



## SPECIAL EDITION#2. Ukraine

The Russian invasion and the subsequent outbreak of military hostilities in Ukraine has sent shock waves throughout the international community. The European Commission (DG GROW and EISMEA) invited the 3000 advisers of the Enterprise Europe Network to contribute mitigating the adverse effects for European citizens and businesses.



Support Ukraine also means trade with Ukraine. Trading with Ukraine today means buying quality products and having brave partners ready to work even in times of war.

### Ukrainian IT sector overview

- Ukraine is among top 10 countries in conducting IT-friendly reforms (World Bank)
- Exports of Ukrainian IT services grew by 28% in the first quarter of 2022 (\$ 2 billion)
- Since February 24, 77% of IT companies found new customers, 56% of whom expect sales growth from 5% to 30%.
- 6,000+ tech companies
- 2,275+ IT service companies
- 288,000+ IT specialists
- 2000+ fast-growing startups

## 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.**

100+ companies on the Fortune 500 list order IT products and services in Ukraine.



*\* According to the IT Export Alliance Research "Ukrainian IT Industry: Reboot in the Wartime"*

## Ukrainian IT industry during the war

IT Export Alliance members (promoted in the international markets under the Union brand) shared their experience about the importance of international support and launching new projects with Ukrainian developers to strengthen Ukraine's economy in the webinar "Ukrainian IT Industry During the War."

## Main conclusions:

- Ukraine's IT sector is snowballing, averaging 27% per year. In the first quarter of 2022, the IT industry achieved a record export revenue of \$ 2 billion in wartime. The figure for the same period in 2021 was \$ 1.44 billion.
- Ukrainian companies continue to meet their obligations, including member

companies of the IT Export Alliance. 52% of companies have kept 100% of their contracts, 32% of companies have minor changes, and 90-99% of contracts.

- Some IT specialists were relocated to the western regions before the war. Currently, 70% of IT professionals work in safe areas of Ukraine, and the remaining 16%, mostly women, work abroad.
- Since the beginning of the war, 3% of IT specialists, mostly with military experience, went to serve in the Armed Forces of Ukraine. In some small companies with a staff of up to 200 people, 20% of specialists joined the army. 9% of IT professionals are actively involved in the fight on the information front, in state cybersecurity, and support for government projects.
- The Ukrainian IT community actively supports the army. The study "Ukrainian IT Industry: Restart in a War" shows that the companies that took part in the survey during the three months of the war transferred 806 million hryvnias to charity and humanitarian aid.

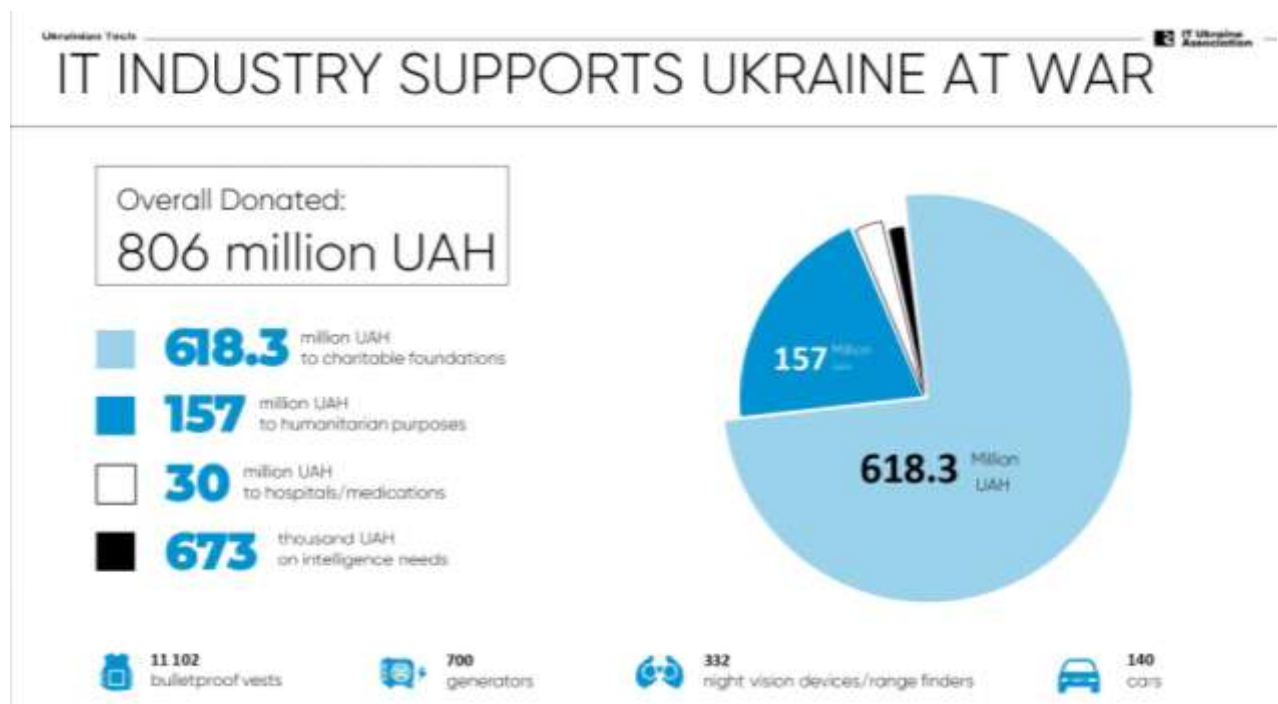
Watch the record of a webinar by the link:

