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KYIV POST

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Catherine statue stirs up tension

By ZENON ZAWADA

A lifelong Odesite, Viktor Sakk doesn't see what the fuss over his city's new monument is about. As far as he is concerned, it was Catherine II, the late 18th century Russian tsarina, who signed the historic decree establishing the Russian port city of Odesa after defeating the Turks.

As the city's founder, "we are merely thanking her that our blessed Odesa lives," Sakk said.

But fellow Odesite Valentyna Tovstan couldn't disagree more.

"If our country were truly independent, and if Ukrainians were truly masters in their country, then we wouldn't be erecting monuments of occupiers who destroyed Ukraine," she said.

Sakk and Tovstan were on either side of the police barricade in central Odesa on Oct. 27 — the date the monument was unveiled — which separated tens of thousands of residents who were thrilled with their new landmark from about 200 protestors demonstrating their fierce disapproval.

see ODESA, page 5

Coalition deal in doubt

By JOHN MARONE

More than a month has passed since early parliamentary elections were held in Ukraine, but the country is not likely to get a workable government and coalition any time soon, much less one made up of parties heir to the 2004 Orange Revolution, analysts say.

Orange Revolution hero President Viktor Yushchenko called the snap elections in the spring to halt the usurpation of his executive authority by the coalition of Prime Minister Viktor Yanukovich, the villain of the Orange Revolution.

Now, the president looks set to once again share power with Yanukovich's Regions faction, sidelining the Byut faction of Orange Revolution heroine Yulia Tymoshenko and prolonging the country's political instability.

"We had an agreement with Byut that we would work together in parliament. But we also should be open to those [other parties] that want to be in a coalition," Yuriy Yekhanurov, a close confidant of Yushchenko and member of the pro-presidential Our Ukraine grouping, told journalists last week.

see COALITION, page 4



Former Prime Minister Yuriy Yekhanurov, a pro-presidential lawmaker, is considered one of the main opponents of a revived Orange coalition in which Yulia Tymoshenko would once again serve as prime minister. (UNIAN)

Kyiv moves up in EIU biz ranking

By ELISABETH SEWALL

Ukraine placed 70th in rankings released by the Economist Intelligence Unit Oct. 25 measuring the business environment quality of 82 countries over the next four years.

The new ranking puts Ukraine five notches higher compared with the ranking established for 2003-2007.

The Economist Intelligence Unit (EIU) is the business information arm of The Economist Group, which publishes *The Economist*.

EIU's business environment rankings model, which was launched in 1997, measures the attractiveness of a country's business environment and its key components. The model measures each country according to 10 categories and 91 indicators, assessing them through quantitative data, business surveys and expert assessments. Each of the 82 countries receives a final score on a 1-10 scale.

According to EIU's Oct. 25 press release, the model is "designed to reflect the main criteria used by companies to formulate their global business strategies and investment location decisions."

see EIU, page 5

Sun oil company to list in Warsaw

By DARIYA ORLOVA

Ukraine's Kernel Group, a world leading sunflower oil exporter, hopes to raise up to \$200 million through an initial public offering on the Warsaw Stock Exchange in November, the *Financial Times* reported on Oct. 29.

Andriy Verevskiy, Kernel's 33-year-old owner and a lawmaker from Yulia Tymoshenko's Byut bloc, told the *Financial Times* the listing on the WSE "will showcase vast upside" opportunities in Ukrainian agriculture.

Kernel, which controls 35 percent of Ukraine's sunflower oil market, has an estimated value of \$500-580 million, according to the report. The group controls several sun seed crushing plants, the largest grain silo network in Ukraine and sells sunflower oil under the popular Chumak, Stozhar and Shchedriy Dar brands. The group has established itself as one of the top sunflower oil players in the world along with Cargill and Bunge, both US-based.

ING, a Dutch financial services company, is advising Kernel in the listing.

"The liquidity for a company of our

size is expected to be high in Poland," Verevskiy said in the interview. "We hope for substantial demand from Polish mutual and pension funds."

Kernel will be the second Ukrainian company to list in Warsaw, after

"THE LIQUIDITY FOR A COMPANY OF OUR SIZE IS EXPECTED TO BE HIGH IN POLAND. WE HOPE FOR SUBSTANTIAL DEMAND FROM POLISH MUTUAL AND PENSION FUNDS."

— Andriy Verevskiy, owner of Kernel Group

Astarta, a major domestic sugar producer. Astarta raised \$32 million last year by floating an 18.8 percent stake.

Andriy Bulakh, a partner at the Kyiv offices of Deloitte & Touche, said

Kernel's choice of the WSE for listing is reasonable.

"Warsaw seems attractive for businessmen, because it is culturally closer to us, while London banks and investors are different in terms of business culture," explained Bulakh.

"There is a formed base of investors who might be interested in agricultural companies."

However, "Listing on the London Stock Exchange, either on the main market, AIM or through Global Depository Receipts, seems to be the first choice among companies in Ukraine," according to Aaron Johnson, Partner and Transaction Support Leader at Ernst & Young Ukraine.

Verevskiy said funds raised through the IPO will be used to build new facilities for processing sun seed, rapeseed and soybean, port facilities and foreign expansion.

Bulakh estimated that more than six Ukrainian companies are currently preparing to list their stock on foreign markets.

"The major IPO boom among Ukrainian companies expected by experts will most likely happen in 2009," he added.

German group snaps up Kyiv champagne factory

By MARIA AKSYONOVA

Leading German wine producer Henkell & Sohnlein has taken a majority stake in Ukraine's largest champagne producer further strengthening its already strong position in Eastern Europe.

On Oct. 17, the German company acquired another 25.7 percent share of Kyiv-based Kyivsky Zavod Shampanskich Vyn Stolitschniy, boosting its overall holding to 51.9 percent. The factory produces 16 million bottles of Sovetskoye and Ukrainskoye champagne annually, which constitutes a 25 percent share of the Ukrainian sparkling wines market. In 2006, the company made just over \$20 million by increasing its production volume by 9 percent.

Since the 1990's, Henkell & Sohnlein has expanded east from Germany throughout the former communist bloc. The purchase of the Kyiv factory is a strategic one, company officials said.

"Today the sparkling wine market leaders in Austria, Hungary, the Czech Republic, Slovakia, and Romania are members in the Henkell & Sohnlein Group. In this context, the acquisition in Kyiv is an

important and strategic one because it adds a successful, market leading company in a very important European market for sparkling wine to the H&S Group," said Jan Rock, press spokesman for the Henkell & Sohnlein Group.

"[The Ukrainian factory's] sales of 16 million bottles of sparkling wine, together with Henkell & Sohnlein's worldwide sales of 133 million bottles will hopefully increase our foreign turnover considerably," Rock said.

H&S currently has subsidiary companies in nine European countries with total revenues for 2006 of \$738 million, a 1.5 percent increase from 2005, with revenues of \$727 million.

The cost of the acquisition has not been disclosed. The German company acquired its first stake in the Kyiv champagne factory this summer.

H&S plans to invest more in the Kyiv factory and will take over sales and distribution of the premium sparkling wine Ukrainskoye. In return, Kyivsky Zavod Shampanskich Vyn Stolitschniy will distribute Henkell & Sohnlein's internationally established brands on the Ukrainian market.



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Philly law firm launches branch office in Ukraine

By DARIYA ORLOVA

The Philadelphia-based law firm of Marks & Sokolow has teamed with a Ukrainian-born US lawyer to open an office in Kyiv.

Marks, Sokolow & Burd is the firm's second foreign office following one in Moscow. The firm began working with Ukrainian clients in 2004.

"We have represented Ukrainian interests in purchasing major metal plants in the US, and Western companies, in substantial, worldwide litigation arising from their Ukrainian business dealings. We look forward to doing more," said Bruce Marks, the firm's founder and managing director, who has also served as a Republican state senator from Pennsylvania.

"With the economic growth and political changes in Ukraine, we just felt it's quite appropriate for us to extend to Ukraine as well," said Ukrainian-born, US-trained attorney Gene M. Burd, managing director of the Kyiv office.

"We are distinct from many law firms that work here in that one of our specialties is international litigation and arbitration. Our firm has been involved in major litigation relating to privatization and shareholder con-



Gene M. Burd, (Oleksiy Boyko)

licts both in Russia and Ukraine," Burd said.

"There are views that the Ukrainian legal market is saturated, but when you come here and start speaking with people, potential clients, you find that many of them are unsatisfied with the services lawyers provide," explained Burd. The lawyer noted that many local companies lack client-handling skills, while services of Western firms are frequently overpriced.

President calls for new gov't to swiftly adopt business relief laws

By ZENON ZAWADA

Whatever coalition emerges, Ukrainian President Viktor Yushchenko made improving business conditions and further adapting government standards to those of the World Trade Organization and European Union among the top priorities of parliament once it convenes.

The president will submit six bills to improve business standards and regulations for the parliament's urgent approval, said Oleksandr Shapak, the first assistant chair of the Presidential Secretariat, on Oct. 23.

The bills are the president's direct response to initiatives proposed by small and medium-sized businessmen at a Sept. 17 meeting of the Government and Business - Partners Forum in Kyiv, Secretariat officials said.

The measures are necessary on the legal and legislative levels to "radically change the situation at the start of 2008 and win next year economically," Yushchenko told the meeting, which

was attended by more than 500 small and medium-sized entrepreneurs.

The most far-reaching of the proposals would remove a wide spectrum of

THE MEASURES ARE
NEEDED TO "RADICALLY
CHANGE THE SITUATION,"

—Viktor Yushchenko,
Ukraine's pro-Western president

technical regulations on business and reduce the number of products requiring mandatory certification.

Removing the litany of technical and certification barriers would bring Ukraine closer to WTO and EU standards, according to an informative memorandum prepared by the Secretariat.

see REFORMS, page 5

Yulia's army reform plan under fire

By JOHN MARONE

Firebrand politician Yulia Tymoshenko has promised to end mandatory army conscription almost immediately after she is confirmed as Ukraine's next prime minister. But defense analysts, as well as politicians affiliated with

Tymoshenko's Orange forces, warn that the transition to a professional force cannot be rushed.

Tymoshenko, who was fired by President Viktor Yushchenko amid accusations of populism months after backing his presidential candidacy in the Orange Revolution of 2004, is set to return to power after a stunning show of voter support by her Bloc in last month's snap parliamentary election.

However, as soon as her potential coalition announced its main policy programs, including lifting mandatory army conscription starting next year, it was hit with sharp criticism from Yushchenko's camp.

NEWS ANALYSIS

see ARMY, page 4

Migrant labor brings in \$8.4bn

By STEPHEN BANDERA

Ukrainians working abroad sent home \$8.4 billion last year, equivalent to 8 percent of the country's GDP, according to a study released Oct. 17 by the International Fund for Agricultural Development. By contrast, Ukraine has attracted around \$24 billion in foreign direct investments in its 16 years of independence.

Of all CIS countries, Ukraine was second only to Russia, whose migrant workers wired nearly \$14 billion back to their home country last year. Ukraine ranked sixth in the world, ahead of Bangladesh (\$8.1 billion) and Turkey (\$7.4 billion). India, Mexico and China led the list with more than \$20 billion each in migrant funds. Worldwide, 150 million migrants sent more than \$300 billion to their families last year, the study found.

Various estimates have put the number of Ukrainians working outside their homeland as low as 3 million and as high as 7 million migrant workers.



Baltic billionaire to launch hypermarkets in Ukraine

By DARIYA ORLOVA

Estonian billionaire Hilari Teder has sold his stake in the Russian hypermarket chain OK to focus on developing a Ukrainian chain under the same brand name.

According to the Russian business daily *Kommersant*, Teder has sold his 25 percent stake in the OK hypermarket chain in

"WE REALIZED THAT THERE IS NO CLASSIC HYPERMARKET NETWORK HERE."

—Hilari Teder,
Estonian billionaire

Russia for \$150-180 million to the three other co-owners, Russian businessmen Dmitry Troitskiy, Dmitry Kozhev and Boris Volebek. Teder said his company has been working in Ukraine for two years developing projects for local hypermarkets and he will focus his efforts on building up the chain in Ukraine. Construction of the first OK brand hypermarket is already underway in Kyiv.

The company plans to allocate around \$800 million in the next four years to develop the chain, with three hypermarkets scheduled to open by the end of 2007. The Ukrainian hypermarket chain will rely on a strategy of attracting customers through low prices, providing a big turnover.

"While doing an analysis of the Ukrainian market, we realized that there is no classic hypermarket network here. Businessmen get profits mainly from extra charges. In a typical European hypermarket, the emphasis is on a big turnover," Teder said in a recent interview with *Rynok.biz*.

Commenting on his decision to develop his business in Ukraine, the Estonian billionaire noted, "There is no more big business in Estonia."

A former director of the Carrefour hypermarket chain in Poland has been selected to work on the Ukrainian hypermarket project. Estonian experts with experience in Finnish retail chains have been chosen as consultants. The Estonian businessman's aim at attracting customers with low prices might prove more difficult than Teder expects, according to Andriy Pyvovarskiy, an expert with Kyiv-based investment bank Dragon Capital. A new hypermarket company entering the Ukrainian



An OK hypermarket is currently being constructed on Kyiv's left bank close to the Moskovskiy bridge. (Oleksiy Boyko)

market cannot offer significantly lower prices.

"Ninety percent of foodstuffs in hypermarkets are from Ukrainian producers. OK is just entering the market and does not have influence on the suppliers, so I

am sure that the purchasing price for OK will be worse than for other hypermarket chains," said Pyvovarskiy.

"As for non-food goods, it is possible to offer lower prices by importing from China."

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KYIV POST The Week

Legal Services in Kyiv
Find the lawyers that win
and wear the best suits
Pages 8-9



NOVEMBER 1ST, 2007

Tycoon launches boutique hotel in Kyiv's Podil

By MARK RACHKEVYCH

Another upscale hotel has officially opened in Kyiv, joining top international hotel brands that have entered the market in recent years to meet growing traveler demand and in preparation for the tourist influx expected for the Euro 2012 soccer championship hosted by Ukraine and Poland.

Located in the Podil district, the Riviera Boutique Hotel is owned by Ukrainian billionaire Leonid Yurushev, who has in recent years invested tens of millions of dollars into various real estate projects, including other hotels.

Yurushev, who recently sold a majority stake in his Ukrainian bank, Forum, to Germany's Commerzbank for about \$600 million, invested some \$20 million into the seven-story, 80-room Riviera. The new hotel, which officially opened Oct. 20 after nearly six months of soft operation, is designed to cater to upscale tourists and the increasing number of business travelers entering Ukraine.

Yurushev, who also controls the Yaroslaviv Val development company, financed the construction of the Leonardo Business Center in downtown Kyiv. He is also backing construction of the International Kyiv hotel near St. Michael's Square and a Holiday Inn near Ukraine's Golden Gate monument. These two hotels are expected to open in 2008 and 2009, respectively. Plans envision both hotels operating as franchises of the InterContinental Hotels Group.

A reliable source said Yurushev put the Riviera on the market for sale with an asking price of \$72 million.

Masterbud, the company hired to

build the hotel, finished construction in January 2007, and after room preparations the Riviera began "soft" operations in late April.

The Riviera is one of a handful of new hotels to open its doors in the capital in recent years. The four-star Radisson SAS opened in 2005; the five-star Opera hotel (owned by Ukraine's richest man, Rinat Akhmetov), opened in December 2006; and the Hyatt Regency Kyiv opened this September.

"We decided not to seek star accreditation and instead chose to bill ourselves as a "boutique" hotel, a status with which many foreign, [especially European] tourists are familiar and associate with premium class service," said Riviera Sales and Marketing Manager Oleksiy Voloshin.

The 80 rooms consist of 65 standard rooms, eight junior suites, six suites and one presidential apartment. The hotel offers 24-hour reception, a fitness center, bar service along with a restaurant serving Ukrainian and international cuisine, and boasts a conference room for 70 people and provides underground parking.

Although Riviera's grand opening is welcome in Kyiv's still burgeoning hotel industry, there is still a dearth of affordable, mid-range and VIP hotel rooms on the market. With demand far exceeding supply, rates for hotel rooms in Kyiv continue to exceed those in other European capitals. Business travelers who stay at five- and four-star hotels in Kyiv pay from \$120 to \$800 for a room per night. Room rates at the Riviera go for \$375 to \$1,000 per night.

Industry experts anticipate a drop in the average accommodation price in Kyiv only after a larger network of hotels establishes itself on the market.



The \$20 million Riviera Boutique Hotel, located in Kyiv's Podil district, officially opened weeks ago after a nearly six-month soft operation period. (Konstantin Klimenko)

According to official Kyiv city data, presently there are 662 rooms available in five-star hotels; 1,307 rooms in four-star hotels, and 2,371 rooms in three-star hotels. Currently there are four five-star hotels with 980 rooms, and three four-star hotels with 509 rooms under construction.

"At least 1,000 more four- and five-

star rooms are needed on the market to meet the demand of the high-class segment," Voloshin said.

Despite the growing, albeit slow, competition mostly fueled by international players, experts forecast that the current occupancy rate of 70-75 percent in the capital will remain unchanged.

Prez strips ranks from ex-spooks

KYIV (AP) – Ukraine's President Viktor Yushchenko stripped two key figures in his nearly lethal dioxin poisoning of their honorary rank Oct. 29 taking away their benefits and prestigious titles, the presidential office said.

Yushchenko, who was an opposition leader at the time, fell severely ill during the fiercely contested 2004 presidential election campaign after having dinner with top security officials Ihor Smeshko and Volodymyr Satsyuk. The illness left his face pockmarked and discolored and he was later diagnosed as having suffered massive dioxin poisoning.

No arrests have been made and the probe is still under way. But many observers point the finger at Russia – both because Yushchenko was running against a Kremlin-backed candidate and because Russia is one of four countries that produces the specific formula of dioxin used to poison him.

On Oct. 29, Yushchenko annulled a January 2004 decree issued by his predecessor Leonid Kuchma which elevated Smeshko, then Ukraine's Security Service chief, to the rank of an extraordinary and plenipotentiary ambassador. He also canceled Kuchma's August 2004 decree which gave Satsyuk, Smeshko's deputy at the time, a general's rank, dismissing both decrees as "groundless," according to the presidential website. Yushchenko has complained that Russia was hampering the investigation by refusing to provide dioxin samples and hand over key suspects. Ukrainian authorities have not named any suspects, but Yushchenko has said several of them are hiding out in Russia.

Ukraine, Central Europe to experience strong IT growth

By ELISABETH SEWALL

Ukraine's information technologies sector is set to experience strong growth over the next four years and will be worth nearly \$3 billion by 2011, according to a recent study commissioned by Microsoft Corporation.

The study was conducted by International Data Corporation (IDC), an IT research firm.

It also found that Ukraine's IT sector will generate more than 41,000 new jobs over the next four years and account for the creation of over 850 new companies working with information technologies.

IDC's Economic Impact Model, which studied the impact of IT in 82 countries in 2007, was presented at a conference in Budapest on Oct. 18. Central and Eastern Europe (CEE) was represented in the survey by 21 countries.

In terms of projected worldwide IT spending growth rates for 2007-2011, CEE will grow 13 percent annually –

one of the fastest rates in the world – surpassed only by Russia (15 percent) and India (19 percent).

While there is strong growth, IDC Senior Vice President of Research Stephen Frantzen noted that IT spending in CEE is still relatively small. In contrast, France spent more than \$60 billion on IT in 2007 compared to around \$45 billion in the entire CEE region, Frantzen explained.

The study said that Ukraine's IT market has the profile of an emerging economy, with 84 percent of IT spending concentrated on hardware in 2007. Although software spending accounted for only 7 percent, software-related employment in 2007 is expected to be 32 percent of total IT employment in the country.

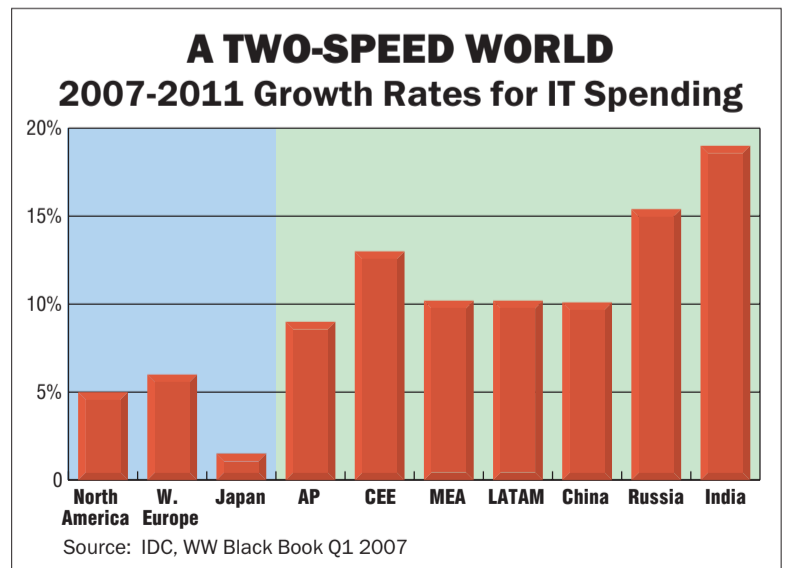
Ukraine's software spending is expected to grow at 17.4 percent annually, with overall IT spending reaching \$2.8 billion and 15 percent growth per year until 2011.

As a percentage of GDP, Ukraine's IT

spending for 2007 reflects the worldwide average of 2.5 percent for the year, up from 2.2 percent in 2006. For the entire CEE region, IT spending as a percentage of GDP is 1.7 percent.

"In 2007, these countries in CEE will account for 6 percent of the total GDP of the countries studied, 4 percent of total IT spending, and 2 percent of total software spending," the study concluded. The study also described the profile of the IT market in the CEE region as resembling that of a developing economy, with 62 percent of IT spending in 2007 on hardware and 13 percent on software.

IDC's study also measured Microsoft's share of the IT market in what it referred to as the "Microsoft ecosystem," which includes companies that sell, service and distribute products that run with or on Microsoft software. Microsoft-related employment totaled 52 percent of Ukraine's total IT employment of more than 72,100 employees.



"For every one [hryvnia] of Microsoft software revenue in the country, 26.33 [hryvnias] are generated through the Microsoft ecosystem of hardware OEMs, software companies, and channel and service firms," IDC's report said.

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CORRECTION

In the Oct. 25 issue of the *Kyiv Post*, in the Top List section on the Banking Business, pages 8-14, the *Kyiv Post* listed HVB Bank Ukraine and UniCredit Bank separately, the chairman of HVB Bank was listed as Gerd Wriedt, and UniCredit was listed with zero net income. In fact, on Sept. 3, 2007, UniCredit Bank successfully completed its merger with HVB Bank Ukraine and became an assignee of that bank's rights and liabilities. Today, the bank operates under one brand - UniCredit Bank. The bank informed the *Kyiv Post* that its net income as of Oct. 1 totaled Hr 22 million (around \$4.4 million).

President's team perched to back out of coalition

COALITION, cont'd from page 1

"This means, primarily, of course, the Bloc of [Volodymyr] Lytvyn, and also the Party of Regions should be in the majority. And I insist that they be included in the [coalition] talks," he added.

Following a stunning showing by Tymoshenko's Byut faction in the Sept. 30 election, the pro-Western Orange parties got a chance to form a majority of two seats in the next parliament and send the eastern-looking Regions and Communists into the opposition.

