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KyivPost

vol. 22, issue 10 **INDEPENDENCE. COMMUNITY. TRUST.** www.kyivpost.com **March 10, 2017**

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Big Target Test



State Fiscal Service Chief Roman Nasirov lies on a stretcher in the Solomyansky District Court in Kyiv during a hearing on March 4. (Volodymyr Petrov)

BY **OLEG SUKHOV**
SUKHOV@KYIVPOST.COM

State Fiscal Service Chief Roman Nasirov was arrested as a suspect in a graft case by the National Anti-Corruption Bureau of Ukraine on March 2, in the bureau's biggest breakthrough to date.

Nasirov is the highest-ranking incumbent official to face charges since the EuroMaidan Revolution that ousted President Viktor

Yanukovich on Feb. 22, 2014.

The only law enforcement agency not under the direct control of President Petro Poroshenko or his political allies, the bureau has been active for a little more than a year.

Whether this is the start of a true anti-corruption drive is hotly debated. The suspect denies the charges and others who believe he is guilty doubt he will be convicted, given Ukraine's miserable rule of law.

Ukraine's notoriously corrupt and

politically subservient judges and prosecutors have yet to show any results, even though Ukraine is among the most corrupt nations in the world.

Even in the case of Nasirov, it took several hundred protesters to push the court to do its job: When the court stalled the arrest hearings, protesters blockaded the suspect inside the courthouse until the hearings resumed next day.

Civic activists argue that, unless

independent anti-corruption courts are launched, high-profile suspects such as Nasirov will continue to evade justice.

Nasirov, a former lawmaker with the Bloc of Petro Poroshenko, is suspected of suspending taxes for gas trading companies of runaway lawmaker Oleksandr Onyshchenko.

If he starts giving testimony, he could implicate many others.

more **Nasirov** on page **2**

Lucrative trade in war zone persists despite blockade that tries to stop it

BY **OKSANA GRYTSENKO**
GRYTSENKO@KYIVPOST.COM

ZOLOTE, Ukraine — War-zone smuggling helped trigger a blockade of railway lines connecting Ukrainian-government controlled areas of the Donbas with Kremlin-held ones.

Launched on Jan. 25 by volunteer battalions and other activists, the blockade has resulted in panic in government, the seizure of Ukrainian enterprises by Russian-backed separatists and coal shortages. On March 9, ArcelorMittal Kryvyi Rih said its steel production was at risk of shut-down due to the blockade.

The ongoing blockade, however, has done little to stop smuggling. And fighters of the volunteer Aidar Battalion participating in the trade disruption have been accused by critics of profiting from smuggling themselves.

History supports the critics. In May 2015, law enforcement in Luhansk Oblast's Zolote seized 168 trucks with alcohol, cigarettes and food illegally on its way to separatist-controlled territory, according to then-Luhansk Oblast governor Hennadiy Kosol.

Aidar soldiers were serving in Zolote, a city of 14,500 residents some 700 kilometers southeast of Kyiv, at that time. They belonged to a unit headed by Valentyn Lykholit, one of Aidar's commanders, who now leads the Donbas blockade, according to Olga Reshetylova, an activist who is investigating Aidar's activities.

"Aidar soldiers were organizing corridors for smuggling, collecting Hr 2 per kilogram of cargo from cars crossing into the separatist-held area," Reshetylova said, adding that Aidar fighters were later forcefully removed from Zolote by the army because of smuggling.

Lykholit denies involvement in any

more **Smuggling** on page **10**

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Hr 27.3 to \$1
March 9 market rate



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Газета "Kyiv Post" видається ТОВ "Паблік-Медіа". Щотижневий наклад 9,500 прим. Ціна за домовленістю. Матеріали, надруковані в газеті "Kyiv Post" є власністю видавництва, захищені міжнародним та українським законодавством і не можуть бути відтворені у будь-якій формі без письмового дозволу Видавця. Думки, висловлені у дописах не завжди збігаються з поглядами видавця, який не бере на себе відповідальність за наслідки публікацій.

Засновник ТОВ "Паблік-Медіа"

Головний редактор Брайан Боннер

Відповідальний за випуск

Люк Шеньє

Адреса видавця та засновника
співпадають: Україна, м. Київ, 01004,
вул. Пушкінська, 31А, 6-й поверх.

Реєстраційне свідоцтво

Кв № 15261-3833ПР від 19.06.09.

Передплатний індекс ДП Преса 40528

Надруковано ТОВ «Новий друк»,

02660, Київ, вулиця Магнітогорська, 1,

тел.: 559-9147

Замовлення № 13-8040

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Nasirov's case tests anti-corruption fight

Nasirov from page 1

"If Nasirov testifies against Poroshenko, it could launch the Ukrainian equivalent of the Mani Pulite operation," reformist lawmaker Sergii Leshchenko said, referring to Italy's Mani Pulite (Clean Hands) anti-corruption drive in the 1990s.

Arrested, just barely

After Nasirov's initial 72-hour arrest period ran out, it seemed that as he had not been officially charged, he could walk free.

It took two days and a rally by hundreds of protesters for Kyiv's Solomyansky District Court to prolong the arrest for another two months and set a Hr 100 million (\$3.7 million) bail, early on March 7. Investigators had asked for Hr 2 billion (\$74 million) bail.

Like many officials and politicians before him, Nasirov claimed to have been taken seriously ill on his arrest, at first saying he had suffered a heart attack, but then reducing this to a case of high blood pressure. He was initially wheeled into the court lying on a hospital gurney. Later he was well enough to walk into court and sit beside his team of defense lawyers. Nasirov is suspected of illegally allowing participants of an alleged corrupt scheme at gas producer Ukgazvydobuvannya to delay tax payments, causing losses to the state of Hr 2 billion (\$74 million.)

Unpromising record

There are many stumbling blocks in the Nasirov case that might prevent a conviction. Poroshenko and his allies have consistently tried to restrict the bureau's independence. They tried to give Prosecutor General Yuriy Lutsenko, a presidential loyalist, the authority to control the bureau, then they refused to give it wiretapping



Anti-corruption prosecutor Andriy Perov speaks during a hearing on State Fiscal Service Chief Roman Nasirov's arrest on March 5. (Volodymyr Petrov)

powers and tried to appoint a loyal auditor of the agency.

Given Ukrainian law enforcers' past record, the prospects of a successful prosecution look grim.

No top officials charged with crimes since the 2013-2014 EuroMaidan Revolution have been convicted or sentenced by a court.

Among incumbent top officials, only Nasirov is currently in custody. Other top officials suspected of crimes have either fled Ukraine or have been released. Meanwhile, the top allies of Poroshenko and ex-Prime Minister Arseniy Yatsenyuk, the lawmaker Ihor Kononenko and ex-lawmaker Mykola Martynenko, have been under graft investigations since 2015-2016, with no progress made and no charges filed.

Among mid-level incumbent officials, the Kyiv Post has found just one court sentence since the revolution: In November, Zaporizhzhia Mayor Oleksandr Sin was banned from holding government jobs for two years for violating labor legislation.

Two mid-level officials are on trial for aiding Russian-backed separatists: ex-Sloviansk Mayor Nelya Shtepa and Toretsk Mayor Volodymyr Slepsov.

In 2016, only five low-level incumbent officials charged with bribery went to jail: a village mayor, a rank-and-file police officer, a military serviceman, a prison chief, and a tax inspector, according to Nashi Groshi, an anti-corruption watchdog.

Yanukovych allies

Even ex-officials who served ex-President Viktor Yanukovych are escaping justice. The only Yanukovych-era top official on trial in a graft case is ex-Justice Minister Oleksandr Lavrynovich. Ex-Kyiv Mayor Oleksandr Popov, ex-top police official Oleh Marynenko and Oleksandr Shegolev, the former head of the Kyiv branch of Ukraine's SBU secu-

rity service, are among the few top officials on trial for cracking down on EuroMaidan activists.

Oleksandr Yefremov, ex-head of Yanukovych's Party of Regions, is in custody and is being tried on charges of separatism and high treason.

Yanukovych's Justice Minister Olena Lukash was arrested in late 2015 and immediately released on bail.

In absentia cases against other Yanukovych-era officials have not been sent to trial due to sabotage by Ukrainian law enforcers and legal discrepancies that Ukrainian authorities have failed to address.

Some allies of Yanukovych are even luckier: the corruption cases against his Deputy Chief of Staff Andriy Portnov, ex-Ecology Minister Mykola Zlochevsky and ex-lawmaker Yuri Ivanyushchenko have been closed.

Nasirov prospects

Nasirov will appeal against his arrest on March 13 and critics say Poroshenko will intervene on his behalf, which the president denies.

Fugitive lawmaker Onyshchenko, a suspect in the same corruption case that involves Nasirov, has claimed that Poroshenko instructed Nasirov to delay tax payments for Onyshchenko's gas firms and used the unpaid tax money to finance Poroshenko's political projects.

Poroshenko has repeatedly denied Onyshchenko's allegations, dismissing them as a smear campaign orchestrated by the Kremlin.

"The President's Administration will do its best to make sure that Nasirov is not under arrest," Vitaly Shabunin, head of the Anti-Corruption Action Center's executive board, told the Kyiv Post. "The question is whether the appeal court will be able to resist pressure from the administration."

Shabunin also criticized the Hr

100 million (\$3.7 million) bail as small for Nasirov. In his latest income declaration, Nasirov declared \$1.16 million, 450,000 euros and Hr 4.35 million – all in cash. He and his wife also own five apartments, three houses and vast land plots, as well as two apartments in London - which Nasirov didn't declare.

Anastasia Krasnosilka, an expert at the Anti-Corruption Action Center, told the Kyiv Post that the prospects of the case depend on whether "the president's inner circle guarantees Nasirov safety in exchange for silence, or whether Nasirov will want to testify himself."

Presidential allies

Several lawmakers from the Poroshenko Bloc have tried to stop Nasirov's arrest.

Nasirov's appeal against the Solomyansky Court's verdict will be considered by Judge Viktor Hlynynany. According to Leshchenko, Hlynynany's son was appointed last year to the prosecutorial department which is often accused of links to Poroshenko's gray cardinals and lawmakers Ihor Kononenko and Oleksandr Hranovsky. Leshchenko said he expects the appeal court to cut Nasirov's bail.

Leshchenko also said that Yaroslav Holovachev, the chairman of Kyiv's Court of Appeals, who is allegedly linked to Hranovsky, had visited the Solomyansky Court on March 5 to pressure it in the Nasirov case.

Meanwhile, Judge Oleksandr Bobrovnik, who presided over Nasirov's arrest hearing, ruled in favor of Olga Tkachenko, a former aide of Hranovsky, in a corruption case in 2016.

Two employees of FCLex, a law firm that has serviced Hranovsky, are now defense lawyers for Nasirov. Hranovsky has denied influencing the court in the Nasirov case. ■

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Scandal, maybe even arrest, but then nothing: Law enforcement’s sad game of catch and release

Name, position		Charges	Status
Agency heads			
	Roman Nasirov , chief of the State Fiscal Service	Abuse of power	Under arrest until he posts Hr 100 million bail
	Mykhailo Okhendovsky , chairman of the Central Election Commission	Bribery	Remains in his job, not under arrest and without bail
	Serhiy Bochkovsky , head of the State Emergency Service	Bribery	Released on Hr 1.2 million bail in April 2015
	Denys Antonyuk , head of the State Aviation Service	Abuse of power	Placed under partial house arrest in October 2015
Interior Ministry officials			
	Dmytro Fuchedzhi , a deputy chief of Odesa Oblast’s police	Abusing power by releasing Russian-backed separatists on May 2, 2014	Fled to Moldova’s breakaway republic of Transnistria in May 2014
	Vladyslav Pustovar , chief of Cherkasy Oblast’s police	Bribery	Released on Hr 526,000 bail in March 2016
	Anton Shevtsov , chief of Vinnytsya Oblast’s police	Treason	Released without bail in March 2016, case closed in May 2016
	Mykola Makarenko , head of Kyiv’s traffic police	Corruption	Fled Ukraine in April 2015
	Serhiy Chebotar , Deputy interior minister	Corruption	Allegedly fled Ukraine in May 2015 without being formally charged
Prosecutors			
	Oleksandr Korniyets , a deputy chief prosecutor of Kyiv Oblast	Bribery	Released on Hr 3.2 million bail in July 2015

No incumbent top officials have been convicted since the 2013-2014 EuroMaidan Revolution. Only State Fiscal Service Chief Roman Nasirov is currently in custody until he posts bail, while State Aviation Service Chief Denys Antonyuk is under partial house arrest.

