



# TASTE AND TRADE with UKRAINE

EDIBLE NUTS, PROCESSED AND FROZEN  
FRUITS, BERRIES AND VEGETABLES



Mission within the ITC project  
“Linking Ukrainian  
SMEs in the Fruits  
and Vegetables Sector to Global  
and Domestic Markets  
and Value Chains”  
supported by Sweden

The background features a large, abstract geometric design. A bright yellow triangle points from the top right towards the center. A dark blue triangle points from the bottom right towards the center. The remaining background is a light gray. In the upper right, there is a photograph of fresh berries: a red raspberry, several blueberries, and a cluster of blackberries. In the lower right, there is a photograph of several walnuts in their brown, textured husks.

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## GENERAL INFORMATION ABOUT UKRAINE

Ukraine is among the largest European countries with outstanding agricultural potential

Ukraine has long been known as an agricultural powerhouse. Its rich black earth soils, huge land area and ideal climate for the production of grain and oilseeds have made it a global leader in the export of these products. Its role for the European food sector has been

reinforced by the refocus of the EU and international buyers on food security and supply chains as a result of the pandemic.

Ukraine is one of the largest and most fertile countries in Europe. About 70% of its territory is devoted to agriculture. Favourable climate and location and modern agricultural methods contribute to the production of a range of products of outstanding taste and quality. Every year, more and more Ukrainian fruits and berries reach new buyers from all over the world.

Ukraine is open to the world market and international partnership!

In 2021, Ukraine exports of vegetable, fruit, nut food preparations to the world were US\$195.65 million (Source: UN COMTRADE). Their major share was traditionally formed by walnuts, frozen fruits, fresh apples and pears.

In 2020, Ukraine was in the top 5 of exporters for tomatoes, onions, frozen, dried and boiled, fresh and chilled vegetables. In 2021, sales of fresh vegetables, e.g., onions and cucumbers, were growing too, both in value and volume. In 2020-2021 market year, fresh vegetables accounted for 72.5% of Ukrainian agricultural exports to Europe. Ukraine exports vegetables to 96 countries. Export of vegetables from Ukraine was carried out by 400 exporters in the world market (Source: IMPACT Initiatives).

Due to the Russian invasion of Ukraine, logistics and trade infrastructure have been disrupted, which complicates the export of produce. However, Ukrainian exporters are doing their best to overcome these challenges; they remain strong in spirit and the belief that better days lie ahead.

Ukraine is an important player in the global food security system. All Ukrainian production facilities have certified HACCP systems. Most producers hold GlobalG.A.P. certificates or are in the process of obtaining them. The European Union, with its very demanding quality and safety requirements, is the main importer of Ukrainian food and agricultural products, including Organic produce.





**AGRO TRADE LUBNY** started in 2005. Our production facilities are located in an ecologically clean area – in the city of Lubny, Poltava region. We export walnuts and operate in the B2B segment to supply fresh, environmentally friendly, packaged walnuts, providing the best quality, impeccable service, safety and competitive prices. For over 18 years, we have been collecting, processing and exporting walnuts; and we give the highest priority to our clients.

### KEY FACTS

We buy the best quality raw materials from ecologically clean areas of Ukraine

At processing and sorting, we adhere to standards at each stage

We use modern equipment and implement best practices

Our equipment is made of food grade stainless steel meeting the highest food standards



### COMPLETE WALNUT PROCESSING CHAIN

- 1 Whole nut calibration
- 2 Washing and drying
- 3 Splitting nuts
- 4 Disassembling chopped nuts
- 5 Core calibration
- 6 Nut kernel drying
- 7 Packing and packaging



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**AGRONIKA** produces canned fruits and vegetables, syrups, ready meals based on meat and vegetables. Our partners are Ukrainian retailers, distributors in our country and abroad. We sell our products to the countries of the European Union, the USA, and Canada.

## KEY FACTS

- Established in 2003
- The motto of our company is "Not only tasty, but also healthy!"
- In our production we use no preservatives, flavour enhancers, or dyes
- We use only fresh and high-quality raw materials
- Production is certified in accordance with national quality standards



## THE COMPANY OFFERS

- Canned fruits and vegetables
- Syrups
- We manufacture products under our own brands, as well as under brands of our partners (Private Label).
- Also, we can make products according to your original recipe.



