Doing Business with and in Ukraine

Hannover Messe, 20.04.2023

Olga Trofymova

Ukrainian Cluster Alliance

#SingleMarket30

We united more then 2200 Ukrainian companies from the beginning of the WAR

TCI NETWORK

EUROPEAN CLUSTER COLLABORATION PLATFORM

EUROPEAN CLUSTERS ALLIANCE

eit Manufacturing

UKRAINIAN CLUSTER ALLIANCE

All regions in Ukraine

60 clusters

2200 companies

20 intl partnership

TOP initiatives and projects of Ukrainian Cluster Alliance

UKRAINIAN CLUSTER ALLIANCE

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

European Commission

Association of Industrial Automation of Ukraine

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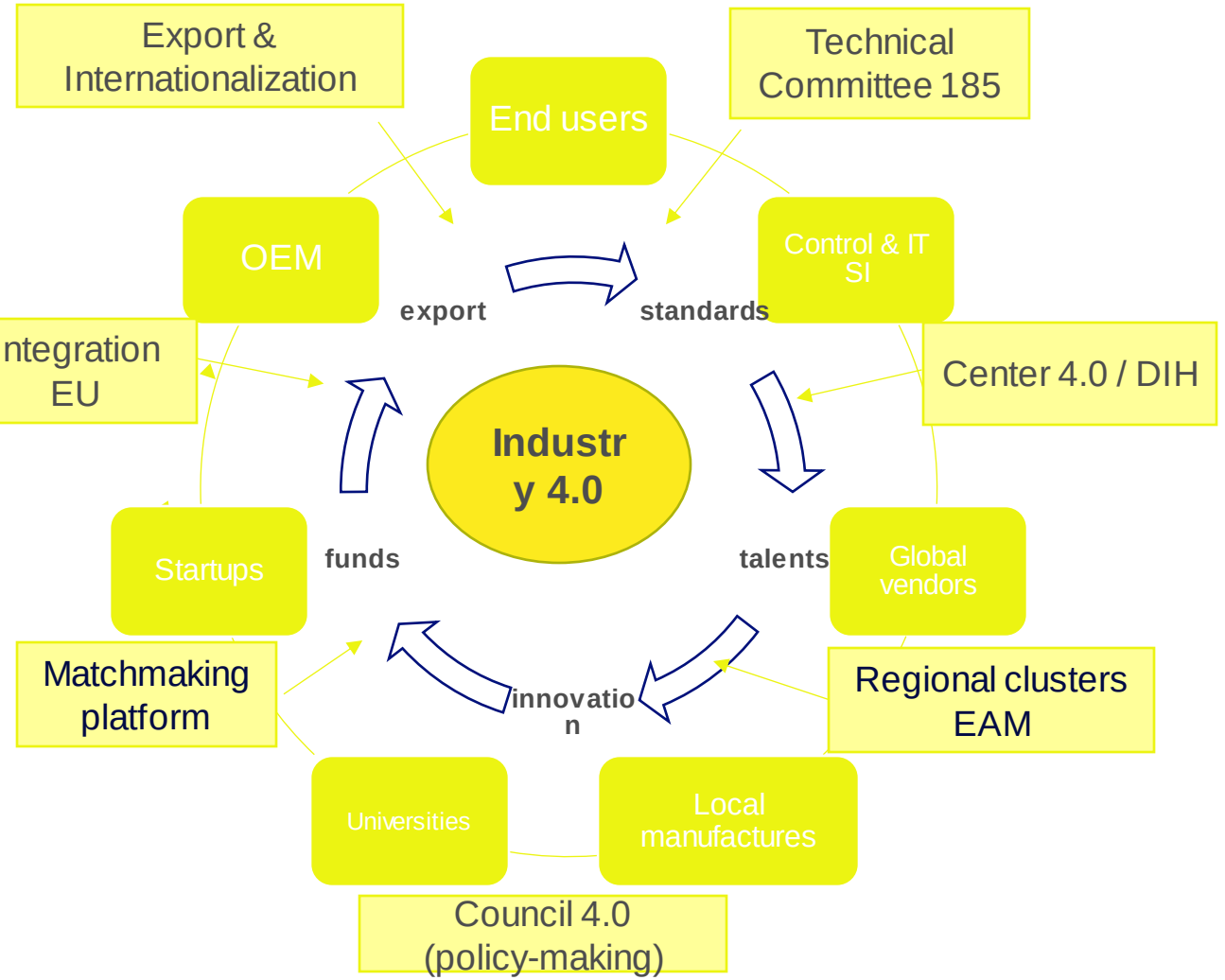
Association of Industrial Automation of Ukraine

300+ members in the national movement Industry 4.0

55 members

Key roles

- Ecosystem & collective assets building
- Coordination and orchestration
- Innovations fundraising (I4MS)
- Standards setup
- Internationalization



APPAU

European Commission

What we are looking for?

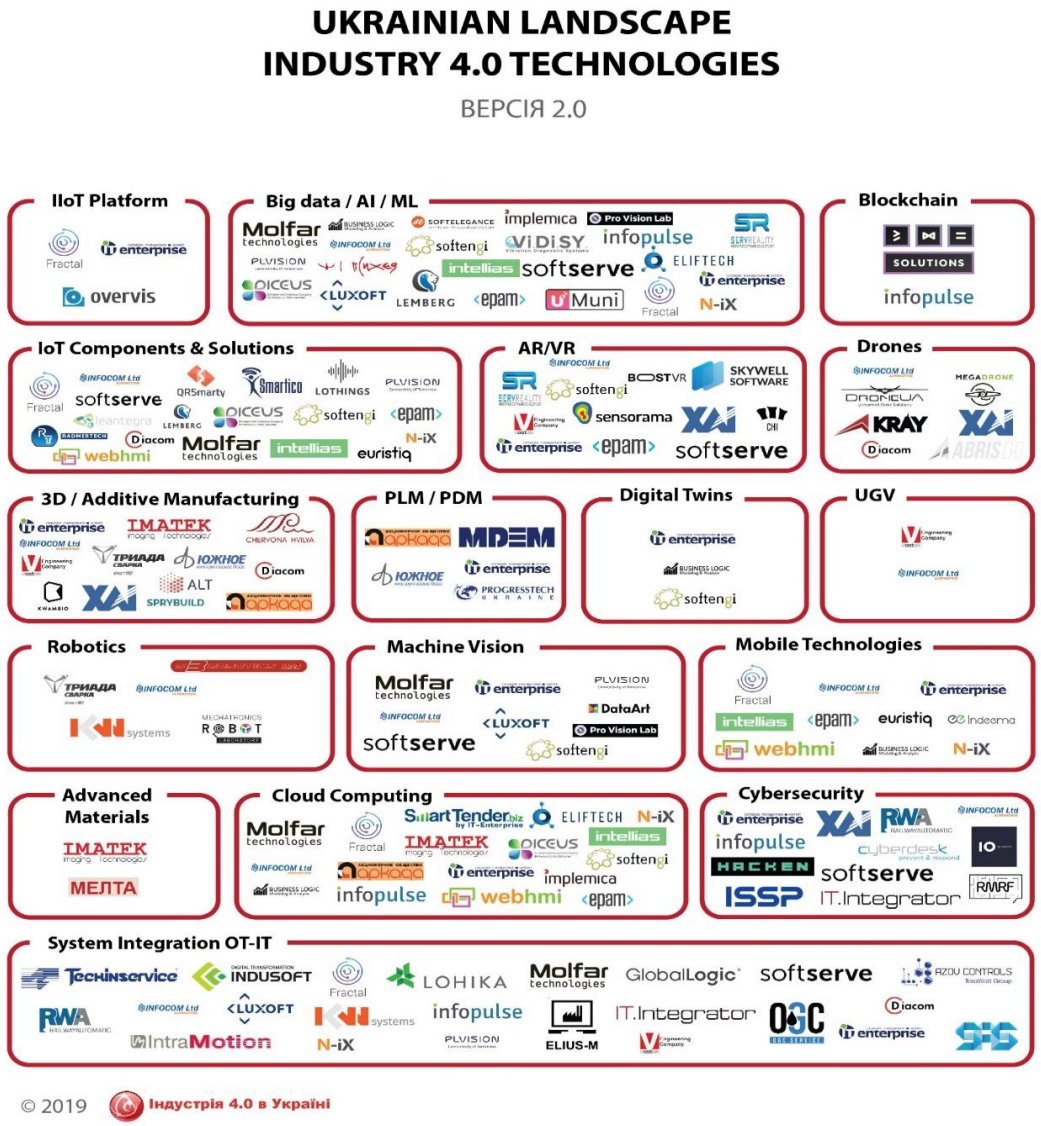
1. Funding of our Projects and Programs (incl. Outsourcing in Engineering)

