

UKRAINE



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Ukraine has the largest area of agricultural land in Europe with approximately 43 m ha of land out of which 32.5 m ha are used for crop production.

In Ukraine , there are 400 thousand hectares of free land under cultivation walnut crops, that you can get from the state.

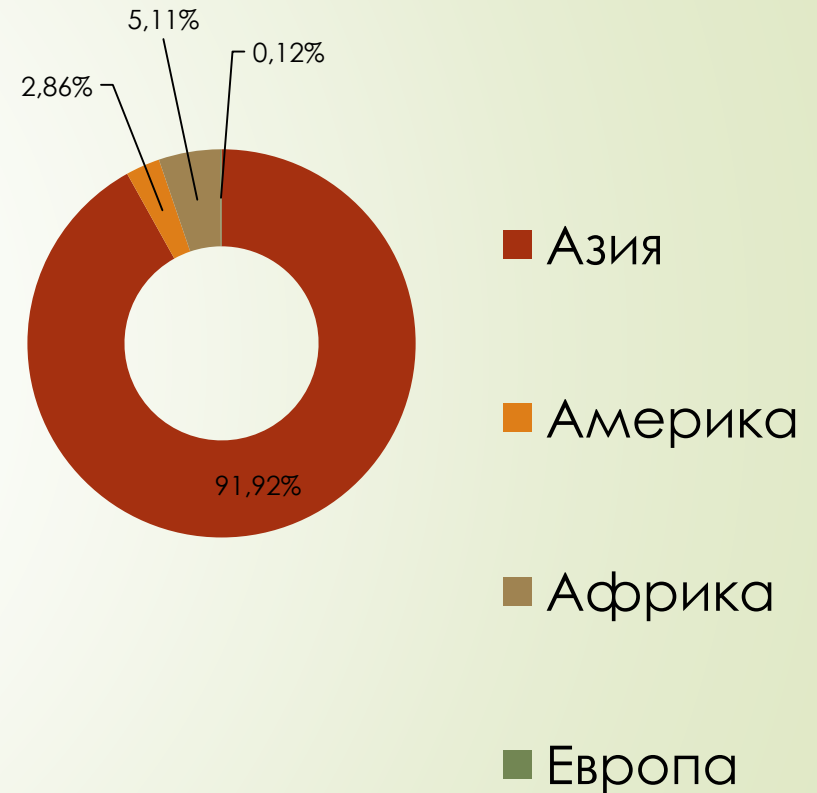
Climate conditions and soil in Ukraine are suitable for growing nut trees.



DRY FRUIT:

90 % of dry fruits in Ukraine are imported.

- Ukrainian dry fruit market is now on development stadium.
- Consumption rate of dry fruits / pro 1 men yearly makes 3,8 kg.
- **In Ukraine are consumed near 0,6 kg dry fruits yearly, what allows to tell about the significant development of розвитку рынка.**



2014-2015 rr. Drastic reduction of dried fruit import due to devaluation of national currency.

- Political and economical situation in Ukraine became the reason of significant devaluation of Ukrainian currency – grivna (UAH).
- 2014 r hryvnia's exchange rate devaluated at almost 100%,
- And in February 2015 fallen at 50% else.