Name, position		Charges	Status
	Volodymyr Shapakin , a deputy head of the investigative department of the Prosecutor General’s Office	Bribery	Released on Hr 6.4 million bail in July 2015
	Oleksandr Kolesnik , a deputy chief prosecutor of Kyiv Oblast	Bribery	Released in May 2016 on Hr 500,000 bail
	Ivan Antiuk , a deputy chief prosecutor of Ternopil Oblast	Bribery	Released in May 2016 on Hr 500,000 bail
	Oleksiy Varakin , a deputy chief prosecutor of Kirovohrad Oblast	Bribery	Released on Hr 32,000 bail in February 2017
	Andriy Borovik , a deputy chief prosecutor of Rivne Oblast	Profiteering from illegal amber production	Released on Hr 9.6 million bail in July 2016
Judges			
	Oksana Tsarevich , a judge at Kyiv’s Pechersk Court	Issuing unlawful rulings against EuroMaidan demonstrators	Not under arrest and no bail set
	Viktor Kitsyuk , a judge at Kyiv’s Pechersk Court	Issuing unlawful rulings against EuroMaidan demonstrators	Not under arrest and no bail set
	Serhiy Vovk , a judge at Kyiv’s Pechersk Court	Issuing an unlawful court ruling	Not under arrest and no bail set
	Anton Chernushenko , chairman of the Kyiv Court of Appeals	Issuing and organizing unlawful court rulings	Fled abroad in July 2015
	Mykola Chaus , a judge of Kyiv’s Dnipro Court allegedly linked to lawmaker Oleksandr Hranovsky	Bribery	Formally still in his job, fled to Moldova
	Artur Yemelyanov , a judge at the High Commercial Court	Organizing unlawful court rulings	Still in his job, released on Hr 1.5 million bail in October 2016

Name, position		Charges	Status
	Viktor Tatkov , a judge at the High Commercial Court	Organizing unlawful court rulings	Fled Ukraine in October 2016
Lawmakers			
	Oleksandr Onyshchenko , a lawmaker from the People’s Will faction	Embezzlement	Fled Ukraine in July 2016
	Serhiy Klyuyev , a lawmaker from the Opposition Bloc	Embezzlement	Fled Ukraine in June 2015
	Vadym Novynsky , a lawmaker from the Opposition Bloc	Kidnapping a church official	Parliament stripped him of immunity in December 2016 but didn’t let him be arrested
	Serhiy Melnychuk , a lawmaker from the People’s Will faction	Organized crime, robbery, kidnapping, hijacking	Parliament stripped him of immunity in June 2015 but didn’t let prosecutors arrest him
	Ihor Mosiychuk , a lawmaker from the Radical Party	Bribery	Arrested in September 2015, later released after a court said the arrest was illegal
Mayors and governors			
	Gennady Kernes , mayor of Kharkiv	Kidnapping two EuroMaidan Revolution activists, torturing them and threatening to kill them	Released without bail from partial house arrest in April 2014
	Mykola Romanchuk , a deputy governor of Mykolayiv Oblast	Bribery	Released on Hr 5.5 million bail in June 2016
	Maxim Melnychuk , ex-governor of Kyiv Oblast	Bribery	Fled Ukraine in September 2016



Feminists’ March celebrates International Women’s Day
Women hold posters which read: “Revolution is a woman” and “Enough covering inequality with traditions” during the Feminists’ March in Kyiv on March 8. Some 300 men and women celebrated feminism by marching in central Kyiv on March 8, International Women’s Day. The rally was a protest against discrimination, as well as against the traditional understanding of Women’s Day in Ukraine: Instead of a day of women’s rights, it is often seen in Ukraine as a day to celebrate women’s beauty and femininity. Participants held banners calling for equal pay for men and women, gender equality and an end to sexual violence. They chanted: “My body – my choice!” and “Women rights are human rights!” (Anastasia Vlasova)

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ON THE MOVE

Olena Polyakova joins Redcliffe Partners as counsel in the Banking and Finance, Capital Markets, and Debt Restructuring and Insolvency practices



Olena Polyakova
Redcliffe Partners, Kyiv, Ukraine
Banking and Finance, Capital Markets, and Debt Restructuring and Insolvency practices

Redcliffe Partners is pleased to announce that **Olena Polyakova** joins the firm’s Banking and Finance team as counsel in the Banking and Finance, Capital Markets, and Debt Restructuring and Insolvency practices.

Olena has significant experience in advising international and Ukrainian clients on complex banking and finance and restructuring issues. She focuses on cross-border finance, structured trade and commodity finance, and debt capital markets, including liability management, debt restructuring and refinancing.

Olena is recommended for expertise and efficiency by major international legal directories, including Chambers Global, Chambers Europe, and the Legal 500. She holds an LL.M. degree from New York University School of Law and is a recipient of the prestigious Arthur T. Vanderbilt merit-based scholarship from NYU Law. Before joining Redcliffe Partners, Olena practised banking and finance law for more than eight years, including with another leading law firm in Ukraine.

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Editorials

Sing, Roman, sing

What are the lessons from Roman Nasirov, head of Ukraine's State Tax Service, who is facing corruption charges in ordering the delay of a company's tax payments, costing the state \$74 million? There are many.

The case involves state gas producer Ukgazvydobuvannya and, according to fugitive lawmaker Oleksandr Onyshchenko, the allegations are typical of the tax schemes that he links to President Petro Poroshenko in which payments are forgiven in exchange for kickbacks. Onyshchenko has claimed that Poroshenko instructed Nasirov to delay tax payments for natural gas firms in exchange for money to finance Poroshenko's political projects.

Poroshenko has denied the allegations made by Onyshchenko, who fled after the National Anti-Corruption Bureau of Ukraine charged him with stealing \$64 million from Ukgazvydobuvannya.

Poroshenko sees the Nasirov case as proof that new anti-corruption institutions are working well and independently. NABU initiated the case. Not quite, Mr. Poroshenko. Contrary to his claims, Poroshenko and his allies have obstructed the work of the bureau – the only law enforcement agency that is not under the control of the president or his allies.

The better lesson is that the new institutions are having a hard time gaining traction because the cases are getting heard by the same old corrupt judges controlled by politicians. Moreover, the best-resourced law enforcement agencies – prosecutor general, Interior Ministry and the Security Service of Ukraine – are doing little to fight corruption.

"There is no better argument for creating an independent anti-corruption court," Vitaly Shabunin, head of the Anti-Corruption Action Center's executive board, said at an anti-Nasirov rally on March 5. We not only agree, but we'd go further and say that the entire set of 7,000 judges should be methodically replaced with better qualified and independent ones. Courts are now distrusted by 99 percent of Ukrainians. The tangled pre-trial circus shows judges don't know how to even move ahead procedurally, let alone preside over justice.

The Nasirov case has revealed the strength of Ukraine's civil society, which led protests to prevent the court from letting Nasirov flee.

NABU also gets credit for going after a big target. But if the accusations against Nasirov are true, there's no way he could be acting alone. It's also unlikely this is an isolated incident. Therein lies another lesson.

Nasirov says he's determined to fight the charges and clear his name. Bravo. But the likelihood of a fair and public trial in Ukraine's court is slim.

What we'd like to do is see Nasirov turn state's evidence and tell what he knows about corrupt tax schemes and who ordered them. He should also publicly dispel the accusations, if false. While he should be entitled to the presumption of innocence, the reality is that he'll have to prove his innocence. If Nasirov exposes endemic corruption in the tax service, he will make a valuable contribution. Sing, Roman, sing. We're listening.

Disgraceful words

President Petro Poroshenko, like his American counterpart Donald Trump, is disparaging his critics as losers.

Visiting Kharkiv in March, Poroshenko lashed out at protesters. These people, he said, were destabilizing the country. And they have no right to do so, since "they haven't built a dog's kennel in their lives," added the oligarch, who leads Europe's poorest nation.

The president is proud of his achievements in life. His net worth is close to \$1 billion. He owns a range of businesses, the confectionery company Roshen being his biggest asset.

However, we don't credit the president with a lot of "building." He built his chocolate empire by acquiring Soviet confectionery factories on the cheap. And we know that he sought to move his business offshore – presumably for a tax-free sale.

Many Ukrainians would have built much more than a dog's kennel if the country's leadership gave them a chance. Instead, entrepreneurs face bureaucracy, corruption, and high interest rates.

Poroshenko's disgraceful slip is part of a trend. Two weeks earlier, Prosecutor General Yuri Lutsenko called his critics "a team of skunks." If only this arrogance was proportional to the performance of its bearers.

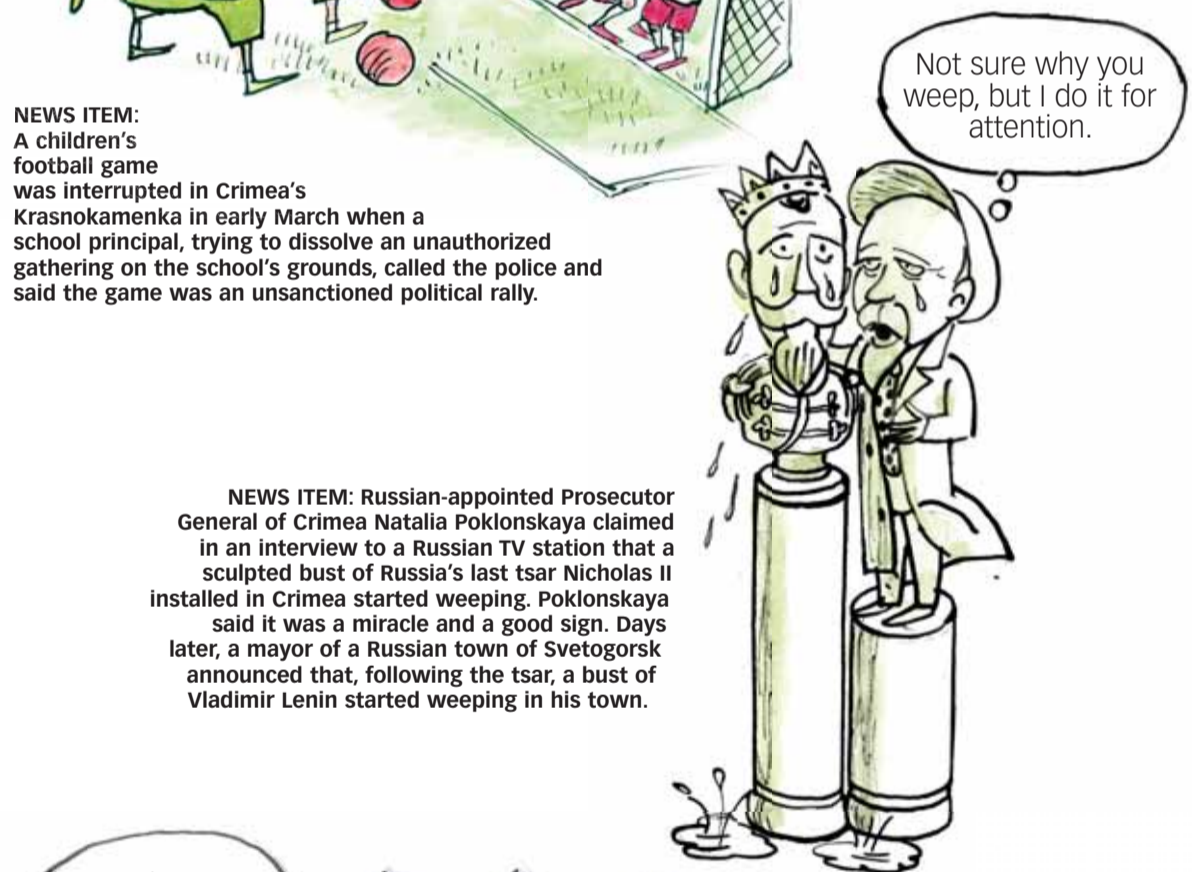
The country's bigwigs might want to remember that those same Ukrainians that they discard as skunks or losers have a habit of kicking out the leaders who grow too big for their boots.



NEWS ITEM: Speaking in Kharkiv on March 3, President Petro Poroshenko passionately referred to his critics as "the people who didn't even build a dog's kennel in their life" and try to deliberately destabilize the country.



NEWS ITEM: A children's football game was interrupted in Crimea's Krasnokamenka in early March when a school principal, trying to dissolve an unauthorized gathering on the school's grounds, called the police and said the game was an unsanctioned political rally.



NEWS ITEM: Russian-appointed Prosecutor General of Crimea Natalia Poklonskaya claimed in an interview to a Russian TV station that a sculpted bust of Russia's last tsar Nicholas II installed in Crimea started weeping. Poklonskaya said it was a miracle and a good sign. Days later, a mayor of a Russian town of Svetogorsk announced that, following the tsar, a bust of Vladimir Lenin started weeping in his town.



NEWS ITEM: A suspended Head of State Fiscal Service Roman Nasirov was detained on March 2 on suspicion of abuse of office. Hours before the arrest, Nasirov was hospitalized, claiming he had a heart attack and underwent a surgery, but later denying it. Many thought he was simulating disease to get away from the trial and arrest prolongation. He went into court on a stretcher but was still arrested for two months.