2. Collaboration in EU programs and projects

3. Transfer of knowledge, policies and best practices in Ukraine

What we offer?

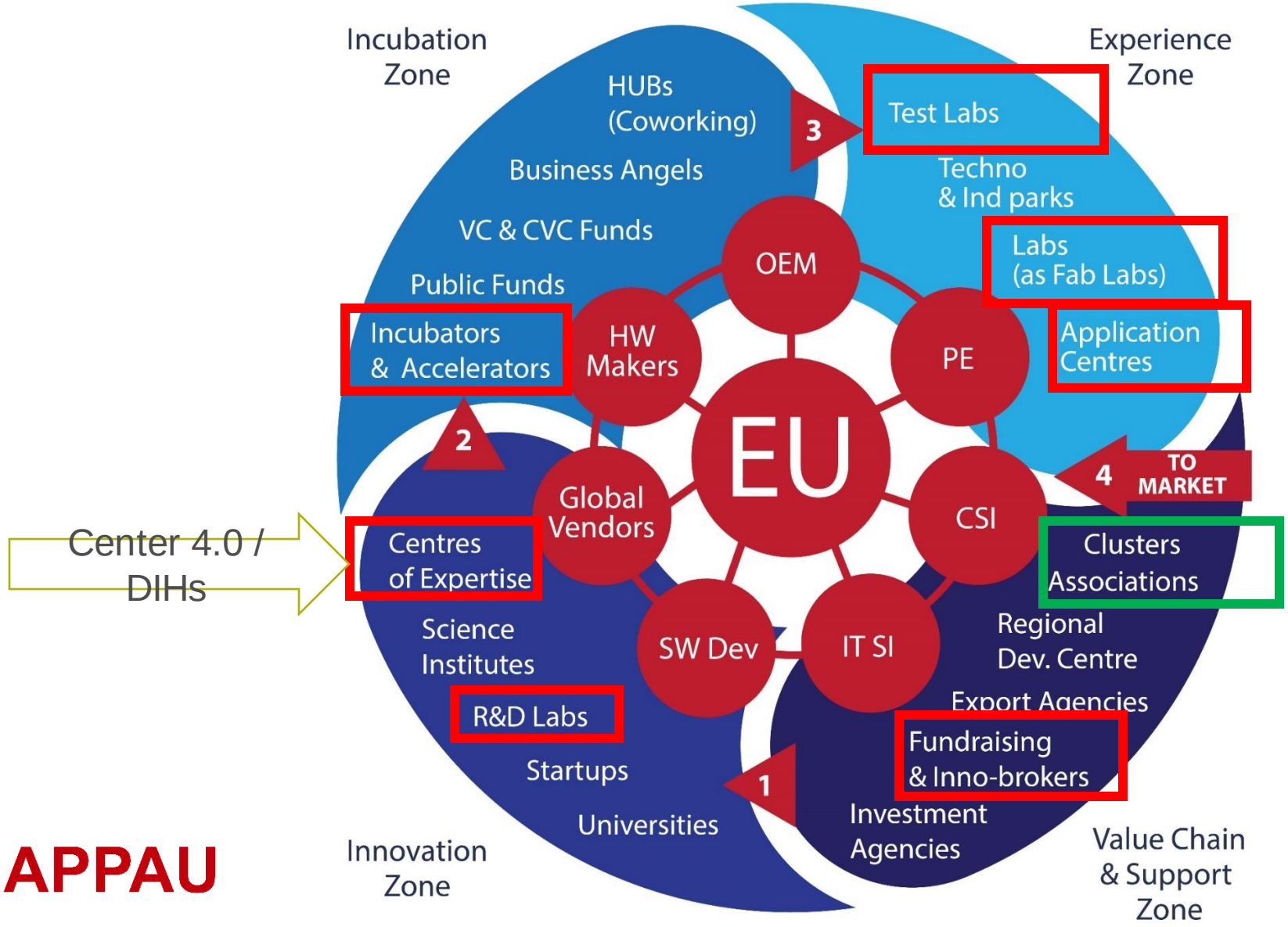
1. Access to ecosystem of I4.0-5.0 in Ukraine
2. Networking & Matchmaking / Marketing / Analytics services
3. Collaboration in Strategic development I4.0-5.0 (staff, experts, WG, own policies, analytics etc)



APPAU

European Commission

Innovative ecosystems: model and challenges



APPAU

European Commission

Land4Developers

90+ innovators Industry 4.0

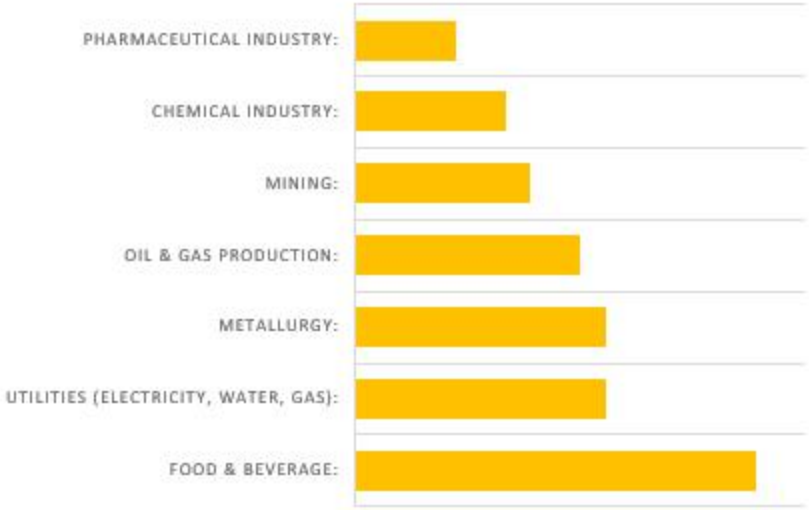
30+ System Integrators

APPAU

Outsourcing database of System Integrators

350+ Free engineers

20+ companies



Integrators

- Engineers available
- Certifications
- Experience
- Electrical Design Capabilities
- PLC Software Capabilities
- DCS Software Capabilities
- HMI/SCADA Capabilities
- MES Software Development
- IT skills