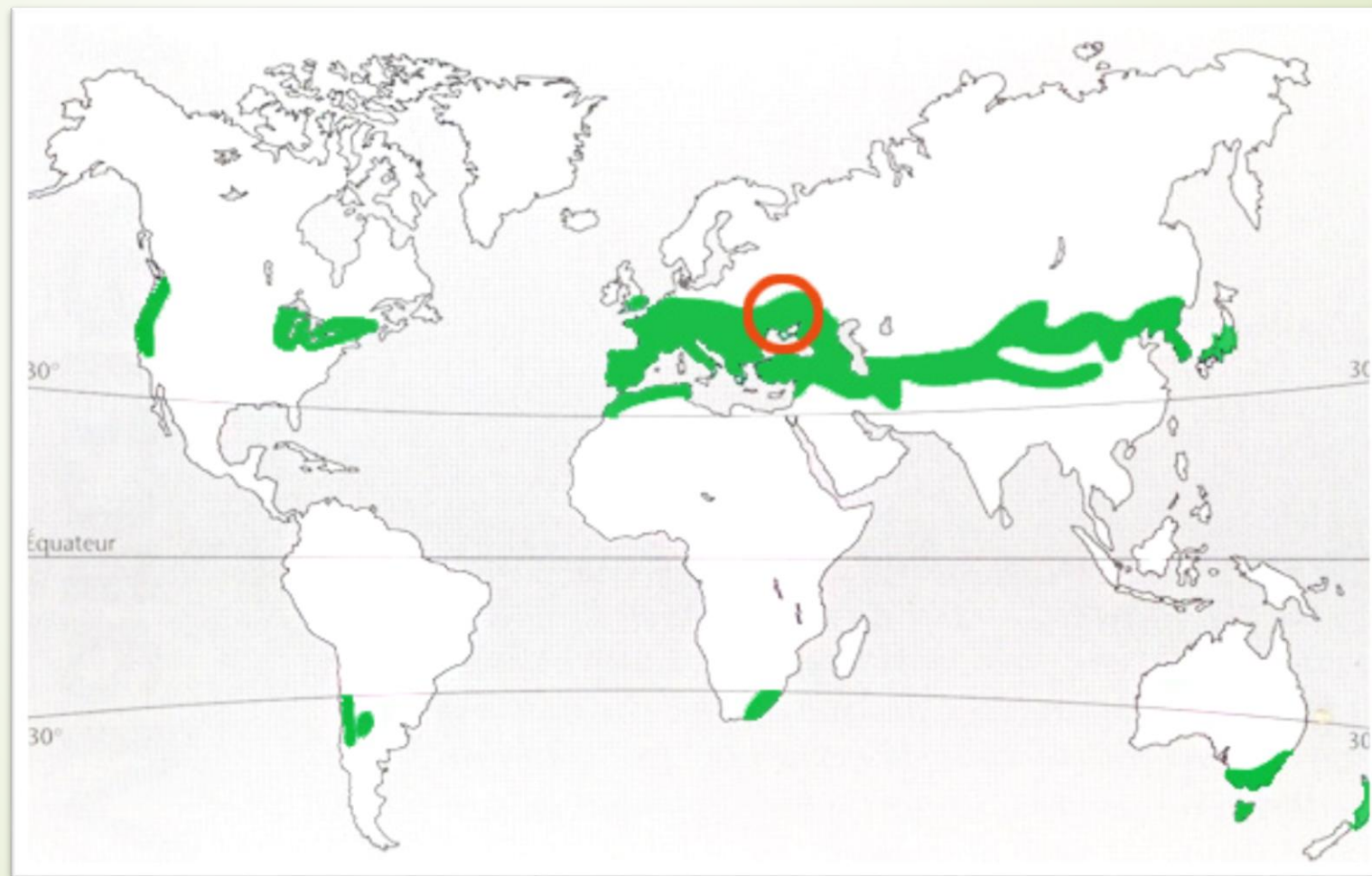




The walnuts plants are growing on only 7% of the Earth. Ukraine belongs to this zone for 100%.

UKRAINE

Volume is
estimated from
90 up to **125**
thousand tones
yearly.



