



Continued reform: the key to FDI



M&A in Ukraine Review - 2018



Export-oriented blueberry farm

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Investment Digest | Ukraine

February 2019



Investment Tour to Silicon Valley

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PRIVATE EQUITY / M&A

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- EBRD increases stake in independent Ukrainian brewer [>>>](#)
- DTEK Group to acquire the majority shareholding in Odesaoblenergo and Kyivoblenergo [>>>](#)
- Epicenter K acquired a new agricultural company in Khmelnytsky region [>>>](#)
- Canadian Fairfax paid \$ 16.24 million for AXA Insurance [>>>](#)
- HarvEast finally purchased Agro-holding MC with a land bank of 25 000 ha [>>>](#)
- Kyiv's Respublika shopping mall sold for \$28.3 million [>>>](#)
- Ukrprominvest subsidiary to buy NCH Capital's agriculture company Letychiv-Agro [>>>](#)
- AgroGeneration sold 28.5 thousand hectares of farmland for EUR 19 mln [>>>](#)
- Dragon Capital Acquires Logistics Complex Arctica Near Kyiv [>>>](#)
- Norway's NBT has completed the acquisition of 82% of Azovinvestprom LLC [>>>](#)
- TIU Canada to build two new solar power plants in Odessa region [>>>](#)
- New business-campus for tech business was opened in UNIT.City [>>>](#)
- IFC to invest in Ukrainian Ukrgasbank [>>>](#)
- TAS Group of Sergiy Tigipko to Acquire Kosmo Pharmacy Chain [>>>](#)
- SMEs in Ukraine and Moldova benefit as private equity fund secures financing with EBRD support [>>>](#)
- Ovostar Union to invest USD 15-17 mln for modernization in 2019 [>>>](#)
- "American Gesheft" by Ihor Kolomoiskyi: hotels, factories and industrial complexes [>>>](#)
- Americans are building their second electronics plant near Uzhgorod [>>>](#)
- US\$ 12.5 million EBRD loan to support operation of Nyva Pereyaslavschyny Group [>>>](#)
- DXC Technology to buy software development company Luxoft for \$2 billion [>>>](#)
- Smart Energy Group to invest UAH 1 billion in increasing natural gas production [>>>](#)

VENTURE CAPITAL AND STARTUPS

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- Spinbackup, a cloud security startup with Ukrainian roots, raises \$1.5 million in Silicon Valley [>>>](#)
- Digital Future & Alexey Vitchenko bought a translation service translate.com for \$0,85 mln [>>>](#)
- DTEK opens Academy DTEK educational business platform at UNIT.City [>>>](#)
- First Large Guide on the Ukrainian IT Industry was issued by UNIT.City & WNISEF [>>>](#)

MACROECONOMIC AND GOVERNMENT INVESTMENTS

- Ukrainian Railway confirms intention to issue new Eurobond [>>>](#)
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**Alexey Oleynikov
Sergiy Chuikin
Oksana Kryzhanovskaya
Yuri Astakhov
Alexey Demyanenko**

M&A market review in the Ukrainian agricultural sector in 2018

The seller has the upper hand: at the M&A market in the Ukrainian agricultural sector the demand outpaces supply, buyers are ready to overpay...

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Dragon Capital

Asters



Brian Best
Dragon Capital

Dragon Capital

Continued reform: the key to FDI

Brian Best, Managing Director of Investment Banking at Dragon Capital provided his analysis of the strengths and weaknesses of the Ukrainian economy and offers an insight into Dragon Capital's investment strategy



Daniel S. Kim
Orrick

orrick

The golden rules of successful investing

Daniel S. Kim, Partner at Orrick shared with InVenture about his joining of the UVCA, getting to know to the VC market of Ukraine, and giving advice to Ukrainian startups



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InVenture Investment Digest



TOP 10 investment transactions in the agribusiness sector of Ukraine

InVenture and Landlord magazine have rated largest M&A transactions in the agricultural sector of Ukraine in 2018

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M&A in Ukraine Review - 2018

Despite global economic headwinds and the inevitable uncertainty the elections will bring, KPMG remain optimistic that Ukrainian M&A will deliver a third consecutive year of growth in 2019

KPMG



Offices and Logistics the Main Engines of Growth in European Real Estate in 2018

Europe's commercial real estate markets maintained their positive trend across most markets and property types during the fourth quarter of 2018

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**Export-oriented blueberry farm****Region:** Ukraine, Kiev region**Sector:** Agriculture**Investments:** \$7,825,000

The project provides establishment of a joint specialized agricultural enterprise for growing blueberries in the Kiev region, Makarovsky district.

The project involves the purchase of arable land and a property complex of 110 hectares for growing berries, as well as the acquisition of the necessary agricultural machinery and equipment for the storage / packaging.

Starting point. The project starts from the already existing base: 28 hectares of land, equipment, qualified specialists, own proven technology.

Team. Director of the company engaged in the cultivation of berries for more than 6 years. The company's team also includes one of the leading agronomists-consultants in fruit growing in the CIS.

