



ODESA REGIONAL STATE ADMINISTRATION

**INVESTMENT  
PASSPORT**

# ODESA REGION

**Investor interests -  
community interests,  
region, state**

Invest in  
**Ukraine** **NOW** 

Dear friends!

Nice to meet all of you, who is interested in investing in the Odesa region - the largest region of Ukraine with a strong investment potential, due to transport and logistical opportunities, attractive tourist facilities, high agricultural capabilities and, most importantly, intellectual human resources.

Our authentic and unique region is famous for its storied history and distinctive traditions. There are more than 130 nationalities living here in peace and harmony.

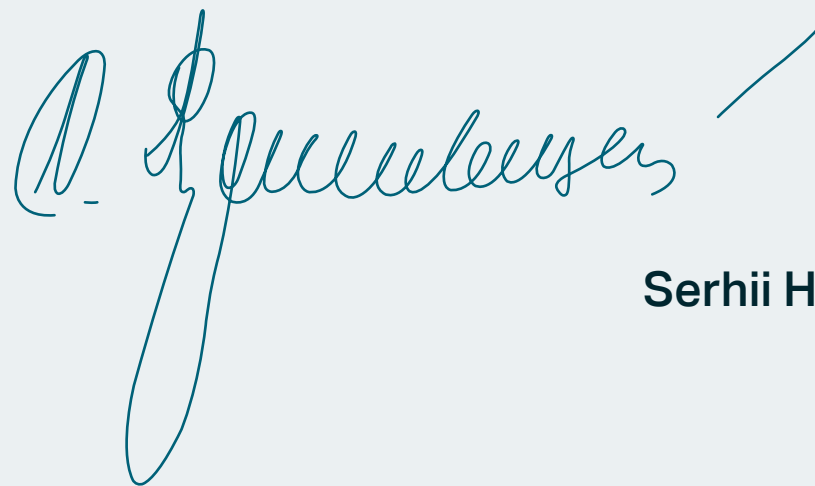
Today domestic and foreign investment projects are successfully implemented in the Odesa region almost in all the spheres, especially in agricultural infrastructure, food industry. Logistics and alternative energy sector.

The priority of our activity is effective implementation of investment opportunities of the territorial communities in the region, which are based on their competitive strengths and prevalent resources.

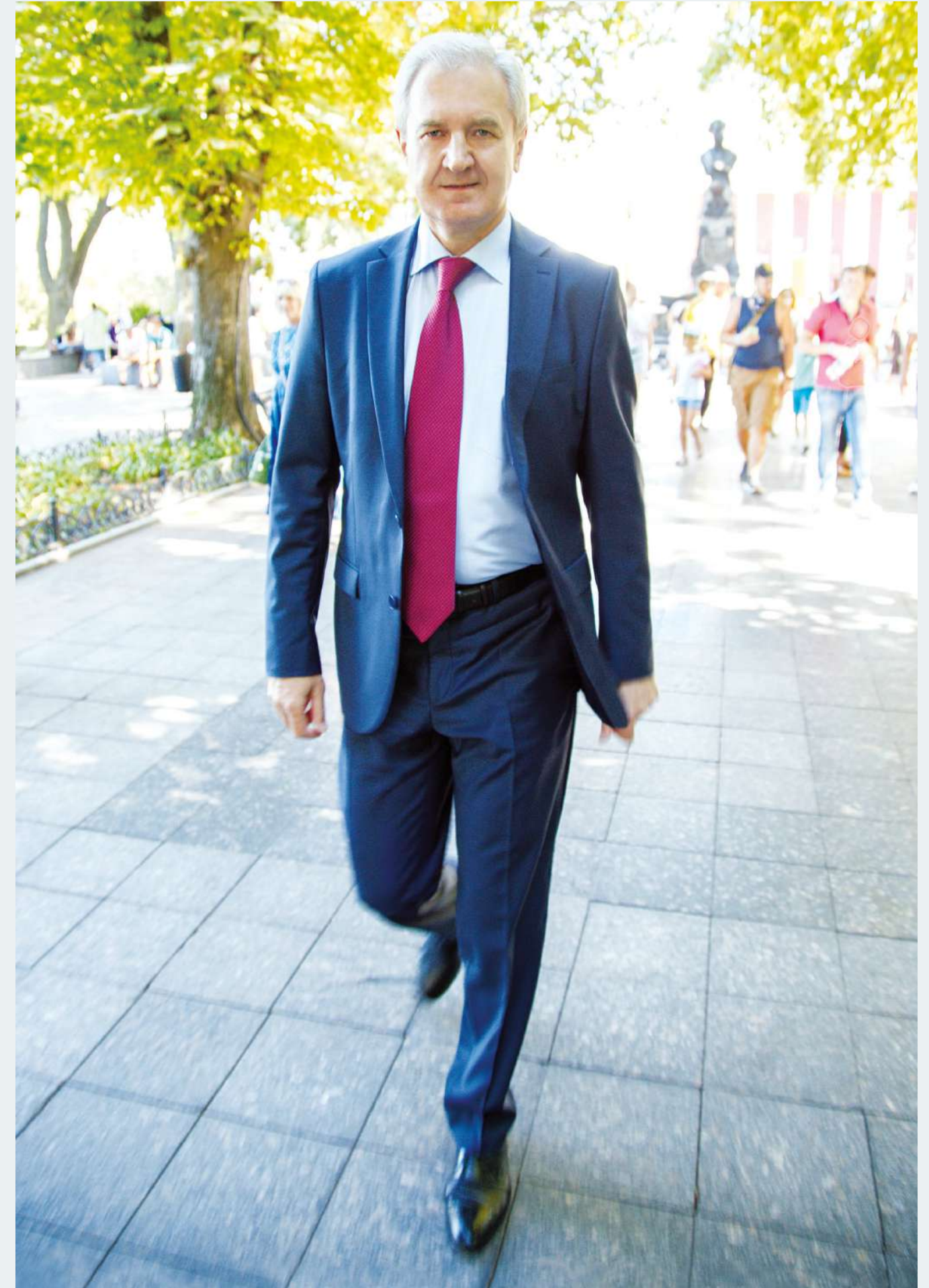
We take a proactive position in mobilizing these initiatives and working together with the representatives of the business community.