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Reformer of the week

Roman Symkiv

Roman Symkiv, an anti-corruption prosecutor, led the corruption case at Kyiv's Solomyansky Court against State Fiscal Service Chief Roman Nasirov jointly with his colleague Andriy Perov.

Kyiv's Solomyanka District Court arrested Nasirov for two months and set Hr 100 million (\$3.7 million) bail on March 7. Nasirov is suspected of illegally allowing participants of an alleged corruption scheme at gas producer Ukgazvydobuvannya to delay tax payments.

The National Anti-Corruption Bureau, headed by Artem Sytnyk, also deserves credit for the Nasirov case.

Meanwhile, Yulia Marushevska, an opponent of Nasirov and former customs chief of Odesa Oblast, claimed on March 3 that the Prosecutor General's Office and the Security Service of Ukraine (SBU) were retaliating against her in response to the Nasirov case by searching her apartment and that of her former subordinate Roman Bakhovsky. Marushevska, an associate of former Odesa Oblast Governor Mikheil Saakashvili, said the searches were part of an investigation into her customs reform initiatives that Nasirov interpreted as corruption.

Another Saakashvili ally targeted by law enforcers is Timur Nishnianidze, who was in charge of cutting government staff as part of Saakashvili's reforms in Odesa. Saakashvili also said on March 5 that Nishnianidze was expected to be arrested in an embezzlement and fraud case that he believes to be a political vendetta against Saakashvili's team.

— Oleg Sukhov



Anti-reformer of the week

Maxim Melnychenko

Prosecutor General Yuriy Lutsenko on Feb. 28 appointed Maxim Melnychenko as a deputy head of the department for oversight over investigators – an appointment that the Justice Ministry's lustration department believes to be illegal.

Melnichenko must be fired under the lustration law on the dismissal of officials who served ex-President Viktor Yanukovich because he was a deputy chief prosecutor of Kyiv's Podil district during the 2013–2014 EuroMaidan Revolution, the lustration department believes.

In 2015 Melnychenko was exempted from lustration through a highly controversial court ruling made by judge Viktor Danylyshyn, who is himself subject to lustration because he banned EuroMaidan rallies. The ruling was not contested by the Prosecutor General's Office.

Meanwhile, ex-deputy prosecutor generals Vitaliy Kasko and Davit Sakvarelidze have accused Melnychenko, a protégé of ex-Prosecutor General Viktor Shokin, of sabotaging the work of the Inspectorate General when he headed it from 2015 to 2016. After the resignation of Kasko and Sakvarelidze, Melnychenko's Inspectorate General made no progress in investigating prosecutors' corruption.

Lutsenko has also refused to fire Oleh Valendyuk, a top prosecutor subject to dismissal under the lustration law and an ally of President Petro Poroshenko's grey cardinal Oleksandr Hranovsky.

Critics see Melnychenko's appointment as proof of Lutsenko's refusal to cleanse the prosecution service and wholesale sabotage of lustration by Lutsenko and Poroshenko. The Prosecutor General's Office and Poroshenko have denied accusations of sabotage.

— Oleg Sukhov



VOX populi

WITH VERONIKA MELKOZEROVA



Is there equality between the sexes in Ukraine?

Editor's Note: This is a special edition of Vox Populi, made during the Feminists March in Kyiv on March 8, the International Women's Day.



Olga Semenyuk, translator:

"Our society is in captivity of traditional and religious views. Even in my family, I suffer from constant pressure, because I have no husband and no kids in my 20s."



Anastasia Shevchenko, ex-soldier:

"I would say we are lucky that we live in Ukraine because here we have a strong chance to get equal rights someday. A really strong chance! That's all for now."



Taras Volkov, businessman:

"I don't think people feel equal in Ukraine. They are still fond of traditional family values: a woman is

a home keeper and a man is a breadwinner. Some women also claim they don't want any rights, except the right to be protected, just because it is simpler this way.



Yuliya Moroz, student:

"We have equal rights only on paper. Our patriarchal society discriminates men and women. We

need to educate the younger generation to get rid of sexism. For that children should study not the Christian Orthodox ethics, like they do now, but sexual ethics and human rights. Girls should know that we've gained the right to vote and choose our partners not so long ago."



Mykola Spyridonov, biker:

"I don't really understand how women are being discriminated in Ukraine. We are not equal

by nature. A man must be strong, protect and make money for his family. A woman can work, but all the money she earns is for herself only. If a woman makes money for the family that means her man is pathetic."

— Euan MacDonald

Ukraine's Friend & Foe Of The Week

Editor's Note: This feature separates Ukraine's friends from its enemies. The Order of Yaroslav the Wise has been given since 1995 for distinguished service to the nation. It is named after the Kyivan Rus leader from 1019-1054, when the medieval empire reached its zenith. The Order of Lenin was the highest decoration bestowed by the Soviet Union, whose demise Russian President Vladimir Putin mourns. It is named after Vladimir Lenin, whose corpse still rots on the Kremlin's Red Square, 100 years after the October Revolution he led.



John McCain

With U.S. Sen John McCain in office, Ukraine can rest a little easier. While the Republican of Arizona didn't say anything particularly notable on Russia's war against Ukraine this week, his strong stance – and those of other members of Congress of both parties – are starting to show results.

The U.S. House of Representatives this week authorized \$150 million in lethal weapons aid to Ukraine, on top of the \$200 million authorized by Congress last year but unspent as ex-U.S. President Barack Obama blocked weapons aid to Ukraine. McCain is expected to lead a similar effort in the U.S. Senate.

About Obama, McCain recently tweeted that the former president was "too soft" on Russia. "Let's take a different course together: give defensive lethal assistance to Ukraine and keep sanctions on Russia," McCain wrote.



Order of Yaroslav The Wise

The trick will be to get U.S. President Donald J. Trump to change course, dropping his soft stand on Russia. Already the bipartisan majority in Congress appears to be having some effect, with the Trump administration last month saying the president expects Russia to return Crimea to Ukraine and end the war in Ukraine's eastern Donbas.

McCain also has had some memorable taunts of Russian dictator Vladimir Putin, saying he looked into his eyes and didn't see his soul (as ex-U.S. President George W. Bush once said). Rather, McCain said, he saw three letters: "KGB" after Putin's background in the Soviet Union. He also has taunted Putin's leadership, calling Russia in 2014 "a gas station masquerading as a country."

As long as McCain is around, Ukraine will have a powerful voice in the corridors of U.S. Congress.

— Brian Bonner



Samuel Wordsworth

"If there were no bad people, there would be no good lawyers," English novelist Charles Dickens once wrote. And this week, in the International Court of Justice in The Hague in the Netherlands, the "bad people" (the Russian government) were certainly using the services of a good lawyer – Samuel Wordsworth QC.

No doubt Wordsworth, a British expert in international law, is an honorable man as well as being a good lawyer.

But he is defending in a United Nations court a state that has committed numerous acts of aggression and war crimes against Ukraine, a state that is illegally occupying part of the country and one that started a war that has cost 10,000 lives. For us, that makes him this week's foe.

Following up on the absurd testimony to the UN court by his fellow representative of Russia, the Russian Foreign Ministry's Ilya Rogachev, who claimed that "Ukrainian rebels" found advanced Russian weapons and tanks "in mines," Wordsworth made a key point that could help



Order of Lenin

win the case for Russia.

Ukraine is arguing that Russia has committed acts of terrorism in Ukraine. The most notorious of those acts is the shooting down of Malaysian Airlines flight MH17 over the Donbas on July 17, 2014 by a Russian-supplied Buk anti-aircraft system, killing all 298 people on board.

Wordsworth argued that there was no evidence that Russia had supplied weapons to anyone in Ukraine "with the intent and knowledge that such weaponry (would) be used to shoot down civilian aircraft."

That's quite probably true. Most likely, the Russians supplied the Buk to their proxy forces with the intention of using it to shoot down Ukrainian military aircraft, which at that time were helping Ukraine defeat the "rebels."

With his clever wordcraft, Wordsworth may persuade the judges that the MH17 tragedy was, technically, not an act of terrorism for which Russia can be blamed.

But he also did not dispute that Russia had indeed supplied the Buk system to Ukraine – something the Kremlin has consistently denied. He couldn't: the evidence that has emerged so far from the international investigation into that crime is just too strong – even for a good lawyer.

So, by conspicuously failing to repeat Russia's previous denials, Wordsworth may have unintentionally weakened Russia's line of defense in the MH17 case, and end up becoming a friend of Ukraine, and the international community. Let's hope so.

(AFP)

(Courtesy)

Automobile business in Ukraine

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In partnership with ALD Automotive Ukraine

New car sales moving up, but used car market rules

BY RAHIM RAHEMTULLA
RAHIMKYIVPOST@GMAIL.COM

Ukraine is still not a car culture, but it's trying.

Demand for new cars in Ukraine is up so far this year. Since car sales closely track with economic growth, this is a good sign for the nation. Even better news: Growth in new car sales is likely for years ahead.

But new car dealers are still climbing out of a sales trough that hit hard in 2014. For them, the golden year was 2008 – when new car registrations topped 600,000 vehicles – and they haven't seen a year like it yet. Last year clocked in at 70,000 new car registrations.

Another wrinkle showing car buyers are trying to economize: The used car trade accounts for 90 percent of all vehicles sold.

Applying brakes

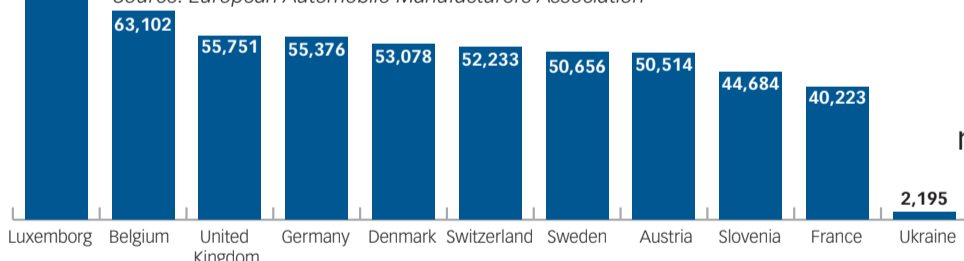
In 2008, Porsche entered the Ukrainian market motivated by a hope that the country was about to become a major part of Europe's commercial landscape. But it soon became clear that the record pre-crisis sales were the result of cheap lending that has mostly dried up since then.

When the credit bubble burst amid the global financial crisis car sales – mirroring the drop in gross domestic product – fell off a cliff. Just 175,000 new cars were registered in 2009.

"In 2007 and 2008 we expected Ukraine to become a serious player on the European market," Josef Graf, the managing director at Porsche Ukraine, told the Kyiv Post. "There was a quite significant orientation in the country toward European values and European business. But everything developed differently than expected."

Ukraine in 2016 occupied last place in the ranking of European countries in number of new vehicles registered per 1 million residents. Car dealers greet the numbers optimistically, saying the figures underscore the huge potential for sales growth in the Ukrainian automobile business.

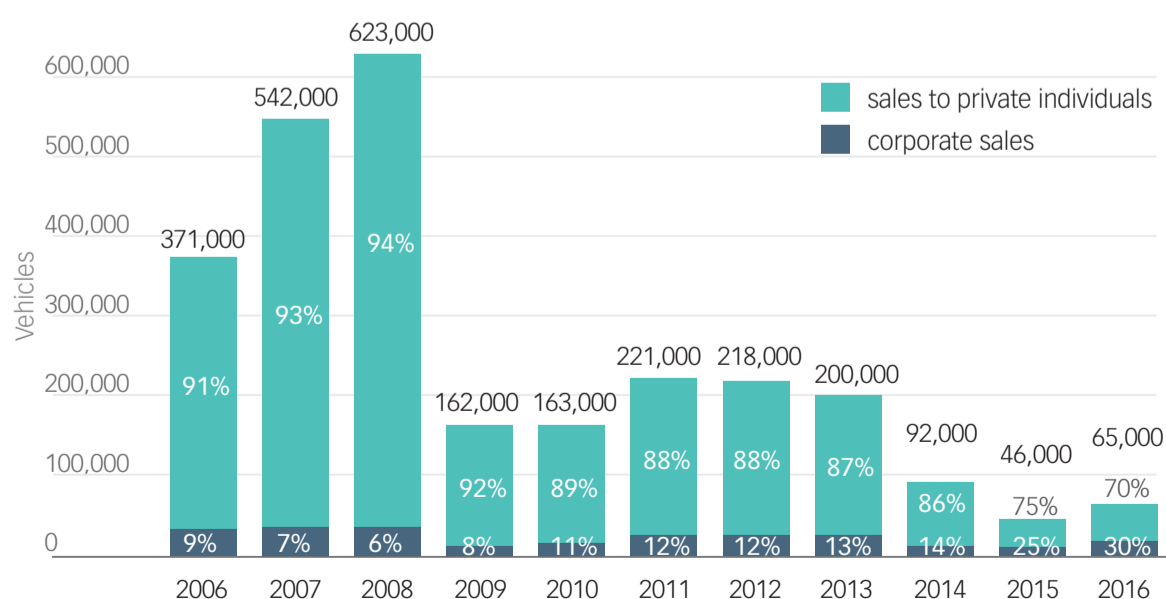
Source: European Automobile Manufacturers Association



A view of a Kyiv car lot at ALD Automotive, a specialist in corporate leasing and fleet management. The company is seeking to expand its presence in the used car market, where 90 percent of all vehicle sales in Ukraine take place. (Kostyantyn Chernichkin)

Top European markets by new vehicle registration per 1 million residents, 2016

Annual sales of passenger cars in Ukraine



Source: Porsche Ukraine

New car sales peaked in 2008 in Ukraine, a time of economic boom and easy credit before the global financial crisis took its toll. The automobile business in Ukraine bottomed out in 2015, but is set for a rebound today.