☐ <https://bit.ly/3NEbPrO>

**More information** - in the IT Export Alliance Research "Ukrainian IT Industry: Reboot in the Wartime"

☐ <https://bit.ly/3N6osfi>

*\*The webinar was organized by Entrepreneurship and Export Promotion Office (Ukraine), CIVITTA Ukraine jointly with the Norwegian - Ukrainian Chamber of Commerce (NUCC) with the support of USAID Competitive Economy Program in Ukraine (USAID CEP).*



*\* According to the IT Export Alliance Research "Ukrainian IT Industry: Reboot in the Wartime"*

# EU sanctions against Russia following the invasion of Ukraine

*In response to Russian unprecedented and unprovoked military attack against Ukraine, the EU is responding by adopting a comprehensive and robust package of restrictive sanctions.*

## Trade restrictive measures: export and import bans

The EU, in collaboration with *the G7 countries* and other like-minded partners, has stopped treating Russia as *a Most-Favoured-Nation within the WTO framework* as of 15 March. This deprives Russia of key trade advantages as a WTO member.

- an EU import ban on those *steel products* currently under EU safeguard measures. Increased import quotas will be distributed to other third countries to compensate
- an EU export ban on *luxury goods* to directly hit Russian elites
- additional import bans, including cements, rubber products, wood, spirits, liquor, high-end seafood
- further targeted export bans - worth €10 billion - in areas in which Russian is vulnerable due to its high dependency on EU supplies. This includes, for example, quantum computing, advanced semiconductors, sensitive machinery, transportation and chemicals. It also included specialist catalysts for use in the refinery industry. This will contribute to degrade Russia's technological base and industrial capacity
- adding jet fuel and fuel additives, which may be used by the Russian army, to the existing export ban



- The export ban on EU luxury goods will deprive Russian elites from goods like cars, watches, and jewellery. The import ban will cover Russian emblematic products like vodka and caviar.
- The import ban on Russian coal affects one fourth of all Russian global coal exports, amounting to **€8 billion loss** of revenue per year for Russia.
- On the export side, the total value of all sanctions introduced so far is **€22.8 billion**. This represents 25% of the EU's export before the invasion.
- The ban of Russian imports represents a total value up to **€17 billion** of EU imports from Russia.

## Excluding Russia from public contracts and European money

The Commission will terminate participation in all ongoing grant agreements to Russian public bodies or related entities, and suspend all related payments, under Horizon 2020 and Horizon Europe, Euratom, and Erasmus+.

### Individual listings of people and entities:

Among those sanctioned are top political representatives, oligarchs, military personnel and propagandists.

- ★ Restrictive measures in respect of actions undermining or threatening the territorial integrity, sovereignty and independence of Ukraine now apply to: 1,158 individuals, (including over 30 oligarchs), 98 entities;

### Financial and business service measures

EU is cutting Russia's access to capital markets of the EU, increasing borrowing costs for the sanctioned entities and gradually eroding Russia's industrial base

- ★ 70% of the Russian banking system (in assets), **government and key state-owned companies**, will no longer be able to refinance in EU capital markets.

