

TASTE AND TRADE with **UKRAINE**

Fresh 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

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GENERAL INFORMATION ABOUT UKRAINE

Ukraine is among the largest European countries.

It has outstanding agricultural potential offering quality products to our neighbours in the EU and the Middle East. The country's diversity and scale mean that in 2022, despite the very difficult circumstances since the invasion in February, Ukrainian exporters in the unoccupied and Western area have been able to continue export business by road to European countries. The exporters in this catalogue have been able to carry on business and can continue to offer reliable delivery of high-quality products.

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. The strong trend toward traceability in European countries like Germany means that shorter supply chains from near origins are much more able to meet the legal requirements now and in the future.

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.

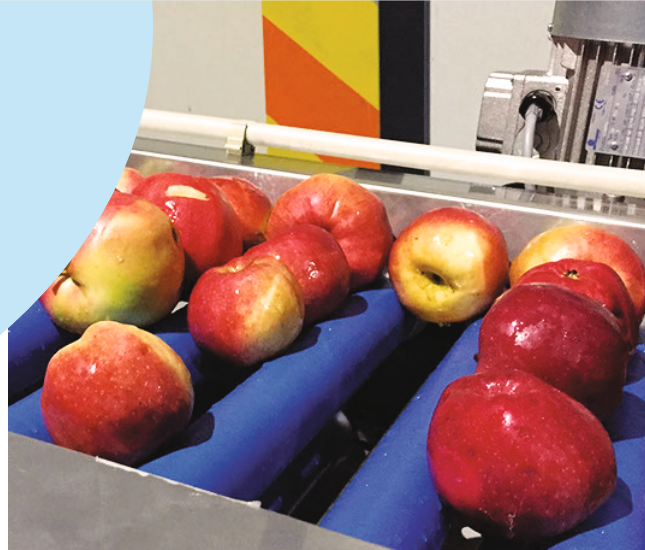
In 2020, Ukraine was in the top 5 of exporters for tomatoes, onions, frozen, dried and boiled, fresh and chilled vegetables. In 2021, sales of fresh vegetables, e.g., onions and cucumbers, were growing too, both in value and volume. In 2020-2021 market year, fresh vegetables accounted for 72.5% of Ukrainian 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*).

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.

Innovation, sustainability, production to scale and best practice in processing have become the norm as the Ukrainian fruit, vegetable and nut sectors evolve.

We live in difficult times but we can assure our customers and consumers that Ukrainian exporters and logistics providers are committed to fulfilling our orders, building our reputation and staying focused on the long term relationships that are the core of the modern food industry.





AGROKOMPLES-BARSKIY has been operating in apple sector for over 10 years. Today, it offers growing, storage, packaging and sales of fresh apples of different varieties. In 2013, the company finished to construct its own CA storage facility, which allows storing apples up to one year.



KEY FACTS

- 125 ha of apple orchard
- 12 apple varieties
- Own CA storage for 7,000 tons
- Optical sorting and packing machines

THE COMPANY OFFERS

APPLES from November to May

- Golden Delicious – 500 tons
- Gala – 500 tons
- Jonagold – 400 tons
- Idared – 500 tons
- Florina – 300 tons

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A Ukrainian company Fruitlife LLC is a producer of fruits, namely premium and 1st class apples. Besides, we cooperate with many Ukrainian farms on berries and other fruits.

Founded 8 years ago, the company has already gained recognition in the international market. Our reputation for high-quality apples has earned us trust of our clients and partners in Europe, Asia and Africa.



KEY FACTS

- Exporter and importer
- Distribution for more than 75 Ukrainian apple farms
- Apples turnover exceeds 40,000 tons/year
- 60 ha of owned orchards
- 3,000 sq.m of own refrigerated storage
- Over 20,000 sq.m of leased refrigerated storages all over Ukraine
- GlobalG.A.P. certified

THE COMPANY OFFERS

- Apple varieties: Gala, Red Prince, Fuji, Jeremin, Pinova, Cripps Pink
- Availability: from October to May
- Volume: 10,000 tons
- Packaging according to customer's request: cardboard – bushels (18 kg), trays (13 kg); wooden (14 kg)
- Terms of supply: CPT / FCA / CIF



Danube
Agrarian



DANUBE AGRARIAN is located in South of Ukraine. The company was certified as Organic producer in 2010. Today, it owns about 2,000 ha of organic land, part of which is irrigated. Danube Agrarian has 50 full time employees and hires up to 100 additional people during the high season. All of our production and processing operations are strictly in line with the highest organic standards e.g. EU, USDA.



