Olga Trofymova, PhD, CMC
Cluster Manager
Ukrainian Automotive & Mobility Cluster

Who We Are?
The Ukrainian Automotive and Mobility Cluster was created in 2018 by the leading component manufacturers for the automotive industry. The founders of the Cluster initiative were KOSTAL, LEONI, SEBN, Kromberg & Schubert, VD MAIS, Siemens Elektron, as well as the German-Ukrainian Chamber of Commerce and Industry. UAMC is a platform that brings together manufacturers, suppliers, service companies, educational institutions, research institutes, associations and government agencies.

We are a full member of European Automotive Cluster Network and AutomotiveSkills Alliance!

Vision And Mission
Ukraine as a good location for the automotive manufacturers, a reliable partner, an attractive employer and driver for innovation development.

Driving and creating a favorable conditions for automotive business resilience in Ukraine

Goals
• To Create favourable conditions for doing business in the Ukrainian automotive industry
• To Promote production localization in Ukraine
• To be a driver for Mobility and SMART infrastructure development in Ukraine
• Capacities building and development of Ukrainian automotive companies
Key figures Ukraine

FOREIGN AUTOMOTIVE BUSINESS in Ukraine

- Number of companies:
  - 7 Starters
  - 4 Electronics
  - 11 Wire harnesses
  - 3 Seats
  - 3 Plastic products
  - 1 Heating

- Employees: 60k
- Investments since 1998: €500 m
- Factories: 38
- Companies: 22
- Countries: 6

- Value of Industrial Products (min UAH): 78,378,950
- Products Sold Outside Ukraine (%): 66.5%

Manufacture of motor vehicles, trailers, semi-trailers, and other transport equipment

Motor vehicle assemblies, parts and accessories:
- Assemblies and parts for motor vehicles, electrical and electronic equipment for motor vehicles
  - Added value, %: 7.7%
  - Number of enterprises: 252
  - Employees hired: 48,000
  - Value of products sold, min USD: 512

Sources: UAS, various
KEY PLAYERS AUTOMOTIVE
Key Automotive Customers
UKRAINE’S OPPORTUNITIES

EXPORT in 2022 – 4.2 bln Euro

CHALLENGES IN EUROPE

1. Digitalization & electric vehicles
2. Efficiency competition with Asia
3. Many plants in Europe run at full capacity
4. Lack of experts (22.5 thousand – average number of engineering graduates annually among EU countries)

SOLUTIONS IN UKRAINE

1. Developed network of international R&D centers in Ukraine
2. 4x cheaper production of car comparing to Germany
2.6x lower labor cost comparing to China
3. Effective usage of under-used capacity in Ukraine and efficient construction of new plants
4. Highly skilled experts (130 thousand of engineering graduates annually)

FTA WITH THE EU
- 2019 Duty-free import from the EU
- 2022 Duty-free export to the EU
Needs of the Ukrainian Automotive Industry

On 7 March, Olga Trofymova participated in an online exchange organised by our Spanish colleagues for their members. This was the opportunity to underline the different needs and support actions for the Ukrainian automotive industry. There is less urgent need for humanitarian help as this is coming from all over the world.

Some actions from EACN and its members

The Spanish Automotive Cluster Association, including AVIA, CAAR, CEAGA, and CIAC, launched a survey on the impact of the war on their companies as well as a set of discussion events with their members to discuss and set up support actions. EACN joined the survey and asked EACN member clusters to conduct a similar survey in their respective ecosystems to get a pan-European insight on the situation. Other clusters, e.g., Autoklastr or ARIA Haut-de-France, already did own surveys.

The European Cluster Collaboration Platform set up the ECCP Clusters’ Support to Ukraine discussion forum. The platform includes three groups: Needs; Offers; Logistics & Coordination. It aims “at enhancing the ability of European industry to contribute to the delivery of humanitarian aid for Ukraine and at supporting Ukrainian refugees in MS countries.” Olga Trofymova from the Ukrainian Automotive Cluster is coordinator of the platform on behalf of the Ukrainian clusters.

The first EACN Coffee Break addresses the topic “War in Ukraine: EACN clusters and their support to
Automotive Procurement Forum (May 2022, Stuttgart)
Economic Global Impact Forum on Ukraine
(July 2022, Istanbul)
Automotive Supplier Summit (October 2022, Wolfsburg)
Business with Ukraine – Status quo and perspectives

(March, 2023, Stuttgart)
Our Position

- Sustainable Economic Growth

- Replace challenging production from Russia and Belorussia to more promising production

  - We have extra production capacities and amount of skilled and resilient workers

- Replace broken partnership with trusted ones
DO BUSINESS WITH US

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Awarded Best plant manager of Kromberg&Schubert - Martin Goebel:

“Year ago We decided to stay in Ukraine and to support 3500 people and their families. And now we have EVEN HIGHER motivated and productive skilled employees which lead us to achieve Quality award among all our plants in 2022.”