### Energy sector

Banning exports of *specific refining technologies*, adding to the existing oil equipment ban from 2014, will make it harder and more costly for Russia to upgrade its oil refineries.

An import ban on all forms of Russian coal.

*A far-reaching ban on new investment* across the Russian energy sector, with limited exceptions for civil nuclear energy and the transport of certain energy products back to the EU.

- ★ This covers 90% of our current oil imports from Russia.

### Transport sector

- ★ Three quarters of Russia's current commercial air fleet were built in the EU, the US and Canada. This means that Russia will not be able to maintain its fleet to international standards.

### Dual-use goods and advanced technology items

*Sharpening existing export controls on dual-use goods* to target sensitive sectors in Russia's military industrial complex, and limiting Russia's access to crucial advanced technology

- ★ The sanctions will hit Russia's access to important technologies beyond dual-use goods and technologies and downgrade over time their technological capabilities



*\*According to an official website of the European Union  
<https://bit.ly/3myHhMy>*

# Ukrainian Exporters Catalogue

*The free online service designed to establish direct business contacts between foreign companies and Ukrainian manufacturers/service providers.*

IT community in Ukraine is resilient and is one of the fastest to adapt and resume work after the full-scale invasion by Russia.

Since the beginning of the war, 46% of IT-professionals relocated to more safe regions in Ukraine. According to IT Ukraine Association 2% of IT specialists in Ukraine joined the Armed Forces, 5% - in the cyber army and 85% are working full-time in IT projects.

Thanks to strong clusters and communities, experience to adjust their work during Covid-19, stable internet connection, qualifications, and creativity, Ukrainian IT companies manage to deliver large-scale international projects on time.

In 2021 export of Ukrainian IT services increased by 36% to \$6.8 billion. Ukrainian IT has become an important part of the Ukrainian economy and is supporting the country during the war by paying taxes beforehand and donating to Ukrainian Armed Forces.

If you want to support Ukrainian IT companies and find a partner from Ukraine leave a request in the following form <https://lnkd.in/e6he5UXP>

Entrepreneurship and Export Promotion Office (Ukraine) team is ready to promptly process your request and find a reliable partner for you.

If you have any questions or problems completing the form, please contact sourcing expert - Valentyna Liashenko [vliashenko@epo.org.ua](mailto:vliashenko@epo.org.ua).

Please find below the actual requests from the Ukrainian IT specialists.



## Please find below several actual requests from the Ukrainian IT companies available in Ukrainian Exporters Catalogue:

### 1. Indeema Software, Inc

<https://indeema.com/>

**Services:** IT service company specializing in application development for connected devices and IoT solutions.

### 2. iSKY.SOLUTIONSS

<https://isky.solutions/>

**Services:** business automation systems development

### 3. Evergreen IT Development

<https://evergreen.team/>

**Services:** business solutions based on Artificial Intelligence, Chatbot development, Technical Support, DevOps support

### 4. N-iX

[n-ix.com](https://n-ix.com)

**Services:** N-iX is a European provider of software development outsourcing services with delivery centres in Eastern Europe and over 1,800 expert software developers. The company cooperates with technology businesses globally helping them to build successful engineering teams and create innovative software products.

### 5. Geniusee

<https://geniusee.com/>

**Services:** software development services including:

- Mobile apps development
- Web platform development
- DevOps/infrastructure services - UX/UI design - Technology consulting services

### 6. bvblogic

[bvblogic.com](https://bvblogic.com)

**Services:** development and implementation of the efficient IT solutions in six key domains: Agriculture, Logistics, and Transportation, eCommerce, eTickets, Retail and FMCG, Marketing and Advertising. [bvblogic] creates progressive software with the use of disruptive technologies and intellectual approaches of Data Science, Artificial Intelligence, Machine Learning, and Deep Learning. Using the innovations, we help our clients to become more innovative and to successfully achieve their goals.

## 7. ITSpace

<https://itspace.company/en>

**Services:** development of the individual CRM, ERP, and E-COMMERCE systems from scratch. The company uses current technologies: Vue.js, Nuxt.js, Laravel, Node.js, Mysql, Neo4j, Git, Jira, Html, Css, JQuery, JavaScript, Php, Ubuntu, Nginx and others.

