

Doing business and investing in Ukraine

Brussels, 23.05.2023

Martine DISS
DG GROW, European Commission

#SingleMarket30

Overview

1. EU legislation and programme in favour of business cooperation
2. EEN Ukraine
3. Ukrainian Cluster Alliance
4. Erasmus for Young Entrepreneurs
5. Matchmaking Platforms
6. #ReadyForEU
7. Cooperation opportunities under Horizon Europe

#SingleMarket30

1. EU legislation and programme in favour of business cooperation

- Association Agreement
- Deep and Comprehensive Free Trade Areas (DCFTA)
- Agreement on Conformity Assessment and Acceptance (ACAA)
- Accession Status
- Single Market Programme



2. Enterprise Europe Network

- The world's largest support network for SMEs, created in 2008
- Helps ambitious European businesses at their doorstep:
 - to innovate
 - to increase their competitiveness
 - to expand their business in Europe and beyond
- EEN services are free of charge
- All EEN services must have a European dimension & provide EU added value to clients



EEN Ukraine

Legal Name

1. UKRAINIAN CHAMBER OF COMMERCE AND INDUSTRY
2. INSTITUTE OF PHYSICS OF NATIONAL ACADEMY OF SCIENCE OF UKRAINE
3. NEW INTERNATIONAL CORPORATION LTD
4. TARAS SHEVCHENKO NATIONAL UNIVERSITY OF KYIV
5. MINISTRY OF FOREIGN AFFAIRS
6. STATE FINANCE INSTITUTION FOR INNOVATIONS
7. ASSOCIATION INDUSTRIAL AUTOMATIONOF UKRAINE
8. NON-GOVERNMENTAL ORGANISATION KHARKIV INFORMATION TECHNOLOGY CLUSTER

UKRAINEINVEST ACTIVITIES



INVESTMENT ATTRACTION

UkraineInvest consistently reaches out to international investment community to promote sectoral investment opportunities in Ukraine (greenfield, brownfield, JVs, etc.) and market projects open to investments. We also provide potential investors with information on setting up & doing business in Ukraine (e.g. macro and industry-specific information, legal and tax frameworks, etc.).



INVESTOR SUPPORT AND TROUBLESHOOTING

UkraineInvest assists businesses 24/7 at all stages of projects implementation by providing guidance and troubleshooting services. Special emphasis is put on consulting investors on obtaining government investment incentives.



PROMOTING UKRAINE AS INVESTMENT DESTINATION

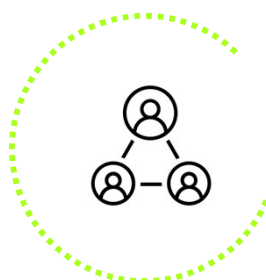
UkraineInvest team actively promotes Ukraine at various platforms throughout the world, and organizes events for potential investors in order to make the world aware of Ukraine's investment attractiveness and specific opportunities.

30

3. Ukrainian Cluster Alliance



All regions in Ukraine



35 clusters



1800 companies



50 C2C & B2B events



Main Outcomes of the Clusters Meet Regions – EU&Ukraine Business Partnership, March 2023, Slovakia

- High-level acknowledgment of the role of clusters, including from Prime Ministers of Slovakia and Ukraine, Eduard Heger and Denys Shmyhal
- 200 representatives from the EU and Ukrainian clusters and companies as well as national and regional public authorities and business support organisations
- Workshops on integrating UA clusters & companies into EU value chains
- More than 300 Matchmaking sessions and networking opportunities
- Several memoranda of cooperation signed - Paving the way for further progress in integrating Ukrainian clusters and companies into the EU value chains



4. Erasmus for Young Entrepreneurs

- EU-funded exchange programme for entrepreneurs from the EU Members States and 12 additional countries
- 1-6 months stay with an experienced entrepreneur abroad
- Opportunity to exchange knowledge, business ideas, contacts, experiences together with access to new markets
- www.erasmus-entrepreneurs.eu

Erasmus for Young
Entrepreneurs

5. Matchmaking Platforms with business opportunities



**1. Supply Chain
Resilience
Platform**



**2. EU-Ukraine
Solidarity Lanes**



**3. Electric Energy
Matchmaking
Forum for
Ukraine Support**

5.1 Supply Chain Resilience Platform

- **Link:** [The Supply Chain Resilience \(SCR\) platform - Welcome \(b2match.io\)](https://b2match.io)

Profile matches: 26791
Number of meetings that took place: 300+
Number of ongoing negotiations: 40+
Partnership agreements made: 5

- **For “firefighting” - finding partners that**

- offer or request in a variety of sectors: agrifood, constructions, raw materials, digital, electronics, energy, health, mobility, textile
- able to deliver on time

- **For long-term “marriages” - finding partners that:**

- will become strategic partners in cross-border business value chain;
- beyond the sales - projects, business models, cutting-edge technologies;
- multi-actor collaborations - SMEs, support organisations, academia, important stakeholders and key decision-makers.