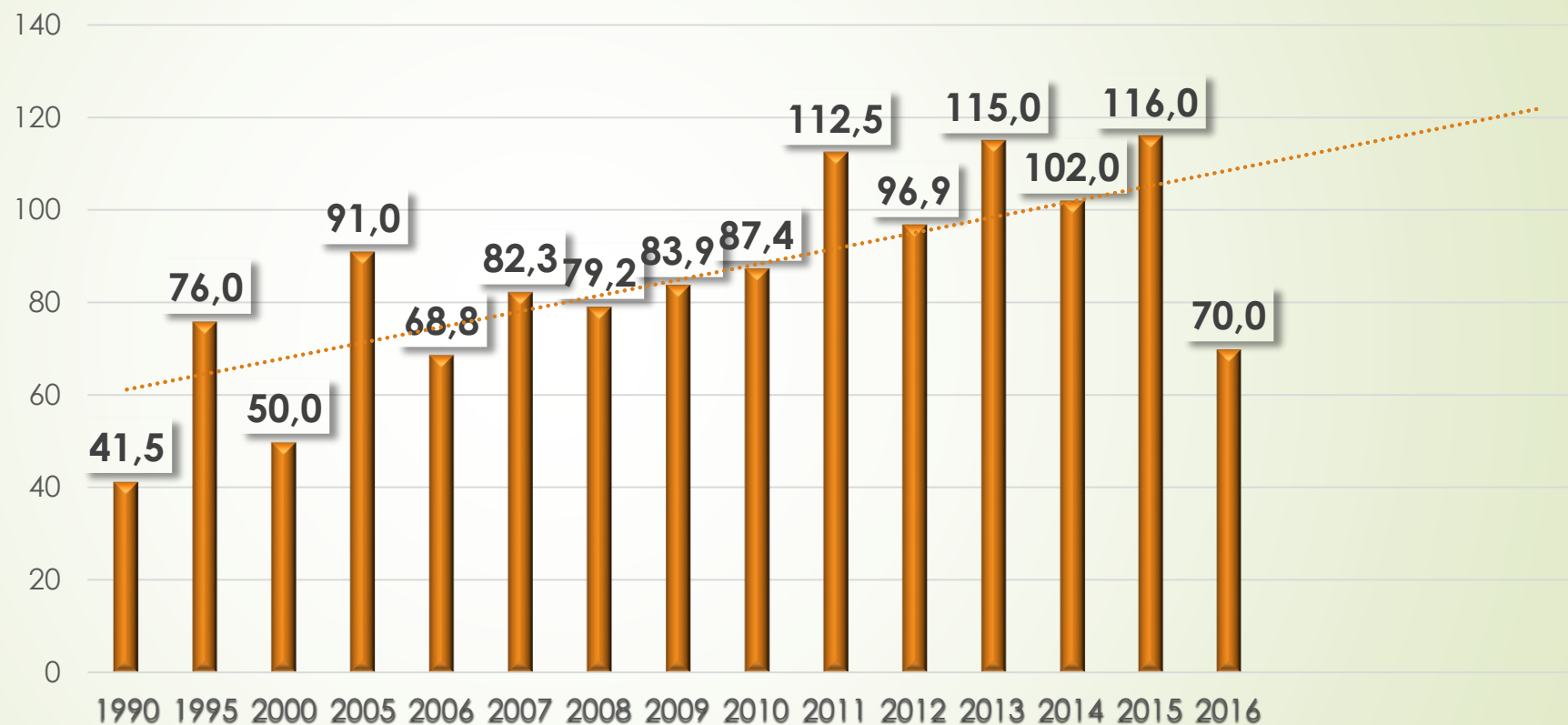
Walnuts are for 90% from «grans» («babushkas») and from small farmers.

Ukrainian walnuts are ecologically friendly – they are growing without pesticides and are of highest quality.



- The market “chain” of walnuts and nut kernels generates many workplaces, especially for depleted households and for woman. In every farmstead are growing several walnut trees. For countrymen walnuts are the «currency».
- Every week-end the countryman goes to the market and sells the kilogramm of walnuts, to buy other products. The demand for walnuts is permanent.
- **That’s because for countrymen it’s the only cost-efficient source of income.**
- **The development of nut sphere in Ukraine has great social effect.**

Ukraine is high volume exporter of walnuts, not having by this the “industrial walnut gardens”. The new 6000 Ga of gardens aren't crop in full volume.