Showing all 19 results

Activolt

ARDIX

Automation TeraWatt Group LLC

Read more

Azov Controls LLC

Industry ~~4.0~~ 5.0 is not about A.I. blockchain, or robotics… The true changes start with radical improvement of our capabilities to react to changes in the external world. And it can not be done without new level of collaboration

Alexandr Yurchak

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Resource Center EAM (Engineering, Automation, Machine-building)

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UKRAINIAN CLUSTER ALLIANCE

Joint Resource Center (JRC)

Kharkiv Cluster EAM https://www.iamcluster.kharkiv.ua

Zaporizhzhia Cluster EAM https://www.iamcluster.zp.ua/

Maritime Cluster Ukraine https://maritimeukraine.com/

Vinnitsia Automation and Instrument Making Cluster https://www.aimcluster.or

Sumy machine-building cluster of energy equipment http://www.e-cluster.org

European Commission

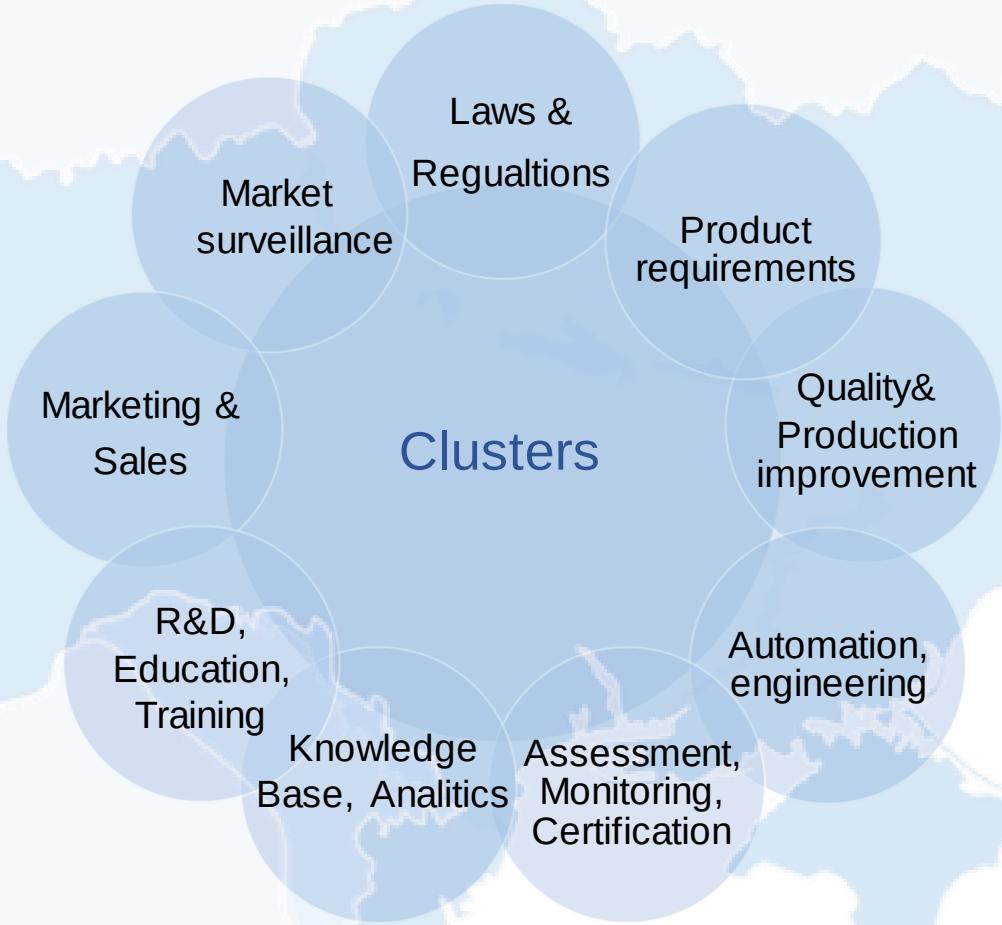
Resource Center EAM

Government bodies

Local and City Administrations

Communities and Public Associations

National institution of Science, Education and training



Product manufacturers

Service companies and equipment suppliers

Standardization and certification bodies

National Associations and Regional Chamber Of Commerce and Industry

Development of the instrumentation and high-tech manufacturing in the regions took place in market conditions and without the participation of beneficiaries:

- enterprises of interconnected industries,
- local authorities and the public.

As a result:

- the products of the industrial enterprises, to a small extent, satisfy the needs of the regional economy
- the variety of products is significant, which makes it challenging to set priority directions of cluster development and positioning.

Our aims and activities:

We used diversity as a common advantage and identified the vector of technological innovation – the provision of a eco system in our regions via the development and implementation of:

- research of domestic and foreign markets and opportunities for cooperation
- development of educational initiatives, initiatives to introduce new technologies and create new competence centers
- automation of industry and improving quality
- readiness for new ideas, new technologies, new implementations and achievements

European Commission

Industrial automation, Robotics & IT

- Welding systems
- Unmanned Ground Vehicle (UGV)
- Drones
- Process control & Machinery

