

The First Agricultural Investment Evening took place in Kyiv on June 8

On June 8, 2018, in Kiev, on the river liner Rosa Victoria, for the first time in Ukraine, the Agricultural Investment Evening took place in the framework of AGRO-2018 – a unique communication platform for Ukraine with a focus on attracting investments in the field of agrarian industry.

An exclusive event in Ukraine brought together representatives of international investment companies, financial institutions and Ukrainian agrarian companies. For the first time, an event of this level took place on a river liner, which ensured the close communication of the participants in a pleasant and relaxed atmosphere. The main focus of the investment evening was the attraction of finance and investments in the Ukrainian agribusiness, so discussions were organized in such a way that a dialogue was held between representatives of the agro-sector of Ukraine and representatives of financial and investment institutions.



THE FIRST UKRAINIAN
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IN A FRAMEWORK OF
AGPO-2018
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AGRO-2018
KIEV INTERNATIONAL AGRIBUSINESS FAIR

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Maria Barabash, President, A7 CAPITAL, said: «For the first time in Ukraine, a similar event is taking place. An investment evening on a liner, where in a pleasant atmosphere investor, financiers and farmers can discuss the prospects of financing the agricultural sector of Ukraine. The idea to make such a thing has long arisen, but the format is very new to the Ukrainian business environment, but as seen from the feedback of the participants – everything was very successful, and this format was pleasant to our colleagues and partners. Already there are plans for the following events of this format – Energy Investment Evening, Infrastructure Energy Evening, etc.»

The event was held under the rules of Chatham House, that is, absolute anonymity, no media representatives, online broadcasting, etc. However, leading financiers, representatives of investment companies and the agrarian sector commented on the event, shared their impressions and summed up Agricruise '18.

Dmytro Tatarko, Head of the Office for Agribusiness, JSC Ukreximbank, commented: «The prospects for growing world food needs, as well as the need to increase the efficiency of Ukrainian agro industrial complex and develop its export potential, require long-term investments in processing projects, infrastructure, etc., financing of which is one of the key tasks

of the state Ukreximbank, including in the framework of joint programs with international financial organizations (IBRD, EIB, EBRD, etc.) and using a wide First range of documentary operations. In the near future, a national export-credit agency will work, and introduce additional insurance instruments in support of Ukrainian exporters of agrarian products.»

«Commercial primarily foreign banks today have a good level of liquidity for the further growth of funding, with agro-industry is a priority and agro companies are already about half of the total loan portfolio of banks. Lack of funding is felt among medium and small agricultural companies, but most banks are working in this direction and we expect this to change. The main deterrent factor for the further growth of lending is the land market, which will allow agricultural companies to attract both additional investment and long-term financing of banks», said Artem Gavryshyn, Director of the Center for Work with Large Corporate Customers of the Agroindustrial Complex, Uksibbank.

Yuriy Serafin, Head of Commercial Management, Credit Agricole Bank, shared his impressions after the investment evening: «We are confident that it was useful for all participants to learn and compare strategies and policies of the major international and leading Ukrainian banks in financing agri-sector. In addition, banks seldom manage to meet together and discuss common problems. Agricruise '18: Agrinvestnight gave us all this opportunity. The goal of Crédit Agricole Bank is to create added value for the agro-sector of Ukraine and promote its development.»



The agro-investment investment event was an exclusive opportunity to meet a potential investor and financial partner with assets of over \$ 5 billion. for business development, find a potential partner or project to finance. Olga Trofimtseva, Deputy Minister for European Integration, Ministry of Agrarian Policy and Food of Ukraine, summed up: «Ukrainian AIC is today one of the most powerful sectors of the rapidly developing economy, which is extremely attractive for foreign investors. At the same time, for the rapid and effective realization of the existing potential of the agrarian sector, a direct and open dialogue with all stakeholders, including

foreign investors, international financial institutions and representatives of large, medium and small agribusiness, is necessary. Conducted by Agricruise '18: Agrinvestnight has become a great platform, on which participants had the opportunity to discuss important issues in the industry that are not just about investing.»

Natalia Butkova-Vitvitska, Director of the Department of Small and Medium-Sized Business, Oschadbank, said: «The agro-sector plays an important role in the Ukrainian economy. Unfortunately, at the moment Ukraine is using part of the potential in this direction. For further development of the agro-sector, support from the state is needed in the part of various programs of compensation of expenses and banks in terms of financing of development of enterprises of agro-sector. Sberbank is one of the three banks with the largest loan portfolio in the agricultural sector. In general, cooperation between the state and banks in support of agricultural sector enterprises is the key to creating a powerful sector of the Ukrainian economy and to ensure their competitiveness in the global agricultural market.»



The evening program consists of two hard talk sections. The first section, “The View of International and Domestic Investors in the Agro-Industrial Sector of Ukraine“, focused on the investment opportunities of the agro-sector, investors was the sole speakers. Speakers of the second section “The View of Commercial Bankers for the Agro-Industrial Sector of Ukraine” was leading bankers and financiers, who focused on the financing of the agro-industrial complex. «Ukrainian companies, one of the first to understand the complexity of international rules and requirements (Nibulon, Kernel, Agroproperties Bank, and many others), operate according to the highest international standards and occupy leading positions in the global competitive space. It is these companies who constantly train their own staff both in Ukraine and abroad. As a result, a new generation of hired workers is working more closely and densely with international financial institutions, where the following picture has emerged. The most powerful organizations, such as

the European Bank for Reconstruction and Development, the International Finance Corporation, the World Bank of Ukraine, the International Monetary Fund, also have new generations of staff capable of understanding the needs of farmers and finding tools to meet their needs. It is the international companies that have brought civilized communication methods among all players in the market.» – shares impressions Nikolay Gorbachov, Director, Soufflet Group; President, Ukrainian Grain Association (UGA).

Olena Voloshina, IFC Ukraine IFC Managing Director, added: «The agricultural sector today is a motor of the Ukrainian economy. Exports are growing, and so that it continues to grow and the whole sector is stronger, we need to invest in increasing the value added of our exports, logistics and infrastructure. IFC is one of the largest foreign investors in the sector. Today, we have already invested over \$ 1 billion. And we continue to invest. For example, in May and June we signed projects for almost \$ 60 million.»

Among the speakers:

Oleksandr Isniuk, Deputy Head of Corporate Banking Department, UKRGASBANK

Ruslan Spivak, Corporate Business Director, Raiffeisen Bank Aval

Lesya Kuzmenko, Associate Director, Senior Banker, Agribusiness, EBRD

Jean-Erik de Zagon, Head of Resident Representation in Ukraine, European Investment Bank

Glib Bondar, Senior Partner, AVELLUM

Oleksii Stupak, Head of Corporate Business Development, Credit Agricole Bank Ukraine etc.

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