, Al badie group residence etc**

Light Industry Apparel and Footwear

★ **26% export growth of apparel from Ukraine
in last 3 years**

★ **More than 90% share of EU in total apparel
export**

Light Industry Apparel and Footwear



**More than
1 800 producers of
apparel**



**400 producers
of leather and footwear**



**More than 70 000
Ukrainians employed in
light industry**



Well-known brands like

- **Zara**
- **Hugo Boss**
- **Laura Ashley**
- **Decathlon**
- **Triumph**
- **New Look**
- **Lener Cordier**

**are already
cooperating with
Ukrainian
manufacturers**

Creative industries - Audiovisual Sector



GlobalLogic Ukraine's technologies are used by musicians:

- Maroon5
- Coldplay
- Linkin Park
- Okean Elzy

And for creating musical soundtracks for movies:

- The Hobbit
- Jurassic World



Radioactive Film Company technical solutions were used in movies:

- Deadpool 2
- Game of Thrones
- Bohemian Rhapsody
- The Star is born
- Black Panther
- The Favourite
- Power



Advertising video filmed in Ukraine: Mazda, Nissan, Apple, Motorola, Nike, Lacoste, Diesel, Lexus



Musical video clips shot in Ukraine: Miley Cyrus, Hurts, Avicii



Banda – advertising agency clients: Borjomi, Eurovision song contest, UBER, Ashtik etc

**If you have any
questions or
concerns, feel
free to email us at**

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