

We invest in Ukraine: Onur Group (\$500 mln investments)



Titanium in Ukraine: military and economic context



Production of sunflower dry lecithin BIOLEX

# **Ukrainian Investment Digest** Q3 2023



Investments in Ukraine in Telegram

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#### CORPORATE INVESTMENTS, PRIVATE EQUITY, M&A

- IFC investments in Ukraine since start of war has reached \$400 mln >>>
- Horizon Capital's new HCGF IV Fund raised \$298 million at third closing for investments in Ukraine >>>
- Turkish drone manufacturer Bayraktar to invest \$100 million in three Ukrainian projects >>>
- Polish Laude moved logistics business from Russia to Ukraine worth €100 million >>>
- Bayer AG starts construction of a Monsanto plant for the production of corn seeds for EUR60 million >>>
- Kernel launches the share offering worth \$60 mln among qualified investors >>>
- MHP and Saudi Arabia's DHV to set up JV and invest over \$53 mln in poultry farming in Saudi Arabia >>>
- Kernel purchased logistics assets in the ports of Chornomorsk and Reni for \$44.15 million >>>
- A mineral water plant will be built in Truskavets or \$35 million >>>
- IFC to lend Ukraine's agriholding MHP up to \$30 mln to modernize biomethane plant >>>
- Ukraine's Nibulon raises EUR27 mln from Danish fund EIFO to invest in elevator, flour mill >>>
- Sergei Tigipko's TAS will invest \$30-40 million in production and a land bank in Ukraine in 2024 >>>
- OKKO invests in the purchase of existing SPPs and intends to build Energy storage for 40 MW >>>
- Ryanair pledges to base 30 new Boeing-737 MAX worth \$3 billion in Ukraine after conflict ends >>>
- Austrian Kronospan invests €20 million in a logistics complex near Kyiv >>>
- Chumak to build tomato paste factory in Odesa region despite war >>>
- EBRD allocates €9.6 million to Agrosem for the construction of a grain complex near Poland >>>
- Investors from Lebanon and Jordan invested \$15 million in agribusiness in Kyiv region >>>
- Epicentr and Paravita Holding Limited to invest EUR 10 million in the Polish INTERSPORT Polska >>>
- Ukrainian digital studio beleven acquired Swedish IT company Agena Tech >>>
- German family company Pfeifer & Langen to acquire another sugar plant in Ukraine >>>
- SCM increases investments in Ukraine by 25% to UAH 12.7 billion in H1 2023 >>>
- Black Iron expects government support to implement Shimanovsky iron ore project for \$816 million >>>

#### VC, STARTUPS

- Ukraine's ed-tech Preply raises \$70 million from Horizon Capital and other investors >>>
- Kyivstar to invest \$3 mln in development of Helsi >>>
- Ukrainian-founded cloud service Deskree secures €1.4M in a seed round >>>
- Startup Saldo Apps raised a round from a group of investors led by Ukrainian hi5 Ventures >>>
- Ukrainian Pluspoint Startup Raises \$400,000 in Investment from Pragmatech Ventures >>>

#### GOVERNMENT INVESTMENTS, FOREIGN FINANCIAL SUPPORT

- European Parliament approves €50 bln for Ukraine in EU budget amendments >>>
- Germany approves creation of of a JV between Rheinmetall and Ukraine's Ukroboronprom >>>
- The EIB to create a new fund Ukraine Trust Fund worth 400 million euros to help rebuild Ukraine >>>
- SPF of Ukraine to sell 66.65% shares in Ocean Plaza with a starting price of UAH 1.3 billion >>>
- EBRD finances €182 million to upgrade of Lviv-Rava-Ruska road in Ukraine >>>
- Ukraine receives another tranche of EUR 1.5 bln in macro-financial assistance from EU >>>
- ARMA to transfer the network of Glusco fuel stations to the management of JSC "Ukrnafta" >>>



#### **ARTICLES & RESEARCH**



#### We invest in Ukraine: Onur Group

How Turkish Onur Group supports Ukraine during the war: \$500 million invetsments. Interview with Emre Karaahmetoglu, general coordinator of Onur Group Ukraine



# Why American business should invest in Ukraine

Daniel F. Runde and Sergiy Tsivkach shared their thoughts on why American bussiness should invest in Ukraine



# Investments of Ukrainian business during the war: a sectoral overview

Ukrainian business is a key investor in the national economy, it is more than anyone interested in its development. Actual investment projects are estimated at UAH 8 billion.



