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# KyivPost

18<sup>th</sup> Year



vol. 18, issue 6

INDEPENDENCE. COMMUNITY. TRUST

[www.kyivpost.com](http://www.kyivpost.com)

February 8, 2013

## Lyovochkin, Firtash set to buy top TV channel

BY OKSANA GRYTSENKO  
[GRYTSENKO@KYIVPOST.COM](mailto:GRYTSENKO@KYIVPOST.COM)

Presidential chief of staff Serhiy Lyovochkin and billionaire Dmytro Firtash will co-own the country's biggest Inter TV channel if the Feb. 1 deal is approved by the nation's weak anti-trust body.

Firtash, one of Ukraine's richest oligarchs and the dominant chemicals industry player, whose fortune is estimated at \$3.2 billion, received control over 71 percent of Inter Group's nine channels: Inter, Inter+, NTN, K1, Mega, Enter-Film, K2, Pixel and MTV Ukraine. Valeriy Khoroshkovskiy, the nation's former deputy prime minister and a multimillionaire, was the previous owner.

"The deal will be finalized once permission is obtained from the Antimonopoly Committee," →2

## Western warnings pile up for Yanukovich

BY KATYA GORCHINSKAYA  
[GORCHINSKAYA@KYIVPOST.COM](mailto:GORCHINSKAYA@KYIVPOST.COM)

Ukraine's European partners issued multiple, unambiguous warnings this week: If Ukraine wants to sign an Association Agreement in November for closer political and trade ties with the European Union, it needs to shape up fast.

On the eve of the Feb. 25 summit with Europe in Brussels, Ukraine's closest friends seemed to be pushing the hardest.

"We cannot wait. The window of opportunity is open right now," said EU Enlargement Commissioner Stefan Fuele in Kyiv on Feb. 7.

Former Polish President Aleksander Kwasniewski echoed his comment, as did former European Parliament President Pat Cox, who also →2

# Azarov, Sex Shop And Rule Of Law



Prime Minister Mykola Azarov's carefully orchestrated visit to a Kyiv supermarket on Feb. 5 was upended by a citizen who complained that the shop was spiffed up and prices lowered for the VIP visit. The person also complained about the presence of a sex shop nearby. ([www.kmu.gov.ua](http://www.kmu.gov.ua))



KATYA GORCHINSKAYA  
[GORCHINSKAYA@KYIVPOST.COM](mailto:GORCHINSKAYA@KYIVPOST.COM)

Is there anything in common between the sex shop that Prime Minister Mykola Azarov closed down and the opposition's sleeper in parliament this week? Yes, there is, and it's not an amorous affair. They are both to do with the rule of law.

On Feb. 5, Azarov decided to take a trip to a supermarket located in the same prestigious Pechersk area as his spacious office. The visit itself was set up like a Potyomkin Village. It was announced in advance so that the icy streets where people broke their legs just a day before were cleaned up, price tags in the supermarket halved and cashiers all forced to come to work and smile, for once.

Azarov looked serious and regarded cheap cabbages with great attention. But despite the best effort of the multiple guards, one of the local visitors man-

aged to shout over the freezer to catch the prime minister's attention, and complained about the true state of affairs in the supermarket on the days that no big shot guests conducted show visits.

He also complained about a sex shop located near the supermarket entrance. On the way out, Azarov told the deputy mayor to take care of the shop. At night, the owner boxed up the love paraphernalia and the next day the kiosk was gone. The city authorities explained to the media that the place did not have proper documents to run legally.

The kiosk is located within a block or two from several local authorities, including the general prosecutor's office, the district tax office and the area police station, so it would be hard to imagine a sex shop running here without permission.

Opening a small business without permission anywhere, in fact, would be suicidal because all inspectors imaginable would consider it their duty to flock there for cash.

Even when businesses do open without all due documents, licenses and stamps, it happens due to over-→15

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Advertising: +380 44 591-7788 [advertising@kyivpost.com](mailto:advertising@kyivpost.com)

Editorial staff: +380 44 591-3344 [news@kyivpost.com](mailto:news@kyivpost.com)

Subscriptions: +380 44 591-3408 [subscribe@kyivpost.com](mailto:subscribe@kyivpost.com)

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Засновник ТОВ "Паблік-Медіа"

Головний редактор Брайан Боннер

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

Реєстраційне свідоцтво

Кв № 15261-3833ПР від 19.06.09.

Передплатний індекс ДП Преса 40528

Надруковано ТОВ «Новий друк», 02660, Київ, вулиця Магнітогорська, 1, тел.: 559-9147

Замовлення № 13-5349

Аудиторське обслуговування

ТОВ АФ "ОЛГА Аудит"

З приводу розміщення реклами звертайтесь: +380 44 591-77-88

Відповідальність за зміст реклами несе замовник.

**Mailing address:**

Kyiv Post,  
31A Pushkinska, Suite 600, 6th floor  
Kyiv, Ukraine, 01004

**Advertising**

tel. +380 44 591-7788  
fax +380 44 591-7789  
advertising@kyivpost.com

**Editorial staff**

tel. +380 44 591-3344  
fax +380 44 591-3345  
news@kyivpost.com

**Subscriptions**

Elena Grysiuk  
tel. +380 44 591-3408  
fax +380 44 591-7789  
subscribe@kyivpost.com

**Distribution**

Andrey Beley  
tel. +380 44 591-3409  
fax +380 44 591-7789  
distribution@kyivpost.com

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# Top presidential aide to own share of Inter TV

→1 Group DF said in a Feb. 7 statement. Yaryna Kluchkovska, Firtash's spokeswoman, said his GDF Media Group Limited will manage the channel.

Lyovochkin told journalists his share will only be 20 percent, but did not provide any further details. "Everything I do in my commercial operations is in accordance with law, and is reflected in my (income) declaration," he said, promising that Inter will be included in his 2013 income declaration.

Natalia Ligachova, chief editor of Telekritika media watchdog, said that the ownership change will most likely lead to a change in the editorial policy of the channel once again. In recent months, the channel had granted fair amounts of air time to the opposition, according to independent monitoring.

"I think the editorial policy of Inter will be adjusted in favor of the interests of the president, (his) family and the authorities," Ligachova said. "The only question remains is how smooth this move will be," she added.

In the last months of Khoroshkovsky's ownership, Inter significantly improved its editorial content while creating a supervisory council consisting of media nongovernmental organization members. The channel closed its government-friendly political talk show hosted by Russian Yevgeniy Kiselev, and replaced it with a more balanced program hosted by Anna Bezulyk. Now the expert community is starting to doubt that Bezulyk will be able to stay



**Billionaire Dmytro Firtash is set to take control Inter TV.**

on after the change of ownership.

Group DF will manage Lyovochkin's share of the channel, which will allow him to bypass the legal ban on business activity for government employees. Khoroshkovsky also managed to combine his numerous government posts together with ownership of Inter, claiming the channel was managed by his wife.

Lyovochkin said his ownership would not affect the editorial policy of Inter and vowed to sign an editorial agreement with the channel. "As a person who is part of the government



**Serhiy Lyovochkin, head of the presidential administration, is set to own 20 percent of the nation's largest and most powerful group of TV stations. Media watchdogs fear news coverage will be slanted in favor of the government, but Lyovochkin said he won't interfere with journalists. (UNIAN)**

I guarantee my keeping out from the creative activity of the journalists and the media managers," he was quoted by the presidential website as saying.

Firtash said he and Lyovochkin have had their eyes on Inter for a long time.

"We started discussing with Sergiy Lyovochkin the idea of purchasing Inter back in 2006, which is when we first discussed the deal with the channel's owner," Firtash said in his official statement. "Negotiations were held in different stages over this this period of time and I'm glad we've reached an

agreement about finalizing the deal."

Inter Group's value was estimated at \$2.5 billion, according to Inter's press service. But industry players say the real value is close to \$700-800 million.

Television channels in Ukraine are a loss-making business, including Inter.

The ownership structure of the group has been kept secret for years. But last year Khoroshkovsky pulled back the curtain a bit, showing that it led to several offshore firms in Cyprus.

*Kyiv Post staff writer Oksana Grytsenko can be reached at grytsenko@kyivpost.com*

# Lithuanian president, others warn Yanukovych on rights

→1 came this week as a part of their ongoing mission to find a solution to the gridlock involving Ukraine's political prisoners. The continued imprisonment of ex-Prime Minister Yulia Tymoshenko and ex-Interior Minister Yuriy Lutsenko, for reasons deemed political, are the biggest headache of bilateral relations, and one that Ukraine's top officials haven't adequately addressed.

In Vilnius, Lithuanian President Dalia Grybauskaitė told Ukraine's President Viktor Yanukovych on Feb. 6 that signing of the agreement dangles on the release of the same two notable political prisoners.

"Europe will not dictate to Ukraine how to settle the issue," she told Yanukovych. "The imprisonment of opposition leaders is not a worthy decision, and further delay in a decision on these politically motivated cases might result in the further protraction of the signing of the (association) agreement."

In response, Yanukovych said he couldn't ignore the criticism, but needs time to make a decision. "This is a very painful issue for us. We need some time to find answers to all of the questions. The political component is very important and we should think and decide how to solve the problem together with our partners," Interfax news agency quoted him.

And time is a luxury Ukraine doesn't have.

Ukraine initialed the 1,000-page agreement with the 27-nation bloc

in 2011. Called unprecedented for its scale and degree of integration for a non-EU nation, it includes a deep and comprehensive free trade agreement, which would give Ukraine access to a market of 500 million people and bring the nation's business and trade legislation in-line with the EU's.

The agreement has been dangled like a carrot in front of Ukraine's leadership for years, in an attempt to entice them to move forward on combating selective persecutions of political opponents, as well as improving human rights and democracy.

Valeriy Chaliy, an analyst at Razumkov Center, a Kyiv-based think tank, said that the decision on whether to sign an agreement with Ukraine this year will effectively be taken at the end of May or in early summer.

"This year will be critical in determining not just cooperation, but the model of integration for Ukraine," Chaliy said.

The decision also comes at a time when Ukraine is being pressured to join a Russia-led Customs Union with Kazakhstan and Belarus. Participation in the union requires that nations delegate part of their sovereign powers, a clause that currently conflicts with Ukraine's Constitution.

Ukraine has thus far resisted, including Russia's promise to reduce gas prices in exchange for membership. Russia has scoffed at any counterproposal that falls short of full-fledged membership.

Yanukovych, during his visit to Lithuania, once again said that closer ties with Europe remain a goal for Ukraine. But Fuele said Ukraine has to make "tangible progress" in three areas to achieve this.

"The main concerns remain the same," said Fuele on Feb. 7. "Action needs to be taken to redress the effects of selective justice, the shortcomings of the October parliamentary elections need to be properly addressed, and the overall reform agenda needs to be pursued with more vigor."

Prime Minister Mykola Azarov, who met with Fuele on the same day, said changes in electoral legislation and the nation's reform agenda are being discussed.

Meanwhile, January was a painful month for both Tymoshenko and Lutsenko. Prosecutors notified Tymoshenko that she is the main suspect in the 1996 brutal murder of Yevhen Shcherban, a prominent businessman and lawmaker.

Yet Tymoshenko's health continues to deteriorate. She suffers from spinal hernia, which is aggravated by her living in the shower room of her hospital cell in Kharkiv Oblast to protest round-the-clock video surveillance of her. The Penitentiary Service maintains that surveillance of Tymoshenko is not unique. Its representative this week said 120 other prisoners are under video surveillance in Ukraine.

Cox and Kwasniewski visited

Tymoshenko in her shower room on Feb. 6, stated her daughter Eugenia Tymoshenko. "They were shocked by the conditions ... they saw the presence of male personnel, the guards, they saw the cameras, they felt and understood it all," she said. "They realized that it's impossible to get cured in these conditions."

The State Penitentiary Service released a different account of the same events. In its statement, it said Cox and Kwasniewski had an opportunity to visit all the rooms where Tymoshenko is kept and spoke to her and the guards for two hours. "There were no commentaries, claims, complaints or remarks from the visitors for the management of the [colony] or the medical establishment," the statement said.

Lutsenko had surgery in a Kyiv hospital on Jan. 23 and was transferred back to prison in northern Ukraine a week later. The move was seen as retaliation by authorities for his refusal to ask Yanukovych to pardon him.

Lutsenko's wife Iryna had said she was approached by a person close to the president who offered a pardon if the nation's ex-top cop asks for it. He refused the offer because he, like Tymoshenko, says they are innocent of the abuse of office charges for which they have been convicted.

*Kyiv Post editor Katya Gorchinskaya can be reached at gorchinskaya@kyivpost.com.*



# EDUCATIONAL PROGRAMMES

## EBA Negotiation School

The EBA Education Centre invites you to take part in the EBA Negotiation School, the aim of which is

1. To show the process of negotiation from beginning to end;
2. To learn how to be well-prepared to negotiate;
3. To train in the skills of how to communicate to different kinds of clients;
4. To realize how to counter manipulation;
5. To learn how to transform manipulation into productive talk;
6. To gain the skills of emotional intelligence during "tough" negotiations.

The key audience of our Negotiation School is:

*Managers, specialists who negotiate with clients, partners, suppliers, competitors, state authorities.*

We invite anyone who needs to learn how to negotiate in everyday life.

How the Negotiation School is organized:

*We organize meetings once per week from 3 p.m. to 8 p.m. The program consists of three main modules which include 10 meetings in total. The school ends with two practical meetings called "Negotiation Battle." You can visit each of three modules separately. The school is run by Svetlana Savchuk and Natalia Baikalova, professional business trainers.*

The date of the first module is Feb. 20. The classes will be held at the Fairmont Grand Hotel Kyiv.

Participation fee for 10 modules — Hr 3,800. Participation for one module — Hr 1,450.

*For more details and registration, please contact the EBA Office in Kyiv, Educational Department at (044) 496 06 01 or [education@eba.com.ua](mailto:education@eba.com.ua)*

## School of Ukrainian, Russian for Foreigners

The EBA Education Centre and the Group of Companies "A.B.C." are ready to present the School of Ukrainian/Russian for Foreigners. Students will enjoy the opportunity to tailor their programme by choosing from different modules. They choose the content, duration and course intensity.

Studying options:

1. Individual classes for Hr 200 per 60 minute class;
2. Mini-groups (from 2 to 3 people) for — Hr 100 per 60 minute class;
3. Groups (from 4 to 8 people) for — Hr 50 per 60 minute class.

The classes start on February 22

*For additional information contact us via: [education@eba.com.ua](mailto:education@eba.com.ua) or call: +380 (44) 496-0601*

## EBA Business English School

The EBA Education Centre invites the employees of EBA member companies to join the group of students in the EBA Business English School. The aim of the school is to help the participants improve English-language skills and learn new vocabulary and grammar.

The main principles of the school's activity:

1. The program of the school consists of nine sessions: one session per week;
2. The sessions start at 5 p.m. and last 90 minutes;
3. The sessions take place at the EBA office;
4. The trainers at the school are professional, experienced and certified;
5. Training methods not only involve participants into lively interaction and intensive training but also develop their communication skills;

*We welcome people whose English-language level is not lower than Intermediate.*

The classes start on Feb. 20. Participation fee — Hr 1,500 per course

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The EBA Recruitment School is a new project of the EBA Education Centre. The school is devoted to those who want to improve professional skills in the recruitment sphere and to newcomers.

The school's main principles:

1. The classes are organized twice per month, start at 5 p.m. and last 1.5 – 2 hours;
2. Upon school program completion, each participant receives a certificate; those who missed more than two sessions of the program (for no reason) will not be granted a certificate;
3. Speakers are representatives of the leading recruitment company with capability and desire to share knowledge on the special topic of the programme.

The classes start on Feb. 21. Participation — Hr 1,500 per course.