Josef Graf, Porsche Ukraine managing director speaks during an April 27 Kyiv Post CEO Dinner at the Hilton Kyiv Hotel. (Anastasia Vlasova)

Recovery came only to be interrupted by the 2013–2014 Euromaidan Revolution that toppled President Viktor Yanukovich and Russia's war against Ukraine, now in its third year with 10,000 people killed.

Confidence returning?

With the hryvnia finally stabilizing after shedding two-thirds of its value since 2013, car dealers say consumer confidence is returning. But with purchasing power still low, most people are looking to buy used cars from each other.

Still, this has created new opportunities for car dealers.

One of them is ALD Automotive, a major international player whose core business is corporate leasing

and fleet management.

That market, however, is relatively small, so the company is now seeking to increase its presence in used-car sales. It does this chiefly by auctioning off cars to local resellers once their corporate customers have returned their leased cars.

"The big potential for resellers today is to concentrate on the used car market," Pierre-Vladimir Joliot, general manager of ALD Automotive Ukraine, told the Kyiv Post. "We have the possibility to differentiate our cars from what exists on the market because these cars have a clear and clean service history. We are providing a stamp of quality and compli-

more **Cars** on page 7

Car industry braces for disruption as dealers long for good old days

Cars from page 8

ance. This means the dealers who buy from us, they are able to sell used cars even in showrooms and offer them as alternatives to new cars.”

According to Joliot, many of the used vehicles being sold today in Ukraine are the same cars that were purchased new at the peak of the market in 2008.

“This is exactly what happened in Russia after the crisis of 2008 and if you look to western Europe, this is also what happened. Dealers in the 1950s were selling only new cars and in the 1980s they were selling used cars as well.”

Driving forward

Beyond the horizons of the Ukrainian market, the automotive industry is on the verge of serious disruption.

Car bans in certain areas of major European cities like Oslo, Paris and Madrid are presenting new challenges to manufacturers intent on keeping sales figures healthy. Purchases of electric vehicles, meanwhile, continue to rise and car sharing schemes are appearing in a growing list of locations.

In Ukraine however, those trends have yet to materialize in any meaningful way.

“Consumers here have different demands,” said Porsche chief Graf.

“There is still a high need for mobility solutions, but at the same time we cannot implement the more ecologically oriented solutions that we see growing in Western Europe because of a lack of infrastructure.”

For Graf and other market players, it is the “motorization grade” which provides the key indicator for car-buying potential. This metric measures the number of vehicles in use per 1,000 inhabitants. In Germany, the figure is over 500 and in the U.S. it hovers around the 700 mark.

In Ukraine it is estimated to be around 200 vehicles per 1,000 residents, a number that tantalizes car

dealers as a sign that there remains plenty of untapped demand.

“We have so much headroom,” according to Petro Rodniak, head of the management board of Winner Group Ukraine. “It’s a big country. Ukraine has a lot of resources, an educated workforce. It’s the land of perpetual potential. If it was really unleashed by a true judicial system and regulation, then this country would take off.”

When it comes to the need for better regulation, Joliot agrees.

He believes that without changes to the law, vehicle ownership will remain a priority for many consumers and alternatives now gaining

ground in others part of the world will not take hold.

By way of comparison, Joliot points to Moscow, where a car-sharing scheme was launched in September 2015. Stricter traffic rules and enforcement of illegal parking created the right incentives, he said. Those same incentives are lacking in Ukraine.

“If you look to a city like Kyiv where everyone can drive how they want, park where they want and there is no police control, car sharing will never appear,” Joliot said. “If there is no evolution in the way transport is organised and controlled in Ukraine, it will never change.” ■

Advertisement

ALD Automotive moving Ukraine’s corporate car leasing market towards outsourcing and modernity



Interview with Pierre-Vladimir Joliot, General Director, ALD Automotive

What were your first impressions about the automotive leasing industry in Ukraine and what have you done since?

When I came to Ukraine almost two years ago, I found a very archaic situation in corporate car fleet management. Most of international companies operating in Ukraine were still buying cars directly and managing their own car fleets: as an evidence for that, we can look to the very tiny size of the car leasing market: only around 25000 vehicles, which also includes volumes from individuals and Ukrainian SMEs!

Whether on an emerging market or a developed market, the tendency of any business is to maximally outsource cost centers that are not related to the core business of a Company. In that sense, the car fleet cost center is one of the most significant and difficult to manage for any international corporation, both in terms of cost control and operational efficiency. Any Company having a significant car fleet will be facing significant difficulties if managing it internally: for example the huge number of suppliers (service stations, tyres service providers, assistance companies etc), resulting in an enormous amount of invoices to be checked and controlled, as well as in a difficult follow-up of the necessity, reliability and rapidity of any repairs, or the challenging process of insurance claim management to be handled on a daily basis.

On the other side, the fact that most of these international companies remained until now in car fleet outright purchase was related to the poor leasing offer existing on the market, and resulting in a negative customer and driver experience:

Local leasing companies do not provide the international standards in terms of processes, customer care and product that exist anywhere else all around the World: real outsourcing of exploitation risks was not actively proposed and explained to international corporations, and instead led room for abuse by dishonest parties. For example, the usual local approach was not to include in a lease payment all the unplanned repairs of a car (i.e. the repairs not covered by the manufacturer warranty and not included in the regular maintenance list of the vehicle). This resulted in keeping Companies handling risks on their own, receiving additional invoices any time a repair was required. We also see many cases when a local leasing company included only the insurance premium, leaving clients alone to handle the claims and repairs processes!

Since I became General Manager in Ukraine, we have decided to reorganize our company in order to concentrate on full service operational leasing (FSL), that is the international car fleet outsourcing standard used on all other markets, including in the 41 countries where ALD Group operates (in Europe, South America, North Africa, Western and Eastern Europe, Asia).

Our ability to invest and develop is based on the fact that we are the only international company solely specialized in operational leasing and car fleet management in Ukraine, while our shareholder, Societe Generale, guarantees us with a stable and continuous source of financing.

Proposing a reliable outsourcing solution to our international clients does not only mean to propose the correct product and concept. It also requires excellence in servicing clients: having strong and automated tools and processes, and being able to deliver the same level of customer experience to any of our cars users. That is why we have made significant investments over the past 2 years: we have moved our IT systems to a centralized tool supported and maintained at Central level, implemented a CRM tool also controlled at Group level and allowing us to follow-up any request or communication with our clients and drivers, strengthened and centralized our 24 hours call center, changed almost half of our existing staff, developed a talent development training center, implemented an

internal system of KPI-based remuneration system, established new processes of suppliers audit/controls. As a result, we are the only leasing company handling since 2013 ISO certificates from Bureau Veritas, the last one being ISO 9001-2015.

We believe that as most of our clients are international Groups, we shall work as their supplier according to the same criterias of quality than they are, allowing them not to handle any operational risks, while helping them to concentrate on their core business and facilitate the achievement of their targets.

How does ALD Automotive control costs on behalf of clients? How does it make running a car fleet cheaper?

We manage more than 4,500 cars and belong to an organization that has more than 1.5m vehicles under management, so we have the power to negotiate better prices. But it’s not only a question of prices – it’s also a question of service level agreement and quality control. Specialization allows us to be wholly dedicated to this niche. For example, half our company works in the operational-back office alone. The procurement people and call center staff are highly trained, while the employees in charge of controlling all the invoices, agree on repairs, decide which supplier is better, and so on. We can check and control all our data, allowing us to know who does repairs quickly or more reliably. Control is the key word. We send auditors on a regular basis around the country just to check on what is going on, and we ask our regular clients for their opinion. As a result, costs come down and efficiency rises.

We want to create the best conditions for our clients to focus on their core activity. We sell a concept that is worldwide – full service leasing. Full service leasing is very simple as an idea. When a client wants to outsource his or her car fleet, the client only pays a monthly fee and nothing else. The client transfers all the risks to us and we do all the work. It’s not just buying a product; it’s buying risk expertise.

We relieve the client of all the risks – compliance risks, exploitation risks, etc. That is one very important reason why full service leasing is even more necessary in emerging or unstable markets than on stable ones.

How much could a company save on their car fleet expenses by working with ALD Automotive?

We have a two-step approach. Our initial goal is to explain to the potential client the company’s cost structure and risks. We work like counselors or auditors. We say: we are experts and we are independent. We can build detailed models to correctly assess car fleet costs because this is our core business. This is much more complicated than a client usually thinks. He or she might have full access to the car fleet data, but the analysis is complex. Devaluation impact, hard currency related costs or mileages/duration of car exploitation shall be taken into account: all that requires to know how to retreat available gross data. Our first added value lies in our ability to build up key-in-hand financial models to explain the reality of expenses and risks to our future clients.

In general, we are able to show between 10% to 20% savings on direct costs for any client in outright purchase. And these are just the direct costs. When we compare the cost structure of a potential client with what we can offer, we show only the tip of the iceberg, because the only concrete numbers are those related to the car fleet. There is also the overall impact on the business. For example, if a car takes two hours to get repaired with us but two days if managed internally, this has an impact on business efficiency. This is difficult to estimate, but the impact is real. The accounting department, with us, would receive only one invoice per month in which everything is included, as opposed the hundreds of invoices under an internal management scheme, costing time and money. And that is before considering losses due to potential fraud.

In conclusion, I would like to say that we have a very open approach. We are here to explain to clients what the problems are and how we can find solutions together. Outsourcing means support for your business. We don’t want to be just a service provider; we want to be a partner, that can be trusted and which objective is always to innovate and search for solutions to improve the work conditions and efficiency of our clients and drivers.


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Polish reformer's task: Fix Ukraine's lousy roadways

BY YULIANA ROMANYSHYN
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Slawomir Nowak has a long road ahead of him. Patching up Ukraine's crumbling road network, the Polish citizen faces a range of obstacles, detours and roadblocks along the way.

Nowak took over the state road agency Ukravtodor as its acting head in October, at the invitation of Minister of Infrastructure Volodymyr Omelyan. Nowak's record includes experience in various infrastructure areas in Poland, but in Ukraine his main goal will be to strengthen the country's road links with the European Union, simplifying business logistics at the same time.

Bureaucracy challenge

Nowak, 42, has an office crammed with dozens of road maps on the walls and on his desk. His schedule includes meetings with Prime Minister Volodymyr Groysman and the Cabinet of Ministers.

His first road construction season starts this month. In 2017, the first task will be to repair 2,000 kilometers of roadways and, later, construct

new roads.

His day, however, starts with a stack of documents for signing.

"I thought the bureaucracy was huge in Poland, but here... it's probably one for the Guinness Book of Records," he says. Novak even has to file a request before using an electronic signature.

Two nations' experience

Why did he volunteer for such frustrations?

"I decided to support Ukraine and my Ukrainian friends in government," Nowak says. "I believe that Ukraine should be a member of the European Union and the European community."

Despite that, Nowak has chosen not to move his family to Ukraine. Every weekend he takes a flight to his native Gdansk on the coast of the Baltic Sea, where his family lives and every Monday he returns to his office in Kyiv.