The Orange parties paraded their would-be coalition agreement after the official results of the elections were announced in the middle of last month. But the coalition process is dragging on. In an Oct. 28 interview on Ukrainian Television, the president himself seemed to waffle on the issue.

"As regards my position on the formation of a coalition, I would say that first and foremost the coalition must correspond to the results of the elections. Therefore, it seems to me that there is one answer: The coalition must be formed in the context of a coalition of democratic forces," he said.

But, the president added that an Orange coalition would be complicated due to its slim majority of parliamentary votes: "Is it easy to deprive the democratic forces of these votes? Yes, I think it would be easy."

It was the president who allowed Yanukovich to recover from his humiliating defeat in the 2004 presidential elections. Regions came in first in the

March 2006 parliamentary poll, but were not able to form a coalition with the Communists alone until the Orange-aligned Socialists broke rank.

The president's party was accused by observers at the time of holding coalition talks with Orange parties and the Regions simultaneously. The 2006 Orange split was preceded by infighting in 2005, which ended in Yushchenko replacing Tymoshenko as premier with Yekhanurov. Since then, trust among the former revolutionary allies has been weak.

Yevhen Korniychuk, a Byut lawmaker involved in the coalition talks, has accused Yekhanurov and other members of the president's Our Ukraine grouping of sabotaging the alliance. For example, he said Yekhanurov and Our Ukraine member Anatoliy Matviyenko have already started criticizing Byut policy initiatives, such as the repayment of Soviet-era bank deposits.

"My personal feeling is that they are apparently being influenced by the Party of Regions," he said.

Political analyst Andriy Yermolayev said Yushchenko doesn't like the idea of a slim coalition between the two Orange parties, because it would limit his own power base.

"Yushchenko realizes that he needs some kind of a grand coalition, as the lawmakers in his own faction are more interested in pursuing their own interests."

Unlike Regions, Byut and the Communists, Our Ukraine lawmakers are sure they're on the right team. The president's Our Ukraine party only got

its 14 percent of the vote on Sept. 30 by blocking with the People's Self-Defense Party of former Socialist Yuriy Lutsenko. Byut came in second, receiving 30 percent of the vote – an increase of almost a third from March 2006. Regions came in first with 34 percent – not enough to form a coalition with its Communist allies (5 percent), even with the help of the Lytvyn Bloc, which barely slipped past the 3 percent barrier.

In addition, blocking with Byut would return Tymoshenko to head the government, which equals or exceeds the presidency in executive power thanks to Yanukovich's constitutional maneuvering over the past year.

If, on the other hand, Yushchenko could set himself up as a power broker between the irreconcilable Yanukovich and Tymoshenko, he might be able to hold on to the presidency after 2009. But the path between then and now is fraught with instability.

According to Yermolayev, "Both the Orange and the [Regions] Blue factions know the current coalition being tabled isn't workable."

Regions, along with the Communists and the Bloc of Lytvyn, would be able to keep parliament in a deadlock from the opposition. Byut wants real power in the next parliament and government, or they are prepared to fight it out during the resulting power struggle right up until 2009.

To avoid such an outcome, some kind of union between Regions and the president's party is being sought, Yermolayev said.

Unfortunately, getting into bed again with Regions' Donetsk clan would be a slap in the face to Orange voters.

That's why the nation can expect more instability, which Yushchenko can use as a pretext to work with Regions.

"It doesn't matter whether it's provoked by the issue of approving next year's budget or the vote for Tymoshenko. The Orange coalition will prove unworkable and lead to a period of instability that could last into the first quarter of 2008."

It was Tymoshenko who pushed through legislation that obliges lawmakers to vote along with their parties or risk losing their mandates. However, the supporting draft laws were never passed. There is still no procedure for ejecting lawmakers for voting against party lines. Moreover, currently legislation allows lawmakers to vote secretly on Tymoshenko's nomination as premier, which will be able to be blocked by just two votes. The result of this or one of a half-dozen other potential destabilizing scenarios would prolong the current absence of a parliament and thus make it politically acceptable for Yushchenko to seek a compromise.

Yermolayev said this could either be the outright announcement of a coalition between the Regions and Our Ukraine-People's Self-Defense or the introduction of a legal mechanism that would allow lawmakers to choose whether they want to join the majority or opposition, regardless of how they were voted in.

Hackers unleash attack on presidential website

KYIV (AP) – Hackers from several countries launched a massive attack and temporarily disabled the website of Ukraine's Western-leaning President Viktor Yushchenko, his office said Oct. 30. A Russian nationalist group claimed responsibility.

The attacks from servers in Russia, Britain, Kazakhstan, the United States, Israel and Ukraine began the night of Sunday, Oct. 28 and continued through the afternoon of

Tuesday, Oct. 30, the presidential press service told The Associated Press.

More than 18,000 attacks have been carried out, temporarily blocking access to the site. The Web page could not be accessed Tuesday night.

A radical Russian nationalist youth group, the Eurasian Youth Movement, claimed responsibility for the attacks in their blog, saying it was their retaliation for Yushchenko's office's alleged attack

of their on website, which had been disabled.

The group called Yushchenko's government a "fascist regime" and accused it of attacking the organization's Moscow office. Yushchenko's office denied the claims.

The Eurasian Youth Movement is strongly critical of the West and opposes what it calls a U.S. encroachment on Russia's traditional sphere of influence.

The group has opposed Yushchenko's campaign to bring Ukraine into the European Union and NATO, considering the country part of Russia's area of influence. Its leader, Alexander Dugin, has been barred from entering Ukraine.

Earlier this month, the group claimed responsibility for desecrating a monument to Ukraine's independence erected on top of the country's highest mountain – an act that drew condemnation from Ukrainians.

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Tsarist monument erected in Odesa sparks old divisions, historical debate

ODESA, continued from page 1

Violence erupted during the protest, with riled Odesites first tugging at the party flags of the far-outnumbered Ukrainian nationalists, and the pushing and shoving escalated into fistcuffs.

Police quickly formed a barrier between the battling sides and prevented the protestors from disrupting the monument's unveiling.

But they couldn't block out the shouts of "Shame!" and "Catherine is an executioner of Ukrainians!" from the small but vocal group, which succeeded in disturbing the brief unveiling ceremony and stirring the local populace.

Myths and realities

Such conflicts are fueled by diverse interpretations of history or by historical ignorance, in the view of the empress' critics.

In justifying the monument, Odesa residents repeatedly referred to her decree establishing the city, betraying a special affection for the port, which Catherine insisted on giving a feminine name.

That Catherine was the founder of Odesa, however, is an utter myth, according to Odesa native and journalist Leonid Kapeliushnyi, who published his research in the weekly newspaper *Dzerkalo Tyzhnia* in August.

There was no decree, he wrote, and no evidence indicates the tsarina devoted any particular attention to the port city.

Given the apparent lack of historical underpinning, critics view the monument as a blatant political gambit. Some point out that the current conflicts over history in Ukraine are directly reflected in the country's current political divide, which stands as a threat to the nation's stability.

Borderland

"Ukraine is divided by two distinct models of identity – the European one that [pro-Western] Our Ukraine [political bloc] is committed to, and the Eurasian one of the Party of Regions," former Prime Minister Yuriy Yekhanurov said in an interview with *Kontrakty* magazine published Oct. 29.

"It's these two political forces that should find a formula of coexistence on the basis of patriotism and democratic values."

Yekhanurov has been one of the biggest advocates on the Ukrainian political scene of a broad government coalition to mend divisions.

However, Yekhanurov's attempt at a pragmatic resolution is unlikely to fix the deep-rooted rifts that have plagued, even defined, the bipolar Ukrainian consciousness for centuries – Europe versus Eurasia, religious pluralism versus Russian Orthodoxy, Western liberalism versus Russian authoritarianism.

Regional tolerance

Some suggest a regional approach to mending the problem.

For example, Odesa residents didn't interfere with the decisions by Lviv residents to unveil a statue dedicated

to Stepan Bandera, the iconic Ukrainian nationalist leader who fought for Ukrainian independence during World War II, but who is reviled by Russophiles.

"We, Odesites, decided what to establish in our city," said Valeriy Kaurov, leader of Unified Fatherland, an Odesa-based Russian Orthodox activist organization.

"Why do people come to us and try to teach us how to live? We don't like, for example, the statue of Stepan Bandera in Lviv."

Reacting to the protestors, many Odesa residents dismissed them as "banderites from the West," who don't understand or appreciate Odesa's unique history.

However, nationalist Valentyna Tovstan said the majority of Oct. 26 protestors were Odesa residents, including herself. Diverse cities such as Kyiv and Odesa have significant populations of patriots and Russophiles alike.

Greatest Ukrainians

Inter television talk show host Savik Shuster, who is producing a television series examining the 100 greatest Ukrainians to air later this year, suggested establishing monuments to those Ukrainians who receive unanimous support.

"I propose building monuments throughout Ukraine for those who make up the top 10 and resolve this problem forever, because great Ukrainians are supposed to unite the country, not divide it," he said.

EIU: Kyiv inches up but biz climate still weak

EIU, continued from page 1

Ukraine placed 70th with a score of 5.48, moving up an entire point from its last assessment of 4.48 over the last four-year period. Despite its advancement, the country still ranked lower than every other country in Central and Eastern Europe (CEE) that was assessed.

Estonia led the CEE pack, taking 21st position with a score of 7.85, followed by the Czech Republic (28), Slovakia (30), Poland (34), and Hungary (36), all with scores in the 7-7.5 range. Ukraine was surpassed by Russia (62) and Kazakhstan (68), which both fell three and two spots, respectively, since the last rankings.

"The pursuit of EU membership has driven improvements in business environment in much of [CEE], although the incentive to reform is blunted after a country becomes a member," reads a statement issued by the EIU.

Denmark took first place with a score of 8.78, followed by Finland and Singapore. East Asia remains the most attractive emerging market (EM) in the world for investment. Lowest in the rankings were Iran (80), Venezuela (81), and Angola (82). Despite Ukraine's business environment ranking being the weakest in the CEE region, according to Nenad Pacek, an expert at EIU, Ukraine is the region's fourth most important corporate priority for business development expansion over the next three to five years, surpassed only by Russia, Turkey, and Romania, which take first, second and third positions, respectively.

Pacek explained that the CEE region is attractive for business development. It

has a high degree of predictability and offers significantly lower risks for businesses than China, India, the Middle East, Latin America or Africa.

Within CEE, Ukraine is one of the fastest growing markets, and the CIS, where 74 percent of companies are seeing double-digit growth, is the best region for investment. The region's high real GDP growth rates in part reflect its continuing attractiveness to companies. In 2006, the CEE region had one of the highest real GDP percentages worldwide, at 7 percent, and was surpassed only by Asia (excluding Japan) at 7.1 percent. CEE is expected to undergo 5.5 percent real GDP growth in 2007-2011, once again surpassed only by Asia with 5.6 percent.

However, Pacek emphasized several points that companies should keep in mind to avoid inflated expectations from the region. Firstly, CEE only produces 4 percent of world GDP at market exchange rates, and represents only 5.5 percent of global sales for an established multinational corporation.

As for the economic performance of the world's emerging markets (EMs) overall, in 2006, EMs collectively produced more than half of the world's GDP. They also accounted for more than 80 percent of the global population and presently consume 49 percent of the world's oil. EMs also buy more than 50 percent of all developed world exports and hold 70 percent of world forex reserves.

According to a 2006 CEO survey conducted by EIU, demand in EMs is the single most important force shaping today's business world.

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ON THE MOVE



Sergey Karaganov was appointed senior adviser on Russian political, economic and strategic analysis for the full-service law firm Magister & Partners. Karaganov will provide analysis for clients who wish to grow their businesses in Russia and the CIS. He is deputy director of the Institute of Europe of the Russian Academy of Sciences, dean of the School of International Economics and Foreign Affairs of the State University – Higher School of Economics, member of the Council for Assisting the Development of Civil Society and Human Rights Institutions under the President of Russia and member of the Public Council under the Ministry of Defense of the Russian Federation. He ranks among the world's top 100 public intellectuals, according to the ranking by analytical magazines *Foreign Policy*, *USA* and *The Prospect*, UK.



Margaret Deuze was appointed corporate finance services partner for PricewaterhouseCoopers (PwC) in Ukraine. In her new role, Deuze will be building the corporate finance practice in Ukraine, including mergers and acquisitions, fundraising and valuations. She will also keep performing her regional M&A responsibilities in CEE. Prior to joining PwC Ukraine, she was a leader of the company's transaction team in Hungary, combining it with CEE regional leadership for mergers and acquisitions. In 1989, she helped set up the PwC practice in Hungary. Deuze is a graduate of the Institute of Canadian Chartered Accountants. She also has a business administration and commerce degree from the University of Alberta in Canada.



Olaf Preller has been promoted to assurance department director for PricewaterhouseCoopers (PwC) in Ukraine. The company provides industry-focused assurance, tax and advisory services. Originally coming from PwC's Berlin office, Preller spent last five years with PwC in Paris prior to joining the Ukrainian practice. In his new position, Preller will focus on working with multinational clients and will be responsible for cooperation with French and German investors. Preller is a certified German chartered accountant and tax adviser. He has 16 years of professional experience, including due diligence work.



Igor Sirenko has been appointed valuator for NAI Pickard, an international property advisory and development company which has operated in Ukraine since 1992. Sirenko has more than six years of experience in valuation work. Prior to joining NAI Pickard, he served as deputy director of the International Business Center. Sirenko graduated from Cherkasy Technical University in 2001. He received his first property valuator certificate in 2001 and has completed special examinations every two years to confirm his professional degree. Sirenko holds five documents of qualification for his work as valuator.

On the Move is prepared by the Kyiv Post editorial staff. The Kyiv Post does not accept payment for news items and photographs included in this section. Send news via e-mail to pastukhova@kppublications.com, or contact Alina Pastukhova at 496-4563.

Insurance market leaders



Roman Smolokovskiy, the chairman of the board of VSK Group (left), together with Mikhail Nazarchuk, a VSK Group shareholder (right) at an Oct. 23 press conference said in 2006 VSK Group took fifth place in total insurance premiums in Ukraine and plans to be a top three insurance market player by 2010. (Courtesy photo)

Annual corporate law forum



Jorge Zukoski, president of the American Chamber of Commerce in Ukraine (left), took part in a discussion of the new joint-stock company law of Ukraine at the Annual Corporate Law Forum held at the Hyatt Regency Oct. 26. (Oleksiy Boyko)

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Dusseldorf	\$369	Stockholm	\$385
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— BUSINESS BRIEFS —

Agriculture

The NBU registered a Facility Agreement signed by agro-industrial holding Astarta-Kyiv and ABN AMRO Bank for a \$25 million credit facility.

Alcoholic Beverages

Scottish & Newcastle are examining the possibility of a strategic alliance with international breweries to buy out Carlsberg's stake in Baltic Beverages Holding, which holds 92% of Slavutych, the third largest domestic brewer, and 99.6% of Lvivska Pyvovarnya, the fifth largest brewery in the country, according to Kyiv-based investment bank Concorde Capital.

Banking

Megabank announced it doubled its net income year-on-year in the first nine months of 2007.

Rodovid Bank boosted its gross customer lending portfolio in the first nine months of 2007 by a sector-highest 139% year-to-date to \$1.04 billion, expanding retail lending by 106%, to \$380 million and increasing corporate lending by 163% to \$661 million, according to Kyiv-based investment bank Dragon Capital.

Ukrzazbank boosted its net income in the first nine months of 2007 to \$11.6 million, up 3.2 times year-on-year, according to Concorde Capital. The bank also doubled assets to \$1.73 billion during the period, grew its equity 33% year-to-date to \$125.8 million and increased liabilities two times to \$1.68 billion.

Raiffeisen Bank Aval reported strong net interest income of \$310 million for the first nine months of 2007, up 60% year-on-year, net fees and commissions of \$125 million, up 15%, and other revenues of \$27 million, up 15%, bringing operating revenues to \$462 million, up 42%, according to Dragon Capital.

Chemicals

Ukrainian nitrogen fertilizer producers boosted ammonium nitrate production by 18% year-on-year to 1.8 Mt, but decreased ammonia output by 5% to 3.8 Mt in the first nine months of 2007, according to Dragon Capital.

Consumer Goods

Vinnifruit, a large Ukrainian juice producer, increased production 53.2% year-on-year in the first nine months of 2007 to \$21.7 million, according to Concorde Capital.

Vetropack Gostomel Glass launched its new furnace on schedule this month, increasing total capacity by 37% to 820 mt of glass per day, according to Concorde Capital.

Ukrproduct, one of the largest dairy producers in Ukraine, sold 1 million shares, which corresponds to a 2.4% stake in the company, according to Dragon Capital.

Energy

State-owned energy holding Energy Company of Ukraine plans to import 3.5 million tons of thermal coal in 2008 from Russia and Poland, according to Dragon Capital. The volume represents 15% of annual consumption of coal by thermal GenCos.

Pivdenniy GOK, controlled by Privat Group, has filed an appeal with a regional court asking to reverse the recent share capital increase at Dniproenergo, according to Dragon Capital.

Kyivoblenergo's AGM voted to pay out 98% or \$15.3 million of the company's 2006 net income in dividends and allocate \$300,000 million to the reserve fund, according to Dragon Capital.

Global Business Coalition against AIDS



Elena Franchuk, the founder of the ANTI/AIDS foundation (right), with representatives of Global Business Coalition GBS and Ukrainian businessmen at a press conference on Oct. 25, where they called for cooperation in the struggle against the AIDS epidemic. (Natalya Kravchuk)

Banking activity analysis



Oleksandr Sugonyanko, president of the Association of Ukrainian Banks (left), and Stanslav Arzhevitin of the AUB on held a press conference Oct. 30 devoted to the financial results of the Ukrainian banking sector for the first nine months of 2007. (Konstantin Klimenko)

Industrial Goods

Tire producer Dniproshyna released results for the first nine months of 2007, reporting net sales of \$103 million, according to Dragon Capital.

Azovstal signed a contract worth \$207 million to supply 240,000 tons of railway rails in 2007 to domestic railway monopoly Ukrzaliznytsya, according to Dragon Capital.

Insurance

Universalna Insurance boosted non-life gross written premiums (GWP) by 48% year-on-year in the first nine months of 2007 to \$35 million, driven by a strong increase in motor insurance GWP and property insurance GWP, according to Dragon Capital.

Legal Services

Magister & Partners has been recognized by the "International Financial Law Review 1,000." The firm's M&A practice was ranked in Tier 1 among recommended firms in Ukraine, while the firm's Banking and Finance practice was ranked in Tier 2 among recommended firms in Ukraine.

DLA Piper has received the International Law Office Client Choice Award in the Singapore and international categories. DLA Piper was the highest nominated law firm across multiple

jurisdictions for its client care, for which it received the award.

Machine Building

Turboatom, Ukraine's largest turbine manufacturer, increased sales in the first nine months of 2007 to \$48.2 million, up 45.3% year-on-year, and reported a net income of \$6 million, according to Concorde Capital.

Stakhaniv Rail Car, a leading Ukrainian freight car producer, announced plans to conduct an IPO, but did not provide more details on the prospective placement, according to Dragon Capital.

Motor Sich, a leading CIS producer of aircraft engines, reported strong results for the first nine months of 2007, posting net sales of \$223.6 million, up 64% year-on-year, according to Dragon Capital.

Druzhkivka Machinery, Ukraine's largest coal machinery producer, posted its highest profitability since 2002 and tripled sales year-on-year in the first half of 2007, according to Concorde Capital.

Metals & Mining

Metinvest, the holding company for SCM's metal and mining assets, which include Azovstal and Enakievo Steel, intends to increase domestic sales by 54.3% year-on-year via the restructuring of its metal trader in 2007, and another

17% in 2008, according to Concorde Capital.

Dniprospsstal, a large steel producer, is considering an IPO, according to Concorde Capital.

Oil & Gas

Ukrnafta posted a net income of \$164.1 million, down 2.3 times year-on-year, and net sales of \$764.2 million, down 1.7 times y-o-y, in the first nine months of 2007, according to Concorde Capital. The main reasons for the lower performance this year were higher royalties and lower than expected revenue from natural gas and oil products.

Cardinal Resources has entered a framework agreement with Kuwait Energy to sell Ukrainian assets for \$71 million to cover its \$52 million debt, according to Concorde Capital.

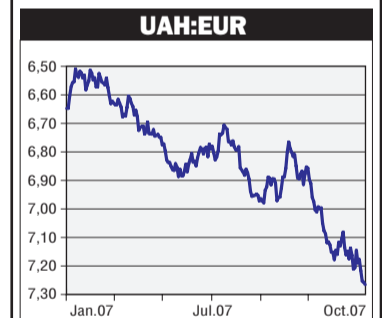
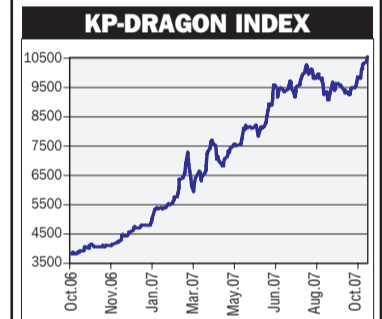
Ukraine's total gas supply, including domestic extraction, gas from storage facilities and gas transit dropped 15% year-on-year to 144 bcm in the first nine months of 2007, according to Dragon Capital. Domestic consumption, including technical losses of gas in the pipelines, but excluding transit, was down 10% year-on-year to 46 bcm.

Domestic producers sold 1.80 MMbbl of crude at an average price of \$67.7/bbl

Dragon Capital Market Watch

MARKET COMMENTARY

Positive market sentiment over the past week owed much to solid 9M07 financials reported by many listed Ukrainian companies, including major banks, GenCos, machine-builders and the state's fixed-line monopoly, Ukrtelecom. Even taking into account portfolio-boosting, end-of-the-month window dressing trades, the KP-Dragon index rose nearly 2.5% to more than 11,000 points for the first time ever on over \$75m in turnover. Steel-related and energy production and distribution stocks traded most heavily, with coking coal producer Chervonoarmiyska-Zakhidna #1 taking top spot on turnover of nearly \$11m, state oil & gas producer Ukrnafta in second spot on over \$5m and two GenCos - Dniproenergo and Centrenergo - also figuring prominently. The biggest gain this week comes from iron ore producer Sukha Balka, which shot up over 300% on very limited supply, with chemical producers Dniproazot (+71%) and Azot Cherkasy (+34%) also enjoying support. Corrections in global steel stocks could bring sellers to the floor in the coming week, but few deep losses are expected. As domestic money continues to grow, the market could see sizeable activity yet again and increased liquidity.



Dragon Capital Market Watch is a business feature of the Kyiv Post.

at auction on Oct. 23, according to Dragon Capital. In the first 10 months of 2007, the average domestic oil price increased by 3.5% year-on-year to \$55.13/bbl.

Telecommunications

Ukrainian telecom companies increased revenues for the first nine months of 2007 by 20% year-on-year to \$5.7 billion, or 5.9% of GDP so far in 2007, according to Dragon Capital. Cellular operators increased their revenues by 27% y-o-y in the first nine months of 2007 to \$3.6 billion, or 62.5% of total telecom revenues.

The number of cellular phone users in Ukraine in 2007 increased by 2.2 million, bringing the total number of subscribers on the market as of end-September to 53.3 million, up 9% year-to-date, and mobile penetration to 114.7%, up 9.7% YTD, according to Dragon Capital.

