

# UKRAINE



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Europe

Asia

Ukraine

Ukraine is one of the world's major agricultural players

✓ Strategic position at the crossroads between Europe and Asia

# UKRAINE



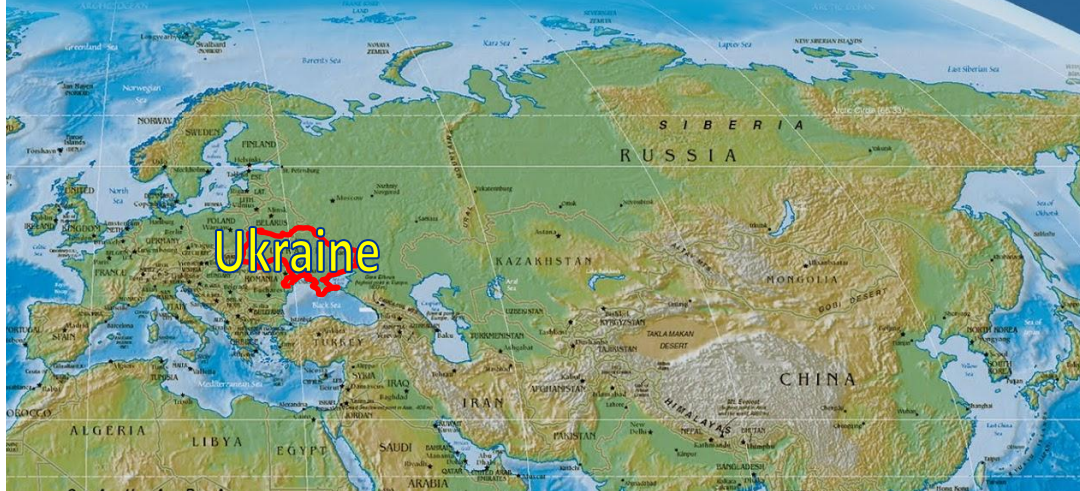
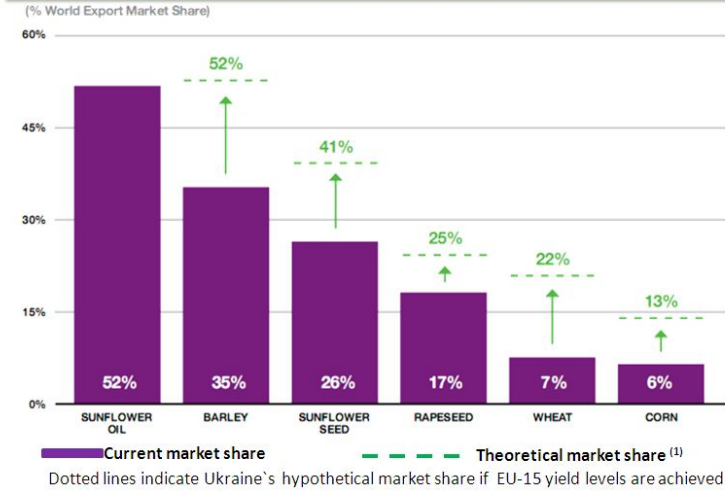
Ukraine is one of the world's major agricultural players

- ✓ Strategic position at the crossroads between Europe and Asia
- ✓ Strategic location for trade with the Middle East & North Africa

# UKRAINE

## Global Trade

#1	#1	#1	#2	#6	#4	World ranking
84%	51%	8%	94%	43%	48%	Exports/Production in Ukraine

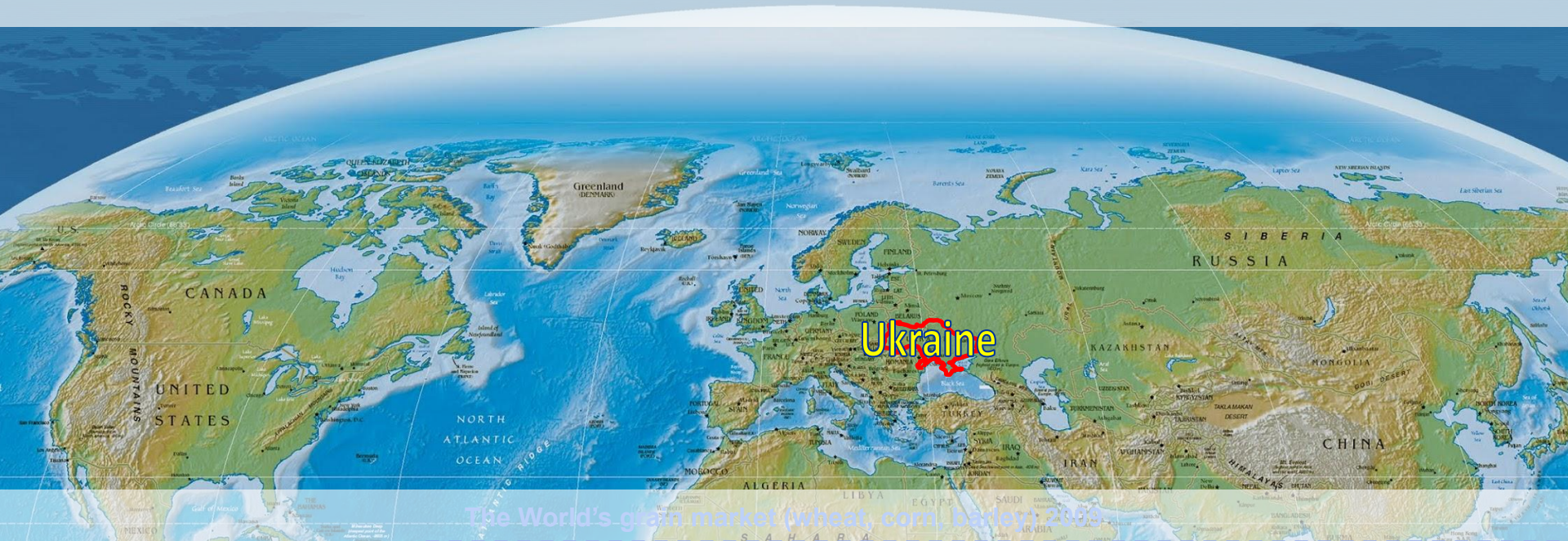


Ukraine is one of the world's major agricultural players

- ✓ Strategic position at the crossroads between Europe and Asia
- ✓ Strategic location for trade with the Middle East & North Africa
- ✓ Ukraine plays an important role in global trade and is expected to further strengthen its position