Industrial and Process engineering

- Metalworking and hardware, electroplating
- Construction

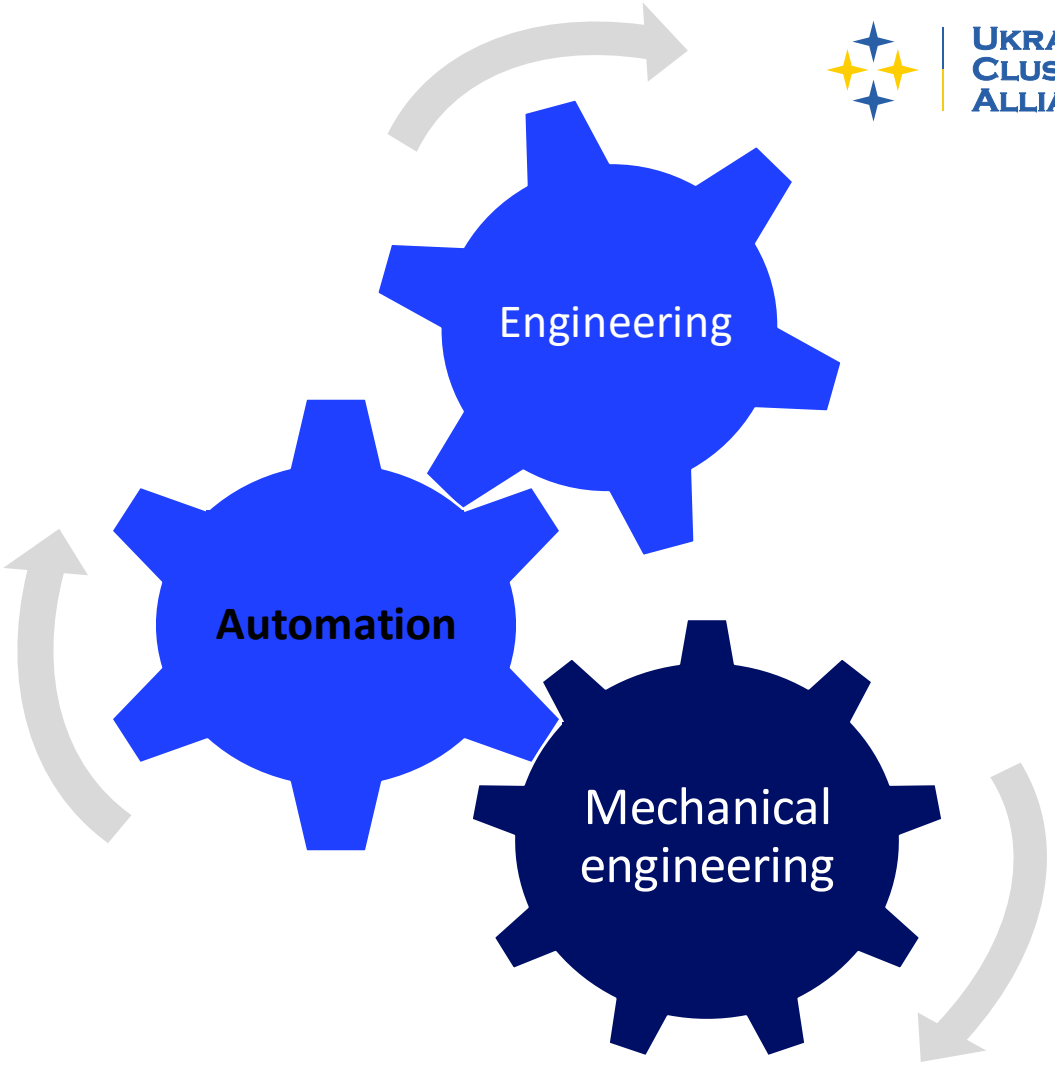
Production

- Metallurgy
- Advanced materials
- Foundry equipment, parts and finished assemblies
- Heavy machinery, auto parts and spare parts for agricultural machinery
- Crane and lifting equipment

Green technologies

Smart waste management

Standardization and certification



Ukrainian Cluster Alliance

Our main points:

1) War crisis has led to lack of supply chain in energy area, manufacturing and engineering

2) We have manufacturing expertise but don't yet have maturity in cluster development

3) We need help from European cluster groups to build a strong supply chain capacity, leveraging our current manufacutring capacity and human resources

European Commission

European Commission

Security and MilTech Solutions for the Safer Common Europe

Dual-Use Technologies Resource Centre, UCA

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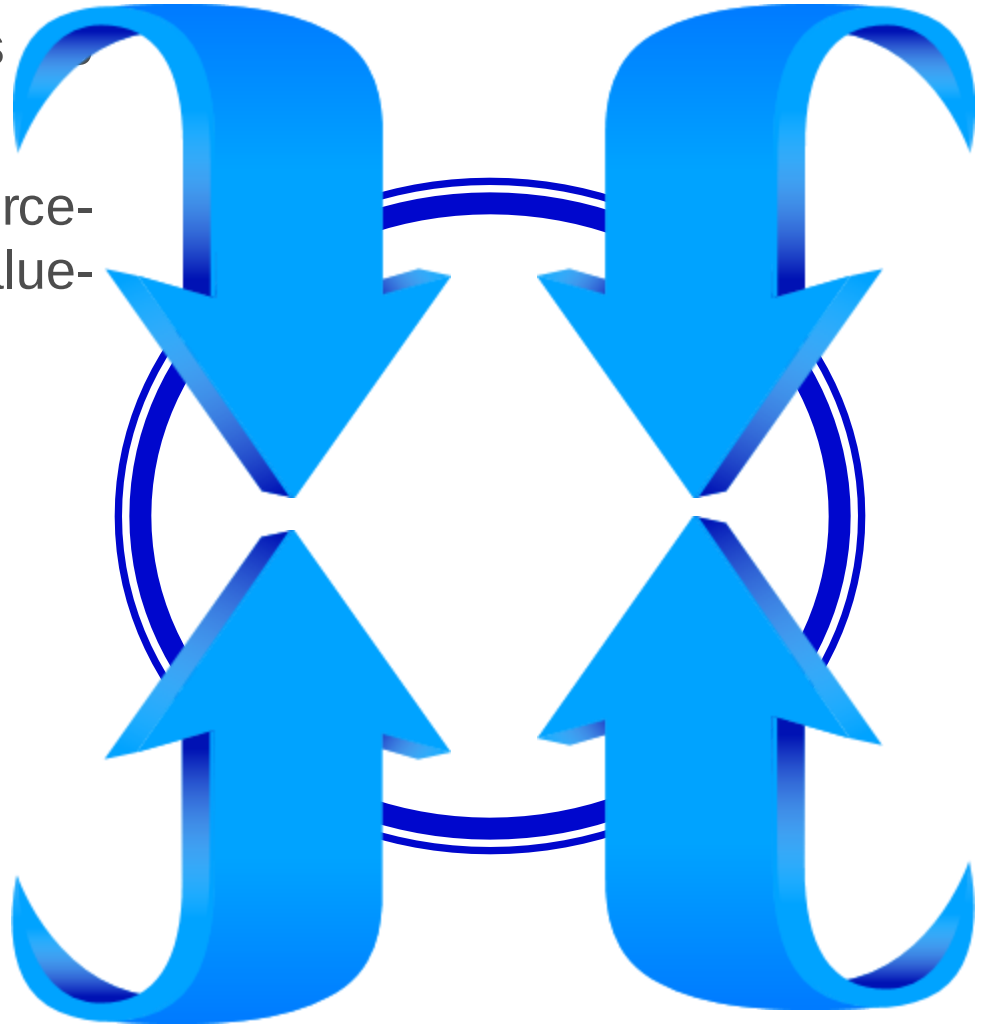
Supporting MilTech Innovations and Value-Chain

1

- Attracting investments gaps in value chains.
- Transition from a resource-intensive to a high value-added economy



3

- Knowledge management
- Modernization of industry, science and education

2

- Export development.
- Alignment of the economies of Ukraine and its partners
- Integration with industrially developed countries

