

**Trade mission to Kiev, Ukraine**

**23-26 November 2020**

**Delegation of Latvian entrepreneurs**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **N\*** | **Director(s)**  (member(s) of the delegation) | **Company**  (contact person in Latvia) | **Website/**  **Contact information** | **Sphere of activity** | **Preferable form of cooperation/ Potential cooperation partners in Ukraine** |
| ORGANISER | | | | | |
| **\*** | TBC | Investment and Development Agency of Latvia (*LIAA*) |  | [www.liaa.gov.lv](http://www.lda.gov.lv)  The objective of the Investment and Development Agency of Latvia (*LIAA*) is to facilitate business development in Latvia by attracting foreign investment and increasing the competitiveness of Latvian enterprises on local and international market. | Enterprises seeking opportunities to enter the EU market through Latvia; enterprises intending to open their representative offices in Latvia; prospective buyers of products in Latvia; owners of cargoes considering Latvia as a possible transit country for cargo shipping. |
| **TRANSPORT AND LOGISTICS** | | | | | |
| **1**  **2**  **3** | **Mr. Aigars Ķimenis**  Chairman of the Council  **Mr. Ēriks Cešeiko**  Chairman of the Board  **Mr. Juris Pērkons**  Project Manager | KS Terminal Ltd |  | KS Terminal LLC was established in 2000. It currently operates as a multi-functional port in the territory of the Freeport of Riga. It is characterized by its modern planning and latest technologies that allow for faster processing of ships and railway wagons, and reducing cargo loading and unloading costs  Total lenght of berths - 413 m, depth - 14 m. Open air spaces witth area of 24 ha Closed warwhouses Open air custom warehouse 77 600 m2 Reloading of cargo to and from railway wagons, motor vehicles and ships A full range of stevedoring and forwarding services Logistics services solutions | We want to establish cooperation contacts with transit cargo owners for the purpose of handling cargo through the port of Riga:  -agricultural products; -metalworking products; -mining products; |
| **4**  **5** | **Mr. Ansis Zeltiņš**  CEO  **Mr. Edgars Sūna**  Deputy CEO for Port Development | Free Port of Riga |  | The Freeport of Riga - multi-functional, modern and long-term development oriented port with growing importance in the global cargo and passenger transport chain, which provides its customers with safe and reliable high-class port services at competitive prices in line with best practice of European ports. Currently 35 stevedoring companies and 28 shipping agencies are operating at the port. More than 30 companies provide different storage facilities in the territory of the port. The Freeport of Riga is one of the main logistic hubs in the Eastern Baltic Sea region. | The Freeport of Riga is looking for exchange of the knowledge and experience. We are interested in developing new transit routes and finding new cooperation partners and markets. We are looking forward to find and establish good contacts with respective investment and trade promotion organisations in Ukraine.  Freeport of Riga is setting a new ambitious goal to become the region's leader in grain handling. Given the fact that Ukraine is one of the biggest grain exporters of the world we are ready to provide our services. Several companies of the Freeport of Riga are already cooperating with Ukrainian companies in the field of cargo transportation.  Companies exporting grain and other types of cargo, potential investors e.t.c. |
| **6** | **Mr. Igors Udodovs**  Deputy CEO, Head of Marketing and Development Department | Freeport of Ventspils |  | Freeport of Ventspils is an important transit center in the European Union. Paying attention to the east – convenient road connections and powerful railway system connect the port with Russia and other CIS countries, to the west – services of port terminals and ferry lines to Sweden is opening new markets. We invite all companies to use the favourable investment climate of Ventspils!  The best location for production in Northern Europe:  1)Suitable production premises, infrastructure and territories  2)Ventspils University College and a Technical school providing qualified employees in fields necessary for production  3)Favorable business start-up environment & project coordinator for every investment project  4)Efficient transport connections  5)A special economic zone and advantageous tax conditions that have been highly ranked by Forbes and Financial Times FDI Intelligence.  6)Ventspils - a location that is already chosen by entrepreneurs from Germany, Switzerland, Sweden, Denmark, China, Russia, Kazakhstan, Ukraine, as well as Lithuania and Latvia for their investments. | Freeport of Ventspils Authority is interested in presenting:  1) the development opportunities in Ventspils Freeport, paying a special attention to the following development projects:  • provision of available areas for manufacturing and logistics projects;  • the development project of Northern port. The goal – looking for the potential private cooperation partners that would like to develop their business in Northern Port;  2) transportation opportunities of cargoes through Ventspils port terminals;  3) cooperation with stevedore companies.  Cooperation with a production or logistics company that would like to develop its activities in the Northern Europe market. |
