Ukraine’s potential for enriching the EU Single Market

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Building strong industrial ecosystems in Ukraine

Integrated into European Union

Top-10 proposal of Ukrainian Cluster Alliance for Internationalization of the national clusters and SMEs Series
Objectives

• provide various forms of support to SMEs, thereby fostering the growth, scale-up and creation of SMEs;
• facilitate access to markets through the internationalisation of SMEs;
• promote entrepreneurship and the acquisition of entrepreneurial skills;
• promote a favourable business environment for SMEs, support the digital transformation of SMEs and promote new business opportunities for SMEs, including those that are social economy enterprises and those with innovative business models;
• support the competitiveness of industrial ecosystems, as well as the development of industrial value chains;
• promote the modernisation of industry, contributing to a green, digital and resilient economy.
Impact for Ukrainian economy

• Enter the Single Market, participate in EU trade fairs and develop their business and/or online services;
• Greater opportunities for companies run by women entrepreneurs and social economy entrepreneurs;
• Higher participation and diversity on the three matchmaking tools: Supply Chain Resilience, Solidarity Lanes and Electric Energy Platforms;
• Contribution to a green, digital and resilient economy in the EU and Ukraine;
• Improved cooperation with European businesses interested to work with Ukrainian companies;
• Further economic growth and trade flows between the EU and Ukraine;
• Increased cooperation between EU and UA companies.
5 Priorities

1. Creation at the national level of **strategic and well coordinated program of internationalization of Ukrainian SMEs**. Such a program is very necessary as many clusters and SME struggle with a big number of fragmented support programs with poor and missing coordination between them.

2. Developing **new forms of bi- and multilateral collaboration** with our Western neighbours and other countries of the EU.

3. **Increasing capacities of Ukrainian clusters** to be able to respond to new opportunities opened by EU partners.

4. **Funding of projects** targeted the most critical zone of innovative ecosystems supporting clusters and SMEs. The list of such projects is presented further in this document.

5. **Funding of projects closing gaps in Value chains**, supported by UCA clusters.
1. Special incentives to stimulate twin transition primarily of industrial end users, SMEs (developers and start-ups are both important categories but not #1, as it is defined today).

2. Special programs supporting SMEs in digital and green transition. Focus on re-skilling / up-skilling SMEs should be clear and reflected by concrete programs to SMEs of target industries.

3. Integrated and interacting network of certified experts, network of Centers of competence and support of SMEs, such as Digital Innovation Hubs; Incubators and Accelerators: Testbeds and shared R&D centres, supporting target industries.

4. Strong Export and internationalization program supporting SMEs, and especially for the industrial hi-tech segment as the most struggling since 2014.
Some facts

- More than 300 international meetings
- 20 matchmaking events and exhibitions
- Speeches at more than 20 international conferences. European Cluster conference was the most successful
- Membership at European Cluster Alliance and TCI Network. Partnership with EIT Manufacturing
- More than 20 signed memorandums and bilateral agreements
- 5 International projects
- 2 clusterXchange programs
- Cluster Booster academy
- Initiated ClusterMeetRegions for internationalisation of Ukrainian clusters and SMEs in Kosice
EU Cluster Conference
(September, 2022, Prague)
First bi-lateral agenda in Advanced Manufacturing

• MoU with 4 partners

• Action plan 2023 (incl 3 big events)

• B2B exchanges started
Trade Mission to Europe (October, 2022, Tallinn, Estonia)
Global Connect, (November, 2022, Stuttgart)
DRIVERS

OLD PARADIGM

QUALITY
TIME
COSTS

TODAY PARADIGM

HUMAN-CENTRIC
SUSTAINABLE
RESILIENT
Reasons:
- We have ongoing and valid contracts with OEMs
- Human factor => somebody needs to feed the people / responsibility as employer to take care about our employees and their families
- very good performance of the plant
- overall situation is stable despite some impact from air alerts

Benefits:
- established infrastructure
- experienced employees with a reasonable cost structure (need to move even higher women quota at the moment)
- more flexible legislation during state of war
- experience and very flexible in handling upcoming issues/problems (kind of problem solving culture)
- to a certain extent we are “solid as a rock” in terms of providing work, having good working condition, reasonable salaries and social programs...so people somehow honoring this at the moment
We Build Ecosystem

SHARE
OPENNESS
TRANSPARENCY
NO COMPETITION
COOPERATION
SUPPORT
TRUST
NATIONAL PROGRAMS

Recovery pre-requisites: Strengthening institutional capacity
- <0.1 bn USD

Recovery pre-requisites: Digital government
- <0.1 bn USD

Strengthen defense and security
- 50 bn USD

Strive for EU integration
- <1 bn USD

Re-build clean and safe environment
- 20 bn USD

Energy independence and Green Deal
- 130 bn USD

Boost business environment
- 5 bn USD

Ensure competitive access to funding
- 75 bn USD

Secure macro-financial stability
- 60 - 80 bn USD

Grow value adding sectors of economy
- 50 bn USD
TOP initiatives and projects of Ukrainian Cluster Alliance

- Innovative ecosystems: 7
- Agri-food: 7
- Dual-Use: 15
- Engineering and Machinery: 11
- Healthcare / Medical: 7
#StandWithUkraine

DO BUSINESS WITH UKRAINE
Pre-accelerator in Ukraine, powered by EIT Jumpstarter

Pitch day: 9 March 2023, 10:00 AM CET

"Slava Ukraini means for me united Ukrainians fighting for common European future with recovered, resilient and innovative Ukraine!"

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With the contribution of:

[Logos of various organizations and initiatives]