# Titanium in Ukraine: military and economic context

Mining of titanium ore and production of titanium in Ukraine: main trends of market development.



#### **BUSINESS FOR SALE**



High-status and profitable family-type restaurant in Koncha-Zaspa for sale

**Region:** Ukraine, Kyiv, Koncha-Zaspa **Price**: \$4 000 000 The restaurant complex is located in the very center of the elite settlement of Koncha-Zaspa with access to the facade of the Stolychne Highway, 30 km from the center of Kyiv.

Only high-quality and expensive materials and professional equipment were used in the design and construction. The use of modern design solutions will be relevant for decades to come.

The winning business model of the complex with a focus on family recreation is equipped with the largest outdoor children's playground and a large indoor recreation area for children in the restaurant building.

The focal point of the restaurant's pride is the exclusive Spanish Hosper spit, which carries fantastic Spanish traditions into cooking and surprises visitors with its unsurpassed taste. Baking is a specialty of the establishment. The restaurant's bakers bake special craft bread on self-grown sourdough without yeast.

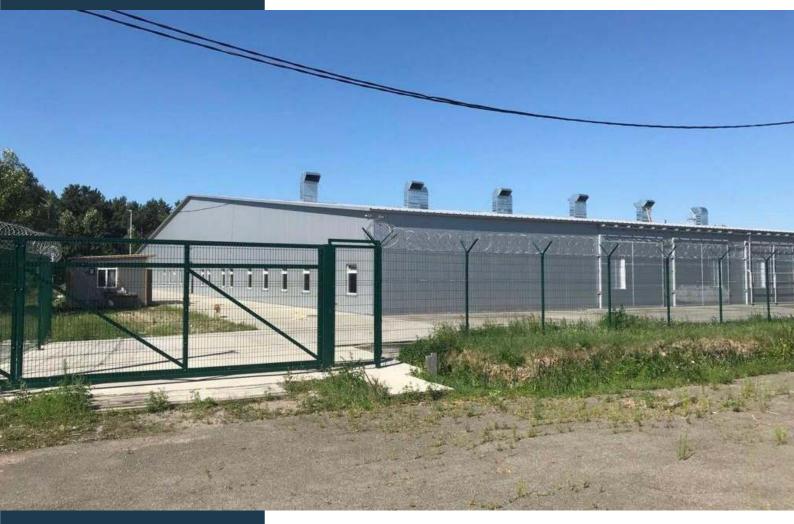
**The total area of the land plot:** 0.5792 ha, of which: 0.2042 ha is private property; 0.375 ha - lease

Total real estate area (buildings and structures): 683 m2

**All utilities:** electricity (TP 150 kW, diesel generator 65 kW Estar), gas, heating, water supply, sewage, fire and security, ventilation system and air conditioning system.



#### **PROJECT FOR SALE**



Complex for the cultivation and processing of champignons, Kyiv region for sale

**Region:** Ukraine, Kyiv region, Vasylkovsky district, Dybrova village (30 km. from Kyiv) **Price**: \$2 100 000 **Current status:** 75-80% readiness for production start-up (the estimate for production start-up is available upon request), the estimated investment cost for starting mushroom production is 1,421,000 euros.

The production capacity of the mushroom growing plant is 220-250 tons per month.

#### Plant area: 7240 m<sup>2</sup>

- privately owned land 4 hectares;
- 400 kW electric substation;
- documents for the private plant are 100% ready;

#### All equipment is new:

- air conditioning, racks Italy;
- diluted irrigation system;
- two water wells;
- video surveillance;
- euro fencing of the factory perimeter;
- guard house;
- electricity, water, sewerage are connected and functioning;

- there is a concrete surface with drainage on the territory of the plant.