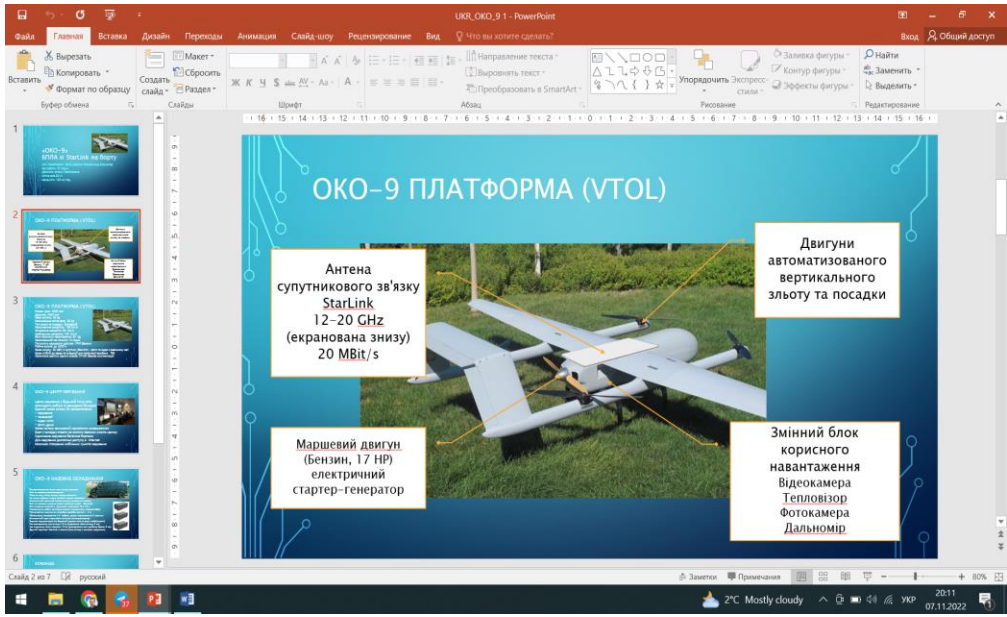
4

- Development of profiles of new economic regions of Ukraine
- Promotion of economic regions and interregional associations in the European space.

European Commission

MilTech
Export & Investment Promotion

- Hi-TRL: UAVs (VTOL, airplane-type), Radio-Electronic Warfare, Integrative Solutions – opportunities to jointly market (12+)
- Low-TRL: materials, integrative smart territory management solutions – opportunities to invest(5+)
- European Economic Grouping as a possible means of export promotion and investment support



East European Space Facilities Management Cluster Initiative

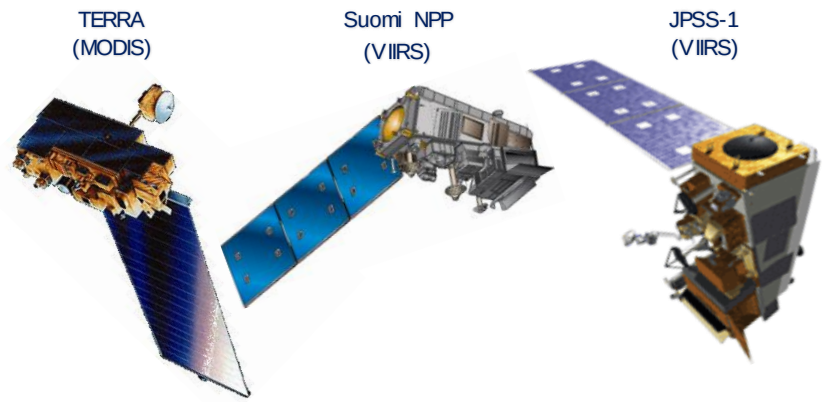
Ukrainian Cluster Alliance

Concentration of material and technical means, the expertise provided by highly qualified staff.

Increase of the efficiency of the management, scientific, technical and educational activities of European and Ukrainian entities in the regional development and cross-border cooperation.

Faster preparation and transfer of data and analytics, based on the EOS for versatile security and resilience uses in the operation regional

Launch - May 9, Rzeszow (Poland)



European Commission

“Complex Security and Resilience for the East European region, including energy, cyber and economic solutions”

Eugen Rokytskyy

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Pre-carpathian Eco-Energy Cluster

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General Information

Precarpathian eco-energy cluster

Ivano-Frankivsk, Ukraine

- ✓ Cooperation for energy efficiency and green innovations
- ✓ Green energy promotion
- ✓ Strategic actions and projects

What we are looking for

- Energy security and energy efficiency (*PL-UA transborder projects, in Burshtyn+)*

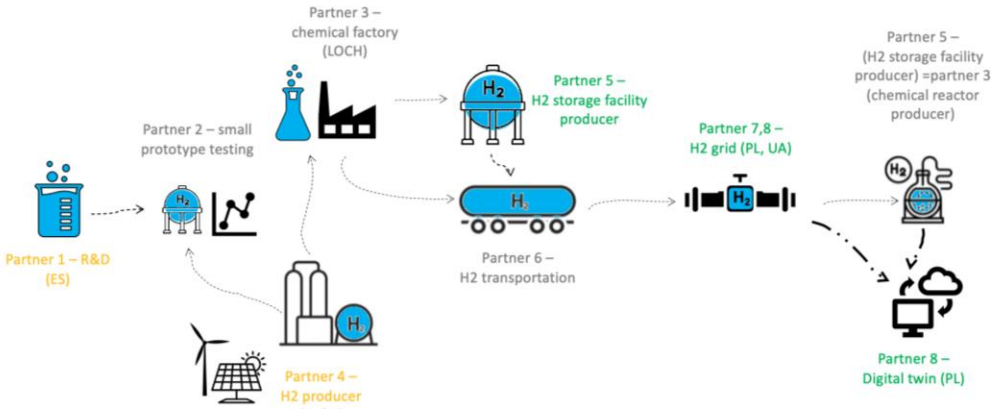
- H2 technologies: H2 in liquid carries for storage and transport)

- Second-life batteries for balancing the electrical grid

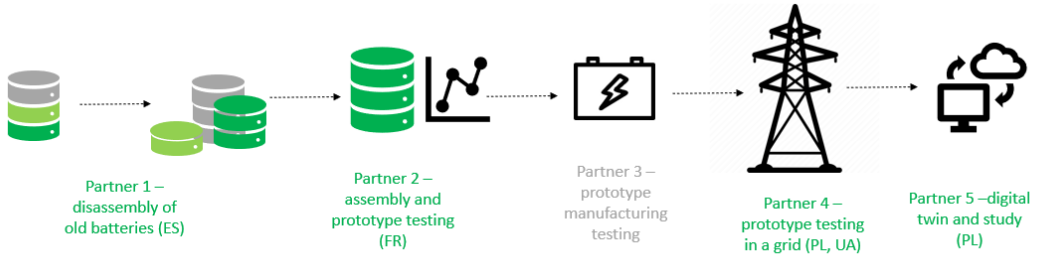
  (*both for Horizon or EIC Pathfinder applications*)