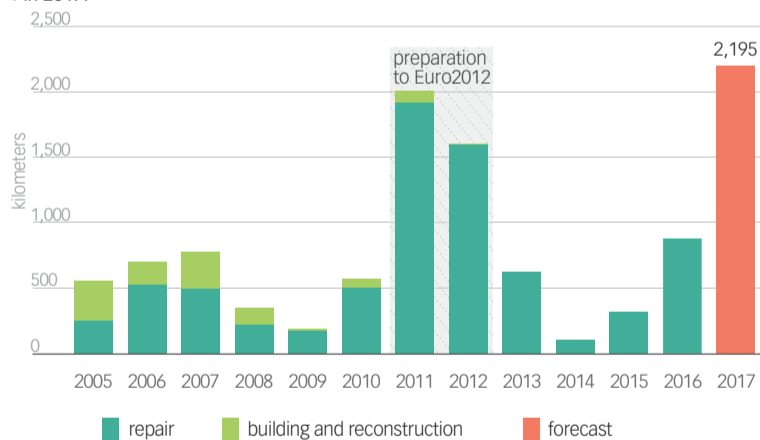
He got to know Ukraine and Ukrainians while serving as Poland's minister of transport in the second government of former Polish Prime Minister Donald Tusk. While in charge of the infrastructure network



Slawomir Nowak, the Polish citizen who is the acting chief of the state road agency Ukravtodor, speaks with the Kyiv Post in his office on Feb. 16. (Volodymyr Petrov)

Road repair in Ukraine

Ukraine took better care of its roads ahead of the Euro 2012 football championships, remaining or building nearly 2,000 kilometers of highways in 2012. But it cut back significantly from 2013 - 2016, but hopes to repair or build 2,000 kilometers of roads again in 2017.



Ukravtodor budget for 2017

The Ukrainian state agency for road construction and maintenance — Ukravtodor — expects to have a budget of \$622 million in 2017, but 42 percent will go to debt payments.



Kilometers of roads: Ukraine vs. Poland

Even though Ukraine has nearly twice the land mass of Poland (603,628 square kilometers vs 312,679 square kilometers), Poland has a better road network. As part of a decentralization process in Ukraine, Ukravtodor will assume responsibility for only 50,000 of 170,000 kilometers of roads. Poland is further ahead in this area as well, with its Polish General Directorate for National Roads and Highways responsible for only 19,000 kilometers out of a network of 340,000 kilometers.

Ukraine

Road network in Ukraine:

170,000 kilometers

Road network under Ukravtodor's responsibility starting in 2018:

50,000 kilometers

Poland

Road network in Poland:

340,000 kilometers

Road network under GDRNH's responsibility:

19,000 kilometers

Exchange rate: \$1 = Hr 27
By Stella Shabliovska, KyivPost

Sources: Ukravtodor, Ministry of infrastructure of Ukraine, Slawomir Nowak, Biz.liga.net

in his home country, he cooperated with the Ukrainian government and authorities when Ukraine and Poland jointly hosted the European Football Championship in 2012. He also served as a lawmaker in Poland for 10 years.

"It is satisfying for me that Poland and our roads are a good example for Ukraine now, as that was part of my previous job," he said.

Seen by some as a possible future prime minister, a minor scandal took him out of politics in Poland: from 2011 to 2013, he failed to declare ownership of an expensive watch given to him by his wife. He was found guilty of filing five false asset declarations, and fined 20,000 Polish zloty. He resigned from Tusk's government in November 2014, and started a private business.

Today, Nowak says he is out of politics. "The new chapter of my life is only about having a profession," he says.

Underfinancing

Nowak recalls how Poland's highway infrastructure "dramatically improved" after it joined the EU in 2004. With investment into the sector, the country built new highways, motorways, and expressways, he said. But Ukraine doesn't have the kind of money Poland had at that time, nor the hope of much investment, Nowak admits.

"It is a huge challenge," he says.

The state has neglected the country's road network for almost 30 years. Today, as travelers can verify, 90 percent of the road network is in a bad condition. Over the years, the government has typically allocated only 3 percent of the sum the road agency reckons it needs to maintain the road network in good condition.

But in 2017, Ukravtodor might get a record sum — about Hr 20 billion or \$700 million. That would be enough

to repair around 2,200 kilometers of highway. However, the allocation is not a done deal and depends on debt restructuring and assistance by international organizations.

As of now, Nowak has Hr 5 billion. "The level of expectation is very low, which is good for me, and it means that every improvement, every repair, will be a huge success," he says.

Ukravtodor will gain new sources of funding in 2018, including revenues from excise taxes on oil products produced or imported to Ukraine, fees from toll roads and fines imposed on overloaded vehicles.

Building toll roads features high among Nowak's plans and will interest investors, including a highway between the Polish border town Krakovets and Lviv, a section of the highway from Bila Tserkva to Kyiv, and part of a bypass road around Kyiv.

The new roads will have weight limits to prevent damage from overloaded trucks. Plus, the weight control system will be automated.

Meanwhile, decentralization of control of the road network will shift 120,000 kilometers to the responsibility of local authorities, leaving the state agency with just 50,000 kilometers starting in January.

"Even that's too much, frankly speaking, but it's an improvement," Nowak says. In Poland, the analogous state agency is responsible for 19,000 kilometers of international and intercity highways.

New approach

Before 2017, Ukravtodor's budget was allocated only for one year, making it "impossible to plan and to spend properly," he says. Today, Novak is developing a five-year construction plan. "In the new contracts, the guarantee will be for a minimum five years for repairs, even 10 years," he promised.

But building durable roads will require a new breed of contractor. Nowak said that, as of today, five companies compete in roadbuilding tenders — too few.

"The main challenge is to open this market up to new players, especially ones from the European Union," he said. "If we open up, we will have better quality roads, cheaper prices, and no corruption."

Nowak is improving the transparency of tenders by introducing price monitoring and new technical standards. Winners will be selected using the ProZorro online procurement system. Road construction standards will be overseen by the International Federation of Consulting Engineers, according to an agreement signed in December.

For instance, in the recently called tender for to build the Zhytomyr bypass, Ukravtodor received 55 applications from 18 countries. "I believe it's because of me, but it's probably not," Nowak says with a smile.

GO highway

Today, there's no funding for new projects, but Nowak hopes the money will start to roll in by 2019, when the road fund starts operating at full capacity and toll roads begin to bring in a profit.

In the meantime, Nowak hopes to connect Odesa in southern Ukraine with his native Gdansk in northern Poland, linking the two ports and Black and Baltic seas. It will be called the GO highway, derived from the first letter of the two cities.

After repairing the road from Uman to Odesa, and connecting it with a road to the Polish border in Krakovets, Nowak hopes for access to the Trans-European Transport Network. "It's a huge treasure for Ukraine's economy — unfortunately not used," he said of Baltic Sea port access. ■

Rondiak leads Winner into its 25th year

BY BRIAN BONNER
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KAPITANIVKA, Ukraine – Petro Rondiak's first car as a teenager in Massachusetts in the early 1980s was a rusty, smoke-belching, 10-year-old Peugeot hand-me-down from his Ukrainian immigrant parents.

Now Rondiak, 51, is head of the management board of Winner Group Ukraine, which sold 6,064 vehicles last year and is prepping for expansion as Ukraine's economy rebounds.

"We can deliver 20,000 cars a year," Rondiak told the Kyiv Post during a March 7 interview at Winner's massive headquarters, 25 kilometers west of Kyiv. "We could do even more. We bought an additional 11 hectares nearby and we're ready to expand."

Rondiak will not disclose details of the private company's finances, but they're looking better. "We're making money again," he said, after losing money as recently as 2014.

The company, started by owner and CEO John Hynansky, another Ukrainian-American, will celebrate its 25th year of doing business in Ukraine come November.

Rondiak, who has an educational background in engineering, met Hynansky through his contacts with the Ukrainian diaspora community in America. He moved to Ukraine to start working for Winner in 1995 and hasn't looked back. He and his wife, artist Ola Rondiak, also a Ukrainian-American, have three children.

Expansion under way

Winner now has 600 employees, 50 franchise dealers across Ukraine and assorted real estate holdings, property acquired mainly because of restrictions on transferring hard-currency earnings abroad.

But Rondiak believes the good times are coming again to Ukraine.

He expects Winner to sell 7,324

cars this year. The sales will be mostly of Fords, but also Volvos, Jaguars, Land Rovers, Porsches and Bentleys. The Bentley Bentayga is the most expensive car on the lot, selling for \$230,000. The plan is also to have 70 Winner franchise dealerships across Ukraine by 2018.

Disruption ahead

But the statistics and trends that really intrigue Rondiak are farther into the future and come with risk.

Car dealers key in on statistics showing that Ukraine has perhaps fewer cars per capita than any other European nation.

In 2016, Ukraine had only 2,195 new vehicles registered per 1 million people. While it represented a big jump over the previous year, Ukraine ranked behind 25 other European nations.

In the peak year, Ukraine had 650,000 new car registrations in 2008, before the global financial crisis hit. Last year, only 70,303 new vehicles were registered in Ukraine.

"The business model in retail is struggling because of lack of volume," Rondiak said. "When it gets back to 200,000 to 300,000 cars (sold in a year), it's a profitable business."

Low car ownership is a source of optimism for car dealers. "Even if we can get to half of Poland's car ownership rate, we will have a drastically bigger car market," Rondiak said. "When the wave comes back we want to be ideally positioned."

Glimpse of future

But it is unlikely that Ukraine will ever catch up to the rest of Europe for several reasons, some of them good from an environmental and consumer standpoint.

Technology is changing the market. Electrical cars will be mass produced soon, Rondiak said. "The point of disruption is 200 miles of range (without recharging) and under \$30,000 in price. When that



Petro Rondiak, head of the management board of Winner Group Ukraine, speaks with the Kyiv Post on March 7 from the company's headquarters and distribution center in Kapitanivka, 25 kilometers west of Kyiv (Volodymyr Petrov)

happens, it goes mass market and it goes huge. At that range and at that price, the performance of these cars is going to be phenomenal."

Moreover, Rondiak said, sharing cars will become more prevalent as the recognition sets in that people spend trillions of dollars on cars that get used only 10 percent of the time.

Additionally, large cities encourage greater use of bicycles and mass transit. Ukraine, as part of its Soviet legacy, already has a sophisticated mass transit network, although one that is starved for investment.

Further harming an aspirational car culture are poor roadways and other infrastructure impediments, such as the lack of parking spaces.

Rondiak, however, said he "is excited about the future" and sees no chance for car dealers to go out of business entirely. "The feeling of being behind the wheel of a car, controlling your own destiny for the day, will always be pervasive," Rondiak said.

He got a glimpse of the future on a recent business trip in Finland, when the taxi driver taking him from the airport to his hotel put the car on automatic pilot. "He took his hands off the steering wheel for a big chunk of the trip," he said. "It was my personal first experience with autonomous cars."

Strange market

Ukraine's automotive market is idio-

syncratic compared to the West. The lack of cheap, easy credit is a major stumbling block to sales. No reliable credit ratings on borrowers also blunt lending.

More than 90 percent of customers pay for vehicles in cash, even if the price is north of \$30,000.

"We are not here to judge where somebody's income is from," Rondiak said. "Our job is to pay our taxes." Rondiak estimates that Winner has paid \$1 billion to the Ukrainian government in taxes during its 25-year existence.

Additionally, customers in Ukraine are at a handicap compared to, say, American buyers, where the precise value of a car – especially a used one – is known to buyers and sellers, most prominently through the Kelley Blue Book.

If sales data were published, Rondiak said that Ukraine would be able to develop a similar price guide. "Maybe it's time for a used car auction where all results get published," he said. "We could develop a 'Winner Book.'"

Informed customers improve their odds of getting a good deal and have curtailed high-pressure sales tactics that used to make the car-buying experience miserable in America. In Ukraine, Rondiak said, "I don't think being aggressive and being a high pressure person is a necessary characteristic for sales. We look for

people who know how to build trust in the customers."

Winner has its own in-house training center for technicians, sales managers and dealer personnel.

Building a brand

Winner employs people officially and spends noticeably on advertising and community ventures. It also gets involved in charitable giving, including the delivery of first-aid kits to soldiers in the east and the supply of incubators for premature babies.

The company frowns on debt and has "built up the company from our own earnings," he said. It did, however, take out a \$20 million loan from the U.S. Overseas Private Investment Corporation to build a Porsche dealership near Kyiv Boryspil International Airport.

He believes in targeted social media advertising campaigns and following up with customer surveys. He thinks TV advertising has lost its effectiveness and believes the main value in print advertising, including in the Kyiv Post, is promoting brand awareness. "We're here. We're open, transparent and patriotic. We'd love to do business with you for your automotive needs. That's the point of that advertising," he said.

The goal, Rondiak said, is to get customers thinking "I have a car need. I want to buy from Winner." ■

Kyiv parking remains nightmare for all

BY VERONIKA MELKOZEROVA
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Parking a car in Kyiv is an adventure and often a scandal, as motorists block entire streets and entryways, destroy lawns and menace pedestrians.

There's no punishment for scoff-laws, moreover, so they keep spoiling Kyiv's urban life.

Kyiv authorities say they're too busy improving the capital's public transportation while police say they are too busy "solving real crimes" to pay much attention to parking.

In the meantime, the gap between

the number of cars being driven on Kyiv's streets and parking spaces keeps growing.

Kyiv provides 39,000 parking spots in 890 locations. According to the Auto Consulting automobile portal, Kyiv – with a metropolitan area population of 3 million people – has 353 cars for every 1,000 residents. That adds up to a lot of cars with nowhere to park.