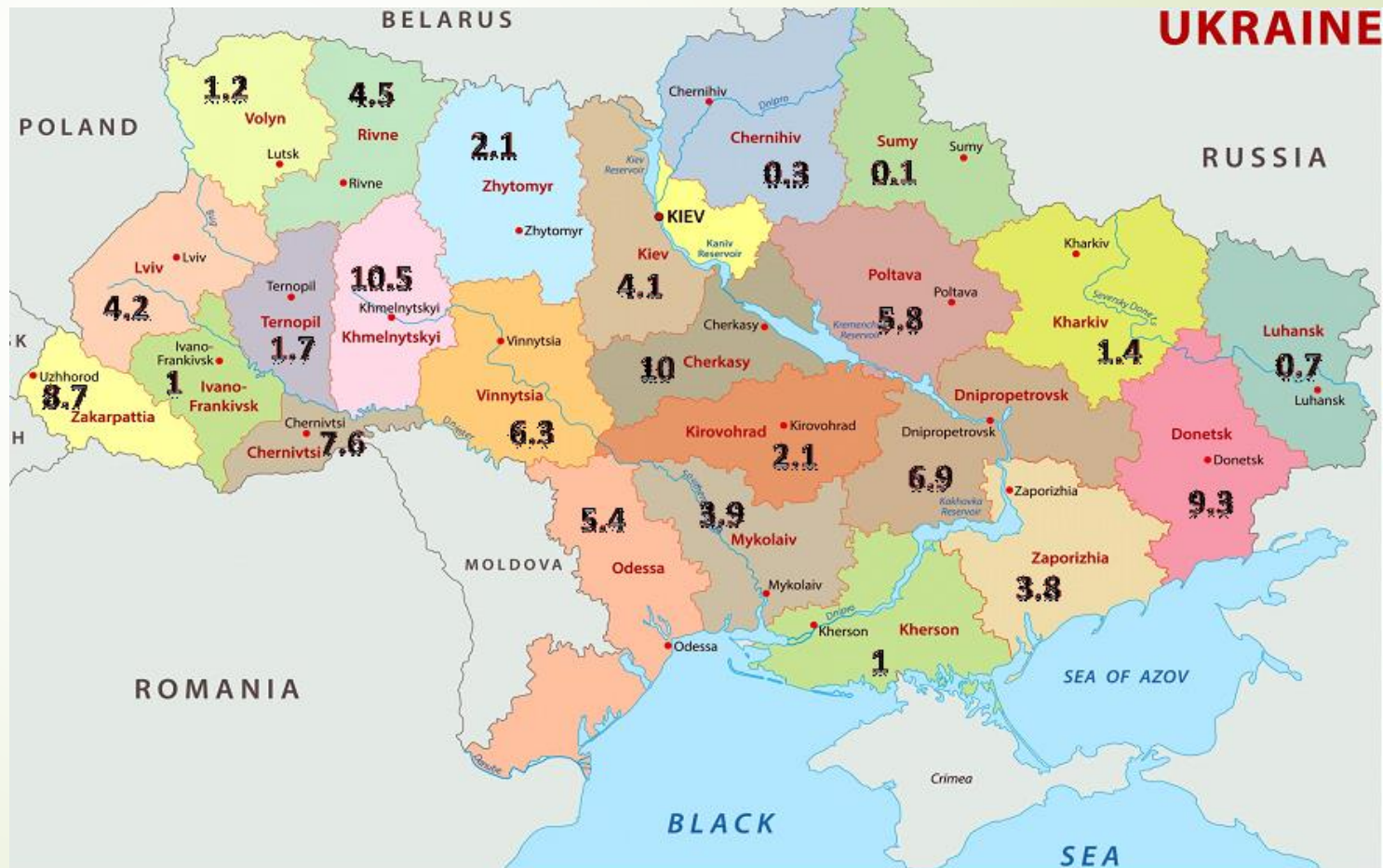


Dynamics of total yield of walnut crops in Ukraine in 1990-2017 years, thousand tons

Volume is estimated from **90** up to **125** thousand tones yearly.

