

UKRAINE TOP 100

2026

JETRO

Japan External Trade Organization

UKRAINE TOP 100 -Vol.2-

Four years have passed since Russia invaded Ukraine. According to the World Bank's fifth Ukraine Recovery and Reconstruction Needs Assessment (RDNA5), the cost of reconstruction over the next decade will amount to \$588 billion. The substantial demand for reconstruction and the potential for business in the Ukrainian market, especially considering future European integration, have attracted foreign investment across various sectors. Inward direct investment reached \$4.485 billion in 2023 and \$3.551 billion in 2024.

The Ukrainian government has high hopes for Japanese companies to participate in the reconstruction of Ukraine, given Japan's experience in post-war reconstruction and recovery from numerous major earthquakes. Japanese companies have shown significant interest in doing business in Ukraine, but obtaining information on potential local companies that could be business partners has been challenging.

Therefore, JETRO launched a survey in 2024 called "UKRAINE TOP 100" to introduce local companies that could be potential business partners for Japanese companies doing business in Ukraine, or that could be useful for understanding to develop business in Ukraine. We conduct interviews with 100 leading Ukrainian companies that had passed background check for due diligence based on publicly available information. This second volume introduces 61 companies in the IT, energy, retail, food, logistics, manufacturing, construction, and real estate sectors, etc. We hope this report will be useful for Japanese companies looking to develop business in Ukraine.

The logo for JETRO, featuring the word "JETRO" in a large, bold, serif font.

Japan External Trade Organization

Overview of the Ukrainian economy

Located in Eastern Europe, bordered on the south by the Black and Azov Seas.



Urbanization rate: 70% as of 2024¹

2,500 km border with the EU and a well-developed transport infrastructure (the third longest railway network in Europe²).



A large and prospective market for investment (the need for post-war reconstruction and infrastructure modernization, millions of consumers, the largest country in Europe).

Prospective member of the OECD and the EU candidate. Large-scale recovery and reconstruction programs sponsored by international partners, such as the Ukraine Facility³.



The 7th most populated country in Europe – 37.9 million (2024)¹. A highly educated workforce and vibrant start-up environment.



Area – 603,700 km²

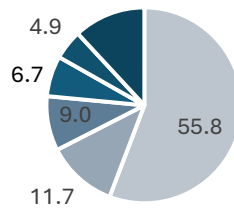
War risk insurance for investment projects (via MIGA⁴ and other national agencies).



PRE-WAR UKRAINE'S INDICATORS - BEST YEAR IN ECONOMY⁵

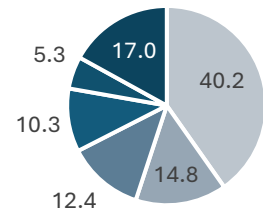
Ukraine	2021	2025
GDP	\$199,9B	\$209,7B
GDP PPP	\$746,5B	\$686,9B
GDP per capita	\$4,9K	\$6,4K
GDP PPP per capita	\$18,2K	\$20,9K

EXPORTS IN 2025⁶



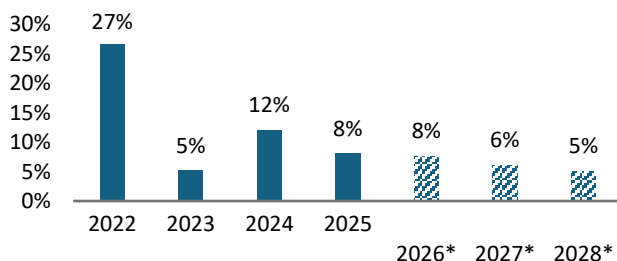
- Food and agricultural
- Metals and steel
- Equipment and transportation
- Mineral products
- Wood and paper products
- Other

IMPORTS IN 2025⁶



- Equipment and transportation
- Chemicals
- Fuel and energy products
- Metals and steel
- Food and agricultural
- Others

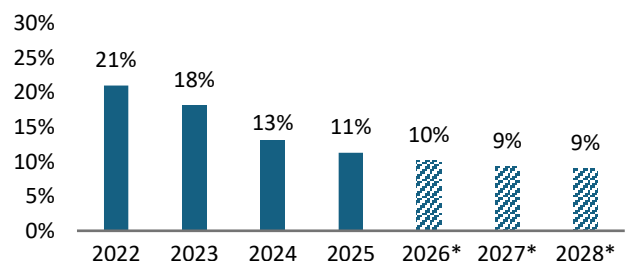
INFLATION RATE⁷



*Expected (shaded) and actual (filled) rates

- Nevertheless, the inflation rate in Ukraine significantly increased in 2022. Next year, it equaled 5%. After an increase to 12% in 2024, the rate reduced to 8% in 2025 and is forecasted to slow further to 7.5% by the end of 2026.