Business Briefs is a feature of the Kyiv Post, highlighting the week's macroeconomic, industry and company news in Kyiv and Ukraine. The Post does not accept payment for business news items and photographs published in the paper. Please send news and your company's press releases to companynews@kyivpost.com, or call 496-4563.

Hidden legislative loopholes pose threat to property rights



Bate Toms, founder and senior partner of B. C. Toms & Company law offices in Kyiv, said that clients are becoming increasingly knowledgeable and quality-conscious. He said the principal challenge for law firms in Ukraine is to maintain, or in some cases, improve quality-control standards as they grow in size. (Courtesy photo)

By **VOLODYMYR MASHCHENKO**

Bate Toms is the founder and senior partner of B. C. Toms & Co. law offices. After studying law at Magdalene College at Cambridge University and at Yale Law School, Toms practiced law in New York and London, including several years as a partner in a major multinational law firm. Toms founded his law practice in Ukraine in 1991 and currently focuses on banking, securities and property, and project finance, while also handling some significant oil and gas deals. His firm has also handled several major IPOs, a successful financing project involving a major Western bank, real

estate deals, and many large loan transactions.

Toms told the Post that despite a noticeable improvement in Ukrainian legislation since the 1990s, there are still a number of "hidden" loopholes that might prove dangerous for issues such as property rights.

KP: Is the market for international legal companies operating in Ukraine becoming more accommodating? Are more positives appearing in the legal sector?

BT: The legal market in Ukraine is expanding rapidly as a function of the growing economy. I believe that

Ukraine should continue this rapid development for many reasons, irrespective of what happens in the West over the next few years.

KP: What is your company's secret to success?

BT: We believe in our clients and what we do, and our law practice has developed well as a result. However, we can never say that we are satisfied. We are constantly searching for ways to do more for our clients and to improve our firm. Our progress has been largely due to a combination of this drive for excellence, the experience I gained from many years practicing law and handling major transactions in New York and London and the quality, dedication and hard work of our Ukrainian lawyers.

KP: How is the legal sector evolving and what trends can you highlight?

BT: The main trend is that deals are getting much bigger and clients, both Western and Ukrainian, are becoming increasingly knowledgeable and quality conscious. As a result, they are also willing to pay for a higher level of legal work that is more time-intensive. Clients are much more conscious of the possible exposure to costs and other risks from legal errors. As more good Western law firms enter the Ukrainian market, this tendency toward quality-focused legal practice should accelerate. As the market for legal services becomes more sophisticated, the differentiation among law firms will increasingly be based on technical quality as perceived in this market.

KP: Along with the evolution of the legal sector, is the demand for certain legal services changing?

BT: There is a broad increase in the demand for virtually all legal services, especially in the financial and real estate sectors.

KP: As in many other businesses, the legal sector lacks highly-qualified professionals. At the same time, many young law students graduate from the Ukrainian educational system each year. Does their knowledge not adhere to international standards?

BT: It is true that it is becoming harder to find good recruits, but this may be more because there are so many more legal positions to fill as the economy and legal firms expand, not because there are

fewer good law graduates. All law firms want Ukrainian law schools to educate many more lawyers than at present.

I hope that in doing so Ukrainian law schools will increasingly adopt a variety of teaching methods that will encourage students to think like lawyers, that is to say to analytically handle legal problems, rather than focusing primarily on lecturing students to help memorize a body of legal rules. Students can learn the rules by reading textbooks as well as by listening to lectures, but I think they need interactive teaching methods to develop their ability to apply the rules to respond to legal problems. Much of what I have tried to do in my office with new lawyers has been based on this sort of analytical teaching.

TOP LIST

KP: Businessmen often deplore endemic state corruption and complain that the Ukrainian legislative and court systems are flawed. How do these issues affect the legal sector and how do law firms cope with these problems?

BT: The Ukrainian court system has improved remarkably over the past 16 years, the quality of the judges is generally high and there seem to be fewer allegations of corruption than in the 1990s. In my view, a much more important problem is that, despite the great progress in the overall development of the Ukrainian legal system, including the adoption of the many new Ukrainian legal codices, there are dozens of significant, largely hidden, problems that need to be eliminated in order for the legal system to be reliable. These sorts of problems often show up in legal opinions that risk making investors nervous. More worryingly, among other consequences, they occasionally result in property titles being lost, as happened for example in the past due to the notorious "two signatures" rule. These types of details seem to have been perceived as being of minor importance compared to the principal task of writing the new Ukrainian legal codices and other laws, but now that this larger task is largely complete, it is important that more effort should be focused on the detailed technical correction of legislation.

This should not be politically sensitive. There should be no special lobby involved for or against these types of technical issues that are largely due to drafting imperfections that can be expected when a vast body of legislation is adopted quickly as Ukraine had to do

following independence. It can also be rather tedious work, but it needs to be done.

KP: How important are the problems you have just pointed out?

BT: It is very important. Until this secondary corrective work is complete, the courts will apply the laws with these technical defects, and a certain number of both foreign and domestic investors will unjustly see their property quite legally taken away by so-called corporate raiders and others who know how to exploit the problems in the system. A surprisingly significant number of the contracts that are brought to us or that we otherwise come across in Ukraine are vulnerable to being rendered unenforceable in such legal proceedings for reasons that should be irrelevant to the protection of the rights of parties to contracts. Those who have actually been practicing law in Ukraine for a lengthy period of time are most likely to have encountered these types of problems and appreciate what I am talking about, but they have little systematic contact with those responsible for improving legislation. There should be some project or forum to link practitioners with this sort of technical law reform.

KP: What are the most important factors determining the development of the legal market in Ukraine today?

BT: In the past, for the biggest banking and corporate law practices, the focus was on simply increasing the level of activity. The principal challenge for law firms in Ukraine now is to maintain or, in some cases, improve quality control standards as they grow in size.

KP: What is your forecast regarding the development of the legal market?

BT: There will likely be a significant increase in the number of lawyers focused on delivering high quality legal services, especially as more of the better known multinational law firms establish themselves in Ukraine. Having said this, I do not believe that it will be necessary to be a part of these multinational practices for future success in Ukraine for those that have the expertise to provide a comparably high level of service. In the future, as is true in the US and the UK, those legal practices in Ukraine that succeed the best will not necessarily be the largest or those with the best PR, but those which provide the best quality of service, custom-tailored for their clients' needs.

Prices for legal services to rise as clients focus more on quality

By **VOLODYMYR MASHCHENKO**

Along with a growing number of commercial transactions and expanding domestic business, the demand for legal services in Ukraine is resulting in higher revenues for law firms.

However, the legal sector continues to be plagued by a deficit of highly-skilled personnel and a lack of awareness on the part of domestic businesses with regards to the benefits of legal consulting services. These problems present the largest obstacles to the sector's development.

According to industry insiders, there is increased demand for legal services and a growing number of active law firms. Increasing revenues are being boosted mainly by large international transactions and consulting services in the areas of mergers and acquisitions and finance.

"The Ukrainian legal services market is rapidly growing both in terms of the number of law firms and the amount of work. The number of market players grew mainly due to new foreign entrants," said Volodymyr Sayenko, a partner at Sayenko Kharenko law firm.

This growth can be explained by lucrative assignments coming from foreign investors, as well as local big businesses, Sayenko said.

The Kyiv-based Sayenko Kharenko was established in 2004 and is now one of the leading independent law firms in Ukraine providing a full range of legal services.

Many clients who seek the services of reputable law firms in Ukraine are international businesses, while many domestic companies still turn to legal services only for dispute settlements. They often underestimate the benefits of consulting services provided by law firms.

"Among those seeking legal advice from law firms, there are still more for-

eign clients than domestic. Unfortunately, Ukrainian companies often don't realize the necessity of independent legal advice, seeking a law firm only when it comes to court proceedings," said Timur Bondaryev, managing partner of Arzinger & Partners law firm.

Arzinger & Partners Ukraine is a member of the international Arzinger & Partners alliance of independent law firms, founded in 1990 in Berlin with offices in Ukraine since 2002.

"More business entities go to law firms on a regular basis. But many of them still use law firms only for dispute resolution. Demand for legal services depends on the tendencies in the market," said Mikhail Ilyashev, managing partner with Ilyashev & Partners. The highest demand is for mergers, acquisitions and real estate deals, he added.

Ilyashev & Partners is a Ukrainian law firm operating since 1997 with offices in Kyiv and Kharkiv.

Most corporations in Ukraine already have their own legal departments, so they outsource only specific issues to law firms. Most often companies turn to law firms with issues related to M&A, antitrust legislation, intellectual property, tax law, bankruptcy, arbitration, and litigation, according to Arzinger's Bondaryev.

"We also predict an increase in demand for legal advice in public private partnership and environmental law as these are relatively new to Ukraine," he said.

"The highest demand is for acquisitions and divestitures and raising capital from international markets," added Oleg Batyuk, managing partner with international law firm Salans in Kyiv.

Founded in Paris in 1978, Salans now has 18 offices worldwide. Salans has been active in Ukraine since 1988 and officially opened an office in Kyiv in 1992.

The most recent trend, according to industry insiders, is the increased competition among law firms seeking highly skilled lawyers to cope with a greater work load. According to Sayenko, this situation stimulates local firms to develop and implement Western practices in order to stay competitive not only for client development, but also for talent retention.

"Another trend is that clients, especially local businesses, are now more willing to engage lawyers and pay higher fees because they have begun to appreciate the value of professional and timely legal advice to mitigate the risks," said Sayenko.

Among the obstacles hindering the growth of the legal services market, industry insiders first and foremost mention difficulties in finding highly qualified professionals, especially top lawyers.

Foreign lawyers follow foreign banks to Ukraine

LEGAL, continued from page 8

“There is clearly a shortage of Ukrainian lawyers with legal and language skills, and the experience necessary to service international clients in Ukraine or Ukrainian clients internationally,” said Batyuk of Salans.

Industry insiders explained that the appearance of large international firms created huge demand for the most experienced and successful lawyers. This demand will remain unsatisfied in the near future.

“The lack of highly-skilled personnel is still the top obstacle impeding the faster development of leading national law firms,” said Ilyashev, adding that, on the other hand, qualified lawyers benefit from this state of affairs since they receive higher salaries for their work.

At the same time, experts admit that the market is growing rapidly, characterized by more domestic clients, demand for a broader range of services and growing international corporate penetration of the Ukrainian market.

Although the turnover of the legal services’ market is difficult to estimate, the market is growing at a high pace along with law firms’ revenues and service fees.

“Each year we see more than a 20 percent growth of the revenues in the sector, but no one knows the real figures. We assume the total legal market volume in Ukraine is between \$200 and \$350 million,” said Ilyashev.

Industry insiders predict that the Ukrainian legal market will continue to attract new foreign entrants and inspire

Oleg Batyuk, managing partner with the international law firm Salans in Kyiv, said there is a distinct shortage of Ukrainian lawyers with the legal and language skills required to work with international clients at home and with Ukrainian clients abroad. (Courtesy photo)



talented Ukrainian lawyers to set up independent practices to satisfy the increasing demand for high quality legal services.

At the same time, they warn about the continued deficit of legal services in the country which will result in inordinately high fees for services.

“In the meantime, both the estab-

lished firms and the newcomers will suffer from under capacity, as the number of senior Ukrainian lawyers with proper training is insufficient to satisfy this demand,” said Michael Kharenko, partner with Sayenko Kharenko law firm. “This means that the leading firms will continue to increase their hourly rates and clients may end up paying higher

fees and waiting longer for the work to be done.”

Kharenko added that as the market matures, the leading firms will continue to grow and compete with one another. The smaller boutique firms will have to build closer relationships with clients and choose narrow fields of specialization to stay in business.

SALANS CELEBRATES 15 YEARS IN UKRAINE

On Oct. 16, 2007, Salans celebrated its 15th anniversary in Ukraine. More than 300 guests came to the National Art Museum of Ukraine to congratulate the Kyiv office team on this major milestone. Dariusz Oleszczuk, Salans global managing partner, and Oleg Batyuk, the managing partner and founder of the Salans Kyiv office, greeted the guests. Oleg Batyuk thanked Salans’ clients for their long-term cooperation, trust and for their continued choice of Salans as their legal advisor: “Fifteen years is a long period for the modern history of Ukraine – governments change in the course of one year, commercial projects emerge and disappear. Although all of these years were difficult and intense, they made us tempered and brought experience and expertise, without which we could not have built one of the largest professional practices among international law firms in Ukraine.”

Salans is a full-service international law firm with 18 offices worldwide advising its clients across a wide range of industries. Salans was established in Paris in 1978 and has been active in Ukraine since 1988 and officially opened an office in Kyiv in 1992. Salans is ranked as a top-tier law firm in Ukraine and globally by the leading international legal directory, “The Chambers.”



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Zharikov & Sinichenko 04053 Kyiv 52/58 Turgenivska info@advokats.com.ua www.advokats.com.ua	(044)496-0733	Vitaliy Sinichenko	2001	100 / 0	175	136	WND	Commercial, corporate, finance, intellectual property, real estate, antitrust, tax practice	English, German	9,000	Kyiv, Ukraine	WND	
Magister & Partners 01034 Kyiv 38 Volodymyrska kyiv@magisters.com www.magisters.com	(044)492-8282 (044)492-8272	Jason Bruzdinski, Oleg Riabokon	1997	WND	185	81	WND	Banking and finance, intellectual property, international arbitration and litigation, international trade and customs, M&A and corporate, oil and gas, real estate and construction, tax, telecommunications	English	190	Kyiv, Ukraine	ABN AMRO, Alfa Group Consortium, TuranAlem Bank, Bonduelle, CenterTelecom, Chernomornaftogaz, Citigroup, Credit Suisse First Boston, Deutsche Bank AG, Energoatom, EuroChem, EvrazHolding, Gazprombank, GlaxoSmithKline, Goldman Sachs	\$22 million
Baker & McKenzie-CIS 01054 Kyiv 24 Vorovskoho Renaissance Business Center kyiv_info@bakernet.com www.bakernet.com	(044)590-0101 (044)590-0110	James T. Hitch, III	1992	0 / 100	118	79	WND	Banking and finance, securities and capital markets, competition law, corporate law, mergers and acquisitions, dispute resolution, intellectual property, IT and telecommunications, labour and employment, natural resources, pharmaceuticals, real estate and construction, tax and customs, venture capital	English, German, French	WND	Chicago, USA	WND	\$1.829 billion (global)
Shevchenko Didkovskiy & Partners 04071 Kyiv 2-A Kostyantynivska lawfirm@shevdid.com www.shevdid.com	(044)230-6000 (044)230-6001	Oleksiy Didkovskiy	1995	100 / 0	110	65	\$128 - 541	M&A, banking, finance, securities, corporate and contract law, antitrust and competition, real estate, land, telecommunications, natural resources and energy privatization, international trade and customs, foreign investments, tax, labour, advertising, intellectual property	English	WND	Kyiv, Ukraine	Coca-Cola, Toshiba Corporation, News Corp., General Electric Energy, Boeing Company, Marathon Oil Company, Nokia Corporation, Adidas, Nissan Motor, Mitsubishi Corporation, Renault Ukraine, Telenor ASA, IFC, EBRD, Barclays Capital	WND
Vasil Kisil & Partners 01030 Kyiv 17/52-A B. Khmelnytskoho vkp@vkp.kiev.ua www.kisilandpartners.com	(044)581-7777 (044)581-7770	Oleg Makarov	1992	100 / 0	88	51	\$125-525	Banking and finance, competition, antimonopoly and trade regulations, corporate, commercial, energy and natural resources, intellectual property, international arbitration, international trade, M&A, IT, telecommunications, labour and employment	English, French, German, Spanish	101	Kyiv, Ukraine	Alcatel, BNP Paribas, Carrefour, Central European Media Enterprises, Coca-Cola Beverages Ukraine, Damen Shipyards, Deutsche Telekom, DuPont, Eurosport, Fischer-Mukachevo, Gucci, Industrial Union of Donbass, OTP Bank, Pioneer, Philips, SAAB	\$10.23 million
Beiten Burkhardt 01033 Kyiv 19 Zhylyanska bblaw-kiew@bblaw.com www.beitenburkhardt.com	(044)494-0400 (044)494-0401	Felix Rackwitz	2004	0 / 100	84	45	WND	Banking and finance, corporate and commercial, M&A, real estate, labour, antimonopoly, tax, IP/IT, customs and litigation	English, German, Polish	More than 300	Munich, Germany	WND	WND
Salkom Law Firm 01001 Kyiv 12 Khreschatyk salkom@salkom.kiev.ua www.salkom.ua	(044)537-3940 (044)537-3946 (044)279-0900	Evgeniy Kubko	1990	100 / 0	89	45	\$129 - 435	All business sectors	English	WND	Kyiv, Ukraine	WND	WND
Grischenko & Partners 04053 Kyiv 37-41 Artema, 3rd floor adm@gp.ua www.gp.ua	(044)490-3707 (044)490-3709	Dmitri Grischenko	1992	100 / 0	57	41	\$100 - 470	Administrative, banking and finance, commercial property, real estate, construction, corporate and commercial, dispute resolution (litigation and arbitration), foreign direct investment, infrastructure and project finance, intellectual property	Bulgarian, English	550	Kyiv, Ukraine	Bayer, Mary Kay, Procter & Gamble, UPS, Future Enterprises Pte, Ministry of Justice of Ukraine, Ukreximbank, Sun Interbrew Ukraine	WND
Konnov & Sozanovsky 01019 Kyiv 23 Shota Rustaveli, suite #3 info@konnov.com www.konnov.com	(044)490-5400 (044)490-5490	Tetyana Glukhovska	1992	100 / 0	50	39	\$43 - 427	Commercial and contract law, competition law, copyright and media law, corporate law, intellectual property, real estate, construction and financial services, representation in courts, tax law	English, German, French	85	Kyiv, Ukraine	Actavis, Adam Smith Advertising, Bears Food Ingredients, Canon Europe, Carlson Wagonlit, ECALL, Celenia Ukraine, Dansk Eternit Holding, Delta Compression, DHL Ukraine, EBMpapst Ukraine, Emtec Consumer Media, Ferrero Group, PZU Ukraine	\$3.71 million
Sayenko Kharenko 01001 Kyiv 10 Muzeyny Provalok, 5th floor office@sk.ua www.sk.ua	(044)599-9000 (044)599-9009	Vladimir Sayenko, Michael Kharenko	2004	100 / 0	52	37	\$140 - 480	Banking and finance, capital markets, corporate, M&A, energy, media, land, tax, exchange controls, telecommunications, real estate, construction, dispute resolution	English, German, French	WND	Kyiv, Ukraine	WND	WND
Gramatskiy & Partners 01001 Kyiv 16 Mykhaylivska, office #7 office@gramatskiy.com.ua www.gramatskiy.com.ua	(044)581-1551	Ernest Gramatskiy	1998	100 / 0	41	34	From \$150	Civil, economic and corporate law, external economic activity and foreign investments, intellectual property, mass media legal support, tax law, bankruptcy, securities and stock market	English, German, Polish	From 80	Kyiv, Ukraine	WND	WND
UBC Group 01001 Kyiv 29/1 Khreshchatyk, 7th floor info@ubc.ua www.ubc.ua	(044)247-0386 (044)235-6982 (044)247-9502	Ihor Izbukh	1998	50 / 50	More than 100	34	From \$70	Real estate, construction, investment and tax consulting, banking and finance, insurance	English, German, French, Turkish	WND	Kyiv, Ukraine	WND	More than \$10 million
Spenser & Kauffmann Law Firm 01015 Kyiv 3 Panfilovtsiv office@sklaw.com.ua www.sklaw.com.ua	(044)288-8383	Valentin Zagariya	2006	100	40	31	\$60 - 250	M&A, corporate law, foreign investments, setting-up and structuring foreign and domestic venture funds and asset management companies, real estate, construction and land law, insurance, banking and tax law, arbitration and litigation	English, French, German	About 40	Kyiv, Ukraine	Alico AIG Life, New Europe Capital Fund, Unitrade, Vicus Capital Advisers, AVentures Group, Delta Bank, PPF Investments, Kvizza-Trade, Dragon Capital, Dragon Ukrainian Properties Fund Plc., Dragon Asset Management Company, Eurogate, BUDMATERIALY	About \$2.25 million

