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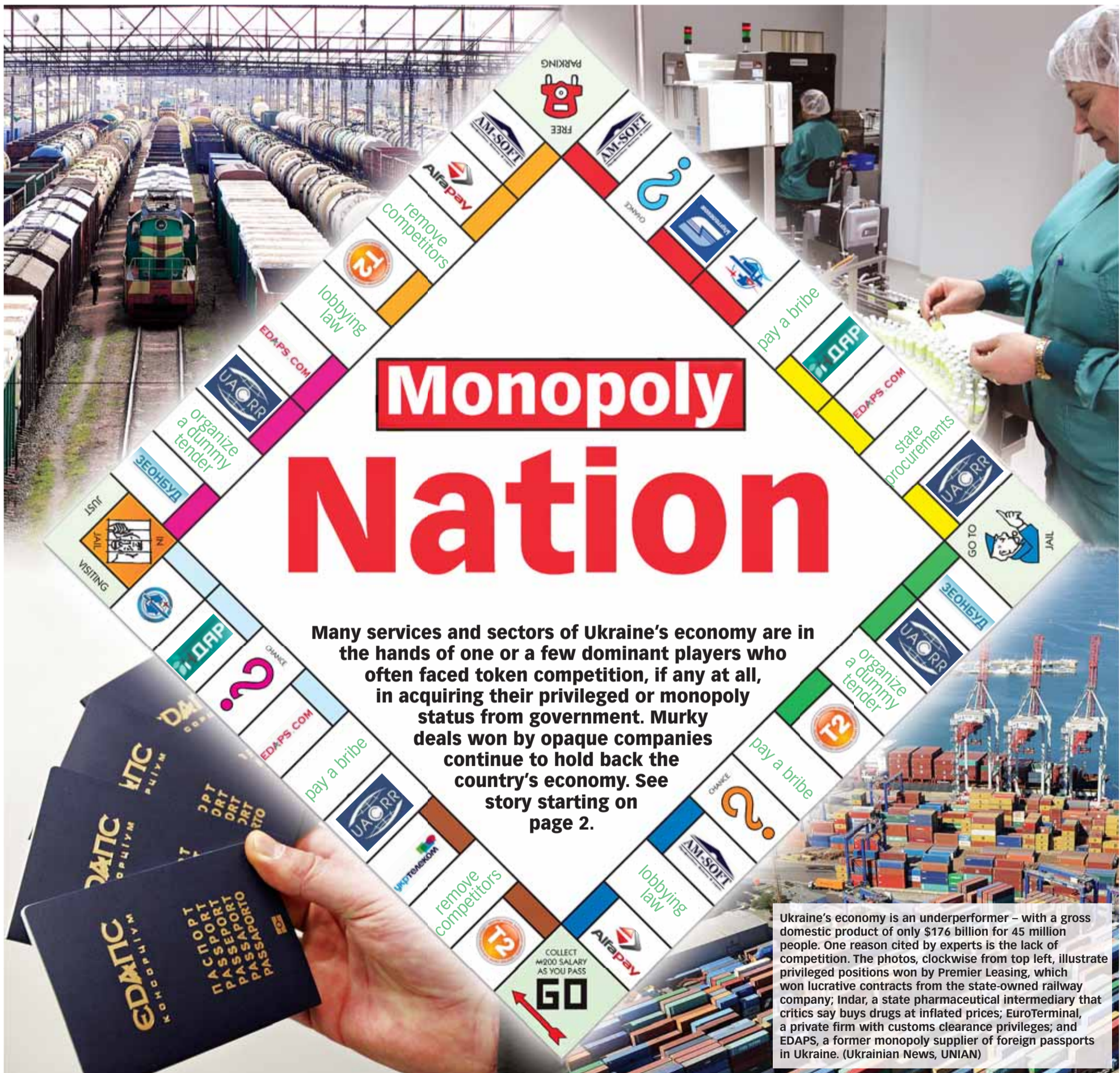
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Monopoly Nation

Many services and sectors of Ukraine's economy are in the hands of one or a few dominant players who often faced token competition, if any at all, in acquiring their privileged or monopoly status from government. Murky deals won by opaque companies continue to hold back the country's economy. See story starting on page 2.

Ukraine's economy is an underperformer - with a gross domestic product of only \$176 billion for 45 million people. One reason cited by experts is the lack of competition. The photos, clockwise from top left, illustrate privileged positions won by Premier Leasing, which won lucrative contracts from the state-owned railway company; Indar, a state pharmaceutical intermediary that critics say buys drugs at inflated prices; EuroTerminal, a private firm with customs clearance privileges; and EDAPS, a former monopoly supplier of foreign passports in Ukraine. (Ukrainian News, UNIAN)

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CURRENCY WATCH
Hr 8.22 to \$1
Nov. 7 market rate



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Ukraine's corruption plain for all to see

BY MARK RACHKEVYCH
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The problem is no secret to President Viktor Yanukovich and everyone else in power. Yanukovich has estimated that \$6.5 billion, more than 12 percent of the government's \$53 billion annual budget, is lost through corrupt or non-transparent public procurement schemes. In other words, lost through monopoly access to public money.

Prime Minister Mykola Azarov is also in on the open secret. "The dictate of monopolies, insufficient protection of property rights, administrative interference in business and corruption are considered by experts as the barriers for economic growth," he said on Nov. 7.

The remarks came during the same week that Suma Chakrabarti, the president of the European Bank for Reconstruction and Development, cancelled a trip to Kyiv because Ukraine's government said it wasn't ready to sign an anti-corruption initiative for which the bank has been pushing since February. EBRD, which does some \$1 billion of business yearly with Ukraine, has indicated that it will cut back if corruption continues to flourish.

Despite his pledges to wage war on corruption, Yanukovich last year signed legislation that effectively shielded billions of dollars from public oversight over state-owned companies and their subsidiaries involved in public tenders. The law allowed the state enterprises to not disclose their procurements.

Attempts were made to reach Yanukovich for this story, but the Kyiv Post received no response from his press service by the time this edition went to print. Ukraine's anti-trust body, the Anti-Monopoly Committee, also didn't respond to a Kyiv Post request for comment by deadline.

Huge cost

"Any privilege on the market diminishes fair competition that has direct influ-



An automated electronic card system, like the one already in place in Kharkiv, is coming to Kyiv's metro next year. But questions have been raised about the mystery firm Alpha Pay Terminal that landed the exclusive contract. (UNIAN)

ence on citizens and customers, who receive low quality products/services for high price," said Daria Kaleniuk, executive director of Anti-Corruption Action Centre, a non-government watchdog. "Vague beneficial ownership structures allow the imitation of fair

competition and the laundering of proceeds from grand political corruption." The European Commission in March took note of the problem while issuing a progress report on Ukraine's attempt to sign a political and free trade pact with the 28-nation EU at the

Eastern Partnership Summit in Vilnius, Lithuania, on Nov. 28-29. The commission called on Ukraine to "reverse the backsliding which occurred in 2012 on public procurement and budget transparency; develop and start to implement a public finance management strategy."

People and groups such as the Anti-Corruption Action Centre were awaiting action from parliament, which was expected to improve public procurement transparency – a key EU demand – in new legislation on Nov. 7.

Here's a round-up of recent deals in various sectors and services that have aroused suspicion:

Metro

In April, Alfa Pay Terminal, a Kharkiv-based company, won a Kyiv city contract as the sole bidder to introduce a new fare card system for the metro, according to Kyiv city authorities. Required to invest \$14 million, it stands to make nearly \$8 million yearly even if current rates aren't hiked. Little is known about the company. Mykhailo Leonov, who calls himself the authorized representative of Alfa Pay Terminal, told the Kyiv Post that he wasn't allowed to disclose the owners of the firm but insisted that there was more than one bidder for the lucrative contract. "It was an open bid, where the other companies participated as well," he said. The state register as of Oct. 21 listed Leonov as the sole owner of Alfa Pay Terminal.

Railway

The nation's state railway company, Ukrzaliznytsia, caught the eye of procurement monitors when in August it chose an unknown company, Premier Leasing, as a leasing partner for 350 new electric freight locomotives at a cost of \$2.8 billion. Premier Leasing didn't respond to a Kyiv Post request for comment. According to public procurement watchdog Nashi Groshi, Premier Leasing was registered with the help of Styling law firm, which → 3

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Government spending hidden; mystery firms, people get rich

→2 helped create Allianz Leasing, the second of three bidders on the project. Kommersant newspaper in August wrote that Premier Leasing in 2012 had won Ukrzaliznytsia contracts worth a minimum of \$637 million, whereas the 14 biggest leasing companies won a total of \$1.8 billion in orders from the railway company. The state railway monopoly maintains a managerial relationship with six railways and about 142 subsidiary enterprises.