The use of this object can be considered for its intended purpose (starting production of mushroom cultivation), or as storage or production premises, including for storage, processing of fruits, vegetables or other food products.



#### **BUSINESS FOR SALE**



Leading producer of liquid chelated microfertilizers in Ukraine for sale

Region: Ukraine Price: \$5 677 107

For more than 20 years, the company has been helping agricultural enterprises of Ukraine, from agricultural holdings to farms, to get better harvests and increase the profitability of their business.

For this, advanced technologies and high-quality imported raw materials are used in production, in addition, a wide line of preparations for foliar feeding is supplemented with new preparations every year.

**Product range:** suspensions, functional fertilizers, complex chelated microfertilizers with a growth stimulator, classic complex chelated microfertilizers, nutritional correctors (monochelates).

**Competitive advantages:** uniqueness and innovation of products (innovative suspension fertilizers), own "know-how" technologies.

Clients: well-known agricultural holdings and farmers

The perimeter of the agreement and the subject of sale are:

- Real estate
- Equipment (production, office, laboratory)
- Business component and intangible assets (TM, technical
- regulations (technology), TU, patent, project)
- Finished products in the warehouse 184,468 tons

- Raw materials for production - 631,794 tons (for the production of 908,250 liters of finished products)



#### **BUSINESS FOR SALE / JV**

Factory for processing, freezing and sales of berry, fruit and vegetable products for sale

**Region:** Ukraine, Zhytomyr region, Malyn **Price**: \$2 100 000 **Field of activity:** processing, harvesting and freezing of berry, fruit and vegetable products, production of finished products

**Current status:** the company provides products freezing and storage services, and is also used as an infrastructure for its own trading.

Land plot: 3.3 ha (in lease for 10 years with prolongation)

Factory area: 4,000 m2

Production capacity: peak - 40 t/day

#### **Utilities:**

- two independent power transmission lines, two electric substations with a capacity of 430 kW each;

- central water supply and sewerage;

- a registered autonomous well with a depth of 75 m, which is parallel to the factory system.

Before the construction of the factory, more than 100 factories in Europe were visited and studied, and their methods and work principles were implemented for integration into international trading.

### Investment project to expand the factory and increase production:

- First phase 722 m2 and 1,586 m2
- The second stage 3,555 m2

- Purchase of a tunnel for 3 t/h, a new packaging, a sorting machine, a packaging line with an increase in the volume of freezing from 40 to 100 t/day.



#### LAND PLOT FOR SALE



Land plot of 15 ha with 2 railway lines (UA/EU) for a logistics terminal -10 km from the border with the EU for sale

**Region:** Ukraine, Transcarpatia region **Price**: \$3 000 000 Industrial land plot of 15 hectares with a project for the construction of a logistics complex and the organization of a dry port (elevator for 88,752 tons of grain storage with transshipment of more than 1 million tons of grain crops) on the border of Ukraine with the EU.

**Land size:** 15 hectares (lease agreement for 49 years from 2022), plans to buy the site - budget about \$200-250 thousand.

**Land category:** Lands of industry, transport, communications, energy, defense and other purposes

#### Advantages of the location:

- Territorial location near the border with the European Union.

- Possibility of transshipment of products on a European standard railway (received technical specifications from Ukrzaliznytsia for connection to a narrow and wide railway line running along the site).

- To supply energy to production facilities, power lines will be connected to the territory and a transformer substation with a capacity of 1.5 MW will be installed at the first stage, with the subsequent possibility of increasing it to 3 MW.

- The large area of the site has the prospect of being developed by enterprises for processing agricultural crops or other types of manufacturing industries.

- Ideal for creating a logistics center with shipment by road, rail, organization of container transportation, including the prospect of sending containers to the port of Rijeka (Croatia), the port of Koper (Slovenia).