30 5.2 EU-Ukraine Solidarity Lanes

- **Link:** <https://eu-ua-solidarity-lanes.seu.b2match.io/home>
- **It contributes to the implementation of the EU-Ukraine Solidarity Lanes Action Plan.**
- **It brings together businesses to:**
 - identify new logistic chains for the export and import of products and materials from / to Ukraine;
 - find new partners for logistics and international trade;
 - share insights in solutions and initiatives to rethink logistics and supply chains, adapt infrastructure and get the right equipment and machinery to the right place.



5.3 Electric Energy Matchmaking Forum for Ukraine support

- **Link:** [Electric energy matchmaking Forum for Ukraine support - Info \(b2match.io\)](https://b2match.io)
- The Forum will provide opportunities to take part in multiple info sessions and engage directly with other participants thanks to a dedicated B2B Marketplace.
- **It brings together Ukrainian public and private sectors:**
 - which need to recover electric systems;
 - buy new power generating equipment or its components and EU producers/distributors of different types of energy equipment who can sell or donate it.



7. #ReadyForEU

1st call: Business Bridge - objectives:

- **Set up a Support Office of business support organisations that will:**
 - Select and support up to 1 500 growth- and sustainability-oriented SMEs that will benefit from up to EUR 2 500 to facilitate their access to the EU Single Market,
 - Provide alternative markets to EU companies to compensate for the loss of Russian and Belarussian market opportunities,
 - Bring new investment opportunities for EU businesses in Ukraine

• Nature of Consortium:

legal entities, established in one of the eligible countries:

→ EU Member States

→ non-EU countries associated to the SMP

formally recognised as a current or former:

→ EEN member

→ Erasmus for Young Entrepreneurs Intermediary Organisations

→ European Cluster Collaboration Platform (ECCP) member

Available call budget: EUR 4 500 000E

Call deadline: 28.04.2023

6. #ReadyForEU

2nd call: EYE-Ukraine: objectives

- Select IOs that will recruit and assist Ukrainian new entrepreneurs and host entrepreneurs outside of Ukraine
- New entrepreneurs must have an Ukrainian citizenship
- Overall target 430 Ukrainian new entrepreneurs exchanges
- Possible Applicants:
 - Entities responsible for or active in economic affairs, enterprise, business support
 - Chambers of commerce and industry, crafts or similar bodies
 - Business support organisations or networks, start up centres, incubators, technology park, etc.
 - Institutes of higher education such as universities or institutes for vocational training

Project Start: 1. October 2023 – 31. January 2026

Call deadline: 11.05.2023

You can find it: www.erasmus-entrepreneurs.eu (SME-COSME-2023-EYEUA-01)



7. Cooperation opportunities under Horizon Europe, WP 2023-24

General encouragement to create opportunities for affected UA persons and entities

Calls with reinforced focus on Ukraine

- **WIDERA: €60M** Excellence Hubs Initiative
- **CL2: €9M** Political perspectives for the Eastern Neighbourhood and the Western Balkans
- **CL4:** Calls in support of EU-UA Raw Materials Strategic Partnership and cooperation arrangement on Copernicus and Earth Observation data

Broader relevant actions

- **Hop On Facility** under the WIDERA part of the WP

Flagship Initiatives

- **€5M** Associating several UA cities to the Climate-Neutral and Smart Cities Mission
- **€2M** Health scientists – continued support through HFSPo

Research Infrastructure

- **Opportunity to offer fast track access** to European RI (health, green, digital, frontier knowledge) for researchers of Ukraine

WIDERA — Hop On Facility

- Allows legal entities from Widening countries to join ongoing Horizon projects' consortia, where there are no partners from the Widening countries
- Easier application procedure with win-win benefits for ongoing projects and the Hop On partner
- Thematic areas:
 - Health
 - Culture, Creativity and Inclusive Society
 - Civil Security for Society
 - Digital, Industry and Space
 - Climate, Energy and Mobility
 - Food, Bioeconomy, Natural Resources, Agriculture and Environment
 - Non-nuclear Direct Actions of the JRC
 - Innovation

New call: HORIZON-WIDERA-2023-ACCHESS-06

- Type of action: RIA
- Opening: Jan 2023
- Cut-Off dates: 26 Sep 2023; 27 Sep 2024
- Indicative budget: €80M for two cut-off dates
- Expected EU contribution per project: €0,2M to €0,5M
- Expected number of projects to be funded: 160

WIDERA – Excellence Hubs Initiative

- Budget €60 million
- The call encourages applications from less developed innovation eco-systems in a “mentoring scheme” with particular encouragement for Ukraine.
- Legal entities joining the project can benefit from mentoring, training, knowledge transfer even if their ecosystems are not yet developed to a full quadruple helix structure.

Thank you, Moltíssimes gràcies, Дякую!



https://ec.europa.eu/growth/industry/policy/cluster_en
<http://www.clustercollaboration.eu>

[@EU_Growth](#)



[@ThierryBreton](#)

[@Clusters_EU](#)

[@EREK_EU](#)



<https://www.linkedin.com/company/european-cluster-collaboration-platform-eccp/>
<https://www.linkedin.com/company/resource-efficient/>