Harvest season in Ukraine varies from year to year depending on weather condition.

Walnut Harvest by region, th. Tons



Chain of market player for walnuts.



Ukraine
citizens
(3 mln
families),
quantity 50-
100 kg



Small
wholesaler
(5000 men),
quantity
500kg- 1Ton



Merchant
wholesaler
(1000 men),
quantity
10-20 tons

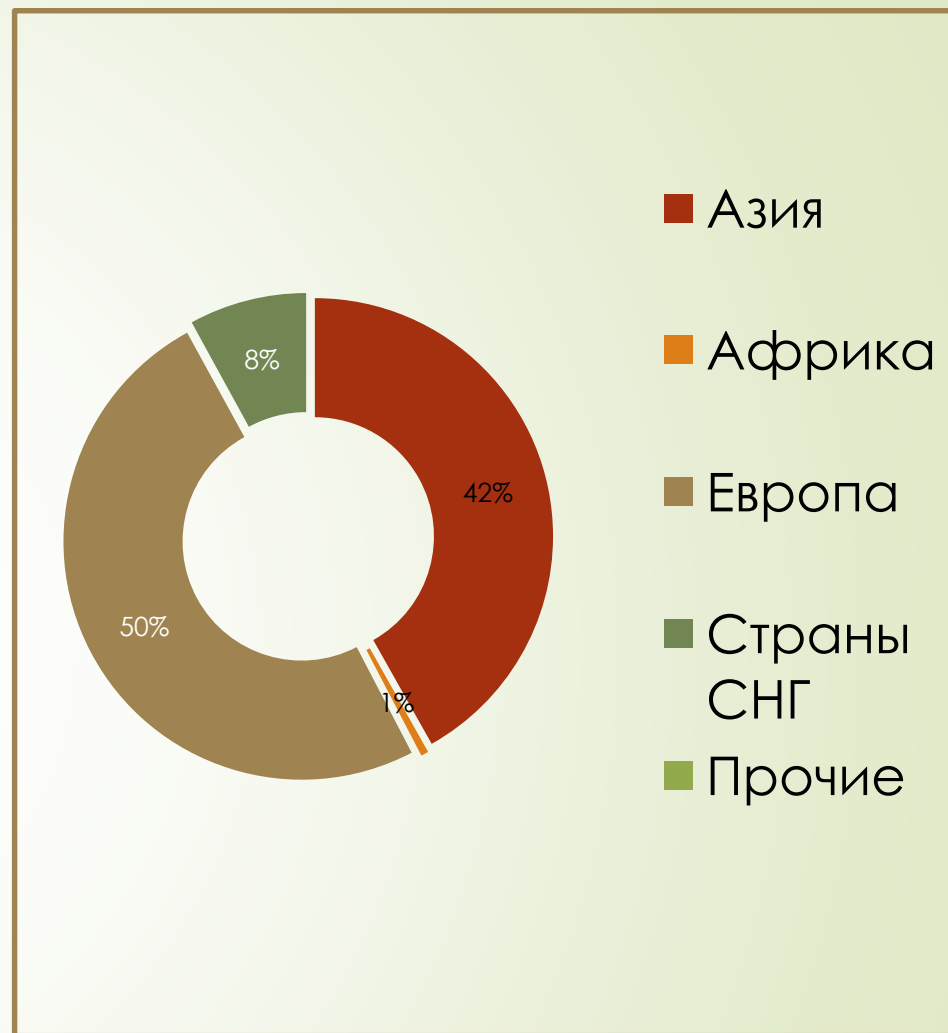


Producer
exporter
(50 Companies)
From 20 tons till
1000 tons




80% walnuts are exported.