I am totally convinced that you will find reliable partners in the Odesa region, and the authorities will extensively promote the implementation of investment initiatives.

Yours faithfully,  
Head of the Odesa Regional  
state Administration



Serhii Hrynevetskyi





**Area: 33,3 thousand sq. km, 5,5% of the territory of Ukraine**

**The sea coast of the Black Sea is extended by 300 km in the region**

**Favorable geographical location**

**Membership in major European interregional organizations**

**Assembly of European Regions (AER)**

**Association of European Border Regions (AEBR)**

**Euroregion "Lower Danube"**

**Conference of Peripheral Maritime Regions (CPMR)**

**Assembly of European regions Wine-Producing regions (AEWP)**

**The administrative center is Odesa**

**7 districts**

**1123 villages**

**19 towns**

**91 territorial communities**

**Population - 2 368.1 thousand people**

**Gross regional product (for 2019) - UAH 197,153.0 million per 1 person - UAH 82,879**

# ODESA REGION

**Dynamically  
growing  
IT industry**

**Favorable geographical  
location**

**Promising  
tourist  
complex**

**Logistic  
center of Ukraine**

**High potential  
in the countryside  
economy**

**Highly developed  
industrial  
complex**

**Scientific, educational  
and production bases**

# LOGISTIC CENTER

7 largest ports of Ukraine and access to the main river routes - Danube, Dniester, Dnieper

Powerful intersectoral transport complex of the Odesa region is represented by all modes of transport: rail, road, water (sea and river), pipeline, aviation, electrical (communication)

2020

Number of enterprises in the industry - 2.3 thousand units

UAH 4.3 billion of capital investments have been disbursed

Employees - 48 thousand people

Labor costs - UAH 7.7 billion

5 international transport corridors: Cretan 7th and 9th corridors, TRACECA transport corridor (Europe-Caucasus-Asia), Baltic-Black Sea corridors and Black Sea ring transport corridor - transport corridor around the Black Sea of the Black Sea Economic Cooperation (BSEC)

The network of public roads is 8328.325 km, including 2801.8 km of state importance

Odesa International Airport (IATA: ODS, ICAO: UKOO) is a leader in air transportation in Ukraine, a new runway introduced in 2021 is capable of accepting category D aircraft such as Boeing-767 wide-body airliners, ICAO category III

Feature Odesa Railway - its seaside and border Location

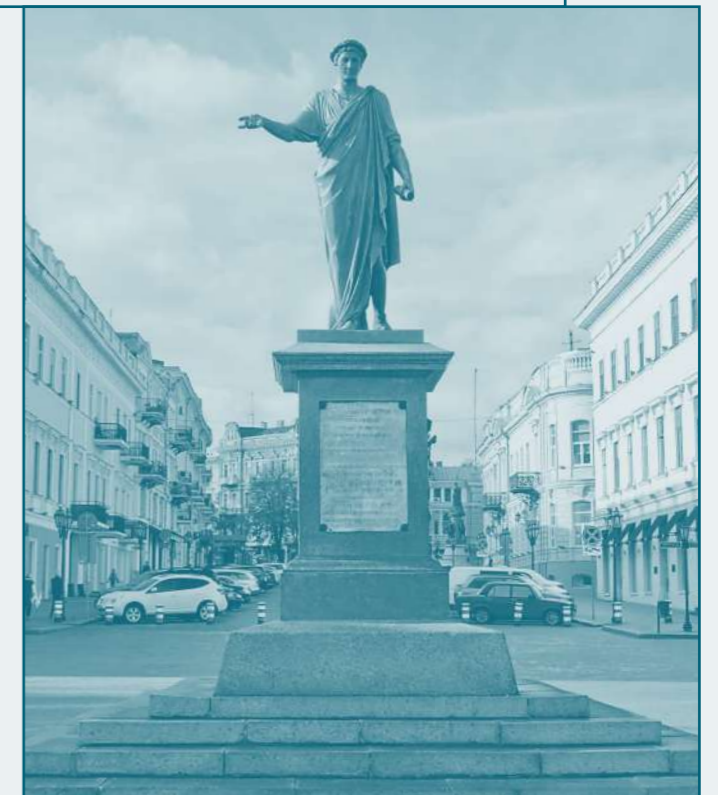


# TOURIST POTENTIAL

The main natural resources of the Odesa region, which are widely used in the practice of spa treatment, belong to the unique climatic zones of the Black Sea coast, therapeutic mud and brine Budaksky (Shabolatsky), Kuyalnitsky, Tiligul, Hadzhibey estuaries and Tuzla group of lakes (Shagany, Alibey, Burnas), as well as sources of various mineral waters



Unique monuments of archeology, history, architecture and urban planning have been preserved in the region: excavations of ancient cities of Thira and Nikonia, remains of ancient Roman fortifications "Trajan's Wall", medieval Akerman Fortress, mysterious catacombs, famous Potemkin Stairs and the pride of the Odesa academic theater opera and ballet, which in terms of beauty and acoustic features is one of the top-5 best theaters in the world



170 km of sandy beaches

More than 1000 objects of tourist and recreational infrastructure (hotels, recreation centers, sanatoriums, wellness centers)

