



**Ukraine**

**Україна**

**/ VISIT OUR UKRAINIAN COUNTRY PAVILION /**

**/ HALL 5 / BOOTH 5-161 /**

**BIOFACH2014**





## Welcome to Ukraine!

Ukraine is known for being the «bread basket of Europe». Thanks to the country's size and its widespread fertile dark soils, Ukraine has very favourable production conditions especially for arable crops, such as: wheat, barley, rye, buckwheat, oats, sunflower and soy. But it has more than this: thousands of square kilometres covered with natural woodlands provide excellent growing conditions for a wide range of medicinal and aromatic plants, mushrooms, and wild berries.

Given these abundant natural resources, it is not surprising that Ukraine is attracting interest and growing in importance as a provider of organic produce – for export and the domestic market, both with steady growth in recent years. Thanks to its competitive production structures and its proximity to Central and Western Europe, it is expected that there will be a strong growth in organic exports from Ukraine in the coming years, especially of cereals, sunflower seeds, soy, and wild collection products.

Ukraine's presence at Biofach 2014 with its own country pavilion is a first important step to more clearly communicating the organic potential of this large country and to stimulate further investments in organic agriculture within Ukraine. However, the nine exhibiting companies reflect only a small range of the organic produce that Ukraine can offer, as the organic potential of Ukraine is much bigger given its abundant land resources and different climatic conditions!

// The development of the organic sector in Ukraine in the last 10 years: certified organic agricultural land (in ha) and number of certified organic operators

|   | 2002    | 2003    | 2004    | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    | 2012    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Certified organic agricultural land (in ha) | 164'449 | 239'542 | 240'000 | 241'980 | 242'034 | 249'872 | 269'984 | 270'193 | 270'226 | 270'320 | 278'800 |
| Certified organic operators                 | 31      | 69      | 70      | 72      | 80      | 92      | 118     | 121     | 142     | 155     | 164     |

Notice: In addition to the certified organic agricultural land, the surface of wild collection in 2012 was 330'000 hectares.

Source: Organic Federation of Ukraine, 2012  
For further information, please see «The World of Organic Agriculture. Statistics and Emerging Trends 2014» ([www.organic-world.net/yearbook-2014.html](http://www.organic-world.net/yearbook-2014.html))



*Ivan Tomenko*

Agrofirma «Pole»



## Agrofirma «Pole»

### Product range

- Millet
- Hulled millet
- Millet shells (husk)
- Mix of millet shells and flour
- Sunflower seeds
- Rapeseeds
- Wheat

### Company profile

Agrofirma «Pole» was created in 2007 as a company specialized in producing high quality organic arable crops in Ukraine. It now has vast experience in selling to national and international markets. The company's star product is millet, which is offered in different variants. Since 2009, the company has been organic according to the Standard Equivalent to Council Regulation (EC) 834/2007 and the Commission Regulation (EC) 889/2008. Its farm, located in the south of Ukraine, is certified by ETKO; its processing facilities based in Cherkasy, in the centre of Ukraine, are certified by Organic Standard.

Agrofirma «Pole» has experience in exporting organic production to the Netherlands, Germany, Austria, Poland, the Czech Republic and France, which together account for most of the company's supply of more than 4'000 tons every year.



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Oleg Drutis

Casper



## Casper

### Product range

- Sunflower oil
- Sunflower cake
- Flax oil
- Flax cake
- Pumpkin oil
- Pumpkin cake
- Mustard oil
- Mustard cake

### Company profile

Casper was founded in 1995 as a processing company specializing in the storage, cleaning and sorting of cereals and oil crops produced in Ukraine. The company has been organically certified since 2012 by Organic Standard according to the Standard Equivalent to the Council Regulation (EC) 834/2007 and the Commission Regulation (EC) 889/2008.

Today, Casper is one of Ukraine's leading producers of organic sunflower oil, which has grown to become the company's star product. It has a processing unit, which is certified according to ISO 22000, located near Odessa, Ukraine's main sea port. As organic sunflower production in Ukraine is rapidly growing, Casper expects to expand its export activities in the coming years. Thus, at this stage, the company is searching for strategic business partnerships to enter different international markets.



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*Sergiy Parashchenko*

**Chistiy Product-S**



## Chistiy Product-S

### Product range

- Garlic
- Garlic seeds
- Sunflower seeds
- Pumpkin seeds
- Watermelon
- Melon

### Company profile

The company was founded in 2006 with the sole purpose of producing and trading organic agricultural products. Its core business is the production and sale of fresh garlic and garlic seed, as well as watermelon, other type of melons and pumpkin seed.