EBA School Partner: World Staff company

*For more details and registration, please contact the EBA Office in Kyiv, Educational Department at (044) 496 06 01 or [education@eba.com.ua](mailto:education@eba.com.ua)*

More on [www.eba.com.ua](http://www.eba.com.ua)

## Editorials

## Intervention

For a while, Poland was Ukraine's champion in the European Union. But after President Viktor Yanukovich's visit to Lithuania this week, it appears the tiny Baltic nation with a population of 3 million people has taken over the ungrateful task. Indeed, helping Ukraine's integration with the West has been officially named one of Lithuania's national priorities during its EU presidency, which begins in July.

It's starting with tough love. We approve.

On Feb. 6, Lithuanian President Dalia Grybauskaitė said the failure of Ukraine's authorities to solve the issue of the jailing of political opponents has jeopardized the country's relationships with other nations and could postpone the signing of the touted Association Agreement scheduled for November in Vilnius. Kyiv needs to find solutions to what the West views as political persecution in the "nearest future," she added.

A day later the cavalry arrived with support from EU Enlargement Commissioner Stefan Fuele, who bluntly said that Ukraine should change and end political persecutions now. Opportunities could close further for Ukraine after the November summit.

So far, however, there is little change in Yanukovich's stance in the face of this final round of warnings. His references to Tymoshenko's imprisonment as a "painful issue" as new charges pile up on her review memories of the Yalta Summit in 2011.

Then, Yanukovich blamed Ukraine's Soviet-era criminal code, hinting that the problem could be solved by decriminalizing the articles under which Tymoshenko and Lutsenko were charged and later convicted. Instead of following through, parliament passed a new criminal code that ignored the articles, and the prosecutor's office recently accused Tymoshenko of involvement in the 1996 murder of Donetsk politician Yevhen Shcherban.

After three years as president with an autocratic-like control over the country's institutions, and just nine months away from the Vilnius summit, the president will have no one to blame but himself if the Association Agreement isn't signed. That would be a huge setback for political and economic ties with the affluent EU.

During his visit to Lithuania Yanukovich pathetically said he needed "time" to address the Tymoshenko issue properly. The truth is he hasn't got any.

## Uncivil liberties

President Viktor Yanukovich speeches are filled with assertions that Ukraine is on a pro-European, pro-democratic path. But facts on the ground paint a different picture – one where civil liberties are trampled and society is increasingly irate that its voice falls dumb in the corridors of power.

During Yanukovich's official visit to Lithuania, he thanked the former Soviet republic and current EU member for its "stable support of Ukraine's European integration aspirations."

But Human Rights Watch came out about the same time saying that Ukraine's human rights record remained poor in 2012, while Reporters without Borders further demoted Ukraine on its yearly press freedom index to its worse place since 2004, before the democratic Orange Revolution that defeated Yanukovich that year.

One week prior to Yanukovich's trip, Ukraine's Helsinki Union announced in a study that the authorities succeeded in 90 percent of cases to ban peaceful assemblies in 2012.

And when Yanukovich returned to Ukraine on Feb. 7, activists blocked all the entrances to the Kyiv City Council with their habitual demand that council sessions and the city's budget be open to the public as prescribed by law.

Western leaders are clear in their criticism. At a recent roundtable at the Woodrow Wilson Center in Washington, D.C. former U.S. Ambassador to Ukraine Steven Pifer said that in order to improve relations with the West, "Ukraine must foremost improve its democratic ratings because the U.S. government won't close its eyes to human rights abuses and rollback in democratic practices..." Pifer was upbeat though, stating Ukraine can make a quick turnaround "and once again become of interest to the West."

These words were echoed by EU Enlargement Commissioner Stefan Fuele, who told Ukraine's leadership on Feb. 7 that "the nation needs to implement all of its reform programs quicker, that Europe wants to see real steps made," lamenting that "nothing has changed in the past five months."

Yanukovich told the Lithuanian president he would take her concerns into consideration, but only action will save him from an entire loss of credibility.



**NEWS ITEM:** First Deputy Prosecutor General Renat Kuzmin wrote a letter to the Congress on Feb. 4, his third to U.S. officials in the past few months. In his letter he thanked unspecified members of Congress for inviting him to the National Prayer Breakfast with U.S. President Barack Obama, but expressed regret at not being able to attend. "Unfortunately, I am unable to accept your gracious invitation as the U.S. Embassy here in Kyiv has continued to delay issuance of a visa to the point where there is now insufficient time for me to make travel arrangements that would allow me to attend this important event," he wrote. In a previous letter on Dec. 3, Kuzmin complained to Obama about having his multiple-entry tourist visa revoked, a circumstance he learned about from U.S. Ambassador to Ukraine John F. Tefft on Oct. 19. Tefft said Kuzmin violated the terms of his tourist visa by conducting official business in July without notifying relevant authorities.

## Back Story: Kyiv Post remains best bargain



**MICHAEL WILLARD**  
WILLARD@KYIVPOST.COM

I dislike the term "pay wall." It sounds negative, sort of like a big fence has been thrown up to separate the reader from the more enterprising content on the Kyiv Post website.

So, let's put a positive spin on it and call it a revenue enhancement measure to ensure the survival of our nearly 20-year-old newspaper. Let's call it a way to keep the very best journalists and editors on staff, churning out thoughtful and enterprising stories.

Let's call it a way to ensure vigorous independent journalism in English. If there were no Kyiv Post, the giant sucking sound you would hear would be the last vestige of a truly independent press being squeezed from Ukraine due to a lack of operating funds.

Let's call it a bargain.

At Hr 40 a month for an annual subscription, there is no better value around. If you already subscribe to the Kyiv Post print edition, there will be no charge to access the website. Plus, the first 500 who sign up for an annual online subscription to the newspaper will receive it for Hr 30 per month (an Hr 120 savings). Otherwise, purchased by the month it is Hr 90.

The launch date for paid content is March 1.

Having studied the arguments for and against paid

content for many months, I believe the Kyiv Post fits into a unique pattern of publications that can succeed charging for online content:

The Kyiv Post has a unique, niche position in the community. It dominates the market with a news vehicle that is not controlled by political interests. In terms of a "free press," the English-language Kyiv Post comes close to having a monopoly.

Around 70 percent of our online readership comes from outside Ukraine, where people can't merely run down to O'Brien's Irish Pub and pick up a free copy. Faraway readers represent financial institutions, governments, educational facilities and Ukraine's diaspora.

We have a great product, and we are truly "the world's window on Ukraine." No other English-language news source consistently, day-in and day-out, covers Ukraine like the Kyiv Post.

If one were to use the term "pay wall," the technical description of the Kyiv Post's version would be a "soft" one. While content generated by veteran journalists and editors carries a small cost, wire service stories, other commentaries and features and opinion content will continue to be free.

In my journalistic, political and business life over nearly five decades, I have faced many challenges, though I don't think any as great as attempting to turn around a newspaper in a worldwide atmosphere where few such publications make money and fewer still make money off traditional advertising.

During a budget meeting recently at ISTIL Group, our holding company, I presented the past and what I thought the near future would hold for the newspaper. In my → **15**

# KyivPost

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Published by Public Media LLC

J. Michael Willard, Chief Executive Officer

Brian Bonner, Chief Editor

*Editors:* Katya Gorchinskaya, Jakub Parusinski, Mark Rachkevych  
*Staff Writers:* Oksana Faryna, Anastasia Forina, Oksana Grytsenko,  
Vlad Lavrov, Christopher J. Miller, Denis Rafalsky,  
Olga Rudenko, Daryna Shevchenko, Svitlana Tychynska

*Photo Editor:* Pavel Podufalov. *Photographer:* Kostyantyn Chernichkin  
*Chief Designer:* Vladyslav Zakharenko

*Sales Director:* Yevgeniya Baranska  
*Sales Managers:* Elena Grysiuk,  
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*Chief Accountant:* Galyna Rogachova  
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# World in Ukraine

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

In partnership with Plastics Ukraine

Andriy Verevskiy, owner of Kernel agricultural company, speaks at the debut of his company on the Warsaw Stock Exchange in November 2007. Since then, Kernel's market capitalization has tripled, reaching \$2 billion in 2011 and was named the best regional initial public offering on the Warsaw exchange. (Courtesy)



## Business leader touts ways to succeed despite difficulties in today's Ukraine

BY MARYNA IRKLIYENKO  
[IRKLIYENKO@KYIVPOST.COM](mailto:IRKLIYENKO@KYIVPOST.COM)

Ireneusz Derek in 1998 was one of the first Polish businessmen to take the plunge and start a business in Ukraine. Fifteen years on, the gamble proved to be worth it.

His Plastics Ukraine has since transformed from a small enterprise that employed four people into the country's leading polymeric materials company. It imports and distributes polymeric materials that are widely used in advertising, digital print, interior design and other industries. Everything from a plastic cake box, a billboard to a roof can come from Plastics Ukraine.

Owing to his expertise, Derek was elected as head of the International Organization of Polish Entrepreneurs in Ukraine. In an interview with the Kyiv Post, Derek shared what it takes to be a successful business in Ukraine.

### Kyiv Post: What does Plastics Ukraine do?

Ireneusz Derek: Plastics Ukraine is an importer and supplier of polymeric materials that come as semi-finished goods, sheets or tape. They are used in at least five segments of Ukraine's economy: outdoor advertising, construction, packaging, industrial materials and interior design. We work in the business-to-business sector... It's a 100 percent Polish company. We are present in 16 eastern and central European countries.

### KP: When and why did you decide to come to Ukraine and how did your company change over this period?

ID: We came in 1998 because it was a natural way for developing a middle-sized business, which started in Poland 23 years ago. It was a territorial expansion into neighboring countries. Everything changed during those 15 years. From a company of four people, it grew to 220. We started in Kyiv, now we're present in more than 20 cities throughout Ukraine with offices and warehouses. The difference is very big.

### KP: How much did you invest in Ukraine and have the investments paid off?

ID: I think in total our investments (in Ukraine) are at around \$5 →7

# Polish-Ukraine ties are among deepest

BY MARYNA IRKLIYENKO  
[IRKLIYENKO@KYIVPOST.COM](mailto:IRKLIYENKO@KYIVPOST.COM)

Poland and Ukraine have been both friends and foes. Western Ukraine was part of the Polish-Lithuanian Commonwealth in the 16th-17th century, and under direct Polish rule in the inter-World War period. Both countries suffered heavily during World War II, carved up by the Nazis and the Soviets. Their communist interlude was mostly cruel also.

Yet with the collapse of the Soviet Union, Poland and Ukraine started a new page in their relations as truly sovereign nations. Since then, however, Poland has made more progress establishing a democracy which saw it join the European Union in 2004. Poland has used its EU membership

to become one of Ukraine's biggest advocates in the West. Neighborly ties blossomed further with the co-hosting of the Euro 2012 football championship last summer.

Economically, Poland is an important partner, although bilateral trade still hasn't fully recovered from the 2008 global financial crisis.

"There are two periods in economic relations: before 2008 and after," says Andrzej Grabowski, head of Polish Trade and Investment Promotion Office in Ukraine. "2008 was the record year, when trade turnover between Ukraine and Poland reached almost \$8.5 billion."

Slowly but surely, trade turnover is getting back on track, reaching \$8 billion in 2012, with Poland selling twice as much to Ukraine as it does

to Poland, according to Polish government data.

However, in contrast to other nations, Poles continued to invest in Ukraine in the post-crisis years. Since the economic downturn in Poland started later and was less severe, Polish investors seized the opportunity of cheaper acquisitions.

By the end of 2012, Polish cumulative foreign direct investment in Ukraine stood at \$900 million, with most investors focusing on Ukraine's financial sector. They include Kredobank, Idea Bank and PZU Insurance Company.

PKO Bank Polski, Poland's biggest bank, entered the Ukrainian market in 2004 by purchasing Kredobank from Kredyt Bank, another Polish bank.

"The reason why PKO BP →7



Marcin Kuksinowicz, first deputy head at Kredobank



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World in Ukraine

# Tymoshenko, Lutsenko among 'biggest burdens' for Ukraine

BY MARYNA IRKLIYENKO  
IRKLIYENKO@KYIVPOST.COM

Jan Tombinski took up the post of European Union ambassador to Ukraine in September as Ukraine's relations with the 27-nation bloc were becoming increasingly strained over human rights and other issues. This year, meanwhile, is potentially momentous for the Ukraine-EU relationship, with a summit coming up on Feb. 25 in Brussels. By year's end, Ukraine hopes to sign an Association Agreement with the EU.

Before being posted to Ukraine, Tombinski headed Poland's mission to the EU. He has also served as Poland's ambassador to France. The polyglot diplomat speaks English, German, French, Slovenian and Czech.

His skills and experience will come in handy in starting a new page in relations with the EU. His predecessor, Jose Manuel Pinto Teixeira, riled government authorities with his candid assessments about corruption, democratic regression and the unfriendly business climate in Ukraine since President Viktor Yanukovich took power in 2010.

By contrast, Tombinski has kept a low profile since his arrival four months ago. In one of his first interviews in Ukraine, the Polish diplomat told the Kyiv Post on Jan. 23 why he doesn't talk frequently to journalists on the record. He also shared his views about how Ukraine-EU relations can move forward. Additionally, he talked about recent developments in the case of imprisoned ex-Prime Minister Yulia Tymoshenko and the prospect of punitive sanctions coming from the West against Ukraine's leaders.

**Kyiv Post: Ukrainian authorities remain persistent in engaging in what many see as political persecution, possibly threatening the signing of an Association Agreement with the EU. What way out do you see?**

Jan Tombinski: We did see, as well, the firm and formal commitment from all people who are in charge of Ukrainian policy, including the president, about the will to continue the path of European integration. The question of political (persecution) and selective justice has been addressed in the mission of European parliament envoys, two presidents, (former president of the European Parliament) Pat Cox and (former Polish President) Aleksander Kwasniewski... This is a solution which is very much on the minds of everybody in European Union. This is a question of finding systemic solutions to how the people who are in political responsibilities are accountable for their decisions.... I'm here not to be frustrated or to be a person who is already criticizing, I'm looking for solutions.

**KP: Why do you think dialogue that has failed for the last year and a half will work this time?**

JT: There are people, who are (here) because of public mandate, because of being elected, because of being in (positions of) responsibility for the country and they will be accountable not before me, (but) before history and the Ukrainian people. So I try to pass the message that a success of Ukraine will be also their success.

**KP: After the departure of your outspoken predecessor, Ambassador Jose Manuel Pinto Teixeira, what kind of diplomacy will you use?**

JT: Everyone has their own way, their own skills. First, what I saw that's necessary, was to establish a mood of trust between me and the people who are from different political opinions, different political camps, in order to communicate freely and to communicate openly... My way to convey messages is to convey them directly to inter-



European Union Ambassador to Ukraine Jan Tombinski (Kostyantyn Chernichkin)

locutors who bear responsibility for the country: people from parliament, people from the administration of the president. This is my way of working.



To be direct in close contacts, because the risk of passing messages by intermediaries... I have all my sympathy to journalists, (but) it's probably not always the best one.

**KP: What was in the final report of Teixeira and did he give you any advice on your new job?**

JT: He gave me his assessment of the situation... But I have to shape my destiny, my way of working, my approach to the media, to politicians, to civil society... I am for more than 20 years in diplomacy and I've been ambassador for 17 years, so I also have a certain experience in addressing people, getting engaged with people...

**KP: Have the incidents over public criticism from the Ukrainian Foreign Ministry of Teixeira and the former French ambassador to Ukraine been resolved?**

JT: ... I know very well Jacques Faure, the (former) French ambassador (to Ukraine), who is a friend of mine as I was ambassador to Paris. But I will not comment on the way (Teixera) was (treated), I was not here. I can't judge it from the outside.

**KP: What was on the agenda of your recent meeting with Prosecutor General Viktor Pshonka, after Yulia Tymoshenko was accused in the 1996 murder of Donetsk lawmaker Yevhen Shcherban?**

JT: We ask him about: first, how all that happened on Friday in the

afternoon in the Kharkiv hospital is to be understood in the light of the criminal code? What were the procedures and what is the level of defense of her rights, knowing the state of her health and knowing also that she didn't have a contact with lawyers at this very day and that notification handed over to her was not made by a prosecution representative but (by) the penitentiary service?... We decided together with American ambassador (John F. Tefft) to request for a meeting with Yulia Tymoshenko.