About 4.5 thousand of archeologic, historical and architecture monuments

125 objects nature reserve fund

# IT SERVICES MARKET

**Total number of operating businesses in the IT sphere - 12263 units, including:**

number of physical persons-entrepreneurs - 11535 persons  
number of legal entities - 728 units

2020

*The volume of sales services - UAH 8808.4 million, with:*

individuals-entrepreneurs - UAH 7509.7 million  
legal entities - UAH 1298.7 million

**Higher educational institutions of the Odesa region in which one can get a degree in IT :**

Odesa Polytechnic National University  
State University of Intellectual Technology and Communications  
Odesa State Academy of Civil Engineering and Architecture  
Odesa National Academy of Food Technologies  
Odesa National Maritime University  
Odesa National University named after I.I. Mechnikov  
National University "Odesa Law Academy"

Leading companies are IT companies founded by entrepreneurs of the Odesa region:

## Main activities and achievements

**RReadle** - creates programs for working with documents and mail, develops of Documents, Scanner Pro, PDF Expert, Calendars, Spark mail client

**Netpeak** - specializes in search engine optimization, contextual advertising on social networks and search engines

**Intersog** - develops mobile and web applications for customers in technology, medical, financial, logistics, automotive and other sectors

**KeepSolid** - creates applications related to data protection on the Internet, the most popular product KeepSolid - VPN Unlimited application,

**ComboApp** - develops full-cycle communication and marketing solutions for the global mobile market

**Augmented Pixels** - a leader in the development of accurate geolocation, augmented reality navigation and crowdsourcing of 3D maps  
**Adtelligent** works in the field of advertising technologies

**Apostera** is a developer of a navigation system for the automotive market with a focus on the real world

**Codeska** - covers the full project development cycle: from idea to support of functioning products for transport, forwarding and surveying companies

**Attract Group** develops web projects of various complexity, CRM / ERP / HRM systems, mobile applications for Android and iOS

**AB Soft** is a development center for RingCentral, a leading US provider of modern cloud telecommunications services.

# SUCCESSFUL AND WORLD FAMOUS ODESA STARTUP AS:

● mobile  
app  
Looksery

● app  
ReaddleDocs  
for iPhone

● mobile  
Clickky applications

● 3DLOOK application

● Kwambio online  
platform

● service  
electronic  
textbooks  
(pidruchnik.ua)

● AgriEye platform

● Powow AI -> Sembly AI

There are such offices in Odesa  
international IT companies:

Luxoft, DataArt, Ciklum, EPAM, Provectus, Intellias, Capgemini Engineering Ukraine, Infopulse, Sigma Software, Netcracker, Ubisoft, AUTODOC, Plarium, Andersen, Nexteum, Beetroot, Oracle, Lucky Labs, XMLLogistic, WyZoo, VITech, The Product Engine, Serpstat, AgileEngine, Stairway Soft, Xovi GmbH, 1000geeks, Intersog, Intetics, DataRobot, Rakuten, Powow AI.

IT community of the Odesa region  
unites the IT Family cluster -

public organization created as a single platform for communication and exchange of experiences between companies, development of IT education, conducting IT market research and cooperation with government agencies

Odesa IT Family: IT Wave projects are a series of conferences for small and medium IT businesses;  
IT Cup - cyber tournaments among companies; brunches for top managers; Odesa IT Research - IT market research of the Odesa region; charitable projects together with the Monster Corporation