# UKRAINE

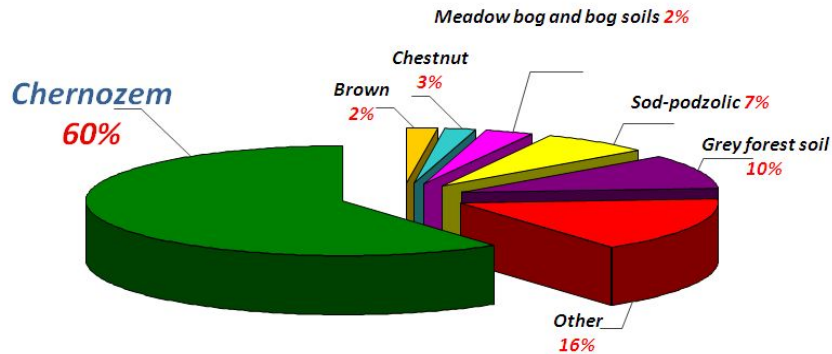


Main exporters	Export (mil. t)	Export (% of market)	Area under grains (mil. ha)	Yield (t/ha)	Production of grains (mil. tons)	Amount of grains exported from 1 hectare (t/ha)
USA	79,5	34,98	53,7	7,44	399,3	1,48
EU-27	24,0	10,56	48,0	5,34	256,4	0,50
<b>Ukraine</b>	<b>37,4</b>	<b>10,30</b>	<b>14,0</b>	<b>3,08 + 1</b>	<b>43,0 + 14</b>	<b>1,68 + 1</b>
Canada	20,0	8,80	13,8	3,30	45,6	1,45
Russia	18,7	8,23	39,2	2,15	84,1	0,48
Australia	18,0	7,92	18,3	1,68	30,8	0,98
Brazil	9,5	4,18	15,0	3,72	55,8	0,63
Argentina	9,4	4,14	5,4	4,60	24,6	1,76
Kazakhstan	7,0	3,08	16,7	1,17	19,6	0,42
<b>World's total</b>	<b>227,25</b>	<b>100</b>	<b>436,2</b>	<b>3,72</b>	<b>1 621,8</b>	<b>0,52</b>

# World Map of Fertile Black Soils

Agricultural lands in Ukraine comprise **22%** of agricultural land area in 27 EU member countries.

