

Coming in the Feb. 13 edition of the Kyiv Post

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20th Year

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KyivPost

vol. 20, issue 6 INDEPENDENCE. COMMUNITY. TRUST www.kyivpost.com February 6, 2015

West Pleads With Bully



Residents of Debaltseve are evacuated on Feb. 3 to escape the renewed military offensive by Kremlin-backed fighters in the Donetsk Oblast city. (Anastasia Vlasova)

Kerry, Merkel Hollande come to Kyiv to find peace; Putin meeting today

BY OKSANA GRYTSENKO
GRYTSENKO@KYIVPOST.COM

Ukraine's future could be decided in the next few days, but not on Ukrainian soil.

As heavy snow descended on Kyiv on Feb. 5, U.S. Secretary of State John Kerry, German Chancellor Angela Merkel and French President Francois Hollande came for urgent talks with the country's leaders.

The next day, Merkel and Hollande were to head to Moscow to make one more attempt to persuade Russian President Vladimir Putin to stop the carnage in eastern Ukraine, offering him their new peace plan.

Depending on the outcome of their talks with Putin, U.S. President Barack Obama could reassess his longstanding refusal to supply Ukraine with lethal defensive weapons, Kerry told journalists in Kyiv.

"We are not interested in a proxy war. Our objective is to change Russia's behavior," Kerry said.

He also disclosed that Putin had given Merkel and Hollande a new set of proposals on Ukraine.

"But only this afternoon was it announced that they were going to make some kind of a counter-proposal, and we have not yet thoroughly reviewed that with them," Kerry said. "All of this is a part of the consolidated effort to see if we could put a little bit more meat on the bones of a legitimate initiative that could bring about de-escalation of this situation."

Merkel and Hollande remained tight-lipped, cancelling a previously announced public statement after their meeting with Ukrainian President Petro Poroshenko.

But before leaving for Kyiv, Hollande pleased Russia by talking about the undesirability of Ukraine's accession to NATO. "Together with Angela Merkel we have decided to take a new initiative," Hollande said. "We will make a new proposal to solve the conflict which will be based on Ukraine's territorial integrity." →2

Residents flee for their lives amid bombardment

BY MAXIM TUCKER
TUCKER@KYIVPOST.COM

ARTYOMOVSK, Ukraine – Vladimir stands smoking a cigarette outside a large Soviet-era dormitory in the wine-making city of Artyomovsk. The building is now home to him, his family and some 300 other people who have fled in the face of an attack on

nearby Debaltseve by Russian-backed separatists.

"Why am I here? You should go to Debaltseve and see what is happening," he said. "There's nothing left. We came here with the whole family, so now we live, four adults and one child, in one room. We have one bag – the only things we could take with us."

Despite calls by the Organization for Security and Cooperation in Europe for a three-day ceasefire and the announcement of fresh peace talks in Moscow for Feb 6., Russian-backed separatists were showing no mercy on Feb. 5 to beleaguered inhabitants of Debaltseve, a strategic railway town of 25,000 people held by Ukrainian troops, surrounded by hostile forces

but for a single fiercely contested supply road.

While Ukraine has been pouring reinforcements into the fields around the embattled city to prevent complete encirclement by the Russian-backed militias, it was clear by Feb. 5 that Ukrainian forces had lost control of the neighboring village of Vuhlehirsk. Some 10 kilometers west of →11

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CURRENCY WATCH
Hr 17.24 to \$1
Feb. 5 market rate



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Головний редактор Брайан Боннер

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Реєстраційне свідоцтво

Кв № 15261-3833ПР від 19.06.09.

Передплатний індекс ДП Преса 40528

Надруковано ТОВ "Новий друк",

02660, Київ, вулиця Магнітогорська, 1,

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Western leaders come to Kyiv with no details about latest peace plan

→1 The German newspaper Süddeutsche Zeitung reported, based on its sources, that the Merkel-Hollande plan will be based on September's Minsk agreement with self-governance in the eastern Donbas territory controlled by Russian-backed separatists. "The essence of the proposal is to arrange an immediate cease-fire and to allow the separatists in eastern Ukraine broad autonomy in an area that is larger than previously agreed," the newspaper reported.

Kerry also repeatedly mentioned the Minsk deal as a crucial part of a new peace plan. He said both sides will have to pull out heavy artillery and that Russia will have to remove its troops and restore Ukraine's sovereignty. He also said both sides will have to release hostages and Ukraine will need to follow up with constitutional reform and pass a law granting autonomy to the separatists.

"President Poroshenko this morning in my conversation with him pointed out that he is committed to supporting the special status law, which is currently on the box, which provides great



From left, German Chancellor Angela Merkel, Ukrainian President Petro Poroshenko and French President Francois Hollande meet in Kyiv on Feb. 5. (Volodymyr Petrov)

er economic, municipal and political rights to the Donbas," Kerry said. He added that Ukraine would be ready to have new elections in Donbas.

Kerry also claimed that Ukraine's

Western allies would not agree to a deal with Putin "at the expense of the sovereignty of Ukraine or its independence."

But many in Ukraine will not accept

the plan to offer powers to people they consider to be terrorists. Poroshenko was criticized for his law that was offering special status to parts of Donetsk and Luhansk oblasts. In November, following the unrecognized elections in the separatist republics, Poroshenko canceled this law.

Prime Minister Arseniy Yatseniuk was skeptical "We had a deal in Minsk, and there are fingerprints of President Putin on this deal. To have a new deal not executing the previous one seems to me a trap," he said.

Experts see a last-ditch attempt to persuade Putin to end the war, which has helped plunge Russia's economy into recession. More severe economic sanctions and weapons delivery to Ukraine may happen if Putin rejects this Western overture.

"The message to Putin is clear. The pressure on the U.S. now to arm Ukraine is overwhelming, so unless you want us to go down this path, which would massively increase the costs to you, pull back from the brink now," said Timothy Ash, a London-based analyst on Ukraine.

Reform Watch

Editor's Note: The Kyiv Post will be tracking the progress made by Ukraine's post-EuroMaidan Revolution leaders in making deep structural changes in the public interest. The Reform Watch project is supported by the International Renaissance Foundation. Content is independent of the financial donor.

1 Security & Defense
Parliament recognized the jurisdiction of the International Criminal Court over war crimes and crimes against humanity committed by Russian and separatists forces on Feb. 4. The legislation did not extend to allegations of war crimes by Ukrainian forces. Lawmakers also reduced the number of police agencies by combining several departments.

Women aged from 20 to 50 can be called up for military service, according to Vladyslav Seleznirov, a spokesperson for the general staff of Ukraine's army forces. Those who volunteer to serve and have military backgrounds will get drafted first. They will serve in medical, logistics and communications units. In 2014, some 100 women were drafted

2 Energy
State-owned energy giant Naftogaz Ukraine and its subsidiaries will face an audit by Deloitte this year. The Energy Ministry advanced plans to reorganize the money-losing giant by splitting it into production, transportation and storage divisions, as required by the European Union and International Monetary Fund. It will be considered in parliament next week.

3 Rule of law
Parliament asked the Constitutional Court to rule on ending judges' and lawmakers' immunity from prosecution. If approved, lawmakers will vote on a bill. Speaker Volodymyr Groysman said that the aim is to remove immunity in

September. Lawmakers also approved the arrest of judges Rodion Kireyev, who in 2011 unlawfully sentenced former Prime Minister Yuliya Tymoshenko to seven years in prison, Andriy Rudiak, who is suspected of murder and Mykola Bolotin, who is accused of accepting a \$5,000 bribe. A draft law passed adds deposed President Viktor Yanukovich to the list of officials who can be investigated by the Anti-Corruption Bureau and bans former law enforcement officers from applying for work in the bureau. Salaries for the bureau were also set: \$3,700 for the chief and \$1,400-\$1,600 for detectives. Those detectives will have powers to arrest and seize property.

4 Public Administration
Parliament approved two bills aimed at decentralization. One

enables local communities to establish unions and advise to local governments. The other one gives the right to local councils and state administrations to establish agencies of regional development and boost cooperation with the European Union.

5 Land/Agriculture
President Petro Poroshenko signed into law a measure to stimulate agriculture. It removes restrictions on the production capacity of cattle-breeding farms and complexes; owners can have their expenses for construction and renovation partially reimbursed.

By Anastasia Forina

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One year on, Yanukovich and his top aides escape justice for alleged crimes

BY OLEG SUKHOV
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When Prosecutor General Vitaly Yarema delivers a report at the Verkhovna Rada on Feb. 6, it's unlikely to get a standing ovation. One of the reasons is that his agency is making little progress in criminal investigations against officials linked to deposed President Viktor Yanukovich.

It is not clear, however, whether there will be a majority in the Verkhovna Rada in favor of dismissing him.

Not a single corruption case against Yanukovich's team has yet been submitted to a court almost one year after his downfall on Feb. 22, 2014, and only two police officers accused of killing EuroMaidan demonstrators are facing court hearings as suspects.

"The Prosecutor General's Office has demonstrated inaction, as well as inability and a lack of political will to prosecute ex-government officials, let alone to investigate some heavyweights in the new government," Daryna Kalenyuk, head of the Anti-Corruption Action Center, a think tank, said.

Yarema and his supporters deny the charges, claiming that the Prosecutor General's Office is actively investigating the high-profile cases.

The prosecutor general met with lawmakers from the bloc of President Petro Poroshenko on Feb. 2 to persuade them not to support his dismissal and achieved his purpose, the

Novoye Vremya magazine reported on Feb. 4, citing sources at the parliament.

Yury Lutsenko, head of the Poroshenko Bloc's faction, defended the prosecutor on Feb. 3. "Apparently Yarema has put forward arguments in favor of his staying in office," he said. "Being an objective person, I can say that the prosecutor's office has taken very serious steps in recent months, and we're hearing about high-profile cases and right actions."

Serhiy Kaplin, a lawmaker on the Poroshenko Bloc's list, said on Feb. 4 that the number of signatures in favor of a motion to put Yarema's dismissal on the agenda was below the 150 needed to initiate the proceedings.

On the day when Yarema met with Poroshenko Bloc parliamentarians, Verkhovna Rada Speaker Volodymyr Groysman said that 10 lawmakers had revoked their signatures, though Boryslav Bereza, a member of the Verkhovna Rada, denied it the following day.

Yegor Sobolev, a parliamentarian on the Samopomich party's list, said on Feb. 4 that 132 signatures had been collected so far, excluding those that had been revoked.

Though the motion was supported by most of Samopomich and the Radical Party, only a minority of Batkivshchyna, People's Front and Poroshenko Bloc lawmakers have signed it, Sobolev said by phone.

"There's a lack of political courage," Serhiy Leshchenko, a lawmaker on the

Poroshenko Bloc's list who is in favor of firing Yarema, told the Kyiv Post. "They don't want to be at odds with the president's line."

Yarema has recently stepped up his activities in an apparent effort to avoid being dismissed, Sobolev said.

In December the Prosecutor General's Office brought corruption charges against former Prosecutor General Viktor Pshonka, his son Artyom Pshonka, former presidential Deputy Chief of Staff Andriy Portnov, former presidential Chief of Staff Andrei Klyuyev and Yury Ivanyushchenko, a former parliamentarian and alleged mafia boss.

Moreover, in January Yanukovich, former Prime Minister Mykola Azarov, former Finance Minister Yury Kolobov and Georgiy Dzekon, CEO of telecommunications monopoly Ukrtelecom, were put on Interpol's wanted list.

Later Kyiv's Pechersky court issued arrest warrants in absentia for Yanukovich, Azarov, Kolobov and former Revenue and Tax Minister Oleksandr Klymenko.