UNEMPLOYMENT RATE⁷



- The full-scale Russian invasion caused a significant increase in the unemployment rate in Ukraine in 2022. Over the course of 2023-2025, the unemployment decreased down to 11%, nearing the historically natural level of 7.5-9.5%.

Sources: 1. World Bank 2. Guardian 3. European Commission 4. MIGA 5. IMF 6. State Custom Service 7. NBU

List of Companies

Company's Name	Manufacturing	IT	Food	Retail	Technology	Energy	Logistics	Real estate	Ref.
Agrokalina	●				●				7
Aisberg	●				●				8
Archimatica		●						●	9
Artwinery	●		●						10
Ascania Group	●		●				●		11
Astarta-Kyiv	●		●						12
Aviatsiya Halychyny & Telesyk Airlines	●			●			●		13
balbek bureau		●						●	14
Beehive	●		●						15
Biosphere Corporation	●		●		●				16
BOB Snail	●		●	●					17
Bodro Clinic					●				18
BOHUSLAVSKA SILHOSPTEKNIKA	●				●				19
Buki		●							20
CheckEye		●							21
Chocoboom	●		●						22
COLLAR	●				●				23
Deus Robotics	●	●			●				24
DMYTRUK-FOODS	●		●						25
DroneUA	●				●				26
DTEK Group						●			27
DTEK Renewables					●	●			28
Electron	●				●				29
Enamine	●				●				30

List of Companies

Company's Name	Manufacturing	IT	Food	Retail	Technology	Energy	Logistics	Real estate	Ref.
Etnodim	●			●					31
Eva				●					32
Formag Forwarding							●		33
Fozzy Group	●		●	●					34
goodwine			●	●					35
GO TO-U		●			●				36
Gunia Project	●			●					37
Headway		●							38
HowCow	●	●							39
Jooble		●							40
Lun		●						●	41
MACHIYA				●					42
MacPaw		●							43
Meest Group							●		44
MEGOGO		●			●				45
MHP	●		●						46
Modern-Expo	●				●				47
Morskyi Dim			●						48
Mosqitter	●	●							49
MOVA	●								50
Nasha idea	●			●					51
Nemiroff	●		●						52
NIBULON	●		●				●		53
N-iX		●							54

List of Companies

Company's Name	Manufacturing	IT	Food	Retail	Technology	Energy	Logistics	Real estate	Ref.
PAKLINE Logistics							●		55
Piana Vyshnia	●		●	●					56
PlasmaTec	●				●		●		57
ProCare	●			●					58
Promova		●							59
ROSHEN	●		●	●					60
SEMecopack	●								61
S.Lab	●								62
SolarGaps	●				●	●			63
Terra	●		●						64
Valesto	●		●						65
VARUS	●		●	●					66
Ї'm Salata	●		●						67



Yurii Vaskivnyuk Founder, CEO

What is the concept of the company's activities?

The idea of the company was the creation of a new generation of farming equipment — innovative, efficient, and manufactured with minimal waste.

Now, Agrokalina offers a wide range of agricultural machinery, including cultivators, harrows, seeders, and multifunctional units.

Inspired by Toyota, Agrokalina prioritizes streamlined processes and high-quality materials.

It is a full-cycle production with two production lines, enabling control over quality and reducing logistical inefficiencies.

With a team of 250 employees and a yearly revenue of \$10 million, company's annual production capacity is about 1,000 units of machinery

It has built a strong sales and service infrastructure, combining its own in-house sales department with local dealers. The Ukrainian market is the main for the company, with about 75% of its sales. Internationally, Agrokalina operates in Central and Eastern Europe, including Romania, Poland, Moldova, France, and Germany, as well as in Canada.

Agrokalina

Agricultural machinery manufacturer



Manufacturing

Technology

What are the key features of your business?

