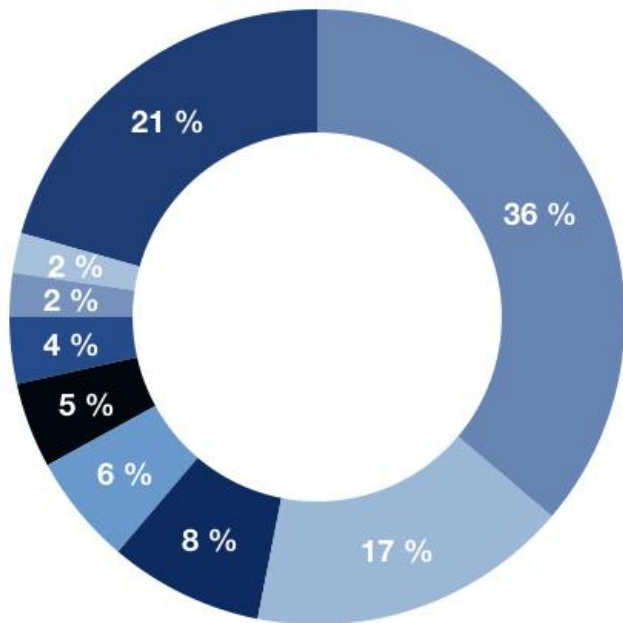


Economic and Investment Cooperation between Ukraine and Hong Kong



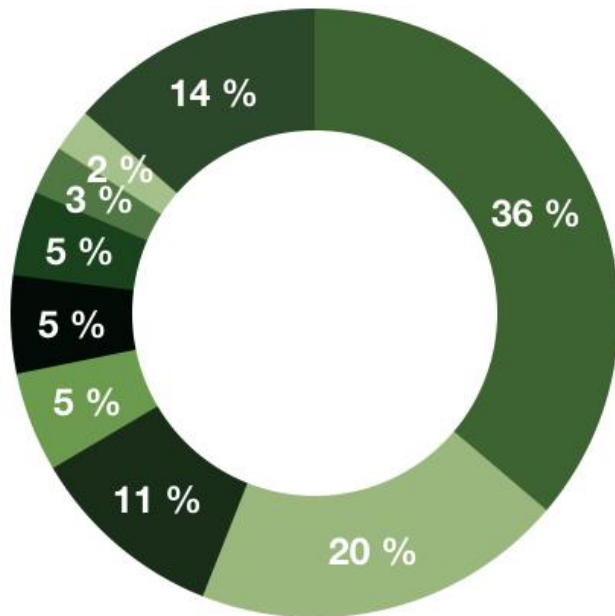
HONG KONG: IMPORT STRUCTURE



- Electrical machinery and electrical parts
- Telecommunications and sound equipment
- Office and automatic data processing
- Miscellaneous manufactured articles
- Non-metallic mineral manufactures
- Textiles and clothing
- Photographic equipment and clocks
- Professional and scientific instruments
- Others