**60%** of soils in Ukraine are classified as **chernozem**

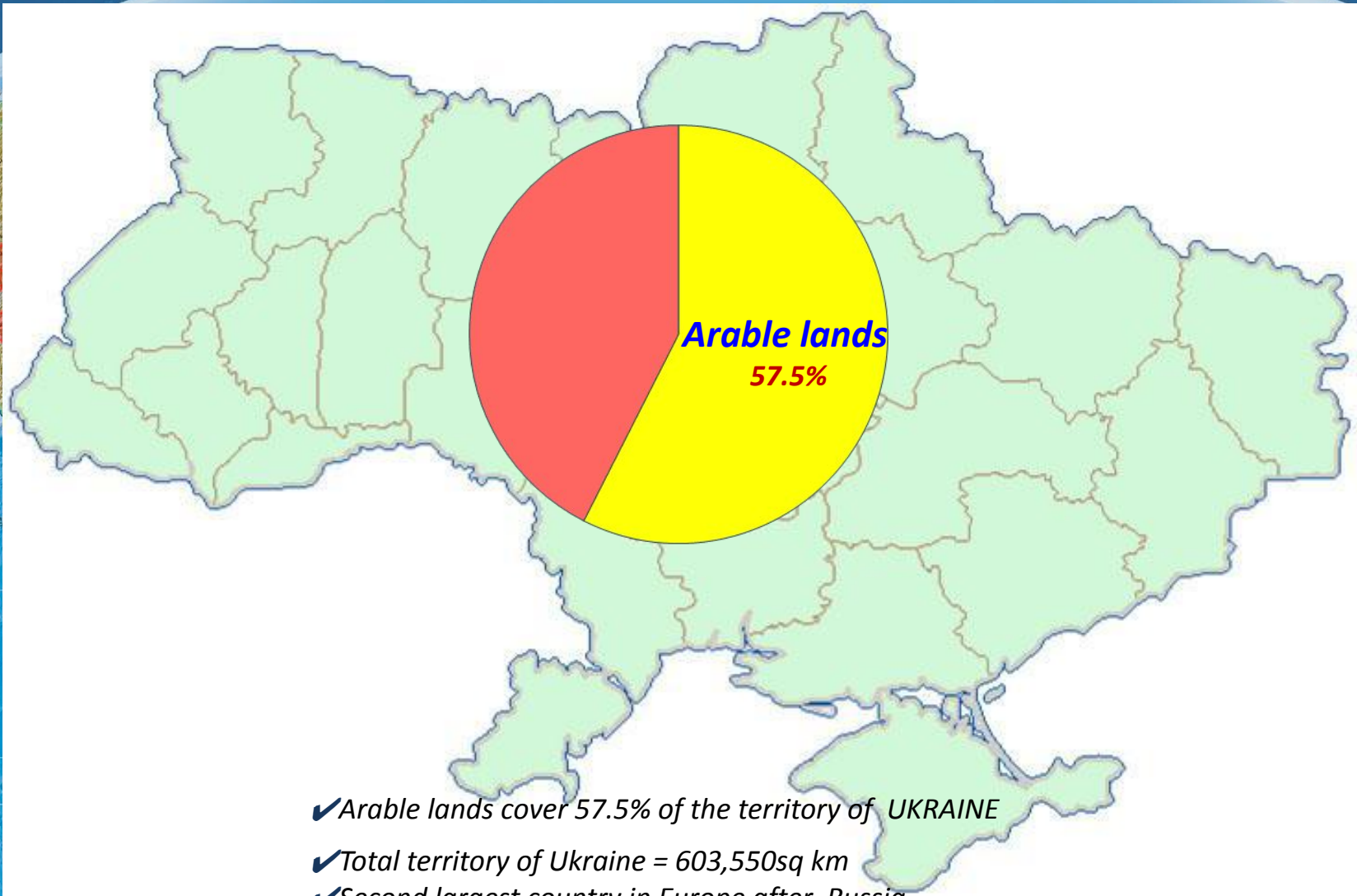


Ukraine is one of the world's major agricultural players

- ✓ Strategic position at the crossroads between Europe and Asia
- ✓ Strategic location for trade with the Middle East & North Africa
- ✓ Ukraine plays an important role in global trade and is expected to further strengthen its position
- ✓ Accounts for one sixth of the world's fertile black earth
- ✓ 32 million hectares of arable land
- ✓ Highest coefficient of arable / total land in the world > 50%

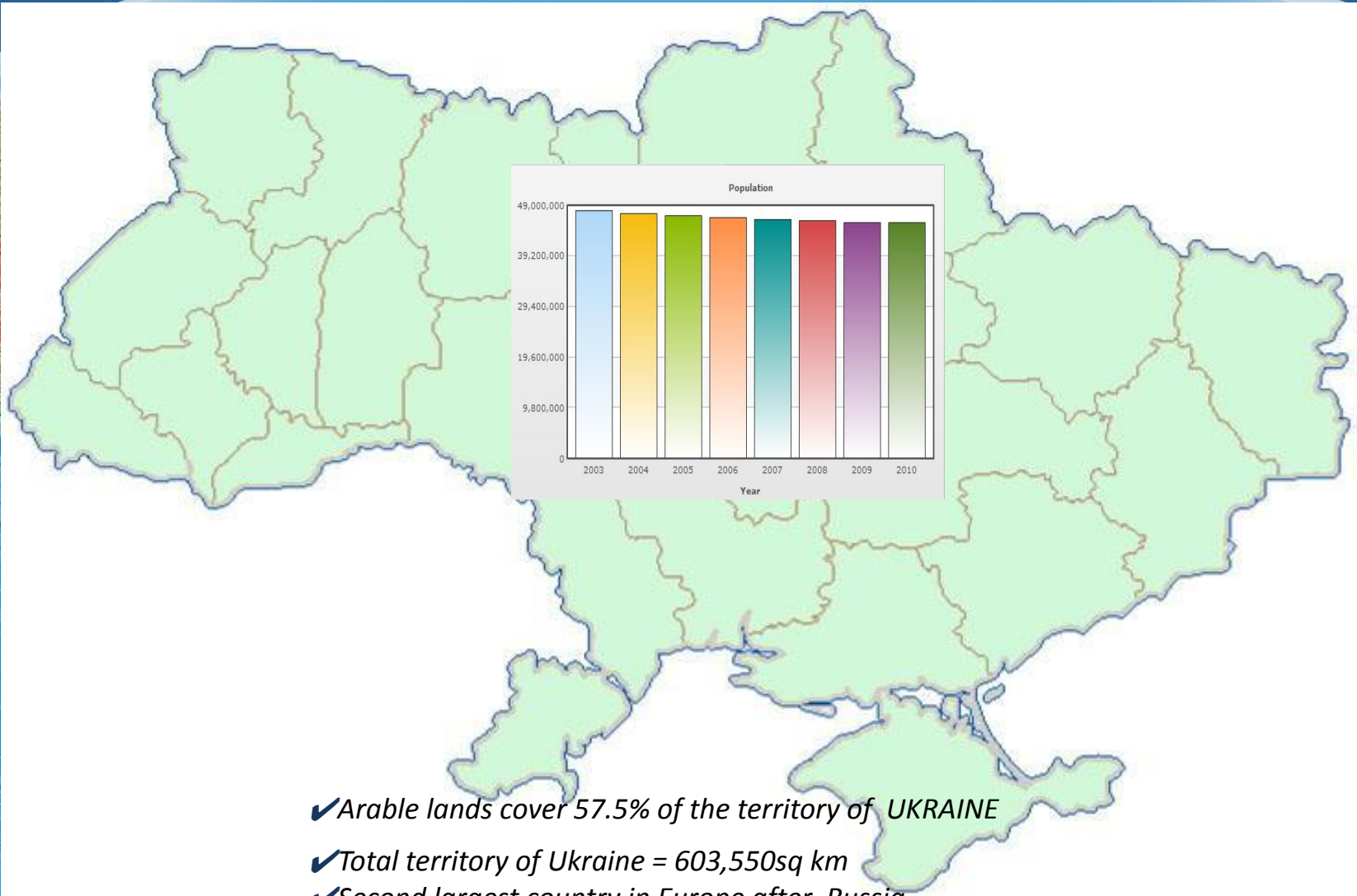


# UKRAINE



- ✓ Arable lands cover 57.5% of the territory of UKRAINE
- ✓ Total territory of Ukraine = 603,550sq km
- ✓ Second largest country in Europe after Russia

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- ✓ Total territory of Ukraine = 603,550sq km
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- ✓ Population of UKRAINE: 45,700,395 (July 2009 est.)



