

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

TASTE AND TRADE with UKRAINE

FRESH, PROCESSED
AND FROZEN FRUITS,
BERRIES, VEGETABLES
AND MELONS





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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.

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





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 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



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

- The company was established in 2011 to grow and sell fresh blueberries and sweet cherries
- GlobalG.A.P. and GRASP certified, S.M.E.T.A. audit (annually since 2017)
- 200 ha of orchards
- 4 blueberry varieties
- 14 sweet cherry varieties
- Berries are sorted on Elifab equipment
- Production volume – 700 tons
- Delivery terms – CIP, CPT, DAP



THE COMPANY OFFERS

Product	Crop (2023)	Availability
Blueberries	700 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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Established in 1997, **AURORA** operates in horticulture, namely growing sweet cherries, plums and apples. With its distinct location in central Zaporizhzhya region and highly devoted and professional team, the farm is proud with its high qualitative and quantitative production capacity.

KEY FACTS

- 90% produce exported to Europe
- Over 200 ha of orchards: sweet cherries (75 ha), plums (25 ha), apples (33.8 ha)
- Over 10 sweet cherry varieties (i.a. Large-fruited, Melitopol black, Bigaro burlat, etc.); several varieties of plums (Stanley, President) and apples (Gala, Champion, Aidared, Golden)
- Guaranteed storage of sweet cherries for 21 days
- Own-cooled, refrigerated warehouse (2 400 cu m)



THE COMPANY OFFERS

Sweet cherries

Volume: 400 tons/year
Availability: June-July
Terms of supply: FCA
Packaging: cardboard boxes

Plums

Volume: 150 tons/year
Availability: July-September
Terms of supply: FCA

NFC juices



AURORA 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.

KEY FACTS

- 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



THE COMPANY OFFERS

- 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)



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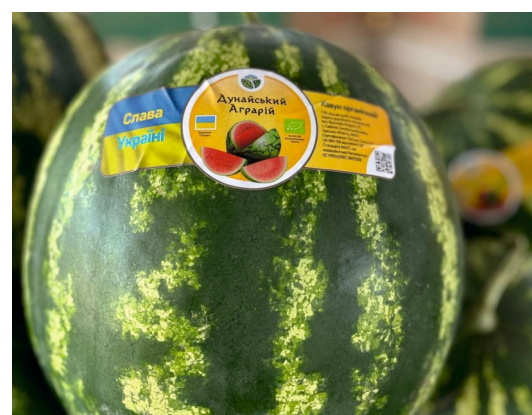


DANUBE AGRARIAN is located in South of Ukraine. The company was certified as Organic producer in 2010. Today, it owns about 2 000 ha of organic land, part of which is irrigated. Danube Agrarian has 50 full time employees and hires up to 100 additional people during the high season. All of our production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

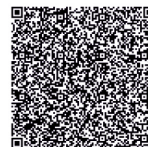
- Organic fruits (melons, watermelons, peaches and plums)
- Organic vegetables (squashes, sweet potatoes, garlic and onion)
- Organic juices (peach, nectarine, tomato juice)
- Organic sun-dried tomatoes in oil
- Organic jams (peach, plum, nectarine)
- Organic pastille
- Organic freeze-dried fruits
- Organic vacuumed sweet corn

DANUBE AGRARIAN LTD

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Agricultural service fruit cooperative **DARY BEREIVSCHYNY** 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		

DARY BEREIVSCHYNY ASC

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EUROSERVICEGROUP is among the major producers of melons and watermelons in Ukraine. Our history goes back to 2007, and so far, we have been developing cooperation with out partners. High-quality seeds of well-known Dutch, Italian and Japanese brands (Hazers, Takii Seeds, Rijk Zwaan) and fertile soils of Southern Ukraine help us to ensure stable quality and volume sufficient for any purpose.