A proven solution would be construction of parking ramps, paid for by motorists who use them. But that's not happening.

Public agency Kyivtransparkservice is responsible for parking issues.

Besides having its own parking spaces, it leases 29,199 parking lots for businesses.

But Serhiy Mayzel, who heads the city's transport infrastructure department, wrote on Facebook in November that a third of Kyiv's parking lots are "being used illegally."

Kyivtransparkservice said its clients owed Hr 5 million as of January.

Since December, however, the enterprise has had no director.

Kyiv Mayor Vitali Klitschko fired previous Kyivtransparkservice Chief Artem Shamrayev in December, citing loss of trust. "So much shadow money in this sphere," Klitschko said.

Grygoriy Melnychuk, a local road safety expert, told the Kyiv Post on March 3, that simply bad parking is contributing to the problem – with motorists taking up two spaces.

Parking prices in Kyiv vary from Hr 5 to Hr 10 an hour, but most opt to find somewhere more convenient for free.

"As long as one can leave a car for free in the city center, the parking system has no point. We have many parking lots in Kyiv, and they are usually half-empty," said Melnychuk.

The fine for parking rules violation is only Hr 255 to Hr 510, but even those are not enforced.

Melnichuk said the creation of a highly specialized police squad could be a solution. But since the regular police force has a hard time recruiting, he doesn't think a parking enforcement force will be created soon.

Kyiv authorities put their hopes in improving public transportation, including adding new metro lines to the unserved Vynohradar and Troyeshchyna neighborhoods, as well as buying more buses.

"We are trying to do our best to make Kyiv a more comfortable city for public transport," Yulia Moroz, transport infrastructure department spokesperson said. ■

Underdeveloped car rental market expects growth

BY ELENA SERDYUK
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The car-rental culture has never been mainstream in Ukraine, unlike in most Western countries. The current estimated fleet of 2,000 rental vehicles for a population of more than 40 million people is hardly an impressive number.

However, leading car rental companies expect growth in 2017 in a market that, according to Haim Kapelnikov, chief executive officer of Avis Ukraine, might have \$20 million to \$25 million in annual revenue.

Olesya Momotyuk, financial manager at Sixt rental car in Ukraine, noted that Ukraine's "car rental market is growing since the second half of 2015." Sixt and major international brands Avis, Europcar, Hertz, Budget and United are all present on the Ukrainian market. Among local car rental brands, the biggest one is BLS.

Dmitry Vakulenko, secretary general of International Car Rental Association in Ukraine, told the Kyiv Post that local car rental companies have a roughly equal share of

foreign and Ukrainian customers. The association, among other things, helps new rental companies meet international standards of customer service.

The market has built-in limitations in Ukraine, since most people use a well-developed and affordable public transportation system, which includes bus service for local and long-distance travel and a reliable railroad service for traveling to other parts of Ukraine. In addition, long-distance carpooling services, such as BlaBlaCar, also represent competition for car rental companies, especially when a trip involves crossing the border into another country.

Some car rental companies in Ukraine allow customers to take a vehicle to the European Union for an additional fee, ranging from 60–90 euros per trip, including insurance. Others, like Sixt, do not allow, to avoid potential difficulties with accident assistance, repair or insurance. BLS also does not currently allow rentals to the EU, Anton Tyumentsev, customer service manager at BLS, told the Kyiv Post.

Most companies also do not allow travel to Russia, which invaded Ukraine three years ago and continues to wage a war that has claimed 10,000 lives in the eastern Donbas.

Overall, short-term rentals (under seven days) prevail.

Avis has a "Hello, Weekend!" rental deal, which allows customers to rent a vehicle for a long weekend at a discount price, with pick-up on Friday morning and a drop-off on Monday by 5 p.m. Prices for such a four-day rental range from \$96 for a Ford Fiesta with a manual transmission to \$799 for a Porsche Cayenne with an automatic one.

Those looking to rent a car in Ukraine may find the process to be less complicated than they expected.

Pavel Triguba, a rental representative at Avis, told the Kyiv Post that a renter needs a valid passport and driver's license. Customers from Arabic and Asian countries need to provide an international driver's license with Roman spelling of their names, alongside their original driver's license.

An international driver's license



Motorists crowd Druzhby Narodiv Boulevard in Kyiv on March 7. The Ukrainian capital has seen a huge rise in car ownership in 25 years, but the car rental market remains small. (Kostyantyn Chernichkin)

can be obtained in a customer's home country.

In addition, the renter has to be at least 21 years old to rent an economy class vehicle and 25 years of age for business and luxury class cars.

The driver must also have at least two years of experience behind the wheel.

One can choose from a wide range of car models, sizes and prices.

Renting a Tesla for a week through BLS in Ukraine will cost \$2,100. SUVs and vans are also available.

In addition to the rental cost, a security deposit ranging from 500 to 4,000 euros will be held from a customer's credit card. Debit cards and cash generally are not accepted, with a few exceptions.

When it comes to insurance, standard car insurance is included in the rental price, while additional insur-

ance may also be purchased, allowing a renter to reduce or eliminate financial liability in case of an accident.

Accessories such as a GPS or a child car seat may be rented for a fee. Additional services are also available, such as registering an additional driver at the time of rental or even renting a car with a driver.

Andriy Krit, marketing manager at Sixt rent a car Ukraine, told the Kyiv Post that "a customer may order a car to be delivered or picked up within the limits of the city in which it was rented, for a fee of 25 euros."

For those looking to rent a car in one city and return it in a different one, Sixt also has the lowest one-way rental fee on the market right now of 50 euros. Companies like Avis, United and Budget charge 115–200 euros, depending on the city and region of the car dropoff. ■

Activist: Soldiers killed for trying to stop smuggling

Smuggling from page 1

illegal activities.

When Kyiv Post journalists visited Zolote in December, they saw that minivans loaded with food products were crossing from there into the separatist-held area.

How it works

Smuggling became a problem in the war zone right after the front line was defined in the Minsk II peace agreement in February 2015.

Thousands of Donbas residents, who struggle to survive after nearly three years of war, are thought to be involved in the illegal trade. Those who have vehicles, courage and the right contacts try to smuggle food products to the separatist-controlled side, where prices for many goods are at least twice as high.

On the return trip, smugglers bring counterfeit cigarettes and alcohol, as well as drugs and gold.

They pay bribes to soldiers, border guards and other law enforcement officials at checkpoints for permission to cross the separation line with their goods. If they are caught, they are facing only a fine of up to \$600.

Technically what they're doing is

not even smuggling, since separatist-held areas legally remain part of Ukraine.

"Officially it's not a border but a separation line," said George Tuka, deputy Ukrainian minister for the occupied territories and one of few officials who speaks openly about the smuggling problem.

Criminal groups on both sides of the lines battle for control of the routes.

Rodion Shovkoshytnyi, part of a group formed in 2015 to fight smuggling, said he knows of about a dozen Ukrainian soldiers killed for trying to combat smuggling. But officially, most of them were killed in fights, Shovkoshytnyi said.

Loopholes

When traveling to frontline villages, the Kyiv Post saw discrepancies between the actual and official front line. Several towns, including Zolote, Verkhniotoretske, Novoluhanske, Mayorsk, Triokhizbeka and Toretsk, straddle the line of control, making them ideal smuggling conduits.

In Zolote, located just eight kilometers from separatist-held Pervomaik, there is a fully constructed but officially non-operating crossing point to

the separatist area.

All the same, vehicles are crossing the lines here in both directions. The border guards say that they are carrying residents of the government-controlled Rodina Mine and village of Katerynivka home and back.

Rodina Mine is a residential area of 1,000 people, which is technically part of Zolote and has four streets separated from the rest of the village by a final military checkpoint, where only people who are registered locally are allowed to go. That part of the village has no border with the separatist zone.

In just 30 minutes, the Kyiv Post saw several minivans fully loaded with goods passing through the final checkpoint.

One woman from Katerynivka said it was still possible to cross into the separatist-held zone near Rodina Mine, where the person crossing has to bribe first the Ukrainian soldiers and then the Russian-backed forces on the other side.

Verkhniotoretske, a town in Donetsk Oblast, also has several streets cut off from the rest of the town by the front line. The only ones there are soldiers who check docu-

ments of people crossing the line.

Shovkoshytnyi said his group once captured a car in Verkhniotoretske loaded with drugs worth \$75,000.

At the Mayorsk crossing point, the transport of goods across the separation line costs Hr 15 per kilogram of goods, a local businessman told the Kyiv Post. So a 10-ton truck will cost smugglers some \$5,500 to get across the lines.

Radio Free Europe/Radio Liberty journalists recently uncovered a smuggling scheme in Mayorsk, at a logistics center set up to sell food to residents of the separatist-held areas.

In Luhansk Oblast, the smuggling channel lies across the narrows of the Siversky Donets River, in the area of the villages of Triokhizbenka, Lobachevo and Lopaskino. One local resident told the Kyiv Post his mother traveled across the lines here, paying \$2 per trip for a seat on a boat.

Risky business

Two war veterans told the Kyiv Post that shootouts across the front line were often just a cover for the smuggling of goods. Violence also comes with the smuggling.

In September 2015, a car with

officers from the anti-smuggling mobile group was set on fire near the town of Shchastia in Luhansk Oblast, killing a representative of the State Fiscal Service and a civilian volunteer, as well as wounding four soldiers.

The slain volunteer was Andriy Halushchenko, an outspoken activist, who told journalists days before that he had uncovered a smuggling scheme leading from Russia to Ukraine involving top officials.

Military prosecutors found Halushchenko had been killed by the Ukrainian side. They arrested two soldiers from the 92nd Brigade on charges of murder. But later they were released from custody and the investigation has stalled.

Gold, vodka, cigarettes

Halushchenko was among those who in July 2015 seized five bags of golden crosses and chalices being transported by rail from the separatist-controlled part of Luhansk Oblast. The jewelry was produced by Agat, a jewelry factory in the city of Rovenky.

The factory still produces sil-

more **Smuggling** on page 11

As both sides fight, others keep trading in war zone

Smuggling from page 10

ver goblets with Ukraine's national emblem, the Tryzub, on them, and its products can be purchased in shops in Kyiv.

Tuka, who was friends with Halushchenko, said the jewelry smuggling schemes were led by Armen Bagiryan (nickname Buggy), a separatist fighter, who was killed in October. Buggy controlled the city of Slovianskerbsk and a boat smuggling channel across the Siversky Donetsk River.

Tuka added that Volodymyr Kiyan, a soldier serving in Luhansk Oblast, told him he was going to investigate Halushchenko's killing, but that he was killed the next day. Investigators claimed Kiyan died after stepping on a mine.

Meanwhile, the Khamadey tobacco factory in the separatist stronghold of Donetsk has become a leading producer of cheap counterfeit cigarettes. They are shipped from the war zone across the country to Zakarpattia or Odesa oblasts, from where they are smuggled to Europe.

"When you hear the reports about cigarettes seized in Zakarpattia, do you think they bought them in a local supermarket?" Tuka said. "These cigarettes are usually produced by Khamadey. A pack of cigarettes here costs some 50 to 60 U.S. cents, when in Hungary the same pack would cost at least \$2."

Donetsk is also known for its counterfeit alcohol, produced at the city's Olimp factory. Both Khamadey and Olimp were reportedly controlled by Mykhailo Lyashko, a Donetsk-based gangster, who was killed in Crimea in December 2015.

Railroad route

Those fighting the smuggling describe the rail-based smuggling

A man speaks with a Ukrainian soldier as his car gets checked at the border crossing point in the Donetsk Oblast city of Mayorsk on Dec. 27. (Anastasia Vlasova)



route as an "elite club" because goods can be transported in higher volumes.

A special order by the Security Service of Ukraine, or SBU, issued in June 2015 included a list of hundreds of companies that are allowed to ship goods from separatist-held zones and back. They are mostly plants and mines located on the separatist area. But a closer look at the order shows that these firms are allowed to buy and sell a lot more than that.

The Yenakievo Metallurgical Plant, owned by Ukraine's richest businessman Rinat Akhmetov, is allowed to ship tablet computers and cell phones, as well as sails for boats, and equipment for surfing and camping.

The Krasnodonvugillya coal company is allowed to ship men's

suits, coats, and ski jackets. Donetsk Metallurgical Plant is allowed to ship lawn mowers, parts for swimming pools and vitamins.

The Alchevsk-based company Granit Techno, which official trades in household goods and electronics, can also ship by rail equipment for video games, billiards, casino tables, and automatic equipment for bowling alleys.

Who is behind this?

Kyiv Post sources say that the smuggling is permitted by representatives from all government services, including the military, police and fiscal service.

Shovkoshytnyi said that in 90 percent of cases, the smugglers captured by his group didn't face any criminal charges. "And the courts later

released almost all people arrested by us," he said.