# UKRAINE

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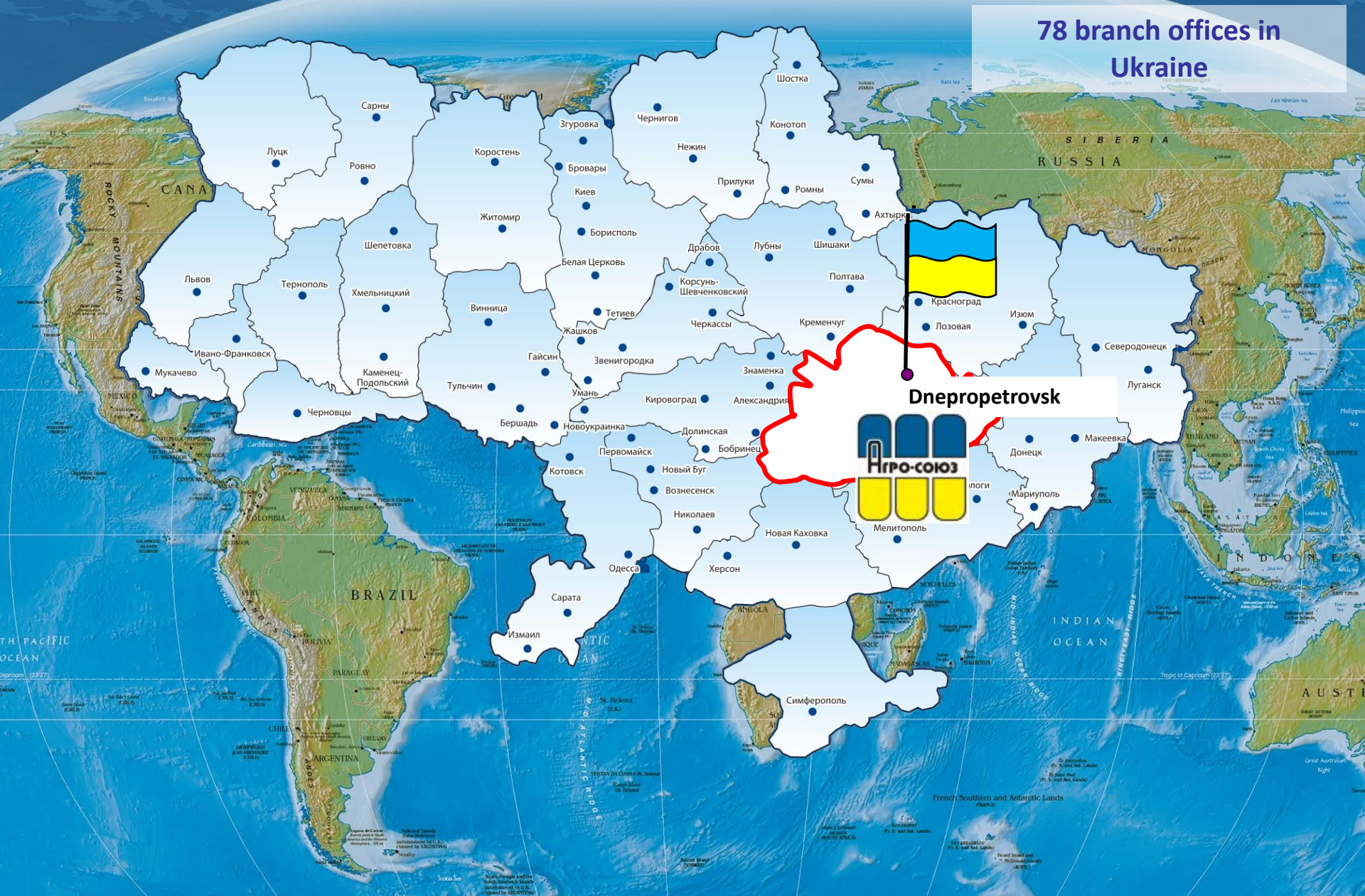
- ✓ *“Temperate continental climate”* – warm summers, cold winters – and an average rainfall of about 400-700 millimeters, which makes it very conducive to crop production
- ✓ *Access to Black Sea ports and a good rail network that connects to Western Europe. This provides a competitive advantage for exports*
- ✓ *WTO membership since 2008*
- ✓ *Largest country in Europe (603.700 km<sup>2</sup>) after Russia, and is larger than any country of the EU-27*



# "Agro-Soyuz" Corporation

from:  
1991

78 branch offices in  
Ukraine



# “Agro-Soyuz” Corporation

from:  
1991

All kinds of activities are related to agriculture



# “Agro-Soyuz” Corporation

from:  
1991

All kinds of activities are  
related to agriculture

*Modern grain storage and  
handling facility was built*



# “Agro-Soyuz” Corporation

from:  
1991

All kinds of activities are  
related to agriculture



# “Agro-Soyuz” Corporation

from:  
1991

- Sales of spare parts to agricultural and automotive machinery
- Sales of agricultural machinery
- After-sales service of machinery

All kinds of activities are related to agriculture

1996 **2000** Establishment of a new business direction  
– commercial ostrich farming

- Agricultural enterprise that produces agricultural products

- Milk
- Meat
- Grain
- Seeds





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All kinds of activities are related to agriculture

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2002 *Grand opening of a new dairy complex*



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1996 2009 Model agricultural enterprise CJSC “Agro-Soyuz”