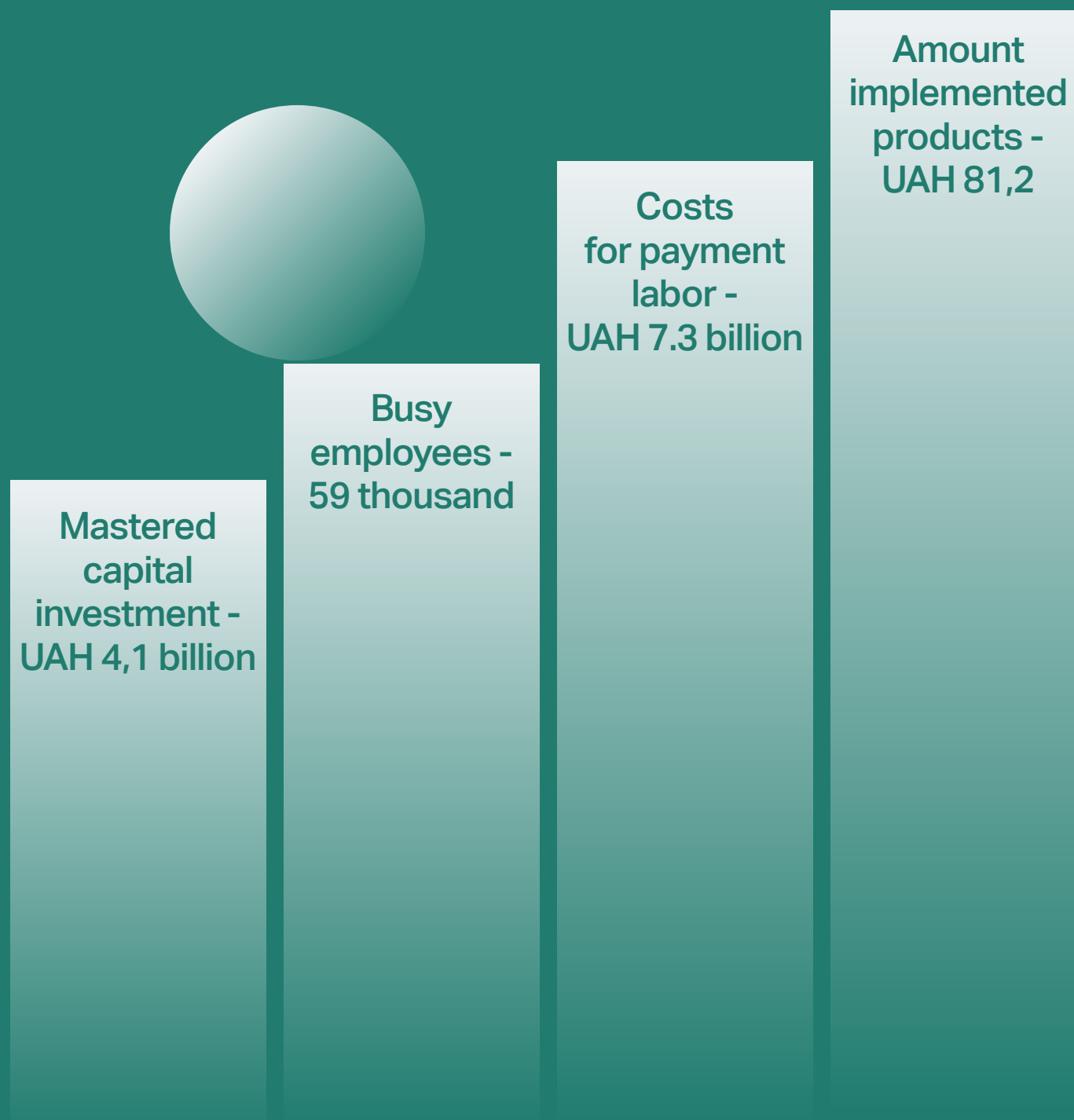


# INDUSTRY IN THE ODESA REGION

Odesa region is a highly developed industrial region, whose industry plays a significant role in the structure of the real sector of the economy

2020

The total number of enterprises is 2.4 thousand units (9.4% of the total number of enterprises of the region of all types activities and forms of ownership)



Industrial complex in the Odesa region is represented production enterprises:

- vegetable and animal fats;
- dairy products;
- meat and meat products;
- wine and cognac products;
- vegetable and fruit juices;
- fish, crustaceans and molluscs;
- chemicals and chemical products;
- wires and cables;
- television receivers, meters electricity;
- optical and mechanical equipment;
- refrigeration equipment, etc.

# INDUSTRIAL PARKS IN THE ODESA REGION



## IPark

Industrial park "iPARK", founded by Andriy Stavnitser and Valentyna Mushynska was registered in the List of industrial parks of Ukraine on September 01, 2014.

Location and land plot: village Vizyrka (Odesa district, Odesa region), total area 16.0 ha.

Functional designation: integration of production, logistics and various auxiliary functions on the container terminal technology.

The objective advantage of this industrial park is developed infrastructure, managing company assistance in receiving required permits and the only customs zone with the container terminal TIC.

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**Email:**

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vberestenko@tis.ua

The management team has a full understanding, how to use the infrastructure of the South Sea region, the investment advantages of the region, in order to ensure the maximum growth of the business.

IPARK provides investors with fully prepared industrial, engineering, transport and customs infrastructure.

## Podilsk

The industrial park "Podilsk", initiated by the Podilsk city council, was registered in the List of industrial parks of Ukraine on March 22, 2019.

Location and land plot: Podilsk, Odesa region, total area 31.0704 ha (land plot in communal property).

Functional designation: processing industry sectors (primary and secondary processing of all agricultural resources, food production etc.);

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logistics (creation of a transport-logistics center with possible opening of a customs licensed warehouse), support services.

# AGRICULTURAL COMPLEX

Odesa region is one from the largest agricultural regions of Ukraine



Land fund of the region is **3,3 million ha** including **2,6 million ha** agricultural lands

2020

Odesa region is the leader in the elevator rating capacities of Ukraine - **5,4 million tons**

2020

The total number of rural enterprises, forest and fish farms - **4.3 thousand units**

2020

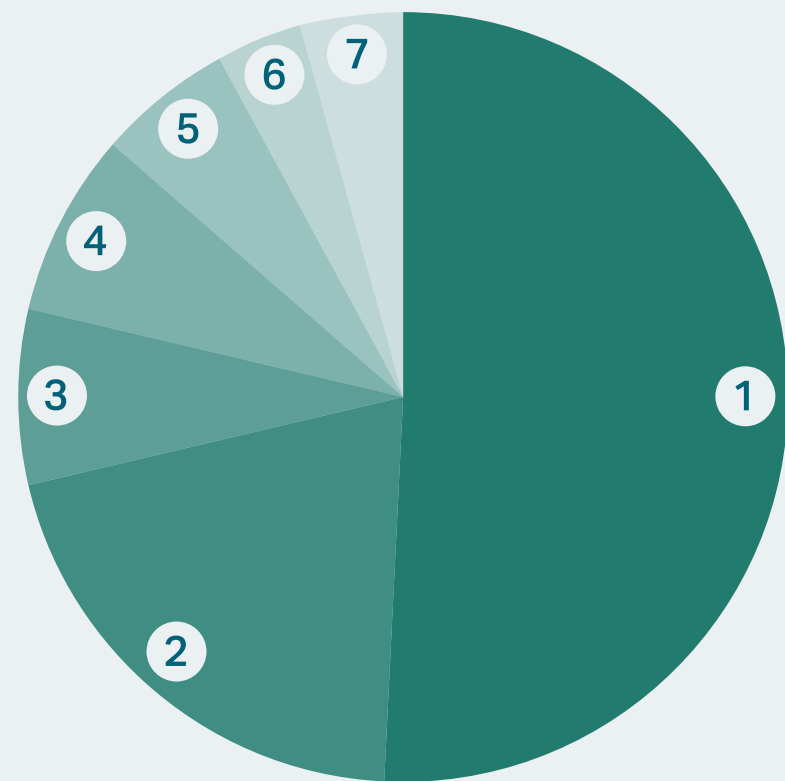
Mastered capital investment - **1.1 billion UAH**