**KP: If you get a chance to meet Tymoshenko, what will you tell her? And what will you do if you're denied?**

JT: I will tell her what I have to tell her. Then (in case) I will not have a possibility to tell her personally what I wanted to tell her, there are other people who are visiting Yulia Tymoshenko and we may pass messages... We got yesterday a letter from her that she is willing to see us. So I hope the request will be then followed positively by Ukrainian authorities.

**KP: If the Ukrainian authorities move on with the new charges against Tymoshenko, will this mean for the EU that the time for sanctions has come?**

JT: (It) will be a subject to examination in all member states... We know where we are now, so we try to adapt out strategy to what is now and there was a clearly stated in all our meetings that a lack of solution to the question of Yulia Tymoshenko and Yuriy Lutsenko is one of the biggest burdens on the way to sign the Association Agreement, but the solution is not in our hands.

**KP: Wouldn't Ukrainian authorities get the EU message more clearly if they have their European visas denied?**

JT: I guess everybody got their lessons (when) Ukraine lost several cases with the (European Court of Human Rights) and this is something which is much more objective than any speculation and lessons should also be drawn of how judiciaries working... No one from outside is able to introduce the reforms, this may only happen inside the country. European Union disposes of political instruments. Political instruments are an offer, we can't impose,

this is not a dominating power that we may decide instead of. This is a choice of Ukraine.

**KP: How serious does the EU view Ukraine's flirtations with the Customs Union of Russia, Belarus and Kazakhstan?**

JT: This is not about flirtations; this is about a strategy for Ukraine... The Customs Union will be a shift of sovereignty in decisions about trade on a level of common organs of the Customs Union... It will not be compatible in a sense of the decision of the European path of Ukraine.

**KP: After Ukrainian authorities failed on their promises to deliver progress on democracy, is there a risk one of Ukraine's biggest advocates, Poland would give up on its mission?**

JT: The only advice would be to enlarge the group of friends of Ukraine, because even two (Sweden and Poland) are not enough to help everything change. One big advice would be to focus also on business climate, Ukraine needs investors...

**KP: How do you manage to combine such a challenging job and a family with 10 children?**

JT: Don't sing but do it! I have a fantastic wife who is sharing this burden with me and probably taking the most bulk of the burden... (I'm lucky) to have very indulgent kids because they trust me fantastically and they are supporting me all in this works: through all the countries, through all the work we are doing. This is a fantastic asset in life.

*Kyiv Post staff writer Maryna Irkliyenko can be reached at irkliyenko@kyivpost.com.*

**POLAND AT A GLANCE**

**Territory:** 312,685 square kilometers  
**Population:** 38.4 million people as of July 2012  
**Government type:** Republic  
**Head of government:** Prime Minister Donald Tusk (since 2007)  
**GDP (purchasing power parity):** \$771 billion  
**GDP per capita (PPP):** \$20,200  
**Main industries:** machine building, iron and steel, coal mining, chemicals, shipbuilding, food processing, glass, beverages and textiles.

**Ukrainian-Polish economic relations**

- **Trade:** \$8 billion in 2012
- **Exports from Poland to Ukraine:** mechanical and electrical equipment, transportation, plastics, base metals, chemical and mineral products.
- **Exports from Ukraine to Poland:** ferrous metals, raw materials for metal production, machinery, wood and food industry waste.
- **Poland's investment in Ukraine:** \$ 861.9 million as of July 2012
- **Ukraine's investment in Poland:** \$51.5 million as of July 2012

*Sources: CIA World Factbook, State Statistics Committee, Polish Trade and Investment Promotion Office*

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# World in Ukraine



Ireneusz Derek, general director at Plastics Ukraine (Kostyantyn Chernichkin)

## Derek: 'I had much more optimism about doing business' 15 years ago

→ 5 million... During this time they have long paid off. Today we're not talking any more about investment, but we've created the kind of capital (to open) businesses in Georgia, Moldova and will now open in other countries ... But there is always a question at what cost of effort, health and nerves that money comes at. After some time you ask yourself if it was worth it all...

**KP: But what are the figures of Plastics' performance in Ukraine?**

ID: In the past three years we have had 30 percent annual growth. Therefore, we doubled in the past three years. Our turnover in 2012 was Hr 300 million (\$37.5 million). We are still counting the profits, but I think it should be around \$1 million (for 2012) in Ukraine.

**KP: Do you think you would get similar growth in other countries?**

ID: From my example and other members of MSPPU (International Organization of Polish Entrepreneurs in Ukraine), the situation can be very different. Indeed, it's not so hard to be successful in Ukraine, to build a successful business, but ironically it's very hard to keep it afterwards. The general economic situation for investors in Ukraine is not very good. I would say that, 15 years ago, when I started my business, I had much more optimism about doing business in Ukraine than today. But nevertheless I already have a certain amount of clients, employees, a business model (that is) working and I cannot stop this machine.

**KP: What is the trend for Polish investments in Ukraine?**

ID: The last two years, unfortunately, Polish direct investments in Ukraine have been decreasing... As

far as I know (by) 15-20 percent over the past few years – it's a lot. Because Polish investments, unlike Cypriot, Bahamas and other islands, are real direct investments ... Their decrease is a very serious signal for Ukrainian authorities that not everything is as good as they might think.

**KP: What caused the drop in Polish investments?**

ID: Unfortunately today's leadership of Ukraine, who two years ago promised investors that doing business in Ukraine would be much easier – well, I can say that I haven't seen that happen. We, as Polish entrepreneurs, who lead a transparent big business in Ukraine, we supported the new tax and criminal code and ideas they contained regarding ease of doing business. They did come into effect, but I don't feel like something changed for my business. I don't feel those slogans that it would be easier to import goods, go through customs clearance and communicate with customs.

**KP: How badly did the world financial crisis affect Polish business in Ukraine and did it recover in 2012?**

ID: The 2008 crisis affected Polish companies very seriously. Judging by MSPPU, before the crisis we had 130 members and, after the crisis, 60 of us are left ... half of our members closed their companies during 2009 and 2010, completely leaving the Ukrainian market. Most of them were middle and small-sized businesses. The big ones (stayed because) it's understandable that they want to be in Ukraine, because it's one of the countries where business is done.

**KP: How do Polish and Ukrainian mentalities work together when it comes to doing business and investing?**

ID: Polish and Ukrainian mentalities are compatible. We are indeed very close, that's why I know enough Polish-Ukrainian companies. Our mentalities are indeed so close that making investment decisions with those people that I meet is based mostly not on calculations as it is with Germans, while with Poles and Ukrainians it's more with the heart. If they liked the partners, saw the platform and opportunities, they make the decision, invest and develop it.

Kyiv Post staff writer Maryna Irkliyenko can be reached at irkliyenko@kyivpost.com.

## Ukrainians, Poles have gone from war to peace

→ 5 decided to enter the Ukrainian market was very similar to other banks at that time – Ukraine always was and still is, regardless of the macroeconomic situation, potentially an interesting market with big opportunities and a huge number of retail customers," says Marcin Kuksinowicz, first deputy at Kredobank.

Back then, Kredobank's acquisition was worth 40 million euros. But to save Kredobank four years later, when the crisis hit, its Polish parent had infused 160 million euros more. Altogether, this makes Kredobank the biggest Polish investment into Ukraine's banking sector.

Kredobank did get back on its feet. In 2012, the bank's assets grew by 20 percent, reaching Hr 4.5 billion. Moreover, PKO BP is considering expanding in Ukraine via acquisitions, said Kuksinowicz.

Polish financial expertise took the economic relationship with Ukraine even further via the Warsaw Stock Exchange. "The WSE is the center of the Polish capital market which established the goal of becoming a regional financial hub,"

explains Andriy Dubetsky, executive director of WSE's office in Kyiv. Unlike other capital markets, such as in

London and Frankfurt, WSE has a regional rather than global focus, serving smaller companies looking to raise 100-200 million euros. This was just right for Ukrainian companies, who represent the biggest foreign group on the WSE. "After the crisis, we had one IPO in London – Avangard, and 10 IPOs on the Warsaw Stock Exchange," notes Dubetsky.

Yet the most successful Ukrainian public offering on the Warsaw exchange took place one year before the economic downturn. Agricultural pioneer on the WSE when they raised more than \$200 million in 2007. But after they completed a second placement, Kernel's market capitalization tripled, reaching \$2 billion in 2011, making Kernel WSE's best IPO in Central Eastern Europe. "Our stellar project is Kernel," admits Dubetsky.

There have been failures also. Westa, an electro-engineering company, saw its share price drop by 90 percent last year amid the company's failure to double production after money was raised, according to the WSE's Dubetsky.

But most other Ukrainian IPOs on the WSE have been a success. "Astarta, Ovorstar, Industrial Milk Company, Milkyland – these companies did a very good job, their prices increase and business is expanding," adds Dubetsky.

Grabowski from the Polish Trade and Investment Promotion Office says similarities in mentality and language helped the two nations overcome the crisis and maintain close relations.

"These (financial) figures are interesting, but they don't say everything, because trust is priceless."

Kyiv Post staff writer Maryna Irkliyenko can be reached at irkliyenko@kyivpost.com.

Andrzej Grabowski, head of Polish Trade and Investment Promotion Office in Ukraine (Kostyantyn Chernichkin)



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## Real estate tax to start on limited set of properties

BY SVITLANA TUCHYNSKA  
TUCHYNSKA@KYIVPOST.COM

Catching up to a practice adopted long ago in Western nations, owners of large apartments and houses in Ukraine will start paying real estate taxes this year.

While experts praise the introduction of the new tax, they also note that the rate is unreasonably low, does not cover commercial property and is very difficult to administer due to the absence of a property registry in the country.

The real estate tax applies to owners of large apartments of more than 120 square meters and houses bigger than 250 square meters, irrespective of market value. The tax rate for each

square meter over the limit is to be set by local councils. The Kyiv City Council has established the rate of Hr 11.47 for each square meter over the minimum.

The tax rate is twice as high for large apartments and houses – apartments over 240 square meters and houses over 500 square meters.

"It is important to understand that the real estate tax covers the living square only, and not the general square of the property. According to Ukrainian law, the living square excludes kitchens, dining rooms, corridors, bathrooms, storage rooms," says Viktor Nesin, head of the real estate consultants union. "In my opinion, this is a mistake. Say a person owns a house of general 700 square

meters. But it might involve a lot of non-living areas like indoors swimming pool, large dining rooms and other. Then the living square of the house might be not much bigger than 120 and the person will pay ridiculously low tax like."

The article has other loopholes allowing people to avoid taxation. For example, if people co-own property they each enjoy the minimal limit. Thus a couple who co-owns a house of 240 square meter will not pay any real estate tax, as they each have a maximum allowed 120 square meters limit.

"Another problem is that very rich people register very little property, if any, in their name. It is usually all in relatives and friends to avoid troubles with Tax Service," Nesin says.

Experts say the tax will not influence vast majority of people, as most Ukrainians own much smaller apartments than the minimal 120 square meters, if any.

"It is unclear, even to most of authority's bodies, how many people own oversized apartments and houses in Ukraine. It can be that this tax only applies for a very small group of people," says Volodymyr Kotenko, a partner of Ernst & Young and head of the company's taxation legal practice in Ukraine.

Ukraine does not have a national list of real estate owners as property rights registry in each region keeps paper files which are completely closed to the general public.

"In order to learn which property belongs to whom the Tax Ministry will have to request the information on each address from the Justice Ministry. However, even the Justice Ministry does not have all the information from the property rights registry," says lawyer Tetyana Montyan, who specializes in property rights.

The government has been working on the creation of a national property registry since 2012, but it is still not clear if the database will be made public.

But experts say the biggest flaw in the logic of the property tax is com-



One of Ukraine's biggest shortcomings in the public policy arena has been the lack of a commercial and residential property tax. The nation is taking halting steps in this direction, with a limited tax set to start this year.

→ Tax will be based on area, not value of apartment

pletely ignoring commercial property.

"It is definitely much easier to tax apartments and houses because then nobody's business interest is hurt. First of all, the tax pressure on business is quite high even without real estate tax. Also, let us not forget how influential large financial groups in Ukraine are," says Maksym Kopechikov, a partner at Ilyashev & Partners law firm.

"So far there was no comprehensive discussion on taxation of commercial

property. Imagine if all factories, hotels, shopping malls would be taxed. This would require a significant analysis of how it could be done without adding an additional burden on business," Kotenko says.

Aside from rich people who have property registered in their name, construction companies will be paying tax on newly built property, until it finds a new owner. However, experts say the tax rate is so insignificant it is unlikely to influence the real estate market. Kopechikov says that the tax is so low it is "incomparable to the price of real estate in Ukraine."

The government promises to identify all owners of the real estate who qualify for the tax and send them letters by July 1. Letters will contain calculations of the tax to be paid within 60 days.

Kyiv Post staff writer Svitlana Tuchyńska can be reached at [tuchyńska@kyivpost.com](mailto:tuchyńska@kyivpost.com)

### Transfer Pricing (TP) in Ukraine: What are the real changes required?

TP is a sensitive concept that corresponds to the pricing of goods and services in intra-group transactions. Well implemented in developed countries, TP is expanding in emerging countries. Russia has implemented a TP legislation in January 2012. In Ukraine, new TP rules are effective since 01 January 2013.

#### Main changes introduced in the Tax Code of Ukraine

The most important changes relate to the methods for determining the arm's length price and mutual agreement between tax authorities and large tax payers.

- Implementation of new provisions on ordinary price has been a first step to approximation towards international standards of TP. Ordinary price shall be defined under the methods in compliance with the OECD Guidelines for Multinational Enterprises and Tax Administrations:
  - Traditional transaction methods:
  - Comparable Uncontrolled Price method
  - Resale Price method
  - Cost Plus method
  - Transactional profit methods:
  - Transactional Net Margin method
  - Transactional Profit Split method

- As well large taxpayers are allowed to sign a mutual agreement of prices in controlled transactions with tax authorities which aims to confirm the contractual price of intercompany transactions and avoid any tax risk of its subsequent non-recognition by tax authorities (avoid risk of additional tax charges).

#### A step towards international practices, but a lot needs to be done still

In particular, we can notice the following differences:

- New methods are not sufficiently precise and should require references to the OECD Guidelines and additional adoptions at legislative level
- other methods (independent assessment, public sale, etc.) are kept in Ukrainian legislation, that keep the assessment of TP complex or unclear
- the effective law contains the concept of "ordinary price" instead of "transfer price" international concept
- TP Ukrainian rules cover not only intra-group transactions but other parties (physical persons, other non-residents, etc) in contrary to other countries

Consequently, in near future we may expect further development in Transfer Pricing regulation in Ukraine. Recently a few draft laws have been registered (mainly based on international expertise). Among other things, they stipulate strong requirements to transfer pricing documentation, regular reporting, tax inspections and sanctions.

The new TP rules implemented at this stage express the fact that tax authorities will more and more focus their attention on this topic. Therefore, companies should start adapting their pricing strategy to the new tax rules and should also anticipate international tax practice.

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Gregoire Dattée  
Managing Partner  
[gregoire.dattée@mazars.ua](mailto:gregoire.dattée@mazars.ua)

Mazars Ukraine  
8 Illinska Street,  
04070 Kyiv, Ukraine  
tel. +38(044)3907107  
[www.mazars.ua](http://www.mazars.ua)

Vyacheslav Sagan  
Head of Tax Department  
[vyacheslav.sagan@mazars.ua](mailto:vyacheslav.sagan@mazars.ua)

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Ukrainian President Viktor Yanukovich greets Valeriy Sushkevych, president of the Paralympic Committee of Ukraine and a member of parliament. A new labor law is supposed to encourage employers to hire people unable to compete on the labor market with tax benefits. But experts are skeptical. (president.gov.ua)

# Lawmakers seek to entice employers with incentives for hiring

BY ANASTASIA FORINA  
FORINA@KYIVPOST.COM

Judged the world's third worst in 2012, Ukraine's tax system has long way to go before moving out of the "nightmare" category. A new labor law that took effect in January could ease the situation somewhat, although experts are wary about its effectiveness.