But so far, no charges have been brought against former Justice Minister Olena Lukash, Mykola Azarov's son Oleksiy Azarov, former Education and Science Minister Dmytro Tabachnik, Yanukovich's son Viktor, Klyuyev's brother Serhiy and Party of Regions heavyweight Oleksandr Yefremov. Former presidential advisor Ihor Kalinin, former presidential Chief of Staff Serhiy Lyovochkin and → 11

Status of cases against Yanukovich and his allies

Name, position	Status of investigation
Former President Viktor Yanukovich	Charged in February in Mайдan murders case and in September for corruption, wanted by Interpol since January 2015, an arrest warrant issued in January 2015
Former Interior Minister Vitaly Zakharchenko	Charged in February in Mайдan murders case and in September for corruption
Yanukovich's son Oleksandr	Charged for corruption in March and December
Former Security Service head Oleksandr Yakymenko	Charged in March in Mайдan murders case
Businessman Serhiy Kurchenko	Charged in March for corruption
Former Energy Minister Eduard Stavitsky	Charged in March for corruption
Former Deputy Interior Minister Viktor Ratushnyak	Charged in Mайдan murders case in March
Former Agriculture and Food Minister Mykola Prisyazhnyuk	Charged in March for corruption
Former presidential Chief of Staff Andrei Klyuyev	Charged in Mайдan murders case in April and in December for corruption
Former Prosecutor General Viktor Pshonka	Charged in May in Mайдan murders case and in December for corruption
Former Deputy Prime Minister Serhiy Arbuzov	Charged in May for corruption
Former Finance Minister Yury Kolobov	Charged in September for corruption, wanted by Interpol since January 2015, an arrest warrant issued in January 2015
Former Prime Minister Mykola Azarov	Charged in September for corruption, wanted by Interpol since January 2015, arrest warrant issued in January 2015
Former Healthcare Minister Raisa Bogatyryova	Charged in October for corruption
Former Ukrtelecom CEO Georgiy Dzekon	Charged in October for corruption, wanted by Interpol since January 2015
Former Revenue and Tax Minister Oleksandr Klymenko	Charged for corruption in December, arrest warrant issued in January 2015
Pshonka's son Artyom	Charged in December for corruption
Yury Ivanyushchenko , a former parliamentarian and suspected mafia boss	Charged in December for corruption
Former presidential Deputy Chief of Staff Andriy Portnov	Charged in December for corruption

Source: Kyiv Post

Advertisement



Leaders Talk: "You can be flexible to the environment, but you can't be flexible to your principles"



SERGEY IZDEBSKY
Regional Director,
AECOM Ukraine

Could you please introduce yourself and provide a short overview of your company?

I am proud to represent and manage the local entity of AECOM, the biggest international engineering company in the world. Currently AECOM is present in more than 150 countries, and over 100,000 people work for AECOM across all 6 continents, including Antarctica.

The company is ranked as the number 1 international design firm and has been operating in Ukraine for 10 years already. Among our clients are: Park Avenue, Opera Hotel, Ocean Plaza and Pfizer.

AECOM is ranked #1 in Engineering News-Record's 2013 Top 500 Design Firms' rankings. Could you please share the main steps for this success?

It's due to the way AECOM has operated from the very beginning. The company is already 25 years old and has grown rapidly for the whole period of its existence. More than 100 companies merged with AECOM during this period.

Our latest well-known acquisition, which was closed last year, was the one with URS (a leading provider of engineering, construction, and technical services for public agencies and private sector companies around the world), forming probably the biggest merger in the engineering industry.

Moving forward, the main steps for securing success are as follows: ambitious targets, principles and our vision for growing the mechanism organically.

How do social, economic, environmental, technological, legal and political environments impact your business?

I wouldn't say they impacted, but more simply — they are the environment in which we operate. Whether we like them not, we always follow laws and work hard to adapt well, because compliance and ethics is one of our core values.

And I consider it be a rather realistic view than optimistic. Nothing can change our will to achieve success, to serve our clients in the best way and I really believe that our existence here for 10 years proves that any market conditions are workable for the business. The target of our leaders is to lead your team and your business through challenges. But you need to remember one thing: "You can be flexible to the environment, but you can't be flexible to your principles".

How can you compare the latest trading figures to the same period last year? What do you attribute the upturn/downturn?

I would attribute them for the upturn. For example, if to compare the trading figures in gross revenues, we see that in 2013 it was — \$2,613 and in 2014 — \$2,637 accordingly. Whereas, EPS (excluding acquisition expenses) in 2013 was \$0.77 and \$0.79 in 2014. We were also positive in regards cash flow.

If you look ahead five years, how do you see the future of AECOM in Ukraine?

I believe that Ukraine's market will grow. And we are going to follow the market.

What has been the most important management lesson you have learned?

One of the most important things that I have learned in life is that nothing is impossible. Whatever you do, you should do you best and never compromise your principles. If you are committed to what you do, if your clients are satisfied, and work is delivered in its best way, it will be rewarded.

Always act fairly and serve your clients in the best possible way and think of innovations you can introduce into your services. And do them.

If you are committed to what you do, if your clients are satisfied, and work is delivered in its best way, it will be rewarded.

What is does the word "leader" mean to you? Who do you most admire as a business leader and why?

A leader is a person who has a clear vision of his goals and who is committed to success, believes in his team and shares the same principles as his employees.

What I admire the most as a business leader — to lead the team, with whom we share our common vision and to bring something useful, to open some new prospects, and to add value in whatever you do. That is really inspiring.

What inspires you? Do you have a kind of a 'dream' project?

Leaders never stop. A new goal opens new horizons. Every project can be a "dream pro-

ject if it is useful", if you learn lessons from it and if you develop yourself.

However, if to talk about my next goal — it is to bring my team to the next level and develop wider cooperation with my AECOM colleagues for regional projects. What's already good is that AECOM is quite mobile; we travel as it is essential to share expertise. And our priority for the nearest future is to participate in the delivery of projects to other European countries.

What do you consider to be the core values of your organization?

1. People (we believe in them and they make our success)
2. Clients (best industry standards)
3. Excellence (be the best in everything we do)
4. Integrity (act in ethical, compliant and professional way)
5. Safety (as we are working in a high risk industry, we always have to think of it)
6. Innovation (3D design)

AECOM works with clients in more than 150 countries. How do you manage to cooperate with each other?

Generally, we work as one team, sharing the same values. We use BIM (building information management), thus, employees in all countries where AECOM has a presence, have access to all the projects on one server. It helps us a lot to work with distance teams.

The best architects can work in one office and serve for different projects. Distance doesn't exist anymore.

Editorial

Don't sell out Ukraine

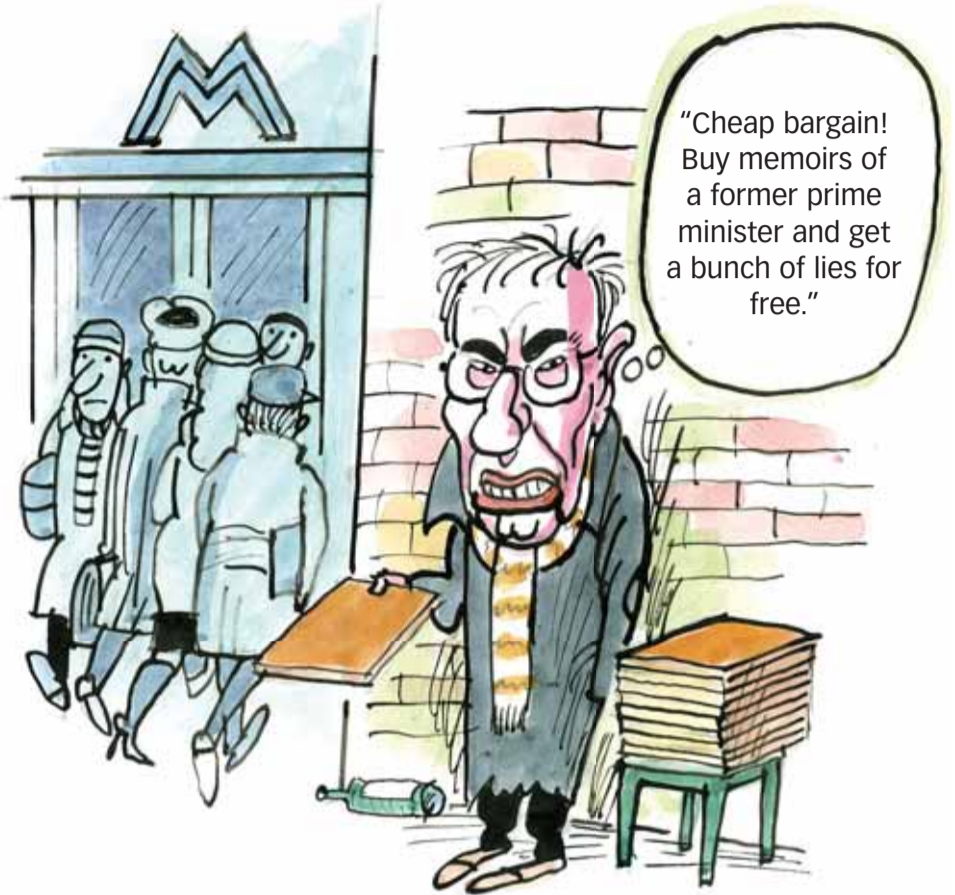
We don't know what is in the letter that Russian President Vladimir Putin reportedly sent to German Chancellor Angela Merkel and French President Francois Hollande. It reportedly contains the Russian dictator's new plan for peace. Whatever it is, Merkel and Hollande either found it so encouraging or discouraging that they hopped a plane to Kyiv on Feb. 5, spent the night and are flying to Moscow on Feb. 6 to meet with the nuclear-armed warlord and offer their peace plan. We hope they don't sell out Ukraine.

Maybe they are trying to head off escalation of Russia's war by warning Putin of dire consequences if he doesn't stop trying to destroy Ukraine. Maybe they pleaded with U.S. Secretary of State John Kerry in Kyiv not to let President Barack Obama supply Ukraine with lethal defensive weapons, fearing a deeper invasion by Russia and the ensuing bloodbath.

But, judging from Putin's rhetoric and disrespect for Ukraine as a nation, we can imagine that his latest "peace proposal" includes details that would not be acceptable to most Ukrainians. Putin's separatists have been steadily expanding their territory in the eastern Donbas. Putin insists that his proxies deserve autonomy and a seat at the bargaining table with President Petro Poroshenko. Putin's fighters, instead, are guilty of terrorism and war crimes.

The West remains torn about whether to supply Ukraine with lethal defensive weapons. We are in the camp that says Ukraine deserves to defend itself militarily within its own borders. If national sovereignty and territorial integrity are to mean anything, Western nations need to live up to their commitments to help Ukraine financially and militarily. They also need to slap heavier economic sanctions on Russia. Nearly a year after Russia invaded and seized Crimea, the West talks peace, but Putin is not listening.

NEWS ITEM: Former Ukrainian Prime Minister Mykola Azarov presented his book "Ukraine at the Crossroads" in Moscow on Feb. 4. Azarov fled to Russia after the EuroMaidan Revolution, which, he writes in the book, was a coup organized by Poland, the United States and Ukrainian oligarchs.



VOX populi

WITH YULIANA ROMANYSHYN



Starting March 1, Russians will need international passports to travel to Ukraine. Will this help stop Russia's war?



Olga Tkachenko, retiree
"This is totally wrong, because families won't be able to communicate. My daughter-in-law lives in Russia, and most likely she does not even have an international passport. There must be other ways, but I don't know what they are."

know what. The government has to decide."