KEY FACTS

- 300 ha of land
- Production capacity – 8 000 tons/season
- Watermelon varieties: Crimson Sweet, Extazy
- Melon varieties: Agustino, Dukral, Piel de Sapo, Caribbean Gold
- Exports to the Baltic countries, Belarus, Poland, Germany and United Kingdom
- GlobalG.A.P. certification in progress



THE COMPANY OFFERS



Products	Availability	Volume, tons
Watermelon	June – September	7 000
Melon	July – September	400

EUROSERVICEGROUP, Private Farm Enterprise
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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

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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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FRUITTORG is a technology-driven B2B agri marketplace that provides end-to-end food supply chain and directly connects both buyers and farmers.

FRUITTORG offers buyers the benefits of a transparent, efficient, and quality-assured digital food supply chain. By working with us, buyers can increase their revenue, gain access to new markets, and support sustainable agriculture practices. We are committed to improving the entire agricultural ecosystem and ensuring that both buyers and farmers benefit from our platform.

KEY FACTS

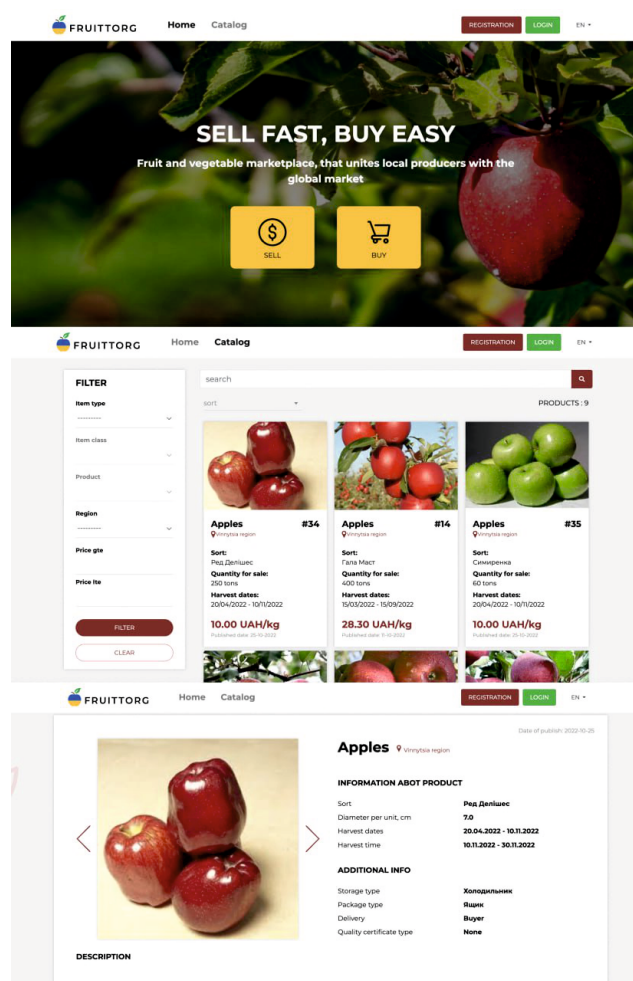
FRUITTORG has built a strong network of over 70 Ukrainian fruit and vegetable producers, collectively representing over 100,000 tons of premium produce

Our commitment to innovation and excellence has earned us recognition as the winner of the Agro Hackathon 2022

With established partnerships in the Polish and UK markets, we are well positioned to revolutionize the digital food supply chain and offer unmatched value to both buyers and farmers

FRUITTORG PROVIDES PRODUCERS AND COOPERATIVES WITH

- Market Access: Connects farmers directly with buyers, expanding sales opportunities
- Increased Revenue: Helps farmers receive fair and competitive pricing for their products
- Quality Assurance: Maintains quality of products and promotes recognition for their efforts
- Sustainability: Supports sustainable agriculture practices
- Efficiency: Streamlines sales process and reduces time and resources required
- Expertise: Provides valuable support and advice from a team of agriculture experts.