According to the law, employers will be reimbursed 50 to 100 percent of the unified social tax, a monthly contribution to the state Pension Fund worth from 36.7 to 49.7 percent of a worker's wage, for creating new jobs for people unable to compete on the labor market. This category includes inexperienced youth, people older than 50 and disabled persons, as well as those directed to the company by employment authorities.

"Employers will benefit from giving jobs to such people. And this is the main argument for them," Sergei Tigipko, deputy head of the Party of Regions and co-author of the law, said after the Verkhovna Rada passed the bill in July.

Although praised by the government, the law received an ambiguous welcome in Ukraine as experts are skeptical about the tax benefits prescribed by it.

"It won't bring profound changes," said Oleksandr Zhohud, analyst at International Center for Policy Studies.

"Employers won't hire disabled and old people in order to get benefits as they're limited in their right to fire those people according to our labor code, which remains the major reason for caution for them."

The new law stipulates that the wage of a disabled employee should be no less than the average salary in the company, but it's impossible to ensure the new workers will be up to par, Zhohud added.

The new law was also criticized by the National Institute for Strategic Studies, a government think tank. In particular, the new law would replace direct government subsidies for hiring unemployed workers by the prospect of tax reimbursement – a weak incentive, the institute cautioned.

"The unified social tax reimbursement is much less than a subsidy, so there are no grounds to consider it better motivation for employers than subsidies. In fact, holding back subsidies is a way to save the budget money (linked to) unemployment," reads a NISS analytical report. The new law also opens the doors to shady schemes since no distinct reimbursement mechanism has been developed and implemented so far, NISS experts warned.

At present, the costs of hiring a new worker by far exceed all the tax benefits provided by the state. Aside from unified social tax, employers have to pay 15

percent tax on the employee's income every month, making official employment too expensive. As a result, a lot of employers have turned to other ways of employment in order to reduce taxes.

By far the most popular of these is employing people as private entrepreneurs, as it relieves employers from the unified social tax contribution and the 15 percent income tax.

"That's why even the majority of disabled people are employed under the (private entrepreneur) contract, as it's much cheaper than (to hire them as) staff," Zhohud said, adding that this removed any fiscal advantage over hiring regular workers.

Still, some experts believe the employment conditions prescribed by the new law are at least worth a try, judging by the hunger for tax benefits in Ukraine.

"Under the circumstances when there are not many tax benefits available for Ukrainian employers, it is definitely worth taking the opportunity of returning the part of the unified social tax prescribed by the new law," said Oksana Lapii, manager at Ernst & Young Human Capital Group. "Bearing in mind the relatively high rates of tax in Ukraine, the economic effect can be quite material," she added.

Kyiv Post staff writer Anastasia Forina can be reached at forina@kyivpost.com

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## BUSINESS ADVISER

### PROSPECTS OF TRANSFER PRICING REGULATION:

#### more clarity or new challenges for business?

For many years the Ukrainian state has shown little concern for transfer pricing issues. Ukrainian conglomerates in particular benefited from such a state of affairs by moving their profits to offshore and low tax jurisdictions. But times seem to be changing, and the Ukrainian government is keen on implementing the transfer pricing control and compliance practices followed by OECD states. It is no secret the fiscal deficit is the principal driver of this government effort.



Constantin Solyar  
Senior associate at Asters

In Ukraine somewhat watered-down transfer pricing rules were adopted in the mid-nineties. In subsequent years these rudimentary rules were amended several times. But still they remained pretty simple, unsophisticated, and did not provide much room for tax authorities to adjust pricing for tax purposes.



Pavlo Odnokoz  
Associate at Asters

The adoption of the new Tax Code in late 2010 brought Ukraine closer to OECD-based transfer pricing practices. These rules took effect just recently, but are expected to be buried by the government in a shallow grave without even the accoutrements of a decent burial. The Ukrainian government is actively working on new rules and recently published a draft law introducing substantial revisions to the current transfer pricing regulations.

The main idea of this law is to bring prices on certain types of transactions (i.e., so-called "controlled transactions") under close scrutiny of tax authorities and to oblige taxpayers to file annual reports in respect of such transactions and their pricing. These transactions are generally (I) related-party deals, and (II) transactions between Ukrainian companies and non-residents registered in low tax jurisdictions. They are "controlled" by tax authorities if their annual aggregate value equals or exceeds the equivalent of UAH 50 million. The general requirement of the draft is that prices in such "controlled transactions" shall correspond to the fair market prices.

A positive trend is that, unlike the current version of the law, the draft stipulates a number of factors to be considered by the tax authorities when choosing similar transactions between independent parties that will serve as a basis for comparison with "controlled" transactions. Among such factors are the functions of the parties and assets involved, the allocation of benefits and risks, the course of dealing, business strategies etc.

Since it sometime happens in Ukraine that commercial data filed with Ukrainian authorities become available to competitors, the annual reports to be submitted may be of concern for businesses. According to the draft such reports shall disclose rather sensitive data such as information about (I) all related entities in the group (including foreign entities), (II) the group's transfer pricing policies, (III) detailed characteristics of goods/services (including their "reputation" on the market, trademarks involved, producers, etc.), (IV) factors that influenced pricing, (V) functions of the parties, (VI) economic analysis disclosing transfer pricing methods used, relevant revenues and expenses, the level of profitability, sources of "pricing" information etc. This submission shall be also supported by copies of relevant documents. Failure to file the above report and required documents may result in a penalty of 5% from the amount of the "controlled" transaction.

Under the current version of the law, a deviation in contractual price of less than 20% from the fair market price is generally permitted and shall not result in tax adjustment. Unfortunately, the draft does not contain such a guarantee. Furthermore, although the burden of proof rests with the tax authorities, the taxpayer would be still obliged to substantiate the prices upon the authorities' request. This suggested change differs from current regulation, which allows taxpayers to seek refuge in the statutory presumption that a contractual price is deemed to be the fair market price. Still, the advance transfer pricing arrangements with tax authorities are allowed for big taxpayers only.

At present, the draft is actively promoted by the tax authorities and government officials. Ukrainian political observers, who consider this draft law as colliding the interests of the President's team and major oligarchs, are impatiently waiting to see how it passes Ukraine's parliament, where the largest Ukrainian conglomerates have wide representation.

# Asters

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## BUSINESS ADVISER

## TAX LAW

What 2013 will change  
for your company?

The New Year celebrations are well behind us, and even though Ukraine was not facing a U.S. style "fiscal cliff" 2013 is bringing some substantial tax changes.

## CORPORATE PROFIT TAX

Quite a few changes were introduced by lawmakers with regard to the administration of the CPT. Some of these changes are related only to 2013 (e.g., an annual decrease in the CPT rate from 21% (2012) to 19% (2013), application of a new amount of the minimum wage for certain types of transactions); while others are related to all tax periods (e.g., introduction of a CPT advanced payment scheme (APS) along with a single annual CPT return, new tax treatment of transactions with securities, commencement of application of Article 39 of the Tax Code regarding methods of and procedure for determination of so-called "ordinary" prices, introduction of determination of tax differences etc.).

The principal change in the CPT is the introduction of the APS and replacement of four quarterly CPT returns by the single annual CPT return for qualifying taxpayers.

The essence of the APS is a monthly CPT payment, which is calculated as 1/12th of the CPT liability for the preceding calendar year.

The APS qualification looks simple — any taxpayer with the annual turnover of over UAH 10 million is subject to it. However, two issues with the APS must be noted: the first one is the possibility to set-off monthly advanced payments against the existing prepaid CPT; and the other is the possibility to set-off monthly advanced payments against a so-called "dividend" tax. In the meantime, the appeal and attractiveness of the APS for businesses depends on a smart solution of these two issues.

Another important change is commencement of application of Article 39 of the Tax Code whereby the Ukrainian tax authorities now have the right to challenge the prices indicated by the CPT taxpayer and adjust its CPT liabilities, if such prices do not correspond to the "ordinary" prices. If the taxpayer objects to such an adjustment the dispute will need to be settled in court.

## VALUE ADDED TAX

No significant changes were introduced with regard to the VAT, except for the introduction of treasury bills for VAT refunds (VAT T-Bills).

VAT payers, exercising the right to receive a VAT refund, are well acquainted with VAT bonds, which were issued by the Government of Ukraine several times in the past. This time, however, Ukraine decided to move away from the previous practice and introduced a new scheme of VAT refunds in parallel to the existing one.

Issuance of VAT T-Bills is equated to a cash VAT refund, with the only difference being that these can be set-off against any current tax liability on the redemption date. Please note that even though the Government of Ukraine is expected to develop a procedure for the application of VAT T-Bills by the coming March, we are unaware on any draft thereof.

## EXCISE TAX ON TRANSACTIONS WITH SECURITIES

It is the first time in Ukraine that a special excise tax (financial transaction tax) is introduced on transactions with equities and derivatives.

The tax will be calculated on the basis of the agreed (contract) value of the equities or derivatives as determined in primary accounting documents under any transaction therewith (such as sale, exchange and the like).

The rates of the tax vary from 0% to 1.5% of the value of the transaction and are established depending on two conditions (I) whether the securities are traded on a stock-exchange, and (II) whether they are listed on a stock-exchange. A special rate of 5 exemption limits (currently UAH 85) is established for each party to an over-the-counter derivatives contract.

Initial issuance, conversion and redemption of securities, transactions with equity interests in limited liability companies and mortgage securities, as well as with state or municipal securities, are exempted from the financial transaction tax.

Securities brokers, including banks, will act as tax agents for the purposes of collection of the financial transaction tax.

## REAL-ESTATE TAX

The RET is another major novelty in 2013, and not just because it is the first time a RET will be collected from companies, but also because of tough deadline of 1 February 2013 for submission of the first RET return. The good news, however, is that the RET is paid quarterly as 1/4th of the annual amount and the first payment can be made up until 30 April 2013.

The RET is a local tax, which is assessed on a private residential property at the rates established by municipalities. The RET rates are established per 1 sq m of living space and cannot exceed:

- 1% of the minimum wage for apartments and houses where the living space does not exceed 240 sq m and 500 sq m, respectively;
- 2.7% of the minimum wage, when the living space exceeds 240 sq m and 500 sq m, respectively.

Despite its simplicity, as it seems at first glance, the tax contains some collisions, e.g., a tax return for a newly acquired residential property must be submitted within one month following the month of registration of ownership, while the RET is paid quarterly on the basis of an annual assessment. This and other discrepancies will need to be ironed out during practical application.

As one can see the changes are abundant but it is yet to be seen whether they will make doing business and paying taxes any easier. The initial period of application of the rules will for sure create conflicts between the tax authorities and business in terms of interpretation thereof but we are always here to help and assist using our experience and wealth of information.



Taras Koval  
Head of tax practice of  
Gide Loyrette Nouel Kyiv



New amendments proposed for the tax code could force owners of luxury sports utility vehicles that cost more than \$65,000 to pay a 2 percent tax. (AFP)

# Luxury tax takes aim at rich buyers

BY DENIS RAFALSKY  
RAFALSKY@KYIVPOST.COM

Ukraine is once again entertaining the idea of having a wealth and luxury tax, a year after a similar bill was shelved in parliament. Pro-government members of parliament say it's better to pass a flawed yet morally justified bill and tweak it later. Opposition lawmakers, however, are calling the bill populist, and say the government should focus on fighting poverty and not taxing the rich to replenish starved state coffers.

On Jan. 21, the Finance Ministry headed by Yuri Kolobov published proposed wealth and luxury tax legislation that would come into force in 2014. Last summer, lawmakers didn't consider a similar bill registered in parliament. After the Cabinet of Ministers resigned in December following elections to parliament, the draft law was put off.

When the previous bill was being promoted by government, the then-head of the State Tax Service Oleksandr Klymenko, who today is the minister of revenues and duties, said the luxury tax could bring Hr 800 million-Hr 1 billion to the budget yearly for the Pension Fund.

Government officials this time around aren't making such long-term financial projections. Meanwhile, the opposition is again unhappy with the reincarnated version.

If the current version of the bill is passed, it will affect citizens and non-citizen residents of Ukraine, individual entrepreneurs and corporate entities.

The tax will be imposed on owners of apartments that cost more than 1,000 times the minimum wage (Hr 1,147 monthly) and whose gross area exceeds 200 square meters. That would be roughly a \$143,000 place. The same applies for houses priced at 2,500 times the minimum wage and

which have a gross area exceeding 500 square meters. That would be houses valued at more than \$358,000.

Owners of several pieces of property whose gross area exceeds 600 square meters will also have to pay the tax. The bill also says that the tax will be collected from non-residential buildings that cost more than 2,000 times the minimum wage and which have a gross area of more than 500 square meters. The tax rate is 0.5 percent of the assessed property value for both residential and nonresidential.

Also taxed will be passenger cars priced more than 450 times the minimum wage and motorcycles that cost more than 150 times the minimum wage, but only those that are less than five years old.

The draft law also mentions leisure and sports boats with powerful engines, as well as airplanes and helicopters. Chic accessories that cost more than 20 times the minimum wage, such as watches, mobile phones, firearms, furs and antiques, are also on the list. The tax rate for vehicles and boats is equivalent to 2 percent of the assessed value. For example, the owner of a new Lexus LS Sedan that costs Hr 1,200,000 (\$150,000) would have to pay Hr 24,000 (\$3,000) in annual tax.

Airplanes and helicopters will be taxed at 1 percent of their assessed value.

Buyers of small luxuries or pieces of art will have to pay 10 percent of their value if making the purchase in Ukraine or when arriving in the country.

Experts say there are pitfalls hidden in this part of the bill.

Volodymyr Zabudsky, senior lawyer at Alliance Ratushnyak and Partners, says it's not uncommon for poor families or single pensioners to own large apartments that they inherited. He

said the luxury tax will automatically apply to them even though they cannot afford to pay the tax.

And since the bill specifies which expensive goods classify as "non-luxury" and "luxury," sellers could artificially understate the cost of a good and get the difference from selling an associated good or service.

Pro-presidential lawmaker Sergiy Tigipko, who as social policy minister heavily promoted the first version of the luxury law, is certain the nation needs such a tax. "To have the law is better than not to have it," Tigipko told the Kyiv Post. "I keep saying that the moral factor is quite important. The nation must see that in these difficult times the rich share with those who are under more trying conditions."

Tigipko assures that most of the pro-presidential Party of Regions faction will vote for the new version of the luxury law.

However, opposition lawmaker Mykola Katerynchuk, a co-author of an alternative tax code, calls the new luxury tax populist. "Introduction of this tax has nothing in common with fulfilling the national budget (or) fighting social justice," Katerynchuk told the Kyiv Post. "Today the party of the rich is in power. So it struggles with the rich, that is to say, with itself."

The deputy thinks luxury owners will still have ways of evading taxation. When purchasing antiques, for example, buyers can arrange for assessors to diminish the piece's worth. So if the luxury tax won't bring in much added revenue, it can deter possible investors. "The government must struggle not against luxury but against poverty, but that needs completely different mechanisms," Katerynchuk says.

Kyiv Post staff writer Denis Rafalsky can be reached at rafalsky@kyivpost.com



Gide Loyrette Nouel  
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Night of romantic movies



Three love stories will be screened throughout the night on Feb.9 in Kyiv's Kinopanorama cinema. Woody Allen's Midnight in Paris (2011), Tenderness (2009) featuring Audrey Tautou, and My Blueberry Nights (2007) directed by Kar Wai Wong will be shown in the original language with Russian subtitles.