KEY FACTS

EU-BIO, Bio Suisse, NOP, COR, GlobalG.A.P., GRASP certified

Pre-cooling systems, refrigerating chambers to store sweet potatoes and other products

THE COMPANY OFFERS

- Organic fruits (melons, watermelons, peaches and plums)
- Organic vegetables (squashes, sweet potatoes, garlic and onion)
- Organic eggs
- Organic freeze-dried fruits
- Organic honey
- Organic vacuumed sweet corn

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Agricultural service fruit cooperative

DARY BEREGIVSCHYNY is located on the territory of Beregovo district of the Transcarpathian region of Ukraine on the area of 50 hectares. The cooperative grows apples of advanced European varieties. Annually, 3,000-4,000 tons of apples delight consumers with excellent taste. For storage, own warehouse equipped refrigerators and a modern sorting line is used. We sort and calibrate apples, pack them in corrugated cardboard boxes or bushels and brand them according to buyer's needs. We are open for cooperation!



KEY FACTS

- Favourable climate for quality fruit: lots of sun, spring water, healing clean air of the Carpathians
- Leading Dutch fruit consultancy for orchards protection
- Popular varieties of apples
- 3-4 thousand tons of apples annually
- Refrigerated warehouses for long-term storage
- Modern sorting line
- Easy logistics – our cooperative is located 30 km from Slovakia, Hungary and Romania borders

THE COMPANY OFFERS

Apple variety	Qty	Availability
Delbar	100 tons	Aug
Gala	750 tons	Sep-May
Golden	750 tons	Sep-May
Delicious	200 tons	Oct-May
Granny Smith	1,600 tons	Oct-May
Braeburn	300 tons	Oct-May
Fuji	200 tons	Oct-May
Red Jonaprince	100 tons	Oct-May
Elstar		

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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

- Since 2013, own fruit storage
- Since 2015, a modern refrigeration and sorting complex; total area – 5,250 sq.m
- Sorter sorting line that allows sorting apples by calibre, colour and weight
- Since 2016, a refrigeration complex with controlled atmosphere (CGS) storage of 6.5 thousand tons
- In 2017, a drying line launched
- In 2021, a fruit processing plant with a capacity of 6 tons/h launched
- In 2021, an aseptic puree bottling line and an NFC juices line launched
- GlobalG.A.P., Organic, (FSSC 22000) certified
- Every year we grow more than 25,000 tons of apples

THE COMPANY OFFERS

- APPLES
- Gala Royal
- Red Delicious
- Golden Delicious
- Fuji
- Granny Smith

FARM GADZ

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KALYNIVKA-PREMIUM Trading House was founded in 1998 and has been operating on the F&V market in Ukraine for over 20 years. Today, it is one of the largest national agricultural holdings. Its assortment includes about 100 items of own production and borrowed products, including vegetables, potatoes, fruits and gourds. Our partners are more than 50 Ukrainian agricultural enterprises and 20 import suppliers.

KEY FACTS

GROWING: Being No. 1 in manufacture of glass-grown tomatoes and cucumbers, the complex includes greenhouses (41 ha of Teplichnyi Combine in Kalynivka, Kyiv region and 12 ha of Ukrflora Vinnytsia in Vinnitsia region) and agricultural enterprises. The greenhouses have been certified GlobalG.A.P.

STORAGE & PRODUCTION: The group of companies includes a modern warehouse-logistic complex – Upscale Logistic (3,620 sq. m) that was started in early 2015. Here, vegetables and fruits are stored at 0 – +6°C. We were the first 3PL operator in Ultra Fresh segment. Production storage, including acceptance, processing and subsequent product shipment is performed using cross-docking system equipped Thermofin. Capacity of the complex is 1 100 pallets per day. Storage capacity is 1 600 pallets.



TRADING. IMPORT. EXPORT: The company is the exclusive distributor of two glass greenhouses and in TOP-5 exporters of all vegetables and fruit in Ukraine, being a leader in the key segments of Ukrainian market. It has forward contracts on outdoor growing of vegetables and its own retail store chain.