#### **INDUSTRIAL / WAREHOUSE PROPERTY**



#### Modern logistics and industrial complex 14500 sq.m. for sale

**Region:** Ukraine, Vinnytsia region **Price**: \$6 500 000

#### Total area of buildings and structures: 14 500 sq.m.

- Package store
- Finished goods store with household premises
- Scrap-yard
- Administration building with a checkpoint and dining room for 50 people
- Electric lift truck maintenance point

Land plot area: 3.6 ha (in lease)

#### Utilities:

- Electricity: transformer substation on the territory, 600 kW
- Gas: gas distribution substation on the territory (medium pressure)
- Water supply: borehole
- Sewerage: own treatment facilities
- Heating: own boiler room
- Railway branch lines: 2 pcs.

#### Other:

- The operating manufacturing and storage facility (part of it is granted on lease)

- Paved territory (asphalt), perimeter fencing, round-the-clock security, video surveillance.

- Fire extinguishing pumping station, underground fire tanks of 250 cu.m.

- Railway and car ramps, convenient asphalt access road.
- Heated rooms, ventilation system, staff lounges.



#### **PROJECT FOR SALE**



Project for the production of sunflower dry lecithin BIOLEX

**Region:** Ukraine, Kharkiv region, Bogodukhovsky district

Price: 3 000 000 EUR

The project is designed to process 5 mt of phosphatide concentrate per day (1500 mt of phosphatide concentrate per year with the production of 1000 mt of dry lecithin powder and 450 mt of extraction oil).

Lecithin powder can be produced with a high degree of purity, making it preferable for applications in sensitive areas such as pharmaceuticals or high-end food products.

The technological process involves the reception, storage of phosphatide concentrate, its purification, extraction of phosphatides with an organic solvent, drying of the powder from moisture and **solvent, regeneration of the solvent, packaging of finished products.** 

#### Current status of project implementation:

- Invested: EUR 3,300,000 / 80% of the total project cost

- Additional necessary investments for production start-up: EUR 0.5-0,8 million

- Target performance indicators of the project (according to the financial model): payback period up to 2 years.

Economic calculations are provided upon request.

- The foreign investor suspended the financing of the project due to military actions in Ukraine.

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#### **BUSINESS FOR SALE**



# Fitness Studio Chain in Kyiv for sale

Region: Ukraine, Kyiv Price: \$290 000 The operating chain of fitness studios for sale, consisting of 3 clubs, real estate in rent (2 on the right bank of Kyiv and 1 on the left bank of Kyiv)

#### Fitness centers:

#1 Left bank of Kyiv (residential area). Area - 122 m2

#2 Right bank (center of Kyiv). Area - 168 m2

#3 Right bank (center of Kyiv). Area - 142 m2

What is in each room:

Modern renovation with large windows

Admin area, trainer/cleaning room, cloakroom

2 changing rooms (male and female) with showers and toilets

Group and individual training area with rubber floor

New and high-quality equipment from leading manufacturers for functional training (TRX, dam trainer), strength training (dumbbells, kettlebells, barbells, disks), boxing (boxing bags, mittens, bandages, timer) and stretching (Airex mats, Blackroll)

Professional musical equipment

Video surveillance, alarm

Ventilation and additional air conditioners



# **NVENTURE**

#### **BUSINESS FOR SALE**



Production and supply of aluminum structures, facade and window and door systems

**Region:** Ukraine, Center part of Ukraine **Price**: \$17 549 500

The company has been working on the construction market since 1996 and is a leader in the production and supply of aluminum structures, facade and window and door systems in Ukraine.

Production lines are equipped with high-tech equipment that ensures compliance with European quality standards. The plant operates according to the international standard ISO 9001 and the European harmonized standard EN 1090, all products have CE marking for foreign markets.

The property production complex is located in the central part of Ukraine on a land plot of 2.67 hectares, the total area of production, warehouse and office premises is more than 15,317 sq.m.

The enterprise employs 200 people.

#### The main areas of production activity:

- Extrusion of aluminum profile of any type and configuration. Standard profiles, Client profile systems.

- Glass processing: glass tempering, artificial aging, edge processing, painting and bending of glass, production of architectural glass units.