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 berry
- Frozen fruit
- Frozen vegetable
- Frozen juice





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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<https://uapple.ua>

The history of **SAV AGRO PARTNER** began in 2015. The business was started on collecting and freezing of wild berries and mushrooms, and in 2017 the company started organic berries farming. Today, the company has one of the largest plantations of organic strawberries in Ukraine and its own freezing facilities, and also uses the best processing facilities in Ukraine and Poland, which meet the highest standards of quality and food safety and are certified according to ISO 22000. We offer organic cultivated and wild berries from ecologically clean regions of Ukraine. Thanks to our own organic farming of strawberries and raspberries, we carefully control the quality and safety of our berries throughout the entire production cycle. Thanks to cooperation with leading European laboratories, we assure our customers of the high-quality standards of our products.

KEY FACTS

200 hectares of land bank, 150 of which certified for organic farming

over 2000 tons per year of its own freezing capacity, located 130 km from the Ukrainian-Polish border



THE COMPANY OFFERS

- organic frozen strawberry – 800 ton
- organic frozen raspberry – 200 ton
- frozen bilberry – 1000 ton
- frozen blackberry – 100 ton

SAV AGRO PARTNER LLC

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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	✓									✓	✓	✓

Ukrainian Agricultural Export Association
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<https://uspafruit.com>



The **ASSOCIATION OF KHERSON WATERMELON PRODUCERS** was founded in 2019 to unite businesses involved in research activities, melon and watermelon growing and exports. In December 2021, we applied for the registration of Geographical Indication for Kherson Watermelon. Today, we have started offering a range of melon and watermelon products with added value.

Watermelon juice contains microelements (magnesium, zinc, selenium, copper), squalene, lycopene and citrulline.

OUR PRODUCTS

- Dried watermelon, pumpkin and melon
- Watermelon seed oil
- Soy sauce based on watermelon juice
- Dessert based on watermelon oil
- Sparkling melon/watermelon juice drink



SQUALENE

- Increases oxygen to respiration and cardiomyocytes
- Has a strong antioxidant effect, prevents cells damage and strengthens healthy cells, when combined with vitamin E
- Controls blood coagulation, increases its fluidity
- Reduces the risk of blocking blood vessels with cholesterol
- Normalizes pressure and individual approach
- Provides for synthesis of steroids and triterpenes, including hormones and vitamin D

SELENIUM

- Has powerful antioxidant effect, especially when combined with vitamin E
- Protects the immune system by preventing the free radicals
- Contributes to combatting respiratory, musculoskeletal, nervous, cardiovascular, abdominal organs and skin diseases

ASSOCIATION OF KHERSON WATERMELON PRODUCERS

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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.

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THE COMPANY OFFERS



Availability

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Apple	✓	✓	✓	✓	✓	✓	✓	✓	✓			
Pears	✓	✓	✓	✓	✓	✓	✓	✓	✓			
Sweet cherries	✓									✓	✓	✓
Blueberry	✓									✓	✓	✓

Ukrainian Agricultural Export Association

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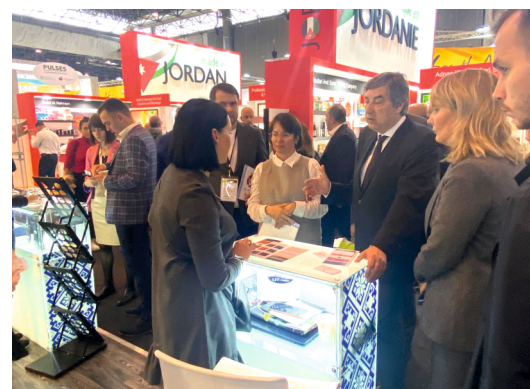
<http://uaexport.org>

<https://uspafruit.com>

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.

KEY FACTS

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.