Dai Wada, risk manager
"It's not going to help. You need to get rid of the U.S., NATO, European Union and (President Petro) Poroshenko. The EU doesn't have money, except Germany, but they don't want to give it to you. Ukraine is going to be like Belarus in a few weeks because of the hryvnia going down. People really need to wake up. The country is pretty much bankrupt. I see people who make Hr 2,000-3,000 per month with the latest iPhones. People need to stop buying things."



Oksana Mazurkevych, lawyer
"I think this is the right step at the moment. The passport control will help to block entrance for people with hidden motives. We use international passport to travel abroad. Why should it be different for Russians?"

have money, except Germany, but they don't want to give it to you. Ukraine is going to be like Belarus in a few weeks because of the hryvnia going down. People really need to wake up. The country is pretty much bankrupt. I see people who make Hr 2,000-3,000 per month with the latest iPhones. People need to stop buying things."



Maksym Nazarenko, student
"Maybe it will help a bit. But I guess the people who will apply for an international passport to go to Ukraine won't be the ones coming to fight. I believe that even the further steps, like visa or entry ban, won't change the situation for better."



Iryna Figurskaya, retiree
"It will help protect us from Russia a bit. But Russians will still be able to send weapons. Something else should be done, but I don't

be the ones coming to fight. I believe that even the further steps, like visa or entry ban, won't change the situation for better."



NEWS ITEM: On Feb. 2 Oleksandr Sin, mayor of Zaporizhzhya, announced through his Facebook page that he was taking a one-month vacation to go to the Donbas - presumably, to fight separatists. The local state prosecutor has been trying to subpoena Sin as a witness in three criminal cases, but failed to reach him.



NEWS ITEM: Speaking at a news conference on Feb. 3, Kremlin-backed separatist leader Oleksandr Zakharchenko called the current rulers of Ukraine "the pathetic representatives of the Jewish people." While making such anti-Semitic statements, Zakharchenko also calls Kyiv leaders "Nazis."

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Ukraine's best promoters on world stage in 2014

Editor's Note: Kyiv Post chief editor Brian Bonner was among 45 Ukrainian and foreign experts asked by the Institute of World Policy in Kyiv to rank Ukraine's 10 most influential promoters in 2014. The entire report and list of experts polled can be found at https://www.dropbox.com/s/ra3j52ktkheqj1/Lobbist_top10_2014.pdf?dl=0. The Institute of World Policy's website is at <http://iwp.org.ua/eng/>.

The Institute of World Policy presents the seventh annual ranking of the top 10 promoters of Ukraine. The rating is done by Ukrainian and foreign experts. In 2014, eight out of the top 10 names appeared for the first time. Only two have remained in the list since the last rating: Lithuanian President Dalia Grybauskaitė and ex-Swedish Foreign Minister Carl Bildt. The regular winners — the boxing Klitschko brothers, ex-Polish President Aleksander Kwasniewski, billionaire Victor Pinchuk and ex-European Union commissioner Stefan Fuele — did not make this year's top 10, although the formal evaluation criteria remained unchanged:

- continuous involvement in Ukraine-related issues on the international level;
- promotion of Ukraine from an international rostrum at international conferences, on the pages of the foreign press, etc; and
- constant promotion of European integration of Ukraine.

However, due to Russia's annexation of Crimea and war in the Donbas, another informal criterion has emerged: public assertion of Ukraine's position in the international arena. This criterion has become a decisive one in the expert poll held traditionally in the form of assessment on a 1 to 10 point scale. The winner is Grybauskaitė, who declared her position in a clear and loud way.

This year's rating is also unique, as it does not include any representative of Poland, a traditional lobbyist of Ukraine, for the first time. Instead, it introduces representatives of the United States and, in particular, two senators — Republican John McCain and Democrat Robert Menendez. In our opinion, the presence of German Chancellor Angela Merkel is also understandable.

Symptomatically, the only citizen of Ukraine in the rating is President Petro Poroshenko. The majority of voices in his favor came from foreign experts interviewed by the Institute of World Policy.

Also, for the first time, our rating features billionaire philanthropist George Soros and historian Timothy Snyder, who has been setting the pace in the confrontation with Russia on the international intellectual front.

Fortunately, the list of international Ukrainophiles consistently advocating Ukraine's interests is not limited by this list of 10 winners. The experts named 93 persons who should be included into Ukraine's "International 100."

If we allowed voting not only for certain persons, the winner would be the conscious Ukrainian sacrificing his or her well-being, comfort and even life to do everything possible to break the world's perception of Ukraine as "a small Russia" and win the leading part in determining the future of Ukraine's 45 million people.



Dalia Grybauskaitė,
President of Lithuania

1 While the Euromaidan Revolution became a symbol of Ukrainians' fight for dignity, Dalia Grybauskaitė has become a symbol of advocating their dignity on the international stage. There is a huge difference between the global community cutting down Russia to its size and tiny Lithuania doing the same. Thanks to Grybauskaitė, Lithuania showed that the dependence on Russian gas is not a geopolitical sentence; neither are established trading relations with Russia, despite the fact that, according to some estimates, Lithuania may be the most affected per capita by anti-Russian sanctions among European Union nations. Her statements always correspond with what the Ukrainians expect to hear. The EU sanctions? Important, but late and inadequate. Military assistance? Lithuania is ready to provide it. Russian air force flying around the Baltic states? This is a demonstration of stupidity, not power. The meeting with Putin? There is nothing to talk until Russia changes its policy, as they currently behave like terrorists.



Carl Bildt,
Minister of Foreign Affairs of Sweden (2006-2014), a member of the supervisory board of the Institute of World Policy

2 It is not the first appearance of Carl Bildt in the top 10 of Ukraine's promoters rating. The experts have been appreciating his efforts in supporting Ukraine for a long time. However, he never reached as high as this year's second place. Eight years of Bildt's leadership as Swedish foreign minister were marked by the dramatic increase of Stockholm's attention to Ukrainian issues. To large extent, the shift in Swedish elite's priorities towards Ukraine could be explained primarily by Bildt's influence and concern. Sweden is now considered one of the three traditional European allies of Ukraine, alongside with Poland and Lithuania. Bildt is a vivid personality, quite frank for a diplomat. He is also a star of digital diplomacy. His tweets on Ukraine had broader public resonance than the longest "deeply concerned" statements on behalf of the whole European Union. Although Bildt had left the government last year, Ukraine will remain in his sight as he has become a member of the supervisory board of the institute's research center.



John McCain,
U.S. senator, Republican Party presidential candidate in 2008.

3 The Euromaidan Revolution has given a second wind for U.S. Senator John McCain's struggle for freedom and democracy in the region. Taking into account the indistinct position of U.S. President Barack Obama, McCain embodies the role model of American's attitude towards Ukraine: unconditional towards any talks with Putin. In addition to visits, statements and lobbying relevant legislation in Congress, McCain is known for witty and popular reflections on Russia. Think, for instance, of his tweet on his regrets about the lost opportunity to spend his vacation in Siberia due to his status of persona non grata in Russia, or of his reference to Russia as a gas station masquerading as a country. The personality of McCain had a major impact on the development of the stereotype that only the Republicans are capable of defending Ukraine's interests and punishing Russia. However, the very presence of Democratic Senator Robert Menendez in our rating demonstrates that support for Ukraine in American is bipartisan.



Timothy Snyder,
Professor of History at Yale University

4 The appearance of Yale University professor and famous historian Timothy Snyder in the top five of our rating is a pleasant surprise. Only a year ago, Snyder, the author of several works on Ukrainian history, was mainly known within a narrow circle of historians and fans of historical literature. Meanwhile, his books and lectures were the major source of knowledge on Ukraine and Ukrainian history for lots of people in the West. With his outstanding narrator gift, Snyder had helped the Western public to discover the "new Ukraine," a great country with a long and tragic history. In his view, Ukrainian history is an integral part of the European one and Ukrainians are a typical European nation. His latest book, "Bloodlands: Europe Between Hitler and Stalin," was mainly devoted to Ukraine and became a bestseller translated into 12 languages. Many foreign ministers and politicians have referred to this book when reflecting on Ukrainian history during their conversations with Institute of World Policy experts.



Petro Poroshenko,
President of Ukraine

5 In 2014, Ukraine was at the forefront of the global agenda. Logically, its president was the focus of world attention. The presence of President Petro Poroshenko in the rating shows that observers estimate Poroshenko's efforts highly enough, as Ukrainian politicians had rarely made their way to the previous promoters' top ratings. The president, however, received the highest scores mainly from foreign experts. Western observers seem to be more impressed with Poroshenko's rational and calm approach than Ukrainians, who seek resolve and sometimes even radicalism. It is obvious that the president feels comfortable in foreign policy and that his previous role as foreign minister suited him well. He is accumulating all activities related to foreign policy within his administration, reducing the role of the Foreign Ministry to information support and the informal curator of the Minsk peace process. Poroshenko likes to emphasize his personal relations with the most influential foreign leaders.



Angela Merkel,
Chancellor of Germany

6 The stereotype of Angela Merkel as representing Russian President Vladimir Putin's interests in Europe was shattered. After Russia's annexation of Crimea and destabilization of the Donbas, Ukraine is facing a different Merkel, one who is unhappy with Russia's policies. The inclusion of Merkel into the top 10 illustrates that reassessment of her role in the Ukrainian crisis is under way. No other European leader worked harder in order to bring sanctions against Russia. She is key to maintaining those sanctions. None of Ukraine's international partners is able to inflict a harder strike against Putin than Germany. There is no other European leader capable of convincing Ukraine's leaders that unanimity and reforms are vital. Despite the insulting "Frau von Ribbentrop" reference, Merkel has made it clear that she is not going to bargain with Russia and that the world should prepare for a protracted conflict. While it sounds pessimistic, it is optimistic because any geopolitical bargain behind Ukraine's back in modern Molotov-Ribbentrop style is impossible.



George Soros,
Founder of the Open Society Foundation, international philanthropist

7 George Soros has been standing up for Ukraine for a long time. Yet this is his first appearance in the rating, which has been published for only seven years, while the famous philanthropist's activities started in the turbulent 1990s. Without a doubt, Soros would have been the rating's perennial leader, if it had existed 20 years before. He started supporting Ukrainian civil society when that term was still unknown in Ukraine when he established the International Renaissance Foundation in 1989. His energy at the age of 84 is envied. Soros visited Ukraine four times in the last year. When few foreigners believed that Ukraine would remain a sustainable project, Soros invested in its success. "I understood the importance of independent and democratic Ukraine. With a thriving Ukraine, imperialist Russia is impossible," he said in the 1990s. Today, this phrase sounds even more urgent. His article "Wake up, Europe," may be the starting point of a new era in relations between Ukraine and the European Union.



Joseph Biden,
Vice President of the United States

8 During 2014, U.S. Vice President Joe Biden served as a messenger between Washington and Kyiv, with three visits to Ukraine and numerous telephone talks with Ukrainian leaders. His first visit in April helped to legitimize the post-revolution authorities and served as a preventive warning that reforms had to start immediately, despite the war. In June, Biden showed up in the Verkhovna Rada during the inauguration of President Petro Poroshenko. Biden's involvement did not only have symbolic meaning. In Kyiv, he dispelled excessive expectations about U.S. aid, especially military assistance and obtaining the status of non-NATO ally. Ukrainians were more dissatisfied than satisfied with the Obama Administration, but Biden's delicate approach smoothed over the differences. 2015 will be extremely important for Biden, a potential contender to Hillary Clinton for the Democratic Party nomination in the 2016 presidential election. The Ukrainian factor in the debate might become a decent bonus at certain point.