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**ARMOPROM-D** offers high-quality and innovative ingredients for the food industry worldwide. In Ukraine, we were the first to produce candied fruits, berries, and vegetables that can be used in the food industry. Thanks to our in-house R&D centre, our production enables different food manufacturers to develop new unique products and gain a larger market share.

We offer an extensive list of ingredients, encompassing various shapes and fractions, ranging from the smallest to the largest, prepared to meet the requirements of your production – chopped, thermally processed, or calibrated. Our raw materials are produced at the ISO 22000 certified facility.

Are you looking to diversify your assortment and reduce production costs? Choose ARMOPROM-D as your reliable partner and conquer the world along with us!

### KEY FACTS

- Established in 2006
- Over 5000 sq. m of total area
- Up to 70 tons of finished products per month
- Over 150 clients
- Exports to the Baltic countries, Poland, Georgia, and Turkey
- Packaging options: cardboard, vacuum, polyethylene bags of various weights (0.1 – 50 kg according to customer needs)
- Shipping terms: FCA, CIF, DAF



### THE COMPANY OFFERS

- Nuts (almond, walnut, hazelnut, peanut, cashew)
- Candied vegetables and fruits (pumpkin, rhubarb, apricot, lemon, orange)
- Candied berries (blueberry, cherry, black rowan, black currant)
- Dried fruits (pear, prune, apple, mango, kiwi, kumquat, apricot, fig)
- Dried berries (cherry, strawberry)



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**BIONERICA** is a brand of products given by nature itself. All the raw materials grow in ecological areas, and we do not affect natural processes in any way. Our team collects, processes and sells mushrooms, berries and herbs. Production facilities are located in the town of Vyzhnytsia between the fertile gardens of the Dnister River and the rich forests of the Carpathians. Due to the unique location, we fully control all stages of harvesting, processing and production.

### KEY FACTS

- The largest exporter of forest products from the west of Ukraine
- Over 2,000 tons of wild berries, mushrooms and herbs already sold in 2022
- Two production and processing sites located nearby the Carpathians
- Employment of over 300 people, cooperation with over 50 farms
- Partners in Poland, Czech Republic, Lithuania, Estonia, Austria, Germany, France, USA.



### THE COMPANY OFFERS

#### IQF FROZEN PRODUCTS FROM SEMI-TO CLASS A GRADES

- Boletus – 180 tons
- Chanterelles – 80 tons
- Blueberries – 700 tons
- Lingonberries – 200 tons
- Cranberries – 300 tons
- Wild blackberries – 300 tons
- Strawberries – 250 tons
- Buckthorn – 100 tons
- Elderberries – 300 tons
- Raspberries – 300 tons



#### **BIONERICA LLC**

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Planted in 2011, the orchard of **FARM GADZ** with an area of 700 ha is located in a special microclimatic zone, which allows getting high quality fruits with excellent taste characteristics. During 2011-2020, over 600 ha of orchard were planted with seedlings grown in Europe. In 2021, 70 ha of new orchard were planted, in compliance with modern Italian technologies. We use dwarf rootstocks, new productive varieties and drip irrigation. In a short time, FARM GADZ became one of the largest Ukrainian growers. In 2018-2019 season, our farm was the leader in apple exports to Europe, the Middle East and Asia. Today, we export to more than 20 countries. And we sincerely believe that we **MAKE THE WORLD TASTIER!**

### KEY FACTS

- Certified: GlobalG.A.P., FSSC 22000, GRASP, Organic Standard
- Fruit storage for 20,000 tons of storage
- Apple sorting line with a capacity of 6 t/h
- Processing complex for the production of fruit and vegetable puree and NFC juices in aseptic packaging
- Gualapack line for bottling puree and juices in pouches
- Processing line for the production of apple chips

### THE COMPANY OFFERS

- NFC apple juice, fruit and vegetable juices-smoothies
- Concentrated puree
- 32 brix – 2,000 tons/years
- Puree 12-14 brix – 4,000 t/year
- Bottling of juices and juice-smoothies in pouches and bag-in boxes
- Apple chips, dry apples



### FARM GADZ

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**FILBERT** is the second largest hazelnut orchard in Ukraine planted on the Black Sea coast and raised from 550 thousand seedlings. Today, our orchard is provided modern irrigation and fertigation systems, and covers 820 hectares. We have already launched the construction of own processing facilities for washing, drying, calibrating, blanching, packing and storing of hazelnut kernels.