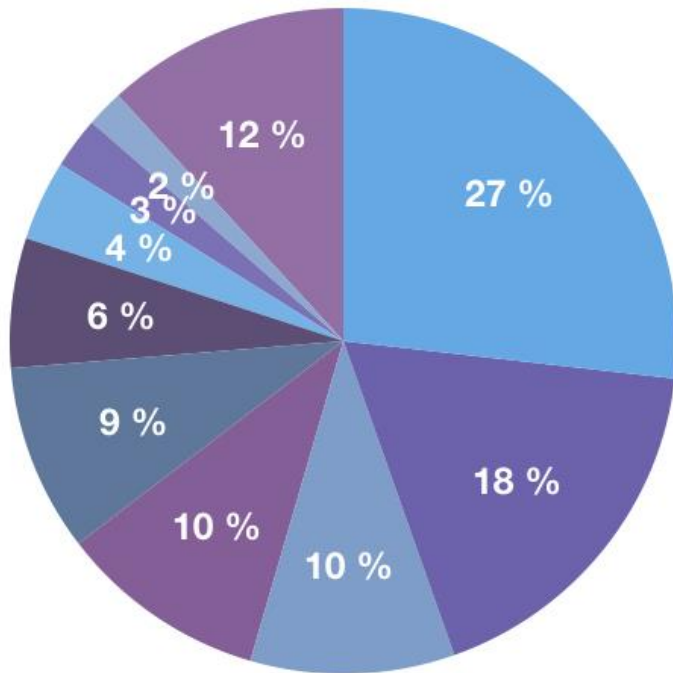
HONG KONG: RE-EXPORT STRUCTURE



- Electrical machinery and parts
- Telecommunications and sound equipment
- Office machinery and automatic data processing
- Non-metallic mineral manufactures
- Miscellaneous manufactured articles
- Textile and clothing
- Photographic equipment
- Scientific instruments
- Others



