



**INVEST  
IN LVIV  
REGION**



# #INVESTINLVIVREGION



**2 522 021**

POPULATION OF LVIV REGION



**1 150 700**

LABOR POOL



**120 589**

STUDENTS



#INVESTINLVIVREGION



# WELCOMING SPEECH

HEAD OF THE INVESTMENT DEPARTMENT  
OF THE LVIV REGIONAL STATE ADMINISTRATION

The Investment Department of the Lviv regional state administration aspires to create an investment office working according to the principle of "one stop shop". Our specialists process requests for production facilities placement, daily search for projects, and provide assistance to the existing businesses. The Investment Projects Support Department creates comfortable conditions for doing business in Lviv Region, which is further represented by the Investment Attraction Department.

Effective cooperation aimed at achieving our goals has resulted in the following: opening of more than 280 enterprises and creation of more than 25,000 jobs. We are convinced that Lviv Region is the factory of Europe and the locomotive of the industrial revolution in Ukraine.

ROMAN MATYS - HEAD OF THE INVESTMENT  
DEPARTMENT OF THE LVIV REGIONAL  
STATE ADMINISTRATION

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# GENERAL LIST OF INVESTMENT ADVANTAGES OF LVIV REGION



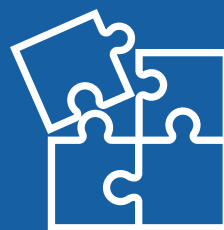
GEOGRAPHICAL  
LOCATION



WELL DEVELOPED  
INFRASTRUCTURE



HUMAN RESOURCES

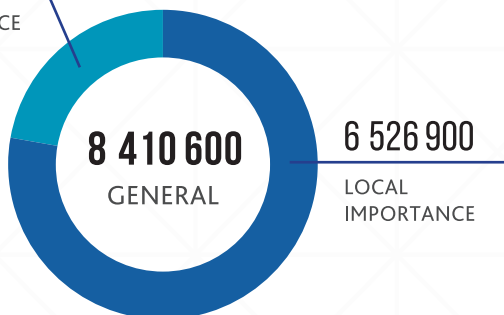


INDUSTRIAL PARKS

## LENGTH OF PUBLIC ROADS IN LVIV REGION (KM)

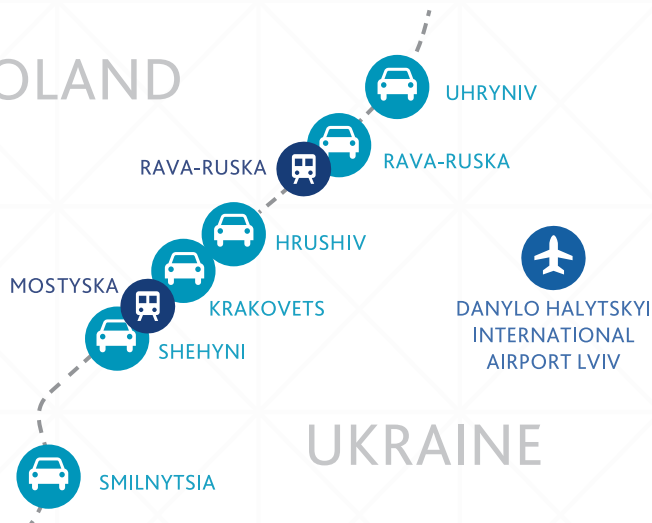
1 864 600

NATIONAL IMPORTANCE



## BORDER CROSSING POINTS

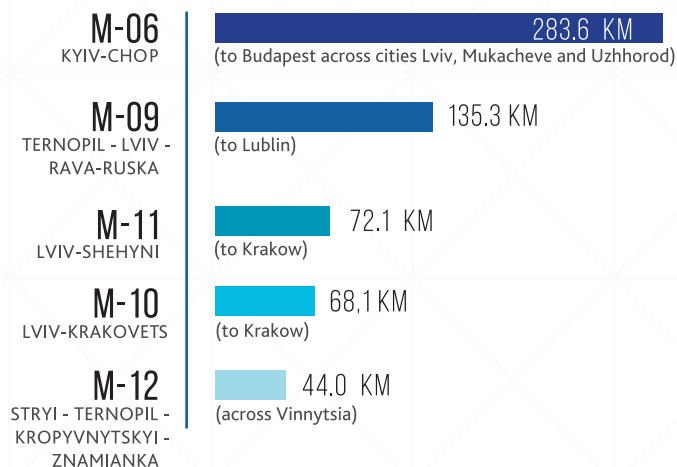
POLAND



Danylo Halytskyi International Airport "Lviv" is the biggest airport in Western Ukraine according to passenger flow and destination network, it is situated 6 kilometers from Lviv city center to the south.

## #INVESTINLVIVREGION

### IN PARTICULAR, 5 PUBLIC ROADS OF NATIONAL IMPORTANCE PASS THROUGH THE REGION:



## LVIV REGION RAILROAD



**1 638 KM** TOTAL LENGTH OF RAILWAYS

2 international transport corridors cross the territory of Lviv region

CRETAN №3

Berlin Przemysl Mostyska II Lviv Kyiv

CRETAN №5

Trieste Ljubljana Budapest Chop Lviv Kyiv



### MAJOR RAILWAY JUNCTIONS:



**91**  
operating  
stations



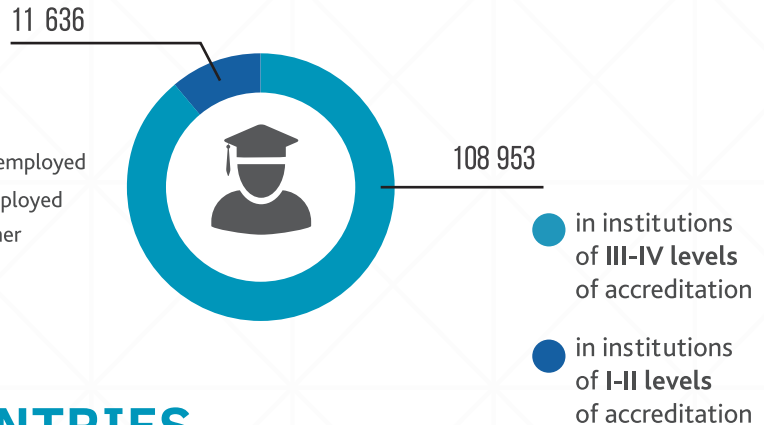
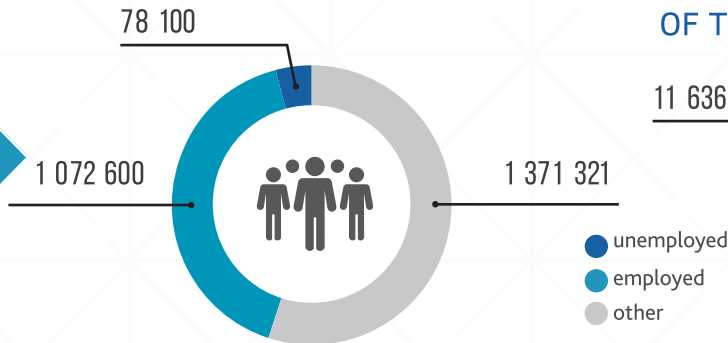
**8**  
open for  
commercial  
operations