What we are looking for

Project 1. **Storage and transport of H2 in liquid organic compounds**



Project 2. **Second life batteries in carbon footprint decreasing**



European Commission

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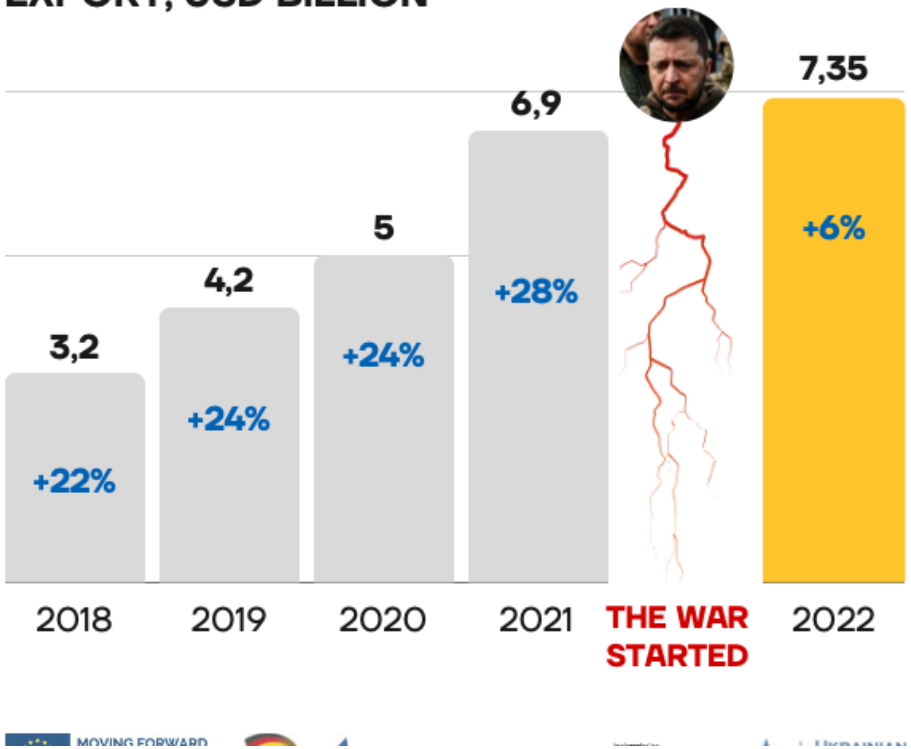
THE UKRAINE IT INDUSTRY HAS DEVELOPED RAPIDLY

VOLUME OF IT SOLUTIONS & IT PRODUCTS EXPORT, USD BILLION



KHARKIV IS THE HEART

OF IT EDUCATION AND THE TOP RESOURCE CENTER IN UKRAINE

500+ IT COMPANIES IN THE KHARKIV IT INDUSTRY

50K THE NUMBER OF IT PROFESSIONALS IN THE KHARKIV IT INDUSTRY (*)

* 01.01.2022

KHARKIV IT CLUSTER

WE CONSOLIDATE 70%
OF KHARKIV IT INDUSTRY

We are the unique contact point to find excellent technology partner from Ukraine

European Commission

WE OFFER 20+ YEARS OF REALLY EXPERTISE

IN CREATING IT SOLUTIONS FOR DIGITAL TRANSFORMATION AND ECONOMIC GROWTH FO

14 BUSINESS DOMAINS

- Healthcare & Pharmaceuticals
- E-commerce
- Education & Learning
- Insurance
- Retail & Wholesale
- Media & Advertising
- Banking & Finance
- Telecommunications
- Manufacturing
- Energy
- Transportation & logistics
- Construction
- Automotive

https://context.reverso.net/%D0%BF%D0%B5%D1%80%D0%B5%D0%B2%D0%BE%D0%B4/%D0%B0%D0%BD%D0%B3%D0%BB%D0%B8%D0%B9%D1%81%D0%BA%D0%B8%D0%B9-%D1%80%D1%83%D1%81%D1%81%D0%BA%D0%B8%D0%B9/thousand

OUR COMPETITIVE ADVANTAGES:

EL OF EXPERTISE
ARE ENGINEERING

N WORK CULTURE IS
AND CLIENT ORIENTED

* **95% STRONG PENETRATION IN INTERNATIONAL MARKETS AND COMPLEX IT SOLUTIONS (*)**

* MAINLY FOR USA AND ISRAEL MARKETS

KHARKIV IT CLUSTER

European Commission

European Commission

UKRAINIAN AUTOMOTIVE AND MOBILITY CLUSTER

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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, Spheros 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.
UAC 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 Automotive Skills Alliance!

Vision And Mission

Ukraine as a good location for the automotive manufactures, 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

EUROCAR LEONI KOSTAL VD MAIS Valeo SPETZTEKHOSNASTKA LTD Your Trusted Partner

AHK Deutsch-Ukrainische Industrie- und Handelskammer Німецько-Українська промислово-торговельна палата

KROSCHU KROMBERG & SCHUBERT SEBN.UA MOKA Reliability and care

megatex Vlad+

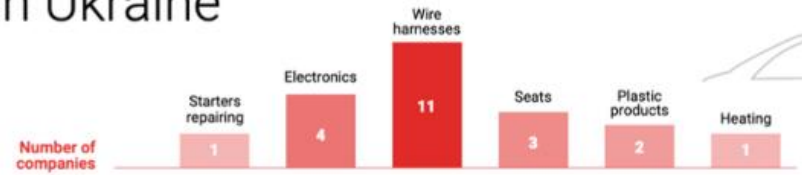
European Commission

Ukrainian Automotive & Mobility Cluster

European Commission

Key figures Ukraine

FOREIGN AUTOMOTIVE BUSINESS in Ukraine



about **60k** employees

more than **€500 m** of investments (since 1998)

38 factories

22 companies

6 countries

	Value of Industrial Products (mln UAH)	Products Sold Outside Ukraine (%)
Manufacture of motor vehicles, trailers semi-trailers and other transport equipment	78 378,9	66,5

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

Sources:
UAS, various

European Commission

KEY PLAYERS AUTOMOTIVE

European Commission

Key Automotive Customers

Volkswagen

PORSCHE

ŠKODA

Audi

MAN

Ford

FIAT

BMW

Mercedes-Benz

BENTLEY

JAGUAR

LAND ROVER

RENAULT

PSA PEUGEOT CITROËN

European Commission

Supplier Innovation Award: BMW ehrt Zulieferer aus der Ukraine

“Wenn in einem europäischen BMW-Werk ein Neuwagen vom Band läuft, befinden sich praktisch immer auch Teile aus der Ukraine an Bord. Dass die Teile-Versorgung auch unter dem Eindruck des russischen Angriffskriegs gegen die Ukraine nicht zum Erliegen gekommen ist, würdigt die BMW Group im Rahmen ihrer alljährlichen Supplier Innovation Awards: In der Kategorie “Exceptional Team Performance” wird die außergewöhnliche Leistung der Mitarbeiterinnen und Mitarbeiter diverser ukrainischer Standorte wichtiger Zulieferer gewürdigt. Im Fokus stehen dabei Kabelbäume der Firmen Kromberg und Schubert, Leoni, Nexans, Yazaki und Dräxlmaier.”

https://www.bimmertoday.de/2022/11/21/supplier-innovation-award-bmw-ehrt-zulieferer-aus-der-ukraine/