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Arzinger and Partners 01032 Kyiv 75 Zhylyanska, 5th floor Iceberg Business Center mail@arzinger.ua www.arzinger.ua	(044)390-5533 (044)390-5540	Timur Bondaryev	2002	WND	50	30	\$107 - 356	Construction and real estate, mergers and acquisitions, corporate law, corporate reorganizations, litigation, banking and finance, public private partnership, foreign investments, registrations and acquisitions, antimonopoly	English, German, Dutch	WND	Berlin, Germany	Aerosvit, Bayer AG, Berliner Freiverkehr, Bunge, Coca-Cola, City Bank, Dyckerhoff, Rheinmetall, MobileTelesystems Ukraine, Wienerberger, Henkel Group, Vienna Insurance Group, Standartbank, Rhenus Logistics, System Capital Management	WND
Astapov Lawyers International Law Group 01021 Kyiv 3 Shovkovychna, 1st floor office@astapovlawyers.com www.astapovlawyers.com	(044)253-1434 (044)253-7904 (044)253-6931	Andriy Astapov	2002	50 / 50	34	30	\$114 - 356	Corporate law, commercial law, banking and finance, mergers and acquisitions, real estate, international arbitration and litigation, mediation, tax	English, French, German, Polish, Spanish	WND	Kyiv, Ukraine	Soufflet, Silverstone, Arbat Prestige, Finance & Credit Bank, Ferrexpo, Bayer, Bunge, Probusiness Bank, BCV	WND
DLA Piper Ukraine 03150 Kyiv 77-A Chervonoarmiyska ukraine@dlapiper.com www.dlapiper.com/ukraine	(044)490-9575 (044)490-9577	Margarita Karpenko	2005	0 / 100	54	30	WND	Corporate and tax, finance and projects, real estate, regulatory and government affairs, technology, media and commercial	English	More than 70	London, UK	BBH, OBI, Fromageries Bel, InterContinental, AISI Realty plc, 1849plc, EBRD	WND
Ernst & Young 01001 Kyiv 19-A Khreschatyk kyiv@ua.ey.com www.ey.com/ukraine	(044)490-3000 (044)490-3030	Alexei Kredisov	1991	0 / 100	503	30	WND	M&A, privatization, inbound and outbound investment, corporate and commercial law, antimonopoly (competition) law, banking and arbitration, tax law, including tax litigation, labour law	English	WND	London, UK	WND	\$18.4 billion
CMS Cameron McKenna 01034 Kyiv 38 Volodymyrska, 6th floor nataliya.kostyuk@cms-cmck.com www.law-now.com	(044)391-3377 (044)391-3388	Olexander Martynenko, Adam Mycyk, Christina Maciw	2007	0 / 100	35	25	\$100 - 720	Real estate, hotels and leisure, construction and development, banking and finance, financial institutions and services, infrastructure and project finance, corporate, capital markets, securities, oil and gas, corporate finance, M&A	English, French, Spanish	WND	London, UK	WND	WND
Deloitte & Touche 01030 Kyiv 17/52 B. Khmelnytskoho Leonardo Business Center kyiv@deloitte.com.ua www.deloitte.com.ua	(044)490-9000 (044)490-9001	Volodymyr Vakht	1993	WND	437	25	\$110 - 625	Antitrust and competition law, banking and financial law, corporate law, commercial law, customs regulations, currency control regulations, energy and resources, foreign investment law, intellectual property, labour law, legal due diligence, real estate, M&A, tax litigation	English, German, Czech, Georgian, Spanish, Polish	WND	New York, USA	MTS Ukraine, ArcelorMittal Kryviy Rih, System Capital Management, Prominvestbank, Poltava GOK, Soyuz Viktan, Ukrzaliznytsya, Myronivsky Hliboproduct, Ukrgazbank	WND
Salans 01034 Kyiv 49-A Volodymyrska, 2nd floor kyiv@salans.com www.salans.com	(044)494-4774 (044)494-1991	Oleg Batyuk	1992	0 / 100	50	25	WND	Corporate law, banking and finance, real estate, taxation, energy, natural resources, telecommunication	English, German, French, Italian	WND	Paris, France	WND	WND
Gide Loyrette Nouel 01030 Kyiv 56-A B. Khmelnytskoho hds@gide.com www.gide.com	(044)206-0980 (044)206-0981	Karl Hepp de Sevelinges	2006	0 / 100	30	25	WND	M&A, corporate, banking, real estate, infrastructure project, employment, antitrust, tax	English, French, German, Italian, Polish	WND	Paris, France	WND	WND
International Law Offices 01024 Kyiv 11 Lyuteranska, office #21 murs@ukr.net info@murs.com.ua www.murs.com.ua	(044)332-1283 (044)279-2967 (044)278-7380	Natalja Shpak	1995	100 / 0	5	24	\$213	Maritime law, lawsuit and litigation, transaction support, investment project support, transport, intellectual property administrative and bank law, bankruptcy, European law, civil, corporate and international law, real estate, tax planning, insurance, commercial law	English, Spanish	WND	Kyiv, Ukraine	WND	WND
Pavlenko, Statsenko & Osinchuk 79013 Lviv 32-A Yefremova advocate@pso.com.ua www.pso.com.ua	(032)298-9797	Yuriy Melnyk	1996	100 / 0	32	22	\$100	M&A, corporate, real estate, litigation, taxation	English, Italian, German, Polish	More than 20	Lviv, Ukraine	Galnaftogaz, Lafarge Group, Krono Group, Vopak	WND
Moor & Krosnodovych 01054 Kyiv 23 Gogolivska moor@moor.kiev.ua www.moor.kiev.ua	(044)482-0451 (044)482-0035 (044)482-0034	Vadym Galaychuk	1995	100 / 0	25	21	From \$90	Civil, corporate, economic, tax, administrative, criminal law and process, state administration, intellectual property, representation in courts	English	87	Kyiv, Ukraine	IntelCom, CE DonbasAero, European Bank for Reconstruction and Development, BIOTON S.A, IMPEL Cleaning, VEOLIA VODA CR, Chemonics International Inc	WND
Volkov & Partners 03150 Kyiv 72-A Chervonoarmiyska, office #124 Olimpiysky Business Center office@volkovpartners.com www.volkovpartners.com	(044)207-0270 (044)207-0272	Oleksiy Volkov	2005	100 / 0	28	21	\$36 - 427	Banking law, finance, investments and securities, corporate finance, corporate law, M&A, competition, taxation, land law, real estate, privatization, intellectual property, insurance, telecommunications, dispute resolution, commerce, air law, transport and customs, employment	English	91	Kyiv, Ukraine	Cargill, Swedwood, Colgate-Palmolive Ukraine, Kimberly-Clark Ukraine, Hy-Line, Henkel-Ukraine, Unilever	WND



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Lavrynovych & Partners 0102 Kyiv 14/24 Klovisky Uzviz, office #101 office@lp.ua www.lp.ua	(044)494-2727 (044)492-9997	Maksym Lavrynovych	2004	100 / 0	33	20	\$70 - 350	Corporate consulting, restructuring and reorganization, M&A, foreign investments, tax, banking and finance, real estate and construction, litigation and arbitration, commerce and trade, energy, mining and utilities, labour law	English	WND	Kyiv, Ukraine	McDonald's, Colliers International, Louis Dreyfus Saturn, Barlinek, World Class Office, Attis Invest, Roskheleoproduct-Ukraine, Esso (Exxon Mobil), Echo Investment S.A., Pan Am Pharmaceuticals, Aston Agro-Industrial, DLA Piper Ukraine, Delta Bank	WND
Legal Alliance 01011 Kyiv 12 Panasa Myrnoho office@legalalliance.com.ua info@legalalliance.com.ua www.legalalliance.com.ua	(044)227-4339 (044)227-4338 (0652)510-705	Ilyia Kostin, Dmitry Aleshko	1996	100 / 0	33	20	\$100 - 150	Tax, commercial, corporate, antimonopoly, health, civil, land, labour and employment law	English, Greek, French	WND	Kyiv, Ukraine	Shokoladnitsa Coffe Houses, XXI Century, Boris Medical Clinic, Shering-Plough Central East AG, Novartis Pharma Services AG, Pfizer H.C.P. Corporation, Gedeon Richter	\$1.70 million
KPMG 01001 Kyiv 11 Mykhaylivska info@kpmg.kiev.ua www.kpmg.ua	(044)490-5507 (044)490-5508	Mason Tokarz	1995	WND	More than 260	20	WND	All industry sectors	English, Dutch, German	WND	Kyiv, Ukraine	WND	WND
Pravis 83055 Donetsk 10 Universyteyska postmast@pravis.net www.pravis.ua	(062)381-0135 (044)592-0382 (062)337-2852 (044)496-5298	Igor Golovan	1996	100 / 0	36	19	\$100 - 400	Energy, oil and gas, mineral and mining, machinery construction, telecommunications, metallurgy, chemical recovery industry, transport, food and beverages, real estate, investment, taxation	English	WND	Donetsk, Ukraine	WND	WND
Ilyashev & Partners 01030 Kyiv 4 Chapayeva office@attorneys.com.ua www.attorneys.com.ua	(044)494-1919 (044)494-1999	Mikhail Ilyashev	1997	100 / 0	27	18	\$85 - 420	Corporate and commercial, litigation, real estate, aviation, intellectual property, pharmaceuticals, labour	English	More than 200	Kyiv, Ukraine	Antonov Design Bureau, Altimo, METRO Cash & Carry, PZU, ProCredit Bank, Aviant	More than \$2.5 million
B. C. Toms & Co 01034 Kyiv 18/1 Prorizna, suite #1 kyiv@bctoms.net bt@bctoms.com www.bctoms.net	(044)490-6000 (044)278-1000 (044)278-6508	Bate C Toms	1991	WND	30	17	\$114 - 676	Real estate and construction, banking, securities and trade finance, oil and gas, electricity and natural resources, M&A, telecommunication, litigation and arbitration, labour law and tax	English, French	More than 100	London, UK, Kyiv, Ukraine	WND	WND
Dmitrieva & Partners 02098 Kyiv 3 Dniprovska Naberezhna office@dmp.com.ua www.dmp.com.ua	(044)553-7660 (044)553-7439	Olha Dmitrieva	1994	100 / 0	25	15	\$85 - 427	Real estate, investment, external economic activity, currency regulation, corporate, taxation, banking, insurance, intellectual property, judicial practice, trade, accounting, land law	English, French	More than 100	Kyiv, Ukraine	BIC, Essetle, Ritzio, Baltica, Nevskaya Cosmetics, Technoserve, Mitland, KAMAZ	WND
Gvozdiy & Oberkovych 01021 Kyiv 14/24 Klovisky Uzviz, suit #77 info@gvozdiy.com www.gvozdiy.com	(044)280-0475 (044)254-5298 8(067)209-6962	Valentyn Gvozdiy	2003	100 / 0	18	15	\$150	Antitrust and antimonopoly, arbitration and litigation, banking and finance, commercial property and construction, corporate law, investment activities, intellectual property, international trade, M&A, taxation	English	130	Kyiv, Ukraine	PBN Company, PSG-International a.s., AGORA s.a., CYFROWE CENTRUM SERWISOWE SPOLKA AKCYJNA, Nusshold Kit, Avtoaliyans Financial Group, South Airlines, Mars Capital Management, Europe Business Center, Network21 Ukraine	WND
PricewaterhouseCoopers 01032 Kyiv 75 Zhlyanska pwc.ukraine@ua.pwc.com www.pwc.com/ua	(044)490-6777 (044)490-6738 (062)387-1200	Boris Krasnyansky, Ron Barden	1993	WND	More than 300	15	\$250 - 300	Banking and finance, capital markets, commercial and corporate, M&A, real estate and land, tax disputes	English, French, German, Italian	WND	WND	WND	\$25.2 billion (worldwide)
Frisberg & Partners 01004 Kyiv 10 Gorkoho, office #8 office@frisberg.com.ua www.frisberg.com	(044)585-8464 (044)235-6342	Scott Brown	1991	0 / 100	20	14	WND	Corporate and M&A, due diligence, real estate, privatization, litigation and arbitration, telecommunications, labour law, IP	English, Romanian, Moldavian, French, Spanish	WND	Kyiv, Ukraine	GoodYear, Atlas Copco, Baltic Beverages Holding, Bank Austria Creditanstalt, DUROPACK, Fiat Auto, Hewlett-Packard, KLM Royal Dutch Airlines, Sun Microsystems, Skanska East Europe OY, Vetropack Holding, Embassy of Great Britain in Ukraine	WND
Lexwell & Partners 01024 Kyiv 28/19, Lyuteranska, office #2 lexwell@lexwell.com.ua www.lexwell.com.ua	(044)496-2655 (044)496-2656 (044)496-2658	Sergei Finogin	2005	100 / 0	17	13	WND	Antitrust, competition, capital markets, construction, corporate finance, international trade, investments, land, litigation and arbitration, M&A, privatization, property, real estate, tax	English	WND	Kyiv, Ukraine	Bridgestone, CRH, DuPont, EvrazGroup, Gas of Ukraine, HCM Group, Honda Trading, Marubeni, Podilsky Cement, Subaru, Sumitomo, Toyota, VS Energy	WND
LEXFOR Legal Services 01032 Kyiv 106 Saksahanskoho, office #12 info@lexfor.com www.lexfor.com	(044)239-9898 (044)239-9886	Yuriy Semenyuk	2005	100 / 0	14	11	\$119	Litigation, intellectual property, corporate law, real estate, taxation, antimonopoly regulation	English	WND	Kyiv, Ukraine	WND	WND
Amsel and Co 01004 Kyiv 20 Antonovycha, office #3 - 4 secretary@amsel-co.com.ua www.amsel-co.com.ua	(044)246-7988 (044)246-7993	Ihor Fridmo	1999	WND	WND	10	WND	Real estate, investment projects support, corporate law, intellectual property, brands, tax law and consulting	English, Hebrew, Portuguese	WND	WND	WND	WND

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Legal Collegium 03035 Kyiv 1 Solominska, office #711 office@advocatus.com.ua advokatus@ukr.net www.advocatus.com.ua	(044)537-1171 (044)537-1123 (044)418-6041	Andrew Burka	2000	100 / 0	10	10	\$285	Commercial law, corporate law, dispute resolution, finance and tax, intellectual property, public sector, real estate, society and individual	English, German	WND	Kyiv, Ukraine	WND	WND
Meta-Inform Law Firm 65125 Odessa 17 Velyka Arnavska, office #6 seles@meta-inform.com www.meta-inform.com	(048)714-8888 (048)728-1188	Maksym Lysov	1991	100 / 0	35	10	WND	Land and construction	English	600	Odessa, Ukraine	Odessa marine trade port, Odessa railway, Illichivsk marine trade port, Illichivsk marine fish port, Odessoblenergo	WND
Paritet Law Firm 01033 Kyiv 59, Zhylyanska, suite #107 paritet@paritet.ua www.paritet.ua	(044)207-0898	Igor Kyrlyuk	1998	100 / 0	17	10	\$120, 180 and 280	Advertisement, banking and finance, bankruptcy, capital markets, communications, copyright, corporate, energy, financial leasing, foreign trade, international, arbitration, finance, media, international tax, investment, labour, land, litigation	English, German	WND	Kyiv, Ukraine	WND	WND
PETERKA & PARTNERS Ukraine 01030 Kyiv 17/52 B. Khmelnytskoho, office # 615 6th floor office@peterkapartners.com www.peterkapartners.com	(044)581-1120 (044)581-1121	Monika Simunkova Hoskova, Alexander Poels	2006	0 / 100	16	10	WND	Commercial and corporate law, M&A, real estate, development and construction, competition, insolvency, restructuring and bankruptcy, labour and social law, intellectual property, capital markets, banking and finance, tax, public procurement and PPP, foreign investments, litigation and arbitration	English, French, German, Czech, Slovak, Spanish, Dutch, Swedish, Finnish, Afrikaans	WND	Prague, Czech Republic	WND	WND
The Silecky Firm, PC affiliated with Squire, Sanders & Dempsey LLP 04070 Kyiv 30 Spaska Podil Plaza mbsilecky@sileckyfirm.com www.sileckyfirm.com	(044)490-5934 (044)490-5936	Markian Silecky, Peter Teluk, Helen Kryshtalowych	1995	0 / 100	19	10	\$142 - 499	Corporate law, corporate finance and securities, banking and financial services, emerging business and venture capital, real estate, communications, intellectual property, infrastructure project finance, competition, environmental and labour law, M&A, company creation and registration	English	WND	Cleveland, USA	WND	WND
Vronskiy, Vronskaya & Partners 01024 Kyiv 22 Shovkovychna, office #2 office@vvpplawfirm.com www.vvpplawfirm.com	(044)502-1121 (044)253-4711	Anna Vronskaya	2003	100 / 0	9	9	\$71 - 214	Corporate issues, M&A, real estate and land transactions, construction, privatization, investments, securities, currency regulation, insolvency, energy and resources law, entertainment, litigation	WND	WND	Kyiv, Ukraine	WND	WND
Trident Law Firm 01011 Kyiv 1 Panasa Myrnoho office@tridentlaw.kiev.ua www.tridentlaw.kiev.ua	(044)501-7917 (044)254-3969	Anatoli Tovstopliot	2004	100 / 0	14	9	\$85 - 285	Corporate law, intellectual property, labour law, litigation, tax law	English	50	Kyiv, Ukraine	WND	WND
AS Consulting 01021 Kyiv 24/7 Institutska, office #22 info@asconsulting.com.ua www.asconsulting.com.ua	(044)253-1818	Andriy Tsvetkov	2005	100 / 0	10	8	WND	Corporate and commercial law, antitrust and competition law, real estate and commercial property, litigation, and arbitration, insolvency, intellectual property, banking and finance law, tax law	English, French	WND	Kyiv, Ukraine	Horizon Capital Associates (USA), German Independent Securities Trading Bank RG Securities AG, FMO Development Finance Company (The Netherlands)	WND
Melnychenko & Likarchuk 01001 Kyiv 9-B Mykhaylivskiy Provuok, office #68 mail@mlnp.com www.mlnp.com	(044)230-2571 (044)230-2709	Kostyantyn Likarchuk	2000	100 / 0	7	7	\$213	Taxation, corporate law, contracts, labor law, M&A, real estate, international transactions, immigration	English, German, French	WND	Kyiv, Ukraine	WND	WND

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M&K Law Company 04071 Kyiv 5 Mezhyhirsk, office #13 mandk@ukr.net www.mandk.com.ua	(044)428-7222	Andrey Kalita	2005	100 / 0	6	6	\$80	Legal help in alienation/acquisition transactions, legal support in court, legal services for restaurant business, registration of enterprises	English, Polish, Portuguese	WND	Kyiv, Ukraine	WND	WND
AA Legal Collegium Department of Corporative Law 04210 Kyiv 11-A Layosha Havro, office #115 WND WND	(044)537-1171 (044)537-1123 (044)418-6041	Olga Akimenko	2000	100 / 0	5	5	\$214	Commercial law, corporate law, dispute resolution, finance and tax, intellectual property, public sector, real estate, society and individual, insolvency, corporate recovery, debt collection, capital markets, construction, media and entertainment, land use, telecommunications, trademarks, copyright	English, German	WND	Kyiv, Ukraine	WND	WND
Emergex Business Solutions 01033 Kyiv 37/97 Zhylyanska, 5th floor info@ebskyiv.com www.ebskyiv.com	(044)248-7257 (044)287-4354	Helen Voiska	1998	90 / 10	75	5	From \$75	Taxation, finance, restructuring, real estate	English, German	WND	Kyiv, Ukraine	WND	WND
Solomon-Group 03039 Kyiv 7 Holosiyivska WND www.solomon-group.com	(044)251-4647 (044)251-4650	Nadia Porunova, Andrey Shulga	1995	100 / 0	32	5	\$60	Economic and civil law, corporate, land and procedural law, jurisdictional accompaniment in real estate operations	English, Polish	95	Kyiv, Ukraine	The State Property Fund of Ukraine, Hewlett-Packard, Baker & McKenzie, Ernst & Young, KPMG, Alfa-Bank, HVB Ukraine, Raiffeisen Bank, Privatbank, Darnitsa Pharmaceutical Factory, Fozzy Group	WND
Legal Office Pisarenko 01001 Kyiv 22-A Mykhaylivska, office # 8 ap@fides.com.ua www.fides.com.ua	(044)279-5632	Oleksandr Pisarenko	1994	100 / 0	4	3	\$79	Entrepreneurial, economic and tax law, real estate, litigation	English	25	Kyiv, Ukraine	FinLift, EvroClima Ukraine, Royal Stile	\$86,635
Family Law Group 01004 Kyiv 25 Pushkinska, office #20, 3rd floor cklimavicz@familylaw.com.ua www.familylaw.com.ua	WND	Crystal Klimavicz	2007	100 / 0	5	3	WND	Family and civil law	English	No (company operates from 2007)	Kyiv, Ukraine	WND	No (company operates from 2007)
Agency in Debt and Bankruptcy Questions 01001 Kyiv P. O. Box #295-B mail@debts.com.ua www.debts.com.ua	(044)451-5990 (044)492-1874	Vadym Khabibullin	2001	100 / 0	10	WND	\$200	Business	WND	WND	Kyiv, Ukraine	WND	\$495,000
AGA Partners 03028 Kyiv 11-A Nauky Prosp. office@agalawyers.org www.agalawyers.org	(044)206-0676 (044)206-0675	Aminat Suleymanova	2005	WND	7	WND	\$150 - 250	Banking and finance, media, investment, copyright, taxation, antitrust, insurance, European and international law, intellectual property, family law	English, French	WND	Kyiv, Ukraine	WND	WND
ANK 65026 Odessa 9 Lanzheronivska, office #17 office@ank.odessa.ua www.ank.odessa.ua	(0482)348-716	Aleksander Kifak	1996	100 / 0	24	WND	\$70 - 150	Corporate, commercial, M&A, investment, insolvency, insurance, litigation, arbitration, real estate, construction, taxation, customs, transportation, shipping	English, German	WND	Odessa, Ukraine	WND	WND

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Chadbourne & Parke 01001 Kyiv 11 Mykhaylivska, 4th floor kyivoffice@chadbourne.com www.chadbourne.com	(044)270-7205 (044)270-7206	Jaroslawa Z. Johnson	2003	0 / 100	35	WND	WND	Foreign investments, joint ventures, banking and finance, capital markets, securities, M&A, project finance, antitrust/competition law, real estate development, privatization, taxation, bankruptcy, telecommunications, intellectual property	English	WND	New York, USA	WND	WND
CONSUL 03113 Kyiv 48 Dehtyarska, office #708 info@ur-consul.com.ua www.ur-consul.com.ua	(044)590-2237 (044)483-8919	Natalya Dyatlovskaya	2004	100 / 0	6	WND	\$20	Civil law, economic law, corporate law, intellectual property, accounting, audit	English	5	Kyiv, Ukraine	Cargill A.T., Carlo Pazolini Trading, MERCI, BLADE group of companies	WND
International Consulting Group 83014 Donetsk 63 Pavshykh Kommunariv, suite #7 icg@icg-legal.com www.icg-legal.com	(062)348-8058	Maxim Rayko	2005	100 / 0	WND	WND	\$39 - 132	M&A, corporate, commercial, banking, finance, land, labour, antitrust and competition law, litigation, real estate, international trade, bankruptcy	English, German	WND	Donetsk, Ukraine	WND	WND
Inyurpolis 61057 Kharkiv 14-A Skrypnyaka office@inyurpolis.com www.inyurpolis.com	(057)714-0626 (057)714-0628	Tetyana Gavrysh	1994	100 / 0	WND	WND	WND	Antitrust, corporate law, M&A, securities, commercial and labour law, taxation, privatization, construction, real estate, insolvency, intellectual property	English, German, French	WND	Kharkiv, Ukraine	Ukrainian Mobile Communication, Velton Telecom, Ukrtransgaz, Ukgazvydobuvannya, Malyshev Plant, City Information Center	WND
Legalis 79007 Lviv 23/8 Svobody legalis_lviv@yahoo.com www.legalis.com.ua	(032)243-0063 (032)255-0309	WND	WND	WND	WND	WND	WND	Real estate, registration of enterprises, civil law, bankruptcy, arbitration	WND	WND	Lviv, Ukraine	WND	WND
Patent Bureau 49000 Dnipropetrovsk 12/4 Lenina bureau@patent.net.ua www.patent.net.ua	(056)778-5821 (056)778-2296	WND	WND	100 / 0	WND	WND	WND	Civil law, economic, corporate, competitive	WND	WND	Dnipropetrovsk, Ukraine	WND	WND
Terlich & Novikov 29013 Khmelnytskyi 71/1 Proskurovskoho Pidpilya, office #1 advokat@rp.km.ua www.advokat-ua.com	(0382)650-393	Valeriy Terlich	1999	100 / 0	2	WND	WND	Business, real estate, corporate law, judicial disputes	WND	WND	Khmelnytskyi, Ukraine	Prelyudiya, Insert, Perfect, Advans, Prombudpostach	WND
United Legal Group Association 01001 Kyiv 5/1-A Tryohsvyatytska/Kostyolna m.sverdlenko@ulga.com.ua www.ulga.com.ua	(044)278-6512 (044)278-6527	Andriy Shumilov, Iryna Sergienko	2006	WND	100	WND	WND	Taxation, corporate, land disputes, investment projects legal support	WND	23	Kyiv, Ukraine	Ukrtelecom, Kharkiv Odzhonikidze Tractor Plant, Rosava, Dneprovskiy Dzerzhynskiy Metallurgical Plant	WND

Source: Companies, public information, Kyiv Business Directory, last year's KP and Kyiv Post staff. WND means *Would Not Disclose*. This list is not meant to be all-inclusive. The KP makes every effort to contact industry participants while compiling our Top List. If you would like to have your company included in our list, please contact pastukhova@kyivpost.com.

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EDITORIAL

Catherine the Bane

"Webster's Dictionary" defines the word "bane" as deadly harm, ruin, death, distress, or the cause thereof.

For Ukrainians, Catherine the so-called "Great," the Prussian-born empress of Russia from 1762 to 1796, was just that – a bane that wrought deadly harm, ruin, death, distress, extermination and destruction throughout the Russian Empire's "Little Russian" (Ukrainian) lands, as well as its other foreign holdings to destroy peoples and their cultures; entire nations, in fact. Her goal was to incorporate what was left under a uniform and undifferentiated Russian continuum – a prison of nations, as many historians refer to the Catherine-era Russian Empire.