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## HUMAN RESOURCES

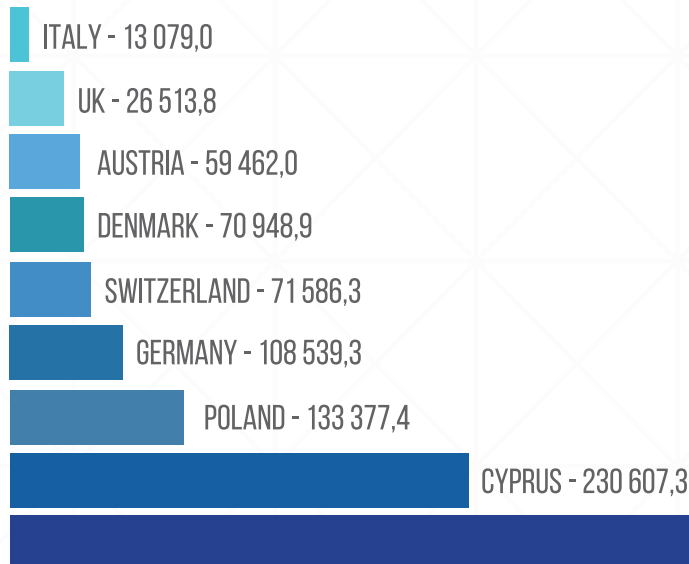
TOTAL POPULATION 2 522 021

120 589 STUDENTS IN HIGHER EDUCATION INSTITUTIONS AT THE BEGINNING OF THE ACADEMIC YEAR 2017-2018;



## FOREIGN DIRECT INVESTMENT BY COUNTRIES

THOUSANDS OF DOLLARS



## MAIN INVESTMENT AREAS

- ▶ PRODUCTION
- ▶ INFRASTRUCTURE AND LOGISTICS
- ▶ ALTERNATIVE ENERGY
- ▶ AGRO-INDUSTRY
- ▶ TOURISM



### **RICHARD POLLARD**

COUNTRY MANAGING PARTNER, UKRAINE AT PWC

PWC have chosen Lviv to open a Service Center because your city and region are in the TOP: there are smart people, good business climate and location. We believe this can improve the business climate in your city and improve its reputation.

The opening of such a Service Center is good for the city of Lviv and its future. From our side we would like to thank government officials for support. We highlight the availability of an educated workforce, as a result of tens of thousands of graduates every year from the city's top two universities – Lviv Polytechnic University and Lviv Ivan Franko National University.

Apart from subject-related skills, most young specialists show competence in at least one foreign language. This language availability is strengthened by Lviv's cultural and geographical proximity to Western Europe. Combined with a time difference advantage, it makes the region perfectly suited for a nearshore delivery to Western Europe.



### **TARAS KYTSMY**

CO-FOUNDER, MEMBER OF THE BOARD AT SOFTSERVE

We are the largest Ukrainian IT company from Lviv. The company's way shows that anything is possible.

The specificity of outsourcing in Ukraine reflects the global outsourcing business that is rapidly developing today. Although each country has its own peculiarities, there is a certain global direction in which companies are moving with their local differences. Ukrainians pay more attention not to processes, but to creativity in programming, and more focused on results. Ukrainian companies, including Lviv companies, are interested in the fact that they want and are able to solve difficult and complex problems.



### **ELIAS VAN HERWAARDEN**

DIRECTOR GLOBAL LOCATION STRATEGY (GLS) AT DELOITTE

Lets not hide behind the challenges. Lets look what have been done yet.

Having experience that manufacturing in the Lviv region is functioning successfully, I definitely believe that BPO can work here. I support the view that it is the promotion that may be the factor that will develop the BPO in Lviv.

Its time for changing. Clients loking for new locations, for new nenvironments. Considering the war for talents, the wage war, the tariff war in Europe, these are good factors for the development of BPO in Ukraine and particular in Lviv.

## #INVESTINLVIVREGION



### Angela Piliughin

DIRECTOR GENERAL LLC  
FUJIKURA AUTOMOTIVE UKRAINE LVIV

Lviv Region with qualified human capital, favorable location and well developed infrastructure has a big potential to grow. This is the place where foreign investors will get full support of the authorities to establish and build new companies.



### MAKSYM KOZYTSKYI

DIRECTOR AT ECO OPTIMA LLC

ECO OPTIMA Company welcomes the creation of an investment policy department. In terms of doing this business there was an urgent need for the establishment of a public authority, which would accompany investment projects. Since the beginning of the department operation, investors feel that local authorities are looking forward to welcoming them in Lviv region.

