

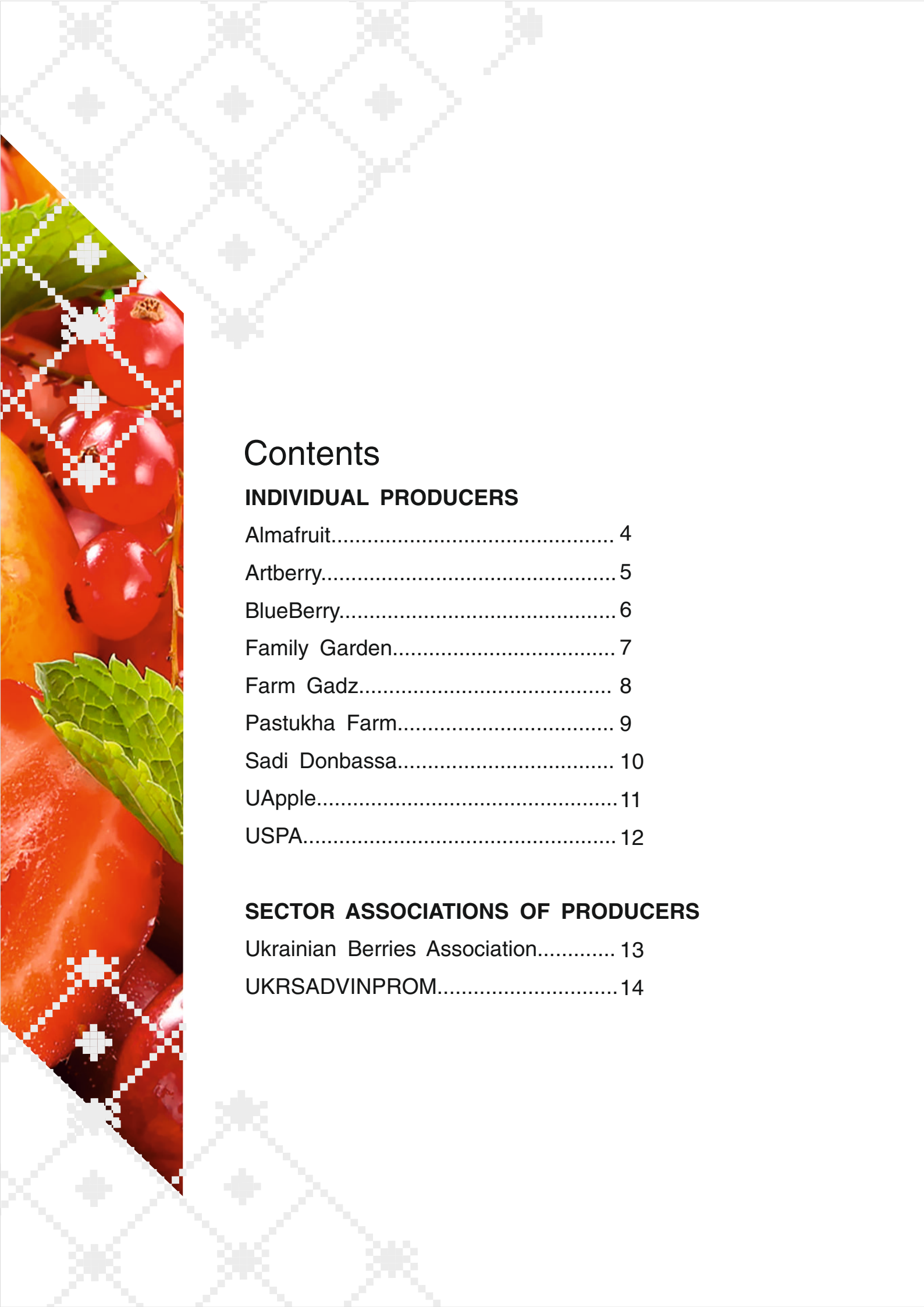


TASTE AND TRADE with UKRAINE

FRESH FRUITS AND BERRIES



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



Contents

INDIVIDUAL PRODUCERS

Almafruit.....	4
Artberry.....	5
BlueBerry.....	6
Family Garden.....	7
Farm Gadz.....	8
Pastukha Farm.....	9
Sadi Donbassa.....	10
UApple.....	11
USPA.....	12

SECTOR ASSOCIATIONS OF PRODUCERS

Ukrainian Berries Association.....	13
UKRSADVINPROM.....	14

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.