### KEY FACTS

- Established in 2015
- Modern agricultural technologies
- Varieties of Italian selection: Tonda di Giffoni, Nocchione, Tonda Gentile Romana, Fertile de Coutard, Mortarella, Tonda Gentile delle Langhe
- Safe plant protection agents, micro- and macrofertilizers by the world leaders (BASF, Bayer, Syngenta, Yara International)
- Innovative approach



### THE COMPANY OFFERS

- Hazelnut in shell
- Hazelnut kernels

#### **FILBERT, Scientific-Production Association LLC**

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**FRUZBI UKRAINE**



**FRUZBI UKRAINE** is a young fruit company with professional traditions and healthy ambitions. With us you will source directly from farmers and processors and you will have a peace of mind in negotiating beneficial contractual terms and safe supply.

We are friends with our growers and producers, and also organize a strict accreditation procedure to keep up with major food certification prescriptions from HACCP to GFSI to Organic.

Let us accompany you on your fruit journey and make Ukrainian all natural products and ingredients your best friends!

### KEY FACTS

- Established: 2020
- Location: Lviv region near the Polish border
- Experience in agrifood: 10 years on average for our supply sources
- Food safety principles: HACCP, ISO 22000, GFSI (incl. FSSC 22000, BRCGS)
- Organic status or religious permission: available for certain product categories
- Product type: berries, fruits, vegetables, herbs, grains & oilseeds
- Product category: frozen, air-dried, freeze-dried, liquid, concentrated & bulk (commodities)
- Focus industries: fruit distribution, food service & hospitality, food processing
- Applications: juices, yoghurts, teas, smoothies, coulis, ice cream, desserts, sauces, syrups, etc.



### THE COMPANY OFFERS

Product Type	Product Varieties	Volume, tons
Frozen berries	raspberries, wild blueberries, blackberries, wild elderberries, sea buckthorn, cranberries, currants	up to 3,000 tons
Freeze-dried fruit	raspberries, wild blueberries, blackberries, other on demand	up to 100 tons
Air-dried veg & herbs	beets, carrots, cabbage, parsnips, green onions, parsley, dill, etc.	up to 1,000 tons
Juice concentrates & purees	apple, raspberry, blueberry, other on demand	up to 1,000 tons
Grains & oilseeds	wheat (food grade), corn, sunflower oil	up to 60,000 tons

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**MALYNKIVSKE FARM** was established in 2007. Since 2018, we have been growing and processing fruit and berry products. Our permanent staff of 15 people increases to 40 people during the season. Today, we grow raspberries of summer and autumn fruiting varieties and apples. We have 4 apple storage chambers with a total volume of 700 tons and a raspberry freezing complex, which consists of a static shock freezing chamber with a capacity of 5 tons per day, a storage chamber for 80 tons, and a sorting workshop. In the future, we plan to start growing pears, and to widen the assortment with other frozen berries and fruits.

#### KEY FACTS

- Area: apples – 21 ha, raspberries – 5 ha
- Apple varieties: Gala, Jerome, Red Jonaprince, Golden, and Champion
- Raspberry varieties: Joan Jay, Heritage, Polka, and Glen Ample
- Annual yield: apples – 1,000-1,200 tons, raspberries – 50-70 tons
- Countries of export: Austria, Czech Republic, Germany, Iraq, Libya, Poland, Saudi Arabia

#### THE COMPANY OFFERS

##### Frozen raspberries

- Sizes: 80/20 whole, raspberry crumble
- Packaging: 10 kg moisture-proof cardboard box
- Volume: 150-200 tons/year