## 8. Smart Techno Lab

<https://en.inni.tech/>

**Services:** Video analytics software, such as face and car number recognition, cash terminals control, weight control, detections of empty shelves, people analysis for retailers, integration with Ajax, Satel, Uprox and others etc.

## 9. ISSP - Information Systems Security Partners

[www.issp.com](http://www.issp.com)

**Services:** ISSP is a cybersecurity solutions integrator and a managed security service provider that delivers bespoke end-to-end cybersecurity services globally. ISSP protects businesses from advanced cyber-attacks by providing 24x7 Cybersecurity Monitoring and Active Response Services, produced by own Security Operations Center (SOC) and powered by cutting edge Threat Intelligence and Cybersecurity Research of ISSP Labs. ISSP provides a mix of standardized product/service offerings and tailor-made solutions for specific markets, customer segments, and user needs including a wide range of one-time professional cybersecurity services (not limited to): Penetration Testing, Compromise Assessment, Source Code Review, Cybersecurity and Compliance Audits, Reverse Engineering, etc.

## 10. MK-CONSULTING

[www.consulting.mk](http://www.consulting.mk)

**Services:** the company is specialized in design of secure, highload architecture, infrastructure and further DevOps support of IT applications and systems. The company also has teams of Backend Java and PHP developers, Frontend Vue and Angular, BAs. Projects implemented for different Ukrainian State Authorities, international and Ukrainian Funds, Banks, eHealth, other. In case if project needs extensions in teams and technologies that we do not have in house, we offer access to wide list of recommendations of our partner companies, with whom we have done multivendor projects and are sure in their competences. For the mentioned request we need details to provide offer concerning cybersecurity and skilled team of Python developers.

## Interested?

Please contact sourcing expert -

Valentyna Liashenko [vliashenko@epo.org.ua](mailto:vliashenko@epo.org.ua).



## Published profiles of the Ukrainian companies in Enterprise Europe Network database

*The following companies are published in the EEN database*

### **BOUA20220503014**

Ukrainian producer of popcorn with natural caramel is looking for distributor

#### **Short summary:**

The leading Ukrainian popcorn producer is looking for a distributor. The company's product range includes sweet and savory snacks such as popcorn coated with natural caramel (different tastes with peanuts, cinnamon and coconut, chocolate and milk chocolate), savory popcorn (cheese, butter, wasabi, salt flavors), caramelized and salted peanuts.

### **BOUA20220501003**

Ukrainian company, specialising in the manufacture and sharpening of manicure tools and accessories, is looking for partner under the commercial agreement.

#### **Short summary:**

The Ukrainian company offers manicure and pedicure tools, manicure sets, combs, hair brushes, curlers and barber's accessories. The company is looking for partners all over the world who would be interested in distributing its products under the commercial agreement.

### **BOUA20220429002**

A Ukrainian producer of disposable tableware is looking for manufacturing and distribution services agreements

#### **Short summary:**

The Ukrainian SME engaged in the production of the disposable tableware: glasses, plates, bags and accessories. The products are 100% eco-friendly and biodegradable. The company is looking to expand and distribute their products to other foreign countries under distribution services agreement. In addition, the company can sell directly or with the business partner's brand name on the product under the manufacturing agreement.

### **BOUA20220428044**

A Ukrainian company engaged in production of equipment for chopping branches is looking for partners abroad under distribution services agreement

#### **Short summary:**

The Ukrainian company is specialized in the production of branch shredders for processing wood waste into fuel for pyrolysis and solid fuel boilers, fireplaces, stoves. The company is searching for distribution services agreements.

### **BOUA20220428035**

A Ukrainian producer of couplers for splicing reinforcement steel is offering its products under distribution agreement

#### **Short summary:**

A Ukrainian company from Odessa engaged in manufacturing of equipment and couplers for reinforcement steel of various nominal diameters, that are used for repairing and developing concrete structures in the construction sector is looking for distribution services agreement.

### **BOUA20220427038**

A Ukrainian producer of screw piles is looking for partners to conclude subcontracting and distribution agreements

#### **Short summary:**

The Ukrainian company specializes in creating unique solutions for the quick and efficient construction of foundations for residential, administrative and commercial buildings: galvanized ground screws. The SME is looking for EU partners in the sector of building, distributors of ground screw piles and offers their products and services under distribution services agreement and subcontracting.