Innovation, sustainability, production to scale and best practice in processing are becoming the norm as the Ukrainian fruit and vegetable sector evolves.





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

Founded 10 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: Royal Gala, Gala Shnico Red, Red Delicious, Golden Delicious, Granny Smith, Fuji, Red Jonaprince, Florina, etc.
- Availability: from October to May
- Volume: 10,000 tons of export ready quality crops
- Packaging according to customer's request: cardboard – bushels (18 kg), trays (13 kg); wooden (14 kg)
- Terms of supply: CPT / FCA / CIF

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Mr. Alex Nosov

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We are **ARTBERRY** – one of the largest berry growers in Ukraine. Our main area of operation is production of fresh blueberries and sweet cherries on privately owned land. Our Blueberries and Cherries are represented by highly acclaimed European varieties brought directly from well-known European nurseries and grown utilizing modern European techniques and equipment. We have been delivering our product to retail chains in Western Europe, in UK, and in the Netherlands. We can deliver the product responding your and your clients' expectations and conforming to the highest standards.



KEY FACTS



- Production of fresh blueberries and sweet cherries since 2015
- GlobalG.A.P. and GRASP certified, S.M.E.T.A. audit / SEDEX member
- 130 ha of orchards
- 4 blueberry varieties
- 14 sweet cherry varieties
- Own packhouse with sorting equipment
- Production volume – 1000 tons
- Delivery terms – DAP



THE COMPANY OFFERS

Product	Crop (2024)	Availability
Blueberries	800 tons	From beginning of July till end of September
Sweet cherries	200 tons	From mid of June till end of July



ARTBERRY LLC

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BLUE BERRY is a modern plantation over 100 ha of conventional blueberries with an excellent export-oriented location in Zakarpatian region, bordering on 4 EU countries (Poland, Slovakia, Hungary and Romania). We offer the product of the highest quality, as the company has all necessary modern equipment and knowledge combined with our great experience allowing our team to grow the best blueberries.



OUR GOALS AND OBJECTIVES

- Export-oriented location
- Certifications: GlobalG.A.P., GRASP, SMETA, UKRSEPRO, SEDEX
- Varieties: Duke, Bluecrop, Liberty, Aurora, Last Call
- Modern sorting, packing and cooling facilities
- Production volumes over 500 t
- Well-known in exporting to the EU countries and the UK



OUR MEMBERS are:

- Blueberries sorted under the request from 12 mm + size
- bulk 3 kg boxes
- 125 gr / 250 gr / 400 gr / 500 gr / 750 gr (punnets/ shakers/ buckets)

BLUE BERRY LLC

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FAMILY GARDEN is the biggest organic blueberries farm in Ukraine. We are growing organic blueberries on over 155 hectares. Our focus is to provide our clients with top quality produce. **FAMILY GARDEN** is built with social responsibility and innovation in mind. We constantly improve every stage of the production with a careful outlook on the environment.



KEY FACTS

- Ukraine's largest organic blueberries grower
- Leader in exports of organic blueberries
- Cutting edge innovation in agrotechnology to guarantee superior quality
- BRC, SMETA, GlobalG.A.P./GRASP, Organic Standard certifications
- 5 TOP varieties
- State-of-the-art sorting, packing, and heat-sealing machines
- R-PET or paper packaging according to customers' requirements
- Sustainable development and constant growth



THE COMPANY OFFERS

Blueberries variety	Quality	Size	Availability(week)
Duke	Light blue, firm, mild flavor	L	26 - 31
Spartan	Robust, fruity	VL	27 - 32
Valor	Uniform fruit, medium firmness, sweet	VL	29 - 34
Liberty	Light blue, firm, mild flavor	M-L	30 - 35
Last Call	Light blue, classic blueberry flavor	M-L	31 - 36



FAMILY GARDEN 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

- 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



THE COMPANY OFFERS

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



FARM GADZ

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For over 20 years, **PASTUKH** farm carefully cultivates and stores annually over 5 hundred tons of apples and berries in the heart of Ukraine – the region of Podillya. Our produce has been successfully exported to Africa, the Middle East and Asia. We ensure that our apples and berries meet all EU standards and quality requirements and are ready for long-term partnership.