Robert Menendez,
U.S. senator, member of the Democratic Party

9 Senator Robert Menendez is new not only to our list, but also to Ukrainian public discourse. As chairman of the U.S. Senate Committee on Foreign Affairs, Menendez had to take on Ukrainian issues seriously. The New Jersey senator's acquaintance with Ukraine started from a blank sheet. Perhaps, it was this unbiasedness that helped him understand the situation rapidly and accurately. We should also note the significant role of Ukrainian community in New Jersey, as the senator had numerous meetings with its representatives. In Kyiv, he displayed tangibly stronger rhetoric compared to the White House. Menendez urged the strengthening of sanctions against Russia and the supply of arms to Ukraine. Furthermore, he called Russia's actions an invasion. His refusal to employ the White House's euphemisms earned him respect. Menendez's argument is simple: if Russian aggression remains unpunished,

what would deter other states from seizing their neighbors' territories? Menendez authored the Ukraine Freedom Support Act adopted on Dec. 11, 2014 by the Senate. His recent statements indicate that he intends to maintain the momentum.



Stephen Harper,
Prime Minister of Canada

10 Perhaps Stephen Harper would not support Ukraine that actively if Canada did not have the world's largest Ukrainian diaspora community. The community slowly, but effectively, forced official Ottawa to respect its interests as an important electoral factor. Therefore, for Harper, supporting Ukraine is a matter not only of foreign policy, but also internal affairs. Canada was among the first states to suspend their military cooperation with Russia. Moreover, Canada has been more decisive in applying sanctions against the Russian establishment. Finally, the extent of Canadian aid for Ukraine is also exemplary. The frankness of Harper's communication with Russian President Vladimir Putin is noted: While shaking hands with Putin at the G20 summit in Australia, Harper asked Putin to "get out of Ukraine." Perhaps the government of Canada has decided to redeem itself for insufficient cooperation with Ukraine in the last decade. Despite this, many Ukrainians still have special feelings towards Canada.



World in Ukraine

Editor's Note: World in Ukraine takes a look at Ukraine's bilateral relations with different nations. To sponsor this news feature, please contact the Kyiv Post's sales team at advertising@kyivpost.com or call 591-7788.

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Danish ambassador: Nation does 'utmost' to assist Ukrainians

BY OLENA GORDIENKO
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Denmark, a prosperous yet small Scandinavian nation, has a big spot in its heart for Ukraine.

The Danish government has spent \$118 million to help Ukraine's democratic development in the last five years. It also spent \$2.8 million in crisis aid in 2014, including funds for the Organization for Security and Cooperation in Europe's monitoring mission, humanitarian assistance to the Red Cross and reform support.

Denmark's Foreign Minister Martin Lidegaard visited Ukraine six times over the last 10 months, more often than any other country.

"We are doing our utmost," said Danish Ambassador to Ukraine Merete Juhl. "We are trying to make a difference here with our experience and proximity of our countries."

The Danish Embassy, which is also responsible for relations with ex-Soviet republics Georgia and Armenia, currently employs 22 staff members, large by Danish standards.

Moreover, the nation has invested some \$1.1 billion in Ukraine since 1991 and is represented by 150 companies here.

Denmark has a comparatively generous policy of spending 0.7 percent of its gross domestic product on foreign aid annually, the ambassador says. Its GDP is \$330 billion for 5.6 million people, more than double the GDP in Ukraine, which has 45 million people. It translates into per capita income for Danes that is five times higher than for Ukrainians.

Juhl says that Danes are closely following the situation in Ukraine and collecting money, clothes and other supplies. She says Danes share the values that Ukrainians are fighting for - dignity, democracy and rule of law.



Danish Ambassador to Ukraine Merete Juhl says Ukraine means a lot to Denmark. Businesses from the Scandinavian nation of 5.6 million people have invested \$1.1 billion in Ukraine's economy while the Danish government has spent \$118 million in the last five years to help Ukraine's democratic progress. (Pavlo Podufalov)

Denmark also believes that economic sanctions, not arms to Ukraine, have the best chance of ending Russia's war. And Denmark has the financial ability to make economic sacrifices in support of its principles.

Danish exports to Russia dropped by 22 percent or \$307 million through nine months of 2014, especially hitting Danish food producers, many of whom had a long tradition of export-

ing to Russia market-specific products which they cannot sell anywhere else.

Juhl said that, if the Minsk accords don't work, diplomats should look for a new format.

In other areas, Denmark offers training for Ukrainians in Danish agricultural practices. The professional boost often helps Ukrainians land good jobs with Danish companies in Ukraine.

Additionally, some 7,000 Ukrainians apply for Danish visas annually, mostly for business reasons, and only 1.5 percent get rejected.

Denmark signed a bilateral visa liberalization agreement with Ukraine in November 2014, which allows more Ukrainians to get multiple-entry visas and longer stays.

"Denmark is very much in favor of introduction of visa free regime with Ukraine," the ambassador said. "At the same time, there are some (technical) steps to be fulfilled with the EU before it can happen."

She believes that the Ukrainian government has presented a strong reform agenda, although much work remains to be done. She says there is no "quick fix" to overhauling the legal system and rooting out corruption. Public employees should get paid liveable wages, while transparent and

computerized tracking of incomes will bring them out of the shadows and combat tax evasion.

Denmark is consistently rated as one of the strongest and least corrupt democracies. So Ukraine has a lot to learn from Danes.

Moreover, surveys show that Denmark is among the happiest nations in the world, despite high taxes. "The key success of the Scandinavian welfare model is that people are taken care of and don't have to live in poverty," she says.

Denmark comes under criticism for its skepticism about the European Union. It has opted out of the euro zone as well as common defense and justice policies.

Juhl has a background in journalism and speaks Russian. She is interested and able to get her own information from direct contacts with Ukrainians. One favorite place for her to strike up conversations is in the Kyiv Botanical Garden as she walks her 2.5-year-old daughter.

"I meet people of different generations and often get a good conversation," Juhl says. "People are friendly and forthcoming here. This is part of why I like living in Ukraine."

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Danish business stays optimistic about Ukraine despite current economic crisis

BY OLENA GORDIENKO
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Denmark's overall investment in Ukraine has reached \$1.1 billion since the collapse of the Soviet Union. And it claims to be the biggest investor in Ukraine's western region with 54 Danish companies operating there and employing 5,000 people.

Danes have always been highly cooperative and communal. "That means if one is there - 10 will come right after," says Lars Vestbjerg, head of Lviv-based Danish Business Association. "The expertise is here, on all levels, from tech people to blue collar workers. Level of education is very high."

IFU

The Danish investment fund IFU invests in small and medium businesses in emerging markets, including Ukraine. Since 1999, it joined 52 local projects bringing along \$40.4 million, which was used to buy shares or provide loans. Currently, IFU takes part in 25 projects, mostly in agriculture.

Overall, the Ukrainian portfolio yields 2 percent annually, while the loans are provided at 6-7 percent of interest.

Oleksiy Parkhomenko, the fund's senior adviser, says currency restrictions are a problem for investments. "Investors are very conservative," he said. "I expect a big delay with new fresh money coming to Ukraine in 2015."

Danico

Danico, a metal processing company, is 70-percent Danish owned, while the IFU provides loans for it.

Its plant in Zhytomyr employs 120 people. The business model is based on importing raw materials from Denmark and selling 98 percent of what is made back to the Danish market.

Ukrainian central bank's currency restrictions imposed in December last year are the biggest obstacle for the company importing metals. "This was a paradox as we had to rebuy our own currency, significantly losing out on exchange rate difference," Danico's commercial director Viktor Ivanyskyi says.

"The main goal for 2015 is to keep operations, equipment and specialists," he adds. The company could make army-oriented products, but doesn't have any commissions so far.

Jysk

The Danish furniture retailer Jysk opened 12 shops in Ukraine last year, while five were forced to close because they were located in the Crimea and Donbas. The company's profit margin in Ukraine hit zero this year due to the hryvnia's 50 percent devaluation. Jysk imports goods from the European Union and Belarus.

The company experienced a decrease in demand, but also benefited from a new customer base → 8

Denmark at a glance

Total area: 42,915.7 square kilometers, 400 islands, 72 of which are inhabited.
Population: 5.6 million.
Government type: Parliamentary constitutional monarchy
Head of state: Queen Margrethe II (since Jan. 14, 1972)
Head of government: Helle Thorning-Schmidt (since Oct. 3, 2011)
GDP: \$335.9 billion (2013)
GDP per capita: \$44,325 per capita (purchasing power parity - 2013)
Main sectors of the economy: machinery, food production, trade, transport

Ukrainian-Danish relations:

Trade: \$518 million (first nine months of 2014)
Exports from Denmark to Ukraine: chemicals, machinery, pharmacy, protein substances, meat products
Exports from Ukraine to Denmark: textile, furniture, raw metals, machinery
Danish investment in Ukraine: \$1.1 billion since 1991
Main investors: Carlsberg (beverages), Danosha (pork), Ciklum (software), Jysk (furniture), Maersk (logistics), IFU (Danish state investment fund).
Source: Embassy of Denmark in Ukraine, European Union, Denmark's Foreign Ministry, World Bank Data, IFU



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It's survival time for hotels in Kyiv, says Bulte of Radisson Blu

BY ILYA TIMTCHENKO
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Foreign hotels are finding it difficult to survive in Ukraine at the moment. Radisson Blu's Donetsk Park Inn (part of the same company but a different brand) is surrounded by shelling, for example.

Though it has not been hit, the explosions come close. Finding supplies and electricity shortages are becoming major issues. The hotel's branch in Alushta, Crimea, closed down on Jan. 31 because it had no customers, but plenty of sanctions to contend with.

In addition, Radisson Blu has two hotels in Kyiv and a Spa Resort hotel in Bukovel, the Carpathian mountains. Depending on the economic situation, Radisson Blu is trying to open the Kyiv Park Inn near the Olympic Stadium at the end of this year. The chain has 700 workers in Ukraine.

Claude Bulte, district director of Radisson Blu hotels in Ukraine, Georgia and China, says 2015 is going to be an extremely difficult year for his company.

"The main challenge is the geopolitical situation we are facing now," says 40-year-old Bulte.

Though Radisson Blu is an international brand, its origins are from Denmark. It started in 1960 as a part of Carlson Rezidor group. Rezidor is based in Brussels, but its first hotel was purchased in Denmark. Carlson is from Minnetonka, Minnesota, and named after its late founder, Curtis Carlson. The group is comprised of more than 430 hotels in 70 countries.

The hotel's 4-5-star segment in Kyiv alone lost about 45 percent of occupancy in 2014. Overall, the hotel chain lost about 35 percent throughout the country's branches. That is down from 64 percent occupancy of an average 300-room building. Foreign customers make up 70 percent of the hotel's clientele.

"We had plans for Odesa, Yalta, Dnipropetrovsk," says Bulte, noting that the incoming traffic of foreigners in Ukraine is much less than it used to be. He says the situation won't ease up until 2017.

There was a slight improvement in business in December, when both Ukrainian and Russian sides were not fighting as much and when talks were ongoing, says Bulte. "At the moment I think there's no talking, there's only fighting."

"A lot of the expenses are going into the war. And it's not helping anybody."

Bulte studied in Holland's Hoge Hotel Management School Maastricht and moved to China afterwards. Throughout his Radisson Blu career Bulte worked in Germany, Iceland and Turkey. His first visit to Ukraine took place in 2008. In mid-2009 he managed Radisson Blu in China and eventually came back to Ukraine in 2014.

Compared to the Chinese consumer, Bulte finds the Ukrainian one to be straightforward and easier to communicate with in English, yet less polite and less assured about their cultural identity.