| **7** | **Mr. Uldis Hmieļevskis**  Deputy chief executive officer | **Liepaja Special Economic Zone** |  | Liepaja Special Economic Zone / Port of Liepaja:  – free economic zone,  – multifunctional, all-year-round ice-free commercial port in the Eastern Baltic,  – full service of cargo handling and transportation services,  – free territories for development of manufacturing and value-added services,  – tax incentives for manufacturing withins free economic zone,  – exemption from excise tax and custom duties for transit of cargoes to and from CIS countries.  Liepaja Special Economic Zone occupies approximately 65% of the Liepaja City and includes the Port of Liepaja, industrial territories and the international airport. The supporting infrastructure, logistic capacities and highly qualified and experienced workforce are all here to facilitate any business related endeavors.  Regular ferry route and international airport with regular routes are important elements helping entrepreneurs to reach their customers and partners most efficiently. Our strategy is a synergy of manufacturing and available production facilities, qualified workforce and logistics solutions for export of ready-made products.  The enterprises, which have acquired the status of a Liepaja SEZ enterprise, enjoy the right to direct tax reductions as follows:  -80% rebate for corporate income tax,  -80% -100% rebate on the property tax.  Liepaja SEZ companies are subject to direct tax rebates for the initial investments until the accrued sum of relief reaches 50% of the accrued sum of investments. | Possible types of cooperation:  - Liepaja port provides services to manufacturers, traders, consumers, exporters, importers, forwarders involved in the transportation of goods from Western Europe;  - Cooperation with manufacturers, developers, investors in the creation of new enterprises on the territory of Liepaja Special Economic Zone.  Manufacturers, developers, investors in the creation of new enterprises on the territory of Liepaja Special Economic Zone. |
| CONSULTING & INVESTMENTS | | | | | |
| **8**  **9** | **Mr. Arturs Geisari**  Head of SME  **Mr. Gunars Udris**  Co-founder & COO | Crowdestor Investments Ltd |  | Crowdestor is a EU-based crowdfunding platform that connects investors and business, where investors loan money to small-to-medium sized companies and gain return. And business gets access to quick and affordable funding to fuel its growth. Since 2018 through Crowdestor platform 450+ companies have borrowed funds for amount of 42+million EUR from 17 thousand investors. Crowdestor also has its own licences payment institution, that can open private and business accounts within EU.  Crowdestor has:  1) Automated business risk-assessment tool that can provide credit limit and score in instance. 2) 17000 retail investors who are looking to diversify their investment portfolio in business, and would be ready to invest in Ukrainian SMEs 3) Licensed payment institution in EU that can open private and business accounts. | Crowdestor wants to assess possibility for entering Ukrainian market. Crowdestor can enter Ukrainian market and if all business circumstances are met, could provide: 1) automated risk-assessment for Ukrainian SMEs 2) funding for Ukrainian SMEs from our 17000 retail investors from EU 3) investment opportunity for Ukrainian retail-investors to invest their funds in EU  1) We need support from Ministry of Economy on FDI, because if money from EU investors would be poured in Ukrainian economy (and vice-a-verca), we would need a kind of support/back-up/guarantee (if possible), that the transactions can happen without any flaws. Second, support on the court system. If SMEs in Ukraine will not pay on time, we would need to trigger debt collection and we want to be sure that court system works and retail investors from EU are not last in the line. 2) Cooperation with a state company register, because in order to make an automated risk assessment of SME, we need not only quality data on submitted annual reports from Ukraine SMEs (in structured format), but also an API access 3) Cooperation with UA bank or payment institution, where the money of investors would be held prior to making any investments. 4) Meet and get acceptance from local financial regulator, to understand if this type of business model (crowdfunding) is eligible on the territory of Ukraine, and if any licensing is necessary, what are the pre-requisites for obtaining them.  5) Meet with representative of fintech/crowdfunding association, or maybe a local crowdfunding player, to understand how it works in Ukraine.  And of course we are open to meet any other who would be interested in entering crowdfunding market in EU with our help. |
| ENVIRONMENT & AGRICULTURE | | | | | |
| **10** | Mr. Raimonds Vilks  Member of the Board | **WATER DROP Ltd** |  | Premium level purified water at a very low price. Very grateful soil for green thinking – water filling in the customer’s containers. (we reduce plastic waste) Consumption of purchased water is growing every year: 4-8% Water – always in demand and remains valuable New ambitious company with the aim of conquering the Baltic and European markets. In Future Africa and the Middle East.  We believe that ecological business has a future that is relevant today!  I HAVE CONTACTS with ООО «ДЖИ ВОТЕР» Адрес: 29000, м. Хмельницкий, ул. Проскуровская, д. 45. | My interest is to meet investors or partners who would be interested investing in the Baltics, in the network of water vending machines. The manufacturer of these machines, GWATER, is accepted from the LIAA (Investment and Development Agency of Latvia), as well as the Ukrainian Chamber of Commerce and Industry |