#### **MALYNKIVSKE FARM**

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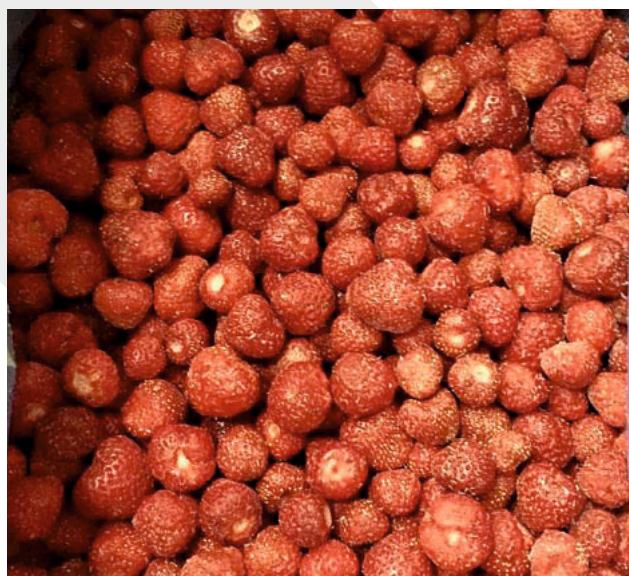
Farming Enterprise **NIZHYN AGROINVEST** is located in the north of Ukraine in the Chernihiv region. The company has been growing, processing and selling berries, fruits and vegetables for many years. Having modern equipment and mechanisms of its own production, owning more than 40 hectares of land, NIZHYN AGROINVEST can rightfully be considered the flagship of the industry in the entire northern region of Ukraine.

### KEY FACTS

- Own cultivation of various crops on more than 40 hectares of land
- Freezing and processing factory
- Sea buckthorn, strawberries, raspberries, currants of our own cultivation
- More than 1000 satisfied partners throughout Europe

### THE COMPANY OFFERS

- Frozen berries
- Frozen fruit
- Frozen vegetables
- Frozen juices



### **NIZHYN AGROINVEST Farming Enterprise**

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**PANFRUIT UKRAINE** is a Ukrainian brand of organic freeze-dried products, which is all about innovation and love for our craft with care for our customers. It is all about selected, tender and crispy fruits, berries and vegetables manufactured with innovative freeze-drying technology preserving 97% of their nutritious properties. This technology allows maintaining taste, structure and original scent of our products. We are proud to offer our customers 100% natural products, certified organic, vegan, with no gluten or sugar.

## KEY FACTS

- We guarantee high quality of the freeze-dried products we manufacture by controlling all stages of their growing, harvesting and storage
- We guarantee high quality of the freeze-dried products we manufacture by controlling all stages of their growing, harvesting and storage
- Ripe fruits, berries and vegetables harvested by hand, are cooled, frozen and freeze-dried directly in the field within maximum 30 minutes after being harvested
- Our farms are situated in ecologically clean regions of Ukraine; their soil is fed with exclusively organic fertilizers.



## THE COMPANY OFFERS

- Freeze-dried organic strawberries
- Freeze-dried organic raspberries
- Freeze-dried organic blueberries
- Freeze-dried organic peach
- Freeze-dried organic melon



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**POWER OF NATURE** company was established in 2014 to grow organic nutrient-rich berries and vegetables on high-quality black soils of Kharkiv region in eastern Ukraine. Today, the company is expanding its plantations, introducing cutting-edge agricultural technology and cost-effective solutions, increasing jobs and researching new markets. We contribute to promotion of organic agriculture, so that the consumers could enjoy the distinctive taste of our safe and natural produce cultivated with love and care.

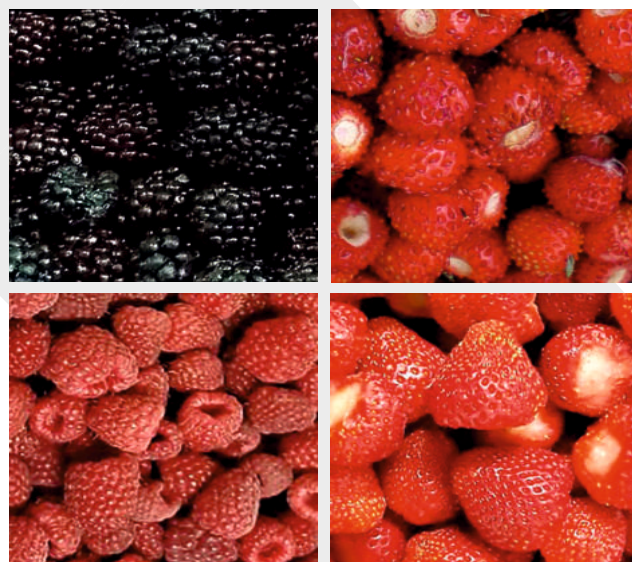
### KEY FACTS

- 100% organic berries and vegetables
- 160.8 hectares of land
- 4 types of berries
- 10 types of vegetables
- 500 tons of organic produce annually
- Packaging: carton boxes, plastic containers



### THE COMPANY OFFERS

- Frozen organic berries: strawberry, raspberry, blackberry, wild strawberry, black currant, cherry
- Dried organic berries: strawberry, raspberry, blackberry, wild strawberry
- Organic vegetables: tomatoes, beet, bell pepper, zucchini, garlic



### POWER OF NATURE LLC

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Ms. Olena Prudnikova, Director





**UKR-WALNUT** company was registered in 2005. Today UKR-WALNUT is the leading processor, exporter and supplier of high quality certified conventional and organic walnut kernels from Ukraine. The company supplies its products mainly to EU countries.