- Agricultural enterprise that produces agricultural products
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- Milk
- Meat
- Grain
- Seeds

**2002**

- Production enterprise that manufactures agricultural machinery and equipment

**2003** *World planting record in seeding speed  
(registered in the Guinness record book)*

All kinds of activities are related to agriculture



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- Production enterprise that manufactures agricultural machinery and equipment

**2004**

- Training events
  - Conferences
  - Master-classes
  - Schools

All kinds of activities are related to agriculture

**Since 2006**

***International conferences on management***



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All kinds of activities are related to agriculture

**2008** *International conference in Kazan:  
Sustainable agriculture, July 16 – 18*



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**2006**

- National projects:
  - Field days
  - Farm days

All kinds of activities are related to agriculture

**2006-2009** *National Field Day*



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**2007** *Establishment of the Department of agricultural projects*

All kinds of activities are related to agriculture

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**2007**

- Set up of agricultural “Turn-key business processes”  
“Turn-key business model”



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  - Farm days

**2007**

- Set up of agricultural “Turn-key business processes” “Turn-key business model”
- Regional programs of cooperation

**March 2006**

## Establishment of “Agro-Soyuz-Terminal”



**A new division of Agro-Soyuz Corporation – AGRO-SOYUZ-TERMINAL – started its operation in March 2006. In order to provide a full range of services to those customers dealing with international affairs, a customs complex – truck port “Yubileyny” – has been created being the largest in the Dnepropetrovsk region.**

**from:  
2008**

- National projects:
  - Re-training of lecturers of agricultural institutes
  - Kyoto
  - Registration of crop protection chemicals

**2009**

- Agrarian policy of Ukraine
  - Seminars and discussions with scientists “Improving the basics of technological policy in Ukrainian agriculture”
  - Development of agrarian policy



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- National projects:
  - Field days
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2007

- Set up of agricultural “Turn-key business processes” “Turn-key business model”
- Regional programs of cooperation

March 2006

## Establishment of “Agro-Soyuz-Terminal”



**Truck port “Yubileyny”** has a favorable location at the exit from Dnepropetrovsk, very close to large transport ways of Ukraine, such as Moscow-Simferopol, Uzhgorod-Donetsk. The 3<sup>rd</sup> and 5<sup>th</sup> customs departments of Dnepropetrovsk customs service are located in offices equipped according to European standards. The work of customs departments is based on “one window” principle.

from:  
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- National projects:
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  - Kyoto
  - Registration of crop protection chemicals

2009

- Agrarian police of Ukraine
  - Seminars and discussions with scientists “Improving the basics of technological policy in Ukrainian agriculture”
  - Development of agrarian policy

# “Agro-Soyuz” Corporation



We are responsible for the Earth  
we live on



# “Agro-Soyuz” Corporation

from:

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2004

## Establishment of “Bioterra” company



The strategic aim of the Company is production of high quality organic fertilizers according to the standards and demands of customers.

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## Establishment of “Bioterra” company



The Company obtained “Quality management system ISO 9000-2000” certificate based on international standards in August 2007.

trovsk



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TÜV NORD

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## Establishment of "Bioterra" company



All the processes at our enterprise are thoroughly controlled and constantly modified according to the aims which coincide with the Company's policy.

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# Products



## Humified Compost for Gardeners, Truck Farmers and Floriculturists

**It is a high-quality organic fertilizer produced on the basis of animals' manure, nutritional residues, wasted fodder, straw, sawdust and forage from agricultural farms.**

**This product is widely used in the agriculture, gardening, truck farming and can also be used for landscape design, mushroom and seedling growing, and lawns.**

**It makes the content of organic matter and microorganisms in soil higher, which improves fertility.**



## Potassium Humate

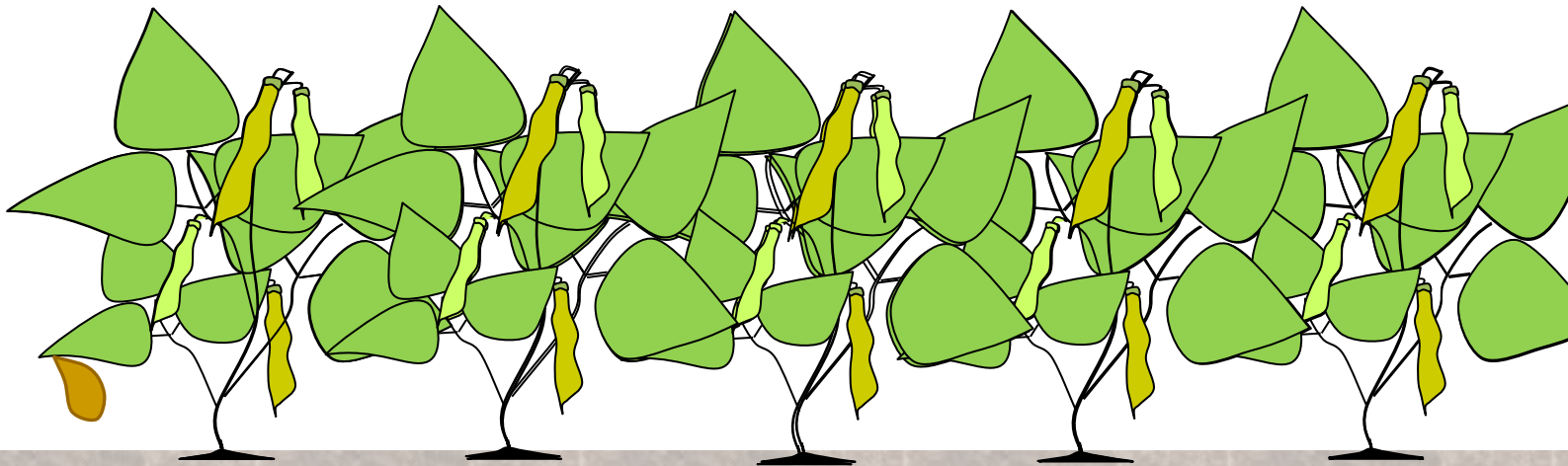
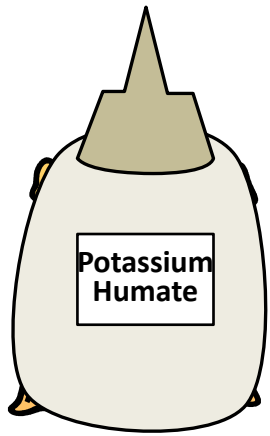
To recover soils and improve soil fertility (humus can be completely recovered in the 15-20 cm soil layer within 2 – 3 years)