Passports

On June 6, the Anti-Monopoly Committee ended the monopoly that EDAPS consortium had in making Ukraine's foreign passports. The deal was worth nearly \$10 million with EDAPS as the only bidder. Public procurement watchdog Nashi Groshi had reported that, leading up to the public procurement tender, lawmaker Vasyl Hrytsak was named deputy head of the State Migration Service, the body that made the call for proposals. He had authored the bill that was approved in November 2012 that envisioned the introduction of electronic biometric passports. On June 26, another company, Ukraina, a state-owned polygraph company, was awarded the tender to provide the state with foreign passports.

State registers

Authorities are investigating Information Center, a registry administrator owned by the Justice Ministry, and two software developers, 3-T and Art-Master, that received more than \$130 million in royalty payments in 2010-2013. Company officials of the state-owned information center are accused of embezzling taxpayer money in collusion with the two software developers. The Justice Ministry said that the general director of the information center was fired and a contract to service 18 unified and state registries was terminated in September. As a result 12 registries didn't operate for two days during which real estate and other contracts couldn't be rendered.

According to Dzerkalo Tyzhnia weekly, only three of the 18 registries administered by Information Center were actually owned by the state. The remainder belonged to Art-Master and 3-T under a contract that Information Center signed with them without conducting a public tender.

3-T and Art-Master didn't respond to a request for comment.

Royalties

Foreign musicians who perform in Ukraine often are unaware they're owed royalty money by the Ukrainian Agency of Copyright and Related Rights, a state-owned firm. The body



is supposed to collect copyright payments for music used by TV channels, radio stations, theaters, and elsewhere, and then distribute it to Ukrainian and foreign musicians.

Unbeknown to her, Madonna unwittingly won \$40,000 in January after a Kyiv court ruled that the organizer of her concert, Melnitsa International, had violated her copyright. It ordered

the company to pay \$136,000 in damages, including the personal payment to the pop star. The government-run agency, not Madonna, initiated the litigation, claiming it had sole →9

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Editorials

Disappointing

This week has made it painfully clear that the release of Yulia Tymoshenko is nowhere near the top of the government's agenda. Ukraine's Ministry for Revenues and Duties rolled out legal action on Nov. 4 to recover money stolen by ex-Prime Minister Pavlo Lazarenko, according to a statement by its representative, international law firm Lawrence Graham.

Representatives of the pro-presidential Party of Regions have gone to great pains to tie Tymoshenko's name to this messy affair that involves power, fat bank accounts in foreign jurisdictions and a personal connection between convicted money launderer Lazarenko and Tymoshenko in the wild 1990s, when she was big in the gas trading business.

The accusations were rolled out on the same day that the Party of Regions sabotaged a parliament committee hearing that was to debate proposed legislation to allow Ukrainian prisoners to receive medical treatment abroad. If any of these three laws were approved, it would have opened the way for the courts to release Tymoshenko to Germany – a key precondition for signing an association agreement with the European Union at the end of November.

But all signs point to no movement on the Tymoshenko issue. Oleksandr Yefremov, one of the Party of Regions' most senior members and its parliamentary faction leader, told Interfax-Ukraine that his party will support "none of the laws" that would pave the way for the ex-prime minister's freedom.

The Party of Regions, which takes direct orders from the president on important issues, is not acting on its own. It's becoming ever more obvious to observers that the president blindly believes that he can have his cake and eat it too – that he thinks he can keep Tymoshenko in prison and still sign the association agreement, which he has been touting passionately.

But that simply won't happen. As evidence of his unwillingness to act piles up, so does the disappointment of Ukraine's partners. Carl Bildt, the Swedish foreign minister, said his assessment of chances for signing is "rather pessimistic." Polish Foreign Minister Radoslaw Sikorki suggested that the signing could happen in 2014. Many visiting officials echo these sentiments.

At the same time, Ukrainians are getting more frustrated that neither their desire to move closer to Europe nor their efforts to do so are getting recognition by the Europeans.

But, as one senior Western diplomat put it in a meeting with alumni of the Kyiv-Mohyla Academy, if you run a marathon and manage 42 kilometers, and fail to do the other 195 meters, it won't count. The same is true for Ukraine.

Failure to release Tymoshenko will mean failure to sign. After that, expect much anger and the greatest Ukraine fatigue there has ever been.

Hypocrisy reigns

Several events this week put Ukraine's extreme hypocrisy into the spotlight. On Nov. 6, President Viktor Yanukovich talked tough on combating corruption when he spoke to the World Economic Forum meeting in Kyiv's InterContinental Hotel.

"The most difficult yet one of the most principled tasks of the nearest future is bringing order to public purchases, particularly making the legislation transparent, and creating conditions for foreign partners to enter this market," Yanukovich's press service quoted him as saying. "We intend to deliver a powerful and systematic attack on corruption in the country."

Yet only a day earlier, the European Bank for Reconstruction and Development cancelled a visit to Kyiv by its president, Suma Chakrabarti, because Ukraine's government was not ready to sign a memorandum of understanding outlining specific steps to combat corruption.

What in the eight-page memorandum was too difficult for Ukrainian officials to swallow? Perhaps this passage: "All parties affirm that the principles of transparency, accountability, impartiality and legality should guide all government action." Or perhaps this passage was the objectionable one: "The parties acknowledge that substantial efforts to combat corruption and the unfair treatment of business are needed to improve the business climate in Ukraine and support its economic growth."

Yanukovich's administration says one thing when it comes to transparency and does another. This week's front page story in the Kyiv Post illustrates it with a list of 12 companies, many with opaque ownership structures, which gained privileges in lucrative sectors and services.

Yanukovich is no different than his three predecessors in talking tough about corruption even as it flourishes around them. Hypocrisy seems to be an inherent feature among the nation's rulers.

NEWS ITEM: As the Nov. 28-29 Eastern Partnership summit approaches, tensions are high in Ukraine over one of the biggest stumbling blocks to Ukraine's signing of an association agreement – the European Union's demand for the freedom of ex-Prime Minister Yulia Tymoshenko. Special envoys of the European Parliament Pat Cox and Alexander Kwasniewski on Oct. 31 called on the government and opposition parties in the Verkhovna Rada "to make every effort to reach a consensus on the legislative steps forward and to do so as a matter of urgency."



NEWS ITEM: Russia is struggling to come to grips with the tragic events in Birulev, a Moscow suburb, after the murder of an ethnic Russian by an Azerbaijani suspect prompted clashes with immigrants. On Oct. 13, more than 3,000 people came out to rally against Russia's migration policy.



NEWS ITEM: European Union envoys Pat Cox, the former president of the European Parliament, and Alexander Kwasniewski, the former president of Poland, arrived in Ukraine for their 25th mission this week, trying to push the issue of ex-Prime Minister Yulia Tymoshenko's release from prison. During one of their previous visits, Ukraine's parliament voted on a number of laws that would make the signing of an association and free-trade agreement with the EU more likely. Ukrainians joke that the duo should be cloned and posted in all government agencies to make them work more efficiently.



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Technology sector primed for growth



YULIYA SYCHIKOVA and YEVGEN SYSOYEV

Ukraine is not usually recognized as a technology hub in the same vein as Silicon Valley, but rather associated with information technology outsourcing and other back-end technical and engineering development tasks. However, Ukraine is poised to take off and be recognized in the global IT startup sector.

The foundation for future growth comes from global outsourcing companies, which today are the most valuable component of the IT sector in Ukraine. Ukraine already today plays a critical role in the global IT ecosystem, with outsourcing being a multibillion-dollar market. Currently outsourcing is projected to grow from \$2 billion in annual revenues to \$4 billion in revenues in 2016. With an army of 50,000 software engineers, Ukrainian outsourcing companies can command valuations of \$1 billion and higher. The country holds the fourth position in the number of certified IT specialists, following the United States, India and Russia.

Ukraine is an attractive destination due to its tremendous technical talent pool and lower development costs. Most of the clients are top European and Fortune 500 companies. The outsourcing industry has proved to be a boon, serving as a base for improving the competency of programmers and specialists, and providing salaries for technical talent that are high by Ukrainian standards. Local talented engineers systematically win various prestigious awards and are headhunted by the hottest Silicon Valley startups.