Shovkoshytnyi remembers that his special mobile group to combat smuggling in late 2015 seized a jeep and a minivan at a checkpoint near Svitlodarsk, in which SBU officers were carrying furniture fittings, building materials and bathroom equipment.

But despite reporting the case to the military prosecution, the SBU officers were later released and kept their jobs.

Shovkoshytnyi added that activists were removed from the special anti-smuggling groups in May, so now little is known about their activity.

The separatists also complained about smuggling. A report found among leaked emails of Kremlin

adviser Vladislav Surkov dated November 2014 reads: "The main directions of smuggling are the shipment of coal through Russia to Ukraine, the shipment of fuel from Russia with its subsequent resale in Ukraine, and flows of food products and food raw materials from the EU and Ukraine to Russia."

A dozen separatist warlords have died suspiciously over the last two years. Some of these deaths could be related to fighting for control of the smuggling business.

After one of the separatist warlords of Luhansk, Oleksandr Bednov, nicknamed Batman, was killed in January 2015, his supporters claimed he had been killed because he was trying to block drug trafficking to Luhansk from Russia.

Later that month, fighters of the Odesa separatist unit were attacked in separatist-held Krasnodon. One of them claimed in a video posted on YouTube that they were attacked by a Russian private military unit led by a Russian colonel, Yevgeny Vagner. The separatists claimed Vagner's unit was trying to kill them because they accidentally ended up on the way of drug trafficking, according to an RFE/RL investigation. Luhansk region is located on the heroin trafficking route from Central Asia to Western Europe.

Oleksiy Bobrovnikov, the journalist who was the last to interview Halushchenko, kept on investigating his killing. But early this year Bobrovnikov left Ukraine, saying his life was in danger.

In his story for Ukrainska Pravda, Bobrovnikov wrote that Halushchenko's death was related to a mysterious group led by a Ukrainian military officer nicknamed Syrota. Bobrovnikov said the group was involved in drug trafficking and smuggling. ■

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Dance lovers can enjoy modern ballet performance and Georgian folk dancing by Sukhishvili ballet. Check the Entertainment Guide on page 14 for details.



Lifting the lid on some of Kyiv's 'secret' bars



People chat and enjoy drinks in Barbakan bar and art gallery in Kyiv's Podil neighborhood on March 8. Barbakan was opened as a private bar and still preserves the atmosphere of a secret place thanks to its location and friendly staff. (Volodymyr Petrov)

BY ANNA YAKUTENKO
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The number and variety of new bars popping up in Kyiv at the moment is enough to make even seasoned barflies feel light-headed.

But the most popular places are hardly those where everybody knows your name. Instead, they are some of Kyiv's "secret" bars.

These places don't have signboards, they are loath to reveal their address and if they don't like the look of someone they might not even let them in.

However, if a person does manage

to find one of these bars, and gains admittance, they can expect to be treated not just as another client, but more like an old friend.

Torf

Of all the "secret" bars in Kyiv, Torf is the oldest and probably the most secretive. Founded by Kirill Kislyakov, a photographer and owner of another bar - Barman Dyktat - Torf was initially planned as a TV studio for a private internet channel Torf TV. However, the owners and their friends started gathering in the place on Wednesdays and Saturdays to chill and mix tasty drinks. It evolved

into an exclusive drinking spot.

The place soon became famous among artists, bartenders and politicians, but the only evidence of its existence online was an Instagram feed with the hashtag "mesto kotorigo net" - Russian for "a place that doesn't exist."

Torf's owners don't disclose the address of the bar, but one can find it on the Foursquare app or using Google maps.

Hendricks's Bar

Not far from Torf's, another hidden place is Hendricks's Bar in the basement of the True Burger Bar at 42

Bohdana Khmelnytskoho St. The bar is known for cocktails made on the basis of the eponymous Hendricks's gin. Classic and house cocktails go for around Hr 120-160.

To get into Hendricks's Bar, clients have to ring a bell at the armored security door that leads into the small basement bar. Hendricks's Bar doesn't consider itself an exclusive, secret place, but the staff will only open the door if there are free seats available. The bar works only on Thursdays, Fridays and Saturdays, from 6 p.m. until 3 a.m.

more Bars on page 13



Food Critic

WITH OLENA GONCHAROVA
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New restaurant draws crowds with Instagram-worthy decor

The first thing you see is a neon sign, and then a tall bookcase showcasing the iconic Soviet-era 200-volume World Literature Library, its tomes organized by color. These are the prime draws for the Instagram bloggers and gastro fanatics who are flocking to a new restaurant on Velyka Vasylkivska Street.

It's called Zhizn Zamechatelnykh Lyudey, which simply means "The life of wonderful people." That might be a mouthful for a foreigner, so just do as the locals do and use the shortened name they have already come up with - Zh-Z-L.

It is a reference to a series of biography books of the same name that was popular in the Soviet Union and is still being published in Russia.

Mere weeks after opening in December, news about this place dominated my Facebook feed, including reams of positive reviews that included heavy usage of the word "best." My friend and I decided to check how it feels to live the life wonderful - if we could get a table, of course.

We went in for breakfast on Saturday morning and barely squeezed in, bagging two seats at the bar. The place was already crammed at 11 a.m. It was even hard to get in and out of the restaurant because people were constantly taking pictures right at the entrance.

The interior is rather eclectic: old-style Soviet furniture, mixed with modern stuff, with art on the walls, pots with greenery, Buddha statues, and cotton flowers in simple glass vases. The neon signs - there are a couple of them in the restaurant - bring a touch of Americana.

Another Instagram-worthy spot, as we discovered, is the huge bar, with its shelves of bottles stretching to the ceiling. There's a wooden ladder there, which waiters use to climb fearlessly to the very top shelf to fetch some treasured tipple. Watching them do so is an entertainment in itself.

"Ok, this is the first time I've had breakfast sitting at a bar," my friend said, looking around. A man sitting next to us laughed as he polished off his oatmeal. But dining in close proximity to other customers and the waiters

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KyivPost

Food Critic: A great place for lovers of healthy Middle Eastern cuisine

Food Critic from page 12

had its advantages. We were able to order everything first and then enjoy a friendly chat with them.

Browsing over the menu took some time: it caters best to health-conscious diners with a love of Middle Eastern cuisine. There is a wide range of fish and vegetarian options, and it's easy to get a bit overwhelmed by the choice at first. However, the staff proved very knowledgeable, and came up with some good suggestions based on our preferences.

I went for a rich chocolate casserole topped with vanilla ice cream (Hr 98), and it was as good as it sounds. Tasty and substantial, it left a wonderful aftertaste and was probably big enough for two to share. The waiter suggested washing it down with raf coffee, in which milk and cream are whipped together with espresso. The drink (Hr 65) was

Name: Zhizn Zamechatelnykh Lyudey
Address: 36 Velyka Vasylkivska St.
Hours: 8 a.m. – 11 p.m. on weekdays, 9 a.m. – 11 p.m. on weekends
Book a table: 050-393-3636

delicate and rounded off my meal perfectly.

My friend began with the popular Israeli breakfast option shakshouka, which means “all mixed up” in Hebrew. This dish of eggs poached in a spicy tomato sauce was accompanied by a soft hummus and eggplant salad (Hr 115). It got a solid A from my companion, who's a huge fan of Israeli food. She decided to order a ciabatta on the side to finish off the nutty-flavored hummus.

Among the huge cocktail selection, such as Grey Goose Old Fashioned with Earl Grey tea syrup (Hr 140), Thai Coconut for Hr 139, King's Medicine with pineapple juice and rosemary (Hr 166) and others, my friend couldn't find her favorite Aperol Spritz. However, with a winning smile, the waiter told her not to worry: the cocktail arrived a couple of minutes later and lived up to her best expectations.

The price of cocktails here is a bit higher than average (Hr 139 – 166), but they're worth it.

In short, Zh-Z-L is not a great place for an intimate conversation, but ideal for a loud crowd out to celebrate the good life, great food and quality drinks. ■



People enjoy meals in a new cafe Zhizn Zamechatelnykh Lyudey (Life of Wonderful People) at 36 Velyka Vasylkivska St. The place is often crowded even in the morning, so make sure to book it in advance. (Volodymyr Petrov)

Editor's Note: To bring you honest food reviews, Kyiv Post writers go to restaurants unannounced, pay for their own meals and never accept favors from restaurateurs.

A guide to Kyiv's hidden bars

Bars from page 12

Hendricks's Bar. 42 Bohdana Khmelnytskoho St. 6 p.m. - 3 a.m. on Thu, Fri, Sat

Loggerhead

It's easy to miss Loggerhead, which opened last year in the yard near 1 Tarasa Shevchenko Blvd, where the Bite & Go deli café is also located. To find Loggerhead, go into the archway and keep to the left. There can be found a metal door that looks like the entrance to an electrical room. However, to the left of the door a lever has been installed, which, when pressed, summons a staff member, who will decide whether to let you in.

This place takes its name not from the species of turtle; but the blacksmithing instrument, consisting of a metal ball or bulb attached to a long metal handle, which was heated in a forge and used to melt or heat liquids. It was used in the 18th century to warm up ale or beer – when beer was often drunk warm, mulled with spices and honey. The bar works daily from 7 p.m. until 1 a.m., but can be very busy on the weekend.

Loggerhead. 1 Tarasa Shevchenko Blvd. 7 p.m. – 1 a.m.

Barbakan

Barbakan, a hidden art bar in Kyiv's historical Podil district, opened before the EuroMaidan Revolution in 2013-2014 as a place for friends

only, but it soon became popular among politicians and artsy people. The entrance to the bar is located in the yard at 42B Verkhny Val St.

Barbakan still has the atmosphere of the closed club, even though it doubles now as an art gallery, which often hosts poetry readings and lectures. This place still has no signboard, so the easiest way to find it is to just to ask people who are smoking outside for directions.

Barbakan. 42B Verkhny Val St.

AM Bar

The tiny drinking hole AM Bar is tucked away at 6 Velyka Vasylkivska Street, and calls itself a secret place for a very simple reason: clients have to go through an archway leading from Pushkinska Street into the small maze of paths between buildings in the block bordered by Pushkinska, Velyka Vasylkivska, and Bulvar Tarasa Shevchenka. The bar has only a few tables, so it often gets crowded.

The place is famous for its cheap and tasty nalyvka, a fruit liqueur popular in Ukraine, for just Hr 30. One can also find here several dishes that go with the drink, such as pie with chicken or salmon (Hr 40-60). The bar also has lots of craft beer available, for around Hr 70 for a 0.3 liter bottle. AM Bar works daily from 2 p.m. to 4 a.m.

Am Bar. 6 Velyka Vasylkivska St. 2 p.m. to 4 a.m.

Parovoz Speakeasy

The now legendary bar Parovoz Speakeasy is hidden in the basement of Kyiv Cinema at 19 Velyka Vasylkivska St. The place doesn't have a signboard and is named after the speakeasy bars that opened in

the United States in the years of Prohibition in 1920s and 1930s. The place first opened in 2002, and was refurbished and reopened in 2013.

Parovoz is famous for its cocktails: there are all the classics such as Martinez or Sazerac (Hr 160-220) as

well as contemporary house cocktails. Unlike most of the “secret” bars, Parovoz serves not only appetizers but full meals such as salads, steaks and pasta. It works from 12 p.m. to 3 a.m.