Dnepropetrovsk



For the time being it is the only “doctor” for soil, which terminates soil degradation, stimulates natural microbial population and improves soil structure







## Potassium Humate

The use of humates as feed additive for farm animals improves growth rate and resistance to unfavourable ambient conditions, decreases morbidity and mortality.





## Some Information about the Manufacturing Process

- The production of organic fertilizers is an aerobic (oxygen access) biological process which transforms organic substance into soil fertilizing product, rich in nutrients.
- Due to development of a new area, i.e. “bioorganic agriculture” the demand for organic fertilizers has grown in Ukraine, that is why the Company is increasing the production of organic fertilizers up to 50 000 tons.
- EcoOrganics fertilizer is produced on the basis of pure raw material – black peat. The production technology provides for the most complete transformation of biologically active substances into plant available forms.

Dnepropetrovsk

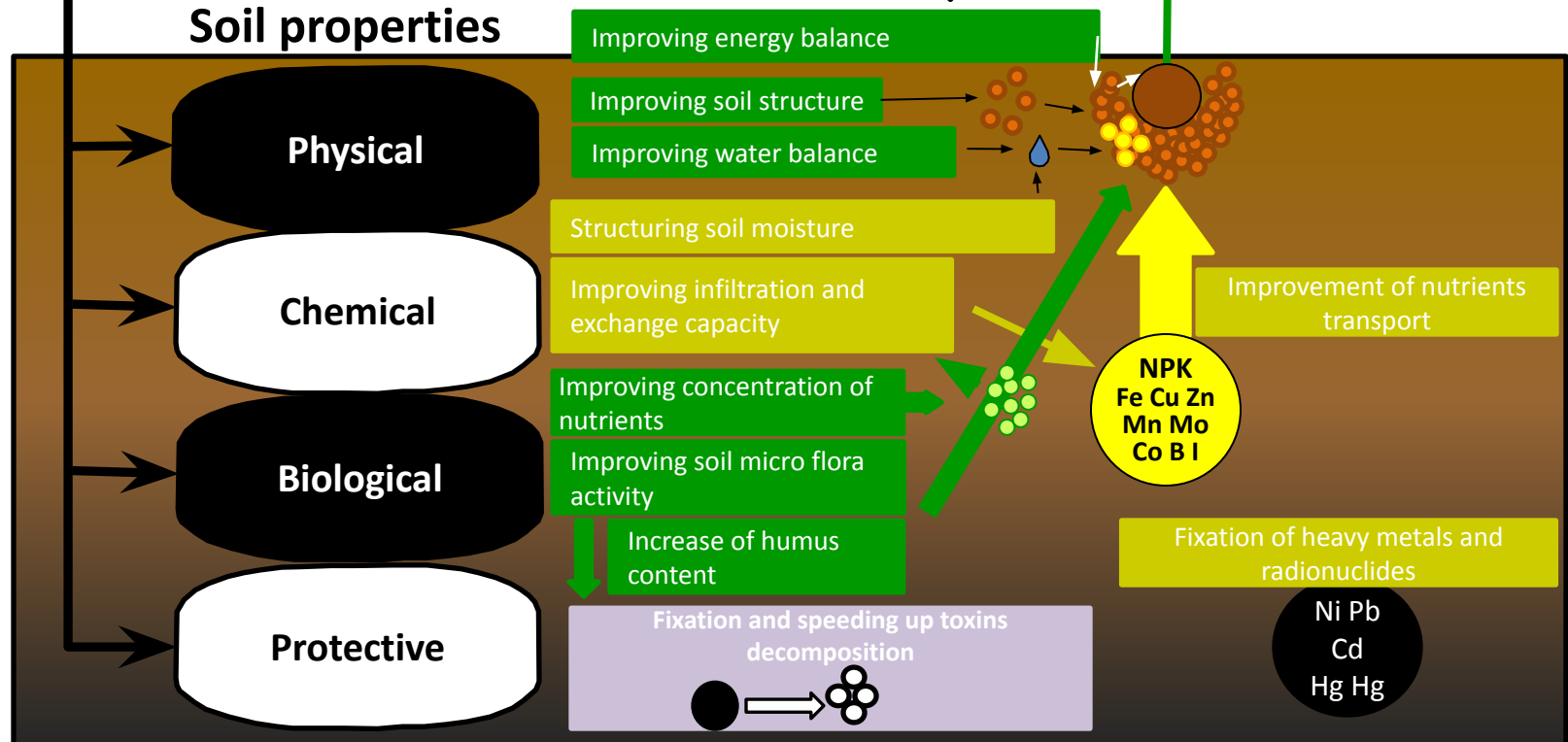
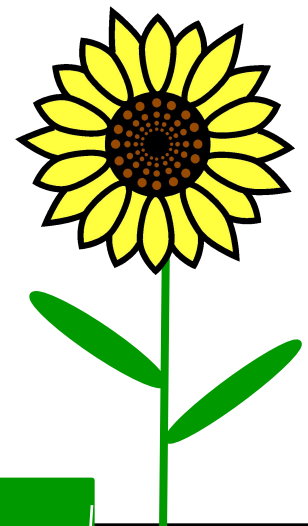
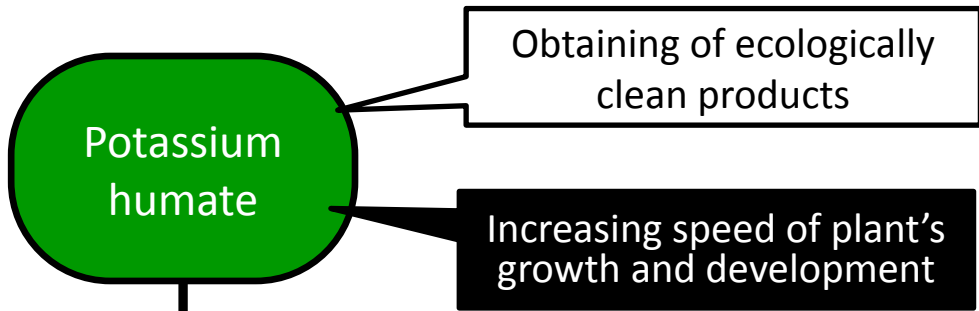