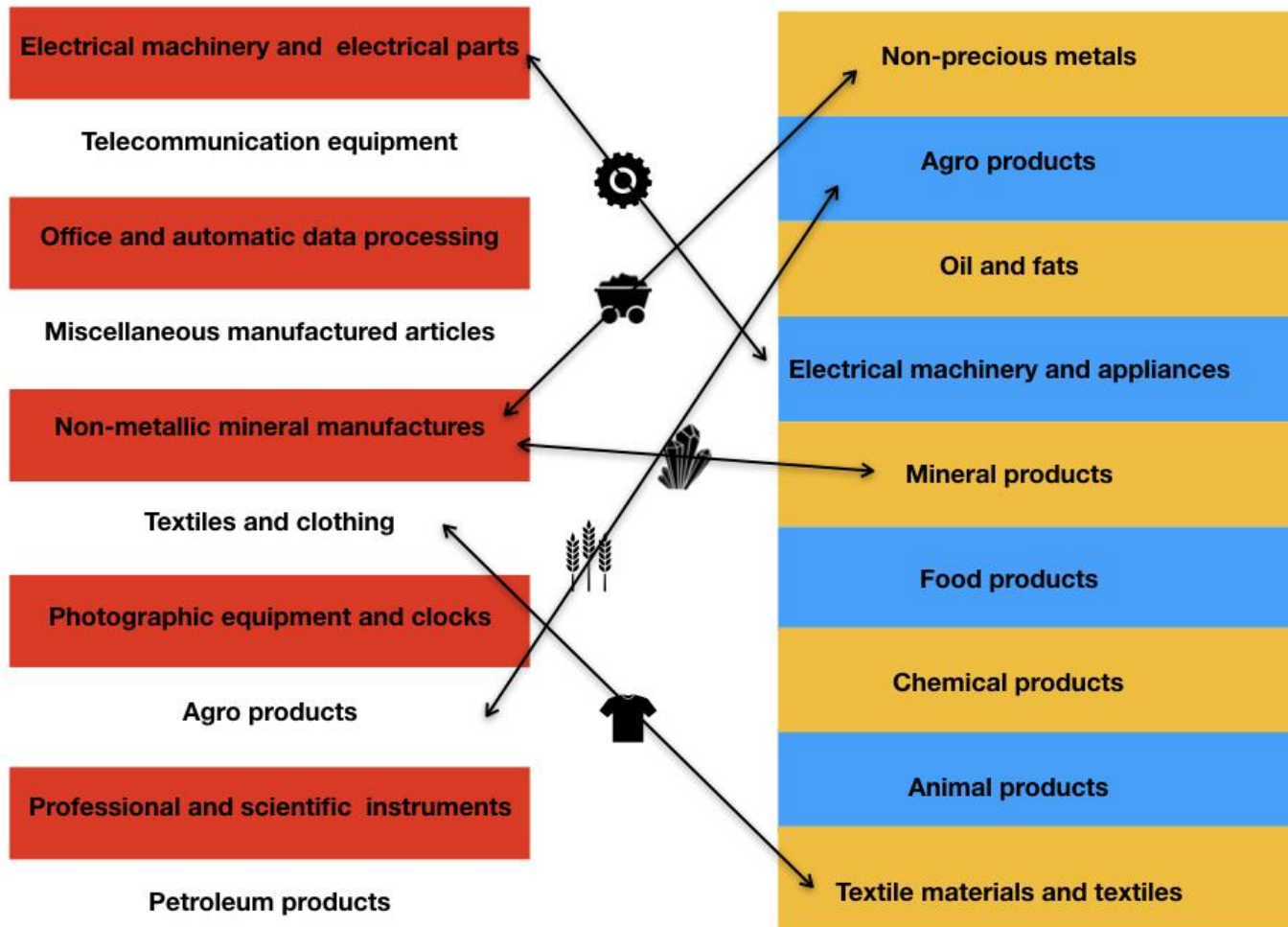
UKRAINE: EXPORT STRUCTURE



- Non-precious metals
- Agro products
- Oil and fats
- Electrical machinery and appliances
- Mineral products
- Food products
- Chemical products
- Animal products
- Textile materials and textiles
- Others

Hong-Kong's major import commodities

Ukraine's major export commodities



TRADE BETWEEN UKRAINE AND HONG KONG

	2015		2016		Jan-Jun 2017	
(US \$ million)	Value	Growth, %	Value	Growth, %	Value	Growth, %
Total Exports	116.184	-30.1	147.099	+26.6	79.039	+33.6
Domestic exports	0.787	-76.8	0.213	-72.9	0.139	-10.6
Re-exports	115.397	-29.1	146.886	+27.3	78.900	+33.7
Imports	18.947	-38.8	15.797	-16.6	13.095	+104.9
Total trade	135.130	-31.4	162.896	+20.5	92.134	+40.5



EXISTING AGREEMENTS

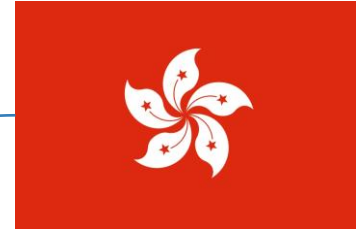
- ❖ Agreement between the State Fiscal Service of Ukraine and Hong Kong Customs and Excise Department on Cooperation and Mutual Administrative Assistance on Customs Questions 2010
- ❖ Agreement between the Cabinet of Ministers of Ukraine and the Government of the Special Administrative Region of the People's Republic of China on Mutual Cancellation of Visa Requirements 2010
- ❖ Agreement between the Cabinet of Ministers of Ukraine and the Government of the Special Administrative Region of the People's Republic of China on Sea Transport 2003

SWOT-ANALYSIS OF TRADE COOPERATION BETWEEN UKRAINE AND HONG KONG

Strengths	Weaknesses
<ol style="list-style-type: none">1. Geographical position of Ukraine2. Developed market infrastructure3. Highly educated workforce in Ukraine4. Abundant financial resources in Hong Kong5. Increased labour efficiency of Ukrainian workers	<ol style="list-style-type: none">1. Logistics limitations2. Intercultural barriers3. Foreign currency regulations4. Customs issues
Opportunities	Threats
<ol style="list-style-type: none">1. Expansion of export-oriented production2. Investment cooperation3. Transfer of technologies and stimulation of venture enterprises5. Intermediary activities6. Development of regional and global business relations7. Sea logistics potential8. Intermodal transportation between Asia and Europe through Ukraine	<ol style="list-style-type: none">1. Volatility of external markets2. Harsh weather conditions threatening the agricultural industry3. Fluctuations of world demand for particular agricultural products



Trade and investment company



Search for manufacturers

Consolidation of consignments

Logistics system's planning

Preparation of operational information

Order routing

Search for trade agents on Asian markets

Provision of financing

Processing orders

Search for profitable contracts

Port facilities

Major focus of Ukrainian export to Asia – AGRICULTURE

quality and optimal price

(of organic products as well)

hard working people

black soil arable lands

**advanced technologies in
farming**

UKRAINE'S INVESTMENT POTENTIAL



- Crop farming (grains, oils etc)
- Agri-technologies



- Automotive
- Electronics



- Software development
- IT engineering



- Maritime
- Aviation

- **Reforms** in all major sectors
- Economic **integration** within the EU
- **National Investment Council** and **Ukraine Investment Promotion Office** (UkraineInvest) established
- **National treatment** of foreign investors (WTO commitments)



SOYBEANS



1.68 mln tons



\$635.88 million



EU (43.7%), Turkey (27%), Iran (18%), Egypt (15%)



- ❖ low purchasing price
- ❖ growing world demand
- ❖ enhanced soil structure
- ❖ high returns (52%)