The company's production unit is located in the Donetsk region, in eastern Ukraine. Organic certification has been in place since 2008, with the company being certified by Organic Standard according to the Standard Equivalent to Council Regulation (EC) 834/2007 and the Commission Regulation (EC) 889/2008. Until now, Chistiy has only been producing for the national market, and is now looking to collaborate with strategic business partners to explore export opportunities.



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## El Dorado Oils

### Product range

- Sunflower oil linoleic RDB W
- Sunflower oil linoleic crude
- Sunflower oil higholeic RDB W
- Sunflower oil higholeic crude

### Company profile

El Dorado Oils is an international company specialized in producing oils from agricultural crops. The company has built up a large capacity to process sunflower seed in Ukraine and offers oils of different qualities, such as linoleic and higholeic.

The company has been certified as organic in Ukraine since 2012. Certification, issued by ETKO, is in accordance with the Standard Equivalent to the Council Regulation (EC) 834/2007 and the Commission Regulation (EC) 889/2008. Also, the company is certified according to USDA NOP standard. The company's vision is to develop a strong exporting business, and it is currently seeking international partners to access international markets.



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*Mykola Safonov*

Firma «Diamant»



## Firma «Diamant»

### Product range

- Oat flakes
- Oat groats
- Oatmeal
- Wheat flakes
- Wheat groats
- Buckwheat flakes
- Buckwheat groats
- Buckwheat flour
- Barley flakes
- Pearl barley
- Fine ground barley

### Company profile

Firma «Diamant» was established in Poltava in 1990, in the centre of Ukraine. It specializes in manufacturing groats and flakes, and is one of the biggest producers of these products in the country. Equipped with state of the art European processing technology, the company has received several awards from national fairs and exhibitions for its high quality products.

Since 2013, the company has an organic product line, certified by Organic Standard, according to the Standard Equivalent to Council Regulation (EC) 834/2007 and the Commission Regulation (EC) 889/2008. The range of organic products includes different types of flakes and groats. The first export contracts are under negotiation to expand sales beyond Ukraine.



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*Oleksandr Yushchenko*

Galeks-Agro



## Galeks-Agro

### Product range

- Spelt
- Wheat
- Oat
- Rye
- Barley
- Buckwheat
- Millet
- Soybean
- Maize

### Company profile

Galeks Agro was formed in 2008, after the founder visited Biofach and got convinced to build up an own organic business in Ukraine. From the beginning, the company's purpose has been to produce and trade in organic agricultural produce, especially for export. Galeks Agro's core business relates to cereals and leguminous crops, although the company has also built up an own organic dairy plant recently.

The company is certified according to the Standard Equivalent to the Council Regulation (EC) 834/2007, the Commission Regulation (EC) 889/2008, and the Bio Suisse Standard. The company's production unit covers almost 5,500 hectares in north-western Ukraine, in the Novograd-Volynskyi district. Today, the company is a major exporter of organic cereals to Switzerland, Germany and Italy.



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*Yurii Kovalchuk*

Phytosvit



## Phytosvit

### Product range

- Echinacea
- Chamomile
- Calendula
- Sage
- Valerian
- Soybean
- Mustard
- Peppermint
- Lemon balm
- Beans

### Company profile

Phytosvit was established in 2007. It specializes in growing, processing and supplying organic medicinal herbs from the Vinnytsia region, in central Ukraine. The company-owned organic farm covers around 225 hectares. The processing infrastructure is certified by Organic Standard since 2010, according to the Standard Equivalent to the Council Regulation (EC) 834/2007 and the Commission Regulation (EC) 889/2008).

The company's processing infrastructure consists of 1,800 square metres of drying facilities in which crop-specific temperature regimes can be applied in order to optimize the drying process and preserve taste properties, nutrients and biologically active substances. The installations manage to process 1.5 tons of dry raw materials per day. Phytosvit exports primarily to Germany and is interested in new business partnerships in order to expand its exports activities to other countries.



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*Vasyl Martynchuk*

Rivneholod



## Rivneholod

### Product range

- Blueberry
- Lingonberry
- Blackberry
- Elderberry
- Cranberry

### Company profile

Rivneholod's core business is processing primarily wild berries growing around Rivne, western Ukraine, where the company is based. Its state of the art technological equipment ensures optimal product quality along the whole processing chain. The company counts with own product sourcing structures in collaboration with local collectors. Finished products are stored in the company's modern refrigerating chambers at constant temperatures.

Rivneholod has a traceability system in place that tracks the product from the forest to the buyer. It is certified under ISO 9001 and 22000. All produce is certified by Ceres. A large share of the company's production is exported; the main buyers are from Poland, Germany, Sweden, Denmark, Belgium, the Netherlands, France, Italy, Austria, and Switzerland.



