

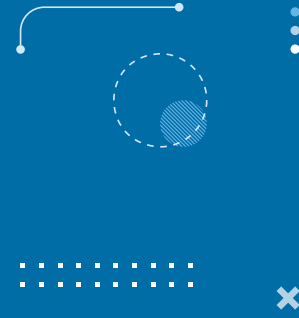
# SMES, LET'S TALK EUROPE!

## THE EU SUPPORT PROGRAMMES TO HELP REBUILD UKRAINE

21 NOVEMBER 2023

Welcome!

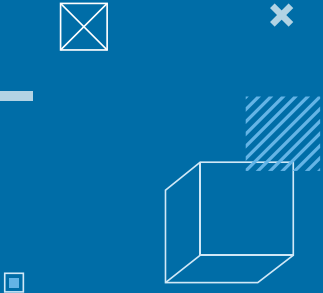
Moderation by Ms Cindy Tereba, Director International Affairs,  
Luxembourg Chamber of Commerce



# Welcome speech

Ms Anne Calteux

Head of the Representation of the European Commission in Luxembourg





# The European support programmes to help rebuild Ukraine

Mr Janis AIZSALNIEKS

Policy Officer, Ukraine Service, Unit E2: Economic and Sectoral policies, Directorate General Neighbourhood and Enlargement Negotiations – DG Near, European Commission

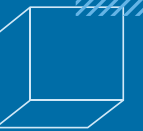


# Tenders and matchmaking opportunities in Ukraine

Ms Laura Ambrogio

International Affairs Advisor & EEN Project Advisor

Luxembourg Chamber of Commerce



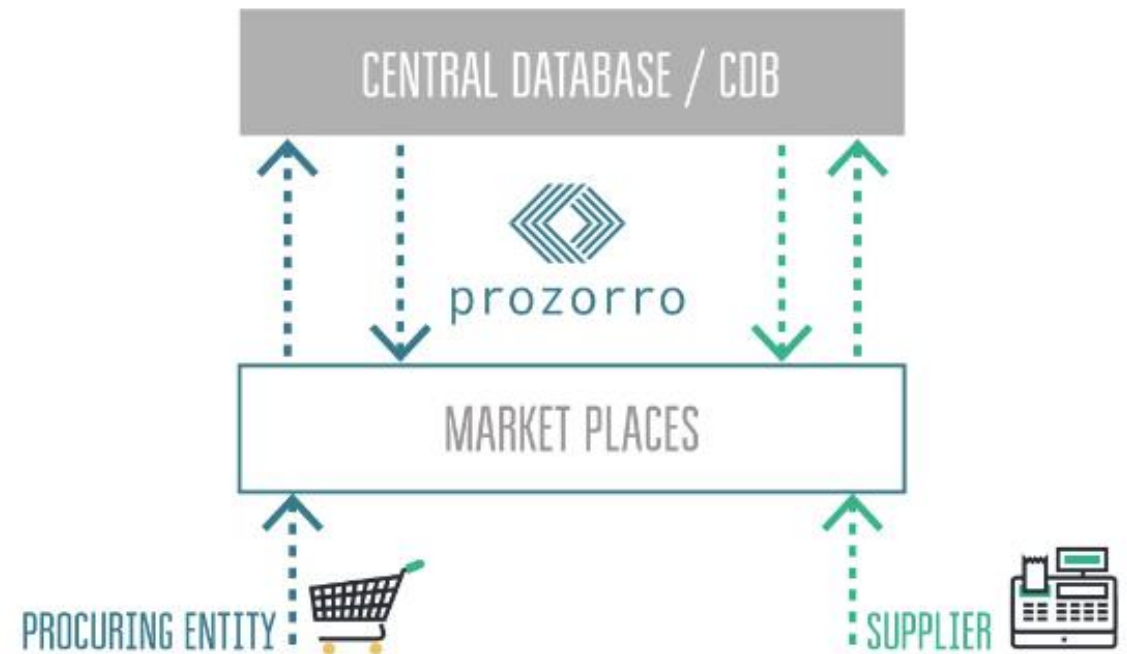
# B2G – Tenders in Ukraine...