## The main specialization of agricultural enterprises in the region:

- Crop production: cultivation cereals, sunflower, developed viticulture, horticulture, vegetable growing
- Livestock: production of meat, milk, eggs
- Products sold in 2020 by UAH 15.3 billion
- Employees - 24 thousand people

# FOREIGN ECONOMIC ACTIVITY

2020



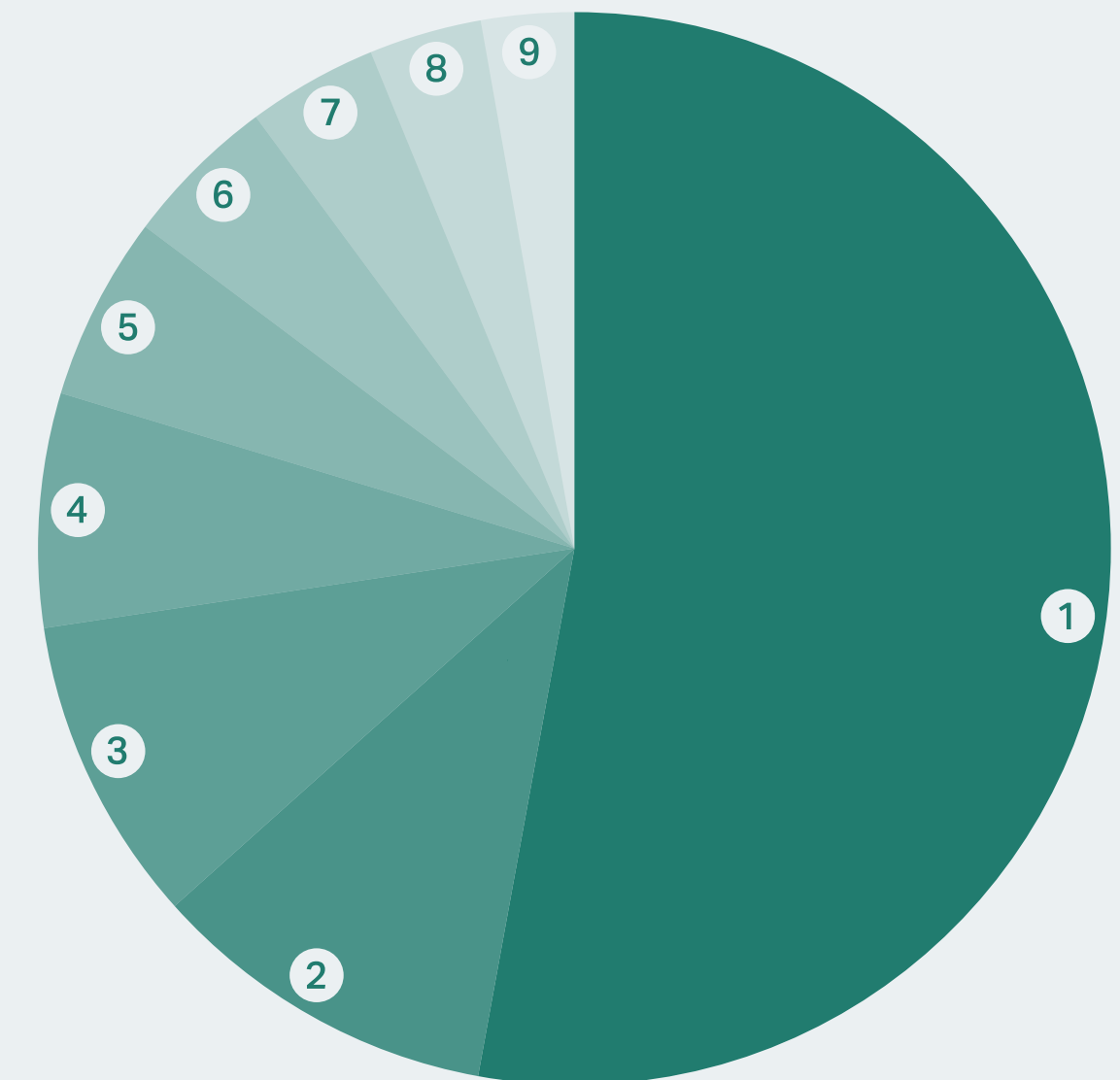
Foreign trade turnover of the Odesa region - 3.6 billion USD, including:  
 exports of goods - 1.4 billion USD  
 imports of goods - 2.2 billion USD

## The largest volumes of exports deliveries were made to partner countries:

- 1 Turkey – 132,1 million USD
- 2 Egypt– 87,4 million USD
- 3 China – 68,7 million USD
- 4 Bangladesh – 42,4 million USD
- 5 Moldova– 41,2 million USD
- 6 India– 41,1 million USD
- 7 Bulgaria– 40,5 million USD
- 8 Poland– 31,4 million USD
- 9 Spain– 31,4 million USD