## What is Humified Compost and Potassium Humate Used For

- to increase organic matter level in the soil;
- to improve soil structure (porosity);
- to suppress development of some diseases and insects;
- to improve soil fertile layer;
- to retain moisture and nutrients in the soil;
- to reduce soil erosion;
- to increase plant resistance against diseases.

Dnepropetrovsk





# Products



Translation from Ukrainian



**MINISTRY OF ENVIRONMENTAL PROTECTION OF UKRAINE**

**STATE REGISTRATION CERTIFICATE**

Series: A No. 01657  
 Issued to: Eco-Organic Ukraine, Ltd. (Ukraine)  
(name of organization or company)

to certify that, according to the Law of Ukraine "On Pesticides and Agricultural Chemicals",  
 preparation: "Eco-Organic" potassium humate fertilizer liquid  
(name and preparation form)

Active substance: N – not less than 100 mg/100 g, P<sub>2</sub>O<sub>5</sub> – not less than 100 mg/100 g, K<sub>2</sub>O - not less than 100 mg/100 g, potassium salt of humic acids – 0.5 to 0.6%  
(name and its content)

Manufacturer of preparation form: Eco-Organic, Ltd. (Russia)

Manufacturer of active substance: Eco-Organic, Ltd. (Russia)

Scope and conditions of use: Vegetables, area under cover  
 Containers: PE bottles (cans) with capacity of 0.1 to 25 l  
(culture or object, containers, package and quantity, kg/l)

is registered in Ukraine up to December 31, 2018

Entry in the State Register: under No. 3431 of February 3, 2009

Deputy Minister /Signature/ I. Makarenko  
 Seal of Ministry of Environmental Protection of Ukraine

Translated from the original Ukrainian document into English  
 by Sworn Translator of the Kharkiv Chamber of Commerce and  
 Industry, Ukraine.  
 Certified True and Correct:  
 Head of Translation Department /Signature/ G.G. Khley  
 2,3 ЛИС 2010

Translation from Russian

**KHARKOV CHAMBER OF COMMERCE AND INDUSTRY**  
 122B, Kharkov, 61037, Kharkiv, Ukraine, tel/fax: 714-96-90

**EXPERT EXAMINATION REPORT No. H1-153**  
 of 18.03.2010

**Customer:** Eco-Organic Ukraine, Ltd.  
**Address:** 8, Krynskaya st., off. 2, Kharkov  
**Expert:** I.Yu. Kukulevska  
**Valid reason for examination:** Letter of Eco-Organic Ukraine, Ltd. No. 21 of 18.03.2010  
 Order No. H1-153 of 18.03.2010


**Tasks assigned (reference information):** Determination of the manufacturer of fertilizers similar to "Eco-Organic" potassium humate fertilizer in the territory of Ukraine.

**Conclusion:**  
 The examination has shown that there are no manufacturers of fertilizers similar to "Eco-Organic" potassium humate fertilizers as of 18.03.2010.

Expert /Signature/ I.Yu. Kukulevska  
 Vice-President of KCCI /Signature/ Yu.M. Shipitsin

Seal of Kharkov Chamber of Commerce and Industry

Filed by Technical-Examination Department

Translated from the original Russian document into English  
 by Sworn Translator of the Kharkov Chamber of Commerce and  
 Industry, Ukraine.  
 Certified True and Correct:  
 Head of Translation Department /Signature/ A.G. Khley  
 2,3 ЛИС 2010

Translation from Russian


**ECOR™** Limited Liability Company  
**"ECO-ORGANIC"**  
 6, Solovskaya st., Gus-Khrustalny, 601501, Vladimir Region, tel/fax: 8 (49241) 2-46-06  
 e-mail: gco-organic@mail.ru, www.eco-organic.ru

**MANUFACTURER'S CERTIFICATE OF QUALITY**  
 No. 01-09

1. PRODUCT NAME	"Eco-Organic" potassium humate, grade G, to TU 0392-001-99118391-2006	
2. DATE OF MANUFACTURE:	State registration number: 0801-07-210-247-0-0-1	
3. BATCH NUMBER:	02.2009	
4. COMPOSITION:	Turf to GOST 9172-71	
	Potassium oxide hydrate to GOST 9285-78	
	Water to GOST 2874-87	
5. QUALITY PARAMETERS:	Dry residue, %	6.8
	Total nitrogen (N), % of dry residue	0.87
	Phosphorus (P <sub>2</sub> O <sub>5</sub> ), % of dry residue	0.24
	Potassium (K <sub>2</sub> O), % of dry residue	0.20
	Potassium salts of humic acid, %	4.2
	Product density	0.96
	pH	9.1
6. GUARANTEE STORAGE LIFE:	12 months	
	Service life is not limited	

General Director of /Signature/ G.N. Kasyanenko  
 Eco-Organic, Ltd.  
 Seal of Eco-Organic, Ltd.