This, in turn, gave us confidence, reliability and stability in the implementation of our projects. In addition, we express gratitude for the support in the wind farm construction project in Staryi Sambir, which we have implemented by joint efforts.



### SERHIY LENCHUK

DIRECTOR AT GALICIA GREENERY LLC

The decision to build a greenhouse complex exactly in Lviv Region was made before the first signs of conflict appeared in the east of the country. The investor came here first of all in the search of the client — for providing customers with quality and fresh vegetables and to shorten time of transportation.

Such factors as the developed infrastructure — roads, airport, availability of skilled workers and willingness of local authorities to overcome together bureaucratic barriers also became decisive for the construction of the complex in Lviv Region. Of course, geographic location became a positive factor as well because of its proximity to the

border with the EU. Certainly, battle actions in the east of the country have negatively affected the investment climate of the country on the whole. However, location of Lviv Region in the distance over 1000 kilometers from the conflict zone is one of the factors that add confidence to the investors.

We are convinced that only cooperation between enterprises and the government will further enhance the investment attractiveness of Ukraine and hope that Lviv Region will become a leader in business development.

## #INVESTINLVIVREGION



### JÖRGEN CEDERHOLM

DIRECTOR AT DANISH TEXTILES

Road infrastructure of Sokal District at the border territory of Lviv Region promotes formation and efficient use of investment and financial support, socio-economic progress in the development of the Region. Repairing the road in the direction to Chervonohrad increases the investment attraction of Sokal District, provides fast and convenient access to entities of production capacity.



### GERARD DUPULTHYS

THE FOUNDER OF THE BUSINESS AT HIMA

When choosing a place to invest, it is important to consider the availability of infrastructure, roads, manpower and good location. In this context, engineering and road infrastructure in Lviv region are very favourable for industrial enterprises engaged in foreign economic activity. Regarding the labor market, there are a large number of skilled workers in the region who are ready to work and grow professionally.

It is also worth noting the fact that Lviv Regional State Administration and Investment department are always ready for dialogue as well as to promote a business that wants to work honestly and develop in Lviv region.



### ANDREA BIANCO

CAO AT CONTINENTAL FARMERS GROUP

Ukraine is a very interesting country, and especially Lviv region because it has many perspectives. Here are fantastic lands and unique people who have been working in agriculture since time immemorial - an incredibly winning combination.

The goal of "Continental Farmers Group" is maximum efficiency of growing quality crops. During all time of work in Lviv Region we have been investing in improvement and enhancement of soil fertility, production capacities, equipment, training of staff and specialists, increase of professional's knowledge level, because we realize the great value of human capital for an enterprise.

All of it is done gradually and in accordance with the strategic goals.

The successful doing of agrarian business on the territory of Western Ukraine for ten years already confirms the rightness of choice of Lviv region by the investor group and further popularization of Lviv region's attractiveness in Ukraine and abroad.

## #INVESTINLVIVREGION



### MICHAEL TRAUD

GENERAL DIRECTOR AT ODW - ELEKTRIK LLC

ODW - ELEKTRIK LLC is a subsidiary company of the German company ODW - ELEKTRIK.

Factories of ODW - ELEKTRIK are located in Macedonia, Mexico, and Hungary, but the largest production capacity is located in Novyj Rozdil, Ukraine. Every year more than 35 million cable harnesses and mechatronic systems are produced here. We pride ourselves in our own mechanical and design area, which develops and builds semi and fully automatic lines, testing equipment.

Thanks to favourable conditions of doing business in Lviv region, on April 21, 2017, the new production facilities of the company were opened, which created additional working places. The company's employees are provided with comfortable working conditions, receive decent salary, have an opportunity to grow and self-improve as well as implement and develop European experience.



### OLENA VOVK

CHAIRMAN OF THE BOARD AT ENZYM COMPANY

«Enzym Company» covers a significant part of the Ukrainian yeast market and exports its products to 14 European countries, including Belgium, the Netherlands, Germany as well as such Eastern European countries as Poland, the Czech Republic, Croatia, Bulgaria.