It is this monster, who many find no difficulty in likening to Lenin, Stalin and Hitler, that the local authorities of the great Ukrainian port city of Odesa have found worthy of elevating to the level of heroine of Ukraine, by erecting a monument to her on Saturday, Oct. 27.

By erecting a monument, a nation tells the world who it finds worthy of honor and praise, typically for contributing to the building or development of that nation.

The Odesa authorities' act of erecting the Catherine monument now tells the world that Ukraine thanks, praises and pays homage to a villain for having been among Ukrainians' greatest decimators, torturers and executioners.

Catherine the Curse stands behind the abolition of the Ukrainian Hetmanate and the liquidation of the Zaporizhian Sich, home to the Zaporizhian Cossacks, with both institutions largely regarded as the cradle of the Ukrainian democratic tradition. Following her destruction of the Hetmanate and Cossacks, this formerly minor Prussian princess imposed serfdom, turning Ukrainians into slaves.

As for her "founding" of cities on Ukrainian territory, according to Taras Chukhlib, a historian, and director of the Cossack Research Center at the Institute of History of Ukraine's National Academy of Sciences, this is nothing but a myth. This myth is perpetuated by interested parties who want to pull Ukraine back into the Muscovite fold by convincing Ukrainians that all the cities in eastern and southern Ukraine, as well as Crimea, were founded by the St. Petersburg government. No mention is ever made that long before their "founding," there were Ukrainian Cossack settlements on the territories of Dnipropetrovsk, Kherson and Nykopol. Moreover, present-day Sevastopol and Bilhorod-Dnistrovsky have an ancient history that spans thousands of years, not 200.

Meanwhile, earlier historical sources indicate that in 1415, the Grand Duke of Lithuania, Vytautas, founded a fortress town on the site of present-day Odesa and named it Kachybei (Kochubeiv in Ukrainian).

Because the Catherine monument speaks on a national scale, Ukraine's President Viktor Yushchenko must decree that the statue be removed. Otherwise, Ukrainians and the history of their ancestors who perished at the tentacles of the Bane will suffer disgrace and humiliation in their own country at the whim of political and geopolitical interests who would like to see nothing better than Ukraine lose its language, history and statehood and come back under the yoke of Russia.

Hands off the market

Prime Minister Viktor Yanukovich's stern warning to sunflower oil exporters last week suggests that his government is incapable of learning from past mistakes.

Instead of recognizing that inflation is to be expected when social payments are increased just before elections, Yanukovich's Party of Regions has looked to pin inflation on business and political opponents.

Ukraine is the world's second largest sunflower oil producer after Russia. Export restrictions on this staple are not a solution to higher prices because they ultimately create additional problems. The last time the Yanukovich government imposed export restrictions (on grain last year), farmers were hit the worst, as they were unable to fetch the best prices for their produce.

Multinational traders also incurred hundreds of millions of dollars in losses. Farmers unable to secure higher revenues will be unable to reinvest into their operations. Furthermore, the international business community will have additional proof that Ukraine is unpredictable and chaotic – an image the country's detractors would like to promote.

As we have emphasized in the past: Soviet-style management of the economy is bad for business, bad for the market, bad for the country and bad for the farmers. The Ukrainian government needs to be told again and again: Stay out of the market.

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Installing a dictator



The monument to Russian Empress Catherine II was installed in Odesa in August of this year, but was officially unveiled on Oct. 27, resulting in minor scuffles between supporters and opponents of the statue honoring the 18th century Russian monarch. (UNIAN)

Yulia Tymoshenko, Milton Friedman and the liberation of the peasants

JED SUNDEN

Of all the different planks of Yulia Tymoshenko's campaign platform, the issue of military reform, most notably getting rid of the draft, is the one that is most likely to have the biggest effect on Ukrainians' lives.

Simply put, if she is successful in ending the forced conscription of young men into the Ukrainian army, Yulia will have liberated 50,000 men a year from a one-year term, sentenced for the simple crime of being Ukrainian.

Sadly, it seems that the proposal to end conscription is going to be bogged down in political infighting.

The Our Ukraine political bloc is claiming that it would be too costly to end the draft before 2011. Even worse, the Party of Regions has connected ending the draft to a conspiracy by those trying to force Ukraine to join NATO.

At a recent press conference, Party of Regions member Valeriy Konovaliuk stated: "The policy of the wholesale reduction of the armed forces has led to its complete degradation and absolutely total lack of combat readiness. To a large degree, these processes have taken their cue from the ideologies of those foreign strategists who have seen Ukraine as part of NATO at any cost, and who have understood that the less significant the [Ukrainian] armed forces, the more vigorously those policies will be pursued."

All of them are overlooking the most important reason to end the draft in Ukraine. As Milton Friedman, the great economist and political thinker pointed out, there is simply no justification for a democratic government to force conscription on its young men during peacetime. As he wrote in "Capitalism and Freedom," "the appropriate free market arrangement is volunteer military forces; which is to say, hiring men to serve. There is no justification for not paying whatever price is necessary to attract the required number of men. Present arrangements are inequitable and arbitrary, and seriously interfere with the freedom of young men."

Everything that Milton Friedman wrote about the draft in reference to the United States in the 1960s and 70s resonates deeply in reference to the draft

here in Ukraine. The present status of conscription in Ukraine is simply a substantial forced tax on the least educated citizens.

As is well-documented in Ukraine today, the only people serving in the army are the poorest Ukrainians with the fewest alternatives.

BY ENDING CONSCRIPTION,
UKRAINE WILL PROVIDE MORE
OPPORTUNITIES FOR ITS
POOREST CITIZENS, FREEING
THEM FROM FORCED LABOR.

It is telling that neither Viktor Yanukovich Jr., nor Andriy Yushchenko, the son of President Viktor Yushchenko, served in the army. In fact, I would challenge you to find any politician's child who did serve.

As for Yanukovich Jr., his ticket out of the service was a supposed spine injury that he suffered as a young boy. That near-crippling childhood spine injury, however, did not stop Yanukovich Jr. from listing wakeboarding and football as his favorite hobbies on his resume on dovidka.com.ua.

Bribing doctors for a note that will excuse a young man from the service is a widespread practice in Ukraine for those who have the money to do so, but it is not an option for the country's poorest young men, who by-and-large fill the ranks of Ukraine's armed forces.

Meanwhile, the example of Yushchenko's son shows that anyone with enough money to attend a university or other institution of higher learning with a military faculty attached to it can walk out of that university with the rank of second lieutenant after being on its register of cadets for two years without ever marching a step in the rank-and-file armed forces.

Both methods of avoiding the service are a free pass out of forced labor.

Meanwhile, the poorest, least educated young men are denied freedom and forced to pay a tax on their meager earnings by working basically for free. To

quote Friedman again, "When a young man is forced to serve at \$45 a week, including the cost of his keep, of his uniforms, and his dependency allowances, and there are many civilian opportunities available to him at something like \$100 a week, he is paying \$55 a week in an implicit tax."

Of course, this does not even include the tax that is paid by society. In addition to what is paid by a young conscript, Friedman pointed out, "if you were to add to those taxes in kind, the costs imposed on universities and colleges; of seating, housing, and entertaining young men who would otherwise be doing productive work; if you were to add to that the costs imposed on industry by the fact that they can only offer young men who are in danger of being drafted stopgap jobs, and cannot effectively invest money in training them; if you were to add to that the costs imposed on individuals of a financial kind by their marrying earlier or having children at an earlier stage, and so on; if you were to add all these up, there is no doubt at all in my mind that the cost of a volunteer force, correctly calculated, would be very much smaller than the amount we are now spending in manning our armed forces."

Going even further, in the three decades since the United States got rid of its draft and switched to a professional army, the military has become one of the most important paths for career advancement for the poor in America. By forcing the military to compete for young men in a competitive environment, it has forced the military to offer training, career advancement and fair pay. So, instead of it being a short period of forced labor, it acts as a key step in the career ladder for thousands of individuals with lesser opportunities.

By ending conscription, Ukraine will open opportunity to its poorest citizens, save money in its military budget, improve its military capabilities, give its economy a boost by bringing more people to productive labor, and most importantly, free its citizens from forced labor.

This seems like one idea that everyone can support.

Jed Sunden is the publisher of the Kyiv Post.

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Working domain is the field of organic agriculture in Ukraine: coordination of organic inspection & certification, marketing of organic products. The office is located in Kiev. The job is offering excellent professional training, travelling opportunities and adequate remuneration. Start of employment: 1st of December 2007 or according mutual agreement.

Professional experience:

- At least four years of professional experience in management (preferably in setting-up SME).
- Experience in cooperation with international institutions
- Excellent access to a network/contacts in the sector of agriculture and public sector
- Experience in negotiating with the private and public sector
- Experience in administration of finances according international standards
- Excellence in English; profound computer skills, driving license.

Please send your application in English language, a letter of motivation, CV, photo, Diploma copies, coordinates of persons for cross referencing **until November 9th**, 2007 to:

FiBL Switzerland, re. Application Project Coordinator : katia.ziegler@fibl.org

For further information concerning the job please contact, Mr. Y. Bakun, phone: (044) 227 53 13 or (098) 927 95 54

For an Ukrainian inspection and certification body we are looking for a

Quality Manager

The company is located in Kiev. The job offers challenging occupation, excellent professional training and adequate remuneration. Start of employment: 1st of December 2007 or according mutual agreement.

Educational background: Agronomy, food technology, agro business

Professional experience: At least four years of professional experience in the field of agriculture, administration, quality management.

Personal characteristics: Commitment to agriculture. High skills in team leading, communication, acquisition of customers and negotiating with the private and public sector. Strong personality and integrity. Flexibility to travel.

Other skills: Fluency in English; profound computer skills, driving license.

Please send your application in English language, letter of motivation, CV, diploma copies, copy of driving license **until November 9th** 2007 to Mr Y. Bakun, y_bakun@ukr.net. For further information contact: Organic Standart, Mr. Y. Bakun, phone: (044) 227 53 13 or (098) 927 95 54

OSCE
Organization for Security and Co-operation in Europe
Project Co-ordinator in Ukraine

The office of the OSCE Project Co-ordinator in Ukraine is seeking a qualified and motivated person to fill the position of:

SENIOR ICT ASSISTANT

Tasks:

- administer and maintain ICT hardware and software in the office (back-end and front-end) including but not limited, configuration updates, users' administration, antivirus, hardware maintenance;
- implement release of ICT hardware/software using a standard process: purchase HW/SW, fit to purpose test, roll-out, users training, distribute and install; coordinate with ICT Secretariat any major or significant releases;
- implement daily/weekly/monthly backup, periodic test and recovery;
- assist the Chief of FAU (Fund Administration Unit) to prepare yearly ICT budget and follow the expenditure;
- monitor and manage capacity, and availability of ICT resources in most effective and efficient way for OSCE;
- follow implementation of ICT related policies and procedures.

Requirements:

- a degree in computer science, or relevant engineering, or related specialized ICT training;
- 2 years experience in the management, installation, maintenance and administration of ICT services for a small office (40-50 users);
- professional experience in working with LAN/WAN networking systems based on Cisco, administering Microsoft Windows 2003 server file / print services or Linux operating systems;
- good practical knowledge of current standard Microsoft SW packages (e.g. Windows XP/SP2, Office 2003, Project 2002 and Visio 2002, IE 6);
- excellent oral and written communication skills in Ukrainian and Russian as well as working knowledge of English;
- ability to work effectively with people from different backgrounds. Must be service-oriented and client-focused.

The position will commence **from December 2007**. **Only the citizens of Ukraine may apply.** In order to apply for the position, please use the **OSCE Application Form** which can be found on the OSCE PCU site www.oscepcu.org and has to be completed only in English. You can send your Application Forms via email to Lyubov.Kravchenko@osce.org or by fax: + 380 44 492 03 83 to the attention of Ms. Lyubov Kravchenko or send it to the OSCE Project Co-ordinator in Ukraine, Striletska 16, 01034 Kyiv as soon as possible, but not later than **11 November, 2007**. Please indicate the title of the position in your application.



Please, send your CV: cv@exon.com.ua
Contact phone: +38 044 4928008

Financial Manager

International Company

Requirements:

- Financial and accounting experience with International Production/ Telecommunications Company 3+ years
- Understanding of designing workflow in administration (finance, HR, procurement, IT)
- Fluent English

Our clients offer excellent remuneration package, professional and career opportunities. Should you qualify, please, submit your resume.



THE BOSTON CONSULTING GROUP

The Boston Consulting Group has enjoyed four years of strong growth in the Ukrainian market and now has openings in its official office in Kyiv for **Associates and Consultants**.

We are seeking applicants

who possess:

- outstanding analytical skills
- exceptional intellectual curiosity
- strong motivation to master challenges

and are looking for:

- valued and valuable work
- professional and personal development
- an international environment

We expect from Applicants to have a business or technical degree from a major institution, at least three years of experience in business, and fluent oral and written English.

Please submit your cover letter and curriculum vitae in English to kyiv.recruiting@bcg.com before December 7, including reference to **Kyiv Post** in the subject line.

The Boston Consulting Group

The Boston Consulting Group (BCG) is a global management consulting firm and the world's leading advisor on business strategy. We partner with clients in all sectors and regions to identify their highest-value opportunities, address their most critical challenges, and transform their businesses. Our customized approach combines deep insight into the dynamics of companies and markets with close collaboration at all levels of the client organization. This ensures that our clients achieve sustainable competitive advantage, build more capable organizations, and secure lasting results. Founded in 1963, BCG is a private company with 66 offices in 38 countries.

The Kyiv office, launched in May 2007, is BCG's fifth office in the Central Eastern Europe, joining offices in Moscow, Budapest, Warsaw, and Prague. BCG's core activities in Ukraine focus on strategy development and optimization of organizational structures and business processes for Ukrainian, Russian, and multinational corporations in industries such as industrial goods, energy, financial services, telecommunications, consumer goods, and retail. With its resident team complemented by worldwide experts, BCG aims to continue as a leading player in the Ukrainian market.

For more information, please visit www.bcg.com.



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Manpower offers you a unique opportunity to carry on a professional career as a **STOCK CONTROLLER** within **LOUIS VUITTON** company - the leader of the Luxury Industry

Requirements:

- Experience in Warehouse order keeping including all appropriate functions, handling weekly deliveries and corresponding documentation, inventories and reporting
- Higher Education
- Fluent English
- Computer literacy is a must (Word, Excel, PP, Internet)

Package:

- Excellent benefit package
- Career growth opportunities



T +38044 459 7191
F +38044 459 7192
info@manpower.kiev.ua



TOEPFER
INTERNATIONAL UKRAINE

Alfred C. Toepfer International was founded in Hamburg in 1919 and is one of the leading traders in agricultural commodity trade. Toepfers International trading activities are concentrated on grain, feedstuffs, vegetable oils, flour and malt as well as fertilizers, with over 43 offices and branches throughout the world. Alfred C. Toepfer International (Ukraine) Ltd. is 100% subsidiary of Alfred C. Toepfer International that has been working in Ukraine since 1999 and due to its continued growth we are looking for:

Компанія "Alfred C. Toepfer International" була заснована у м. Гамбург у 1919 році і є одним з провідних підприємств у галузі торгівлі сільськогосподарськими культурами, а саме зерновими та кормовими продуктами, рослинними оліями, борошном, солодом та мінеральними добривами, маючи 43 офіси та регіональні відділення у всьому світі. ТОВ "Альфред С. Топфер Інтернешенал (Україна)", яка працює в Україні з 1999 року, є на 100% дочірньою компанією "Alfred C. Toepfer International". У зв'язку з подальшим розширенням ми шукаємо:

PERSONAL ASSISTANT

Based in Kiev

Major requirements:

- Female
- Higher education
- PC User
- 2-3 years experience in a similar position
- Excellent written and spoken English
- Excellent communication skills
- Energetic, initiative, stress-resistant, well-organized, highly responsible, pleasant looking
- Team player and hard working
- Result oriented.

RECEPTIONIST

Based in Kiev

Major requirements:

- Higher education
- At least 1 year experience in a similar position
- Fluent in English both written and verbal
- PC literate
- Age 20-27
- Pleasant appearance and good communication skills
- Responsibility, attentiveness, accuracy.

Please send your CV (+photo) with reference "Receptionist", "Personal assistant" either to e-mail address: HR@acti.kiev.ua or by fax number: 2301499

Leading Ukrainian Private Women's Hospital is looking for candidates for the position of

Marketing Director

The position is responsible for

- Creating marketing strategy
- Executing marketing plans and meeting sales targets
- Managing the marketing department of 2-3 persons
- Researching new business opportunities for the Clinic (new medical fields and new markets)

Ideal candidate will have

- Strong academic background in marketing, business or economics
- 5+ years of experience in marketing in a well-established company (product or marketing manager, head of research, etc), preferably in a service industry
- Analytical thinking
- Strong team playing skills, managerial experience is a plus but not required
- Fluency in English, second foreign language will be a plus
- *Medical education is not required but general knowledge of the healthcare related industries is a plus*

You can send your resume and cover letter in English at HR@isida.com.ua
Contact person Tamara Nikolaevna, tel. 2512100

Children of Chernobyl Relief and Development Fund (CCRDF) is seeking an administrative assistant

- Proficient in English and Ukrainian
- Data entry and database management
- Strong writing skills
- Responsible for office inventory and supplies
- Good computer skills
- Proactive, and responsible

Compensation up to \$450/month.
Please send your CV to: CCRDF

info-ua@childrenofchornobyl.org
or fax: 044.494.1536



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We are ready to pay lots of attention to everyone with no exception.



International HIV/AIDS Alliance in Ukraine

The International Charitable Foundation "International HIV/AIDS Alliance in Ukraine" is the biggest non-governmental organization working in the field of HIV/AIDS in Ukraine and one of the largest in the Eastern Europe and Central Asia. It was founded in 2002 and currently our team consists of more than 80 professionals. Currently we are implementing several national-scale programs supported by the Global Fund to Fight AIDS, Tuberculosis and Malaria and United States Agency for International Development (USAID). Our total budget over the next five years exceeds \$ 100 million.

The International Charitable Foundation "International HIV/AIDS Alliance in Ukraine" is looking for:

BUDGET OFFICER: REPORTING & PLANNING, FINANCE

Overall Role:

The post holder is responsible for preparation and revision of budget for Alliance Ukraine. Budget Officer is responsible for facilitating and consolidation of operating budgets of all Alliance Ukraine teams and cost centres based on the developed methods and previous history analysis. Budget Officer reviews actual results by team/cost centre vs. respective budgets, adjusts methods used in budgeting. Budget Officer is responsible for developing cost savings and cost effectiveness methods. He/She is responsible for adjusting and updating budget data in budget pack and 1C.

Detailed information on the vacancy including Job Descriptions and requirements to the candidates can be found at www.aidsalliance.org.ua (About us / Employment).

How to Apply:

To apply for the post, please send your CV and a covering letter (both in English) to vacancy@aidalliance.org.ua. Subject line should contain "Budget Officer: R&P and your surname".

Deadline for applications: 6 pm, November 15, 2007

Only successful candidates will be contacted for an interview.

The International HIV/AIDS Alliance is committed to equal opportunities and welcomes applications from appropriately qualified people from all sections of the community. Qualified people living with HIV/AIDS are particularly encouraged to apply.

Program Assistant to the Immigration Program Manager

The Embassy of Canada in Ukraine is looking for an experienced person to fill a full time (37.5 hours/week) indefinite position.

Responsibilities:

Under general supervision of Immigration Program Manager, provides program support to Immigration Section; assists with processing of applications; co-ordinates international adoption program; provides assistance to Program Manager; carries out simultaneous or consecutive interpretation and written translation between local language and one or both official languages of Canada; acts as Immigration Section's computer "superuser"; and performs other duties as required.

Requirements:

- University Degree
- Advanced knowledge of Computer software (Word, Excel, Outlook) and other office equipment
- Excellent written and spoken English and Ukrainian. (French and Russian are an asset.)
- Excellent organisation and communication skills.

Please send resume and cover letter by e-mail to valerie.sorel@international.gc.ca or in a sealed envelope to The Embassy of Canada in Ukraine, Attn: Valerie Sorel, 31 Yaroslaviv Val, Kyiv, Ukraine, 01901. Fax submissions will **not** be accepted

Closing date for this competition is Wednesday
14 November 2007 at 5:00 P.M



CJSC "Insurance company SEB Life Ukraine" is a part of SEB Group, leading North European financial institution with 150 years of history. SEB Group is active now in 20 countries providing its clients with a full range of financial and insurance services.

CJSC "IC SEB Life Ukraine" is starting operations in Ukraine and is looking for highly qualified candidates to fill the following positions:

Customer Service Manager
Head of section on insurance products
Underwriter, doctor-expert
Sales Support Manager
Sales Manager on bancassurance

More information is available on the website www.seb.ua, click on About SEB Bank, click on Career and look for vacancies with a note CJSC "IC SEB Life Ukraine".

Interested candidates should submit their resumes to the following address
cv_life@seb.ua
by **November 15, 2007**.

INTERNATIONAL DEVELOPMENT COMPANY IS LOOKING FOR A LEGAL ADVISER ON THE FULL-TIME POSITION

We are looking for:

- Fluent English, Ukrainian, Russian
- Degree in Law
- Experience in Corporate/Business law, Real-estate law
- Over 5 years of job experience
- Ability to work under pressure and over-time
- High motivation

We offer:

Proper salary

Please send CV by e-mail to office@adama.com.ua, fax: 8(044)569-07-88



CHIEF OF A SALES DEPARTMENT

(professional systems of a drainage system)

University degree (engineer-builder), work exp. from 3 years on a similar position (B2B), fluent English, male, 30-40 years old, driving license, foreign passport. Construction and management of a sales department. Work with key customers and dealers. Control over performance of the budget. Leadership, training of sales managers.

COMMERCIAL DIRECTOR

(International global supply chain company)

University Degree, work experience on the same position in International Company, practical experience in sales in sphere of services, fluent English; male under 45 years old.

FINANCIAL DIRECTOR (Industrial-trading company)

University degree, work exp. from 3 years on the same position in the industrial company, experience of financing of large projects, knowledge of tax planning, under 45 years old.

BRAND MANAGER (International company FMCG)

University degree (marketing), 2 years of work exp. on the Brand manager position in FMCG, fluent Eng., excellent communicative skills.

PERSONAL ASSISTANT

(Company with the Swedish investments)

University degree, work experience on the same position, excellent knowledge of English languages. PC skills: advanced user of MS office programs (Word, Excel, Power Point), woman, under 30 years old.

Please send your CV to the e-mail: office@b-resources.com.ua



PATH is an international, nonprofit organization that creates sustainable, culturally relevant solutions, enabling communities worldwide to break longstanding cycles of poor health. PATH's mission is to improve the health of people around the world by advancing technologies, strengthening systems, and encouraging healthy behaviors.

PATH's country program in Ukraine focuses on activities related to Tuberculosis (TB) control, HIV prevention, women's health, and immunization and is interested in hiring the following staff:

Position #3125:

PROGRAM ASSISTANT, UKRAINE COUNTRY PROGRAM, to support SUNRISE and Tuberculosis/HIV programs.

Position #3123:

TB PROGRAM ASSISTANT, UKRAINE COUNTRY PROGRAM, to support Tuberculosis program.

To be considered for these positions, please log to: www.path.org, **Employment Section\Career Site** and submit on-line application to desired position. PATH is dedicated to diversity in staff and is an equal opportunity employer.

British International School, Kiev working in Ukraine under the umbrella of ABE Group, UK is looking to recruit a motivated, creative and hands-on marketing/sales manager.