Individual tax number/Enterprise code: 5034028349/330401001, OGRN: 1065034032051  
 Account 40702810300280001260 with Branch of VRU JSC "MinB",  
 correspondent account 3010181020000000716  
 Individual tax number 7725039953, bank ident. code: 041708716, OGRN: 1027739179160

Translated from the original Russian document into English  
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 Industry, Ukraine.  
 Certified True and Correct:  
 Head of Translation Department /Signature/ A.G. Khley  
 2,3 ЛИС 2010

*Business Offer*

# «Bioterra» Company



*Organic Fertilizers.  
Manufacturing and Trading*

BIOTERRA

**«Bioterra» – actively developing company. The strategic aim of the Company is manufacturing of high quality organic fertilizers according to the standards and demands of customers. The Company obtained the certificate on “Quality management system ISO 9000-2000” based on international standards in August 2007. The product has gone through all the essential testing procedures and is allowed to be in use in Ukraine.**

**The Company has been selling its product in Ukraine, Italia and Slovakia since the year 2007.**

**All the processes in our enterprise are thoroughly controlled and constantly modified according to the aims which coincide with the Company’s policy.**

# Humified Compost for Gardeners, Truck Farmers and Floriculturists

**Do you want to improve good yield?**

**Humified compost from the “Bioterra” Company is just what you need! It is high-quality organic fertilizer produced on the basis of animals’ dung, nutritional remnants, old and digested fodders, straw, sawdust and graze utilized from the agricultural farms. This product is widely used in the agriculture, gardening, truck farming and also can be used in landscape design when growing mushrooms, seedlings and lawns. The “Bioterra” Company’s product has agreeable dark color doesn’t possess the smell and is an excellent source of nutrients for plants. It heightens the content of organics and microorganisms in soil which leads to its fertility.**



# Some Information about the Manufacturing Process



- ▣ The manufacturing of organic fertilizers is aerobic (oxygen access) biological process which transforms organic substance in the soil fertilizing component reach in nutrients. During the composting process temperatures above 50 °C can be reached. Unfavourable environment created by lots of thermophile and heat-resistant microorganisms also facilitates the extermination of pathogenic microbes.
- ▣ The manufacturing processes are provided with recourses for producing high-quality organic fertilizer. The employees' level of proficiency has been constantly evaluating and maintaining on the level essential for implementation the quality management system in order to create competitive and satisfying the client production.
- ▣ In connection with the development of the new area i.e. "bioorganic agriculture" the demand for organic fertilizers has increased in Ukraine that is why the Company is enlarging the manufacturing of organic fertilizers up to 50 000 tons.

# What is the Humified Compost Used For

- For the enlarging of organic substance' level in the soil;
- For the improvement of the soil structure (porosity);
- For the suppression of some diseases and insects development;
- For the improvement of soil fertile layer;
- For the retaining the moisture and nutrients of the soil;
- For the reduction of the soil erosion;
- For the increasing of the plant's disease resistance.

# The Clients of the "Bioterra" Product

- ▣ **Farmings growing agricultural planting, vegetables, fruits;**
- ▣ **Hothouse farmings;**
- ▣ **Vineyards;**
- ▣ **Gardens;**
- ▣ **Manufacturers of mixtures and soils;**
- ▣ **Manufacturers of lawns;**
- ▣ **Football and golf clubs;**
- ▣ **Seed plots;**
- ▣ **Shops of ration goods;**
- ▣ **Private cottages and farmsteads;**
- ▣ **Landscape organizations;**
- ▣ **Forestry.**

## Packing



Weight of the pack

8 l

30 l

75 l

\* – min 20 tons

# Cost big bag



*\*1200 L*

\* – min 20 tons

# The Advantages of the "Bioterra" Product

- ❑ Doesn't contain the seeds of the weeds and disease causing organisms;
- ❑ Enlarges the maintenance of organic substances in the soil;
- ❑ Improves the physical structure of the soil;
- ❑ Doesn't oxidize the soil;
- ❑ Increases the ability of the soil to maintain the moisture and nutrients;
- ❑ Helps to fight the soil erosion;
- ❑ Increases the ability of plants to resist and fight the diseases;
- ❑ Creates the microflora variety in the soil;
- ❑ Can be added to the soil almost during the whole year on conditions that the snow cover is absent;
- ❑ Allows to carry out the sowing just after the usage of the fertilizers.

# Chemical Composition

<b>1</b>	<b>Nitrogen</b>	<b>1,35-2 %</b>
<b>2</b>	<b>Phosphor</b>	<b>0,57-1 %</b>
<b>3</b>	<b>Potassium</b>	<b>0,97-1,5 %</b>
<b>4</b>	<b>Sulfur</b>	<b>0,20 %</b>
<b>5</b>	<b>Magnesium</b>	<b>0,66 %</b>
<b>6</b>	<b>Calcium</b>	<b>3,00 %</b>
<b>7</b>	<b>Sodium</b>	<b>0,08 %</b>
<b>8</b>	<b>Organic substance</b>	<b>45-70 %</b>
<b>9</b>	<b>Correlation C:N</b>	<b>20:1</b>
<b>10</b>	<b>Humic acid</b>	<b>2,35 %</b>
<b>11</b>	<b>Moisture</b>	<b>32-38 %</b>
<b>12</b>	<b>pH</b>	<b>7.0-7.9</b>