When it comes to food, Bulte noticed strong cultural similarities such as small food portions, and multiple dishes served all at once.

Despite the losses, Radisson Blu is not giving up on Ukraine. Bulte sees potential here and wants to expand more once the conditions are appropriate. Until then, the hotel chain will wait in order to get out of the unwanted "hibernation" business mode.

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Lego finds Ukraine's market challenging, requiring creativity

BY ILYA TIMTCHENKO
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The famous Danish toy company Lego started in Ukraine in 1993. It is shooting for Hr 500,000 million in sales for 2015, says Anatoliy Kuzminsky, 51, the general manager of Lego Ukraine. Russia's war in eastern Ukraine has already cost Lego Ukraine an estimated Hr 25 million.

Lego is popular in Ukraine. Minicity, for example, a Lego-theme play center for children and adults, is located in Kyiv. One can even find a YouTube video called Stop War in Ukraine, which depicts events in Ukraine out of Lego parts.

With only one office in Kyiv, Lego Ukraine is a minuscule part of the global parent company with some 12,000 employees. The Ukrainian office has about 15 workers. The company targets cities with more than one million inhabitants. Ukraine's Lego office reports to Prague.

The company has contracts with Ukraine's major toy chains such as Antoshka and Budynok Igrashok. Its only distributor Belleville Ltd cooperates with smaller toy enterprises. This enables Lego to save on warehouse costs and makes less mess in contracts.

"We recommend them to work with the wholesaler so they can take by pieces and not by cartons," says Kuzminsky.

A Ukrainian native from Lyubar in Zhytomyr Oblast, Kuzminsky joined Lego in 2010. He received his education from Taras Shevchenko National University in Kyiv in 1985 and spent two years at military service in Iraq.

Right now Lego's plan is to have mono-brand stores, which sell only Lego products. Lego has legally certified stores in Germany and Denmark but not in Ukraine, though one is expected to open by the end of 2015.

One of Lego's main marketing strategies is collaboration with the education system. For example, the Danish company signed a memorandum with the Ministry of Education in 2010 to



Lego, a toy maker, has 15 employees in Ukraine and shoots for Hr 500,000 in sales this year. Despite the ongoing crisis, company still expects people to buy toys for their kids. (Volodymyr Petrov)

supply 73 kindergartens with Lego toys. The program called Promoting Education educates teachers how to use the toys. So far the program covers 16,000 children. "We are ready to expand the program further," says Kuzminsky.

On Jan. 19, Deputy Education Minister Pavlo Polyansky met with the director of the charitable Lego Foundation Michael Renvillard to extend the memorandum by another two years.

Ukraine's economic crisis pushed Lego to adjust its pricing policy. "We became extremely price competitive," says Kuzminsky.

EY, an audit company, says that the Ukrainian child care product sector has substantial growth potential.

Stable growth of sales in the sector has been reported since 2010 and is expected to remain at 3 percent until 2016.

Like many other businesses, Lego has a digital strategy – with Lego games and movies on the internet. Its most recent digital move is product animation. With a smartphone Lego app, all one has to do is put the phone over the company's catalogue and each product will come alive on the screen, making sounds and movements.

Lego's product development comes straight from Denmark. The company does not develop unique products for specific markets. Kuzminsky says that there was a higher demand for Ukrainian-themed Lego parts in 2014.

"We are a global company. We trade in more than 130 countries now. That's why we are out of politics." If some customers want to add Ukrainian themes to their characters, then "it's completely up to them."

Despite the difficulties, Kuzminsky believes that Lego has a strong foot on the ground. "We managed to build a solid network of partners, very robust partnerships..."

The CEO says that the main mistake that foreign investors in Ukraine made was underestimating Ukrainians.

"People. Start with people. If you have the right people, you will succeed."

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IFU, Danico, Jysk, Maersk, Pandora, Carlsberg

→6 who moved to middle segment, giving up more expensive goods. Jysk plans to open two new shops in the western cities of Ivano-Frankivsk and Lviv.

"We offer the customers the format and products that are unique in Ukraine: small furniture shops or large do-it-yourselfers are hardly our direct competitors," said Ievgenii Ivanytsia, the country manager.

Maersk

2014 was a challenging one for Maersk Ukraine, a transport and logistics company. Freight volumes fell by 15 percent, while the loss of Crimea and

the war in the Donbas added more problems. Most long-term projects were put on hold.

"The 2015 forecast is very cautious in terms of market recovery and we must be realistic about the short-term perspective, so we will focus on supporting our Ukrainian customers with new innovative and more cost-effective services," the company said in a statement on Jan. 31.

Pandora

Jewelry maker Pandora opened seven new shops in Ukraine last year amid growing revenue. The firm bets on selling bracelets that clients

can customize. Despite the general economic slowdown, Pandora is optimistic about 2015.

Carlsberg

Ukraine's beer market fell by 9.3 percent in 2014. This is one reason why Carlsberg, a light alcohol producer, has been using only 69 percent of its capacities but still kept second place on the local market with a 28 percent share.

In Ukraine, it employs up to 1,700 people who work at three breweries. Since 1996, the company says it invested as much as \$750 million in Ukraine.

According to Evgeny Shevchenko, head of Carlsberg's Ukrainian branch, the highly competitive beer market requires innovative management and a balanced product portfolio to suit any taste. The low purchasing power of Ukrainian consumers poses a great challenge, however.

Political unpredictability doesn't help either.

"Constantly changing legislation doesn't foster investment inflow," Shevchenko added.

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Akhmetov's Corum plans bold expansion to China

BY IVAN VERSTYUK
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Corum, a mining equipment maker belonging to billionaire Rinat Akhmetov, intends to expand to China, the world's biggest coal producer, which churns out four billion tons of coal annually.

On Jan. 23, Corum, previously known as Girnychi Mashyny, obtained a license from the Chinese government to launch a production platform in the country that is a home to the globe's second biggest economy.

More than 70 percent of energy in China is coal-based, which makes the prospects of the new deal especially sweet.

Sales and production unit will operate as Beijing Corum Machinery and the first contract is expected to be signed by July.

However, as of now the Chinese office operates only as sales facility supplying Ukraine-produced machinery. Later, it will produce some too – for the local market as well as for Vietnam.

Obtaining the license wasn't easy, admits Corum's chief executive officer Evgen Romashchyn. "Our local partner, Shan Xi TZ Coal Mine Whole-Set

Equipment, helped a lot," he says.

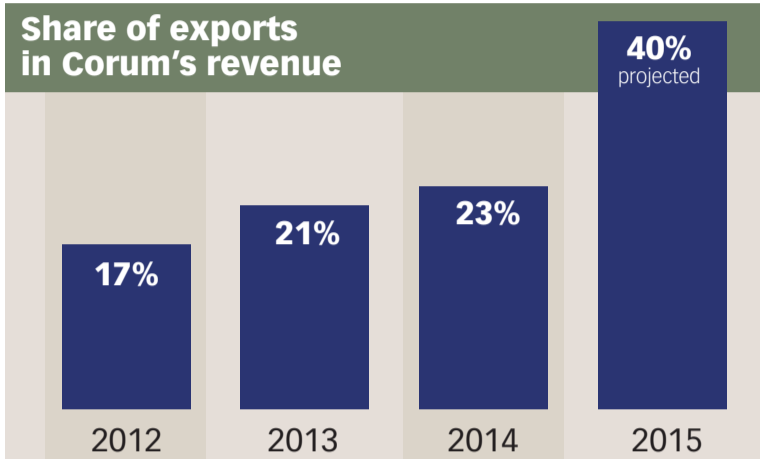
As Russia-backed war brought unrest to the Donbas, the company's core region, it had to shut down three of its six plants. "I don't have any information on how heavily these plants suffered. What I know I get mostly from the open sources, like Facebook. But they're damaged, that's for sure," says Romashchyn.

Evgen Dubogryz, a mining industry analyst with Case Ukraine, a think tank, expects the plants to be pretty badly damaged. As for Corum's production in China, he says it will depend on whether Akhmetov's company manages to compete at the local market's cheap prices.

Corum's Romashchyn agrees: "Costs of producing the machinery are lower in China, which is why prices for the produced equipment are lower too."

He refused to disclose the financials for 2014, but confirmed that the company experienced losses, with revenues down by some 30 percent. As of now, it also had debts which are overdue. "The company is undergoing the audit," Romashchyn explained.

In 2012 Corum had \$410 million in revenue with earnings before taxes at \$81.4 million, according to Interfax



Source: Corum, Interfax Ukraine

Rinat Akhmetov's Corum wants to boost its exports to offset falling demand on the domestic market in Ukraine.

Ukraine news agency.

With Chinese expansion, the company wants to have 40 percent of the revenue coming from the exports, while last year it was at 23 percent.

The company was started in 1889, but acquired most of its assets in the 2000s through privatization of state assets, buying which has been part of

Akhmetov's business strategy for years.

In 2013, China passed a law that obliged mining companies to be more rational with natural resources, working with even the thinnest layers of coal. With the economy growing by more than 7 percent annually and with coal production growing by 2 percent, the country's ongoing concern is ener-

gy saving and preservation of natural resources.

Jonathan Holslag, an expert on China at Free University of Brussels, says that China is not too friendly when it comes to allowing foreign business to operate. "China wants to create jobs for its own people – it needs six million new jobs annually to avoid unemployment," he told the Kyiv Post.

There are also limits to private entrepreneurship. The country stopped licensing private coal producers altogether, be they local or foreign, in order to preserve public control over the industry. But suppliers for the industry are still allowed to come in.

Romashchyn of Corum says that expansion to the Chinese market is a strategic decision. With the war hitting Akhmetov's energy and steel business badly, he has to turn to foreign markets to find the revenue-generating demand.

"We're not happy with the war at all," says Romashchyn. Neither is Akhmetov, whose \$10-billion fortune, an estimate by Dragon Capital investment house, is at risk.

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E-commerce turbulent due to hryvnia drop

BY BOZHENA SHEREMETA
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Due to hryvnia devaluation the volume of online sales in Ukraine rose from Hr 16 billion in 2013 to Hr 21.7 billion in 2014, but in dollar terms it actually dropped from \$2 billion to \$1.4 billion, according to e-commerce.com.ua.

The most profitable on the market are home appliances and electronic gadgets, reaching \$1 billion in sales. Clothes sales volume is \$150 million and is considered harder to sell, as clients usually want to try clothes on before purchase.

Other segments of e-commerce, like online concert tickets retailers, slumped in 2014. "There were always many concerts in Crimea, Luhansk and Donetsk and their share in sales was quite big. Now there is nothing – no clients, no events," says Maksym Plakhtiy, founder of Karabas.ua, an online ticket seller.

Ukraine's e-commerce includes over 100 companies and thousands of employees. This is only two percent out of the general retail industry volume, but the forecast is that it will grow to more than 8 billion dollars in 2018.

Rozetka.ua was the pioneer among online retailers in Ukraine. It works with many suppliers and sells goods by setting its own prices, which are usually 20-30 percent higher than those of its competitors. Despite high pricing policy, Rozetka is still the industry leader, said Oleksandr Romanishyn, an expert at EY.

In November 2014, it had almost six million website visitors, e-commerce.com.ua reports, which is over 30 percent of the Ukrainian internet users.

Despite the leading position, the company, just like its peers, faced a sharp drop in the number of website visitors throughout 2014.

"The core problem is the ongoing anti-terrorist operation (against the Russia-backed separatists), which cut

(eastern) regions of delivery," Vladyslav Chechotkin, chief executive officer of Rozetka, says. "While many small online retail players tried to deliver to Luhansk, Donetsk and the annexed Crimea, we stopped doing that to keep the positive economic effect," he continues.