Introversion (art exhibition). M17 Contemporary Art Center. 10 a.m. Free

Arkan. Mikhail Demtsiu (art exhibition). Mystetska Zbirka (13 Tereshchenkovskaya St.). 11 a.m. - 6 p.m. Free

Art Map of Ukraine, Slobozhanskiy Express. Modern Art Museum. 11 a.m. - 7 p.m. Hr 5-20

Thursday, February 14 Classical music

Valentine's Day Tribute. National Academic Symphonic Orchestra of Ukraine Playing Strauss, Kolodub, Anderson, Fuchik, Serebrennikov. National Philharmonic. 7 p.m. Hr 45-90

Live music

Larus. Docker Pub. 9:30 p.m. Hr 50

Crazy Train. Docker's ABC. 10 p.m. Hr 50

InLove (romantic love). Art Club 44. 10 p.m. Free

Stereopleen. Divan. 8 p.m. Free

Clubs

Valentine's Day Party. City Entertainment in Sky Mall. 10 p.m. Free for females, Hr 50 for males

Happy Valentine's Day. Party Room. 10 p.m. Hr 40 for females, Hr 50 for males

Theaters

Taming of the Shrew (comedy). Ivan Franko Theater. 7 p.m. Hr 15-150

Roundelay of Love (erotic comedy). Molody Theater. 7 p.m. Hr 40-60

Love Schmolove (comedy). House Of Officers. 7 p.m. Hr 160-390

Shows

Crazy Horse. Operetta Theater. 6:30 p.m., 9 p.m. Hr 400-1,500

Gesaffelstein & Brodinski. Bromance tour. Crystal Hall. 9 p.m. Hr 150-500

National Academic Dance Ensemble Named After P.P. Virsky. Palats Ukraina. 7 p.m. Hr 70-390

Olya Polyakova. Freedom Hall. 8 p.m. Hr 800-1,200

Love (International ethnic jazz project). National Tchaikovsky Academy of Music. 8 p.m. Hr 50-350

Kiev Big Band. Tolstoy Restaurant-club. 9 p.m. Hr 150

Miscellaneous

Ukrainian Formula. Landscape Line. Ivan Honchar Museum. 10 a.m. - 5:30 p.m. Hr 15

Introversion (art exhibition). M17 Contemporary Art Center. 10 a.m. Free

Arkan. Mikhail Demtsiu (art exhibition). Mystetska Zbirka (13

Tereshchenkovskaya St.). 11 a.m. - 6 p.m. Free

Art Map of Ukraine, Slobozhanskiy Express. Modern Art Museum. 11 a.m. - 7 p.m. Hr 5-20

Friday, February 15

Classical music

Transformation. Symphony Orchestra of the National Philharmonic of Ukraine Playing Bach, Bartok, Webern, Britten, Schubert. National Philharmonic. 7 p.m. Hr 30-120

Live music

Mad Heads UkrainSka & Mama Mia (Italian disco, rock). Docker Pub. 10 p.m. Hr 100

Motor'ola Chumaki & Red Rocks (rock). Docker's ABC. 10 p.m. Hr 75

Without Limits (rock). Art Club 44. 10 p.m. Hr 50

Roliova Model. Divan. 8 p.m. Free

Theaters

Quartet for Two (premiere). Molody Theater. 7 p.m. Hr 50-90

Corsicanian (historical anecdote). Drama & Comedy Theater on the left bank of Dnipro. 7 p.m. Hr 50-80

The Temper (comedy). Zhovtnevy Palats. 7 p.m. Hr 100-1,350

Shows

Crazy Horse. Operetta Theater. 6:30 p.m., 9 p.m. Hr 450-1,600

Vanessa Mae. Palats Ukraina. 7 p.m. Hr 300-2,500

Valentyn Strykalo Band. Crystal Hall. 9 p.m. Hr 130-300

Spiritual Seasons (Irish and Scandinavian folk rock). Underground Music Hall. 8 p.m. Hr 55

Gorchitza. Tolstoy Restaurant-club. 10 p.m. Hr 100-1,500

Miscellaneous

Ukrainian Formula. Landscape Line. Ivan Honchar Museum. 10 a.m. - 5:30 p.m. Hr 15

Introversion (art exhibition). M17 Contemporary Art Center. 10 a.m. Free

Arkan. Mikhail Demtsiu (art

exhibition). Mystetska Zbirka (13 Tereshchenkovskaya St.). 11 a.m. - 6 p.m. Free

Art Map of Ukraine, Slobozhanskiy Express. Modern Art Museum. 11 a.m. - 7 p.m. Hr 5-20

Saturday, February 16

Classical music

Kyiv Saxophone Quartet Playing Piazzolla (violin, contrabass, accordion, saxophone). National Philharmonic. 7 p.m. Hr 20-100

Live music

Motor'ola Chumaki. Docker Pub. 10 p.m. Hr 75

Mad Heads UkrainSka & Mama Mia. Docker's ABC. 10 p.m. Hr 75

Bangladesh Orchestra. Art Club 44. 10 p.m. Hr 50

Igor Sirodzhha (underground). Divan. 8 p.m. Free

Theaters

Gogol... Reincarnation. Ivan Franko Theater. 7 p.m. Hr 30-70

Farewell Tango (drama). Lesya Ukrainka Theater, new stage. 6 p.m. Hr 100

Lying Naked Truth (comedy). Drama & Comedy Theater on the left bank of Dnipro. 7 p.m. Hr 50-80

Shows

Crazy Horse. Operetta Theater. 4 p.m., 6:30 p.m., 9 p.m. Hr 450-1,600

Snap. Crystal Hall. 10 p.m. Hr 120

Distemper. Bochka. 7 p.m. Hr 110-150

Mara. Tolstoy Restaurant-club. 10 p.m. Hr 200

Miscellaneous

Cooking Master Class on Japanese Cuisine. 36 Kreshchatyk St. 10 a.m., 1 p.m., 4 p.m. Hr 250

Ukrainian Formula. Landscape Line. Ivan Honchar Museum. 10 a.m. - 5:30 p.m. Hr 15

Introversion (art exhibition). M17 Contemporary Art Center. 10 a.m. Free

Arkan. Mikhail Demtsiu (art exhibition). Mystetska Zbirka (13 Tereshchenkovskaya St.). 11 a.m. - 6

p.m. Free Art Map of Ukraine, Slobozhanskiy Express. Modern Art Museum. 11 a.m. - 7 p.m. Hr 5-20

Sunday, February 17

Classical music

Anatoliy Palamarenko Tribute. Symphony Orchestra of the National Radio Company of Ukraine. National Ukrainian Revutsky Male Choir. National Philharmonic. 7 p.m. Hr 40-80

Live music

Partizanskiye Vytivky (Russian rock). Docker Pub. 9:30 p.m. Free

Beefeaters. Docker's ABC. 10 p.m. Free

Murenko, Bolatov and Agabeili (jazz). Art Club 44. 10 p.m. Hr 50

Smeyushchysia Tigr. Divan. 8 p.m. Free

Theaters

A Profitable Position (based on Nikolay Ostrovsky novel). Lesya Ukrainka Theater. 7 p.m. Hr 15-120

Spectators are Not Allowed on Performer! (comedy). Drama & Comedy Theater on the left bank of Dnipro. 7 p.m. Hr 70-120

Until Mother Did Not Come (come-

dy). Molody Theater. 7 p.m. Hr 50-90 Spanish Follies (comedy). Zhovtnevy Palats. 7 p.m. Hr 200-3,600

Shows

Crazy Horse. Operetta Theater. 3 p.m., 5:30 p.m., 8 p.m. Hr 400-1,500

Dances of the World 2013 (international dance festival). Artist's House. 5 p.m. Hr 100-250

Kazhe Oboyma. Crystal Hall. 7 p.m. Hr 150-250

Chorny Obelisk. Bochka. 7 p.m. Hr 120-200

Miscellaneous

Cooking Master Class on Japanese Cuisine. 36 Kreshchatyk St. 10 a.m., 1 p.m., 4 p.m. Hr 250

Ukrainian Formula. Landscape Line. Ivan Honchar Museum. 10 a.m. - 5:30 p.m. Hr 15

Introversion (art exhibition). M17 Contemporary Art Center. 10 a.m. Free

Arkan. Mikhail Demtsiu (art exhibition). Mystetska Zbirka (13 Tereshchenkovskaya St.). 11 a.m. - 6 p.m. Free

Art Map of Ukraine, Slobozhanskiy Express. Modern Art Museum. 11 a.m. - 7 p.m. Hr 5-20

Surreal photos by Martin Stranka



A collection of photographs by young Czech photo master Martin Stranka is on display in Kyiv's Brucie Collections gallery.

His surreal works are described as "ones that exist in the space between dreams and waking, those split seconds when a person has a foot in both worlds."

Stranka is a self-taught photographer. He started taking only pictures three years ago and has already won over 40 remarkable international photo awards.

Martin Stranka photo exhibition. Through March 3. Brucie Collections Gallery (55B Artema St). Free

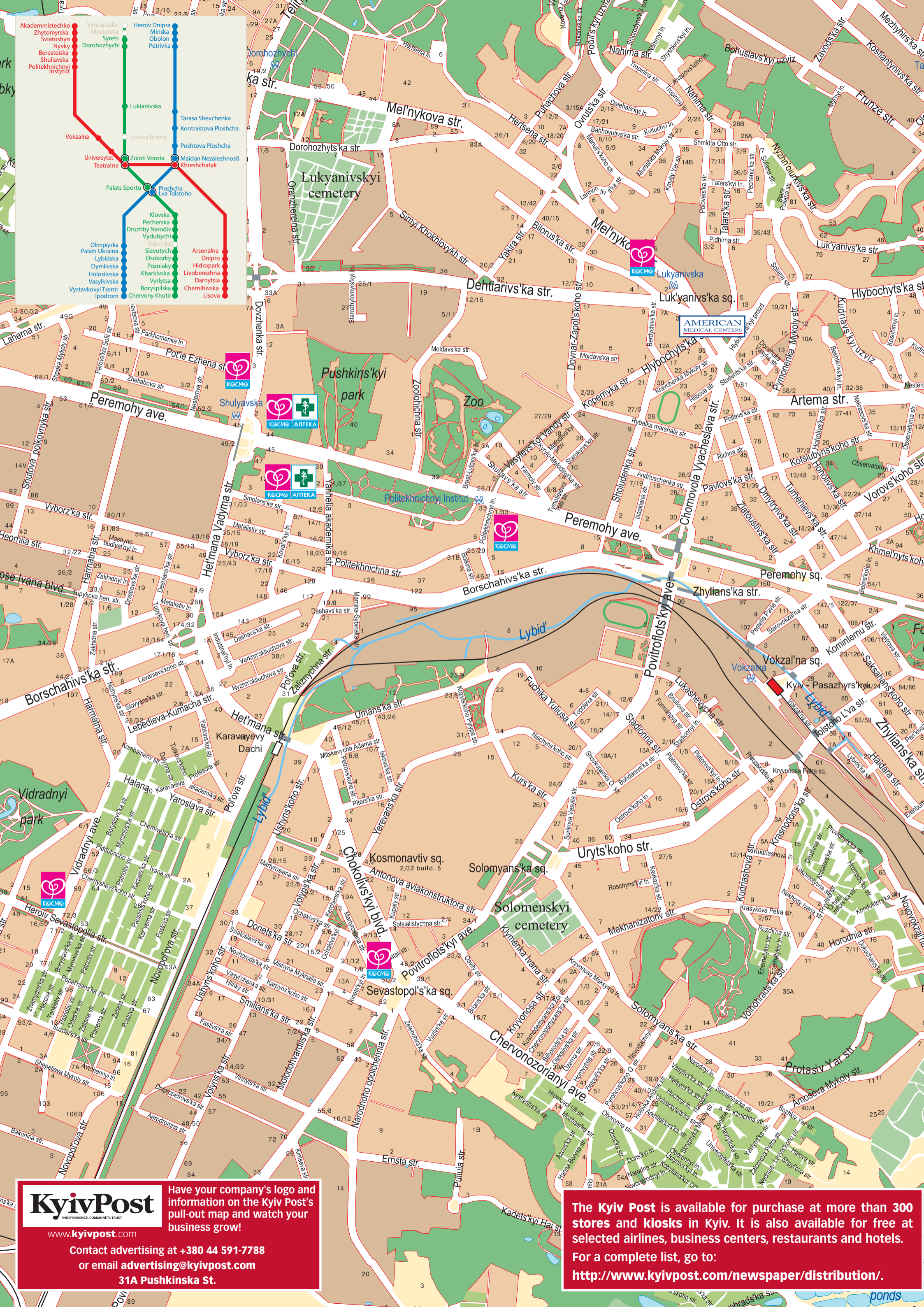
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ckm.nau.edu.ua
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wunjo-art.com
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foundart.org.ua
Kult Ra
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kultra.org
Sky Mall
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cityclub.kiev.ua
ACCO International exhibition center. 40-B Peremohy Avenue., 456-3804
acco.ua
Kyiv Pechersk Lavra
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kplavra.kiev.ua
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Pyrohovo village, Kyiv region
526-5765
nmapu.org.ua
Mamayeva Sloboda
2 Myhayla Dontsya St. 361-9848
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Palats Sportu
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Artist's House
1/5 Artema St. 272-0547
International Exhibition Center
15 Brovarskiy Avenue 538-0827
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- of Ukraine
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## VOX populi

WITH MARK RACHKEVYCH



The Kyiv Post asked Americans at Arizona's BBQ before the Super Bowl on Feb. 4: In addition to watching American football, what else do you do in Ukraine that would be considered to be quintessentially American?



**Eddie Williams,**  
Peace Corps  
volunteer in  
Ivano Frankivsk  
Oblast  
"I've taught  
people here  
how to play  
American  
football. We've

done Thanksgiving dinner. I've played a lot of basketball, and I've taught my kids about rock & roll, blues and jazz."



**Peter Teluk,**  
Attorney for  
Squire Sanders  
"The biggest  
thing that I do  
would probably  
be bringing in  
pure American  
food includ-

ing Sweet Baby Ray's barbecue sauce, Frank's hot sauce, and Tabasco to make real American barbecue, buffalo wings and spicy food."



**Rebecca Norman,**  
Peace Corps  
volunteer in  
Kozyatyn,  
Vinnytsia Oblast  
"I definitely  
celebrate  
Halloween,  
Valentine's  
Day, and

Thanksgiving like it's going out of style. It's my favorite."

**Joseph Bagliere,**

Peace Corps volunteer, Mohylev-Podilsky, Vinnytsia Oblast  
"I have an American football, so it's fun to get together and play the game."



We had Thanksgiving, but had two ducks, not turkey. It's funny. I have Tabasco sauce in my back pack, and my mother recently sent a care package

of Charmin toilet paper and strawberry pop tarts."



**Mike Perry,**  
Construction,  
property devel-  
opment

"Ninety percent of the stuff I could cook for myself has the recipe on the box, meaning, like macaroni and cheese, pop tarts, milk with cereal, I really don't know what to do with stuff you'd find at a real, farmer's market, it's got to have the recipe on the box."

## Willard: Newspaper will start to charge

→4 18 months, we have increased revenue by 75 percent and decreased expenses by 35 percent.

We have initiated a highly successful – judging by our recent Tiger Conference – Kyiv Post Conferences program. We instituted a corporate subscription program, and launched Kyiv Post Editorial Services in an effort to bring more revenue. The sales and marketing team has been totally revamped.

In other words, instead of losing about \$1 million (as the Kyiv Post did in 2011), we cut losses to \$300,000

in 2012. It was a sizable improvement, but, as the saying goes, close only counts in horseshoes and hand grenades.

Our patient backer, publisher Mohammad Zahoor, rightly feels that he has done enough. He has multiple businesses to watch over. His hope from the beginning was that the community would step to the forefront and support "its" newspaper.

In some ways, it has. The community responded to the Tiger Conference by coming forth with nearly \$100,000 in sponsorships in a relatively short

time. Some companies, like Danone, came forth with a year-long advertising program, helping whittle down the deficit.

