



**Ukrainian agribusiness is interesting for investors**



**We invest in Ukraine: EURALIS (France)**

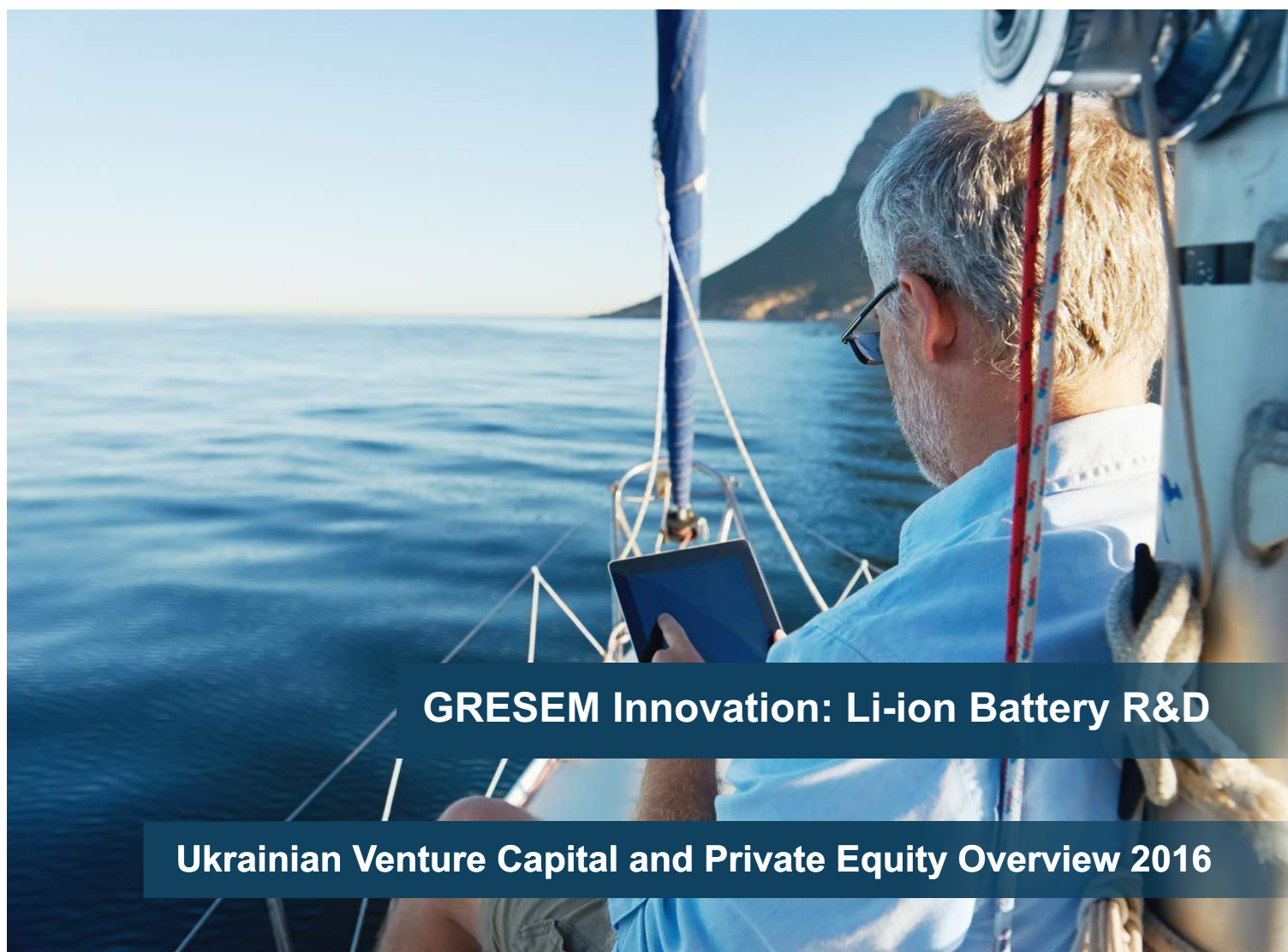


**IT company: software integrator for business**

# InVenture

## Investment Digest | Ukraine

August - 2017



**GRESEM Innovation: Li-ion Battery R&D**

**Ukrainian Venture Capital and Private Equity Overview 2016**

## PRIVATE EQUITY / M&A

- Kernel acquires farming business Agro Invest Ukraine for \$43.3 mln [>>>](#)
- Epicenter to purchase Glencore agribusiness in Ukraine [>>>](#)
- Agricultural Astarta attracts USD 25mln loan from Dutch development bank [>>>](#)
- ArcelorMittal Ukraine to invest USD 267mln into modernization [>>>](#)
- Investment Capital Ukraine gets endorsement for purchasing UkrSib Capital Management (BNP Paribas Group) [>>>](#)
- Local farmers to build riverside elevator worth USD 3mln in Dnipropetrovsk region [>>>](#)
- Nibulon to invest in 10 riverside reloading terminals [>>>](#)
- Domestic Piatidni LLC invests EUR 3mln in construction of seed producing plant [>>>](#)
- Freedom Finance takes over domestic trading company of Ukranet [>>>](#)
- EBRD provides USD 5mln loan to poultry producer Dneprovskaya agroindustrial group of companies [>>>](#)
- Major shareholder of Astarta acquires additional 5% stake [>>>](#)
- Trains and trams PESA mulls founding enterprise in Ukraine [>>>](#)
- Large world sugar producer to expand its land bank in Ukraine [>>>](#)
- Domestic agricultural Zorya to build its new flax plant [>>>](#)
- International trader AOT Energy enters Ukraine's market [>>>](#)
- Poultry producer Zernoproduct MHP to attract USD 100mln syndicated loan [>>>](#)
- Ukrainian juice producer of Galicia to invest EUR 50mln into construction of two plants in Poland [>>>](#)
- Pork producer Svizhachok to get new owner [>>>](#)
- Ukrteplo to invest into reconstruction of sugar plant into vegetable oil processing and biofuel plants [>>>](#)
- Industrial bank and Expres bank decide upon merger [>>>](#)
- Confectionery AVK to invest UAH 6mln into development [>>>](#)

## VENTURE CAPITAL AND STARTUPS

- Ukrainian Tech Expo returns to CES 2018 [>>>](#)
- Venture fund for Ukrainian immigrants is launched in Boston, USA [>>>](#)
- Ukrainian startup Agri Eye attracts USD 200K and gets invitation to participate in Norwegian accelerator Katapult [>>>](#)