| **11** | Mr. Arvīds Ozols  Member of the Board | **Aloja Agro Ltd** |  | We are an organic farm whose basic employment is the cultivation of organic starch potatoes for processing. Grow, certify, and sell starch and table potato seed. Crop gluten-free cereals reproduce seed material. We are representatives of the German company EUROPLANT in Latvia.  Our farmed production is of high value without any other crop. Only organic, gluten-free products. Crop seeds of different cereals and grasslands. All our production is certified. | I would like to know the agricultural sector of Ukraine, their direction, and the possibilities for cooperation.  want to ban exports of organic products - imports. Expand the circulation of organic seed.  I would like to meet representatives of organic farming who grow similar crops. Overemphasis on the cultivation of glutin products - processing. Propagation of biological seed. |
| **MACHINERY AND PRODUCTS** | | | | | |
| **12**  **13** | Mr. Ilja Neubert  CEO  Ms. Julija Kupce  CEO | **Lettri Ltd** |  | Our company was founded in 1994 in Riga. Since that time, we have established ourselves from a metal-part production company to a specialist for trading of parts for municipal- and agricultural-machinery on the market. Our strengths include geared parts / assemblies, sheet metal processing, turned- and milled-parts as well also hydraulic cylinders. These are sold in Germany, Austria, Switzerland, Sweden. Our cylinders are used in construction machinery, agricultural machinery, and municipal vehicles as well.  Having business contacts in Ukraine | We are looking for more suppliers in UA, because we cannot find suppliers in LV for Hydraulic Cylinders, Parts for Hydraulic Cylinders, gears and shafts, Turning and Metal-Parts.  Production Companies for Hydraulic Cylinders, Hydraulic Parts Production Companies for Turning and Milling-Parts, gear parts (see our company presentation) |
| **EDUCATION** | | | | | |
| **14** | Ms. Inese Romaņeca  Head of Marketing and Recruitment | **RTU Riga Business School** |  | RTU Riga Business School is the oldest Business School in the Baltic. Established in 1991 in cooperation with the State University of New York at Buffalo, USA, and the University of Ottawa, Canada, Riga Business School (RBS) is a management – education institution within Riga Technical University (RTU). RBS mission is to educate managers and build leaders who create sustainable prosperity in the Baltic region - new generation leaders of tomorrow for technology-based careers.  #Interdisciplinary Education for Leaders  • Bachelor of Baltic IT Leadership • Bachelor of Business Administration • MBA • Executive MBA • Financial Industry Programs (Anti-Money Londaring Specialist, ACAMS Certified Global Sanctions Specialist course)  Yes, we have few partners-school representatives. | Potential partners (Scholl representatives and recruiting agencies), students, partner-universities (Business School), industry representatives (Big Companies, TOP-500 best companies HR managers, or CEO). Our interests are to find good and high qualified partners with a good reputation.  To promote Higher Business Education and our University: meetings with potential partners, students, partner-universities, industry representatives. Our interests are to find good and high qualified partners with a good reputation. |
| **TEXTILE** | | | | | |
| **15** | Mr. Mihails  Baguzins  Member of the Board | **MIHAĻ GROUP Ltd** |  | Textile & production  our company has a clear strategy and tactics for development in this region, as well as a potential pool of contacts with whom it is possible to discuss cooperation.  Company has cooperation experience with Ukraine. | strengthen relationships. Expand the sales market and the ability to find some kind of import. |
| **WOOD PRODUCTION** | | | | | |
| **16**  **17** | Mr. Dainis Aļeksējevs  Member of the Board  Mr. Roberts Šulcs  Sales Director | **BioMix Balticum Ltd** |  | BioMix Balticum Ltd. is a wood trading company, selling material which has been produced in Latvia and in Ukraine in our own sawmills and our partner sawmills. As added value to our customers we do full quality control during production, sorting and loading of the enquired timber products to secure effective fulfilment of clients’ requirements. Our target clients are mainly located in Asian countries.  As added value to our customers we do full quality control during production, sorting and loading of the enquired timber products to secure effective fulfilment of clients’ requirements.  Yes, we have previous experience in Ukraine - we are buying majority of our wooden products in Ukraine and exporting towards Asian countries and Baltics. | Expectation - contacts with potential new cooperation partners as well as meeting existing partners.  We would like to meet more wooden products producers from other regions. And also, we would like to develop new contacts with transportation companies as logistics companies ensure our products movement. |