Candidates applying for this position should meet the following selection criteria:

1. University degree in relevant discipline plus/or CIM Diploma or Postgraduate Diploma
2. Fluent written and spoken English (equivalent of Cambridge Advanced/ Proficiency or IELTS 7.5)
3. Proven track record of successful marketing campaigns, increased sales ideally in the sphere of educational services.
4. Excellent communicator at all levels including senior management
5. Client portfolio is always a plus

Package includes: competitive salary plus performance related bonus, extensive holiday period, private health insurance

Please send your CV to Mrs Elena Edwards, Director ABE Group at e.edwards@abegroup.com

Ukrainian Agrarian Investments LLC, a major independent Ukrainian agriculture company invites

Head of Treasure Department

Position Description:

- Work with credit lines and mortgages
- Securities issuing, including bonds
- Development of long-term financing planning
- Processes of liquidity adjusting

Main Requirements:

- University Degree
- Work experience
- PC User
- Fluent English

Please send CV: tsayutina@ukraginvest.com.ua tel. 8044 594 94 40 (50). Tetyana.

KEEN ON PEOPLE

Keen On People
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Atractive working conditions and outstanding professional opportunities offered by our clients

<p>Financial controller International Production Company</p> <ul style="list-style-type: none"> • University degree in economics • Good experience with cost accounting of production company • Knowledge of Budgeting principals 	<p>Chief Accountant International Trading Company (BtoB)</p> <ul style="list-style-type: none"> • 1-2 years of experience within international company at a similar position • Knowledge of local and international accounting (GAAP) • Experience with accounting software (knowledge of Scala is an advantage)
<p>Financial Analyst/Controller International Retail Company</p> <ul style="list-style-type: none"> • University degree in Economics/Finance/Mathematics • Very good PC skills (MS office, SAP, SQL tools, data warehouses) • 2 years of working experience; experience in retail business will be a plus 	<p>Supply Chain controller International Retail Company</p> <ul style="list-style-type: none"> • University degree in Economics/Finance/Mathematics • Proven capabilities in using of sophisticated analysis tools such as Dataware-houses, SQL tools and capabilities to develop reporting systems with these tools. • Working experience in logistics/purchasing/sourcing is an advantage

Fluent English is must for all vacancies!

POSITION ANNOUNCEMENT
Chemonics International Inc. seeks a highly-qualified Ukrainian professional for the following position on the USAID Rule of Law Project:

Legal and Training Specialist

Duties and Responsibilities:

- Lead the judicial training component of the Project.
- Organize training for judges in various subject areas including opinion writing, administrative law and justice, ethics for judges and court staff, applying the case law of the European Court of Human Rights and other topics.
- Organize training for court administrators on topics such as case management and human resources management.
- Prepare learning objectives, outlines, agendas, checklists, training materials, and evaluation forms and surveys.
- Support the preparation of resource materials, such as deskbooks/benchbooks, guidelines, and policy papers for judges and court staff.
- Provide technical support to the Project related to planning, delivering, and evaluating effective training programs.

Job Qualifications:

- Degree in law or social sciences from a university in Ukraine required.
- Five years of experience designing, delivering and evaluating effective training programs required.
- Strong knowledge of Ukrainian legal and judicial system required.
- Good English speaking and writing skills required.
- Previous USAID or other international donor experience preferred.

Please submit resume and cover letter to office@ukrainerol.org.ua by **November 8, 2007**, with the position in the subject line. No telephone inquiries, please. Finalists will be contacted.

Група компаний
АТОЛЛ ХОЛДИНГ объявляет
конкурс на вакансию

ВЕДУЩИЙ ЮРИСКОНСУЛЬТ

Основные обязанности:

- составление методических рекомендаций по применению налогового законодательства и усовершенствованию хозяйственной политики холдинга;
- ведение сложных судебных дел компаний холдинга;
- составление и визирование сложных, нестандартных договоров.

Основные требования:

- Высшее образование по специальности "Правоведение";
- практика ведения судебных дел по налоговым спорам не менее 1 года;
- стаж работы по правовому сопровождению хозяйственной деятельности крупных предприятий с применением налогового законодательства не менее 5-ти лет.

Контакты:
resume@atollholding.com.ua
Факс: 496-84-69, тел. 496-84-87.
Варвара Терновая

APowerCap Technologies

APowerCap Technologies, the US company with the R&D centre in Ukraine, possesses breakthrough ultracapacitor technology, develops UC-based solutions and global manufacturing capacity.

The Company is looking for new team players: highly qualified professionals with sound technical background and 5+ years experience, preferably within international companies.

Chief Designer

Requirements:

- Experience in electrical engineering and chemical power sources
- Advanced IT user, advanced English

Production Manager

Requirements:

- Experience in electrical engineering and chemical power sources
- Advanced IT user, advanced English

CEO/COO/CFO

Requirements:

- Higher education (business/technical/military/financial)
- Extensive experience in project management within international entities
- Experience in investment management
- Advanced IT user, advanced English

Send your CV to hr@apowercap.com with the position title in the subject.
Detailed information at www.apowercap.com, www.techinvest.com.ua

POSITION ANNOUNCEMENT
Chemonics International Inc. seeks a highly-qualified Ukrainian professional for the following position on the USAID-funded Local Economic Development Project:

Accountant

Principle Duties and Responsibilities:

- Record, classify, and summarize financial transactions in accordance with International Accounting Standards
- Prepare English language journal entries and reconcile general ledger accounts
- Administer and reconcile all payables and receivables
- Process monthly payroll
- Maintain a daily balance of all bank activity
- Prepare monthly financial reports
- Maintain comprehensive audit-proof accounting files
- Apply a working knowledge of applicable Ukrainian and U.S. laws and regulations

Job Qualifications:

- Degree in accounting, finance, business, economics or equivalent required
- Minimum three years of accounting experience required
- Knowledge of and experience with International Accounting Standards preferred
- Advanced Excel skills and experience with QuickBooks, 1-C Buhgalteria or other accounting software required
- Good English speaking and writing skills required
- Previous USAID or other international donor experience preferred

Please submit resume and cover letter to led@led.net.ua by **November 9, 2007**, with the position of interest in the subject line. No telephone inquiries, please. Finalists will be contacted.

Moving company, is looking for

Sales Manager

(service of international moving)

Requirements:

- University degree
- 1+ years of successful experience in sales of services
- Well known person in international business environment
- Strong leadership and managerial skills
- Fluency in English and Russian

We offer a challenging opportunity to grow with our rapidly developing company

If you are interested in this proposal, please send your CV include salary requirements within text and with the subject "Sales Manager" by fax **+38 044 576 85 93** or to e-mail: personal@m-and-s.kiev.ua

Registered Nurse

MINI RESUME F,35. Registered nurse with 10 year experience (Bachelor's of nursing from U.S. and Ukrainian nursing diploma). Currently residing in New Jersey, willing to relocate to Kyiv. Looking to work in healthcare and related fields. Fluent English and Russian, basic French. Natasha cell (till November 5) +38(099)1395513. E-mail: door2heaven@hotmail.com

Banking

MINI RESUME Female, 24. Kiev National Economic University. Master degree in Finance. 2+ yrs of experience (accountant, economist, financial manager). Fluent English, Russian, Ukrainian. Strong analytical, organizational, PC skills. Driving license. Looking for a challenging job with a foreign bank. Sales department is preferred. Mob. +38-067-406-93-10, Olesya e-mail: ZakrevskaOlesya@mail.ru

bigmir)net

Internet Enthusiasts!!!

Are you interested in Internet and marketing?

We are currently looking for people to join our Web Architecture team. As part of the team you will take an active part in creating new web sites, working closely with marketing, sales, design and technical departments and start a career in the exciting Internet field.

Successful applicants will:

- be active internet users;
- be interested in how users interact with the world around them;
- have varied personal interests;
- have strong analytical skills.

Part or full time positions available.

Send you resume to: job@kppublications.com
Don't forget to put "<your name> CV WA"
in the subject

"The Institute for budgetary and socio-economic research" (IBSER), with a grant from international donors, is seeking a highly qualified professional for the position of

ACCOUNTANT/CASHIER

Qualifications:

- University Degree in Finances
- Practical experience in the sphere of accounting
- Experience in working for the non-governmental organizations is preferred
- Fluent English is preferred

Job Skills:

- Strong teamwork skills, including interpersonal and communication skills
- Computer proficiency in software package applied for accounting
- Ability to work under pressure
- Meet deadlines under fulfillment of tasks

Qualified candidates should send electronic CV's in English and Ukrainian to okpa@ukr.rti.org by **November 15, 2007** indicating "Accountant/cashier" in the subject field.

A LEADING INTERNATIONAL CHARITY NON-GOVERNMENTAL ORGANIZATION ANNOUNCES OPENING FOR THE FOLLOWING POSITIONS IN THE KYIV CENTRAL OFFICE

CHIEF ACCOUNTANT

REQUIREMENTS:

- Degree in Economics
- Work experience as a chief accountant in international organization not less than 5 years
- Fluent written and spoken Russian, Ukrainian and English
- Knowledge of international standards of business accounting
- Knowledge of 1S for nonprofit organizations

For more detailed information please visit a web-site: <http://www.ecuo.org>

Please send CV and cover letter by November 8th at e-mail: hr@network.org.ua or by fax: (044) 425 6889.

Accountant

MINI RESUME Accountant part-time, 15-year experience, Certified Auditor, ACCA final, SPD & small businesses support.
Call any time: +38 067 613-8837

Lawyer

MINI RESUME M, 29, lawyer. Legal advisory and documents preparation on private and corporate issues. English, Russian, Ukrainian – fluent.
E-mail: jur_doc@ukr.net, Tel.: +38(095)6844337

Head of Legal Department

MINI RESUME Head of Legal Department, Head of Representative Office, Lady, 31, strong academic background. 7+ years experience in property development, investments and reinsurance in international companies. Experienced in successful start-up and development of corporate governance system. Strong managerial skills. Superb legal writing and analytical abilities. Fluent professional English, fair French and Polish. Advanced PC user, travels are welcome, driving license. Natalie, e-mail: yavorskie@voliacable.com Direct number: +38 050 6899678

Top Management

MINI RESUME Strong Top Management capability and experience. Good network of contacts in Ukraine & CIS. Well structured business conduct; internationally oriented. 3 high educations, fluency in 4 languages. Foreign Company Top Management position is preferred. Mob. +38-050-332-6726, E-mail: f-29@list.ru

Marketing

MINI RESUME F,22. Degree in Linguistics & Marketing. 2+ years experience in NGO. Client management, preparation of newspaper articles. Time management. Communication skills in 4 languages (English, German, Russian, Ukrainian). Willing to travel. Position in marketing preferred. E-mail: Testyuk_job@ukr.net, tel. 8 067 707 0605

Interpreting/Personal assistance

MINI RESUME English, German, Italian, Russian, Ukrainian interpreting. Language Lessons in Russian, Ukrainian. Sightseeing. Personal assistance. Flexible schedule. Call Tatiana at: 8 (093) 813 44 90.

Consulting

MINI RESUME Australian businessman, fluent in russian/english with 15 years business experience in Ukraine seeks part-time/casual consultancy work. Has experience in the following: consultancy; diplomacy; real estate purchasing and investing; human relations; advertising/marketing; media; marriage consultancy; motivational courses; V.I.P. interpreting; governmental bureaucracy and any other business or personal matters. Has own car and secretary. Contact Val: 8050 331-50-28 / val77era@mail.ru.

Business Development

MINI RESUME Man, 38 y.o. University degree/ Kiev State University/radio-physic engineering Looking for an investor for a highly profitable business (internet related) Investment up to \$10.000.000 Profit-min 70% and more per year Contact: Tel:+38-0672574311 E-mail: vdv@btinternet.com Vadim.

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info@abccenter.kiev.ua
www.abccenter.kiev.ua



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NOVEMBER 1ST, 2007

Got some ideas you'd like to share? Want to promote your next big event?
Contact **Editor Alexandra Matoshko**
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Down in Podil

Molodist names winners



By **ALEXANDRA MATOSHKO**

The Molodist film festival, taking place in Kyiv from Oct. 20 through Oct. 28, has named its winners. Its main award, the Grand Prix, and a money prize of \$10,000 was awarded to the film "The Band's Visit," by Israeli director Eran Korilin, about an Egyptian orchestra that by chance appeared in a derelict Israeli village. The award was presented to the winners by French actor Gerard Depardieu.

The award for Best Feature Film was won by "Wholetrain," from the debutant German director Florian Gaag, who received the \$2,500 in prize money and the award from Russian director Andrey Zvyagintsev. "Wholetrain," which is about a teenage graffiti team, also received the Viewers Award which brought its creator an additional 1,000 euros.

"Arka," by Polish director Grzegorz Jonkajtys, was awarded Best Short, and the prize for the Best Student Film of \$2,500 was awarded to "Heart is Breaking," by Norwegian Anna Sevitsky. "California Dreamin'," by Romanian director Cristian Nemescu, who tragically died in a car crash this year, received a special prize from the jury. Previously, Nemescu's work also received the FIPRESCI prize.

The award ceremony was held in the form of a banquet. Having received their awards, the winners were seated at a table and celebrated their victory in front of the audience.

The jury this year was headed by legendary Iranian director Mohsen Makhmalbaf, while some of the other expected celebrity guests, such as Fanny Ardant and Uma Thurman, didn't show up. In fact, Ardant has already come to Kyiv before. As for Uma Thurman, it was easy to tell from the start that her appearance in Kyiv was highly unlikely, but the organizers insisted Kyivans should hope to receive her, and always hopeful, we bought it again.



"Art-Kyiv 2007" showcases Ukraine's best artists;
Suzi Quatro to rock in Kyiv
Page 25

Explore Podil: Kyiv's old city won't let you get bored
Page 28

Getting "seduced" at Kyiv's best lingerie store
Page 33

A Word with ... adventurous traveler Jonathan Eaves
Page 34

(Konstantin Klimenko)

CLUBS



Calamar Audio

Finn Ville Ruoho plays a mix of disco, funk, trance and jazz as part of his project Calamar Audio. Also known as Salakavala, dj Whiskey Baba, F-Virus, LPC and Anriscarp Warriors, Ruoho tours all over the world, and is coming to Kyiv to play at the 4 All Together party at Cinema club, together with other outstanding electronic names like Amistad, Spirit Medicine Project, Alexxdrum & MZ, Othervoice, Jet and others.

Cinema (1 Entuziastiv, 555-5854). 10 p.m.
Tickets Hr 70, with flyer – Hr 50.

FRIDAY 2



Luciana

Argentinean beauty Luciana Caporaso is known for her energetic and sexual vocals, which, once featured on the single "Life's a Bitch," made her known all over the world. She released the album "And Your Point?" with her band Shooter, created the Portobella project together with Nick Clow and Michael Gray, and worked with such artists as Kylie Minogue, Mark Knight and The Sugarbabes. Her latest hit is "Yeah Yeah," performed together with Bodyrox, so expect to hear it at the upcoming show at Arena.

Arena Night Club (2A Basseyna, 492-0000). Midnight.

SATURDAY 3

GALLERIES



"Romance with the Sky."
Paintings by Roman Reshetov

The romantic and philosophical artist Roman Reshetov gets his inspiration from the sky above and depicts his admiration of it in his works. At his upcoming exhibition the audience will be able to appraise Reshetov's depictions of his favorite object.

Art-Performance (12B Basseyna, 491-7218).
Through Nov. 13

FRIDAY 2



"Colorful Objects." Paintings
by Tiberiy Silvasi

Ukrainian artist Tiberiy Silvasi will open up a new stage in his creative work with the exhibition "Colorful Objects," in which he attempts to resist flatness, and achieve a feeling of space in his paintings. The exhibition will feature paintings on paper – works from the 90s, which have rarely been exhibited, but the real highlights will be the objects completed right before the opening of the exhibition.

Ya Gallery (55/57 Voloska). Through Nov. 13

LIVE MUSIC



Farben Lehre

Polish band Farben Lehre has been playing its melodious and energetic punk-reggae since 1986, and by now they have over 10 releases. The band has performed at several big European festivals, like Flinger Punk-Rock Fest (Germany), and played on the same stage as Exploited, Die Toten Hosen, Paranoid Visions and others. Having appeared at the Ukrainian Slavske-rock-fest last June, Farben Lehre gained some Ukrainian fans and decided it was time to give not one, but two, concerts in Ukraine's capital.

KNEU concert hall (49G Dehtyarivska). 7 p.m.
Tickets Hr 25 to Hr 50
44 (44 Khreshchatyk, 279-4137). 10 p.m. Hr 30

SATURDAY 3



Vopli Vidoplyasova

Ukraine's major rock band Vopli Vidoplyasova will celebrate its 20th anniversary with a series of acoustic concerts in 10 cities of Ukraine. Kyiv's unplugged show of VV will be their debut with a slightly new staff – charismatic Oleksandr Pipa, who preferred playing full-time with his own project Borshch, has been replaced by Oleksiy Melchenko.

International Center of Culture and Arts (1 Instytutska, 279-1582). 7 p.m.

SUNDAY 4

The Global Battle of the Bands 2007

Throughout October young bands all over the country have been competing for participation in the main show, the winner of which will go to London, to represent his country at the world finals of the 2007 Global Battle of the Bands. So now the winners of local contests – Anna, Merva, AtmAsfera, Tango Tempo, Bes Golovy, Hunting Ground, MaybePapa, Buzzmonster, Kontra-banda.com.ua, O.Torvald, SHEcrLES, Infinite Tales, Bad Twins and The Search – will enter their final battle at Bingo club.

Bingo (11 Peremohy, 424-2555). 6 p.m.

MOVIES



Premiere: "Bubble"

Hollywood director Steven Soderbergh, whose name is lately associated with the never-ending series about Ocean and flicks like "Traffic" and "The Good German," decided to go back to his roots – that it is, to his arthouse moviemaker nature, which once prompted him to create "Schizopolis" and "Sex, Lies and Videotape." His work, "Bubble" (made in 2005), tells the story of people working in a doll factory and a murder in a decaying Midwestern town.

Kyiv (19 Chervonoarmyska, 234-7381).
See Movies for more information.

THURSDAY 1

THEATER



"Frantic Tenderness of
Medea"

Theater art workshop Suzirya (Constellation) presents its modern interpretation of the play by Euripides, "Medea." The play will be staged in Ukrainian translation by Boris Ten, and the role of Medea is performed by actress Larysa Paris, who is also responsible for the decor and soundtrack of the production. Speaking of the latter, her performance will feature fragments of works by Strauss, Scheffer and Blues de France.

Suzirya theater art workshop (14B Yaroslaviv Val, 272-4188). 7 p.m. The play will also be shown Nov. 11 and 23.

SATURDAY 3

SATURDAY 3 – SUNDAY 4



"Kurbas. Reconstruction"

The upcoming performance "Kurbas. Reproduction" is dedicated to the 70th anniversary of the execution of the Ukrainian theater director Les Kurbas, who was shot on Nov. 3 in Kareliya, along with many other political prisoners. The performance, staged by TanzLaboratorium dance studio, will be comprised of original dance numbers accompanied by the sounds of old records, including phonograph recordings of 1930s and 40s dance music and fragments of works by experimental composer Thomas Brinkmann.

Les Kurbas Theater Art Center (23B Volodymyrska, 279-4783). 8 p.m.

SPORTS



Football: Dynamo vs. Metallist

At the 15th tour of the Ukrainian Champions League, Kyiv Dynamo will try the strength and ambitions of Kharkiv Metallist. The latter managed to perform well at the UEFA Cup in a fight against British Everton and has a good chance to receive medals at the national championship, which means the duel between Dynamo and Metallist is going to be intense.

Valeriy Lobanovskiy Dynamo Stadium (Yevropeyska Ploshcha). 6 p.m. Hr 5 to Hr 25.

SATURDAY 3

SPECIAL EVENT



Amor Latino fest

Fans of Latin American dances shouldn't miss the upcoming festival Amor Latino, to be held for the fifth time by Cubano Boom club-studio. The guests of the show will be able to see various dancing styles and trends popular in Kyiv. Expect energetic Latin American music from DJ Igoroq.

Euro Dance Hall (2 Perova, Darnitsa metro, Park Peremohy). 6 p.m.

SATURDAY 3

Корреспондент

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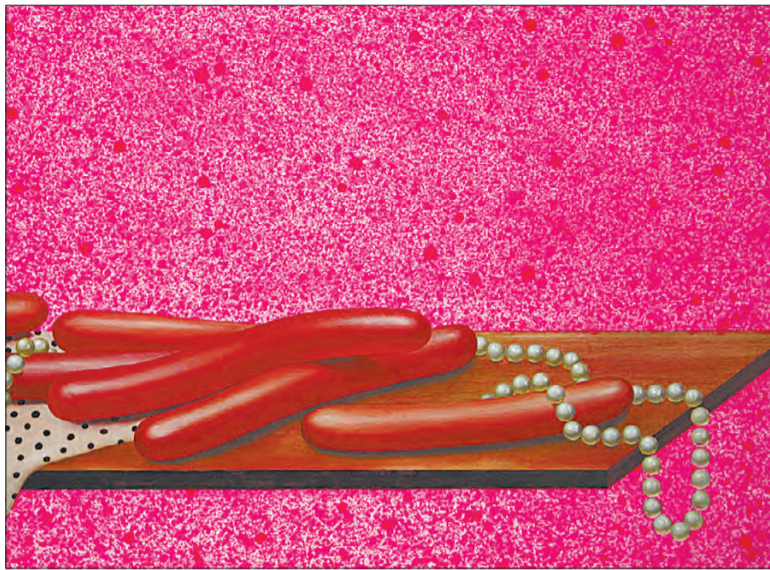
"Art-Kyiv 2007" exhibits 500 artists

By MARIA LEONTIEVA

For 10 days Ukrainskiy Dim will turn into enormous art gallery, as the second international art exhibition "Art-Kyiv 2007" will be held there. This unique project will involve all the prominent names that symbolize Ukrainian art in the 20th and 21st centuries, in all its variety of styles, trends and schools. This year's exposition of "Art-Kyiv" will occupy five floors of the Ukrainian House and present 3000 paintings by 500 artists. By its scale, "Art-Kyiv" can be compared to such respectable forums, as Art-Miami, Art-Berlin, Art-Shanghai and Art-Madrid.

The basic idea of such a huge exhibition is to promote and create the appropriate conditions for the growth of the Ukrainian art market and bring Ukrainian artists who have gained popularity abroad back to their native land.

The ground floor of the Ukrainian House will be dedicated to private collections and above it – exhibits from 52 galleries, including the Ukrainian Institute of America. As for Ukrainian galleries, they will be represented in full spectrum, from the experienced veteran Triptych to a perspective beginner like Tatyana Mironova Gallery. Tatyana Mironova Gallery will showcase works of Roman Zhuk, a Ukrainian artist who



"Pink Nature Mort" by Roman Zhuk is sure to be one of the highlights of "Art-Kyiv 2007" exhibition. (Courtesy image)

has been living in the Netherlands for a long time and whose work is recognized all over Europe. Most of his works are now included in the collections of the best European museums, but his work has never, until now, been exhibited in Ukraine. Two more Ukrainian artists being showcased by the Tatyana Mironova Gallery are Sergey Guy, who will represent Ukraine at this year's Florentine Biennale, and Valeriya

Fedycheva, who was included in the top 10 of the best sculptors of Ukraine. The grand opening of Art-Kyiv 2007 will be accompanied with the publication of a 400-page catalogue and the presentation of the first issue of Art-Ukraine magazine.