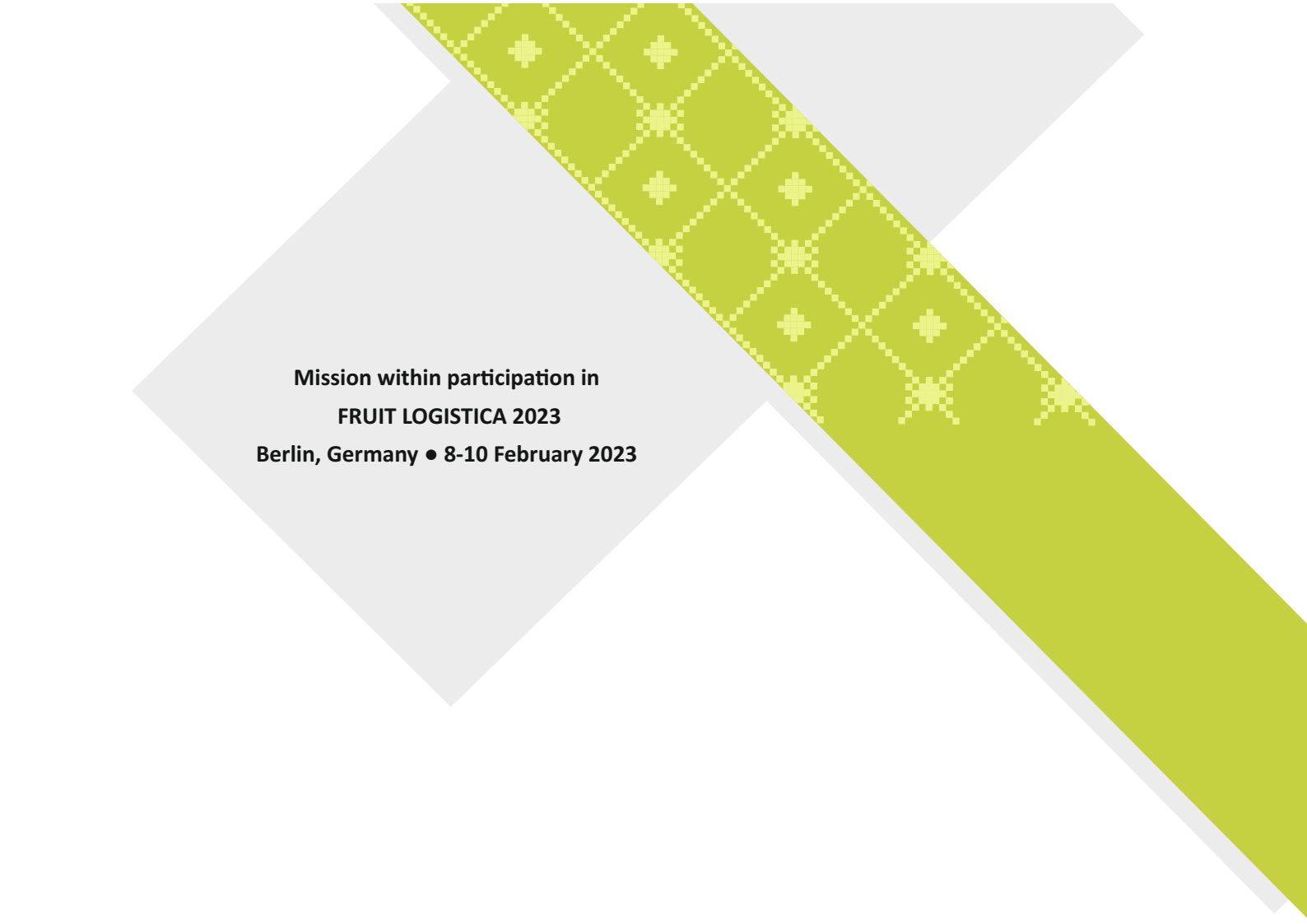


THE ASSOCIATION

- 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.

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**Mission within participation in
FRUIT LOGISTICA 2023
Berlin, Germany • 8-10 February 2023**

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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