Ukraine also serves as a research and development hub for many multinational companies, including Google, Samsung, Siemens, Aricent, and Netcracker. Samsung alone has more than 1,500 engineers in Ukraine, while NetCracker has 700. We estimate the number of such R&D centers to be easily more than 100. Different from outsourcing, the R&D offices don't just outsource development to Ukraine, but rather build centers for research & development of core technologies ranging from enterprise software to ecommerce platforms to mobile technology to games.

The Ukrainian startup scene was built upon the technical talent employed in the outsourcing industry. While the outsourcing companies may make startups more expensive to launch due to rising salaries, they have not blunted the transition from



Technology developed by Ukrainian IT company Viewdle identifies multiple subjects in real time on a mobile device. The company was acquired by Google in 2012 to be used in Google Glass. (Viewdle)

outsourcing to more product-focused companies. Companies are increasingly tapping into the growing domestic e-commerce market, which is projected to grow from \$2 billion to \$10 billion in 5-6 years. The nation of 46 million people has moderate Internet penetration of 40 percent, but is expected to reach Western levels of 70-80 percent in 5-7 years. E-commerce penetration reached roughly 2 percent this year and online retail will continue to grow at 40-50 percent annually. We expect the size of the e-commerce market to grow from \$2 billion in 2013 to more than \$10 billion in 5-6 years.

Ukrainian startups are increasingly learning the sales, marketing and scaling skills necessary to exploit global niche markets. Ukraine has many unpublicized success stories. The fastest growing segments of the e-commerce market in Ukraine in 2012-13 were e-travel and fashion. Leading companies were startups three years ago, but by the end of 2015 these companies will collectively reach \$100 million in net revenue. Ukraine has the potential to produce many more promising startups.

Many startups are already world-class companies with superb management teams and products that are category leaders in their global niche. Depositphotos, a micro photo stock company, had \$12 million revenue in 2013. It successfully competes with its U.S. public competitor Shutterstock. Belarusian Epam and Russian Luxoft are two outsourcing companies that also went public. Both companies still have significant numbers of employees in Ukraine. Last year, Google acquired Viewdle, a video face recognition company, for about \$50 million. Typically, U.S. global companies remain key acquirers of successful software technology companies originating from Ukraine. We expect 3-4 Ukrainian companies to go public in the next five years.

However, a crucial factor holding back growth has been the lack of investment cap-

ital. In recent years, a few incubators in the mold of Silicon Valley institutions began to appear on the scene and make seed-stage investments. A TA Ventures fund that primarily invests in U.S. and European Union markets also began investing in Ukrainian e-commerce startups. AVentures Capital has invested in four Ukrainian companies this year. Russian venture firms, including Runa, Almaz, and global fund Intel Capital also began making investments in Ukrainian startups and financed a few deals in Ukraine.

Despite this, the overall level of investment in Ukrainian startups is still substantially less than in Russia. This has forced Ukrainian entrepreneurs to face stark choices very early in the company life cycle: to break even and become profitable very quickly, or to die fast. It is therefore not surprising that 33 percent of the 54 startups looked at were of the classic bootstrapped variety, built on small initial investments from the founders and reinvested profits. Another 32 percent of startups first attracted investments ranging from hundreds of thousands of dollars to the low millions, and then grew with their own resources.

This environment has forced entrepreneurs to produce only highly demanded products with fast monetization opportunities. More than 60 percent of these startups are operationally profitable businesses, a very high rate for early stage tech companies. This has, nonetheless, severely skewed company formation away from capital-intensive startups, which may require multiple rounds of financing before seeing a profit.

However, as more investment capital becomes available, this situation is rapidly changing. Venture firms are beginning to take notice of Ukraine and more institutional capital is entering the country. With still relatively attractive valuations, room for significant growth and a strong base of technical talent, Ukrainian startups are primed to take off in all IT segments. Ukraine is an unexplored field for investments in the IT sector. The nation has vast untapped potential and a pool of globally minded entrepreneurs looking for the capital that will help them launch their startups and exploit markets.

Yuliya Sychikova is the founder and CEO of Mittenpay.com and Yevgen Sysoyev is a managing partner of AVentures Capital.

NEWS ITEM: President Viktor Yanukovich gave a series of speeches this week boasting improvements in investor climate and the fight against corruption. Ukraine shot up by 28 points in the World Bank's Doing Business Ranking this year, but investors on the ground are complaining that the change is merely technical and insist that the business climate is worsening. This week Swedish insurer SEB announced it was quitting the market, and investment bank Dragon Capital once again reported rumors that at least two foreign banks are for sale. Businesspeople cite corruption and lack of protection for property rights as some of the major factors for leaving.



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Have you ever taken a bank loan? If so, what for? If not, why not?



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Serhiy Lisovy, child entertainer
"I never took a loan and never wanted to. You can't take a loan in our country because banks cheat. They offer you high interest rates either immediately or sometime later. I would take a loan only for medical surgery of a relative or to buy a house."



Maria Tymchenko, pensioner
"I have never taken a loan from a bank and never will. I try to live within my means. I do not really trust banks. My friends had an issue with their bank when they could not get their money out of their savings accounts. None of my acquaintances have taken a loan either."



Yulia Hayduk, architect
"I never took a loan and am not planning to. I do not need to - I have an apartment and a car. Besides, it is dangerous to take a loan now. No one knows what will happen to the hryvnia/dollar [exchange rate]. High interest rates also scare off. In Europe, they are 1-2 percent, and here we have some 20 percent."



Serhiy Selyutin, director of Zdvizhbud construction company
"I had taken a consumer loan for personal needs. Now I need a loan for my own construction company. We are building inexpensive housing near Kyiv, using only Ukrainian materials. None of the banks will give a loan, as they ask for collateral in the form of an apartment building. But I can't do it, as I still have to sell apartments. I am not afraid of high interest rates. I know I can pay it off."



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Nation hopes for agriculture boom with free trade deal

BY KATERYNA KAPLIUK
KAPLIUK@KYIVPOST.COM

The nation's growing agricultural sector will get a boost if the European Union agrees to sign a free trade agreement with Ukraine at a summit in Vilnius, Lithuania, on Nov. 28-29.

Some types of agricultural producers might strengthen their position on international markets significantly, while improving the quality of goods they supply to local markets. Others, however, will face strict quotas that can dampen their ambitions.

The agriculture ministry paints a rosy picture about the sector's prospects. Agriculture Minister Mykola Prysiazhnyuk believes that the nation can get Hr 4 billion in additional export revenue as part of a free trade zone within a few years.

The findings of Center UA, a non-governmental organization, echo the minister's assessment. The group found that Ukraine can earn about €383 million annually once duties for food imports are eliminated. However, the EU will set quotas on 36 types of duty-free products.

Some 83.1 percent of agricultural products, according to Center UA, could be exported to the EU duty-free after the free trade pact is signed – including 350,000 tons of barley annually. By comparison, in 2006-

2010, Ukraine exported 156,600 tons of barley each year to the EU.

The annual quota on corn is 650,000 tons. In 2006-2010, Ukraine exported 626,800 tons per year and paid import duties, according to the non-profit's statistics.

However, it will take a while for the benefits to materialize. Leonid Kozachenko, president of Ukrainian Agrarian Confederation, says that initially the country's exports will be severely limited with quotas and requirements to conform to EU standards.

These quotas will limit Ukraine's opportunity to sell value-added goods, such as processed meat and dairy products.

However, other types of commodities, such as sunflower oil, will be free to conquer new markets and are already doing well, said Kozachenko. Export of soy and canola seeds, fruits and vegetables and other commodities will also get tailwind.

But what is salvation for crop growers is doom for livestock farming, says ProAgro consultancy director Mykola Vernytsky.

Due to subsidies, European meat products have lower costs than Ukrainian ones. Thus, Ukrainian meat producers, specifically of pork, might run the risk of being muscled out by European rivals. Poultry, howev-

Agriculture Minister Mykola Prysyazhnyuk (R) believes that Ukraine may get an Hr 4 billion boost in exports with a freed trade deal with the European Union (UNIAN)



er, is a different case, as it's one of the most developed meat markets in Ukraine and is 90 percent controlled by large producers. The two biggest chicken producers, MHP and Agromars, have already received EU export certification.

Ukraine's dairy industry also is talking about risks. On the one hand, Ukraine will get new quality standards, which is good, deputy president of the Association of Milk Producers Denys Marchuk says. On the other hand, meeting those standards requires new equipment, which many cannot afford.

It costs up to \$20 million to build a new modern farm with more than 1,000 heads of cattle, but it would take at least eight years to recover the cost, Marchuk says. Moreover, Ukrainian producers cannot at the moment compete with heavily subsidized European peers.