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*Sergiy Galashevskyy*

Organic Standard



## Organic Standard

### Services

- Inspection and certification services in Ukraine and Belarus (Standard Equivalent to the Council Regulation (EC) 834/2007 and Commission Regulation (EC) 889/2008).
- Survey services for operators relating to export markets.

### Company profile

Organic Standard was founded in 2007 to become the first Ukrainian inspection and certification body for organic production. Thanks to the support from the Swiss-Ukrainian project «Organic Certification and Market Development in Ukraine», Organic Standard has become an internationally recognized inspection and certification body. Its high level of professionalism is confirmed by the accreditation of IOAS against Standards ISO Guide 65 since 2009. Up to now, it is the only Ukrainian organic certification body that is approved by the EU and Switzerland (code UA-BIO-108).

Organic Standard provides its inspection and certification services to more than 120 organic operators in Ukraine, which is more than 60% of the organic operators in the country.



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- ① Agrofirma «Pole» Ltd
- ② Casper Ltd
- ③ Chistiy Product-S Ltd
- ④ El Dorado Oils Ltd
- ⑤ Firma «Diamant» Ltd
- ⑥ Galeks-Agro PC
- ⑦ Phytosvit Ltd
- ⑧ Rivneholod ALC

### Organic Map of Ukraine

Source: Ukraine Organic Business Directory, FiBL and Organic Standard, June 2013

## Swiss-Ukrainian Project «Organic Market Development in Ukraine»

The development of the organic sector within Ukraine is of utmost importance to not only safeguard Ukraine's abundant natural resources but also to stimulate income generation and the competitiveness especially of rural areas of Ukraine, where agriculture remains the main pillar of local development. With this aim, the Swiss government has been supporting the development of the organic sector in Ukraine since 2003. The current project phase (2012 – 2016), funded by the Swiss State Secretariat for Economic Affairs (SECO), focuses its contribution on the following five areas:

1. Enhancing the quality and trade volume of organic arable crops
2. Enhancing the quality and trade volume of organic dairy products
3. Developing of a trademark for regional food products for the Carpathians
4. Improving commercial organic services
5. Fostering a conducive business environment for the development of the organic sector

The project is being implemented by the Research Institute of Organic Agriculture (FiBL), in cooperation with the stakeholders of the organic sector and the Ministry of Agricultural Policy and Food of Ukraine.

Also Biofach 2014 is being supported through this project, thus complementing efforts from the side of organic producers to promote organic exports from Ukraine. For further information or to discuss potential collaboration, please contact the responsible project staff either in Switzerland or Ukraine.

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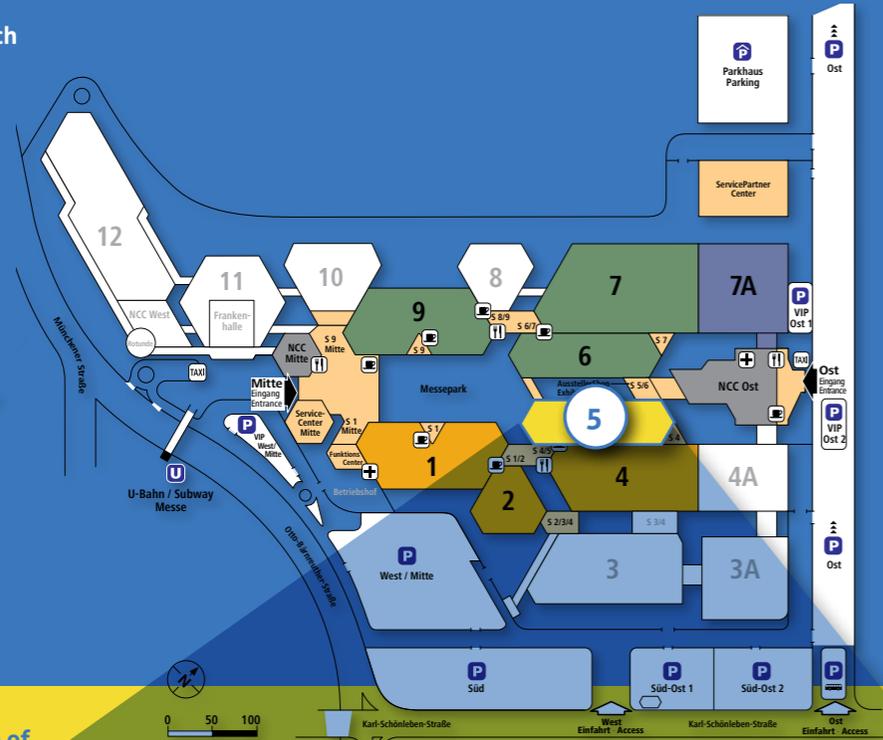
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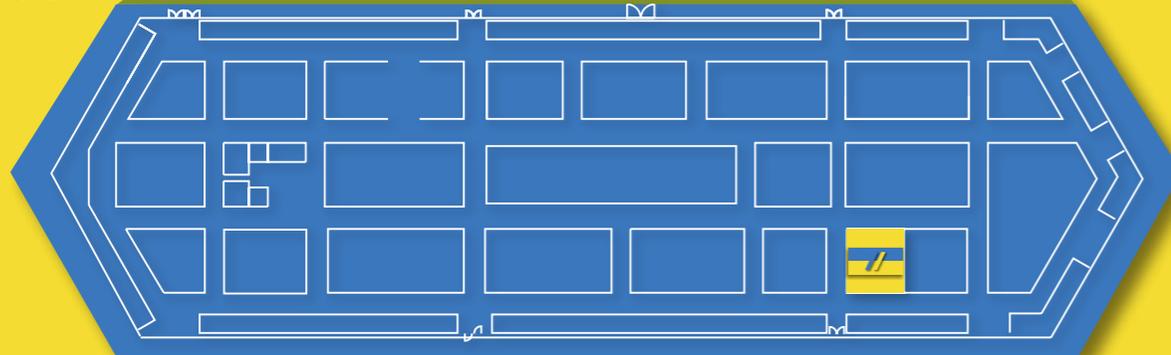
 Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra  
Swiss Confederation