- Startup Talkable attracts USD 2mln [>>>](#)
- Wooden construction set Ugear collects 20-times more than claimed at Kickstarter [>>>](#)

## MACROECONOMIC AND GOVERNMENT INVESTMENTS

- EBRD reaffirms support for reforms in Ukraine at high-level London conference [>>>](#)
- Ukrainian Venture Capital Association meets PM Volodymyr Groysman [>>>](#)
- Ukraine has to pay up to USD 11bn on foreign debts until 2019 [>>>](#)
- NBU assets grow 3.5% ytd to UAH 973bn in H1/2017 [>>>](#)
- Ukrainians buy Polish real estate more than Germans or Englishmen [>>>](#)
- Ukrnafta looks for investors for its 5 oil and gas projects [>>>](#)
- NBU and Deposit Guarantee Fund to launch online sales rooms for investors [>>>](#)
- Ukrenergo plans to take EUR 130mln loan from EIB [>>>](#)
- Government plans to sell 893 unprofitable enterprises for UAH 17bn (USD 630mln) by 2020 [>>>](#)
- Canada allocates USD 13mln for support of free trade agreement with Ukraine [>>>](#)
- IFC to invest USD 15mln into SME in Ukraine [>>>](#)
- Investments into renewable energy projects amount to EUR 210mln H1/2017 [>>>](#)





## Ukrainian Venture Capital and Private Equity overview 2016

**UVCA**

UKRAINIAN VENTURE CAPITAL & PRIVATE EQUITY ASSOCIATION



Andriy Yarmak



Food and Agriculture  
Organization of the  
United Nations

Ukraine's agribusiness is interesting for investors



Mykola Orlov, Kirill Levterov

LAW OFFICES OF **OMP**  
Legal Consultants for Investment

Ukrainian Land Market: Life Before and After the Moratorium



ПОДПИСАТЬСЯ

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**WE INVEST  
IN UKRAINE**



**We invest in Ukraine: EURALIS  
(France)**

Vladimir Yakovchuk, the CEO in Ukraine, “We invested EUR 30mIn”, “Ukraine is strategically important country for Euralis”



**WE INVEST  
IN UKRAINE**



**We invest in Ukraine: Philips  
(the Netherlands)**

Inna Berezovskaya, the CEO of Philips Ukraine, “it is possible to conduct business ethically in Ukraine, but this is not easy”



**ПОДПИСАТЬСЯ**

**InVenture Investment Digest**







### Frogurtino - a network of frozen yogurt

**Region:** Ukraine, Kyiv

**Sector:** Retail, Food

**Price:** \$159,000

Frogurtino is the only system network operator in the market of frozen yogurt of Ukraine for the last 5 years.