Moreover, Kozachenko said that 70 percent of milk in Ukraine comes from households, which is unacceptable by European standards. About 20 percent of meat is also sourced that way, and will be outlawed in Europe. But even if that sourcing practice changes, it will

create a social problem in rural areas, where raising cows for milk remains a main source of income.

Signing the free trade agreement with the EU, however, could be challenging for small businesses, Deloitte partner Mykhaylo Melnyk believes. They will face increased competition, but they will also get new opportunities for joint projects with European businessmen that will give them resources.

Experts agree that even though the immediate challenges may be tough to overcome, getting EU certification will boost a company's chances to enter other international markets, even those outside of Europe. As a side effect, Ukrainians should also benefit from greater competition and quality improvements that follow.

But getting certification will cost the industry about \$6 billion, according to Kozachenko. He believes, however, that European banks will be interested in dishing out loans to support that process. Kozachenko predicts that as a result the industry will be ready to shine in three to five years. Some producers, primarily those churning out sunflower oil and vegetables, might only take a year to adapt, while MHP already made its first export shipment to the EU last week.

Kyiv Post staff writer Kateryna Kapliuk can be reached at kapliuk@kyivpost.com.



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Domestic pork producers aim to feed nation in seven years

BY OKSANA HASIUK
OKSHASIUK@YAHOO.COM

As in grain and poultry production, industrial hog farms are driving the surge in homegrown production. Two giant hog operations alone account for 26 percent of Ukraine's pork production.

Those are APK-Invest, founded by former deputy prime minister Borys Kolesnikov in Donetsk Oblast and Danosha, owned by Danish investor Tom Axelgaard, in Ivano-Frankivsk Oblast.

But more production will be needed to meet rising domestic demand.

The two big ones are being joined by new players like KSG-Agro in Dnipropetrovsk, which is getting ready to invest \$50 million, and Oleh Bakhmatiuk's Ukrlandfarming, which is pumping \$1 billion into meat processing plants in Mykolayiv and Kherson oblasts, according to Hanna Lavreniuk, vice president of the Ukrainian Pigs Breeders Association.

They are all trying to meet the growing meat consumption for pork, poultry and beef, which is expected to reach 2.4 million tons, the agricultural ministry reported in August. The figure marks a six percent increase over last year, or one kilogram more per person as Ukrainians consume more proteins.

According to the Ukrainian Statistics Service, the average Ukrainian was consuming 14-15 kilograms of pork per year as recently as five years ago, a figure that included processed pork products. Currently, the level is 17-18 kilograms per year. By 2019, the U.S. Department of Agriculture predicts that each Ukrainian will be consuming 20 kilograms of pork yearly, second after poultry and ahead of beef.

The switch to industrial pork production is, however, a full decade behind Ukraine's poultry market, where more than 80 percent of chicken are industrially produced. Currently, only 45 percent of pork is produced by industrial farms, with households making up for the rest.

Pork production alone this year should reach 750,000 tons, according to the Economic Development and Trade Ministry of Ukraine. There are 7.5 million heads of pigs in Ukraine as

of Jan. 1, the state statistics service said.

Should current trends continue, the Association of Pig Breeders says, the nation's local pork producers will be able to meet domestic demand by 2020. The achievement will be mostly due to companies that integrate pig production and processing. The vertical integration allows for greater control over financial returns and better insulation from market risk.

Their streamlined efficiency has translated to healthy profit margins that further enable growth.

"This business is very profitable at the moment. Over the past year, profitability in pork production in Ukraine rose six percentage points on average - from -3.7 percent in 2011 to 2.3 percent in 2012," said Alina Zharko, an expert from the Ukrainian Agribusiness Club. "In large agricultural holdings with a good return, the level of profitability could be about 10 percent."

This would explain the €54 million investment that Axelgaard, the Danish investor, recently secured from the International Finance Corporation to build two additional pig farms in Ivano-Frankivsk Oblast. IFC invested €18 million in shares and provided a €36 million loan, according to Axelgaard.

A U.S. giant is also eyeing Ukraine. Seaboard Foods Company, America's second largest pork producer intends to build a pig farm in Kharkiv Oblast in conjunction with Kernel holding company. Kernel's public relations manager, Oksana Koval, has confirmed information that her company is in negotiations with Seaboard Foods to create a joint venture.

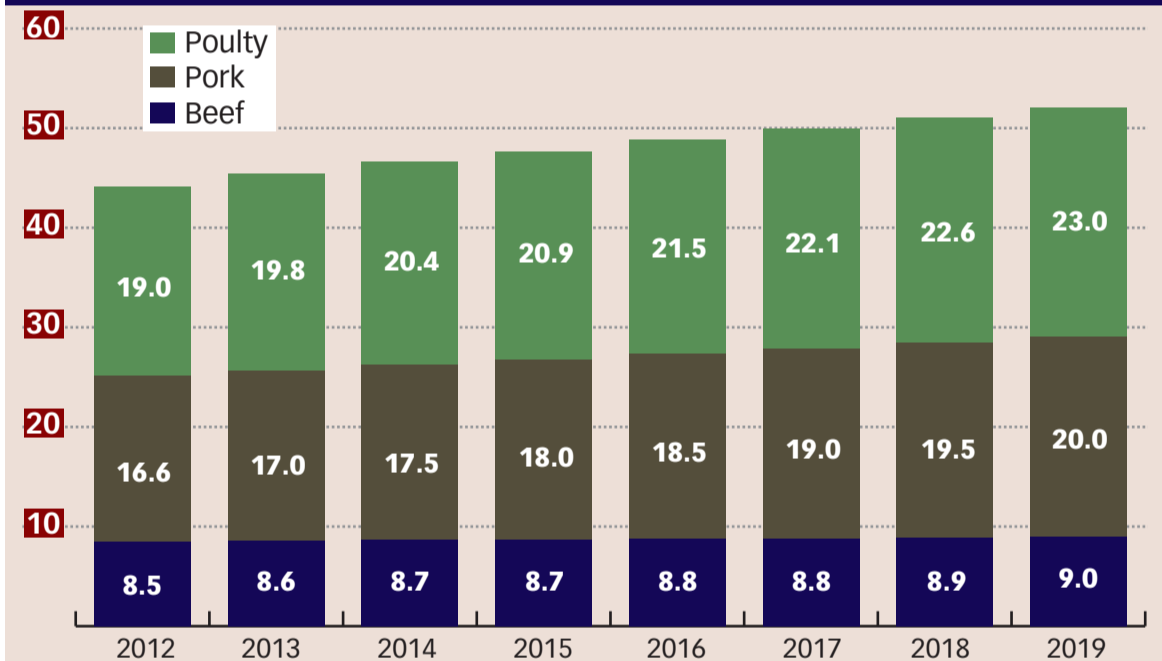
But pig farmers, like the agricultural sector as a whole, face barriers to expansion. Double-digit interest rates on loans offered by commercial banks aren't popular for obvious reasons.

"Feed is the biggest cost for pig production, and we put a big focus on pig conversion ratio (use of feed per 1 kilogram of meat production), meaning that we constantly try to optimize on feed recipes and take care of pigs so they can grow the best way," said Axelgaard, chief executive officer of Axzon A/S, the parent company of Danosha, which operates pig farms in Ivano-Frankivsk Oblast.



Hogs gather at a farm in Khmelnytskyi Oblast. The raising of pigs for slaughter is quickly moving from small farms to large industrialized operations in Ukraine, part of a drive to meet rising consumer demand for pork. (UNIAN)

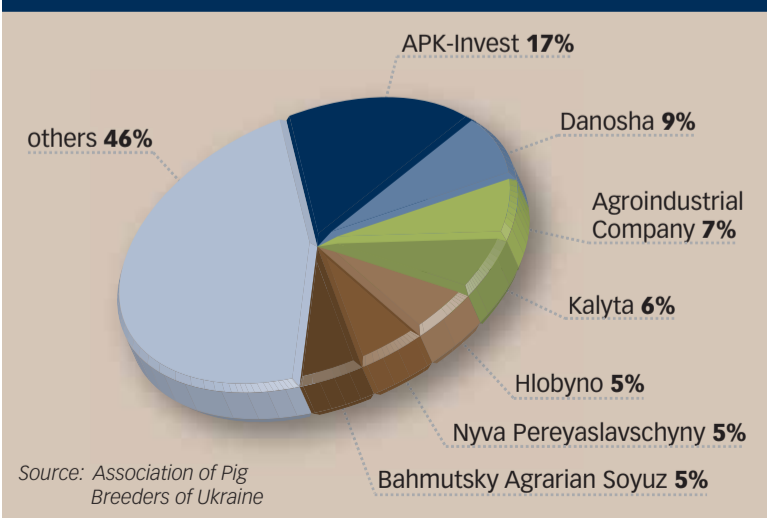
Ukraine: Per capita meat consumption outlook in kilograms



Source: Food and Agriculture Policy Research Institute (FAPRI) World Agricultural Outlook based on Ukraine's Statistics Service data.