Chechotkin believes that the war and hryvnia devaluation are the two factors that impeded the market, while the low internet awareness and mistrust to online sellers from the clients' side are permanent problems on the Ukrainian online retail market.

"People tend to look for the product online, but prefer to buy it in the offline stores," Chechotkin explains. That also adds to the gap between the online payments and cash on delivery. In Rozetka e-payments stand at just 35 percent, compared to 65 percent of cash on delivery payments.

Mykola Palienko, chief executive officer at Prom.ua, another e-commerce firm, says that 2014 showed growth in terms of new clients and sales.

Despite the current crisis in the Ukrainian economy, that impacts e-commerce too, new services will continue to emerge, since this segment offers the biggest capitalization and growth opportunities, Palienko believes.

"To start buying online, one needs to buy online at least once," he says. "The comfort of the purchasing experience defines whether the client will trust the service and come back," he adds.

Karabas.ua, the leader among online ticket retailers, lost around \$100,000 in revenue last year due to the crisis in the east, known for active concert-going. Overall turnover reached \$11 million. It also lost 40,000 active clients out of its 100,000 client base.

Allbiz, a global online retailer operating in Ukraine, sells goods from 90 countries. Ukrainian market is less

than a third of its sales. In 2015, the company hopes for growth in Asia, especially India, China and Kazakhstan as both supply and demand from the Asian countries grows.

"As for Ukraine, we have quite a negative forecast in macroeconomic perspective," says Dmitriy Lisitskiy, chief executive officer at Allbiz's Ukrainian branch. "We, however, expect growth in dollar equivalent as in bad economic conditions everyone is interested in selling more and we help producers to do it."

According to Lisitskiy, e-commerce businesses will continue to develop anyway. "There is no need to be a super genius to understand that when there are products and there is demand for them, then there will be consumers, who will look for the most convenient way to buy them," he says.

Kyiv Post staff writer Bozhena Sheremeta can be reached at sheremeta@kyivpost.com. The Kyiv Post's IT coverage is sponsored by AVentures Capital, Ciklum, FISON and SoftServe.



InTime postal service's worker prepares delivery pack on Feb. 4 in Kyiv. (Volodymyr Petrov)

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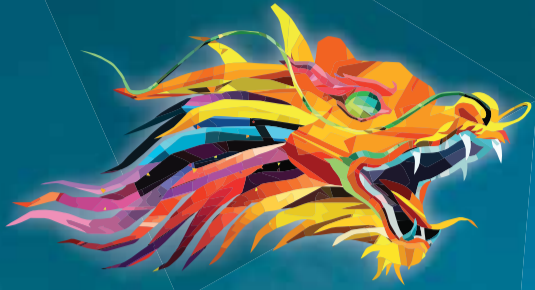
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Amid resurgent fighting, civilians pay heavy price

→1 Deblatseve, Russian-backed fighters can use the village to concentrate artillery fire on the road.

Pro-Kyiv units are determined to retain the city, however. A thaw in the weather caused snow to melt earlier in the week, revealing miles of excavated earth where Ukrainian troops had dug in to fortified positions outside the town.

Yet Russian-supplied rockets and howitzer shells continued to be lobbed not at Ukrainian positions, but into the town centre, keeping residents hunkered down in their basements, trapped for almost two weeks without electricity, heating or water.

Although a combined government and volunteer evacuation effort has rescued an estimated 2,000 people from the strategic railway town, several thousand still remain, often not even realizing a rescue effort is under way.

"People are sitting in their basements, without a telephone connection, they don't even know that there is evacuation," said Yulia, a bright blue-eyed evacuee from Deblatseve who had escaped the city the son with her mother and 5 year-old son.

"Corpses lie on the road, nobody takes them away anymore. People have psychosis, they are afraid to leave the cellar. There is no water, electricity or gas... people have no opportunity to prepare meals or wash their children. They're melting snow to get water to drink."

Yulia and her mother, Zoya, 52, were at a loss as to why pro-Russian forces



Injured soldiers are brought to a helicopter for evacuation from Artyomovsk in Donetsk Oblast on Feb. 4. (Anastasia Vlasova)

were targeting the civilian areas of the town so relentlessly.

"Why do they destroy the city?" Zoya said "The military positions are not in the city. They know where the soldiers are, they have spotters in the town, who tell them the positions. They are out in the fields, but instead they

destroy the town, the houses and the residential districts.

"It's like the apocalypse!" she added, holding back tears. "There are many small children in the city, children who now have the eyes of old people."

Vladimir, Yulia, Zoya refused to give their last names because of fear of

persecution from either side of the conflict. They and hundreds others like them were rescued from the city

Editor's Note: This article has been produced with support from www.mymedia.org.ua, financially supported by the Ministry of Foreign Affairs of Denmark, and implemented by a joint venture between NIRAS and BBC Media Action. Content is independent of the financial donor.

by volunteers from across Ukraine, who brave heavy shelling in rickety old school buses to give desperate residents a chance to flee the daily rebel bombardment. The volunteers stepped in when it became clear that a government-backed effort to evacuate the town with a handful of coaches a day was abandoning hundreds to dehydration, starvation and artillery fire.

But as long as the fighting continues, volunteers can only speed into the city, collect passengers from the center and speed out, leaving no time to look for those too elderly and infirm to make the rendezvous point.

For many still stuck in Deblatseve, their best chance of survival is for a new cease-fire, one that holds long enough to allow a meaningful evacuation attempt.

All eyes are now on the upcoming meeting on Feb. 6 in Moscow, where German Chancellor Angela Merkel and French President Francois Hollande say they will present a new peace initiative to Russian President Vladimir Putin. Meanwhile, U.S. Secretary of State John Kerry reiterated on Feb. 5 that the U.S. is not yet planning to send lethal arms to Ukraine.

Kyiv Post editor Maxim Tucker can be reached at tucker@kyivpost.com or via Twitter @MaxRTucker

Fears rise that Yanukovych & Co. to evade justice in alleged crimes

→3 Yuriy Boiko, a former deputy prime minister and currently leader of the Opposition Bloc, have not been charged either.

Leshchenko wrote on Facebook on Feb. 2 that, due to a lack of charges, E.U. sanctions introduced last year would be lifted for Oleksiy Azarov, Viktor Yanukovych Jr., Dmytro Tabachnik, Olena Lukash and Serhiy Klyuyev. That means that their European assets will be unfrozen and travel bans lifted.

Moreover, the E.U. is expected to lift its sanctions against former Security Service head Oleksandr Yakymenko because he has not been charged for corruption crimes, Leshchenko said. Yakymenko has only been charged in connection with the killing of demonstrators during the EuroMaidan Revolution. Yuriy Butusov, editor-in-chief of the censor.net news portal, said on Feb. 5 that the sanctions could be lifted in early March.

But Svyatoslav Laganyak, head of the main investigative department of the Prosecutor General's Office, described their relations with EU authorities as a "complete idyll." "Currently the level of cooperation between the Prosecutor General's Office and international institutions is so high that there are no questions and complaints," he said by phone.

Even those who do face corruption charges have managed to bypass asset freezes and other restrictions.

"These months (of inaction in Ukraine since the E.U. sanctions were introduced in March 2014) have enabled Yanukovych's entourage to transfer their property (to different owners)," Kalenyuk said.

She said that banks owned by Pshonka and former Interior Minister Vitaly Zakharchenko had been sold, and it's not clear what happened to Yanukovych's bank. Pshonka's assets have been frozen abroad but, surprisingly, nobody has sought to freeze them in Ukraine, she added.

The Prosecutor General's Office said in its response to a Kyiv Post request that assets belonging to Yanukovych's entourage worth 6.2 billion hryvnias and \$1.8 billion had been frozen in Ukraine. The authorities of the U.S., E.U., Switzerland and Liechtenstein have frozen assets worth \$132.9 million, 118.8 million Swiss francs and 14.05 million euros, the office said.

Meanwhile, Pshonka and Yanukovych have also managed to sell their properties in Kyiv, which were not subject to asset freezes.

Another frequent complaint against the prosecutor's office is the fact that not a single corruption case against Yanukovych's entourage has been submitted to a court.

This process was initially thwarted by many suspects fleeing from Ukraine but in October the parliament passed a law authorizing trials in absentia.



President of Ukraine Petro Poroshenko (L) speaks to Ukrainian Prosecutor General Vitaliy Yarema (R) during session of Verkhovna Rada on Oct. 14 in Kyiv. (UNIAN)

The Prosecutor General's Office told the Kyiv Post that a case could be heard in absentia if an extradition request is sent to the country where a suspect is based, and if that country refuses to extradite the suspect.

But extradition requests have not been sent to Russia, where many of the suspects live, as of now. Laganyak told the Kyiv Post on Jan. 30 that such requests for Yanukovych, Azarov and Kolobov would be sent in the upcoming days.

Another high-profile case, the investigation into the killing of more than 100 demonstrators during the EuroMaidan revolution, has also seen little progress.

In January the first murder cases against two Berkut riot police officers, who are currently under arrest, were submitted to a court. The third police officer charged in the case, Berkut commander Dmytro Sadovnik, fled in October 2014 after a court released him from a detention facility and put him under house arrest.

Another 13 Berkut officers involved in the case fled Ukraine following the EuroMaidan Revolution.

Laganyak said that they could be tried in absentia. However, they have not been charged yet, and no extradition requests have been sent.

In a related investigation into the brutal crackdown on protesters on Nov. 30, 2013, four Berkut officers were charged and put under house arrest in January.

"This time there will be no lengthy investigation," Laganyak told the Kyiv Post on Jan. 30, adding that the cases against the four officers would be submitted to a court within two months.

Apart from allegedly stalling major criminal cases, Yarema has been accused of reluctance to fire controversial allies.

Anatoly Danylenko, a deputy and friend of Yarema's, was suspended from his duties in September after the Nashi Groshi investigative journalist project revealed illegal property deals allegedly made by Danylenko's family. Nashi Groshi journalist Alina Strizhak said at the time that she received threats following publication of her discoveries.

However, the Prosecutor General's Office said in its response to the Kyiv Post that it had found no sign of wrongdoing on Danylenko's part.

Kyiv Post staff writer Olena Goncharova contributed to this report.



Follow every event in Kyiv with our Entertainment Guide online at www.kyivpost.com/lifestyle.

Filmmaker seeks funds for Shevchenko adaptation



WITH VLAD LAVROV
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Wartime memories abound in Sarajevo

SARAJEVO, Bosnia-Herzegovina – Back in the mid-1990s, I didn't have a TV or internet access, and newspapers were largely preoccupied with the political and economic chaos in Ukraine. Therefore, I grew up oblivious of the war in the Balkans.

Then, I went to study in Vienna, where my classmates were largely from Bosnia and Croatia. I was impressed with how they burst in rage when CNN showed public statements by Serbian officials, and the fact that they actually took time to ink out the part "Serbo" on the cover of their Oxford Serbo-Croatian-English dictionaries.

It's with those memories that I visited Sarajevo in January 2015, nearly 20 years after it suffered a four-year siege by Bosnian Serbs that killed nearly 14,000 people. Most Bosnians don't like to talk about war. It's only when one mentions being from a country currently at war is that they nod in understanding.

So the only way to find out how it really was in Sarajevo is to walk around the city, famous for the 1914 shooting of Archduke Franz Ferdinand of Austria, an assassination that started World War I. The truth is that it is one of the coziest European capitals, with an awe-inspiring mix of old Turkish and Austrian architecture.

Entering the city from the airport, one sees a rather grim-looking multistory residential building not unlike anything you see in any city of former Soviet Union – this is the legacy of Bosnia being a part of Yugoslavia. Sarajevans like to tell about how the local U. S. Embassy is located exactly between the nice Austrian part of the city and the not-so-nice Soviet one.