UKRAYINSKIY DIM
2 Khreshchatyk, 229-5986
From Nov. 1 through Nov. 10

FAST FRIEND

Michael Szubelak, director of a local charity



(Courtesy photo)

Place you call home? Wherever my feet are.
Time in Ukraine? Over a year, on and off.
What do you do for a living? Run an international charitable fund based in Kyiv.
What brought you to Ukraine? A desire to live the dream, as an expat friend so aptly puts it, and a great employment opportunity.
Your first impression of Ukraine? I was pleasantly surprised.
Your funniest moment in Ukraine? Discussing the potential influence of the llama vote in Ukrainian politics.
Your favorite places (ways) to spend free time in Kyiv? Walking the streets of Kyiv until I get lost. Art Club 44. Salsa Kings. Chess and random photo exhibits in Shevchenko Park.
What's your idea of a perfect weekend? Road trip, concert, culture, drinks, anything as long as it begins with homemade coffee with friends.
What's the key to success in life? Still working on it...but probably

something cliché like being true to yourself, pursuing your ambitions with dedication and to care for those worth caring for.
Your biggest pet peeve? When people don't lift their feet when they walk.
How would your friends describe you? Loyal and optimistic, with a fierce love for music and guitar.
What was your childhood dream? To be a photojournalist for National Geographic. That or Frank Sinatra.
Favorite author? Kundera or Findley
What's your favorite music? A combination of The Wood Brothers, Iron & Wine, Beirut, B.B. King, Ryan Adams and some good ol' Springsteen.
What is the best place you've traveled to? In Canada, the Rocky Mountains. In Ukraine, the Carpathian mountains and Bachchysyrai in Krym. Elsewhere, Riga, Latvia; Cesky Krumlov, Czech Republic; Eger, Hungary.

Rock diva Suzi Quatro to play Kyiv

By MARIA LEONTIEVA

American-born singer, songwriter, and bassist Suzi Quatro is one of the few female rock musicians to play in Kyiv. She grew up in the States, experiencing the rock'n'roll revolution as it happened. A talented singer and bass guitarist, trained in classical piano and percussion, she joined the band The Pleasure Seekers whilst still in her teens and never looked back. Diminutive and blond, she sang and played a bass guitar nearly as tall as she was. After the band split, Suzi found herself in the UK, where she became a successful solo singer, bassist and songwriter with a string of hits throughout the 70s and 80s

including "Can the Can" and "Devil Gate Drive." During the 1970s she was a massive success in Britain and Europe, enjoying a string of glam-rock hits that sold 45 million copies in all; three decades later she still had a cult following. Suzi Quatro also extended her career to television when in 1979 she guest starred as Leather Tuscadero for three years in the hit US television series "Happy Days." In 1990, Suzi played the lead in the musical "Annie Get Your Gun" and wrote and starred in a musical about Talullah Bankhead. February 2006 saw the release of a new Suzi Quatro album entitled "Back to the Drive" which was produced by Sweet guitarist Andy Scott. "Suzie Q"

currently lives both in Essex, England and in Germany and hosts a weekly rock'n'roll program on BBC Radio 2. She also continues to tour the world as a musician, and this time will make a stop in Kyiv. So even if you don't know much about Suzi Quatro, you surely heard her hit, "Stumblin' In," which was mega popular in ex-Soviet country's and recorded together with Chris Norman of Smokie in 1979. So if you feel like some retro style rock with a hint of nostalgia, get your ticket for Suzi Quatro.

Palats Ukrayina
103 Chervonoarmiyska, 247-2444
Nov. 8, 7 p.m. Tickets Hr 80 to Hr 600

MOVIES

PREMIERES

BEE MOVIE
Animation / Comedy / Family, USA (2007)
Directed by Steve Hickner and Simon J. Smith
Language: Ukrainian
Barry B. Benson is a common hardworking bee, who toils everyday at his job of producing honey. Yet one day he becomes disillusioned quits his work and leaves his native hive. Saved by a florist Vanessa in New York, Barry finds out that people eat honey, produced by the bees and decides to sue humanity.

THE KINGDOM
Action / Drama / Thriller, USA (2007)
Directed by Peter Berg
Starring Jamie Foxx, Chris Cooper and Jennifer Garner
Language: Ukrainian
The debut movie by Peter Berg, who worked mainly as an actor, elaborates on the painful theme of terrorism. The plot evolves around a group of FBI special agents who leave for Saudi Arabia to investigate a massacre committed by terrorists. However, the agents themselves become the target of the terrorists.

1612
Action/History, Russia (2007)
Directed by Vladimir Khotinenko
Starring Mikhail Porechenkov, Marat Basharov and Artur Smolianinov
Language: Russian
While working on "1612," Russian director Vladimir Khotinenko created a combination of action and historical movie which turned out oversaturated with bloody battle scenes and mystic hints. The story deals with the most troublesome period in the history of Russia – the period of disorder in the political life of the country. Against the background of massive war campaigns, we follow the love story of a young slave and a princess.

BALLS OF FURY
Action / Crime / Sport, USA (2007)
Directed by Robert Ben Garant

Starring Dan Fogler, Christopher Walken and George Lopez
Language: Russian
The creators of the movie exploited the theme of professional ping-pong, suggesting that gangsters and underground championships are its essential elements. Ex-professional ping-pong-player Randy has to take part in one such championship and while playing the deadly game for the FBI against a killer – Feng (Christopher Walken), he pursues two aims – a return to the professional sport and revenge of his father's death.

ONGOING

HALLOWEEN 2007
Horror, USA (2007)
Directed by Rob Zombie
Starring Malcolm McDowell, Brad Dourif and Tyler Mane
Language: Russian
Finally in 2007 Zombie, who was a fan of the original "Halloween" (1978) by John Carpenter, jumped at the chance to make his own version of the classic, which became seventh film in the saga. Michael Myers has become one of the most iconic horror film villains, and is known for his silent gestures, slow-pace movement, emotionless mask and the large kitchen knife he usually uses as his weapon of choice.

THE SEEKER: THE DARK IS RISING
Adventure/ Fantasy/ Thriller, USA (2007)
Directed by David L. Cunningham
Starring Alexander Ludwig, Christopher Eccleston and Ian McShane
Language: Russian
A small boy named Will gets to know that he is the last one left from a clan of warriors fighting with evil forces. Powers of the Dark are rising and Will has to deal with them. To acquire the needed power he starts on a series of trips back and forth in time.

BECOMING JANE
Biography / Drama / Romance, UK (2007)
Directed by Julian Jarrold
Starring Anne Hathaway, James McAvoy and Maggie Smith
Language: Russian

The movie depicts the early years of the classical novelist Jane Austen (Anne Hathaway), before she attained her popularity. The writer is shown at the time of her unfortunate romance with an Irishman, Thomas Letroy (James McAvoy), who turned her world upside down and became an inspiration for Mr. Darcy from her novel "Pride and Prejudice."

SHOOT 'EM UP
Action / Adventure/ Crime, USA (2007)
Directed by Michael Davis
Starring Clive Owen, Paul Giamatti and Monica Bellucci
Language: Russian
The plot revolves around a pregnant woman, who is chased by the group of killers. A stranger helps the woman give birth to the child and dies. The stranger, Mr. Smith, finds a prostitute to feed the baby and without knowing the truth about the situation, Mr. Smith and his companions become targets of criminals.

SEX AND DEATH 101
Comedy / Drama, USA (2007)
Directed by Daniel Waters
Starring Simon Baker, Winona Ryder and Dash Mihok
Language: Russian
The movie is the second film by Daniel Waters and deals with a mysterious e-mail message that the main character receives one day. The email appears to be a list of all the women he has had sex with and those he will ever going to have sex with. The list also names a femme fatale, suspected of a series of sex crimes.

BOY S TENYU 2 ("FIGHT WITH A SHADOW")
Action, Russia (2007)
Directed by Anton Megerdichev
Starring Andrey Panin, Pavel Derevyanka and Elena Panova
Language: Russian
The sequel of hit Russian movies continues the story of a young boxer Artem Kolchin, who is going to make the final fight for the championship in the US. But before this last fight he has to fight a Mexican boxer, who unexpectedly dies in the hospital afterwards. But the troubles only begin for Artem when he learns that the deceased boxer is the son of a dangerous drug baron.

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6 Chervonykh Kozakiv (Petrivka metro), 531-3977, 536-0484, www.kino-butterfly.com.ua	1612 – Daily at 12.10 p.m., 4.50 p.m., 6.40 p.m., 9.30 p.m.
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The Kingdom – Daily at 12.35 p.m., 2.40 p.m., 4.45 p.m., 6.50 p.m., 8.55 p.m., 10.55 p.m.	Bee Movie – From Nov. 1
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1612 – Daily at 10.15 a.m., 1 p.m., 3.45 p.m., 6.30 p.m., 9.15 p.m.	Bee Movie – From Nov. 1
Becoming Jane – Daily at 11.20 a.m., 3.15 p.m., 9.25 p.m.	1612 – From Nov. 1
Fay Grim – Daily at 7.15 p.m.	The Kingdom – From Nov. 1
Sex and 101 Death – Daily at 4 p.m., 9 p.m.	Shoot 'Em Up – Ongoing
Bubble – Daily at 6 p.m., 7.30 p.m.	Sex and 101 Death – Ongoing
	Halloween 2007 – Ongoing
	Boi s Tenyu – Ongoing
	The Seeker – Ongoing
	Becoming Jane – Ongoing



Olena Franchuk (1) looked pensive at the meeting held at Premier Palace Hotel Oct. 25 to discuss the problems of HIV/AIDS in Ukraine, organized by her fund ANTISPID together with the Global business-coalition on HIV/AIDS. Among the guests at the event were Jorge Zukoski (2, right), American Ambassador William B. Taylor (3, right) and others (4). All the guests (5, 6) had a good time at the GMC Ukraine national cocktail party held at Alta-Expo on Oct. 19, while Hurt YoHurt (7) provided the music. Ukrainian band Skay (8, right) took part in the press-conference dedicated to the sixth anniversary of iPod in Ukraine, while the representatives of Apple company presented its new products (9). (Natalia Kravchuk and Oleksiy Boyko)



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**Журнал «ВОНА» –
справжня ти!**



Restaurateur Eric Aigner (1) presented his book "Meine Quest" at the opening of his new establishment Tvoyu Mat on Oct. 27. Some of the guests looked utterly surprised (2), while others enjoyed their beer (3). Robert Ransom, marketing and sales director of Glenfarclas company (4) arrived in Kyiv to hold a tasting of Glenfarclas Scottish whiskey for the willing (5) at Lavinia wine boutique on Oct. 24. French writer Leonel Duroy (6) presented his new book "Le Cahier de Turin" and answered the questions of the guests at the French Cultural Center on Oct. 25, while Aisha Kheroubi (7) made sure everyone listened carefully. (Konstantin Klimenko and Oleksiy Boyko)

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Down in Podil: Follow the tips and explore Kyiv's old city

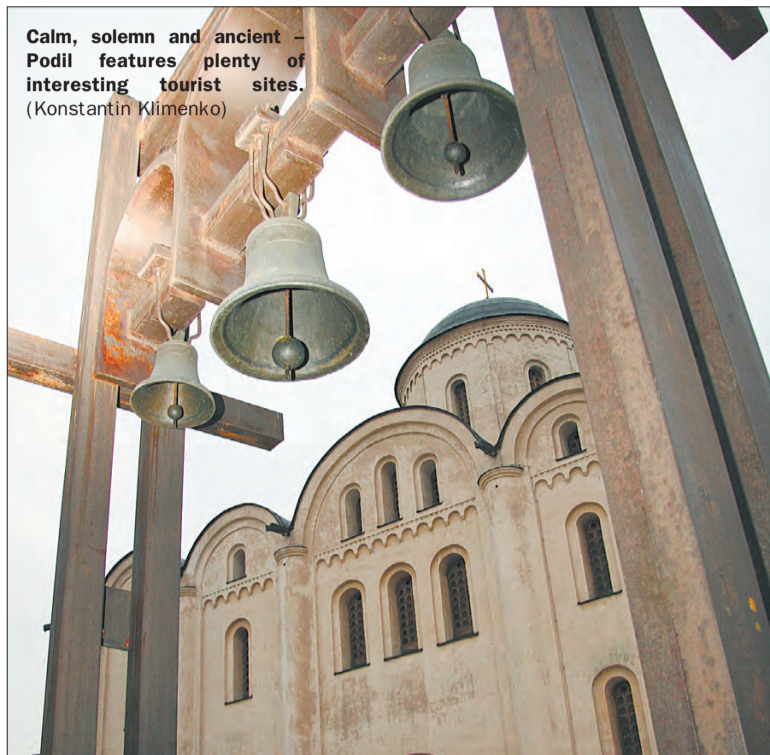
By **OLGA KOVALENKO**

Almost everyone who has visited Kyiv at least once claims the oldest part of the city, Podil, to be the most beautiful and cozy area. This is not surprising – through the ages Podil has managed to preserve its original atmosphere, always being isolated from the rest of the city with green hills and the Dnipro River. However, now it's much more pleasant and easy to reach Podil than it was some 400 years ago. The territory around ancient Podil was covered with impassable ravines and dark thickets; only in the beginning of the 19th century were normal roads paved to connect Podil with Pechersk and the modern city center. The calm atmosphere of Podil still inspires numerous artists, musicians and authors that have been settling there since times long past. You too can easily revel in this source of inspiration as well – just wander through the area, admiring the architecture of 18th century houses, discovering small churches hidden in the web of streets, sitting on the benches of quiet parks, walking along the Dnipro River, and enjoying the view of distant islands clad in bright autumn leaves.

Going down Andriyivskiy Uzviz

The optimal route of your walk around Podil should start from **Andriyivskiy Uzviz**, its oldest street, which connects the old region with the city center. It is the busiest tourist area in Kyiv because of the souvenir and art market that spreads all along the street – you can find anything there, from Russian matryoshkas and samovars, to Ukrainian vyshyvankas (embroidered linen gowns). However, the market is not the only attraction of

Calm, solemn and ancient – Podil features plenty of interesting tourist sites. (Konstantin Klimenko)



the street. Descending Andriyivskiy, you will see the small Andriyivska church, built according to the project of the famous architect Rastrelli, who also worked on the construction of the Hermitage in St. Petersburg, Russia. The church is now used as a museum and a concert hall, where you can attend classical music performances.

Andriyivskiy is also directly connected to the author of the mystic novel "Master and Margarita," Mikhail Bulgakov. House No. 13 on Andriyivskiy Uzviz hosted the Bulgakov family and is now the **Mikhail Bulgakov Museum**.

The place doesn't look like an average museum, since you can get to know more than just the boring explanations of the guide and the writer's personal belongings. Walking around the rooms you will find yourselves in the middle of the author's fantasy world: you can go through a wardrobe and see a secret room through a hanging mirror. In addition to a gripping excursion, it is possible to have a cup of tea on a stylized veranda and feel yourself a citizen of early 20th century Kyiv.

One more place that oozes the

ZA DVOMA ZAYTSYAMY
(34 Andriyivskiy Uzviz, 279-7972)

MIKHAIL BULGAKOV HOUSE-MUSEUM
(13 Andriyivskiy Uzviz, 425-3188)

ONE STREET MUSEUM
(2B Andriyivskiy Uzviz, 425-0398)

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(34B Andriyivskiy Uzviz, 278-5421)

TRIPTYCH
(34 Andriyivskiy Uzviz, 279-8385)

KOLESO
(8 Andriyivskiy Uzviz, 425-0422)

authentic atmosphere of old Kyiv is **Muzey Odniyei Vulytsi (One Street Museum)**, where items from the everyday lives of average citizens living on Andriyivskiy Uzviz in the 19th and 20th centuries are exhibited. If you are a frequenter of art galleries and fond of contemporary art, you can also visit one of the nearby galleries – **White Gallery** or **Triptych**. Besides, at the entrance to Triptych gallery you can find a small monument dedicated to the writer Mikhail Gogol – his nose accomplished in bronze protrudes out of the wall. This curious artifact refers not only to Gogol's own prominent nose, but also to his famous short story of the same name. There is belief that this funny monument has a healing power – if you touch the nose, you can cure your sneezing.

If you've seen the monument of Princess Olga on Mykhaylivska Ploshcha, you have a chance to see the original monument of 1911 dedicated to her as well. When the new monument was being set up on the square in the 90s, the old one was found underground,

renovated and is now located near Kavaleridze house-museum at 21 Andriyivskiy Uzviz.

In case you get hungry, there are a number of eateries at Andriyivskiy, like **Za Dvoma Zaytsyamy** where you can give rest to your feet, surrounded by national Ukrainian decor, and order some traditional Ukrainian or European food. Because the eateries at Uzviz are largely targeted at tourists, the prices will be high, yet the quality is appropriate.

The street has something to offer for an entertaining evening as well – you can drop into **Koleso**, a small theater that stages classic and contemporary plays.

A walk round Kontraktova Ploshcha

Finally getting to **Kontraktova Ploshcha**, which is situated right at the end of Andriyivskiy Uzviz, you will find yourself in the place most beloved by Kyivans. Every street here can boast at least one house built in traditional design, like **Pushkin's house** at 16 Kostyantynivska, for example – high up at the front of the building you can see the bust of the famous Russian poet. In the area of Kontraktova Ploshcha you will immediately recognize the most popular hangout places and meeting points of locals: the **Hryhoriy Skovoroda monument**, **Samson fountain** and the old **Gostynniy Dvir**. There are always lots of youngsters, students from the nearby **Kyiv Mohyla University**, sitting at the bottom of the monument or on the stairs of Dvir, chatting, singing songs, reading books, and contributing to the special atmosphere of Kontraktova Ploshcha.

see **TIME OUT**, page 30

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TIME OUT, cont'd from page 28

Just like Andriyivskiy Uzviz, the Kontraktova Ploscha area has a lot to offer those interested in art. I would recommend you visit the nearby **Ya Gallery**, opened by famous musician Pavlo Gudimov. An enchanting collection of dolls is exhibited at **Parsuna**, while **Tseh** always stuns me with a variety of paintings by modern artists. If you are interested in handmade accessories or items of decor, you will surely like the small art boutique **Veshchichka**, which offers a large assortment of drawing, painting equipment.

One of the highlights of the square is Samson fountain, though you may not recognize it for what it is at first glance. According to a romantic legend, once a spring was located in its place, which was considered to be a guarding sign of the city and a token of its prosperity. Roaming around the quiet Podil streets, you may chance upon the church situated in the middle of a small square. Though the church, named **Uspynnya Bogorodytsi Pyrogoshchoyi** (Assumption of the Virgin), is hard to notice at first, it's one of those places in Kyiv filled with serenity and sanctity. Find this small church and you'll surely feel a strange calmness and warmth around it, as if isolating the place from the bustling city.

The center of cultural life in the pre-war period was **Zhovten** cinema, which now remains among those few cinemas in Kyiv that screen not only popular blockbusters, but noncommercial, art-house movies as well. On the square in

PARSUNA
(43 Khoryva, 1st entrance,
425-2415)

YA GALLERY
(55/57 Voloska, 537-3351)

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(23 Nyzhniy Val, 2nd floor)

ZHOVTEN
(26 Kostyantynivska, 205-5951)

TIK-TAK
(10 Kostyantynivska)

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(9 Frolivska)

EL ASADOR
(29 Nyzhniy Val, 425-4402)

MIMIMO
(10A Spasska, 417-3545)

TEQUILA HOUSE
(8A Spasska, 417-03-58)

CAPTAIN NEMO
(15/8 Khoryva, 467-6135)

DOUBLE BASS
(34 Kostyantynivska, 467-6018)

XLIB CLUB
(12 Frunze)

front of the cinema not long ago there was a monument dedicated to the prominent Russian movie director Serhiy Bondarchuk, who made the best screen version of the novel War and Peace, by Lev Tolstoy.

Musicians and lovers of extreme sports can easily make a short shopping

Kyiv's river station and Dnipro quay offer plenty of possibilities for amusement.
(Vitaliy Pavlenko)



ride at are **Tik-Tak** music shop and **Rider**, which offers a large assortment of extreme sports equipment and clothing.

Preparing for an exciting movie showing, or just relaxing after a tiring walk, it is nice to visit one of the area's coffee-houses or small cozy restaurants. Lovers of spicy food can treat themselves with dishes of Argentinean, Georgian or Mexican cuisine at **El Asador**, **Mimimo** and **Tequila House**.

If you want to sit somewhere with a glass of beer and listen to live music, you can drop by **Captain Nemo** or **Double Bass** bars, and in the late hours of the night, proceed to **Xlib club**.

Sahaydachnoho, Poshtova and the Dnipro quay

Sahaydachnoho St. connects two of Podil's main squares – Kontraktova and

Poshtova – leading to the entertainment center of the old city – the Dnipro quay. The street has changed its name six times, changed its length and style, yet preserved its character as a trade center through centuries. It always amazes me how this small area manages to encompass numerous hotels, cafes, restaurants, and shops. In addition to clothes, shoes, and antiques you'll find **Massandra** shop, which sells wines from the famous Crimean winery of the same name and offers wine tasting as well.

Sahaydachnoho is also the location of a true paradise for sweet tooths – cafe **Repriza**. Gourmets will be glad find a range of eateries serving dishes from every part of the world: Moroccan at **Marrakesh**, Italian at **Walter's**, American at **Arizona BBQ**, Eastern at **Mandarin**, Russian at **Koleso**, and traditional

Ukrainian at **Khutorok**. If you decide to have fun at a night club, direct your steps to the nearby **Disco Radio Hall**.

Having an unburied stroll along the Dnipro River, it's always exciting to climb the bridge and have a walk across the river to one of Kyiv's islands. If you decide to return to the central part of the city, you can use the funicular, which will take you from Poshtova Ploscha back to Mykhailivska.

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MARRAKESH
(24 Sahaydachnoho, 494-0494)

WALTER'S
(41 Sahaydachnoho, 425-0213)

ARIZONA BBQ
(25 Naberezhno-Khreshchatytska,
425-2438)

MANDARIN
(Naberezhno-Khreshchatytska,
berth No. 6, 599-0877)

KOLESO
(Naberezhno-Khreshchatytska, berth
No. 24, 462-5596)

KHUTOROK
(1 Naberezhno-Khreshchatytska,
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Art-Talkers Toastmasters International Club invites those interested in improving public speaking, communicating skills and creative abilities to join its meetings on Saturdays at 11 a.m. at the British Council (Library room), 4/12 Hryhoriva Skovorody (metro "Kontraktova ploscha"). Call +38 067 934 2899 or e-mail at info@arttalkers.net. http://arttalkers.wordpress.com

European Business Association Toastmasters Club gathers enthusiastic people determined to improve their communication and leadership skills in a friendly learning environment. The membership is open for employees of companies-members of EBA. We meet Mondays at 7 p.m. (1A Andriyivskiy Uzviz, EBA premises). For details see www.eba.com.ua/activities/toastmasters or contact Nadiya Bilyk at N_Bilyk@ukr.net

Dnipro Hills Toastmasters Club would like to invite success-oriented people to learn and develop public speaking, presentation and leadership skills. Meetings on Sundays from 10 to 11 a.m. at the International Institute of Business at Delyarivskaya, 51. For detailed information, please contact Andriy Yaroshenko at andriy.yaroshenko@gmail.com or call +380 (95) 846 9999.

