

TASTE AND TRADE with UKRAINE

Fresh, Processed and Frozen
Fruits, Berries and Nuts



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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** 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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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



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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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LVIVSKYI SAD is a small and cozy Ukrainian company that once started from scratch and decided to go into agriculture. Now, we are well known in the local market and expanding our presence in the EU, Middle East, North America, and Africa. Our mission is to constantly supply a diverse range of world-class juices, nectars, vinegars and other branded apple products to meet the standard and individual needs of chain stores, catering establishments and entrepreneurs. We are growing apples in a quiet and secluded valley (85 hectares) at the foot of the Carpathian Mountains until they become the most delicious specimens.

KEY FACTS

- Processor of apples to nectar, NFC juice, vinegar, calvados, jam
- Start of operation – year 2012, 86 hectares
- Standards – ISO 9001, ISO 14001, ISO 22000, GlobalG.A.P.
- 11 varieties of apples (2,200,000 kg each season) are grown and stored in MA, CA, ULO chambers
- Packaging volume – 30 containers per month
- Processing volume – 140 tons per month



THE COMPANY OFFERS

- Red Delicious Camspur, Gala Venus, Red Jonaprince, Modi, Idared, Fuji, Granny Smith, Pinova, Greenstar, Golden Delicious in Class 1
- Packaging for apples – cardboard bushel box (18 kg), open top tray 2 layers (13 kg), open top tray 1 layer (3 kg)
- Packaging for final products – glass, bag-in-box, pouch, PET, PP
- The company is a manufacturer of the snack product group
- Diabetic and dietetic foods
- Apple candies
- Products for a healthy lifestyle
- Cereal cakes and bars



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NUTSEE is specialized in export of walnut kernels and pumpkin seeds from Ukraine. To carry out cleaning and sorting operations of our products we use machines "Streckel", "Elika", as well as electronic optical sorting machine "SORTEX", "BEST", which allows us to produce the highest quality goods. Our production is equipped with the most modern and innovative machinery of the American manufacturer URSCHER and the Danish – CIMBRIA, which guarantees the best service and the highest quality. For realization of complete and uninterrupted activity our company has developed a wide network of raw material purchases in Ukraine. The products that we export are subject under re-packaging processes that adapt the product to the needs of our customers and/or sectors of activity. As a result, our volume of business has been systematically increasing. This growing has been possible due to the significance we give to strong, healthy and lasting commercial and personal relations with all our suppliers and customers. Our team is made up of young, qualified employees joined together by a common aim. The main principle of our activity is to deliver in time high quality goods to the Buyer. We work individually with each customer and do our best to meet all requirements for the product. Our Nutsee Ltd team is always willing to cooperate with you!

KEY FACTS

- More than 15 years of experience
- Individual approach
- Delivery in Europe, Africa and Asia
- Qualified fast communication
- Food safety in accordance with the international standards



THE COMPANY OFFERS

- Walnut kernels
- Pumpkin seeds (in shell, kernels and GWS)



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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



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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 - Jun
Fuji	800	Oct - Jun
Red Delicious	1,700	Sep - May
Pinova	600	Sep - Jun

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TERRA was founded in 1998. We are a manufacturer and exporter of a wide range of products from grains and legumes: cereals, instant flakes, granola, instant porridges with natural ingredients, legume soups and more. Our mission is to develop and produce delicious, healthy and natural products.

KEY FACTS

- We manufacture snack product group, diabetic and dietetic foods and products for a healthy lifestyle
- We produce and ship products in bags and in small packages
- We export products to 63 countries of the world
- We have our own certified laboratory, as well as international certificates: FSSC 22000, Organic certificate, Kosher, Halal, FDA
- Our production operates at our own bio-boiler, which uses grain waste. We do not use gas
- We offer products both under our own brand (trademark) and PL



THE COMPANY OFFERS

- Groats and quick cooking flakes
- Instant flakes and mix of flakes with the addition of seeds
- Granola
- Cereal cakes and bars
- Apple candies
- Puree-soups from legumes
- Fuel pellets and cat litter from grain waste
- Feed pellet



TERRA LLC

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USPA
fruit



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 42 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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Lithuanian-Ukrainian company **VESTA-LIDER** 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).