For the past two years, the European Business Association – made up of some 900 members – has purchased a page to voice its opinions and promote its programs and achievements. The firm that bears my name, Willard, has purchased a full page ad per month for the next year.

But, we're not there yet. And the clock is ticking.

Kyiv Post CEO Michael Willard can be reached at [willard@kyivpost.com](mailto:willard@kyivpost.com).

## Gorchinskya: No way to run nation

→1 regulation on most occasions and owners try to fix the problem fast.

Moreover, Kyiv has next to no zoning and planning rules, so it's not exactly well-regulated what kind of businesses can run where, with some exceptions regulated by other laws.

I don't care if it's a sex shop or a kiosk selling cabbage, but closing a business down just because the prime minister pointed his finger shows just how vulnerable anyone or anything is nowadays. People and circumstances decide your destiny. The rule of law fails to work in everyday life, for small business, which should be nurtured and encouraged.

It is to restore this very rule of law that a handful of deputies from Vitali Klitschko's Ukrainian Democratic Alliance for Reforms (UDAR) faction had a sleepover in parliament on the same night when the owner of the sex kiosk was packing up. Newly elected deputies stayed to guard the session hall from the invasion of the pro-presidential Party of Regions while leaders

of the opposition continued to pressure parliament's leadership to strictly enforce personal voting on legislation by the deputies.

This is a demand of the opposition, which they have carried through the fall election campaign, and to which the Verkhovna Rada leadership keeps resisting, coming up with the most ridiculous excuses. For example, fingerprint voting (one of the options proposed by the opposition) is bad for one's health.

Although a constitutional requirement, personal voting has been ignored for years by the pro-presidential majority, exposing parliament for the rubber-stamp institution that it has been for the powers – or power that be – namely President Viktor Yanukovich.

Many laws have been approved with violation of this requirement, including state budgets, pension and tax reforms, and so on. This procedure of mass voting for colleagues challenges the validity of most of the country's legal acts approved in the last few years, and

the parliament itself. The opposition in the past has been just as guilty.

But the new opposition's stance is wonderfully, refreshingly and stubbornly naive. It's a return to simple, basic concepts such as the rule of law, which could nevertheless have a profound effect on Ukraine's future.

In one twist of the plot, for example, it could lead to the president's rethinking of his own long-term idea of turning Ukraine into a parliamentary republic, where the president is elected by the legislature. He simply can no longer trust the Rada to do as he wishes, even if he controls the nominal majority.

But implications of this campaign have a much greater scope than that. It's the return of rules, starting with the parliament, where for years elected deputies thought they are above rules and laws.

Unfortunately, there is no guarantee that the opposition will hold out. But it's delightful that they're trying.

Kyiv Post editor Katya Gorchinskya can be reached at [gorchinskaya@kyivpost.com](mailto:gorchinskaya@kyivpost.com).

Advertisement



### HAMBURG AHEAD OF ODESSA

The port of Hamburg is merely a back door for imports to Ukraine compared with Odessa, Ukraine's leading input port. However, with an increasing impact of delivery deadlines upon the competitiveness on the Ukrainian market, Hamburg is becoming an attractive alternative.

Sven Noatzke, CEO of LION Group, a leading German logistics provider based in Kiev with its subsidiary TOV "Lion Group", knows what lies at the heart of the competitive edge enjoyed by Hamburg or Bremerhaven.

**Sven, the LION Group is a freight forwarder for the CIS [Commonwealth of Independent States] as a whole. Why do transports to Ukraine account for well over half of your turnover?**

Our logistics are based on the LION freight terminal in Forst, a town situated right on the German-Polish border. From this terminal, it takes a cargo only two days to be delivered to western Ukraine and merely three days to get to Kiev. This means a high frequency of shipments for us and short transit times for our clients, a situation, we cannot create for any other country within the CIS.

Manufacturers from the USA, Canada, Brazil or elsewhere use our terminal in Forst as their hub for Ukraine. Once the season has started, they are No. 1 on the market, when it comes to having their product delivered first.

**What goods and what season are you talking about?**

Typically, the goods will be containerised equipment for agriculture, construction, mining or other machinery. All these goods are subject to seasonal demand. The John Deere dealer in Kiev cannot afford to have his tractors from the U.S. delivered within several weeks, nor will he be prepared to keep a huge inventory of this high-value equipment in Ukraine.

The same applies to the JCB dealer, selling British-made excavators. These dealers are using our base, benefit from a low-cost and short-deadline solution and herewith secure a competitive edge for themselves.

**Talking about competitiveness. Why do you believe the German ports are more convenient for Ukrainian imports from overseas?**

I would not make such a statement in general. For imports from Asia, Odessa is the best port you can think of. This is quite different if you take North America. Again, we are talking about delivery deadlines. It takes 30, in the worst case, 40 days for a container to get from New York to Odessa.

By comparison, it takes a container only nine days from New York to Hamburg. If you add on the carriage to Ukraine, you get a total of 15 days in transit. And mind you, this includes the delivery to the final destination.

You exclude the risk of having your container stuck in the port, as periodically happens with Odessa. Or take port congestion – you will not have this phenomenon in a German port.

**But at what cost?**

In terms of price, it makes no difference if you ship to Odessa or via a German port. We are running regular twice-a-week rail cargo services between Hamburg and Forst. This allows us to substantially reduce transportation cost. For the on-carriage from Forst to Ukraine, the client has the choice between rail and road transport. Choosing rail, door-to-door transportation costs are even below levels for shipments via Odessa. Opting for road carriage, the cost is equal to the Odessa route, but you have the cargo delivered some three weeks earlier.

**Imports to Ukraine are still significantly higher than exports.**

**Does Ukraine's negative trade balance have anything to do with logistics?**

It does to a certain extent. Ukraine, exporting mainly commodities and voluminous goods of low value, is for its competitiveness heavily dependent on low transportation costs. The regular rail services from Germany to Ukraine, which I mentioned, allow trains to be loaded for their return to Europe, thus reducing ton-mile-unit cost. Containers and rail cars being discharged in Poltava, Kiev or Ternopil offer loading capacities for Ukrainian export cargo such as wood, thatch, lignin or kaolin. You achieve ton-mile rates, which make you even consider to ship biomass, something you would never even think about transporting anywhere.

**Your company is certainly no pioneer in international rail cargo services to Ukraine. Some big companies, global players so to speak, are providing similar services. How do you see yourself competing with those players?**

There will hardly ever be a direct competition with those rail operators. If you take Swiss Hupac, or German-Polish Polzug, you will see that they have a wide-spread rail cargo network with services to major economic hotspots throughout the CIS all the way to Vladivostok.

Our rail cargo services are:

- limited to connecting the German ports with Ukraine and
- flexible enough to provide service to any rail station in Ukraine.

Given our narrow specialization on Ukraine, I can say without exaggeration that we deliver the better quality. We are offering something that transportation by rail does not really stand for – service and customer-orientation.

**Companies, whose logistics are related to container shipments fear the term "detention", meaning the fine charged by ocean lines for the late return of containers to the port. From anywhere in Ukraine, Odessa will always be closer than Hamburg.**

Firstly, for your comparison, you need to take Forst instead of Hamburg. LION has depot agreements with most leading ocean lines. Returning the container to Forst is equivalent to returning it to any seaport.

Secondly, we have agreements with sea carriers for detention-free periods of up to 21 days. We assist our clients in having these favourite terms extended upon them.

Thirdly, our clients have the option of having their cargo reloaded from the ocean line's container into a LION-owned container on our terminal in Forst. This option is of interest to clients who tend to have difficulties with customs clearing. Detention is reduced to an absolute minimum, demurrage excluded altogether.



**LION Group**  
Sven Noatzke/ Kaijo Meyer  
+49 3562 69 80 982  
TOV "Lion Group" Sergey Shevchuk  
+38 067 440 17 41  
km@lion-group.de

# Parliament halts over personal voting feud

BY SVITLANA TUCHYNSKA  
TUCHYNSKA@KYIVPOST.COM

Ukraine's parliament was supposed to have its first session after the winter break on Feb. 5. But three days later not a single hearing was held, as the opposition blocked the rostrum with their demand to enforce personal voting by each elected deputy.

To maintain vigilance, members of Vitali Klitschko's Ukrainian Democratic Alliance for Reforms have taken night shifts to ensure that the ruling majority does not sneak in for a secret session behind the backs of the opposition. By law, a simple majority of 226 deputies is required to have a legitimate session. A combined effort of the pro-presidential Party of Regions, who have 208 deputies, and the Communists, who have 32, would be enough for a quorum.

Valeriy Patskan, a deputy from UDAR, says his party has a schedule ready: some people stay overnight, others come to replace them at 5 a.m. "I have been here for both nights, then in the morning went home to grab a couple of hours of sleep, and came back," says Patskan.

Despite the bravado, he has red eyes and looks tired, like most of his colleagues, including Klitschko, who spent some time in the session hall on the second night of the overnight sit-in on Feb. 6.

"There are 14 to 16 people in the session hall at all times. At night we talk, read news and discuss draft laws and ideas. Time flies," says Pavlo Rozenko of UDAR. The faction took a vote to decide on whether night shifts are needed.

UDAR says it wants to pressure parliament's leadership to observe the constitutional and legal demand that for years has been ignored, mostly by the pro-presidential Party of Regions and their allies who currently enjoy a majority.

UDAR has full support from their partners in opposition including Batkivshchyna, led by Arseniy Yatseniuk, and nationalist Svoboda led

→ Pro-presidential lawmakers say they are ready to vote by the rules

by Oleh Tiahnybok, both of which stopped short of sharing night shifts.

"It is their tactic. Ours is to block the session hall at daytime," says Mykola Tomenko, a Batkivshchyna member.

Some analysts interpret this as a sign of disunity in the opposition, despite the fact that the three leaders have demonstrated significant unity since the Oct. 28 parliament elections.

The opposition claims that mandatory personal voting is easy enough to enforce by activating touch-sensitive buttons installed in the Rada when Yatseniuk was speaker in 2007-2008. These buttons have never been used. The alternative is to vote by raising hands, they suggest.

The Party of Regions acknowledges that previously many of their ranks have failed to vote for themselves, or even show up. According to Chesno civic campaign, out of the 20 parliamentary members who missed 98 percent of sessions in 2011, 16 were members of the Party of Regions. In most cases, their vote cards were used by their colleagues. But the Party of Regions says they have changed their ways, and have all been present in the first three days when the session was supposed to start.

"I think the situation will change. We told them - minimize all your other engagements in session days so that we have people in here and they vote

personally," says Volodymyr Oliynyk from the Party of Regions.

They also claim that the touch-sensitive button is unable to guarantee personal voting. "I can show you how I can vote with the touch-sensitive button for myself and for my neighbor easily," says Oliynyk.

The Party of Regions faction leader Oleksandr Yefremov said it is possible to vote even by putting a cell phone on the button.

The majority's position is adamant - unblock the parliament and then the hearing on the voting system will be held. "Then we can decide what is the best way to secure personal voting," says the head of the regulatory committee Volodymyr Makeyenko of the Party of Regions.

"Voting for other people in parliament did not start today or even in 2010. I will suggest that the same was done during (Viktor) Yushchenko's presidency and even when (opposition leader Arseniy) Yatseniuk was the speaker," says Volodymyr Fesenko, head of the Penta think tank.

He adds that some members of the opposition were caught voting for other people as well in the past. "The most important thing now is to find a compromise before the EU-Ukraine summit on Feb. 25, for the sake of the country's image."

Kyiv Post staff writer Svitlana Tuchyńska can be reached at [tuchyńska@kyivpost.com](mailto:tuchyńska@kyivpost.com).

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This is a worldwide industry trend and one dictated by our desire to continue to maintain a high-caliber Western and Ukrainian staff to bring our readers quality journalism online seven days a week.

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February 8, 2013

www.kyivpost.com

# Will you be mine?



The Bridge of Love is a popular place for lovers to steal a kiss. The foot bridge connects Mariyinsky and Khreshchatyk parks in Kyiv. Couples immortalize their love by etching their names in padlocks, clamping them to the 10-meter bridge and throwing away the keys. (Kostyantyn Chernichkin)

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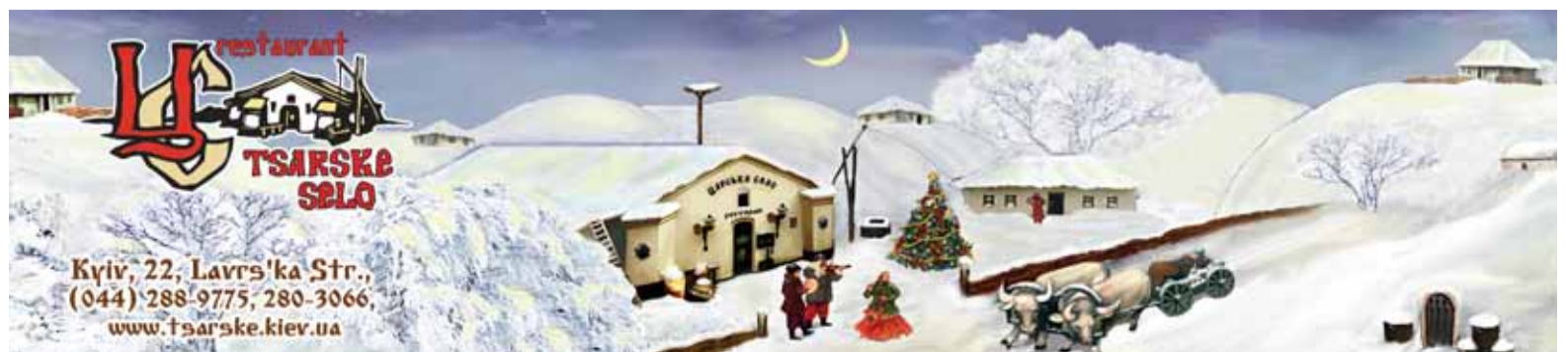
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# 14 places to celebrate love on Feb. 14

BY ELENA PASHKOVSKAYA  
PASHKOVSKAYA@KYIVPOST.COM

## Romantic countryside

To make sure your Valentine's Day is special, why not pick an unusual place to celebrate it, like the ethnographic complex Ukrainian Village, which has a special offer in store. On Feb. 14, visitors will be treated to dinner in a traditionally themed restaurant and stay in hotel apartments surrounded by a romantic forest for Hr 659.

### Ukrainian Village

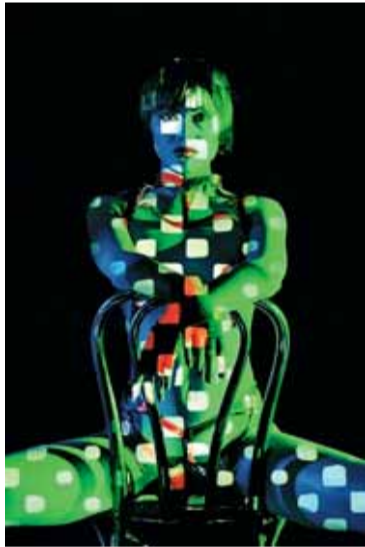
60 Polyana Lisova St., Buzova village, Kyiv Oblast  
+38 (099) 333-0770 (9:00-20:00 daily)  
www.etno-selo.com.ua

## At the palace

If its luxury you're looking for, Premier Palace has a special offer to stay in an elegant room with a king-size bed, with such amenities as access to the fitness club and swimming pool thrown in. The hotel's restaurant also has a special romantic menu, live music and themed lottery. The whole package costs Hr 3,500.

### Premier Palace Hotel

5-7/29 T. Shevchenka Blvd / Pushkinska St.  
+38 (044) 244 12 01 / 11 / 92  
www.premier-palace.com



Feel the passion of Crazy Horse show on Valentine's Day

## 'Magic Paris' movie

Everyone knows Paris is the city of love, and love is the main theme of eight short movies to be screened at cinema "Kyiv." All the shorts are participants and winners of international film festivals, and filled with the romantic and magical atmosphere of the evening.