Kyiv Toastcrackers Club, a part of Toastmasters International, is a worldwide organization that helps men and women learn the arts of speaking, listening and thinking through effective oral communication. We invite new people to benefit from the meetings on Wednesdays, at 7 p.m. at the House of Scientists, 45a Volodymyrska St. For more information see www.toastcrackers.kiev.ua or email Olga Poporolova at toastcrackers@mail.ru

Those interested in improving their public speaking, communication skills and creative abilities are invited to the ArtTalkers Toastmasters Club on Saturdays, at 12 a.m. at the British Council, 4/12 Hryhoriva Skovorody (Kontraktova ploscha). Call +38 067 934 2899 or e-mail at info@arttalkers.net. http://arttalkers.wordpress.com

The American Chamber of Commerce Toastmasters Club invites English-speaking professionals to advance their communication and presentation skills in a supportive environment. The membership is open for employees of companies-members of American Chamber of Commerce. We meet every Wednesday at 7:30 p.m. at 10 Voloska Street (Kontraktova Ploscha metro). For further detailed information, please contact VP PR Julia Zhyvtytsya at jzhyvtytsya@eskiev.com

Leadership Conference entitled "Building Successful Leaders for an Emerging Ukraine" Leadership Principles That Work in Government, Business and Non-Profit - in Ukraine or other more funny topics. Personal site - www.ubm.org.ua e-mail: vadyim_n@ukr.net

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INTERNATIONAL CLUBS

10th Annual Meeting of the League of Professional Women! Saturday, October 27, 2007, "Opera" Hotel, 4.00-8.00 p.m., Kyiv. Registration fee (UAH 150 by Oct 19, UAH 200 after). Quiz with prizes -history and LPW activities during 10 years'- presentation, Pear Garden Theater performance. For more information see www.lpw.international.org.ua contact: lpw_network@ua.telcell 8-068-198-4377

The Rotaract Club Kyiv-Center meets on Thursday at 7:15 p.m. at the Ivana Franko str. 16/2 in the library of Adam Mitkevych. For more information, please, contact Olga Oleksyuk +38 067 332 30 39 or e-mail: olga.volytovych@rotaract.kiev.ua. Web site www.rotaract.kiev.ua

The Rotary Club Kyiv-Center meets on Wednesdays at 6:30 p.m. at the Tremysvylske in the Premier Cafe. For more information, please contact either Mominul Hossain +38 096 959 6610 or e-mail: rc_kyiv_center@yahoo.com, or Koslinsky Peter +38 044 234 2091, +38 044 234 0352, +38 050 310 8374.

Amnesty International English Speaking Group. Meetings are being held every other Tuesday of the month at 7pm. Before informed, get involved and brush up on your English. Meetings are held at the German Lutheran Church, Uly. Luteranska 22. Call/email for more details. 8066 247 4099. amnesty.kyiv@yahoo.com

Democrats Abroad Ukraine is the official organization of the Democratic Party in Ukraine connecting Americans with U.S. politics and the Democratic Party, registering, informing, and motivating voters; supporting U.S. candidates, holding events, and fundraising. To join, email info@democratsabroad.org

The Kyiv Multinational Rotary Club welcomes all Rotarians who are in Kyiv and new potential Rotarians. Our meetings are held in English in the lower level of the Golden Gate Pub on Wednesdays at 7 p.m., with the exception of the last week of the month when they meet on Tuesdays. For more information go to our website at www.kyivmultinational.org

The International Women's Club of Kyiv (IWCK) welcomes women from around the world to join our support network and participate in our extensive social and charitable programs. For more information, look at our website www.iwck.org call or email the IWCK office to Vita Guseva who is IWCK Program Coordinator: 234-3180, office@iwck.org, Address: 39 Pushkinska, #51, entrance 5, door code 38.

The Kyiv Lions Club is an international volunteer organization that raises funds and provides services to help those in need, including vulnerable children, disabled, and elderly. Meetings are held on the 2nd Monday of each month at the Botny Bar of Golden Gate Irish Pub at 1900. For more information, contact Ken Nachbar at 463-7429, or email: kic@venturukraine.com

The Kyiv Rotaract Club meets at 7 p.m. on Wednesdays at the Stoned Baboon, 39 B. Khmelnytskoho. For more information, please contact Oleg Lukashik at 8-050-643-2802, or email victoria.e@mail.ru, or lucas41@mail.ru.

The Ukraine-Scandinavia Institute invites the public to take part in organizing a Scandinavian club in Kyiv. It will be a place for Scandinavians and those interested in Nordic culture, history and languages to exchange business information and contacts. Call 592-9906/07, or email: info@scandinaviandcenter.kiev.ua

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Are you interested in Spain and Madrid? Or in France and Paris? Would you like to see how is the cultural and nightlife in Madrid? French guy from Paris living in Madrid would like to exchange cultural and tourist information about those cities for info about Ukraine Cities. ruben@madridculture.com webpage in English and Spanish: www.madridculture.com

The Scandinavian Choir in Kiev welcomes new male and female Nordic singers! Rehearsals once per week, repertoire mainly Swedish. Requirements: choir experience/basic singing skills. Please contact our choir leader 80672399484 or frida@voliacable.com

The Club-studio "Cubano Boom" invites you to Latin dance classes. Our dance teacher from Cuba will present to you Salsa, Cha-cha-cha, Merengue, Bachata lessons. For more information call 8-067-798-36-92. www.cubanboom.com.ua

Underground forbidden artist Serhiy Kolyada invites you to his web-gallery at www.kolyada.com http://www.kolyada.com. (Social, political commentaries in art)

RELIGION

Word of God Church offers Bible Studies every Sunday & Wednesday at 7 p.m. Sunday school, nursery for children. For more information call: 517-51-93.

Science of Kabbalah teaches methods to find the answer to question about sense of life. Lessons for beginners are held every Thursday at 7 p.m. at City Center, 29 Vladimirska St. www.kabbalahportal.org. Tel: 331-03-61, (065) 865-82-18.

International Baptist Church, English Language, invites you to join us Sundays, Adult and Children's Bible Study, 1 p.m. Worship service 2 p.m. Come to Central Baptist Church, 2/8 Shekavitska, near Kontraktova Square. Check our website: www.ikbcie.org.ua

CHRIST CHURCH, KYIV. We are an Anglican/Episcopal Church serving the English speaking community in Kyiv. Home groups, video library, Sunday school and nursery. We meet at 5pm every Sunday at the German Lutheran Church, 22 Luteranska Street. 5 minutes walk up from Kreschatyk. Contact 234-1447 angkyiv@yahoo.com.ua web: acny.org.ua/8592

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Enjoy a coffee break at O'Cafe and Espressamente

By **ALEXANDRA MATOSHKO**

Italian expansion into Kyiv's restaurant scene continues – Italian cuisine has already become a favorite of restaurant goers, and in order to satisfy the growing demand, new Italian restaurants keep opening every now and then. Now the trend is for real Italian cafes, and though there still aren't that many of them in Kyiv, there are some which are certainly worth visiting.

Though still a relatively new establishment, O'Cafe (opened in August) had a good reputation from the start. Reason being that it was closely related to Pizzeria Napule, which is presently dubbed one of the best Italian restaurants in the city. Their close relations are visible in their close location to each other as well – both are placed in the same building, part of which is occupied by Kiyanka Nova store. Napule is upstairs and O'Cafe is downstairs, so basically you can come down for a coffee and a dessert after you've had your Italian lunch or dinner. But of course, the cafe is worth a visit on its own and there are quite a few reasons for it.

Desserts at O'Cafe are prepared by Adelaide, an Italian confectioner, who is also the author of the main dishes offered at Napule besides pizza.

Accordingly, the sweets at the cafe are cooked according to home recipes: tiramisu with light sponge cake (Hr 39), "baskets" with Chantilly cream and fresh strawberries (Hr 31), profiteroles with three kinds of cream under chocolate sauce (Hr 39), croissants, cold mousses from La Pasticceria Italiana and cookies. There is also Pastiera Napoletana, a traditional Campanian Easter pie with ricotta, candied fruit and sprouted grain on a thin layer of pastry – O'Cafe is probably the only place in Kyiv where you can try it. And make sure to try Babba Al Rum – one of the most popular offerings at the cafe, prepared with special confectionary rum brought in from Naples. But of course, no Italian cafe, no matter how delicious the desserts, could be properly appraised without good coffee. And O'Cafe won't disappoint you in this respect – a common set of espresso, ristretto, decaffeinato, macchiato, cappuccino and cafe latte (all for Hr 10 to Hr 12) – is served the Italian way, with

a carafe of water and milk, so that the guests are able to create the desired consistence themselves.

Finally the interior of the cafe well conforms with its casual style – soft lighting, a long wooden table by the window providing you with plenty of space to set your laptop and papers if you wish to work over a cup of coffee, or a book, but if all you want is to lay back and relax for a while, choose one of the cozy padded stools.

O'CAFE
9 Mechnykova, first floor
(Klovskia metro)
Open 10 a.m. till 10 p.m.
Average meal: Hr 60

For espresso gourmets

While O'Cafe is all about great desserts, Espressamente – as you can guess by the name – is all about coffee. Located on the second floor of Arena City, the cafe became just another outfit of a wide chain of Illy-bars, which now count 120 in all the biggest cities of the world – from New York to Sidney. The design of all Illy-bars is created by Italian architects Luca Trazzi and Claudio Silvestrino, and Kyiv's Espressamente is no exception. Its bar, shaped as a ship, was delivered from Italy, but as at any decent Italian cafe there are no stools by the bar – you're to enjoy your coffee at neat tables scattered around a big well-lit room.

But of course, what matters most at Espressamente is coffee – its espresso and cappuccino have already been dubbed among the best in Kyiv by local coffee connoisseurs, and it's hardly surprising, since all coffee-based drinks, as well as alcoholic cocktails, at the cafe are created by Irina Mashihina, winner of the Bacardi-Martini Grand Prix 2007. Apart from about 16 kinds of coffee drinks, Espressamente has a small but appropriate menu: a few breakfast offers,

ESPRESSAMENTE
3-5 Chervonoarmyska, Arena City, 2nd floor, 492-1623
Open 10 a.m. till 11:30 p.m.
English menu: Yes
English-speaking staff: Yes
Average meal: Hr 60



Take a break from the city noise and savor Italian desserts and great coffee at O'Cafe. (Serhiy Zavalnyuk)

Greek and Caprese salads, appetizers and soups. In terms of sweets the cafe serves Arena's own homemade pastries, including baked pudding, strudels and pies with cherries, apples and spinach, as well as traditional

desserts like chocolate cake, cheesecakes, tiramisu and glazed profiteroles. Espressamente is also provided with Wi-Fi, which is certainly a good idea for a cafe located in the midst of Kyiv's business center.

RESTAURANT NEWS

Imperiya restaurant will be holding a "truffle week" from Nov.5 through Nov. 11, in course of which its guests will be able to try a range of truffle dishes: consomme with black truffles and chicken quenelles (Hr 76); "Royal" flaky pie with winter truffles and foie gras (Hr 335); light salad of green asparagus and soft tart with Perigord truffles (Hr 97); chicken brisket stewed with truffles and light mousse (Hr 158); light dessert with soft flavor of black truffles.

IMPERIYA
5-7/29 Shevchenka, Premier
Palace Hotel, 8th floor, 244-1235
Open 7 a.m. till 11:30 p.m.

Kureni Ukrainian restaurant opened its renovated main building and supplied the menu with new dishes: varenicks with sauerkraut, fish, potatoes and brynza; meat jelly with chicken and veal; traditional vinegret salad with salmon, lime and apple; and six kinds of borscht – "Chernihivskiy" with veal, apple and squash, "Poltavskiy" with pork and halushky (pastry boiled in water), "Kyivskiy" of mushroom bullion with beetroot juice and fried white mushrooms, "Sumskiy" based on fish and "Hetman" with pork rib and pickled egg-plants.

KURENI
4 Parkova Alleya, 253-1724
Open noon till the last customer

Le Cosmopolite introduced a number of new dishes: tartar of two kinds of salmon with asparagus, herb mix, lemon and toasts; halibut with kidney beans, toasts, Chili sauce and truffle oil; cannelloni stuffed with chicory, salmon and parmesan; tomato soup with mozzarella, shrimp and basil; celery soup with fried Saint Jacques Coquilles; Saint Jacques Coquilles with spinach, asparagus, tomatoes, basil and garlic (Hr 229); tiger shrimp with asparagus and Peking cabbage.

LE COSMOPOLITE
47 Volodymyrska, 278-7278
Open 10 a.m. till 11 p.m., Sat-Sun 11 a.m. till 2 a.m.

Please send your restaurant news to
Alexandra Matoshko at
matoshko@kyivpost.com.

Ганна
Тонка цінителька мистецтв

Секрети
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Perfect lingerie store turns out quite irresistible

By MARIA LEONTIEVA

Lingerie has been a popular fetish object ever since its invention, and through the ages it has undergone as many transformations as outerwear. But one thing has remained unchanged – while for some underwear is just a necessary element of clothing, for others it's a cult. Nowadays, it's quite easy to satisfy your passion for lingerie – the selection of lingerie brands in the city is enormous. Depending on what you look for in underwear – mere comfort or an outrageous sexy look – you can choose the brand that produces what you need. After all, underwear is just another way to express your own exquisite taste and style, even though the only ones to appraise it will be yourself and that special someone.

Above all things, DIM is known as a shop of practical, everyday underwear. It sells bras and panties for any occasion and suitable for any clothes. I was also impressed with the selection of high-quality tights, stockings and socks. However, DIM's shop, located in Globus shopping center, is small and not supplied with a fitting room, so you can't try anything on, which is quite inconvenient even if you know all your sizes.

Boutique Galereya Bilyzny offers more stylish and exciting lingerie, which is pricier as well. The beautifully designed shop with friendly staff is dedicated to all things sexual. The main pride of the store is the French brand Lise Charmel, which offers everything made from lace. Antigel and Antinea

brands carry a range of thin bras with patterns of lace and supplied with a gold thread lift bust for an especially sexy look. In addition, they sell a cotton underwear collection by Lejaby for those who prefer democratic and casual styles.

However, as I was looking for something more extravagant and provocative, I moved on.

The design of boutique Boudoir in claret-gold tones fully corresponds with its name. All of Boudoir's changing rooms are a real treat and make you feel as though you've stepped into a courtesan's boudoir: decorated

with silk curtains, supplied with soft padded stools and lamps resembling ancient candelabra. Everything looks lovely on the rack, with most items available in jewel colors in silk and lots of lace. Lingerie is presented in small showcases in gilded frames. There are eccentric clothing sets made of transparent lace and rose silk from Damaris. Along with very candid lingerie, they offer classic bustiers, common black, white or variegated complete sets, silk combinations and swimwear. But my general impression of boutique Boudoir was that of a pretentious place with bored shop-assistants, since because of the unbelievably high prices, there aren't many customers around.

Lingerie S is a nice experience for me every time I visit. If you need well made, comfortable lingerie to hold you in and keep you warm, Lingerie S is the right place. The staff is friendly and very helpful. Shop assistants will show you around, and make you feel most welcome and comfortable. The shop is

BEST OF KYIV



Equisite designs for any taste and high quality – lingerie is worth its price at La Perla. (Konstantin Klimenko)

divided into departments offering cotton underwear, sports underwear, underclothing for youngsters, strict and classical sets, and finally hot and sexy lingerie, so that you won't get lost among the assortment. Lingerie S carries collections of such brands as Nina Ricci Miliesia, Roberto Cavalli, CottonClub, Blugirl, Blutango, Barbara, Naory, Fashiono, Domani, Atlantique, Leonard, Kenzo and many others. The variety of brands sounds impressive, but many items can only be found in their catalogue, but not in the shop itself.

When you are looking for the finest in sexy lingerie bras, panties, corsets, gowns, or sexy fantasy costumes at great prices, then your ultimate store is La Perla – the one stop shop for all your intimate wear. It doesn't matter whether it is for your honeymoon, your sweetie's birthday, celebrating a special

occasion, or just wanting to give a special intimate gift, they have something in intimate lingerie for everyone. La Perla's latest collection features a jeweled bra made of silk and cotton with crystals and metal ornaments. Glamour and romance are also very prominent with soft silk and satin camisoles and g-strings in pastel colors with lace and embroidery. They also sell close-fitting, comfortable, stretchy underwear, which is very much in fashion. There is also a section for men, selling clothes for home, beachwear and underwear. La Perla's pieces can cost over \$300 but many women agree that this glamorous and chic lingerie is well worth it, especially for the dainty and lacy bras and panties in the new Glamour collection.

LA PERLA
2A Basseyna, Arena City,
495-2842

TIP OF THE WEEK

What to do if your pipes burst or leak?

Water pipes that burst and start flooding your apartment are one of the most annoying problems you can be faced with, so it's best to be prepared to react fast if it happens. First of all, you need to turn off your stop valve and drain your water system. Most apartments have an internal stop valve usually located close to the point where the water pipe goes through the building – under your kitchen sink or in the bathroom. It's best to make sure regularly that you're able to turn it on yourself, and always leave it half a turn from being fully opened to help prevent it from seizing. After you've turned off your stop valve and in order to drain the system of cold water, turn all cold taps on. To drain the system of hot water, turn off the boiler or immersion heater and then drain the system by turning all hot taps on. If you have a hot water cylinder, you will need to open a drain tap and should contact a plumber for further advice. After you've taken all the necessary measures, it's time to call emergency services: plumbing service, 081, 280-1412; any house damage, 057; or the center of 1000 services, 8063-237-7048, 8050-380-0676, which can provide you with a plumber, sanitary technician or carpenter. Note that the latter is a private firm, so if you need everything done fast and efficiently, it might be better to call this one, rather than state services.

– Maria Leontieva

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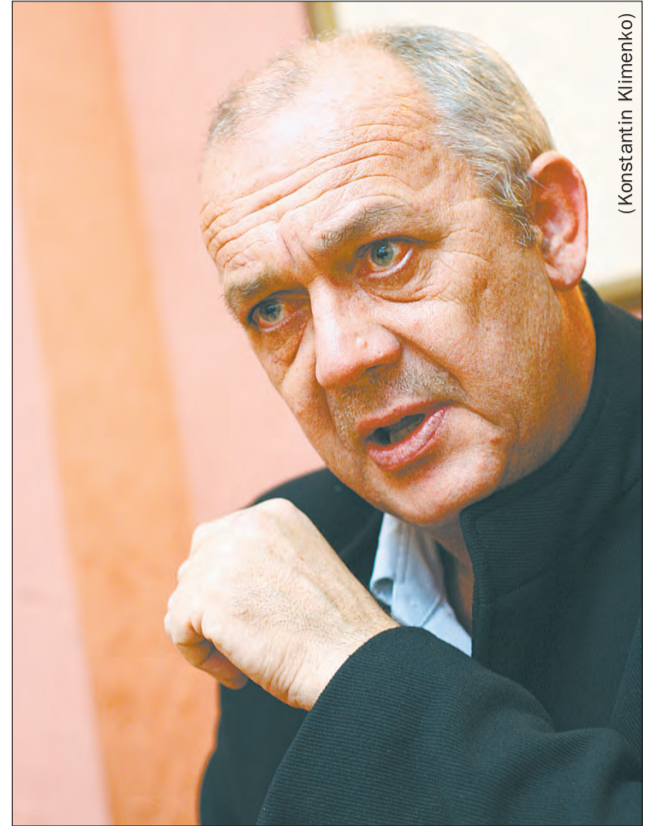
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Jonathan Eaves, globe-trotting manager at Savant company



(Konstantin Klimenko)

By OLGA KOVALENKO

I was already well aware that one of the hardest parts of my work would be to try squeezing the entire gripping past and present life of a person into a half page article, and after my interview with Jonathan Eaves I had to experience this impossible task in full measure. When I was given Jonathan's contacts, all I was told was that he is a bright personality with broad interests. After meeting him I was more than stunned by the paradoxical combination of the latter.

Jonathan Eaves, a Brit who now works as a project manager at the consultant company Savant, has been in Kyiv since May, a relatively short period of time. The main reason for his coming to Ukraine was the fast-paced business environment: "Kyiv has the fastest growing economy in Europe and I like a challenge wherever it is." In terms of challenge, according to Jonathan, his present occupation rivals his abundant past experiences. "I used to be a professional mountaineer in the French and European Alps," he said. "I climbed nine

Alpine peaks and once I did a traverse from the Alps – 300 miles in 12 days – which they told me was a world record," Jonathan proudly recalled.

However, mountain climbing wasn't Jonathan's first major occupation. "I went to college to become a civil engineer, but I was persuaded to go in for teaching. I was a school teacher for possibly eight years," he recalled. Together with teaching he played cricket, but, as he said "the club got a little angry because climbing was interfering with cricket, so they gave me a choice – I was playing cricket or I was climbing mountains. Actually I enjoyed both, but I stopped playing cricket."

The brightest experience of all his life, though, Jonathan claims, was his recruitment into "a very specialized branch of the British Army." In fact his involvement in the military sphere directly sprung from his mountain climbing: "I took two guys climbing and they wanted to introduce me to their boss. I thought they were from commerce, but they were military and their boss was a captain," he recalled.

"The military situation was very exciting for me. I served in Algiers, in the Sahara desert for a couple of years," he said, adding, "when I used to wake up and think this day can be the last one, I wished to introduce some peace and tranquility."

KYIV HAS THE FASTEST GROWING ECONOMY IN EUROPE AND I LIKE A CHALLENGE WHEREVER IT IS.

Originally coming from a small village in Yorkshire, Jonathan has visited many countries, including "France, Algeria, Russia, North America, Germany, Belgium, a lot of it related to the military," he remarked. Deeply interested in photography and traveling, there are several places he still dreams to visit, including Australia. "I've got some colleagues who are from Australia and they

are so strange, so I need to go and see where they are from," Jonathan exclaimed, laughing, and added that he also needs "to visit some part of South America, Brazil and the Amazon – it's still a mystery to me."

His passion for traveling Jonathan attributes to the years spent in Africa. "The biggest factor that brought me to traveling is the vastness of the desert. I was alone there for a long period of time. It was frightening at first and I needed some time to adjust. Some Berbers became my very good friends there."

Another reason for his becoming a traveler and a mountain climber were the books by his favorite author, Ernest Hemingway. "I read Hemingway when I was very young and decided to follow all his tracks, all over Europe and I did this – through the Pyrenees, France and Spain," he said.

Besides, reading and getting to know new things is another passion of Jonathan's: "When you think you know everything you are finished, you should keep an open door for learning," he explained.

When I heard that Jonathan lived in Paris for a long time, speaks French fluently and is fond of French cuisine, I became curious about a popular opinion that British people don't like the French. At this he took a cigarette and prepared for a delicate explanation: "there is a quote: 'Long live the difference between English and French. It is a competitive difference, it's not a genuine dislike; it's joyful rivalry, it's humor.'"

Summing up his past experience, Jonathan said that for him to be a consultant now is a far greater challenge. "I'm bringing habits in design from Europe and the challenge is not to force these habits. It's about hearts and minds. I'm forming a bridge," he explained.

Jonathan's future projects sounded to me as bewildering as the past ones, though were quite reasonable: "I enjoy peaceful life in Kyiv, but eventually I will go back to western Europe, to where my roots are," he said and added – "I'm flying to Cyprus tomorrow...to get married."

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