Ukrainians, with a rise in incomes, are consuming more meat every year, led by poultry.

Market share controlled by seven leading pork producers:



Two giant hog operations account for 26 percent of Ukraine's pork production.

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Europe's breadbasket turns in record-breaking grain harvest

BY MARK RACHKEVYCH
RACHKEVYCH@KYIVPOST.COM

As the rumbling sound of combines subsided across the fields in late autumn and grain carts started filling, the agriculture ministry proclaimed another bumper crop year. Ukrainian farmers harvested 51.6 million tons of grain as of Oct. 30, signifying a 24 percent increase over last year.

An additional 5.7 million tons is expected by year-end, investment house Dragon Capital forecasted, signaling the highest grain output on record, according to State Statistics Service figures.

Ukraine has only three times reaped more than 50 million tons of grain: in 2011, 2008 and 1990.

Half of the 28 million hectares that were planted with grain, oilseed and other crops, were harvested, implying an average yield of 3.69 tons per hectare, Dragon Capital said in a note,

citing a 23 percent yield increase over the same period in 2012.

Alex Lissitsa, president of the Ukrainian Agribusiness Club, attributed the continued rise to improved efficiency and productivity that large farms are achieving through better seed protection, and the use of newer equipment and technologies.

He noted how farmers were quickly able to complete sowing after winter ended late this year, referring to the snow storms that paralyzed much of Ukraine in March.

"My explanation is simple: better technology and improved efficiency," said Lissitsa.

In particular, corn production reached 18.2 million tons, and 10 million tons of sunflowers are expected to be harvested by the end of the year, stated Dragon.

On the export side, Ukraine shipped more than 3 million tons of grain in October, the agriculture ministry

announced, which is on pace to meet total planned grain exports of 30 million tons for the marketing year. This year grain exports are expected to total a record \$5.5 billion, according to consultancy Ukragroconsult.

"Dry and cool weather in Ukraine in the second half of October helped farmers to accelerate the pace of harvesting and winter crop planting works, with winter crops already sown on 92 percent of the target area," said Dragon. "Moreover, with favorable weather expected to persist in early November, this will positively affect the sprouting of winter crops."

Thus far, winter crops have been planted on 8.4 million hectares for the 2014 harvest, Dragon reported. Winter wheat was planted on 6.2 million hectares, while winter rapeseed was planted on 882,000 hectares, according to Ukrainian News.

Lissitsa said that due to torrential rains for three weeks in September, farmers in the whole country couldn't plant as much as they wanted to. Dragon said 5 percent less land area was planted for the winter than last year, and six percent less winter wheat.

But Lissitsa doesn't know what to expect next year given what he calls is the government's unpredictable policies.

He added that "nobody knows what the commodity prices will be, plus



A farmer leans on a harvest combine in a field in Kyiv Oblast on July 30, 2009. Investment house Dragon Capital forecasts that Ukraine will harvest more than 57 million tons of grain by the end of this year, the highest on record. (UNIAN)

farmers are having trouble paying their current debt and there is the question of what the fixed agricultural tax will be."

Other risk factors include what the government plans to do about agricultural land that it owns. Lissitsa said there are plans in place to sell government-owned agricultural land

through its land bank. The problem is, he said, is that nobody knows what the state owns because a land cadastre doesn't exist that delineates where the government's land begins and ends. A moratorium on the sale of agricultural land is currently in place.

Kyiv Post editor Mark Rachkevych can be reached at rachkevych@kyivpost.com.

Grain harvest from 1990 through 2013 estimate

	1990	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013e
Grain and legumes (millions of tons)	51.0	41.8	38.0	34.2	29.3	53.3	46.0	39.3	56.7	46.2	57.3

Source: State Statistics Service of Ukraine, Dragon Capital

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Yanukovich, Azarov criticize corruption even as it flourishes

→ **3** rights to collect royalties from her concert in Ukraine.

However, the agency's detractors say it often distributes copyright money non-transparently or even fails to pay to copyright owners their due. "UACRR collects about \$3-\$5 million a year," said Dmytro Guziy, the newly elected chairman of the civic board attached to the State Intellectual Property Service that represents about 60 copyright companies. "But some 30 to 50 percent of this money are basically stuck for now."

Oleksiy Humenchuk, deputy head of UACRR, said that while there were some losses at the company in the past, now the agency is working properly and without any debts. "I don't know about any agreed or fixed debts," he said calling the allegations towards his enterprise a "black PR campaign."

Nearly 47 percent of companies polled by the American Chamber of Commerce in October believe that Ukraine lacks the effective protection of intellectual property rights.

Medical procurement

Indar, a state-run pharmaceutical company, won in 2013 about 58 percent of tenders for the supply of antiretroviral drugs, 38 percent of tenders for tuberculosis drugs and also tenders for vaccines and drugs for hemophilia worth in total some \$35 million up to the end of October, according to the Anti-Corruption Action Centre.

But Indar isn't a producer of these drugs, experts note. The state company is an intermediary that purchases drugs at inflated prices from offshore proxy companies, which in turn buys them from the manufacturers. "They (Indar) even don't repack these drugs," Vitaliy Shabunin, head of the Anti-Corruption Action Centre, said.

Asked by opposition lawmakers of the Global Organization of Parliamentarians Against Corruption, Liubov Vyshnevskaya, Indar's director, refused to explain how Indar supplies medication, which led to criminal

probe being opened against her.

Around 71 percent of Indar belongs to state company Ukrmedprom, whose director, Dmytro Politiko, also heads the supervisory board of Indar. Politiko is also a former classmate and friend of Roman Bogachev, who heads medical procurement tenders at the health ministry, which sheds light on how Indar could become so successful in the public procurement market, Shabunin believes. Indar didn't respond to a Kyiv Post request for comment.

Gas extraction

SPK-Geoservice was the bidder that won the privilege to become a 10 percent shareholder in a partnership with Nadra, the state mineral resources company, for two potential multi-billion dollar shale exploration projects. That partnership is one party in the 50/50 joint ventures with international energy majors Royal Dutch Shell and Chevron.

SPK-Geoservice was founded in 2008 by three geologists. Ukrainian officials have struggled to explain what value the company brings to the deal. Company director Oksana Manokha said SPK-Geoservice was chosen in February 2012 to form the joint venture because of its "experience and knowledge and more attractive proposal than the other bidders."

She told the Kyiv Post that these were the "decisive factors," adding that Shell and Chevron had conducted a "detailed inspection of the company's activities."

Train ticket sales

The monopoly position for selling electronic train tickets held by Express-2 starting in May 2009 raised concern. Instead of making it cheaper and more convenient to buy train tickets – the company took a Hr 10 commission on each ticket sold, yet passengers still had to pick them up at the train station.

It ended up making Hr 2 million by November 2010, when the Kyiv Post investigated the company. It was side-

lined by Ukrzaliznytsia's own e-ticket system before the start of the 2012 European soccer championship.

Customs clearance

Euroterminal is the privately-owned newly built cargo and customs clearinghouse that was opened with the blessing of President Viktor Yanukovich. According to a January investigation by the Washington-based Organized Crime and Corruption Reporting Project, a Kyiv Post partner, the company has effectively replaced the state-run customs terminal. OCCRP reporters were told by customs officials that all customs must now be cleared through Euroterminal, which charges higher fees than the state.

An offshore firm owns the terminal, but its beneficiary owners remain unknown, hidden behind a web of lawyers and proxies. The presidential administration refused to comment on the OCCRP investigation. Former top customs official Ihor Kaletnyk – now deputy parliamentary speaker – told OCCRP he doesn't know who owns Euroterminal.