Sadi Donbassa



SADI DONBASSA is the largest fruit producer in Eastern Ukraine. Today we have 355 ha of apple orchards and 70 ha of sweet cherry orchards. Our climate and rich black earth soil allow for growing fruits with exceptional flavour. We have own sorting and refrigeration facilities to ensure that quality is preserved all the way to the customer. In 2020 we received GlobalG.A.P. certification and renew it annually. We sell to domestic supermarket chains and abroad.



KEY FACTS

- Established in 2000
- Apple orchard – 355 ha
- Sweet cherries orchard – 70 ha
- Apples sorting line
- Sweet cherries sorting line can detect external and internal damage
- Reliable packaging and careful delivery
- GlobalG.A.P. certified

THE COMPANY OFFERS

SWEET CHERRIES

Varieties: Samba, Karina, Tamara, Kordia, Regina, Folter, Valery Chkalov, Giorgia, Donetsk Beauty
Volume: 400 tons
Availability: June – July

APPLES

Varieties: Braeburn, Gala, Jonagold, Simirenko, Golden Delicious, Granny Smith, Red Delicious, Red Chief, Idared
Volume: 5,000 tons
Availability: September – May

SADI DONBASSA LLC

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UApple is the largest grower and exporter of apples and pears in the South Ukraine. UApple is striving for the best European standards of apple growing. We are one of the first apple growers in Ukraine that have got GlobalG.A.P., GRASP and FSA certificates and confirm it annually. We sell our apples to the countries of the European Union, Middle East and Africa.



KEY FACTS

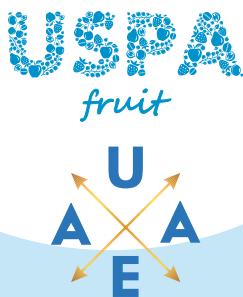
- Established in 2016 to grow, store and sell apples
- 130 ha of orchards
- 6 apple and 2 pear varieties
- Apples stored under CA and ULO
- GlobalG.A.P., GRASP and FCA certified
- Production volume: 9,600 tons
- Delivery terms: CNF, CIF, FOB, DAP, FCA
- Packaging: cardboard bushel box (18 kg), cardboard box (13 kg, 2 trays or 7 kg, 1 tray), branded plastic bag per variety (1 kg nett weight), plastic bags for kids with a surprise (0.75 kg nett weight)

THE COMPANY OFFERS

Apple variety	Yield (2021), tons	Availability
Gala	3,000	August - May
Granny Smith	1,500	October - May
Golden Delicious	2,000	August - June
Fuji	800	October - June
Red Delicious	1,700	September - May
Pinova	600	September - June

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First Ukrainian Apples Producers Aggregating company USPA FRUIT, UKRAINIAN AGRICULTURAL EXPORT ASSOCIATION. We act as a bridge between our clients from all over the world and Ukrainian apple producers to sustain the stability of supplies in long-term perspective. Currently, we are extending the range with selected pears, sweet cherries and blueberries. We export to 37 countries of the EU, Middle East, Asia and Africa.



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

THE COMPANY OFFERS



Availability

	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.
Apple	✓	✓	✓	✓	✓	✓	✓	✓	✓			
Pears		✓	✓	✓	✓	✓	✓	✓	✓			
Sweet cherries		✓								✓	✓	✓
Blueberry	✓									✓	✓	✓

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Established in 2016, today the Public Association «Association of Gardeners, Vine-growers and Winemakers of Ukraine» («UKRSADVINPROM»), unites over 250 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.



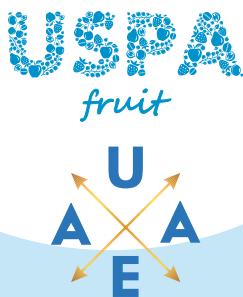
OUR GOALS AND OBJECTIVES

- 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

OUR MEMBERS are:

- 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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Pears	✓	✓	✓	✓	✓	✓	✓	✓	✓			
Sweet cherries	✓									✓	✓	✓
Blueberry	✓									✓	✓	✓

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Mission within participation in FRUIT ATTRACTION 2022
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