### KEY FACTS

- HACCP, ISO, ORGANIC certified
- Export capacity up to 1 000 tons/year
- Registered trademark –  
UKR-WALNUT™

Our new product BLANCHED walnut kernels were awarded a gold medal at FAVORITE FOOD&DRINKS Ukrainian International Tasting Contest (26 January 2021)



### THE COMPANY OFFERS

- Walnut kernels: blanched, extra light, light, light amber
- Conventional and organic
- Packaging: box (10kg), vacuum pack (5kg), doypack (125g, 250g, 500g)
- Availability: throughout the year



### UKR-WALNUT LLC

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**USPA** is an international team of professionals engaged in export with a core business in supplying fresh and frozen fruits and berries, and fruit juices as well as other agricultural crops to 42 countries mainly within South-East Asia, India, Middle East, Europe, Africa regions. We are well known for supplying fruits, berries, chicken eggs, sunflower oil and agricultural commodities around the globe, mainly from Ukraine but also from other Central Eastern European countries. Our main goal is to arrange the supply chain directly from the farm to the customer. Our fundamental experience in quality control, logistics and trading has been highly appreciated by our customers in dozens of countries. USPA prides itself on growing the businesses of our partners with whom we are happy to cooperate and to have close relationships for years.

### KEY FACTS

- Selected premium fruits from Ukraine to the world
- Fair price for excellent quality
- Professional team and 24/7 support
- Accumulated supplies from over 30 orchards in 15 regions of Ukraine
- Advanced quality control



### USPA

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Lithuanian-Ukrainian company **VESTA-LEADER** represents a group of private companies and research teams that join forces in the development and implementation of innovative food products. Based on a rigorous scientific approach and long-term research at the Department of Food Technology of Oles Honchar Dnipro National University and V. Danilevsky Institute for Endocrine Pathology Problems of the National Academy of Medical Sciences of Ukraine we have developed and implemented dozens of new positions both in the field of food products and biologically active additives (BAA). Our mission is to introduce a new model of human eating behaviour under pressure from unfavorable environmental factors. The new model will be based on much wider use of natural bioactive substances of plant origin and the creation of a producer-consumer information channel integrated with artificial intelligence and capable to adjust the diet individually, in real time depending on the consumer's condition.

## KEY FACTS

We specialize in products enhancing cognitive abilities strengthening the immune system, products for people prone to endocrine pathologies or those working/living in extreme conditions, for vegans and vegetarians

Our developments are based on the effective use of biologically active natural substances in a variety of plant materials grown and harvested in Ukraine: watermelons, melons, pumpkins, wild and cultivated berries, grapes, milk thistle, amaranth, coriander, garlic, beets, black cumin, medicinal herbs, etc.



## THE COMPANY OFFERS

Mushroom coffee based on 4 superfood mushrooms

New generation energy drinks based on natural ingredients

Capsulated products

Cryo-powders

Other forms of products with a special composition that can reduce the risk of developing complications in diabetes, strengthen the immune system, improve well-being, and help the body adapt to extreme conditions



## VESTA-LEADER LTD

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**VOL-NAT** cultivates walnuts. The company applies modern technology and grows nuts of the highest quality to satisfy customers' needs around the world. Our in-shell walnuts are exported mainly to EU countries and meet their standards in terms of quality. We strive to grow walnuts of the highest quality, and to represent Ukraine on the world market as a top-quality producer. We are a responsible producer certified ISO 22000:2018, and growing walnuts in an eco-friendly environment.