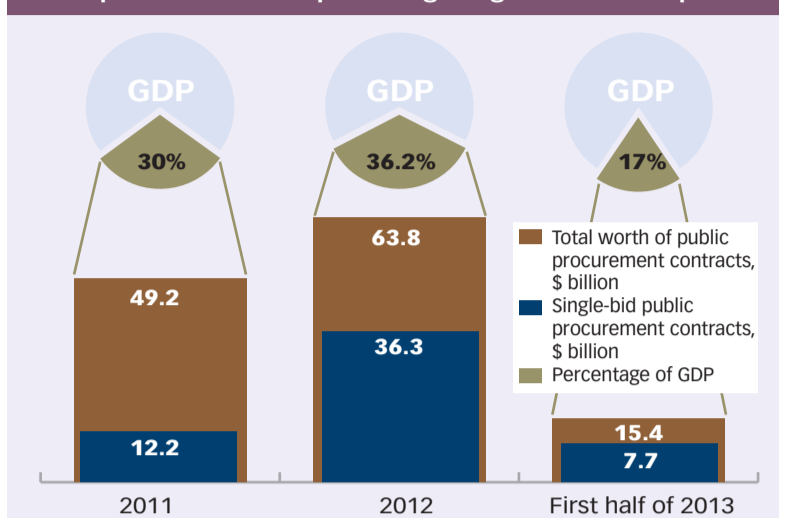
Telecommunications

The only license holder of 3G mobile internet technology is fixed landline monopoly Ukrtelecom. Bought by Rinat Akhmetov earlier this year for an estimated \$1 billion, but mostly state-owned throughout its existence, it was granted the license in 2007. Since that time, other mobile operators haven't received a 3G license from the National Communications Regulation Commission, keeping Ukraine technologically behind in the field.

The government regulator has claimed that the frequencies for 3G have been used by the military, so operators like Kyivstar, Ukraine's biggest, have chosen to use Ukrtelecom's network, while MTS has used a CDMA network.

For Kyivstar customers, using Ukrtelecom's network means that

Public procurement as a percentage of gross domestic product



Source: Ministry of Economic Development and Trade, World Bank

A large percentage of government money spent is done so through single-bid public procurement contracts, rather than competitive bidding. The European Union has raised concerns about the practice.

they are "limited to coverage of 'Utel' (Ukrtelecom's mobile brand), which is not countrywide," Mikhail Shuranov, head of corporate communications at Kyivstar, told the Kyiv Post. He added that Kyivstar is ready for a new standard launch and said that "as soon as the relevant regulatory bodies give a green light for the new technology implementation, Kyivstar subscribers will almost immediately be given the opportunity to benefit from the service upgrade."

Digital TV

Zeonbud is the digital TV monopoly provider that was responsible for making the switch from analog. It won a tender in December 2010 to take on the role despite having no history in the sector, beating the state-owned RRT Concern which had most of the

capacity and transmitters to make the switch to digital. Regulators and Zeonbud's management have never told the Kyiv Post who its real owners are. Its ownership structure is concealed behind two Belize companies with an identical address and a company registered in the British Virgin Islands.

Zeonbud stands to make close to \$2 billion as a provider to national TV broadcasters over the next decade, the duration of its four licenses, according to Oleksandr Pivnyuk, a technical consultant in the TV business and former vice president of the state-owned Broadcasting, Radio Communications and Television Concern.

Kyiv Post editor Mark Rachkevych and staff writer Oksana Grytsenko can be reached at rachkevych@kyivpost.com and grytsenko@kyivpost.com.



Yanukovich takes the metro

Ukrainian President Viktor Yanukovich talks to the head of the Kyiv metro Vladimir Fedorenko (R) as they celebrate the opening of the new Towers station on the blue Kurenivsko-Chervonoarmiiska subway line on Nov. 6. (Andrei Mosienko)

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Nov. 15



(Kostyantyn Chernichkin)

Ukraine vs. France

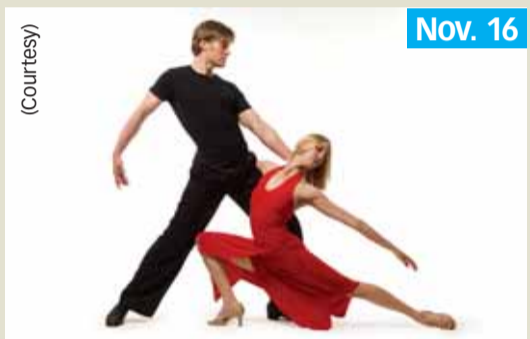
Ukraine faces France in the World Cup qualification playoff round at Kyiv's Olympic Stadium. The two teams have played each other seven times. The last time was during the Euro 2012 football championship. France holds the edge with four victories. Tickets are allegedly sold out, but bars and cafes around the country will televise the match.

Ukraine vs. France football match. Nov. 15. 8 p.m. Inter TV Chanel

Salsa night

Salsa Old School Party unite the dancers of "old school" and "new school," creating a night of eclectic dancing bliss. Talented salsa dancers as well as dance enthusiasts will show off their dancing skills and have a great time. Evening gowns for the ladies and suits and ties for men are required. Masks are a must for participants.

Salsa Old School Party. Nov. 16. 10 p.m. Malaya Opera (5 Dehtyarevskaya St.). Hr 50



(Courtesy)

Nov. 16



(Kinopoisk.ru)

Nov. 13 – Dec. 15

New British Film Festival

Every autumn brings a new British Film Festival to Kyiv. This time, the event will include screenings of four feature films as well as short films, which are nominees of BAFTA 2013 (the British Academy of Film and Television Arts Award). The special event of this year's festival is the screening of director Oliver Hirschbiegel's "Diana" – a movie that covers the last two years of Princess Diana's life. Other movies include "The Look of Love" by director Michael Winterbottom, "Hyde Park on Hudson" by Rodger Michell and many others.

British Film Festival. Nov. 13 – Dec. 15. Kyiv Cinema (19 Velyka Vasylkivska St.). Detailed information on tickets and screening time is available at www.kievkino.com.ua/ru/1256/index.html

Yolka

Ukrainian singer Elizaveta Ivantsiv is better known by the stage name Yolka (fir tree). Back in 2012, she and her band came up with a special show called Low Concert. The concept is to make the event intimate, so that the singer has a constant dialogue with the audience, creating a home-like atmosphere in the house.

Yolka: Low Concert. Nov. 15. 7 p.m. Zhovtnevyi Palats (1 Instytutska St.). Hr 100 – 1,000



(Courtesy)

Nov. 15

Street Food

Celebrating its fourth time in Kyiv, the Street Food Festival is back. Having been a great

success all of the previous times, the Street Food Fest is once again ready to showcase new and exciting foods from various cuisines.

Street Food Festival. Nov. 9 – 10. 11 a.m. – 9 p.m. Darynok parking lot (Krasnotkatskaya Street). Free



(Courtesy)

Nov. 9 – 10

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(Courtesy)

Nov. 10

Sophie Villy

Presenting her second album after her American tour, Villy is coming to Kyiv. Work on the artist's new album was done in a small vintage recording studio in Tbilisi. The atmosphere of the place created the album's unique, very personal and soul-touching sound. The band combines the sounds of the East and West and puts on terrifically entertaining shows.

Sophie Villy concert. Nov. 10. 8 p.m. Malaya Opera (5 Dehtyarevskaya St.). Hr 80 – 100



(Courtesy)

Nov. 16

Wine Ball

The event will include wine and cognac tasting, samplings of different cuisines and divine entertainment. It is the third time an International Wine Ball is taking place in Ukraine, uniting wine and art. Entertainment will be provided by the Arthur Murray Dance Studio and PoleArtBallet, Nataliya Valevskaya and Illaria, Yuliana Prado and Alena Hrebenuyk. Top Ukrainian designers will showcase their latest collections at the black-tie event.

International Wine Ball. Nov. 16. 7 p.m. Olympic Stadium (55 Velyka Vasylkivska St.). Hr 600

Brainstorm

This Latvian pop-rock band sings songs in Latvian, English and Russian. It is touring in support of their Russian language album "Chayki na kryshah" (Doves on the rooftops, English version "Another Still Life"). Recently, the band took off for their worldwide tour. The Latvian group hopes to perform on almost every continent.

Brainstorm concert. Nov. 15. 9 p.m. Stereo Plaza (119 Krasnozvezdnyy Ave.). Hr 250 – 1,500



(Courtesy)

Nov. 15

The Kyiv Post Lifestyle section will have a special focus on Health and Recreation on Nov. 15.



Atelier makes shoes to fit all stylish needs



WITH OLENA GONCHAROVA
GONCHAROVA@KYIVPOST.COM

Ukrainian companies step up to support art

Support of the arts has become an integral part of the philanthropy programs of Ukrainian companies.

In May, Nataliya Revika, the head of marketing department at Kraft Foods Ukraine, came up with the idea of Art Among Us, a project that exhibits works from modern Ukrainian artists in their office. At the fifth floor of the company's office, bright and lively paintings featuring Kyiv scenes immediately catch the eye.