### **BOUA20220426014**

Ukrainian manufacturer of agricultural equipment is looking for distributors and commercial agents

#### **Short summary:**

The Ukrainian SME has significant experience in the production and distribution of agronavigators and other agricultural equipment in the Ukrainian market. The company intends to enter foreign markets. For this reason, SME wants to establish long-term cooperation with foreign partners under distribution services or commercial agency agreements.

## **BOUA20220425024**

Ukrainian advanced robot developer seeks partners for commercial and investment agreements

### **Short summary:**

The Ukrainian firm specialises in the development of advanced robots with remarkable characteristics such as mobility, agility, dexterity, and speed. The SME's world-class development teams take projects from concept to proof-of-concept prototyping, build-test-build engineering, field testing, and low-rate production.

Under joint venture and financial agreements, the company is looking for partners.

## **BOUA20220422016**

A Ukrainian producer of car roof racks and boxes is looking for distributors

### **Short summary:**

A Ukrainian manufacturing company, designing and producing standard and custom-made car roof racks, is looking for commercial partners to represent and assist in new market entry in Europe. The partners will work under distribution services agreements.

## **BOUA20220421028**

A Ukrainian manufacturer of equipment for the production of cellular concrete is looking for a commercial agency agreements

### **Short summary:**

The Ukrainian company specializes in the design and manufacturing of machinery for construction with a special purpose - for production of foam concrete for use in the building area, energy-saving foam concrete for industrial and housing construction. The company is looking to establish a commercial agency agreement.

## **BOUA20220417002**

A Ukrainian company manufacturing luxurious upholstered furniture looking for new foreign distributors

### **Short summary:**

A Ukrainian company manufactures luxurious upholstered furniture such as beds, sofas, chairs, poufs. Distribution services agreements are sought, in order to sell and promote its products in the EU countries.

## **BOUA20220415011**

Ukrainian SME amber products manufacturer seeks distributors

### **Short summary:**

A Ukrainian SME with 15 years of experience in the amber production offers its products such as finished goods - chess, ships, animal and bird figures etc., as well as blanks in the form of tiles, beads and balls. The company is looking for long-term cooperation with foreign partners on the basis of a distribution services agreement.

## **TOUA20220421024**

Complex microbial preparation for increasing plant productivity based on nitrogen-fixing and phosphate mobilizing bacteria

### **Short summary:**

A Ukrainian R&D institute has developed a complex microbial preparation for plant productivity-increasing based on nitrogen-fixing and phosphate mobilizing bacteria. The preparation stimulates the growth and development of plants and protects against the influence of stress factors, phytopathogens and phytophages. The institute is interested in cooperation with enterprises that specialize in the production of microbial bio preparations via a commercial agreement with technical assistance.

## **TOUA20220420015**

Bacillus probiotics for animal husbandry

### **Short summary:**

A Ukrainian scientific institute offers probiotic, also effective as a feed additive. The basis of the preparation - two spore strains of bacteria of the genus Bacillus. The biopreparation exhibits antibacterial, antifungal, antioxidant and immunomodulatory activity, improves the digestibility of feed. The institute is interested in cooperation with enterprises that specialize in the production of microbial biopreparations. The partnership is possible on the basis of a license agreement.

## **Interested to find reliable Ukrainian partner?**

Please save the profile reference code and contact:

Cozzolino Marco

[m.cozzolino@si-impresa.na.camcom.it](mailto:m.cozzolino@si-impresa.na.camcom.it)

S.I. IMPRESA

Azienda Speciale della CCIAA di Napoli

[een.bridgeeconomies.eu](http://een.bridgeeconomies.eu)

[www.een-italia.eu](http://www.een-italia.eu)

# Save the date to meet Ukrainian companies

## Organic Export During the War



Date: 23 June 10:30 - 14:00

Format: online conference

### About this event:

Despite the military action and threats, Ukraine continues to make a significant contribution to global food security - the sowing campaign 2022 is underway, alternative logistics routes are being developed to supply Ukrainian agricultural products

abroad and the European Commission has abolished tariffs and quotas on Ukrainian exports, as well as suspended additional official controls on organic products originating from Ukraine applied in 2015-2021.