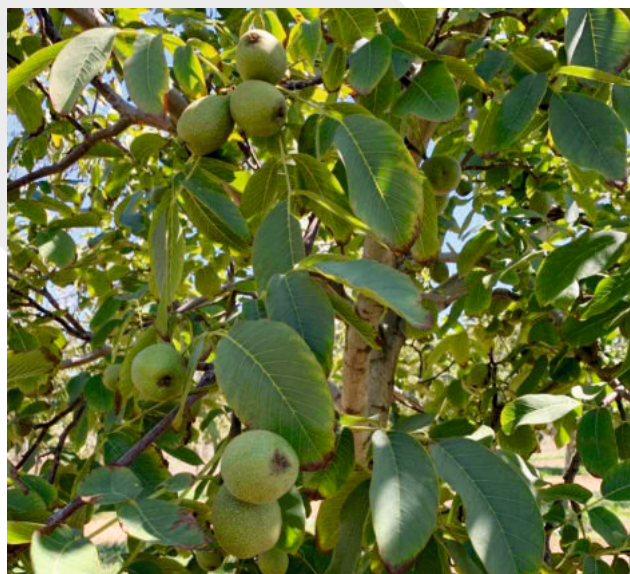
### KEY FACTS

- In-shell walnuts of Lara and Fernor varieties
- Total volume (2021): 200 tons, i.a. Lara – 70 tons, Fernor – 130 tons
- Availability: from early November
- Delivery terms: DAP (preferred), DDP, CNF, CIF, FCA
- Packaging: standard 800 kg big bags, other options under customer's request



### THE COMPANY OFFERS

- Established in 2012
- 91 ha of walnut orchards
- Enite orchards area under drip irrigation
- Irrigation control, fertilizers application, harvesting, grading and sorting fully automated
- Two French varieties cultivated: Lara and Fernor



### **VOL-NAT LLC**

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The **UKRAINIAN NUT ASSOCIATION (UNA)** has been at the forefront of the development and professionalisation of the country's rapidly growing edible nut sector since 2008. Its 156 members are drawn from all parts of the industry including commercial growers, processors, exporters, nurseries, and producers of inputs. UNA represents the future of the Ukrainian nut sector built on the solid foundations of the past.

There have always been good reasons to buy walnuts from Ukraine. Now there are even better reasons. UNA has championed the establishment of commercial orchards of walnuts, hazelnuts, and almonds. Already more than 13,100 hectares of high-quality commercial orchards have been established. This is increasing at a rate of more than 10% each year supported by our Programme “1 plus 1” which offers technical expertise and high-quality seedlings to commercial growers.

In 2020, the first National Programme “Orchard-Processor-Export” was launched. This programme integrates commercial walnut orchards to assemble high-quality export lots with identifiable varietal integrity and traceability. Production, process, and export are certified by internationally recognised bodies.

Looking to the future our Programme “2 plus 1” (Walnut, Hazelnut plus Almond) was launched in 2021. This promotes the cultivation of Ukrainian identified variety almonds in commercial orchards.

Whether you are interested in sourcing high-quality edible nuts, building a supply chain in Ukraine through long-term relationships, or investing in production, UNA can link you to the right people and organisations. Contact us now or better still come and see for yourself how the Ukrainian edible nut sector is developing with the support of UNA.

### **UKRAINIAN NUT ASSOCIATION**

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Established in 2016, today the Public Association «Association of Gardeners, Vine-growers and Winemakers of Ukraine» (**UKRSADVINPROM**), unites over 260 private companies producing fresh and processed fruits and berries. Our idea is to promote Ukrainian tastes all over the world by supporting our member companies in expanding export markets, introducing new production technologies and methods, attracting investment. We provide agrarians with legal support, arrange advanced professional training for gardeners and agronomists.

### KEY FACTS

- Lobbying producers
- Certification and legal support
- Logistics support
- Organization of sales of fruits and berries produced by member companies through forming large commodity lots
- Investment attraction for modernization of existing processing and storage facilities

### THE COMPANY OFFERS

- Growers of fruits (apples, pears, plums) and edible nuts
- Producers of berries (strawberries, blueberries, raspberries, cherries, black currants) and grapes
- Fruits and berries processing companies
- GlobalG.A.P., ISO, HACCP certified



### ASSOCIATION OF GARDENERS, VINE-GROWERS AND WINEMAKERS OF UKRAINE

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Mission within the project of the International Trade  
Centre “Linking Ukrainian SMEs in the Fruits and  
Vegetables Sector to Global and Domestic Markets  
and Value Chains” supported by Sweden  
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Mission within participation in **ANUGA 2023**  
Cologne, Germany **7-11 October 2023**