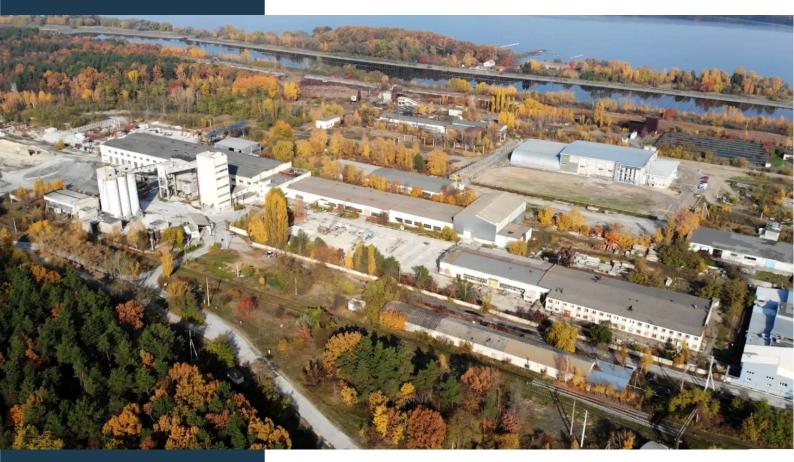
- Design and manufacture of transparent enclosing structures, any types of facades, transparent structures

- Window and door, sliding systems of the EN standard from REHAU metal-plastic profile.

- Modern lines of powder painting. Wide texture, RAL, QUALICOTE CERTIFICATION.



#### **INDUSTRIAL PROPERTY**



Enterprise for the production of reinforced concrete structures for sale

Region: Ukraine, Vinnytsia region, Ladyzhyn Price: \$2 500 000 **The main areas of activity:** production of prefabricated reinforced concrete structures for residential and industrial construction, concrete mixtures and solutions of various brands, reinforcing cages and wood products.

Production capacity: 2-3 thousand cu.m. of precast concrete and 4-5 thousand cu.m. of ready-mixed concrete and mortar per month. The capacity of metal silos for cement is 4,200 tons.

Land plot – 6.7848 hectares (private ownership).

Buildings and structures, total area – 16,136.4 sq.m.

**Equipment:** for the production of reinforced concrete structures for residential and industrial construction, concrete mixtures and mortar of various brands, reinforcing cages and wood products.

**Infrastructure:** the enterprise is fully provided with all the types of energy resources, namely electricity, technical and drinking water, heat energy in the form of hot water and steam from Ladyzhyn thermal power plant, compressed air from the compressor station.

#### **Utilities:**

- Power supply is carried out through its own PL-10 kV from the 110/35/10 Ladyzhyn substation. There are 2 transformer substations 10/04 kV are PTS 1000 kV/4.

- 10/04 kV, one PTS 1000 KVA, the second ZKTP 2x1000 KVA. Water is provided from the main pipeline of the city network
- The sewerage network
- The plant is heated from the heat network of Ladyzhinskaya TPP
- Steam supply is carried out through its own pipeline from
- Ladyzhinskaya TPP (length 3 km)

- A railway line enters the territory of the enterprise with the possibility of shipment of hopper wagons with cement.

- Availability near suppliers of sand and gravel



#### **INVEST IN AGRICULTURE IN UKRAINE**



Support of investments in the agricultural sector of Ukraine

#### Region: Ukraine

**Price**: starting from \$3 mln up to \$100 mln

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

- Developing of the investment strategy in the Ukrainian agriculture sector (analysis of various options, pro-cons, rationales, arguments & demonstration; business modeling, etc).

- Individual search, identification and selection of potential agriculture targets matching to the defined requirements (investment criteria).

- Deep in structure analysis (development of financial model, organization, operations, development time line, profile of the targets for acquisition, etc.).

- Coordination of Due Diligence process of agricultural companies and assets (audit of financial activity (accounting / management accounting); operational audit; audit of land bank; legal audit; valuation of assets).

- Structuring the M&A deal, transaction support, negotiation.
- Services after acquisition (set up the organization):
- Finding C-level people for key functions.

- Land bank development: identification of additional targets to complete, or/and increase the land bank. Monitoring the farm land market activity, market intelligence.





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