Another thing one might hear is that tiny Bosnia with the population of 4 million actually has one of the most complicated government systems in the world. It was designed as part of 1995 peace settlement, in order to not give any ethnic group a dominating role. That resulted in having three rotating presidents, representing Bosnians, Croats and Serbs, and multiple layers of government, which has led to such anomaly as having 13 education ministries at once. Such compromise helped stop the war, but created an inefficient state system that is largely dependent on foreign financial support.

The key place to visit to learn about the war is the →13



Ukrainian film director Mykhailo Illienko sits in a cafe in Kyiv during an interview with the Kyiv Post on Jan. 27. Illienko had to stop shooting his movie "Toloka" after money dried up. "Toloka" is the first film adaptation of a work by acclaimed poet and national hero Taras Shevchenko in the history of independent Ukraine. (Volodymyr Petrov)

BY YULIANA ROMANYSHYN
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One of Ukraine's most renowned film directors, Mykhailo Illienko, knows better than anybody what a struggle it is to shoot a movie in Ukraine.

For the last two years Illienko, 67, has been trying to produce "Toloka," a film adaptation of a ballad by Ukrainian literature colossus Taras Shevchenko. Unfortunately for Illienko, state funding dried up midway through shooting.

Before that, Illienko had the same

struggle when making "Firecrosser" (2011), an adventure biopic about a Ukrainian joining American Indians. "Firecrosser" production was postponed several times for financial reasons and it took nearly five years to complete. Once released, it was a success.

After the release of "Firecrosser" Illienko was optimistic and scheduled "Toloka" to hit the screens in autumn 2014. But the filming that began in 2012 has stopped after less than a year due to lack of funding.

The budget of "Toloka" may seem tiny by Western film standards, but it proved hard to fund. Most of the Hr 28 million budget was provided by state. To collect an essential missing share of Hr 2 million Illienko put a call to public at www.biggggidea.com, a Ukrainian alternative to KickStarter crowdfunding platform. But in 90 days the pitch received slightly more than Hr 26,000, so the production still stumbles.

It failed to impress the backers that "Toloka" is the first adaptation of a work by Shevchenko in 23 years of

Ukraine's independent history.

Illienko is not surprised that the crowdfunding attempt failed.

"War is not the best time to look for money for cinema," he told the Kyiv Post. "But what I'm trying to explain is that we are not making a movie. We are making the missing weapon."

Illienko says that while Russia invests in the local movie industry and Ukraine doesn't, it gives Russia an advantage. This lapse, he says, was one of the reasons behind the successful annexation of Crimea. →13

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Ukrainian filmmakers address war at Sundance Film Festival

BY VICTORIA PETRENKO
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The 2015 Sundance Film Festival, a famous platform for independent cinema that takes place annually in the American state of Utah, gave Ukraine a bit of the spotlight.

For the first time in the history of Sundance, a Ukrainian director won a grant and two Ukrainian-themed movies received awards on Jan. 31.

One of them was "Russian Woodpecker" (2014), a documentary about the Chernobyl nuclear power plant disaster that won the World Cinema Documentary Grand Jury Prize, one of the festival's main awards. It was co-produced by Ukraine, the United States and Great Britain and directed by American Chad Gracia.

The movie tells a story of Ukrainian artist Fedor Aleksandrovich who has a theory that the Chernobyl disaster was an inside job by the Soviet authorities, for which Ukraine still pays the price. The movie echoes with Russia's war against Ukraine. With the conflict raging in Ukraine, Gracia says he fears for the safety of his former Ukrainian co-workers, artist Aleksandrovich and cameraman Artiom Ryzhykov.

They tried their best to spread the word of Ukraine's current suffer-

"Russian Woodpecker" (2014), a documentary telling a conspiracy theory about Chernobyl tragedy, has won a prize at Sundance Film Festival. (sundance.org)



ings from the stage of the Sundance Festival.

When receiving the award, Aleksandrovich, the leading actor and production designer of the movie, addressed the audience with a call to save Ukraine.

"Save Ukraine now. Tomorrow will

be too late. Now the Kremlin attacks Ukraine. Next will be Europe. Next will be World War," he said from the stage.

Ryzhykov, the cameraman, addressed the issue at the movie's Q&A session on Jan. 30.

"I'm afraid for my country. And I'm afraid for the whole world. Because

there's a terrorist in power in Russia that might destroy all of us," Ryzhykov said.

Another Ukrainian star of the festival was Myroslav Slaboshpytsky, the director who seized spotlight in 2014 with his acclaimed feature film "The Tribe" about deaf teenagers. Slaboshpytsky

won the Global Filmmaking Award from the Sundance Institute.

The prize came with a \$10,000 grant that will fund the director's next feature film "Luxembourg." The new movie will tell a story of a police officer who confronts professional and personal challenges while working in the exclusion zone in present-day Chernobyl.

With most modern Ukrainian-themed movies featuring Chernobyl, the EuroMaidan Revolution or Ukraine's war against Russian-led separatists, it was a breath of fresh air when a Short Film Jury Award in a non-fiction category went to the film featuring children actors' audition in Ukraine.

"The Face of Ukraine: Casting Oksana Baiul" (2014) shot by Australian director Kitty Green, features an audition for the role of Oksana Baiul, a figure skater who at the age of 16 won the first Olympic gold medal in the history of Ukraine in 1994. It wasn't Kitty Green's first film about Ukraine. Before that she released a documentary about Femen, a Ukrainian female protest group whose activists were famous for going bare-breasted at their protest actions.

Kyiv Post staff writer Victoria Petrenko can be reached at petrenko@kyivpost.com.

Tough times for cinema as director halts work on film

→12 Production of the movies like "Toloka," he thinks, might shift the situation to better.

Shevchenko's "Toloka" is a story of young girl Kateryna who, under false pretenses, asks three Cossacks to rescue her lover from Turkish slavery. In the end this deception costs Kateryna her life.

But Illienko's interpretation of the story is quite liberal. Borrowing the plot of the ballad, he used it to build a story of Ukraine's development. It takes place in modern day Ukraine as well as the times of Cossacks. At one point, its trailer shows a Soviet-era car Zaporozhets flying. And during the forced break Illienko plans to add find the way to build Ukraine's war with Russia-backed separatists into the movie.

Two leading actors of "Toloka" are the same that starred in "Firecrosser" – Dmitry Linartovych and Ivanna Illienko, the daughter of the director. Vitaly Linetsky, an actor who took the role of one of the three Cossacks, has suddenly died in 2013, after the shooting went on break.

The movie's name, "Toloka," is a Ukrainian tradition of mutual aid. When a villager needed a home, he

→ "We are not making a movie. We are making the missing weapon."

– Mykhailo Illienko

could call up a toloka – meaning that all the villagers would leave their business and work together to build the house in one day. In Illienko's interpretation, the way Ukraine is constantly rebuilding itself after attacks and enslaving attempts is similar to toloka.

Illienko hopes to complete and screen "Toloka" as soon as he finds the funding, but has no release date in mind yet. To support the movie, one can donate through www.biggggidea.com.

Kyiv Post staff writer Yuliana Romanyshyn can be reached at romanyshyn@kyivpost.com.



A woman walks uphill in Turkish Kovaci district of Sarajevo, Bosnia-Herzegovina, one of the oldest parts of the city. (Drew Sullivan)

World Traveler: Sarajevo cozy, but grief remains

→12 Srebrenica Genocide Museum located on Ferhadija Street, the main pedestrian street of Sarajevo. It tells a horrifying story of a killing of nearly 8,000 Muslims by the Bosnian Serbs in just three days – July 11-13, 1995.

Besides having a devastating impact on the Muslim ethnic group, the tragedy is also a testament to the inability and unwillingness of inter-

national organizations to prevent such massacres to happen. It took place in the vicinity of military base stationing a group of 400 United Nations peacekeepers from Holland. To make things worse, their commander was filmed drinking with the Serb General Ratko Mladic prior to the killing and accepting souvenirs from him in the aftermath, as the

Dutch peacekeepers were leaving the base.

A prominent place in the museum is given to the photos of graffiti left by the Dutch soldiers on the walls of their compound. One of the graffiti, "United Nothing," well-resonates with the events in Ukraine.

Kyiv Post staff writer Vlad Lavrov can be reached at lavrov@kyivpost.com.

Feb. 22



De Phazz music show

German band De Phazz performed in Kyiv in 2014 and is coming for a second show. The band plays electronic jazz in a surprisingly harmonious combination with saxophone, contrabass, violin and other instruments.
De Phazz show. Zhovtnevy Palace (1 Instytutska St.). Feb. 22, 7 p.m. Hr 250 – 1,250

Feb. 13-14



Jazz love songs

Ukrainian jazz musicians will glorify love by playing the best jazz classics on Valentine's Day and the day before. The performance is promised to include some unexpected interpretations of classical romantic jazz songs.

Jazz Love Songs. Babylon restaurant (6 Saksaganskogo St.). Feb. 13-14, 8 p.m. Hr 150 – 400

Ukrainian folk instruments meet world hits

National Academic Orchestra Naoni will perform rock and pop hits with flute and electric versions of Ukrainian traditional instruments kobza and bandura. The music show will feature more than 30 traditional and common music instruments and will be accompanied by a fire show.

National Academic Orchestra Naoni. Officers' House (30 Hrushevskoho St.). Feb. 13, 7 p.m. Hr 80 – 350



Jan. 17 – Feb. 7

First Kyiv exhibition of Donetsk art center

Donetsk art center Izolyatsia presented the photo exhibition "Revisia" ("Revision"), its first project since the art center had to move to Kyiv escaping war. The exhibition includes the items that Izolyatsia managed to bring to Kyiv while leaving behind most of its collection. One of the exhibits is a five-meter photo collage made of 2,000 pictures.

Photo exhibition "Revision." Izolyatsia (8 Naberezhno-Lugova St.). Jan. 17 – Feb. 7, Thursday – Saturday, 1 p.m. – 7 p.m. Free

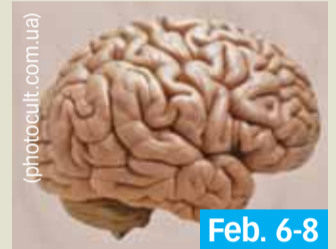
Feb. 13



'Reanimation' photo exhibition

In this photo exhibition photography students of the PhotoCult Center reveal the way they see the world. The pictures transit the students' perception of history, sex, patriotism, and various other subjects. The name "Reanimation" refers to the reanimation of photography art.

"Reanimation" photo exhibition. M17 Contemporary Art Center (102-104 Antonovycha St.). Feb. 6-8, 10 a.m. – 8 p.m. Free



Feb. 6-8

Compiled by Yuliana Romanyshyn

Employment



U.S. Embassy and the Centers for Disease Control and Prevention in Ukraine are looking to fill the position of Public Health Specialist (Surveillance)

BASIC FUNCTION OF POSITION:

The Public Health Specialist (Surveillance) is the HIV/AIDS survey and disease surveillance portfolio manager. Job holder is the public health advisor responsible for providing technical expertise and assistance to the Ministry of Health (MOH) and other participating partners in the design, implementation and strengthening of routine disease surveillance systems and the conduct of large, complex surveys designed to measure HIV prevalence and other indicators of importance to evaluating the impact of HIV control programs. Requires public health technical knowledge, results-oriented data analysis, advocacy, and the ability to maintain collaborative working relationships with partner organizations. Job holder reports directly to the Country Director and plays an active leadership role in the Mission's PEPFAR Strategic Information (SI) Technical Working Group (TWG).