## The basis of the commodity structure exports of the region were:

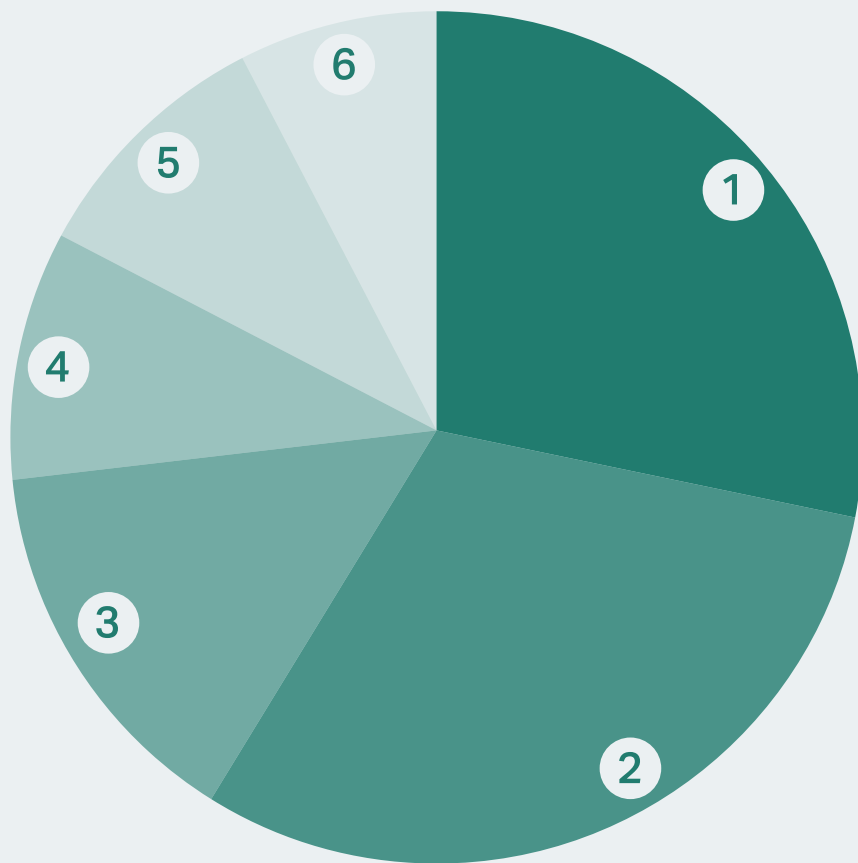
- 1 products of plant origin – 600,7 million USD
- 2 animal or vegetable fats and oils origin – 281,0 million USD
- 3 land vehicles, aircraft, floating vehicles – 100,4 million USD
- 4 machines, equipment and mechanisms, electrical technical equipment – 99,7 million USD
- 5 ready-made food products – 86,8 million USD
- 6 base metals and products of them – 57,0 million USD
- 7 chemical and related products industries – 56,9 million USD



# FOREIGN ECONOMIC ACTIVITY

January-September 2021

Foreign trade turnover of the Odesa region - \$ 2,9 billion USD, including:  
 exports of goods - 1,2 billion USD  
 imports of goods - 1,7 billion USD

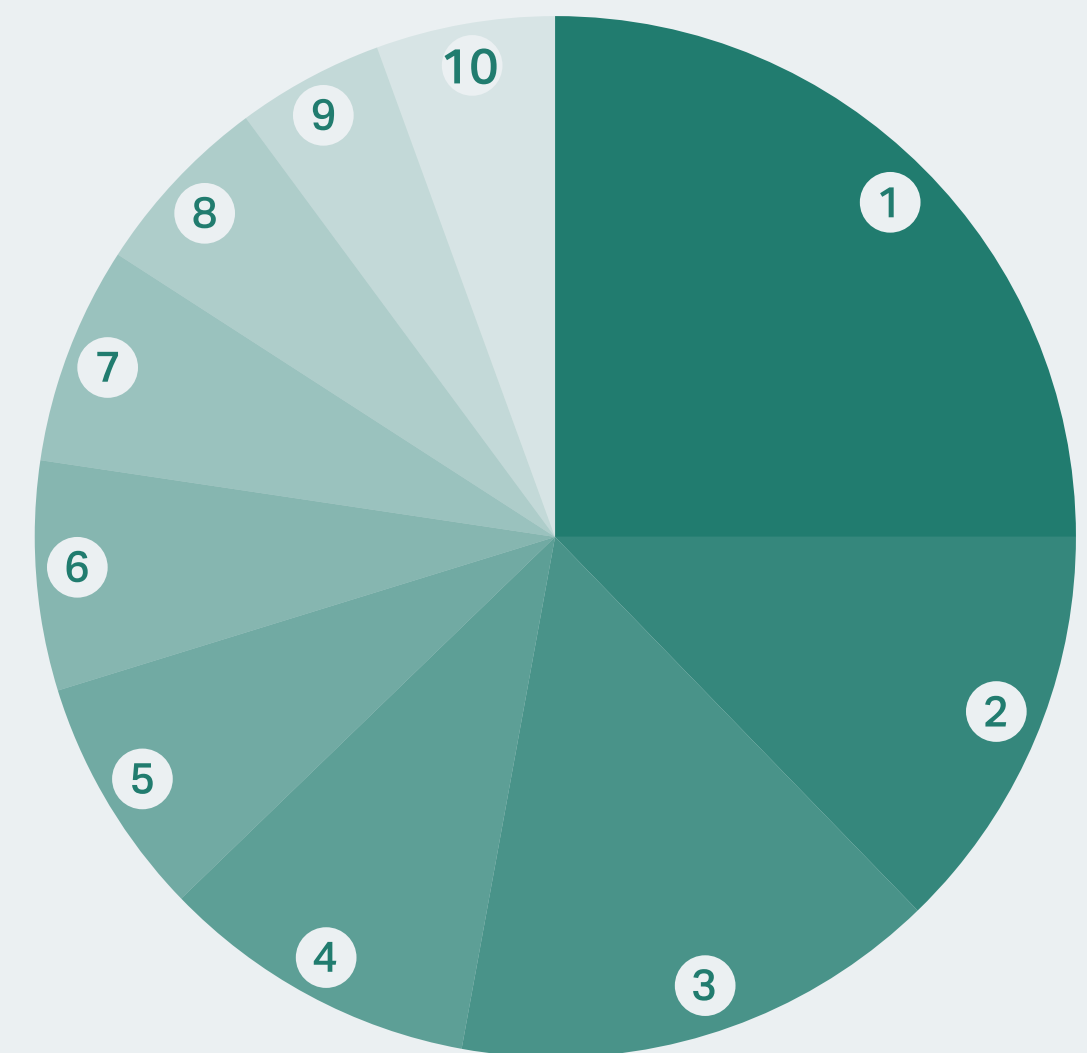


The basis of the commodity structure exports of the region were:

- 1 animal or vegetable fats and oils origin – 436,8 million USD
- 2 products of plant origin – 422,3 million USD
- 3 ready-made food products – 88,1 million USD
- 4 machines, equipment and mechanisms, electrical equipment – 71,0 million USD
- 5 base metals and articles thereof – 70,7 million USD
- 6 land vehicles, aircraft, floating vehicles – 57,2 million USD

The largest volumes of exports deliveries were made to partner countries:

- 1 India – 208,1 million USD
- 2 China – 66,2 million USD
- 3 Netherlands – 58,8 million USD
- 4 Turkey – 52,4 million USD
- 5 Moldova – 41,0 million USD
- 6 Egypt – 32,4 million USD
- 7 Indonesia – 31,4 million USD
- 8 Bulgaria – 31,3 million USD
- 9 Spain – 31,3 million USD
- 10 Saudi Arabia – 30,4 million USD



# DIRECT FOREIGN INVESTMENTS IN THE ECONOMY OF THE ODESA REGION

million USD

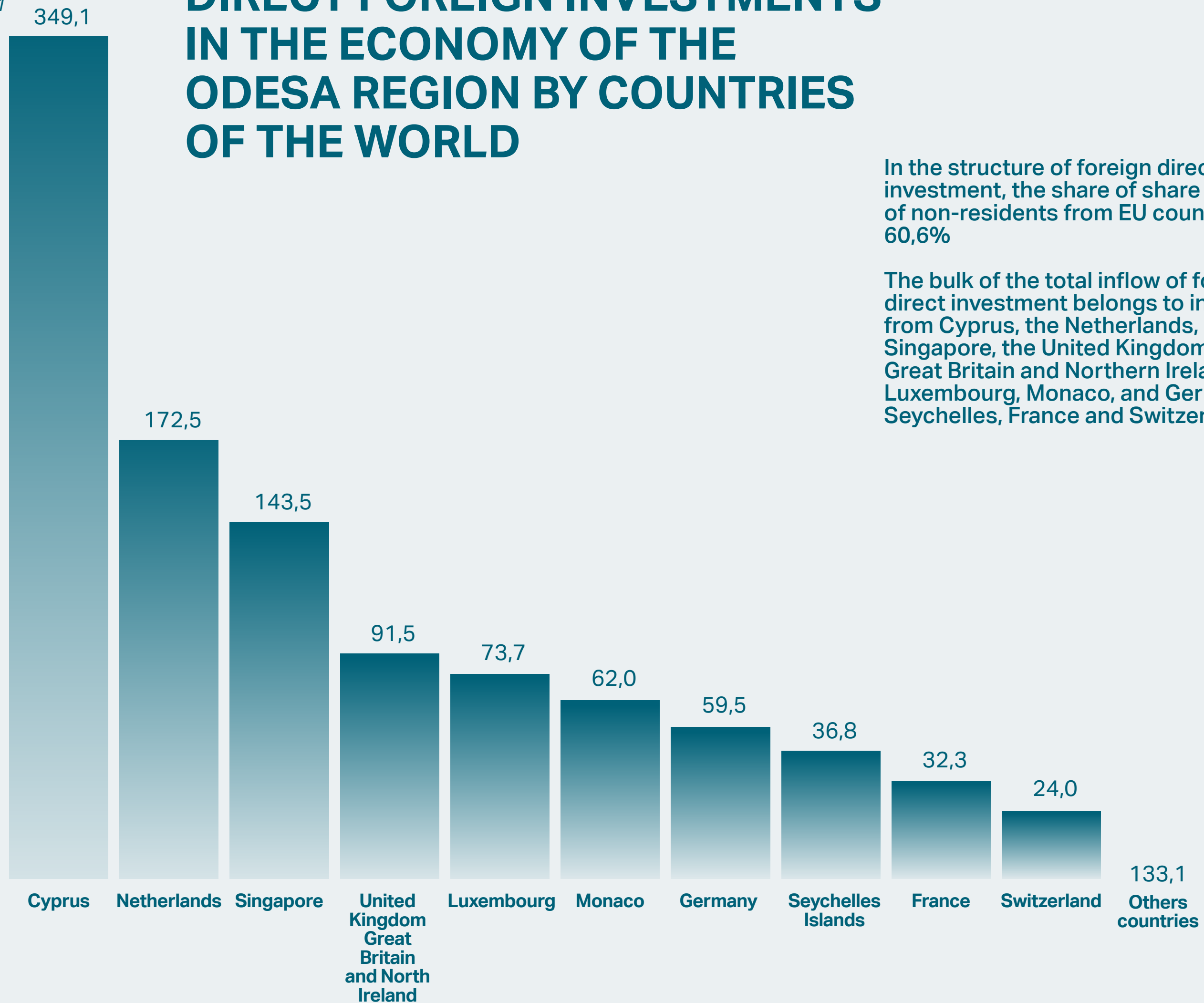
The total amount of foreign direct investments in the Odesa region		
	on 12/31/2020	on 06/30/2021
total	1 789,5	1 858,8
including instruments of participation	1 116,7	1 178,0
of which by type of economic activity:		
transport, warehousing, post office and courier activities	505,5	523,5
industry	332,3	362,9
real estate transactions	106,6	109,6
financial and insurance activities	50,6	54,3
wholesale and retail trade; repair motor transport vehicles and motorcycles	42,2	47,6
other types of economic activity	79,5	80,1