Price and schedule to be announced.

19 Velyka Vasylkivska St.  
www.kievkino.com.ua

## Forever Crazy 2 show

It might not be the typical way for to spend Valentine's Day, but the legendary French erotic cabaret Le Crazy Horse will be sure to provide lots of passion, with its seductive mix of music, dazzling choreography and play of lights designed to excite the audience.

6:30 p.m., 7 p.m., Hr 400-1,500

### Operetta Theater

53/3 Chervonoarmiyiska St.  
www.kiev-operetta.kiev.ua

## Football time

For football loving couples Feb. 14 will be a double holiday, with a game scheduled between Dynamo Kyiv and France's Girondins de Bordeaux at Olimpiysky stadium.

8 p.m., Hr 10-250

### NSK Olimpiyskiy

55 Chervonoarmiyiska St.  
www.nsc-olimpiyskiy.com.ua

## Turn on the lights

The night sky will be filled with thousands of sky lanterns on Feb. 14. According to the old belief, these lanterns lift people's wishes to the sky to make them come true, so desperate singles may also want to join in.

5 p.m., Hr 20

### Arch of Friendship of Nations

2 Volodymyrsky uzviz

## Anti-romantic theme

Do you think that love is magical? It isn't. That's the message of a special lecture at the Experimentanium, aiming to disabuse any naïve romantics by explaining the hard, dry chemistry of love.

8 p.m., Hr 75

### Experimentanium

2-A Verkhniy Val, St.  
www.experimentanium.com.ua

## Russian love party

So what if celebrating Saint Valentine's Day is a western tradition, Freedom Hall will host a truly Slavic celebration of the event, with ushankas and kokoshniks replacing hearts and chocolates.

8 p.m., Hr 800-1,200

### Freedom Concert Hall

134 Frunze St.  
www.freedomhall.com.ua

## Dreaming together

Kyiv's Dream Museum has a special competition for the couple with the most unique romantic story. To take part fill in the form at [www.dream-museum.com.ua/register/sleeptgether.php](http://www.dream-museum.com.ua/register/sleeptgether.php). The best pair will be picked at the final on Feb. 14. Registration is obligatory.

Hr 75-120

### Kiev Museum of Dreams

55 Chigorina St.  
www.dream-museum.com.ua

## In love with music

Instead of boring dinners and plays, why not go out and dance. DJs Gessaffelstein and Brodinski will bring their beats to the Bromance Tour party organized by Crystal Hall.

9 p.m., Hr 150-500

### Crystal Hall

1 Dnieper descent  
www.crystalhall.com.ua

## Ethno-jazz 'love' project

Combining different sounds – classical piano, strings, percussion, ethnic instruments and throat singing – a band of talented musicians will express their feelings on love through music.

8 p.m., Hr 50-350

### National Music Academy

1-3/11 Gorodetsky St.  
www.knmau.com.ua

## From Brazil with love

Another hot musical event, the Laura Marti Quartet will perform jazz improvisation, mixing the pas- → 19



A speed dating party in Kyiv is one way to meet lots of people in a comfortable social setting with the hopes of finding a new lover, business partner or simply a friend. (Courtesy)

# Speed dating parties offer fast way to find Mister or Miss Right

BY DARYNA SHEVCHENKO  
SHEVCHENKO@KYIVPOST.COM

Five minutes are simply not enough for good sex, but it could be just enough time to meet an eternal love or a loyal friend – or simply to find a new sex or even business partner.

Dmytro Dorozhko, 23, the owner of Kyiv's oldest speed dating club, got into the matchmaking business after attending one such event during a vacation in Montenegro. Dorozhko brought the speed dating idea to Kyiv three years ago. It was a tough sell at the start and remains marginally profitable, but he sees progress.

The idea is rooted in an old Jewish tradition of helping young, single Jews get to know each other in order to keep marriage within the faith. But the events are so entertaining that they took on a life of their own worldwide, regardless of religious affiliation.

In Kyiv, gatherings of up to 15 men and 15 women meet each other in one place during a two-hour party. Each couple has no more than 5-10 minutes to get acquainted. The men move around the tables to meet other women.

Men and women can then mark a person they like on a special form. Afterwards, the forms are processed and the contacts of the matches are sent to each other.

Now there are up to a dozen websites offering speed-dating services in Kyiv and each of them have up to

Dancing is a time-honored way for men and women to enjoy innocent intimacy. (Courtesy)

two speed-dating parties per month.

Organizers claim it works.

"I should say there are up to 50 percent matches at each party," Tetyana Danylenko, administrator and organizer of another Kyiv speed dating club, Vetchornytsi Club, says proudly.

The business is premised on the belief that first impressions matter.

"The first impression of a person is usually just an image. Just imagine that you see a lovely man in the street – you wouldn't come to talk to him yourself and would most likely consider him rude if he tried," Danylenko explains. "Here you have a chance to meet so many different people that you probably wouldn't meet outside the party."

But it's not free. The price per person around Kyiv varies from Hr 190 to Hr 550 for a single speed dating party and mostly includes one drink in a cafe or restaurant where the event takes place.

Danylenko says not only potential lovers are found at these events, but prospective business partners as well.

Not everyone has been lucky.

Ievgeniya Serdiuk, a 24-year-old accountant from Kyiv, says she was disappointed. "Most of men were 30 plus or older and mostly

IT specialists while most of ladies were good looking and quite interesting," she says. "Now I don't think that was worth the Hr 200 I paid," Serdiuk says.

Organizers acknowledge the problem.

"There are many more women (applicants). They are more active and more disciplined when it comes to such an event and, it appears, more interested," says Ievgen Sergeev, the founder of another

Kyiv speed dating club. "I talked to many people but no one can explain why the boys are not so interested in such an easy way to know more women."

Despite the disappointment that Serdiuk felt, she went on one date afterwards. "I liked one man there. He appeared to be my match and called right away, but it never continued," she said. "I found him attractive at first but then found out we have too little in common."

However, a psychologist thinks the chances to meet the right mate are pretty high.

"Five minutes are not enough to fall in love of course, but it is enough to make a choice," says psychologist Olena Bohatyriova. "Scientists believe that a woman makes her choice during the first 30 seconds after meeting a man and this reaction is strongly connected to her biological reproduction function."

Another love seeker, 27-year-old biologist Nataliya Paparyga, says she was okay with five minutes. "Sometimes those five minutes were too long and I was just dreaming about the guy leaving me, although when you meet a fun person five minutes are too short to even ask enough questions," Paparyga said.

Kyiv Post staff writer Daryna Shevchenko can be reached at [shevchenko@kyivpost.com](mailto:shevchenko@kyivpost.com).

<b>First Date</b> <a href="http://per-voesvidanie.com.ua/club/ClubFirstDate/">http://per-voesvidanie.com.ua/club/ClubFirstDate/</a> 044-384-0475 095-767-3939 097-159-5959 093-593-7753 Hr 550	050-915-7743 Hr 200
<b>Express Dating</b> <a href="http://speed-dating.ws/">http://speed-dating.ws/</a> 383-2706 11 Artema St. Hr 190	
<b>Vechornytsi Club</b> <a href="https://sites.google.com/site/vechornytsi/">https://sites.google.com/site/vechornytsi/</a> 095-281-1095 Hr 200	
<b>Speed Dating</b> <a href="http://speedating.kiev.ua/">http://speedating.kiev.ua/</a> 063-261-3437 067-681-3185	

# Business of love takes off for many Ukraine agencies

BY CHRISTOPHER J. MILLER  
MILLER@KYIVPOST.COM

Despite an economically lackluster 2012 and 2013 starting in recession, one industry continues to buck the trend.

The business of love is booming in Ukraine. Marriage agencies here are seeing increases in income, foreign male clients and single women eager to meet them.

Anna Chernenko, owner of Annabel Marriage Agency in Kyiv, said that since starting her agency in 2002, business has been steady, although in the past year or so she's seen an uptick in men and women coming to her for help in finding a partner.

"I'm not fearing for my business right now," she said. "We are busier than the last years."

Natasha Kotlyarenko, who owns and operates Kiev Encounter Marriage Agency, said she doesn't like to think of her business in terms of numbers, but agreed that these are good times for matchmakers.

After cutting her chops in the '90s, working for then-marriage agency giant

European Connections, Kotlyarenko set out on her own in 2006. She owes much of her success, she said, to the proliferation of the Internet.

"In the '90s we would create catalogues with the girls' photos and information in them, and then we would send them in the mail to men (in America and Europe)," she said. "It would take three weeks to send them, and another three weeks for them to respond with a list of women they liked."

Besides the increase in Internet users, Chernenko said advertisements, which she hadn't used until last year, might also account for the increase in business.

Another reason for the popularity of such services could be the West's recovering economy.

Couples hunkered down and endured relationship problems during the global financial crisis of 2008-09, divorcing at rates slower than in years past. Now, however, with things looking up, divorce rates are on the rise. That means the number of single men are, too.

Economic prospects in Ukraine,



Since the advent of the Internet, men and women have been finding each other across the globe with the help of marriage and introduction agencies. (AFP)

however, are still dim, which might explain the number of single women looking for men elsewhere. That, and the fact that the ratio of males to females here is .92 men for every one woman between the ages of 15 and 64, according to the State Statistics Committee of Ukraine.

Chernenko's Annabel Marriage Agency, unlike many dating services, does not offer pen pal services, group social events or Skype dates between foreign men and prospective female partners, but instead charges men \$100 for a six-month membership on AnnabelDate.com to view profiles of young Ukrainian women and "help meet your destiny."

Kotlyarenko didn't disclose the prices of her services.

Chernenko said she helps more than a dozen male clients on average each month, the majority of whom hail from America and Europe.

Chernenko admits that her \$100 membership fee is less expensive than most agencies, but she prefers to keep her operation on the small and personable side. This also helps convince foreign men that her business is a legitimate one, she said. "They believe they can trust me, because I am not asking for a lot of money, like other (Internet dating services)."

That's a point Kotlyarenko reiterated. "Smaller is better," she said. "When it is only me (connecting the men to

prospective female partners and not many people), they will know it is an honest company."

Online marriage agencies in Ukraine, which came about shortly after the collapse of the Soviet Union, but grew significantly with the rise of Internet access in Eastern Europe in the past decade, have often been called mail-order-bride businesses and thought to be highly exploitative.

Despite the apprehension by many toward such businesses, it seems the Internet, trying economic times and online dating is a match made in heaven.

Kyiv Post staff writer Christopher Miller can be reached at miller@kyivpost.com.



While the Ukrainian economy has sunk back into a recession, the business of love is booming, with dating services around the country, but in Kyiv especially, seeing increases in memberships and income (Dreamstime.com).

## Great love, great places for big day

→ 18 sion of Latin rhythms with a gentle female vocal. And of course, they will sing about love.

8 p.m., Hr 60-100

ATMASFERA 360

57/3 Velyka Vasylykivska St.

www.atmosfera.com.ua

### Mystery of love

An exhibition of paintings about love by young artist Anastasiya Kasyanova will be held at the pay-for-time local Chasopis, or Clockface in English.

Chasopis

49 Volodymyrska St.

www.clockfacer.ru/pages/kyiv.php

### Romantic Kyiv

Sometimes simple is best. A romantic walk can be the ideal way to celebrate Valentine's Day, with an experienced guide showing you some of Kyiv's most interesting corners and the love stories set in the city's stones.

6:30 p.m., Hr 100, route starts from Andriyevska church

Mysterious Kyiv

www.mysteriouskyiv.com



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# Kyivans offer sex for stuff

BY ELENA PASHKOVSKAYA  
AND OLGA RUDENKO

PASHKOVSKAYA@KYIVPOST.COM  
AND RUDENKO@KYIVPOST.COM

In a society where consumption is king, there is no end to the pursuit of new gadgets, fancy clothes and cool apartments. But what if you don't have money? As it turns out, sex can be a currency just as good as the hryvnia or dollar.

Every day, more than 75 new ads appear on the slando.ua ad website offering goods and services in exchange for sex, or vice versa. And that's just in Kyiv alone.

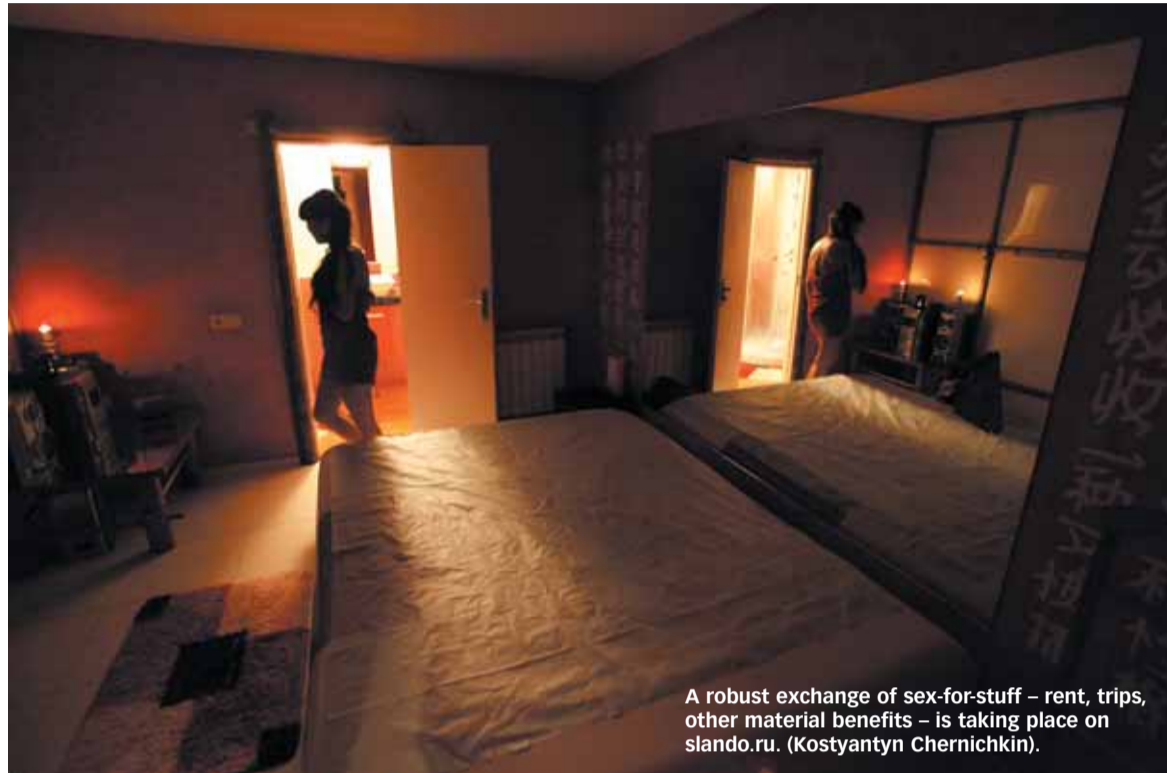
The most common deal is sex-for-rent, and is offered by both male and female lodgers. "Man will rent a nice apartment for good-looking young woman for regular private dates," reads a typical advertisement.

Sometimes ads contain empathetic reasoning: "I know how hard it is for young female students to rent a decent place to living in Kyiv," says the author of an ad published on Jan.30.

He offers to rent a nice apartment for a student in exchange for sex. "Twice a week would be enough," he assures optimistically. He also notes that he will stay away from his lodger's personal life and expects her to do the same. No romance is intended, he warns.

Students are the popular target audience for sex seekers. Mature men offer them apartments, new mobile phones and even new wardrobes.

And it's not that women are keeping



A robust exchange of sex-for-stuff – rent, trips, other material benefits – is taking place on slando.ru. (Kostyantyn Chernichkin).

silent. Their demands are impressive. Random ads placed on Slando say that young and beautiful women are willing to "take an apartment in Kyiv as a gift" and promise to provide sexual services for such generous men. Of course, both parties are expected to sign a contract.