REQUIRED QUALIFICATIONS:

- Master of Public Health (MPH), Master of Science Degree or host country equivalent in public health, medicine, public health policy, epidemiology, demography, or behavioral science.
- Five years of mid- to senior-level public health experience in the management and development of epidemiological surveillance and/or large scale surveys of HIV/AIDS prevention, treatment, or care programs.
- Level IV (fluent in speaking/reading/writing) in English;
- Level IV in Ukrainian or Russian (fluent in speaking/reading/writing).
- Good working knowledge of administrative requirements in development and support of grants, memoranda of understanding and cooperative agreements is required. Detailed knowledge of research methods and the collection, analysis and presentation of public health/epidemiologic data; knowledge of the host government health care system and structures. Advanced skill levels in use of at least one of the more common epidemiologic data analysis software (EPINFO, STATA, SAS, or SPSS), excellent numerical skills for manipulating and reporting statistical data and experience in the setting of computer software development standards, specifications and guidelines are required.

Application deadline: February 20, 2015 at 6 P.M. Kyiv Time

HOW TO APPLY:

The compensation is set at 40,000\$ (gross per year) plus benefits package. Full version of the vacancy announcement and the U.S. Mission application for employment form (DS-174) are available at our site: <http://ukraine.usembassy.gov/job-opportunities.html>. Interested applicants should fill out the application form in English and email it to: KyivHR@state.gov or faxed it to: 521-5155.



European Bank for Reconstruction and Development

The European Bank for Reconstruction and Development has a unique challenge to assist the countries of central and eastern Europe and the CIS in their transition to democracy and market economies.

It offers a unique combination of public and private sector banking expertise, and supports projects through lending, taking equity positions and providing technical co-operation. The Bank focuses particularly on the private sector and is increasing its local presence in the countries of operations.

SENIOR/LEGAL SECRETARY

Kyiv Resident Office

The role is to provide secretarial support to lawyers and bankers located in the Kyiv Resident Office ("KRO"). This position is offered as a 2 year Fixed Term Contract

Key Responsibilities

- Drafting business correspondence for managers' signature and composing own correspondence where necessary;
- Ensuring quality management and control; proof-reading and checking documents as and when required;
- Maintaining comprehensive hard copy and online filing to ensure instant retrieval of documents;
- Liaising with outside legal counsel regarding direct selection, hours, rates and teams;
- Where competitive selection is required, liaising with outside counsel regarding the receipt of tenders, arranging competitive selection meetings with the bankers and administering the invoicing process;
- Making hotel/travel arrangements, itineraries as required;

- Handling expense claims relating to travel, hospitality, following up on reimbursement and monitoring corporate card bills;
- Ad-hoc secretarial/administrative duties in support of the KRO as and when required.

Essential Skills, Experience and Qualifications

- At least four years secretarial and administrative experience;
- Fluent English, Ukrainian and Russian both written and spoken, 55 wpm typing;
- University Degree;
- Computer literate: Windows 7: Microsoft Outlook, Word, Excel, PowerPoint;
- Good organisational skills and ability to work on own initiative;
- Excellent communications skills, including pleasant and efficient telephone manner;
- Attention to detail, eye for accuracy and ability to work to deadlines essential
- Although not essential, it would be desirable for the incumbent to have a background in legal work.

Competencies and Personal Attributes

- Ability to cope well under pressure and a capacity for hard work;
- High degree of ethics and personal integrity;
- Reliable, flexible and willing to work overtime as and when required;
- Excellent interpersonal manner, including tact and diplomacy;
- Ability to build effective working relationships with clients and colleagues in a multicultural environment.

This is a full time position and will be subject to the successful completion of a probation period and the receipt of satisfactory references. If interested, please send your cover letter and CV (in English) to lytvyna@ebrd.com subject Senior/Legal Secretary. The deadline for applications is February 20, 2015. The successful candidate is expected to start as soon as possible.

JOB OPPORTUNITY

Deloitte is seeking resumes for the following positions:

M&E Specialist

This position will support 'HIV Reform in Action', a five year USAID project.

For qualifications and job descriptions refer to:
www.kyivpost.com/employment/job/119/

AVELLUM PARTNERS

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Avellum Partners, one of the leading Ukrainian law firms is looking for a

BILLING/CLIENT MANAGER

The main requirements are:

- 1-3 years experience
- Fluent English, Ukrainian and Russian
- Confident PC user
- Able to learn quickly and apply new knowledge
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- Responsible and accurate, attentive to details
- Excellent interpersonal and organization skills
- Hardworking and able to sustain busy work pressure

We offer:

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- challenging work in a Western environment

Please submit your CV and cover letter to hr@avellum.com with a reference "Billing/Client Manager"

More detailed information can be found at www.avellum.com/en/index/careers/

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IQ Planet Language School is looking for native speakers from GB, the USA, Canada, Australia to fill the position of a teacher for courses and Speaking clubs in English.

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**MONITORING JOURNALIST,
BBC MONITORING**

BBC

BBC Monitoring is part of the British Broadcasting Corporation.

It monitors open-source foreign media from over 150 countries throughout the world in over 70 languages. BBC Monitoring has a central office in the UK and international offices all over the world, including Kiev.

You will work in a centrally-located office in Kiev on a full-time basis and will monitor, select and edit news and information from local source material – from TV, press, internet and social media. You will translate, edit and write copy accurately and quickly using clear idiomatic English and in line with customer requirements. Shift work – including late evenings and weekends - is an essential feature of the job.

You will have an excellent knowledge of international affairs, especially in relation to Ukraine, Russia, Belarus, Europe and Latin America. You will have excellent English, Russian and Ukrainian. Ability to understand and translate to/from another European language would be an advantage. Journalistic experience and knowledge of social media would be an advantage. Good typing and IT skills are also required.

We offer competitive pay and extensive training opportunities. You will be hired on an initial one-year contract, subject to further extension if both parties agree.

Shortlisted candidates will be invited to sit a test. To apply please go to: <http://careerssearch.bbc.co.uk/jobs/job/Monitoring-Journalist/10950>

Applications must be received by 10 February.

TENDER



**DELEGATION
OF THE EUROPEAN
UNION TO UKRAINE
CALL FOR TENDERS
FOR SECURITY SERVICES**

Reference number
EEAS-387-DELUKPK-SER-FWC

Contract notice
2015/S 024-038929 of 04/02/2015

The Delegation of the European Union to Ukraine has launched a call for tender for security services.

Please find under the link below all the information you need in order to participate:

<http://ted.europa.eu>
udf?uri=TED:NOTICE:38929-2015:TEXT:EN:HTML

**USAID | MUNICIPAL ENERGY
REFORM IN UKRAINE**

USAID Municipal Energy Reform Project in Ukraine (MERP) is designed to enhance Ukraine's energy security. On the national level, the project works on strengthening the legal, regulatory, and institutional framework to improve municipal energy services through Clean Energy, Renewable Energy and Energy Efficiency, supporting implementation of EC-LEDS, and improving tariff regulation and methodology. On the municipal level, MERP works with 17 municipalities to enhance their capacity to plan, manage, and fund the development of their Sustainable Energy Action Plans (SEAPs), attracting investments in CE/RE/EE through IFI loans, commercial bank lending (i.e. DCA), ESCOs, and private investments; educating the public and government officials through a multi-faceted information, education and outreach campaign.

This 4-year project with main office in Kyiv is seeking qualified and experienced personnel for the following position:

Clean Energy and GCC Senior Expert: Fixed Term

The position requires the following experience and qualifications: knowledge, skills, and project management experience in implementing GCC and/or EC-LEDS type projects in the CIS region, developing national low emission strategy, experience in working with analytical software tools, working with host government, international donors and local organizations; proven strategic planning, effective communicator both written and verbal, and economic and financial analytical skills; able to work within a team and office environment; fluency in English (Ukrainian or Russian desirable).

For more details regarding the position and this employment opportunity, please, visit our website www.merp.org.ua

We offer challenging but interesting work with a team of Ukrainian and international experts, and compensation commensurate with experience. Please send your cover letter, resume, and salary history to the following email: hr@merp.org.ua

Only candidates selected for an interview will be contacted. No telephone inquiries will be accommodated. Deadline for submission – February 20th, 2015

Filling this position is subject to USAID approval and funding.

Horizon Capital

INVESTING IN EMERGING EUROPE

Private Equity Fund Manager is looking for SENIOR FUND ACCOUNTANT based in Kyiv, Ukraine

THE MAIN REQUIREMENTS ARE:

- Experience as Chief Accountant for Western company or RepOffice
- Knowledge of US GAAP/IFRS, Western & IS-software, Excel required
- Excellent command of English and Ukrainian is a must
- Ability to work independently

- Optimistic, multi-tasking and service oriented attitude

RESPONSIBILITIES:

- Full cycle financial, tax and investor reporting, including annual, quarterly and monthly reports
- Entering all transactions into Western private-equity financial reporting system and generating reports required

- Leading US GAAP/IFRS audits for fund and its holding companies, including foreign tax returns preparation
- Advising investment team on financial issues with respect to fund portfolio

WE OFFER:

- Challenging work in a Western environment
- Competitive remuneration and benefits package

Qualified candidates are invited to submit a resume to hr@horizoncapital.com.ua with the position title in the subject line of the message by February 20, 2015.

Horizon Capital

INVESTING IN EMERGING EUROPE

Private Equity Fund Manager is looking for EXECUTIVE ASSISTANT TO CFO based in Kyiv, Ukraine

THE MAIN REQUIREMENTS ARE:

- Solid administrative, organizational and communication skills
- Excellent command of oral and written English and Ukrainian
- Superior computer skills in Word, Power Point and Excel
- Optimistic, multi-task, hard-working and service oriented attitude
- Be proactive and take initiative, operate

- effectively in a challenging environment
- Experience as EA to CFO, comfortable in changing environments

RESPONSIBILITIES:

- Screen telephone calls
- Coordinate travel arrangements
- Organize participation in professional events
- Maintain incoming/outgoing correspondence, archive files
- Coordinate, compile and/or meetings, conference

- calls and presentations
- Maintain databases and electronic subscriptions
- Assist in updating firm-wide Intranet
- Handle expense reports
- Provide all forms of administrative assistance

WE OFFER:

- Challenging work in a Western environment
- Competitive remuneration and benefits package

Qualified candidates are invited to submit a resume to hr@horizoncapital.com.ua with the position title in the subject line of the message by February 20, 2015.

Horizon Capital

INVESTING IN EMERGING EUROPE

Private Equity Fund Manager is looking for FINANCE MANAGER based in Kyiv, Ukraine

THE MAIN REQUIREMENTS ARE:

- Experience in Big 4 audit firm is preferred
- Sophisticated level of Excel
- Knowledge of US GAAP/IFRS
- Experience with US tax, financial and audit
- Experience with financial management across complex group structures, including international entities
- Attention to details
- Excellent analytical and problem-solving skills
- Excellent command of English and Ukrainian is a must

- Strong leadership and motivational skills
- Optimistic, multi-tasking and service oriented attitude

RESPONSIBILITIES:

- Support CFO in all aspects of financial operations
- Structure company holding transactions
- Review of accounting, record keeping and quarterly financials
- Collaborate with independent auditors at year end in preparing audited financial statements in various jurisdictions

- Oversee annual foreign tax processes
- Ensure adherence with existing policies and procedures
- Supervise and develop staff
- Advise investment team on financial issues with respect to fund portfolio

WE OFFER:

- Challenging work in a Western environment
- Competitive remuneration and benefits package

Qualified candidates are invited to submit a resume to hr@horizoncapital.com.ua with the position title in the subject line of the message by February 20, 2015.

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