- Launched in 2016
- About **UAH 600 billion / EUR 20 billion worth** of goods and services annually
  - 2022: 2,8 million completed procurements, 160k competitive procurements
- New 2023 procedure: international **world banks** are represented

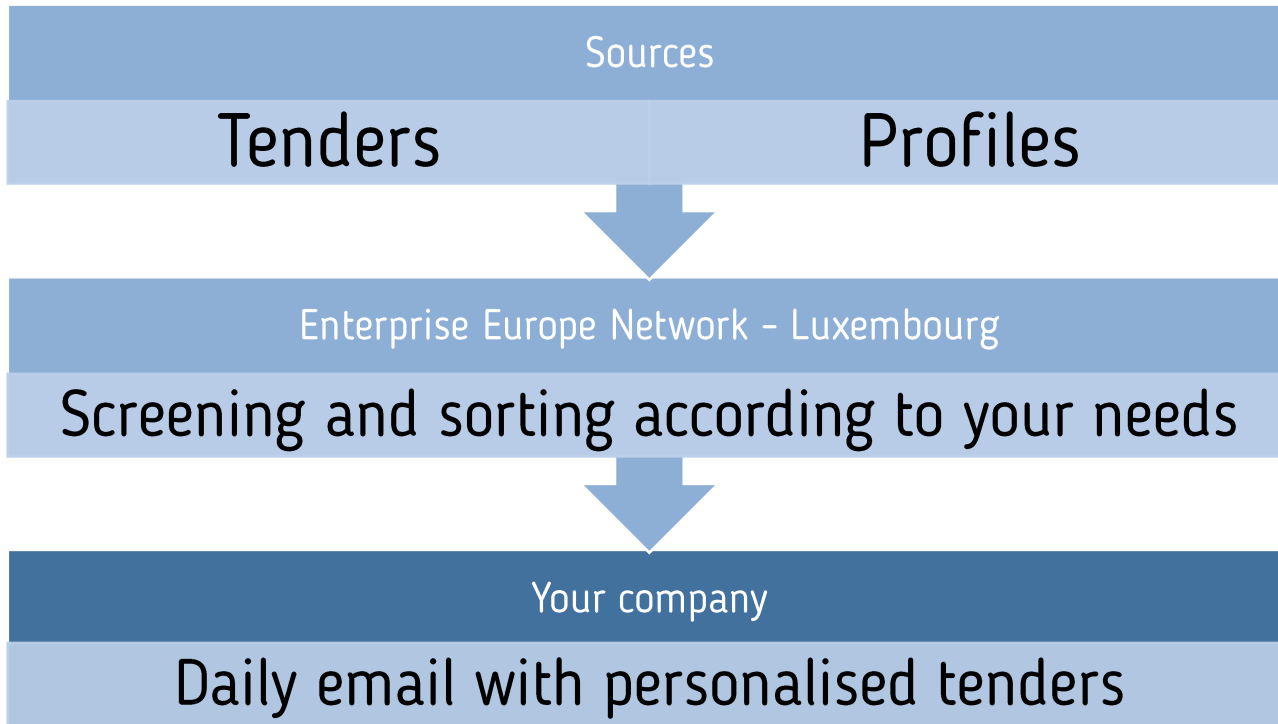
To go deeper: <https://prozorro.gov.ua/en> & [y.hrytsenko@prozorro.ua](mailto:y.hrytsenko@prozorro.ua)

prozorro

The Hybrid Architecture of ProZorro



# ... Available in our Tender Alert Service!



- Personalised profile
- Daily emails
- Various types of documents
- Various sources, incl. Prozorro and TED!