# LEADING INVESTORS IN THE ODESA REGION



January-June 2021  
(million USD)

# DIRECT FOREIGN INVESTMENTS IN THE ECONOMY OF THE ODESA REGION BY COUNTRIES OF THE WORLD



In the structure of foreign direct investment, the share of share capital of non-residents from EU countries is 60,6%

The bulk of the total inflow of foreign direct investment belongs to investors from Cyprus, the Netherlands, Singapore, the United Kingdom of Great Britain and Northern Ireland, Luxembourg, Monaco, and Germany. Seychelles, France and Switzerland

# BENEFITS FOR INVESTORS

The Law of Ukraine "On the Foreign Investment Regime" (Article 23) and the Customs Code of Ukraine (Article 287) stipulate that goods (except for goods for sale or use for purposes not directly related to business activities) are imported into the customs territory Ukraine for a period of at least three years by foreign investors for the purpose of investing on the basis of registered agreements (contracts) or as a contribution of a foreign investor to the authorized capital of an enterprise with foreign investment, are exempt from import duties.

The Law "On State Support of Investment Projects with Significant Investments in Ukraine" provides for the provision of state support to Ukrainian and foreign investors in order to attract investment funds for economic development

## INVESTMENT PROJECT WITH SIGNIFICANT INVESTMENTS

must meet the following requirements:

- 1 be sold in the processing industry (except for activities for the production and circulation of tobacco products, ethyl alcohol, cognac and fruit, alcoholic beverages), extraction for further processing and / or enrichment of minerals (except coal and lignite, crude oil and natural gas), waste management, transport, warehousing, postal and courier activities, logistics, education, scientific and technical activities, health, arts, culture, sports, tourism and resort and recreational areas;
- 2 the project must provide for the construction, modernization, technical and / or technological re-equipment of investment objects in certain areas, purchase of necessary equipment (equipment) and components for it;
- 3 creation during the project implementation period of at least 80 new jobs with an average salary of employees, the amount of which is at least 15 percent higher than the average salary for the relevant activity in the region where the project is implemented for the previous calendar year;
- 4 the amount of investment in investment objects during the project implementation period must exceed the amount equivalent to 20 million euros;
- 5 the term of implementation of an investment project with significant investments does not exceed five years.



# BENEFITS FOR INVESTORS

## STATE SUPPORT INVESTMENT PROJECTS WITH SIGNIFICANT INVESTMENT

can be provided to the investor in the following forms:

- 1 exemption from January 1, 2021 to January 1, 2035 from VAT taxation of operations on import by an investor into the customs territory of Ukraine of equipment for the implementation of an investment project within the framework of a special investment agreement;
- 2 exemption from taxation of income tax of the investor's enterprise with significant investments after the commissioning of the object of investment project implementation for five consecutive years within the term of the special investment agreement;

- 3 exemption from import duty on equipment imported by the investor in the framework of the investment project. The list and volumes of such goods are approved at the governmental level simultaneously with the conclusion of a special investment agreement;

- 4 establishment by local governments of the land tax rate and rent for land of investors implementing a project with significant investments in a smaller amount or exemption from payment of this tax;

- 5 ensuring at the expense of state, local budgets and other sources not prohibited by law, the construction of related infrastructure (roads, communication lines, means of heat, gas, water and electricity, utilities, etc.), the necessary for the implementation of an investment project with significant investment.

The total amount of state support for an investment project with significant investments should not exceed 30 percent of the planned amount of investment under the project.

Support for the preparation and implementation of investment projects with significant investments is provided by the state institution "Office for Attracting and Supporting Investments"

# INVESTMENT OFFERS IN THE ODESA REGION

*public and private partnership, privatization*

→ Concession of the passenger complex in the seaport of the Odesa (berths N°N° 15-20, sea station building, yacht complex, concert and exhibition hall, hotel, sea gallery)

→ Development of transshipment capacities in the adjacent territory to the Shipyard "Ukraine" (reconstruction of berths N°N°13-c, 14-3 with dredging of the water area)

→ Concession of the first and container terminal of SE "Sea Trade Port" Chornomorsk (berths N°N° 1-6) in the sea port of Chornomorsk

→ Concession of the railway and ferry complex of the state enterprise "Sea Commercial Port" Chornomorsk "(berths N°N°26-28)

→ Reconstruction of the runway with artificial turf, platforms, outdoor lighting, light signal system, fence and improvement of the territory (I-III stages) of Izmail airport



# INVESTMENT OFFERS IN THE ODESA REGION

*public and private partnership, privatization*

→ **Privatization:**  
The only property complex of the state enterprise "Maritime Trade Ust-Dunaisk port"

→ **Privatization:**  
The only property complex of the state enterprise "Belgorod-Dniester sea trade port"



## Seaport "Pivdennyi"

- Construction of a universal reloading complex from three terminals (berths N°N°38, 38/1, 38/2)
- Construction of new berths N°N° 11, 12, 12a and reloading complex
- Construction of new berths and a specialized liquefied natural gas transshipment complex

## Maritime trade Reni Port

- Development of the reloading complex in the rear of berths N°N° 34, 35, 36, 37
- Construction of a marina for RO-RO vessels in the seaport of Reni