 **FiBL**  
Forschungsinstitut für biologischen Landbau  
Institut de recherche de l'agriculture biologique  
Research Institute of Organic Agriculture  
Istituto di ricerche dell'agricoltura biologica  
Instituto de investigaciones para la agricultura orgánica  
EXCELLENCE FOR SUSTAINABILITY

Overview of BioFach Compound



Hall 5 and Location of Ukraine Pavilion



UKRAINIAN COUNTRY PAVILION / HALL 5 / BOOTH 5-161 /

Program related to Ukraine Pavilion

Wednesday, 12.02.14

11.00 – 12.00

Inauguration of the first Ukrainian country pavilion by representatives of SECO and Ukrainian policy makers, organised by FiBL

15.00 – 15.45

Presentation of Ukraine at the Session «Organic Sector Development in Central and Eastern Europe: Latest developments in the CEE countries», at the Conference Centre (Room Istanbul)

17.00 – 18.00

Ukrainian Apéro at the Ukrainian country pavilion for business partners, organised by FiBL

18.30 (by invitation)

Round table involving policy makers and private sector representatives, at the Chamber of Commerce, organised by the Ostausschuss

19.30 (by invitation)

Reception dinner at the town hall, organised by the Ost' ausschuss and the Ukrainian Embassy in Munich

Thursday, 13.02.14

17.00 – 18.00

Ukrainian Apéro at the Ukrainian country pavilion for business people, organised by FiBL

VISIT THE UKRAINIAN COUNTRY PAVILION  
/ HALL 5 / BOOTH 5-161

BIOFACH2014

12. – 15. FEBRUARY 2014 / NÜRNBERG / GERMANY

## Learning to do business in Ukraine

### - Hello!

Вітаю!

[Vitayu!]

### - Wow! You have a nice country pavilion!

Чудово! У вас гарний стенд країни

Chudovo! U vas garnyi stend krainy

### - What do you offer?

Що Ви пропонуєте?

[Scho Vy proponuyete?]

### - Very interesting products that you supply!

Продукти, які Ви постачаєте, є дуже цікавими.

[Produkty, yaki Vy postatschayete, ye duzhe tsikavymy.]

### - How many thousand tons do you produce every year?

Скільки тисяч тон на рік Ви виробляєте?

[Skil'ky tysyatsch ton na rik Vy vyroblyayete?]

### - I would like to buy one hundred tons of certified organic wheat.

Я хочу купити сто тон сертифікованої органічної пшениці.

[Ya khotschu kupyty sto ton sertyfikovanoyi orhanichnoyi pshenytsi.]

### - What is the price?

Яка ціна?

[Yaka tsina?]

### - Yes, of course, we agree.

Так, звичайно, ми згодні.

[Tak, zvytschaino, my zhodni.]

### - May I come to Ukraine and visit your company?

Чи можу я приїхати в Україну та відвідати

Вашу компанію?

[Tschy mozhu ya pryvikhaty v Ukrainu ta vidvidaty Vashu kompaniu?]

### - Cheers – on our new business partnership!

Будьмо! За наше нове бізнес-партнерство!

[Bud'mo! Za nashe nove biznes-partnerstvo!]

### - It was nice meeting you.

Було дуже приємно з Вами зустрітися.

[Bulo duzhe pryemno z Vamy зустритыся]

### - Bye bye and see you in Ukraine!

Бувайте та до зустрічі в Україні!

[Buvaite ta do зустрitschi v Ukraini!]

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