The development of the organic market remains one of the priorities of Ukraine's agricultural policy.

Therefore, we invite representatives of the organic sector, foreign partners and international buyers to join the online event «Organic Export During the War» with the participation of the Ukrainian Government representatives, local and international experts, business representatives. At the event you will receive the latest information about:

- Sowing campaign 2022 during martial law: current state and harvest forecasts.
- Overview of the organic sector of Ukraine and capacities of Ukrainian organic exporters.
- Government support programs.
- Ukrainian organic export prospects and sourcing opportunities of the State Institution «Entrepreneurship and Export Promotion Office».
- Ukrainian Government's work on alternative logistics routes for organic export.

Organic certification and standards in Ukraine.

Success stories of cooperation between Ukrainian organic producers and international buyers in recent months.

### Why Ukraine?

One of the leading organic suppliers in the world

Most fertile soil in Europe: 33% of the world's black soil is in Ukraine

High quality: tasty products of superb quality confirmed by the EU and other organic certification

Ready for business: Ukrainian exporters are trusted partners for already more than 230 companies from Europe, North America and Asia

Competitively priced: one of the most cost-efficient sourcing in Europe

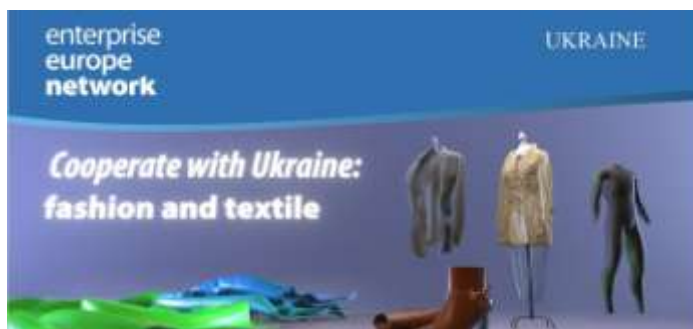
### Contact:

Please do not hesitate to contact us if you have any questions about the event or would like to arrange a meeting with leading Ukrainian organic exporters:

Natalia Babanina,  
Project Manager State Institution «Entrepreneurship and  
Export Promotion Office» - [nbabanina@epo.org.ua](mailto:nbabanina@epo.org.ua)

More information and registration form via link below or QR  
code:

<https://bit.ly/3N69Soa>



### “Cooperate with Ukraine: fashion and textile”

Date: 07 July 2022

Type: will be selected 6

Ukrainian Fashion producers for  
organizing Fashion session

“Ukrainian Day” in Torino (offline)

Link: <https://bit.ly/3xnyToc>





# How to support Ukraine right now



## Humanitarian aid

Official portal for those who want to provide humanitarian or financial assistance to people of Ukraine, businesses or the government at the times of resistance against the Russian aggression.

Anyone willing to support Ukraine can access here the information on how to do it.

The website was developed jointly by the Office of the President of Ukraine and the Cabinet of Ministers of Ukraine.

<https://help.gov.ua/en>

You can also choose how to support people in Ukraine. Find out more about how to donate via [the official Ukrainian government humanitarian aid website](#). You can donate through the major relief organisations active on the ground that are coordinating assistance to Ukraine.

## EU stands with Ukraine

The European Union, its Member States and Europeans across the continent are mobilised in support of people fleeing the war in Ukraine. Europe is there for them in the weeks and months to come.

EU is working on all fronts to support Ukraine with assistance, humanitarian aid and civil protection. EU has activated the temporary protection mechanism to provide people fleeing Ukraine with a secure status and access to schools, medical care and work in the EU. And stands ready to channel more assistance and support both to people who left Ukraine to seek protection in the EU and those who stayed in Ukraine.

## Private sector donations

The European Commission has created a new system to channel in-kind donations from the private sector to Ukraine, Moldova and EU countries in the region. Via the EU Civil Protection Mechanism, the EU will coordinate the timely and safe delivery of donated emergency items such as medicines, medical equipment, chemical, biological, radiological or nuclear countermeasures and shelter items.

Private entities from across the EU that wish to donate can contact the Commission via email:

[ECHO-private-donations@ec.europa.eu](mailto:ECHO-private-donations@ec.europa.eu)