"We try to update the exhibition every three weeks," Revika says. She has organized five exhibitions so far, displaying some 50 pieces from such Ukrainian artists as Yuriy Shapoval, Oleksiy Revika, Ruslan Ivashenko and others. The exposure, Revika said, has encouraged co-workers to start visiting art galleries.

Oleksiy Vasylenko, the co-owner of Zolotoye Sechenie auction house, said art collections are good for a company's image. Many modern paintings are relatively affordable in Ukraine.

UkrSibbank BNP Paribas Group is another art patron. Since 2007, it's helped the Mikhail Bulgakov Museum on Andriivsky Uzviz Street. The bank sponsored the purchase of some Vienna bentwood chairs and helped it to restore the tradition of monthly musical events on the 13th.

Elvira Dishayeva, chief financial officer at Baker & McKenzie law firm, believes art inspires people and influences emotional health. So she was happy when the company decided to help artists as "they undergo tough times in Ukraine." In 2012, the company commissioned paintings from five artists in eastern Ukraine. "They came up with about 40 paintings featuring some historical Kyiv's spots, for example Yaroslaviv Val Street, Kyiv Pechersk Lavra or Andriivskiy Uzviz Street," Dishayeva said.

The pictures were displayed at the National Philharmonic during the company's anniversary ceremony.

Kyivstar cellphone service provider also found a way to patronize art. The company this year has exhibited some 80 artworks of 10 Ukrainian artists. Kyivstar team development manager Oleksandr Rizenko believes the displays help to "boost the creative atmosphere in the office."

Kyivska Rus Bank also hosts an art exhibition. The bank produced a calendar featuring paintings of Ukrainian landscapes made by artists Oksana Zbrutska, Dmytro Dobrovolsky and Oleksandr Breskin. "Next year we hope to make other calendar, dedicated to arts and crafts," says bank spokeswoman Kateryna Nenuzhna.

Kyiv Post staff writer Olena Goncharova can be reached at goncharova@kyivpost.com.

Companies' art collections open to the public:
Kyivska Rus Bank (11 A Khoryva St.)
Kyivstar (13 Khreshchatyk St.)



Alina Ocheretyana, co-owner of custom shoemaking company Kachorovska, holds up a pair of red pumps at her shoe store at 9 Pokrovka St. in Kyiv's Podil neighborhood. (Kostyantyn Chernichkin)

OLGA RUDENKO
RUDENKO@KYIVPOST.COM

The last pair of shoes bought is usually the favorite pair.

Alina Ocheretyana, 25, co-owner of Kachorovska custom shoemaker in Kyiv, counts on this axiom for her business, as she holds a pair of red glossy pumps – must-haves for many shoe addicts. They are awaiting pickup from the owner.

Ocheretyana, who works from a two-room office in Kyiv's Podil area, talks passionately about techniques of shoemaking and why Italian leather has better color patterns than the Ukrainian variety.

Kachorovska started as a tiny family

business, but now it is a prosperous atelier, producing 200 pairs of quality handmade shoes a month from its production workshop in Zhytomyr, a provincial capital 140 kilometers west of Kyiv. Their clientele includes office workers, artistic people and even celebrities. Singer and socialite Anna Sedokova ordered her wedding shoes from Kachorovska.

Ocheretyana says she doesn't own any shoes that weren't made by the family. During the interview, she wears black oxfords with silver metallic toes, a model that goes for Hr 1,150 in the Kachorovska online store.

Ocheretyana traces the family business's start 50 years ago and cred-

its her grandmother, 74, who started working at a shoe factory in Zhytomyr. Later Ocheretyana's mother, Olena Kachorovska, followed. Both made shoes at home in their spare time. Since the late 1990s, they have practiced their craft in a Zhytomyr workshop. When Ocheretyana moved to Kyiv to study in law school in 2004, she started taking orders from clients in the capital. Now almost all Kachorovska clients are from Kyiv.

A major step forward came three years ago, when Ocheretyana and her husband, Ruslan Ocheretyaniy started a Kachorovska Facebook page, which has more than 10,000 subscribers. Since then, some 2,000 customers

have ordered shoes and bags from the atelier. One of its best customers owns at least 50 pairs of shoes and up to 40 bags by Kachorovska.

Yulia Savostina, the head of Pillar PR firm, owns "seven or eight pairs" of Kachorovska shoes and says they are very good quality for the price.

"Their 10 centimeter pumps are more comfortable than Jimmy Choo's, and that is not an exaggeration," Savostina says.

Making the shoes in Zhytomyr allows Kachorovska to keep prices more affordable. Custom-made boots cost Hr 1,300-1,500, high heeled shoes go for Hr 900-1,000 and ballet pumps sell for Hr 700. Mens shoes → 13

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Five cool Ukrainian coffee table books

BY DARYNA SHEVCHENKO
SHEVCHENKO@KYIVPOST.COM

Large colorful albums with beautiful illustrations look good in a home library and office's waiting room. Ukrainian publishers have plenty to offer in that area, including books of Ukrainian art, photography and city views. Here are the Kyiv Post's choices for five best coffee table books:

'Ukrainian Icon. 11th to 18th century'



The book offers the collection of orthodox icons shown in more than 500 illustrations with captions in Ukrainian and English. The book is packed in a colorful case with

a certificate confirming its uniqueness attached. The beautiful images enclosed of ancient icons give you a real feeling of the sanctity of Ukraine's rich icon tradition.

Hr 1,200
Litera
11/61 Lva Tolstogo St.
234-7508

'Ukraine: Country and People'



The album provides great insight into all aspects of Ukrainian life, including farming, sports, festivals and holiday celebrations, and

of course, includes a great collection

of landmark photographs.

Hr 540 (Hr 1,600 in a leather hardcover)
Litera
11/61 Lva Tolstogo St.
234-7508

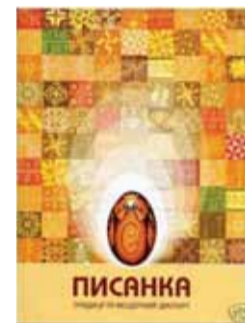
'Pysanka. Ukraine's folk art of pysanka.'

The album offers not only a full set of pysanka (Ukrainian Easter Egg) patterns from all over the country, but also explains the techniques and the roots of ancient symbols used in pysanka art in different regions. Even though the language of the book is Ukrainian, the photos alone help to understand the art of pysanka.

\$48
eBay
www.ebay.com/itm/Pysanky-Ukrainian-album-Pysanka-Folk-Art-Ukraine-/150402735028

'Kiev 70s - 80s'

Quite a small book contains 200 pictures of Kyiv that were taken between 1970 and 1980 by local photographers. The book is one from the series of half a dozen albums that show photographs of Kyiv in different times. The unique photos show Ukraine's capital both in ruins and during its glorious times, just how the city has been seen by its natives in the



decades long gone.

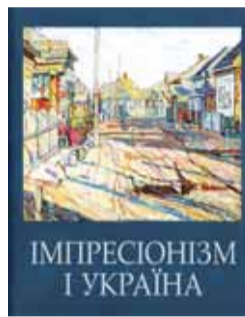
Hr 280
Litera
11/61 Lva Tolstogo St.
234-7508
Hr 204
www.yakaboo.ua/ru/catalog/all/-191399

'Impressionism and Ukraine'

The book offers a collection of impressionist works of Ukrainian artists that was first presented in Kyiv National Art Museum in 2009-2010 and shows the interplay of European art trends and Ukrainian art traditions.

Hr 384
Ye Bookstore
3 Lysenka St. (near Zoloti Vorota)
www.book-ye.com.ua/shop/product_10080.html
255-8855

Kyiv Post staff writer Daryna Shevchenko can be reached at shevchenko@kyivpost.com.



More beautiful albums on pysanka art, icon traditions and collections of Ukrainian museums as well as photo albums with city views and landscapes, most of them offering English texts, can be found in the majority of local bookstores or book selling websites as:

yakaboo.ua
nashformat.ua/books
albion-books.com
book-ye.com.ua
baltia.com.ua



Dozens of custom-made shoes wait to be picked up by their owners from the Kachorovska office in Kyiv's Podil area. (Kostyantyn Chernichkin)

Three generations from Zhytomyr family make shoes

→ 12 range from Hr 950-1,250, but only 10 percent of Kachorovska's customers are men.

The wait for a pair of Kachorovska shoes is 45 days for the privilege of selecting the size, width, color of leather, sole and lining color. The shoemaker rejects some stylistic requests. "Some people just don't fully understand how the shoes they imagine will look like in reality," Ocheretyana says. Kachorovska works only with authentic leather because synthetic materials "smell bad."