Lviv and Lviv region occupy leading positions in the ratings of investment attractiveness among the regions of Ukraine, have an advantageous geographical location, qualified human resources, opportunities for business development, which allows to successfully combine business activity both in Ukraine and in Europe. We constantly invest in staff development, technical and technological facilities, innovations. It enables the company to manufacture high-quality, safe, and competitive products. We also feel the need to take care of our place of work, environment, ecology, which safeguards the comfortable condition for doing business.

It is necessary to realise the specificity of the region where the enterprise is located, understand the mentality of people and their needs, only then significant results can be achieved.

## #INVESTINLVIVREGION



### ROSTYSLAV VOVK

DIRECTOR AT KORMOTECH LLC

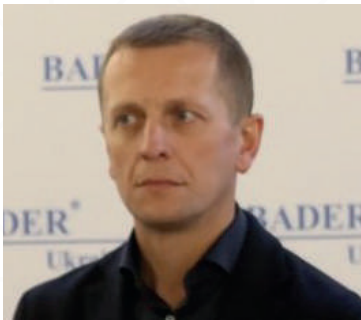
The company's location in Lviv region allows us to import raw materials from Europe: France, Germany, Poland, the Netherlands. Kormotech exports finished products to about 18 countries in Europe, Asia, and Africa such as Poland, Hungary, Slovenia, Latvia, Lithuania, Estonia, the Netherlands, France, Tunisia.

The location of Kormotech's production capacities in the western Ukraine became an absolute advantage for expanding the export geography to the countries of the EU. Proximity to the border and availability of skilled workers in the region contributes to the development and expansion of the company. Own production facilities allow to offer more competitive prices - both on the domestic and on foreign markets. Comfortable business conditions in the region are conducive to negotiation, search, and partnership for further cooperation.

The objective of Kormotech for the coming few years is to become an absolute leader on the domestic market. We are planning to increase our capacities soon and run another line (location at the final stage of coordination).

As for Europe, for the next three years the company will be planning to launch a trading team (Poland, Romania and Latvia, Lithuania and Estonia), which will boost our efficiency.

The vision of Kormotech is to enter the top 50 of the world business-players.



### ANDRIY PAVLUN

DIRECTOR AT BADER UKRAINE LLC

Company Bader Ukraine is an affiliate of the German company BADER GmbH, one of the world leading manufacturers of automotive leather premium segments. Company Bader Ukraine has already been working for 10 years on the Ukrainian market. The first affiliate of the company was opened in Horodok, Lviv region, in 2008. As one of the world leading automobile saloon manufacturers, we are evolving from year to year and offering an ever-increasing range of vacancies and high wages. In November 2016, Bader Ukraine LLC opened the second plant in Lviv region (village Kozhychi, Yavoriv district), which created 1 750 new working places. This year, the company intends to implement another investment project on the territory of the region and provide employment to more than a thousand people. In ten years of work in Ukraine the company has found a large number of professionals. It is thanks to the highly skilled local workers that the company has been able to succeed. They showed constant readiness to fulfill all production orders, which, naturally, led to the expansion of our facilities in Lviv region.

## #INVESTINLVIVREGION

### ANDRIY HAVRYLCHYK

GENERAL DIRECTOR AT ELEKTROKONTAKT UKRAINE LLC



LLC "Elektrokontakt Ukraine", which belongs to Nexans concern, has worked on the market of Lviv region since 2007. The company manufactures cable networks for such world-known automotive concerns as Volkswagen (Audi, Porsche), General Motors (Opel), BMW (BMW, Mini, Rolls Royce), Daimler (Mercedes-Benz). Successful operation of the production units in Peremyshlyany and Zolochiv allowed the company to expand its production facilities and start building a completely new plant in Brody in June 2016.