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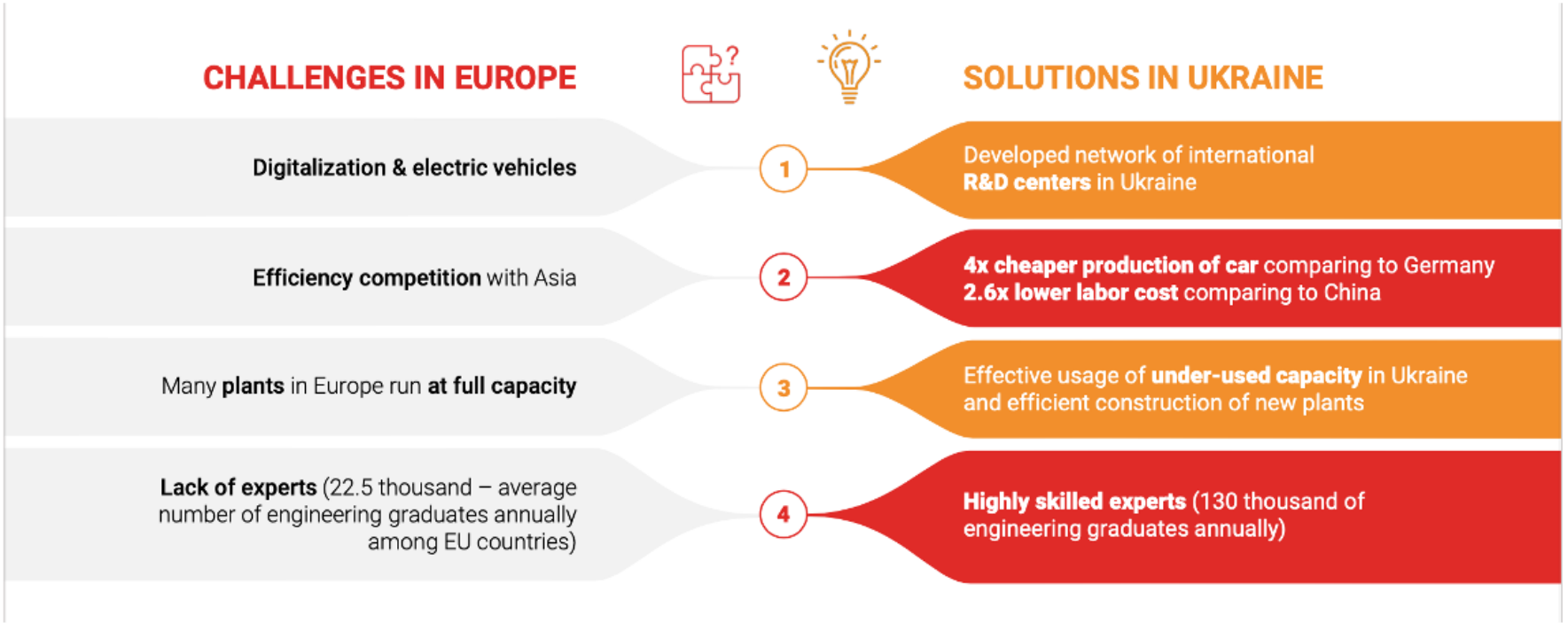
UKRAINE'S OPPORTUNITIES

EXPORT in 2022 – 4,2 bln Euro



FTA WITH THE EU

- **2019 Duty-free import from the EU**
- **2022 Duty-free export to the EU**

European Commission

Newsletter March 2022

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.

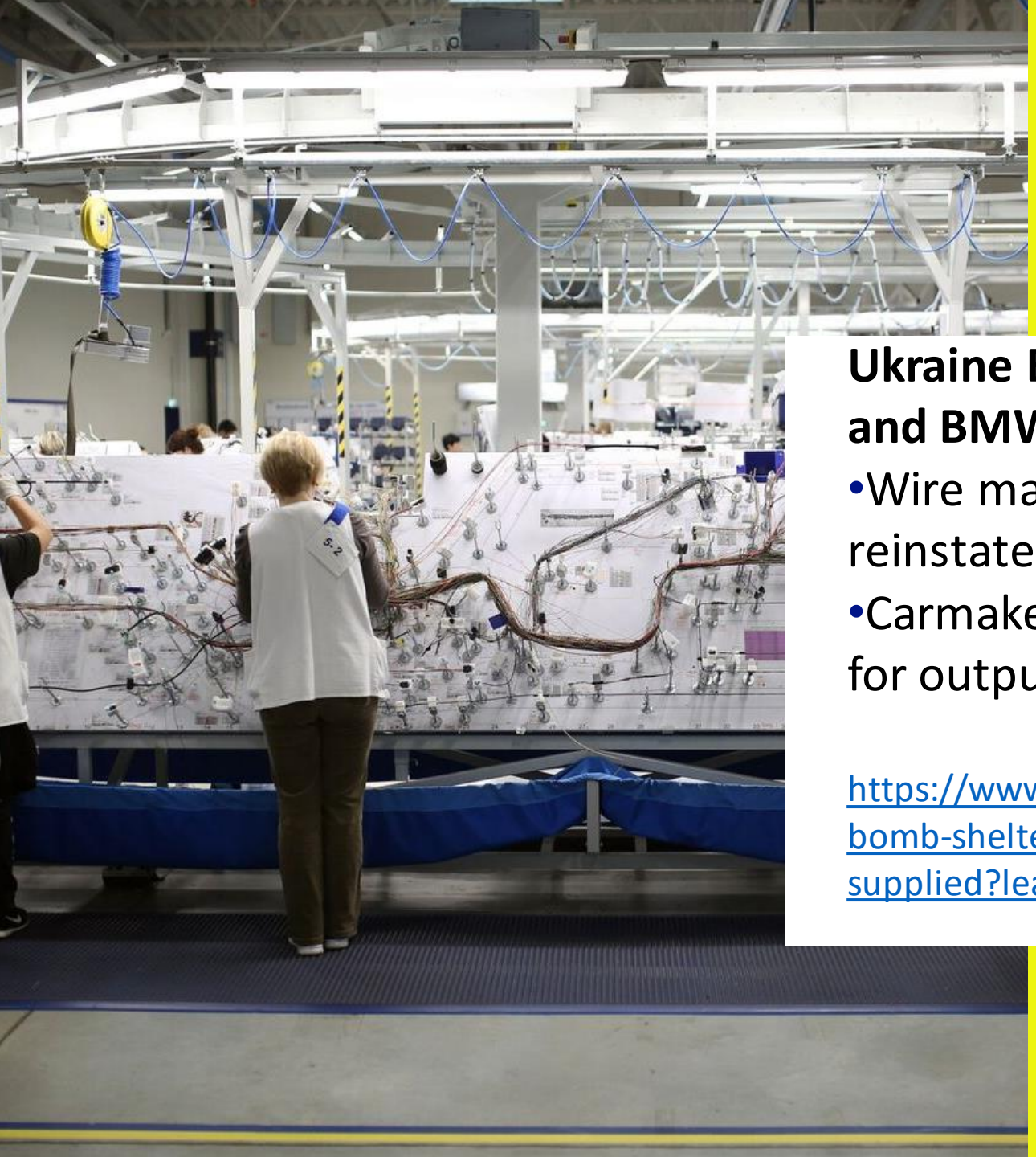
Olga Trofymova, Cluster Manager

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**



Ukraine Bomb Shelters Help Parts Maker Keep VW and BMW Supplied

- Wire maker Leoni overhauled operations to reinstate production
- Carmakers VW and BMW rely on Ukraine products for output

https://www.bloomberg.com/news/articles/2022-05-10/ukraine-bomb-shelters-help-parts-maker-keep-vw-and-bmw-supplied?leadSource=uverify%20wall