Other elements, such as heels and leather, are imported from a small Italian city of Civitanova. She says that a lot of raw materials for Italian leather factories come from Ukraine, while Ukrainian leather producers can't satisfy the demand of shoemakers because of their poor choice of colors. "Half of Ukrainian leather companies produce only black leather. And maybe some shades of brown. If they have red colors, it is only one shade, looking exactly like red leather boots seen on Ukrainian folk dancers," says Ocheretyana. "In Italy, there is carrot red, coral red, vinous red, cherry red and more. When you see all that color, you just can't wait to make something of that leather."

Each pair of shoes in Zhytomyr goes through the hands of four specialists, from designer to cutter, then seamer and finally, the shoemaker who pulls the sewn leather on the sole.

On Sept. 1, Kachorovska launched an online store with ready-to-wear shoes and bags. Ocheretyana, while not talking specific sales figures, says the store is "doing just as well as it was planned."

Kyiv Post lifestyle editor Olga Rudenko can be reached at rudenko@kyivpost.com.

Where to order custom-made shoes

Kachorovska

Hr 700-1,500
1.5 month waiting
www.kachorovska.com

Yana Titova's Workshop (Brovary)

Hr 1,500-4,000
7-14 days waiting
www.handmade-shoes.com.ua

Ribeldi

Hr 2,600-4,000
one month waiting
www.ribeldi.com

First professional fight for Oleksandr Usyk

Nov. 9



Olympic heavyweight gold medalist Oleksandr Usyk will make his professional debut as a boxer against Mexican Felipe Romero (16-7-1, 11KO) in Kyiv's Palace of Sports on Nov. 9. They will have a six-round fight. K2 Promotions, owned by brothers Vitali and Wladimir Klitschko, are promoting the bout between the two southpaw cruiserweights. The 26-year-old native of Crimea won the gold medal at the 2012 London Olympics and is the winner of the 2011 World Amateur Boxing Championships. Usyk, also known for his devotion to cossack culture, wears a traditional cossack

haircut called oseledets. He and another Ukrainian boxer Denys Berynchik performed a cossack dance called hopak in the boxing ring after winning fights at the London Olympics. On the same night, the main event will feature a 12-round bout between light heavyweights Vyacheslav Uzelkov (Ukraine) and Jaidon Codrington (USA).

Usyk vs. Romero. Nov. 9, fights start at 7 p.m. Palace of Sports (1 Sportyvna St.). Tickets start from Hr 50. For more information call 067-110-5225. Inter TV will start broadcasting at 10:25 p.m.

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Then & Now

Editor's Note: The Kyiv Post feature "Then & Now" takes a look at how places in the city have changed over time. To be an advertising partner of this special coverage, contact an advertising representative at advertising@kyivpost.com or call 591-7788.

Kyiv landmark awaits major reconstruction

BY MARK RACHKEVYCH
RACHKEVYCH@KYIVPOST.COM

The stunning red and yellow building being converted into the Marriot Renaissance Hotel on the corner of Prorizna and Volodymyrska streets was once Kyiv's tallest residential building when its façade was completed in 1900.

Its tower stood at 42.5 meters in height, and, just like the rest of the five-story, 12,000-square-meter building, was ornately designed in a neo-Renaissance style by architect Karl Shiman. But its first builder never got to enjoy the splendor of this architectural gem.

Pyotr Grigorovich-Barsky, a trader of hunting weapons, overstretched his finances during the process. One of his creditors, Alexander Sirotkin, purchased the building at an auction and eventually finished construction and inherited a building whose façade, decorated with numerous statues and stucco ornaments, was as lavish as its furnished interior complete with metallic art works. Historians note it also has some elements of baroque while its expansive windows are considered to be done in the modern style. While the date on the façade says 1900, historians say the building was completed only in 1902.

Before the 1917 Bolshevik Revolution, the building's first floor housed the Markiza pastry shop, which received a mention in Mikhail Bulgakov's novel "The White Guard." Sirotkin also rented out a portion of the building's furnished rooms under the name Palermo Hotel.

When the Soviets took over the city, the confectionary became *Chaika* (Seagull) restaurant, and then was

transformed into the two-story Leipzig eatery serving German cuisine with which so many older Kyiv residents associate the building. Along with the hotel, the residential side, consisting of comfortable five- and six-room apartments, was converted to communal dwellings to fit the communist ideology and address the housing shortage of the time.

In 1986, with *perestroika* and *glasnost* in full swing, the building was given landmark status but the restaurant disappeared as the structure deteriorated. After a fire erupted, the last remaining residents were evicted and, in 1997, the Kyiv City Council leased the building to a company controlled by Lviv-born millionaire Genadiy Genshaft, the owner of the western Ukrainian city's centrally-located Grand Hotel.

He never finished renovating the building, which he wanted to convert to a hotel. The Continuum Group of companies, whose part-owner is lawmaker Ihor Yermeev also had a business relationship with the landmark. Any interest Continuum had, according to Andriy Pyvovarsky, the group's general director, ended in 2009 when the ISTIL Group, owned by Kyiv Post publisher Mohammad Zahoor, announced on Nov. 17, 2009 that it had closed on a \$36 million acquisition of the building.

"It was love at first sight," Zahoor said of the Leipzig building as it commonly called today. "I always loved that building and always felt bad about it standing still with no progress whatsoever. It was offered to me in 2007 at a staggering price of \$120 million and though at that time real estate prices were unbelievably high in Kyiv, I found no justification for that price tag. When the same building was offered to me at



An early 20th century picture shows the 42.5 meter tower of the Leipzig building looking down Prorizna Street (formerly Sverdlov Street) at the intersection of Volodymyrska Street (formerly Korolenko Street). At the time, it was the tallest residential building in Kyiv. (Sky House)



A Nov. 5 picture shows the Leipzig's restored facade from a similar angle. The costly renovation showcases the landmark's neo-Renaissance design, elaborate statues and stucco ornaments. It is slated to become a Marriott Renaissance Hotel after reconstruction. (Anastasia Vlasova)

\$36 million in 2009, I could not resist." Once finished, the hotel will "boast 173 elegantly appointed guestrooms and a rich offering of authentic dining experiences, including a specialty and casual restaurant, as well as lobby

bar. The hotel will also feature a well-equipped business center and fitness center with spa," states a Marriot news release from 2012. However, no date for completion of the architectural gem has yet been set. Bringing life

back to the building may also bring a much-needed boost to a neglected neighborhood right in heart of the city near the Golden Gate.

Kyiv Post editor Mark Rachkevych can be reached at rachkevych@kyivpost.com.

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Although the building displays the year 1900 on its façade as the year of completion, Kyiv historian Mykola Kalnytsky told the Kyiv Post that the construction was actually not completed until 1902. (Anastasia Vlasova)

The Embassy of Sweden in Kyiv announces a vacancy:

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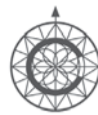
- University degree in social/political science, economics, law, development studies and management or similar
- Experience in working with economic, social and/or political development and reform
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Further details on www.swedenabroad.se/kyiv

APPLICATION

Please send a CV together with a cover letter in English, in which you briefly describe your interest for the vacant position and how you meet the requirements, to the following address: ambassaden.kyiv@gov.se subject: 'NPO vacancy – (your name)'. To be considered, your application should be submitted by **November 15, 2013**. For information about Sida: www.sida.se



CHEMONICS

**POSITION ANNOUNCEMENT
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Chemonics International, through the USAID-funded Strengthening Tuberculosis Control in Ukraine Project (www.stbcu.com.ua) seeks an experienced Monitoring and Evaluation (M&E) Specialist to manage performance management and evaluation implementation, including data collection, monitoring, data quality assurance, data analysis, and support to Ukrainian counterparts' reporting and recording systems. The position is a full-time position based in Kyiv, Ukraine.

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- Native Ukrainian and/or Russian, and fluent English
- Ability to work efficiently and meet tight deadlines in team environments
- Experience with USAID or other USG organizations preferred

Please submit resume to MESpecialist@stbcu.com.ua by or before **November 29, 2013** referencing subject "M&E Specialist".

Please, no telephone inquiries. Only qualified candidates will be contacted.

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Resume

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Foreign Language Centre of Golden Staff Company is looking for **ESL Teachers (native speakers only)** in Kiev and Donetsk. We're offering a part-time job for a good salary. Please send your CV to Nina Remizova (fl@staff.ua) or contact us: +38067 320 4141, +38067 2471414.

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Please submit your applications to recruitment_kyiv@unicef.org by 20 November 2013. More detailed information can be found at www.unicef.org/ukraine/overview_10566.html

Resume

RESUME

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