The complete absence of direct competitors opens up unlimited opportunities for business scaling both by opening its own shops and by selling individual franchises in Kyiv and other large cities of Ukraine as well as abroad.

#### Main assets:

Seven fully equipped outlets, including:

Three flagship shops with more than 5 years successfully working in the largest shopping malls of Kiev:

- Ocean Plaza - 1st floor, main entrance
- Sky Mall - 1st floor, central atrium
- Blockbuster - 1st floor, central gallery

Four inactive shops are fully staffed and ready for placement in the new Shopping Malls.

Potential locations in Kyiv: River Mall, Lavina Mall, the Republic, Blockbuster Mall

Also, there are proposals for opening new shops from regional shopping centers.

Intellectual Property: TM "Frogurtino", website, groups in social networks, business concept, design and drawings, technology, etc.



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**GRESEM Innovation: Li-ion Battery R&D****Region:** Ukraine**Sector:** R&D, Chemical**Investment required:** \$3 mln**R&D Project ideas**

#1. Create and manufacture the Li-ion batteries electrodes based on Si to replace the graphite electrodes:

- specific capacitance of Si-based electrode is 30% higher in comparison with that of the graphite electrode;
- Si-based electrodes are produced in the solvent-free processes making less negative environmental impact.

#2. Apply the high-speed ion-plasma etching in place of liquid chemical etching in order to increase the coefficient of light absorption in silicon plates of solar cells:

- single process, no preliminary or subsequent processing;
- heavy recycling process exclusion (without water consumption and aggravating recirculation process);
- dramatically lower environmental impact of processing.

**ПОДПИСАТЬСЯ**

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### **Agricultural companies and agriculture land for sale in Ukraine**

**Region:** Ukraine

**Sector:** Agriculture

**Price:** \$500K - \$100 mln

**With a focus on the opportunities in agriculture sector of Ukraine, InVenture Investment Group offers a combination of services to maximize the investment returns from agriculture activity.**

- ☐ Individual search and selection of agriculture assets in Ukraine according to the investor's criteria
- ☐ Due Diligence of agricultural companies and assets:
  - audit of financial activity (accounting / management accounting);
  - operational audit;
  - audit of land bank;
  - legal audit;
  - valuation of enterprises;
- ☐ Structuring the transaction of purchase and sale of agriculture assets, M&A in Agriculture
- ☐ Raising capital to agricultural companies
- ☐ Agricultural Asset Management
- ☐ Organization of communications and networking with agribusiness players and relevant government organizations
- ☐ High technology consultancy and support in agriculture (founders of AgTech Ukraine)



**ПОДПИСАТЬСЯ**




**IT company: software integrator for business**
**Region:** Ukraine

**Sector:** IT Services

**Price:** \$615,000

A successful company operating in the field of IT technologies for more than 10 years is offered for sale. Company provides comprehensive support for the work of small and medium business in sphere of accounting: implementation of specialized accounting software, use of cloud technologies and training users in 1C.

**Main activities:** Sale of software; Implementation, support and training of 1C; Customization of the software; Rent of cloud version 1C; Consultations on accounting; developed products for accounting in the cloud.

**The main software suppliers:** 1C-ABBYY, Intellect-Service LLC, LIGA: Law, own development of cloud services (SAAS, PAAS).

**Client base:** more than 15 000 clients

**Main assets:**

- TM
- Copyright on software protected by law
- Software, distributions of computer programs, client bases
- A fully staffed staff with an experienced CEO
- Established business processes
- Office and computer equipment, furniture