Title	Document nr	Ctry	Doc type	Summary	Published
LU-Strassen: Architectural, construction, engineering and inspection services	2020/S 013-026348	LU	Contract notice	Architectural, construction, engineering and inspection services	20.01.2020
BE-Niel: Architectural, construction, engineering and inspection services	2020/S 013-026899	BE	Corrigendum	Architectural, construction, engineering and inspection services	20.01.2020
BE-Ghent: Architectural, construction, engineering and inspection services	2020/S 013-026900	BE	Corrigendum	Architectural, construction, engineering and inspection services	20.01.2020
BE-Brussels: EU Regional Action on Animal Disease Eradication in the Western Balkans	2020/S 013-025326	BE	Contract award notice	EU Regional Action on Animal Disease Eradication in the Western Balkans	20.01.2020
BE-Brussels: Support the					

# B2B - Matchmaking opportunities

## Partnering opportunities

**Filter by**

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**Keywords**

**Type of profile**

Business Offer

Business request

Research & Development Request

Technology offer

Technology request

**Type of partner**

**Type of partnership**

## Partnering opportunities (379)

Showing results 1 to 10

Business Offer | BOUA20231120004

**The Ukrainian manufacturer of soft margarines, table margarines, milk fat substitutes, confectionery fats and shortenings is looking for distributors and customers from the confectionery and bakery industries.**

The Ukrainian company specializes in the production of soft margarines, table margarines for industry, milk fat substitutes, confectionery fats and shortening. Production facilities are located in Volyn region near the border with Poland. The company is looking for business partners (wholesalers, confectionery customers, bakery producers, chain stores, distributors) to conclude a distribution services agreement.

2 hours ago

Ukraine

**Type of partnership**

Commercial agreement

**Technology keywords**

008003 - Nutrition and Health

## EU-Ukraine Solidarity Lanes Business Matchmaking Platform

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[The Platform](#) | [How it works](#) | [More cooperation](#) | [Online events](#) | [Passed events](#) | [Top Logistic](#) | [Top Exporters](#) | [Contact](#)

### Keeping Ukrainian goods moving: EU-Ukraine Business Matchmaking Platform

Since Russia's unprovoked and unjustified invasion of Ukraine and the blockade of Ukrainian seaports, Ukraine has been unable to export its produce to destinations around the world via the usual routes. This situation threatens global food security; alternative routes are needed urgently.

- Are you looking for ways to support Ukrainian exports?
- Does your business offer transport or storage solutions?
- Are you a Ukrainian grain trader and you are looking for a logistics partner to export your products?

**Register now for the EU-Ukraine Business Matchmaking Platform!**

Launched by the European Commission, and operated by the Enterprise Europe Network, this platform aims to bring EU and Ukrainian businesses together quickly so that they may find pragmatic solutions to the export of agricultural produce from Ukraine starting immediately.

**Register now**

Open until December 31, 2023

**LOCATION**

Ukraine

**ORGANIZED BY**

# Discuss your projects in Ukraine with us!

Do you have a project in Ukraine? Share your project with our team to receive a detailed action plan!

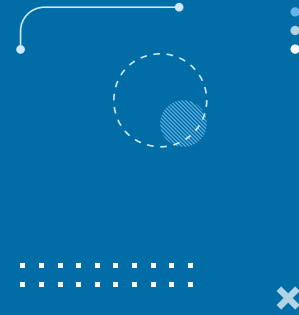


Ms Regina Khvastunova  
International Affairs Advisor  
E.: [regina.khvastunova@cc.lu](mailto:regina.khvastunova@cc.lu)



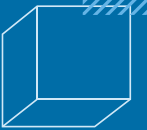
Ms Laura Ambrogio  
International Affairs Advisor  
EEN Project Advisor  
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# Exchanges with participants

Are you active in Ukraine or interested in rebuilding Ukraine? Have you taken part in such projects or do you think other support programmes are needed? Let us know your testimony and your thoughts!



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Thank you for your attention!  
Let's continue the exchanges during the lunch