Men also seek out free apartments. Most are willing to rent from women aged 30 to 55 years, preferably nice looking, but that's up for discussion.

"Not a gigolo," some of the ads note.

"I can pay in cash, but knowing that there are so many lonely women who deserve care and happiness makes me do this," claims one of the lodgers looking for a room when asked by an alleged landlady why exactly he chose this way of renting.

Another one, a 29-year-old man, explained that sex-for-rent was his way to finally move out of his parents' place.

To increase their chances, men point out that they are willing to do some housework, cook, and massage their landladies as much as they would like.

Once an apartment is secured, next come creature comforts. According to numerous ads, a new mobile phone can be had for one, or two sex dates at most.

Some gadgets offered, like a tablet PC or Apple iPhone, cost up to Hr

8,000, which, according to certain websites, could buy two full nights in the company of a professional prostitute.

Cars are on the list, too. Women are seeking, and men are proposing. Payment varies depending on how good the car is. But the variety of sex ads is not limited to that.

Sex currency is also used for education purposes. Men are looking for sex-obsessed female English teachers that would give them private lessons and accept sex as a fee. German teachers are also wanted.

It is even more intense in Moscow, where the sex currency trend has gone completely wild. Hundreds of online ads are posted every day, with people making the strangest offers. Here, sex can buy you a job offer and even a precious little something called propiska - a document indicating you are a Moscow citizen, formally attached to a certain living place.

Among other offers, both in Kyiv and Moscow, there are professional photo shoots, massages, vacations and even swimming lessons. Most of them are offered to females, men having much fewer possibilities.

One particular Kyiv ad, posted on Feb. 2, came from a curious man open to new experiences.

"I am a young and nice man, what can you offer me for sex?" it asks.

Kyiv Post staff writers Elena Pashkovskaya can be reached at pashkovskaya@kyivpost.com and Olga Rudenko can be reached at rudenko@kyivpost.com.

## WHERE TO BUY THE KYIV POST

A complete list of retail places where you can buy Ukraine's leading English-language newspaper

### 'SOYUZDRUK' KIOSKS

Ⓜ Khreshchatyk	6 Mala Zhytomyrska St.
Ⓜ Maidan Nezalezhnosti	10-12 Instytutaska St.
Ⓜ Kontraktova Square	16/50 Otradniy Avenue
Ⓜ Petrivka	2/24 Viborzka St.
Ⓜ Shuliavska	133 Saksahanskoho St.
Ⓜ Darnytsia	10-12 Instytutaska St.
exit to Popudrenko Street	2 Heroiv Oborony St.
Ⓜ Darnytsia	28 Komarova Avenue
exit to Malyshko Street	44 Bohdana Khmelnytskoho St.
Ⓜ Nivki	10 Khreshchatyk St.
3 Sichnevoho Povstannia St.	2 Politekhnichny Lane
111/ 113 Velyka Vasytkivska St.	14 Pushkinska St.
123 Chervonozorianiy Avenue	10 Prorizna St.
73 Velyka Vasytkivska St.	19 Lesi Ukrainki Blvd.
38 Taras Shevchenko Blvd	2 Kutuzova St.
Peremohy Square	28 Grushevskoho St.
28 Peremohy Avenue	12/2 Grushevskoho St.
61 Volodymyrska St.	12 Shota Rustaveli St.
48 Velyka Vasytkivska St.	34 Druzhbi Narodov Blvd.
16 Sichnevoho Povstannia St.	10 Bastiona St.
14 Velyka Vasytkivska St.	26 Lesi Ukrainki Blvd.
29/1 Khreshchatyk St.	96 Pobedy Avenue
48 Velyka Vasytkivska St.	60 Pobedy Avenue
58 Saksahanskoho St.	32 Scherbakova St.
195/43 Borshchahivska St.	73/75 Dmitrievska St.
1-5 Artema St.	1 Esplanadna St.
11 Iaroslaviv Val St.	57 Velyka Vasytkivska St.
24 Instytutaska St.	90 Velyka Vasytkivska St.
24 Volodymyrska St.	2/114 Telmana St.
18 Volodymyrska St.	74/5 Velyka Vasytkivska St.

97 Peremohy Avenue
2/1 Nauki Avenue
4 Nayki Avenue
48A Zabolotnoho St.
2 Vasilkivska St.
92-94 40-richya Zhovtnya Ave.
104-106/2 40-richya Zhovtnya Ave.
14 Lyatoshinskoho St.
20 Pavla Tichinu St.
14B Bratislavska St.
9/21 Kurchatova St.
23 Lisoviy Avenue
26 Mayakovskoho Avenue
4 Akhmatovoy St.
19 Dragomanova St.
2/3 Mira Avenue
5 Khreshchatyk St.
6 Velyka Zhytomirska Street
59/65 Artema St.
46 Heroiv Stalingrada Ave.
65 Heroiv Stalingrada Ave.
27 Heroiv Stalingrada Ave.
17 Teligi St.
9 Gnata Yuri St.
2 Zholudeva St.
20 L. Tolstoho St.
45 Peremohy Avenue
4 Antonova St.

### 'TVOYA PRESA' KIOSKS

- ✈ Kyiv Boryspil Airport  
Terminal 'B'
- Terminal 'D'
- Terminal 'F'
- ✈ Kyiv Zhuliany Airport  
Terminal 'A'
- ✈ Lviv Airport Terminal
- 🚆 Symferopil Train Station

### PRESS SECTIONS IN STORES

- 🛒 Megamarket store in Kyiv  
6, V. Getmana St.  
50, Gorkogo St.  
6, Moskovskiy Ave.  
3, Syrikova St.
- 🛒 Megamarket store in Brovary  
316, Kyivska St. [Terminal mall]
- 🛒 Megamarket store in Khodoseevka village  
7th km Novo-Obuchivska road
- 🛒 Silpo store in Kyiv  
4 Lavruchina St.

**KyivPost**  
INDEPENDENCE. COMMUNITY. TRUST

# What to give when cards, flowers simply will not do

BY OLGA RUDENKO  
RUDENKO@KYIVPOST.COM

A heart-shaped card would do well for your first Valentine's Day as a couple, but it's most likely going to be unwell-

comed when given for the fourth time. Find seven ideas for unexpected gifts in the Kyiv Post Valentine's Day feature. *Kyiv Post staff writer Olga Rudenko can be reached at rudenko@kyivpost.com.*



Hr 200-900  
www.emozzi.com.ua

### Shot of adrenaline

Have you ever wanted to see your beloved jumping off a bridge? That sounds crazy, but it's actually not. Think of giving her or him an Emozzi (Impression) certificate for unusual activities. Options include things like flight in a wind tunnel (Hr 200 for two minutes), bungee jumping (Hr 300), gliding (Hr 610) or even piloting a small plane (Hr 899 for 20 minutes). All certificates are valid for six months.

### Car eyelashes

That sounds more like a gift for a woman, but will also fit for a male with a nice sense of humor. The same goes for cars. Perhaps your mate's Land Cruiser secretly dreams of eyelashes as much as some girlish red car. Cute gift for a nice day. Also, it's cheap.



Hr 49  
www.shtukatulka.com.ua



Hr 33-48 (or Hr 95-320 for the ready-made words)  
www.fei.in.ua

### Wooden letters

If you're not in the mood to risk giving your darling a series of electric shocks, go with something less risky. Something cute is always the answer for a perfect Valentine's gift. And there is hardly a better definition of cuteness than your beloved name carved in handmade wooden

letters. Carved in a nice font, they can be hung on a wall or put on a shelf. Ready-made words are available too, including "happy," "love" and "dream."



Hr 200-2,000, depending on the technique and size  
www.portret.com.ua  
www.kiev-portret.blogspot.com

### Portrait

There is a small bit of narcissism in each of us, so a painted portrait would be a nice gift. Fortunately, the age of posing is over, and now it's enough just to send an artist the photo. Oil paintings should be ordered in advance and cost a lot, but graphic portraits can be drawn in a couple of days and cost a moderate price.

### Moon

"Honey, I'm giving you the moon," isn't it the best thing to hear on Valentine's Day? Well, it's definitely the most romantic. Stop your spaceship's engine, some moonlight is available on



Hr 245  
www.brusnika.com.ua

the earth and for delivery. It's actually just a moon-like lamp to hang on a wall, but a very realistic one.

### Lie detector

She says she loves you, but does she mean it? Perhaps a lie detector is a little extreme way to find it out, but it surely will bring you two a lot of fun. Try asking each other some questions regarding your relationship and see if the partner answers honestly. A lie detector offered for Hr 265 has an additional feature. It punishes the liar, giving him or her an electric shock. Fortunately, the power is regulated, so you can be sure you won't stop your mate's heart or something like that.



Hr 265  
www.wowshop.ua

### Whisky stones

Ice is good enough for chilling lemonade, but you don't want to spoil some pricey spirit by diluting it. That's what they invented the whisky stones for. Stones shaped in small cubes are chilled in the refrigerator. They don't take in flavors and can be used multiple times.



Hr 280 (nine stones)  
www.gurmaniac.com.ua

Feb. 15



## Gorchitza to perform in Kyiv club

Ukrainian electronic music band Gorchitza will perform in Kyiv's Tolstoy club on Feb. 15. This time, the band's fans will have a chance to listen to its new songs as well as old hits in a new interpretation.

The cherry on the cake will be a video of Gorchitza's new song L.O.L. (Language of Love) that will be shown for the first time during the concert.

For reservations call (044) 200-38 38

**Gorchitza. Feb. 15. Tolstoy club (19 Velyka Vasylkivska St.). Hr 100-200**

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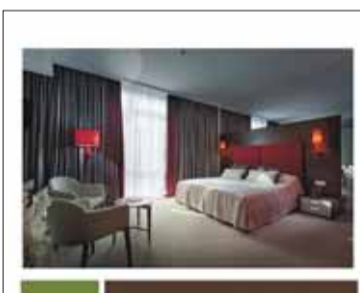
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**Senior Technical Advisor, MIS**  
MSH seeks a Senior Technical Advisor for MIS with its Center for Pharmaceutical Management Program SIAPS (Systems for Improved Access to Pharmaceuticals and Services) in Kyiv, Ukraine.

**Qualifications:**

- Degree in Computer Science, MIS or closely related field or equivalent work experience required.
- At least seven (7) years' progressively responsible experience in an independent MIS position with advanced MIS operations management and/or computational responsibilities.
- At least ten (10) years' experience in developing training materials and the delivery of training sessions.
- At least seven (7) years' of managing/supervising development and implementation of systems.
- At least seven (7) years of experience in overseeing the entire product development lifecycle.
- At least three (3) years' experience in working with web-based solutions and web based tools.
- At least three (3) years' experience in working with database systems like Oracle, SQL, MySQL.
- At least five (5) years of experience managing project across multiple stakeholders.
- Fluency in spoken and written English and Ukrainian.

Interested applicants should submit applications at

<https://jobs-msh.icims.com/jobs/6296> (full vacancy description is available here) no later than February 28, 2013.

You may also email CV and cover letter in English to [jcockerham@msh.org](mailto:jcockerham@msh.org). Only shortlisted applicants will be contacted.



**Project Director**

MSH seeks a Project Director with its Center for Pharmaceutical Management Program SIAPS (Systems for Improved Access to Pharmaceuticals and Services) in Kyiv, Ukraine.

**Qualifications:**

- Advanced degree in a health-related field required; physician or pharmacist qualification preferred.
- Ten plus (10+) years of progressively responsible experience in senior level position(s) in international public health is required.
- Experience with public health programs supported by bilateral agencies, such as USAID, and international agencies, such as WHO and World Bank, preferred.
- Demonstrated ability to build and maintain relationships with senior-level colleagues, particularly interacting productively, proactively, and comfortably with government agencies, NGOs, USAID.
- Excellent writing and presentation skills in English and Ukrainian and/or Russian are required.

Interested applicants should submit applications at <https://jobs-msh.icims.com/jobs/5434> (full vacancy description is available here) no later than February 28, 2013. You may also email cv and cover letter in English to [blim@msh.org](mailto:blim@msh.org). Only shortlisted applicants will be contacted.

**Senior Technical Advisor — Supply Chain Management**

MSH seeks a Senior Technical Advisor for Supply Chain Management with its Center for Pharmaceutical Management Program SIAPS (Systems for Improved Access to Pharmaceuticals and Services) in Kyiv, Ukraine.

**Qualifications:**

- Advanced degree in supply chain management, pharmacy, medicine, logistics, business management or related field with background in public health.
- At least seven (7) years progressively responsible experience in supply chain management/logistics at the policy level with advanced knowledge of logistics techniques and applications including quantification tools.
- Knowledge of international commodity procurement systems and procedures.
- Strong project management and communication skills required.
- Previous Excellent written and oral communications skills.
- Fluency in spoken and written English and Ukrainian; knowledge of Russian is helpful.
- Excellent interpersonal skills and demonstrated ability to interact professionally with culturally and linguistically diverse staff, clients and consultants, sound judgment and communication skills.
- Demonstrated computer skills in Microsoft Office Suite applications.
- Experience working with USAID-funded programs highly desirable. Willingness and ability to travel within Ukraine as needed.

Interested applicants should submit applications at <https://jobs-msh.icims.com/jobs/5474/technical-senior-advisor-supply-chain-management/job> (full vacancy description is available here) no later than February 28, 2013. You may also email CV and cover letter in English to [jcockerham@msh.org](mailto:jcockerham@msh.org). Only shortlisted applicants will be contacted.



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FROM THE AMERICAN PEOPLE

**United States Agency for International Development, Regional Mission for Ukraine, Belarus and Moldova (USAID)**

**REGIONAL ACQUISITION & ASSISTANCE SPECIALIST**

Announcement # 02-2013, USAID/Ukraine

**BASIC FUNCTION OF POSITION:**

The Regional Acquisition & Assistance Specialist independently performs a variety of acquisition and assistance (A&A) duties including procurement planning, negotiating, drafting correspondence, communicating with implementing partners, writing assistance and acquisition awards, preparing modifications, and terminations for assigned technical programs in the USAID Missions serviced by USAID/UBM/RCO.

**REQUIRED QUALIFICATIONS:**

- **Education:** Demonstrated possession of an advanced degree (i.e. MBA, MA, JD) in a relevant field such as Business Administration, Law, Finance, Marketing, Commerce, International Trade, Industrial Management, or Project Management is required.
- **Prior Work Experience:** Five to seven years of progressively responsible experience in acquisition, grants administration or closely related fields. At least one year of A&A experience within the US Government is required for eligibility for the full performance level (not required for the trainee levels).
- **Language Proficiency:** Level IV English, writing, reading comprehension and speaking ability is required. Incumbent must also have native fluency in Ukrainian and Russian.

**SKILLS AND ABILITIES:**

- Demonstrated ability to plan and administer large acquisition activities, and provide adequate acquisition assistance and support for the agency's programs and projects in a timely manner;
- Ability to analyze and apply governing contracting regulations, procedures and policies to individual acquisition and assistance programs.
- Excellent interpersonal, oral/written communication skills; ability to communicate effectively, tactfully and professionally with high level representatives of the governmental, private-sector and civil society communities, colleagues in USAID and the US Department of State, international organizations and other donors;
- Ability to negotiate and persuade in contract discussions with potential suppliers and recipients;
- Excellent writing skills in English;
- Knowledge of Word, Excel and PowerPoint software, and other information management skills;
- Project management and reporting skills.

The full version of this Announcement is accessible at: [http://ukraine.usaid.gov/sites/default/files/aa\\_specialist\\_2013.pdf](http://ukraine.usaid.gov/sites/default/files/aa_specialist_2013.pdf)

**CLOSING DATE FOR APPLICATIONS:**

February 18, 2013 at 6:00 PM Kyiv time, send your application by e-mail attachment only to [kyivvacancies@usaid.gov](mailto:kyivvacancies@usaid.gov)

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