OIL AND FATS



5.84 mln tons of sunflower oil



\$4.48 billion



India (44.7%), EU (26.2%), China (10.1%),
Iraq (4.2%), Malaysia (2.1%)



- ❖ bumper crops
- ❖ favorable weather conditions in Ukraine
- ❖ full satisfaction of domestic needs





DAIRY PRODUCTS



198 mln tons



\$287 million



EU (37%), China, CIS countries, South Africa, Morocco



- ❖ various products
- ❖ new markets
- ❖ sufficient quality and standards
- ❖ high productivity





CHOCOLATE & CONFECTIONERY



61 010 tons



\$151 million



Kazakhstan (15%), Belarus (10%) and Georgia (7%)



- ❖ growing domestic production
- ❖ intense competition
- ❖ high and modern standards (updated since 01.01.2018)





CORN STARCH



57 200 tons



\$12.584 million



Indonesia (37%), EU, UAE, Saudi Arabia



- ❖ production growth
- ❖ low costs
- ❖ orientation to Asian markets





POULTRY



8.2% growth



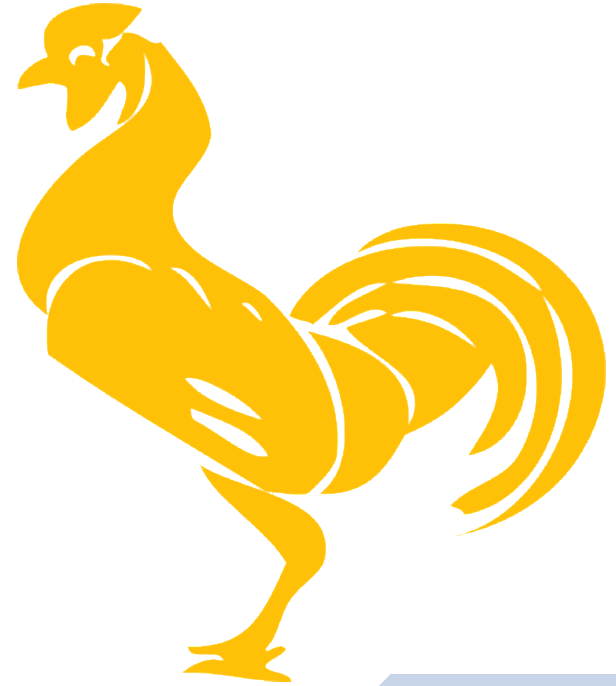
\$313.4 million



EU (45%), Iraq (12.7%), Azerbaijan (5.7%), UAE (4.9%), Saudi Arabia (4.6%)



- ❖ low purchasing price
- ❖ increasing domestic production
- ❖ veterinary health certificates between Ukraine and Hong Kong agreed (May 2018)





PORK MEAT



4.9 thousand tons (+34%)



\$10.05 million



Georgia, Kazakhstan, Hong Kong



- ❖ low price
- ❖ recognized quality all over the world
- ❖ possibilities for customization





BEVERAGES

Alcohol



\$209.2 million



EU, CIS countries, USA



- ❖ high sales (3.1% in 2017)
- ❖ European standards
- ❖ internal competition
- ❖ growing number of small enterprises

Water



Moldova, Russia, Georgia, Italy, France, Bulgaria



- ❖ cheapness
- ❖ pace of growth – 10-11% a year
- ❖ wide range of products
- ❖ 500 water sources utilized
- ❖ approximately 300 producers
- ❖ proper standardization
- ❖ high profit margins (30%)



TEXTILE



6.3% growth



\$503.8 million



EU (34%), Belarus, Canada,
USA, Moldova



- ❖ stable growth
- ❖ quality
- ❖ low prices
- ❖ government support





UKRAINE: FARMING FACTS

More than 67%

of Ukraine can
produce crops or
livestock

Nearly a third

of world's black soil
is in Ukraine

150%

Is the increase of
Ukrainian corn
yields in the last 20
years

**More than 40
million tons**

of grain a year
Ukraine exports

**Europe's 2 largest
farms**

Ukraine farming and
Kernel – are in
Ukraine



THANK YOU FOR ATTENTION!

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