KEY FACTS

We specialize in products 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

- Soy sauces based on fruit juices, birch sap, amaranth- or milk thistle extracts
- Mushroom coffee based on 4 superfood mushrooms
- Capsulated products
- Drinks
- Vegetable and fruit snacks
- Confectionery
- 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-LIDER LTD

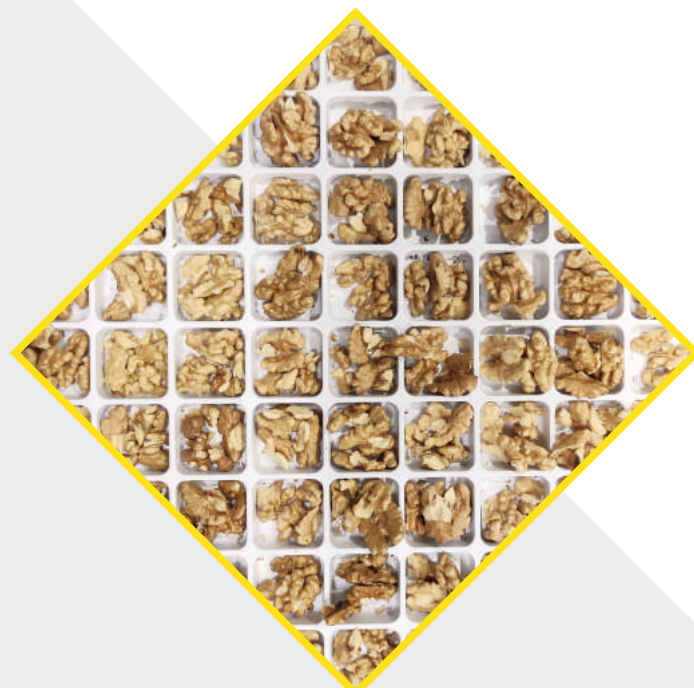
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VOL-NAT cultivates walnuts. The company applies modern technology and grows nuts of the highest quality to satisfy customers' needs around the world. Our in-shell walnuts are exported mainly to EU countries and meet their standards in terms of quality. 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



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YASMINA Walnut Company is one of the biggest walnut exporters in Ukraine with a branch office in Turkey. The company was established in 2005 as a family business. During this period of time, we have recommended ourselves as a reliable supplier, responsible for the obligations given to our partners and customers. During the years of successful activity, our company has gained a huge operational experience and won the sympathy of customers throughout the world. A buyer who decides to buy walnuts from us, can be calm about the taste, presentation, safety, and shipping characteristics of the product – our walnuts are top-notch. We cooperate with farmers to control the ecology of the product. By strengthening long-term relationships with partners from different countries, we contribute to the worthy representation of our brand in the world walnut export market.

KEY FACTS

- Production capacity – 3,000 tons per year
- Wholesale supplies to the European Union and Asia
- Walnuts 100% grown and processed in Ukraine
- Modern production facilities
- HACCP, ISO 22000:2018 certification in place
- Products available in the Turkey branch



THE COMPANY OFFERS

- Walnut in shell
- Shelled walnut (1/2, 1/4, 1/8 and mix)
- Pumpkin seeds
- Sunflower oil



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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.

KEY FACTS

- 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 42 countries of the EU, Middle East, Asia and Africa.

KEY FACTS

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- Accumulated supplies from over 30 orchards in 15 regions of Ukraine
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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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UKRAINIAN BERRIES ASSOCIATION (UBA) is a business association that combines all professional players of fruit and berry market. The members of the Ukrainian Berries Association are exclusively legal entities which are specialized on the growing and processing of berries and stone fruits, supplying of planting material, plant protection products, material and technical resources, etc.; cooperatives, public organizations, educational institutions and other representatives of the sector.

KEY FACTS

Ukrainian Berries Association was founded in 2017 and during 5 almost 6 years of existence became one of leading associations in Ukrainian agriculture. For the moment, UBA has 64 members – farmers, processors, suppliers for the industry and other bodies. Our members represent more than 30% of Ukrainian berries export.

UBA is well-integrated in international berries community being a member of the International Raspberry Organization, the International Blackcurrant Association and collaborating with the International Blueberry Organization.

UBA is working under different projects in partnership with international organizations – ITC, EBRD, USAID, Global Women Fresh, SOCODEVI, MEDA, Embassy of the Kingdom of the Netherlands and others.

UBA can be your provider to the community of Ukrainian berries producers and your trustful partner on Ukrainian berries market.



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.



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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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 GULFOOD 2023
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