Pastukh – the flavour you can't get enough of!!



KEY FACTS

- GlobalG.A.P. certified
- 6 types of fruits: apples, cherries, pears, plums, currant, and raspberry
- 16 varieties of apples
- 5,000 tons of production volume on 200 ha of orchards
- Long-term cold storage warehouse



THE COMPANY OFFERS

- | | |
|-----------|-----------------|
| Golden | Champion |
| Delicious | Florinaldared |
| Gala | Jonagored |
| Fuji | Simirenko |
| Jonagold | Christie Mutsu |
| Red Chief | Mutsu (Crispin) |
| Evelina | |



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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: carton bushel box (18 kg), carton box (13 kg, 2 trays or 7 kg, 1 tray), carton boxes for 4 and 6 pieces, 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, tons	Availability
Gala	3,000	Aug - May
Granny Smith	1,500	Oct - May
Golden Delicious	2,000	Aug - June
Fuji	800	Oct - June
Red Delicious	1,700	Sep - May
Pinova	600	Sep - June

SADYI DNEPRA LLC (UApple)

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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 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



THE COMPANY OFFERS



Availability

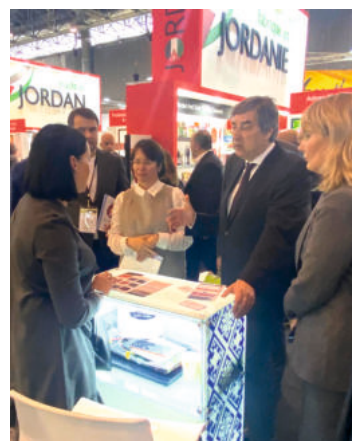
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.
Apple	✓	✓	✓	✓	✓	✓	✓	✓	✓			
Pears	✓	✓	✓	✓	✓	✓	✓	✓	✓			
Sweet cherries		✓								✓	✓	✓
Blueberry		✓								✓	✓	✓

USPA

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**UKRAINIAN
BERRIES
ASSOCIATION**



KEY FACTS

UKRAINIAN BERRIES ASSOCIATION (UBA)

is the business association that unites all professional players in the fruit and berry market. The members of UBA are exclusively legal entities – growers and processors of berries and stone fruits; suppliers of planting material, plant protection agents, material and technical resources, etc.; cooperatives, public organizations, educational institutions and other representatives of the sector.

UBA implements a great number of donor programs and organizes key branch events, practical business-tours in Ukraine and abroad, and trainings. Moreover, the Association is a member of the working group under the Committee on Agrarian and Land Policy of Verkhovna Rada of Ukraine. It participates in elaborating the bills for the horticultural sector and agricultural sphere in general. The Association has active cooperation with the leading experts and specialists in agronomy, certification, jurisprudence, land relations, taxation, etc.



THE ASSOCIATION OFFERS

- Promotion and diversification of export of berries, fruits and their products originating from Ukraine
- Lobbying the legislation in the horticulture sphere and interaction with state officials and realm establishments
- Satisfaction of the internal demand for quality berries, fruits and their products; expansion of assortment and promotion of fruit and berry products to stimulate their consumption in Ukraine
- Training of qualified personnel and its professional development to respond to the sector needs
- Providing analytical materials on the sector dynamics and conjuncture of Ukrainian and global markets
- Conducting international and national conferences, trainings and congresses aimed to discuss the main challenges the sector faces and solutions to them; familiarize market players with innovative solutions and technologies, involve them in the discussion of the strategies and vectors of further market development; study and introduce the best practices offered by Ukrainian and foreign companies, etc.

UKRAINIAN BERRIES 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.



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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Mission within the project of the International
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Mission within participation in **FRUIT ATTRACTION 2023**
Madrid, Spain **3-5 October 2023**