**Financial results:**

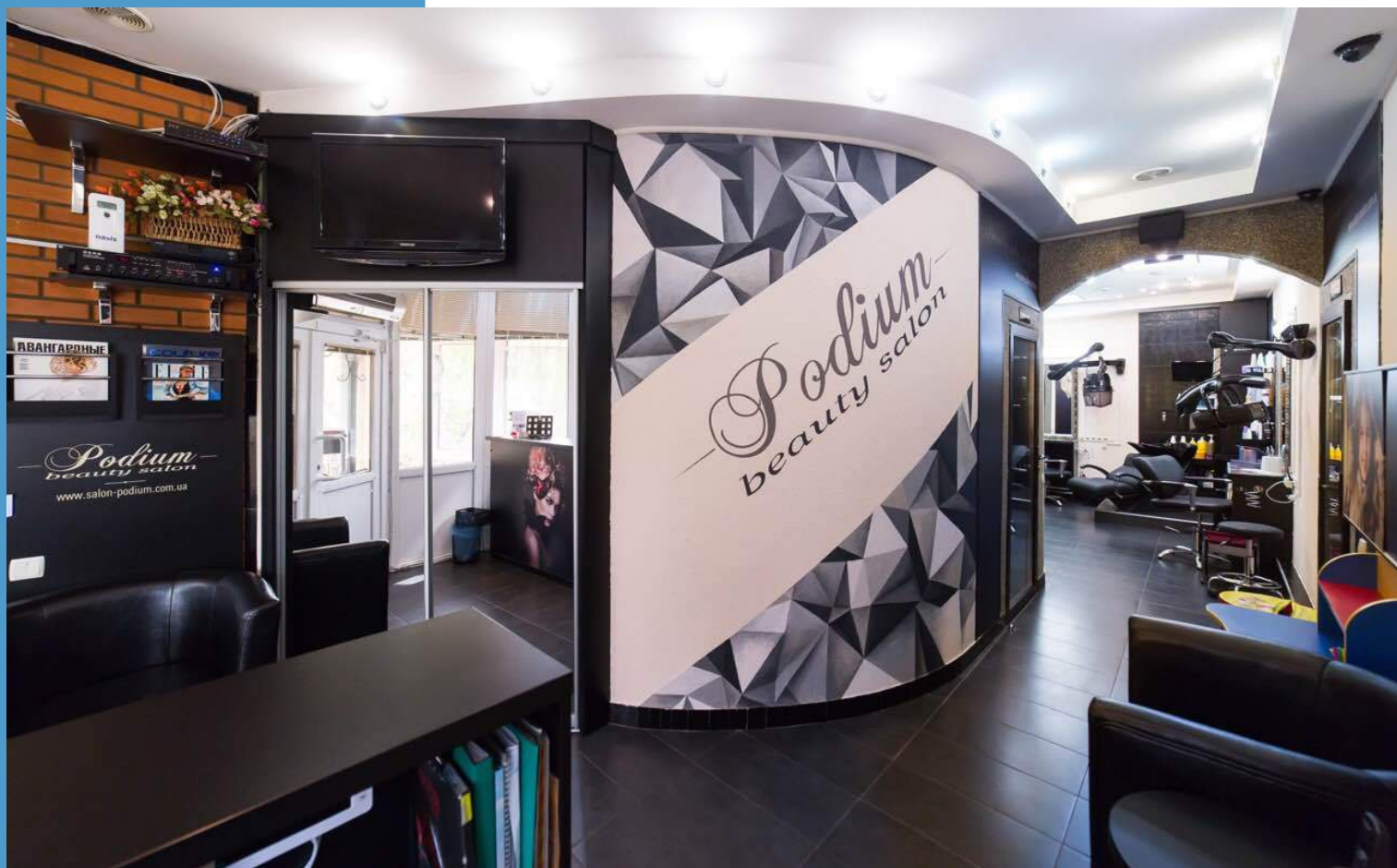
2014 - Turnover: \$ 575K / Net profit: \$ 205K

2015 - Turnover: \$ 465K / Net profit: \$ 155K

2016 - Turnover: \$ 535K / Net profit: \$ 205K


**ПОДПИСАТЬСЯ**
**InVenture Investment Digest**



### Beauty Salon in Vyshgorod

**Region:** Ukraine

**Sector:** IT Services

**Price:** \$300,000

Profitable beauty salon with real estate in ownership in the center of Vyshgorod city (7-10 minutes drive from Minskaya metro station) for sale

**Property area:** 75,2 sq.m. (in ownership)

**Location:** the center of Vyshgorod city, 100 meters from the Vyshgorod District State Administration, and the shopping center "Billa". The beauty salon is located on the 1st floor of a multi-storey residential building, close to public parking, bus stops, shuttle bus.

The beauty salon has been functioning for more than 12 years.

The average monthly net profit is \$ 3,000.

Reason for sale: change of residence of owners (moving to Europe).

#### **Beauty salon has the following facilities:**

- Cafe for 3 tables
- Waiting room and reception desk
- Hairdressing salon for 2 workplaces
- Room with a vertical solarium
- Manicure cabinet for 2 workplaces and SPA armchair automatic pedicure
- Cosmetology room with shower
- Restroom
- Utility room for staff



**ПОДПИСАТЬСЯ**

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Organizers



Kherson regional state  
administration

Kherson regional  
council

**September, 29 - 30, 2017**

Nova Kakhovka,  
Kherson region, Ukraine  
[tavrianhorizons.in.ua](http://tavrianhorizons.in.ua)



# **TAVRIAN HORIZONS**

X International Investment Forum

«Kherson region – platform for Eco investments»

cooperation ➡ investments ➡ economic development

I N T E R N A T I O N A L I N V E S T M E N T F O R U M



5-6 October 2017, Ukraine, Kyiv

**Ukraine and The World in The New Economic Reality**