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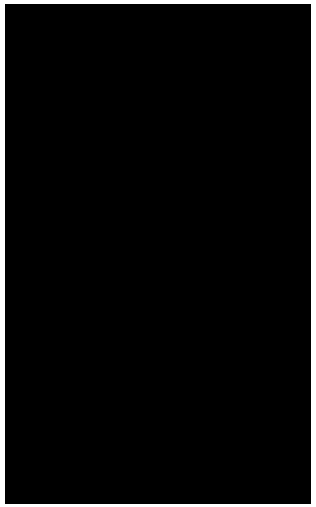


Automotive Procurement Forum (May 2022, Stuttgart)

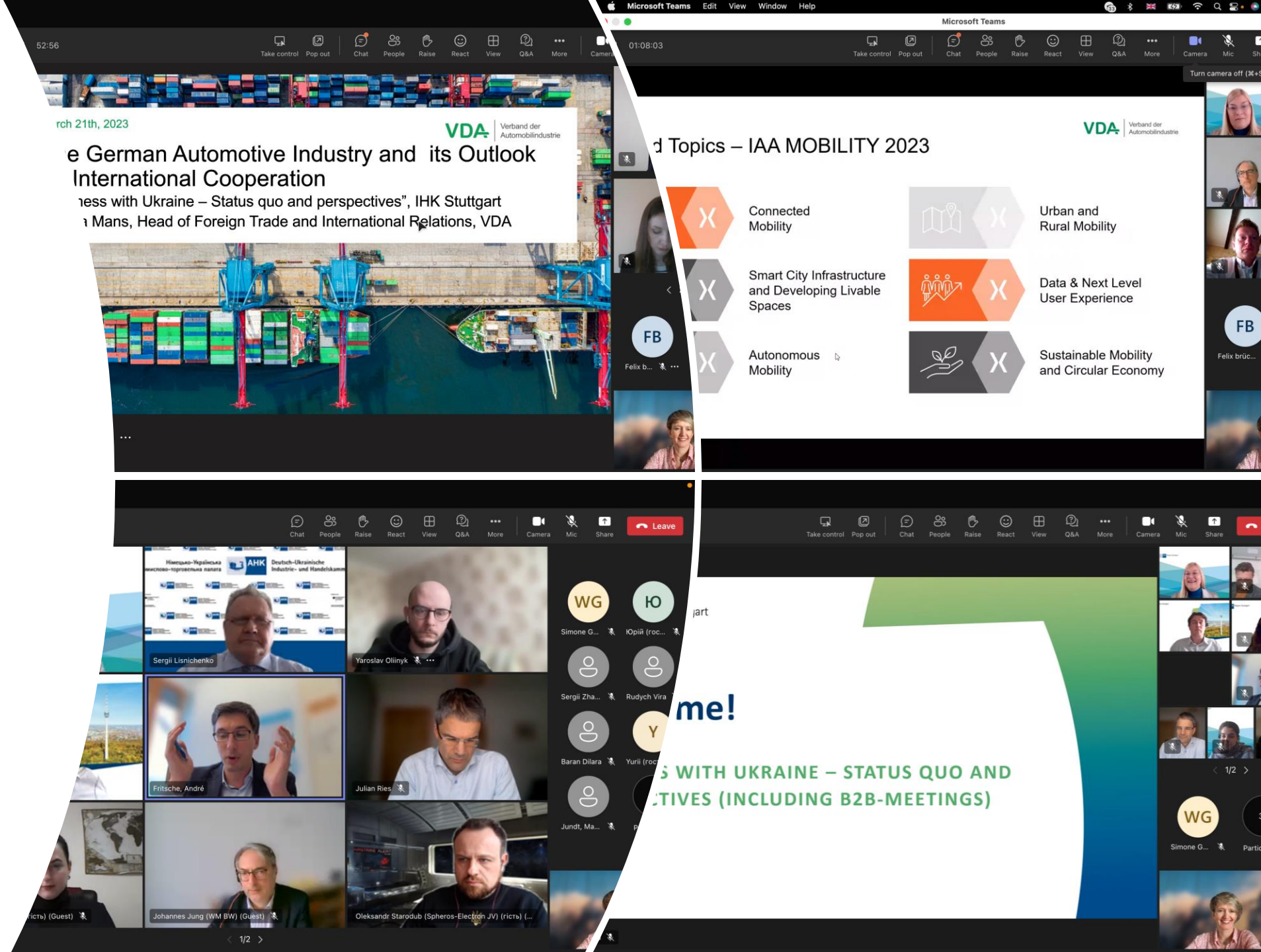
European Commission

Automotive Supplier Summit (October 2022, Wolfsburg)

IZB

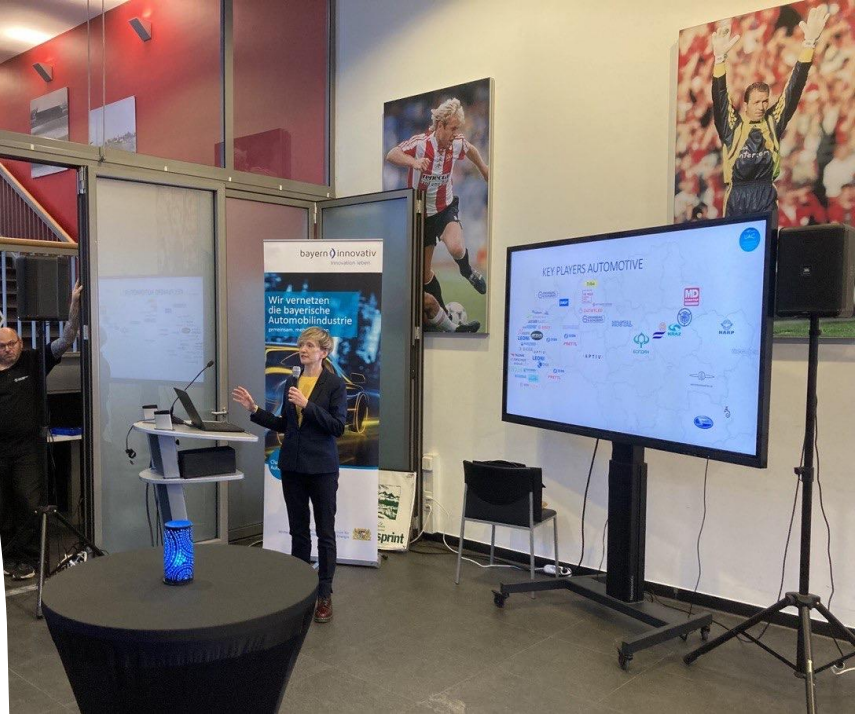
EEN-Webinar Business with Ukraine – Status quo and perspectives

(March, 2023, Stuttgart)



Bayern Innovative Automotive Cluster

(March, 2023, Nurnberg)



Awarded Best plant manager of Kromberg & Schubert Zhytomyr - *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 Special Performance Award and Quality award among all our plants in 2022“

#SingleMarket30

Do Business With and In Ukraine

HOLDING THE ECONOMIC FRONT IN UKRAINE

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