On August 30, 2017, the third plant was opened in Brody, Lviv region. The company was honoured to welcome the President of Ukraine Petro Poroshenko at the ceremony. The plant produces and supplies cable products for the BMW concern. The company intends to create 2 500 jobs.

LLC "Elektrokontakt Ukraine" continues to evolve and demonstrates a high quality level. The company has established itself as a reliable supplier of high-quality products, gained worldwide recognition and awards in the automotive industry. We are trusted by international manufacturers and I can proudly say that everyone we work with wants to continue increasing the production of Elektrokontakt Ukraine.

### VOLODYMYR HNATIUK

OWNER OF YARYCH CONFECTIONARY LLC



Confectionery factory "Yarych" is one of the most successful enterprises operating in Lviv region. Poland created the first foreign market where "Yarych" products appeared. Therefore, the location of the factory immediately became an advantage: it is located only 90 km from the border with Poland, which allows it to compete successfully due to logistics. Also, the company's entry into the EU markets was greatly facilitated by the Association Agreement between Ukraine and the EU. This allowed the company to offer more attractive prices for its products to the European market and to accelerate the process of concluding agreements with the European customers.

Today, the company continues to grow dynamically and is currently finishing work on the installment of a new production line with the capacity of 24 tons of biscuits per day (720 tons per month). Due to this, additional 60 jobs will be created. It should be noted that the European quality system based on IFS Food standards, which is one of the most advanced quality management tools, has been introduced at the enterprise to guarantee the safety and quality of products.

The factory stably supplies its products to Poland under its own brand "Yarych" and manufactures own label goods for European supermarkets "Carrefour" and "Auchan". However, it is not an only market for the factory: cookies are exported to the Czech Republic, Germany, Hungary, Romania, the USA, China, Nigeria, and Iraq.

# BUSINESS PROCESSES OUTSOURCING

The outsourcing market in Lviv has been showing steady growth since 2002. This means that partners in Ukraine are maturing and delivering services and more and more clients are becoming inclined on taking a chance on Lviv. The key now is to take advantage of the opportunities presented by Lviv as a regional outsourcing powerhouse.

## WHY BUSINESS OUTSOURCE IS A GOOD DECISION:

- Investors provide outsourcing offices only with the standardized schemes of work;
- Availability of well-educated English/German/Polish and other languages speaking staff to be employed on the outsource;
- There is no direct necessity to purchase or to lease real estate for the purposes of outsourcing (unless investor has such intention). In case there is an intention and/or necessity in real estate objects purchase or leasing, there is a list of options to choose the most optimal for you in Lviv Region.

Representative experience, among others have such companies as Nestle, Veon, Austrian Airlines, PWC and other. Additionally a lot of call-centers work on the BPO basis in Lviv Region.

#INVESTINLVIVREGION

# INVESTMENT DEPARTMENT

The purpose of the department is to facilitate the growth of business in Lviv region and demonstrate that the authorities are ready to contribute fully to doing business.

## INVESTMENT DEPARTMENT

### SUPPORT OF INVESTMENT PROJECTS

### INVESTMENT ATTRACTION

COOPERATION WITH THE INVESTMENT DEPARTMENT IS HELPFUL FOR BOTH POTENTIAL INVESTORS WHO ASPIRE TO START THEIR BUSINESS IN LVIV REGION, AND:

- Is directly involved in the development and implementation of investment projects;
- Collects analytical data on investment projects of the region and ensures their actualization
- Organizes the work on collecting analytical data on investment objects of the region and actualizes such data.
- Cooperates with potential investors (search for land, communication with authorities, partners)
- Gathering analytical data about investment objects and their actualization;
- Acceleration of administrative services in the implementation of investment projects;
- Coordinates the cooperation of investors with regulatory and fiscal authorities.

THE EXISTING BUSINESSES IN RESOLVING PROBLEMATIC ISSUES OR MATTERS OF BUSINESS EXPANSION.



**THE INVESTMENT DEPARTMENT  
ECONOMIC POLICY DEPARTMENT  
THE LVIV REGIONAL STATE ADMINISTRATION**



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