- On external markets we develop our brand «Ukrainian nuts»
- We would like to inform each consumer about the unique character of Ukrainian walnuts. Namely, all the walnuts are grown up without pesticides and are in fact organic production, without mineral fertilizers and chemical treatment against diseases and pests!



Walnuts export structure from Ukraine to other regions



With purpose of the provision of people's food safety and control for production quality for domestic and foreign market, we created the new structure:

State Ukrainian service for safety of foods and consumer's protection

united several regulatory agencies (the State Veterinary and Phytosanitary Service, a service consumer, agricultural and price inspection, sanitary-epidemiological service

Requirements for quality of production by export to EU.

Export from Ukraine to EU (this is key market for Ukraine), must meet a variety of requirements – from the whole food safety till control of food pollutants. Each of regulatory requirements foresees meeting variety of regulations and guidelines of EU. One of key requirements of EU is traceability.

- **The following requirements are raising to edible fruits and walnuts are :**
- 1. Control of food pollutants
- 2. Control of pesticide vestiges in plant food products, intended for people's consumption
- 3. Traceability, accordance and responsibility in food and feed
- 4. Marking of food products
- 5. Control of plants health
- 6. Marketing standards for seeds and planting material
- 7. Control of non-animal based food health
- All these questions are disallowed, if walnut exporter delivers to EU the production of manufacturers, who adopted HACCP system.

Legislation in standardization and quality control of walnuts.

International standards

UNECE STANDARD DDP-02 WALNUT KERNELS

concerning the marketing and commercial quality control of

UNECE STANDARD DDP-01 INSHELL WALNUTS

concerning the marketing and commercial quality control of

Date of activation: 01.10.2008

National standards

At moment, the actual standards for walnuts and nut kernels on Ukrainian territory:

- **ГОСТ 16832-71 (Walnuts. Technical conditions)**
- **ГОСТ 16833-71 (walnut kernels. Technical conditions)**



HACCP

From 2017 the big business has to provide HACCP system, and till 2019 – all subjects of economic activity must have this.

Till 2019 Ukraine has to join the European model of food product quality control.

Ukrainian nut association

PROBLEMS, RESTRAINING DEVELOPMENT OF THIS area:

- Not proper volumes of growing vaccinated garden material;
- Absence system of the preferential lending, investigations and state support;
- Not proper level of selection work and scientific research;
- Not proper quantity of production capacities for processing walnut after harvest.
- Low informational activity, directed for positive image of Ukrainian walnut in the world.



Ukrainian nut association

WAYS OF DEVELOPMENT AND SOLVING THE PROBLEMS

Actions of organization-economical character for development of walnut goods production in Ukraine, namely:

- development of new legislation acts, especially, Ukrainian laws „ About walnut production ”, “ About gardening ”, “About growing of permanent plants”.

- Implementation till standards and rules of EU and world standards of particular provisions of active legislation and legal and regulatory acts, which are regulating the activity of subjects of business activity in walnut production.

- development of agricultural cooperatives for joining together efforts of small walnut producers;

Ukrainian walnut association

➤ We hope to Involvement of experts to favour the integration of Ukraine in world economic space, its formation as the full participant of the international economic relations:

- For the analysis of nut branch of Ukraine
- For improvement of processing and export of nuts taking into account current trends of the world markets.
- Training in industrial nut gardens of Europe.
- Training at the industrial processing enterprises of Europe
- Preparation by means of experts of investment projects who will allow to the government to look for financing possibilities
- Expansion of knowledge of collecting, production, processing, marketing, distribution and tendency of consumption of nuts.
- Introduction of the New European quality standards and terms of trade.

Development of the uniform standard marketing program for work in the markets of Europe.



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**We thank to organizers of seminar and personally
Mrs. Liliana for invitation and attention to the
newcomer Ukrainian walnut business.**

We invite you to joint projects.

We invite you to Ukraine.