Experience. The owners of the company have many years of practical experience in fruit growing, allowing not only to make optimal decisions on production technologies, but also to correctly analyze the situation on the market, responding to its requests.

Innovations. Own innovative development - organic fertilizer based on microalgae, which was tested on its own premises, and in 2017 went on sale in the market. Its use significantly increases the yield, plant resistance to diseases and stress, and also increases the quality of the product.

Technology. Use of high quality seedlings. Modern refrigerated warehouses. Technologies of the automated gathering and packing of berries. Compliance with technology to produce products of premium quality to meet export potential.

Sales. The company already has a well-established system of selling berries in the Ukrainian market.

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Boutique hotel in Arcadia

Region: Ukraine, Odessa

Sector: Hotel

Price: \$2,100,000

The boutique hotel is located in a luxury residential complex in the resort area of Odessa.

The heart of the city's nightlife - "Arcadia City" is within 5 minutes walk. The best restaurants and shops are within 100 metres.

The hotel is located 4.6 km from the Central railway station, a 20-minute drive from the sea station and the historic city center. The airport is 8.1 km away.

The area of the property

Room capacity: 1500 sqm + 800 sqm terraces

Room capacity

The number of rooms: 21 rooms

Modern, comfortable rooms with fresh renovation, the interior was developed by the best designers. All rooms are equipped with air conditioning. Each room has a spacious bathroom with a shower cabin, a hairdryer, a set of perfumes and bathroom accessories. There is free WI-Fi throughout the hotel, secure parking, a coffee shop. A large terrace offers breathtaking views of the sea and the city.

The hotel offers rooms of "Standard", "Standard Comfortable", "Junior Suite", "Suite" categories.

Price: \$2 100 000 (based on 1400\$ per sq. m.) / price reduced, non-negotiable.



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Industrial and logistics hub in Kharkiv

Region: Ukraine, Kharkiv

Sector: Production Real Estate

Price: \$4,000,000

The object is a universal production and logistics complex (former plant for the production of glass products).

Location: Ukraine Kharkiv region., Kharkiv district, Merefa / industrial zone, Merefa railway station district.

Year of construction: 2008

The production of glass containers stopped in December 2014.

Current status: the profile equipment is being dismantled (scheduled completion – March 2019), after which the facility will be prepared for the conversion of activities. The object is not rented and does not have any encumbrances.

Possible courses of operations: chemical industry, machine-building industry, production of building materials, wood processing, agriculture, logistics and other types of industrial production.

The object is a property complex of administrative, industrial and warehouse buildings and technical facilities, located on plots No. 1-4 with a total area of 12.47 ha.

Total area of buildings and structures: 62 163 sq.m.

Utilities: Electricity - installed capacity-10000 kVA, Gas, heat supply, water supply, waste-water disposal system, railway connection, etc.



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Leading media in the agricultural sector

Region: Ukraine

Sector: Media

Investments:

- \$290 000 / 25% in equity
- \$578 000 / 50% in equity

Attraction of investments in the operating high-profile agricultural media in order to expand the activities.

The company was founded in 2015.

To date, the publication has established itself as a professional and high-profile player on the agricultural market of Ukraine.

Target audience: managers and owners of agricultural companies; companies supplying goods and services to agricultural companies: from financial institutions and investment funds - to manufacturers of equipment, PPP and chemicals; processors and traders.

Project objective:

- ☐ To create a leading media in the agricultural sector
- ☐ To form professional communities of key market players: owners of companies, CEOs, top managers
- ☐ To create a professional Agency specializing in the development of marketing and communication strategies for the tasks of the agricultural market.

Competitive advantages of the project:

- ☐ Unique media positioning (3 directions in media holding: magazine, digital and events)
- ☐ High competence of the new team: online & sales
- ☐ Market launch of online special projects - a new format on the agricultural media market



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Stone villa "ILIOS" in Crete's best coast for sale

Region: Greece, Crete

Sector: Real Estate

Investments: \$1,480,000

The villa is fully furnished, equipped by the best designers of Crete (using materials and furniture only from European manufacturers) and is ready to receive guests!

Characteristics of the villa:

- Land plot area: 0,4 hectare
- Villa area: 292 sq. m.
- Sleeping rooms: 4
- Bathrooms: 4
- Ground floor: available (with garage and gym)
- Pool: 40 m²

On the ground floor of the villa, there is a spacious living room, a dining room and an open-plan kitchen, a bedroom, a bathroom and a storage room. Opposite to the living room there is a staircase leading to the second floor. The second floor includes three bedrooms, each of which has its own bathroom. In all bedrooms, except the central one, there is a balcony with a view of the sea and mountains. The basement is designed for two cars parking; there are several outbuildings, as well as a gym. In the courtyard, there is a private pool of 40 sq. m., a landscaped garden, and a barbecue area with a wooden pergola and a stove. The whole area is surrounded with stone wall with approx. height of 1.5 m.



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