Parovoz Speakeasy. 19 Velyka Vasylkivska St. 12 p.m. to 3 a.m. ■

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THE NEW ENROLMENT SEASON 2017-2018 HAS STARTED. APPLY NOW



March 17 – April 2

Ceramics show

The TseGlynaArt art space is hosting a new ceramics exhibition, featuring ceramic panels, figurines and ceramic miniatures. The art pieces were made by Ukrainian artists and kids from a specialized boarding school for blind children.
“Light” exhibition. March 17 – April 2. Wed-Sun. 12-6 p.m. TseGlynaArt (2B Naberezhno-Lugova St.) Free



March 18

‘Max the Sax’ saxophone show

“Music is a global language, and my saxophone is my voice.” This is the motto of Austrian musician Markus Ecklmayr, who is to perform his new show in Kyiv’s Atlas nightclub. The show, entitled “Max the Sax,” will feature Ecklmayr in a trio with famous DJ Peter Crusader and virtuoso drummer Florian Kasper.
“Max the Sax.” March 18. 7 p.m. Atlas (37 Sichovykh Stritsiv St.) Hr 300-1,000



March 14

British National Theatre Live, ‘Amadeus’

“Amadeus,” the play by Peter Shaffer, won multiple Olivier and Tony awards. It tells the story of the rivalry between young genius Wolfgang Amadeus Mozart and mediocre composer Antonio Salieri. The play will be performed in English with Ukrainian subtitles.
British National Theatre Live, “Amadeus.” March 14, 21. 7 p.m. Kyiv Cinema (19 Velyka Vasylkivska St.) Hr 175

‘Giselle’ by Kyiv Modern Ballet

March 10

This new production of the famous romantic ballet “Giselle” is being staged by the popular choreographer Radu Poklitaru. Giselle, who lives in a big city, dreams of real love. But her heart is fated to be broken after she faces the gulf between the rich and the poor.
‘Giselle’. March 10. 7 p.m. International Center of Culture and Arts (1 Heroes of Heaven Hundred Alley). Hr 200-500



(Courtesy)

Sukhishvili Ballet

The Georgian National Ballet, founded more than half a century ago, has performed in dozens of famous venues all over the world. The group showcases Georgian folk dancing, unique national costumes and bring the flamboyant Georgian spirit to the big stage.
Sukhishvili Ballet. March 9-12. 7 p.m. National Palace of Arts Ukraine (103 Velyka Vasylkivska St.) Hr 800-1,750



March 9-12

(Sukhishvili Ballet)



March 2-22

‘Lion’ on the big screen

This Oscar-nominated movie, directed by Garth Davis, tells the story of Saroo (played by Dev Patel) who as a five-year old boy gets lost on a train. It takes him thousands of kilometers away from home. Twenty-five years later, Saroo finds his way home to his family using Google Maps.
‘Lion’. March 2-22. Zhovten cinema (26 Kostyantynivska St.) Hr 40-80

**MEDICAL DOCTOR Specialist (Infectiologist)****Main purpose**

In collaboration and coordination with Ministry of Health (MOH) Infectiologist and related staff, to ensure comprehensive quality out-patient and/or inpatient medical care in MSF/MOH Hepatitis C project in Center for Prevention and Control of AIDS and the Regional Narcological Dispensary according to HCV care and management protocols. To make use of the integrated model of care in the Hepatitis C program, working closely with other departments to ensure that the patient is treated in a multidisciplinary approach.

Accountabilities

1. Ensure complete comprehensive patient clinical and laboratory assessment, enrolment, treatment, monitoring and follow up according to WHO/MSF Protocols.
2. Monitoring and Regular data collection and Reporting to Medical Activity Manager (MAM).
3. Support Service Assessment and Development for improving the care.
4. Support for Referrals (Inter-departmental and External Referral)
5. Liaison with other medical team members.

Education

Medical Doctor with specialization in Infectious diseases

Experience

2 years' experience minimum as a Medical Doctor — Infectiologist in actual clinical work. Experience, knowledge and skills in care and management of Hepatitis C patients is essential

Languages

Good command of the English language – written and spoken (Essential) Ukrainian, Russian

Knowledge

Essential computer literacy (word, excel)

Position based in Mykolaiv, Ukraine

Gross salary: 21 794 UAH

Please send your CV in ENGLISH before March 24, 2017 to msfch-mykolaiv-admin@geneva.msf.org

**NURSING TEAM SUPERVISOR (MARIUPOL/KURAKHOVE)****Main duties:**

- Carry out the functions and tasks associated to his/her speciality
- Implement all the protocols and hygiene procedures, coordinate and supervise his/her medical team
- Carry out and/or supervise the pharmacy and medical equipment management (drugs orders, follow-up of the stock, storage conditions, inventories, follow-up of expired drugs and their destruction, drugs consumption, etc.)
- Carry-out and/or coordinate administrative (exit-paper, transfer-paper, etc.), information and data collection (patient files, forms, statistics, etc.) tasks, and elaborate regular reporting
- Give feedback/ reports to medical focal point.
- Performing all necessary written and oral interpretation and translation
- Performing all administrative tasks required by supervisors
- Establishing and maintaining professional contacts with relevant authorities.
- Under Medical Activity Manager supervision ensure:
 - Support the follow up regular and outstanding donations with Health Structures and monthly overview of all related with this subject (achievement, ongoing, update receiving)

Requirements**Education**

-Medical degree strongly desirable. Specialty (nurse, labtech, midwife or anesthetist) diploma essential.

Experience

- Essential previous working experience of at least two years in relevant jobs.
- Desirable experience in MSF or other NGOs.

Languages

-English, Russian and Ukrainian language is essential;

Knowledge

-Essential computer literacy (word, excel, internet)

Please apply through web site: www.work.ua or send CV and motivation letter to: MSFCH-Mariupol-Admin@geneva.msf.org until the 24/03/17

Transparency and Accountability

German Technical Cooperation (GIZ) on behalf of German Ministry for Economic Cooperation and Development supports in cooperation with the city of Kyiv the implementation of the "Smart City Concept" through "Open Budget Kyiv". Companies familiar with SAP Hana platform are cordially invited for a tender. The dossier and details you may find here:

<https://www.giz.de/en/worldwide/38393.html>

**MINI RESUME****Director, Managing Director, CEO**

Successful management professional is looking for the top management position in Ukraine or abroad.

- Ukrainian, Male, 48 years old
- MBA, fluent English, Ukrainian and Russian
- 20 years top management experience at international companies (services, telecom, IT, high-tech, B2B)
- exceptional Sales management experience

Contact: message2alex@yahoo.com

**Professionals for Reform Support Mechanism (PRSM)**

provides human resource support – from managers to technical experts - to critical reform initiatives undertaken by national governmental agencies. PRSM is currently seeking candidates to fill the following expert positions for the Government of Ukraine:

- **Sector Lead (4 positions) for the Project Office for Sectoral Decentralization (POSD)** – responsible for defining the scope of sectoral (4 sectors) reform and development of the action plans and performance indicators to assess achievement of the relevant sectoral reform objectives.
- **Team Lead with extensive HR experience for the National Agency of Ukraine for finding, tracing and management of assets derived from corruption and other crimes (ARMA)** – will provide support launching the ARMA and creation a functioning Human Resource Management system of the ARMA.
- **Legal Expert for the National Agency of Ukraine for finding, tracing and management of assets derived from corruption and other crimes (ARMA)** – will provide legislation drafting support to ARMA's full scale launch.

For more detailed information about preferred qualifications and skills, indicative duties and responsibilities, as well as applying procedure, please visit web-site:

<http://edge.in.ua/vacancies>

**U.S. EMBASSY, OFFICE OF DEFENSE COOPERATION UKRAINE, IS LOOKING TO FILL MULTIPLE TRANSLATOR/ INTERPRETER POSITIONS****Basic Function of Position:**

Position are located in the Office of Defense Cooperation (ODC) and serve as designated translators/interpreters for U.S. Ministry of Defense Advisors (MoDAs) assigned to the Ukrainian Ministry of Defense (MOD) in Kyiv. Employees serve as primary translators/interpreters from English into Ukrainian and/or Russian and vice versa. Employees regularly review and edit printed material created by ODC, MoDAs and other MoD representatives. The documents translated may include official correspondence, technical manuals, laws, government regulations, legal documents, financial reports, etc. Employees also serves as interpreters (English/Ukrainian/Russian) for MoDA's and other ODC staff in high-level meetings or one-on-one engagements. Incumbents will provide interpreting services in various settings: conferences, seminars, lectures, VIP office calls, social functions, press conferences, receptions, media programs, etc. Employees assists ODC staff and MoDA's in routine office administrative tasks, such as making phone calls, drafting correspondence, researching information, coordinating meetings with the host government officials and taking telephone messages. Position holders are responsible for maintaining translation records, files and databases in accordance with U.S. Department of State regulations and ODC policies. Employees are supervised by the ODC Chief and/or assigned Ministry of Defense Advisor.

Required Qualifications:

- Bachelor's Degree in Translation/Interpreting, English linguistics, English philology or closely related field.
- Minimum of two years of work experience in Ukrainian/Russian-English and English – Ukrainian/Russian translation;
- Level IV (fluent) in English, Ukrainian and Russian;
- Position holder needs to possess a broad knowledge of a wide range of specialized vocabulary (e.g., economic, political, protocol, legal, military, etc.) to participate in any conversation, meeting, or conference with fluency and precision. An employee will need to develop and master strong knowledge of diplomatic terminology in Ukrainian, Russian, and English.

Application deadline: March 17, 2017

How to Apply: The compensation is set at 17, 900\$ (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 fax it to: 521-5155.

**U.S. EMBASSY IS LOOKING TO FILL THE POSITION OF PUBLIC HEALTH SPECIALIST (ADDICTION)****Basic Function of Position:**

Under supervision of the Regional Substance Abuse Treatment Attaché, the Incumbent serves as the Public Health Specialist on addictions in Ukraine and Central Asia Region implemented by the Substance Abuse and Mental Health Services Administration (SAMHSA). The incumbent is responsible for developing, organizing, implementing, coordinating, and supervising activities supported by SAMHSA-UA Region in collaboration with Offices of USAID and CDC along with Host Country Counterparts and the region, NGOs and/or universities. The incumbent provides technical assistance, oversight, and management support.

Required Qualifications:

- Master's degree in one of the following disciplines: Public Health, Health Policy, Health Management, Behavioral Sciences, Public Administration or a Medical Doctor (MD) diploma is required;
- Minimum of three years of experience with governmental and/or non-governmental institutions in implementation of public health projects in the field of chronic diseases related, but not limited to substance use disorders and/or infectious diseases;
- Level IV (fluency in in speaking/reading/writing) in English;
- Level IV (fluency in in speaking/reading/writing) in Ukrainian and Russian.
- Familiarity with HIV/AIDS and drug use situation and programs, knowledge of health systems within the region. Demonstrated skills in program management, monitoring and evaluation. Translation skills (oral and written), research, analytical, and presentation skills to deliver information within scientific community are also required.

Application deadline: 17 March, 2017

How to Apply: The compensation is set at 29, 500\$ (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 fax it to: 521-5155.



Professionals for Reform Support Mechanism (PRSM) provides human resource support – from managers to technical experts - to critical reform initiatives undertaken by national governmental agencies. PRSM is currently seeking candidates to fill the following expert positions for the Government of Ukraine:

For the Investment Promotion Office:

- Lead Business Relationship Manager;
- Business Relationship Manager (2 positions);
- Administrator/Regional Coordinator.

For the National Deinstitutionalization Reform Office (NDIRO):

- Team Lead;
- Institution Transformation Leader;
- Responsible Community Leader;
- Advocacy & Communications Advisor;
- IT Data Analyst (Digital Graphics Designer).

For the Administrative Services Office (ASO):

- Administrative Services Expert with focus on Real Estate (Land) regulation;
- Administrative Services Expert with focus on Vehicle Registration / Drivers Licence Issuance / Cargo Transportation Permit.

For more detailed information about preferred qualifications and skills, indicative duties and responsibilities, as well as applying procedure, please visit web-site: <http://edge.in.ua/vacancies>

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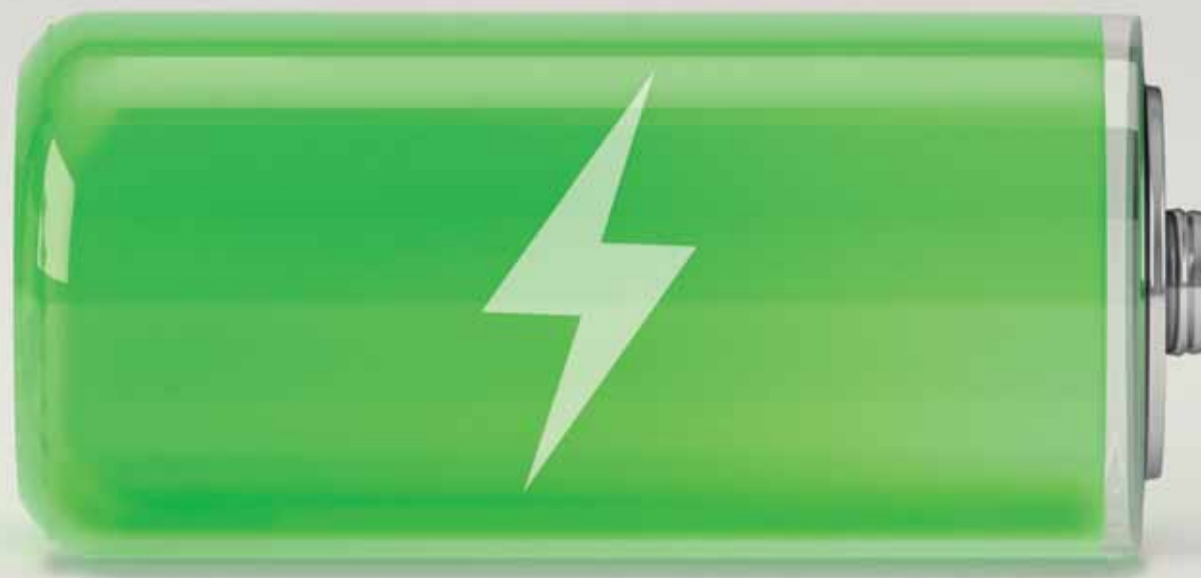
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