The company's business model focuses on creating social impact and delivering value to customers, particularly in the following directions:

- managing the entire production process from materials to machinery's delivery to the clients;
- maintaining strong relationships with clients and dealers, including the production of machinery strictly within the agreed terms.

Also, Agrokalina has its own design department responsible for developing designs for new types of agricultural machinery.

The company encourages customization, allowing clients to design their own equipment rather than conducting standard manufacturing for keeping large stock. Additionally, Agrokalina regularly participates in local and international exhibitions, as well as engages with farmers to gather insights and refine product offerings.

What are the business growth plans?

The company focuses on developing new machinery tailored to various soil conditions

and farming practices. Agrokalina strives to optimize production schedules to align with peak demand periods because of the seasonal nature of agriculture.

What opportunities for cooperation with Japanese business are you considering?

Agrokalina is committed to advancing its manufacturing capabilities and product offerings through strategic partnerships and technological innovation development.

Hence, the company seeks to collaborate with technological partners, in particular, Japanese, to enhance their tools and manufacturing processes. The company is exploring alternative partnerships that offer cost-effective solutions without compromising quality. Additionally, the company uses in its production processes two robotic machines from Japanese manufacturers and is potentially interested in others.



① Agrokalina's machinery



② Agrokalina's team





Manufacturing

Technology

Daria Antonenko COO

How did the business start?

Aisberg is a family-owned business based in the Odesa region of Ukraine, which was founded after the dissolution of the USSR, as a small cooperative, initially producing cooling units for milk farms in Ukraine. Being an engineer, the founder gradually shifted to designing and manufacturing complete refrigeration solutions.

Before the full-scale invasion of Ukraine, the company exported about 70% of its sales to supermarket chains in over 40 countries, including the EU, USA, the Middle East, and Africa.

Now, around 200 specialists are in Aisberg's team, most of them are engaged in the manufacturing processes.

What are the key features of your business?

The company specializes in the development and production of energy-efficient refrigeration equipment for supermarkets and food retailers. One of its main priorities is reduction of energy consumption through advanced engineering and the use of innovative cooling technologies. The second core feature is its ability to create highly customized solutions.

Rather than offering off-the-shelf products, Aisberg operates

in a niche, approaching each project individually — designing, engineering, and manufacturing refrigeration units tailored to the specific needs, architecture, and branding of each customer.

What differentiates the company from its competitors?

Aisberg stands out in the refrigeration equipment industry due to its flexibility and customer-oriented approach. As a family-owned business, it is more agile and responsive to client needs, with the ability to design and manufacture unique refrigeration units for each customer and deliver them anywhere in the world. For example, in a project in Kuwait, 90% of the equipment was custom-designed based on specific layout and product display requirements — something that large manufacturers with conveyor-based production lines could not offer.

Aisberg's in-house engineering department provides comprehensive project development and implementation, from initial sketches to final production.

What opportunities for cooperation with Japanese business are you considering?

Even so, the company supplied its products to various countries, Aisberg had no previous cooperation with the Japanese businesses.

At the same time, the company sees strong potential for future cooperation, particularly in two directions:

- supplying refrigeration equipment to Japanese supermarket chains;
- collaborating on the production's optimization and automation.

Additionally, Aisberg is looking for opportunities to modernize and automate its production facilities, especially in metal processing, because today they are limited by their production capacity due to having more orders than they can manufacture.

Hence, the company, for the first time in its history, is looking for investments to develop a new factory or expand the existing one to be able to increase its production capacities.



① ② Aisberg's equipment



Dmytro Vasyliiev CEO, Principal Architect, Co-founder

What are the company's main activities?

Archimatika was founded by two architects, Dmytro Vasyliiev and Aleksandr Popov, in Kyiv in 2005. The company has been creating projects that are valuable for the customer, city, and residents for about 20 years.

Now, it is a full-service design firm that successfully creates and develops large complex projects, providing various services beyond architecture as consulting on development, concept design, schematic design, engineering, project management, landscape design, etc.

While operating, the company has already designed about 9 million m² of residential and public buildings, including residential complexes in Kyiv, focusing on colorful designs, such as in Comfort town (please see Photo 2).

What are the features of your projects?

Archimatika's main approach includes three goals: human, business, and urban.

As for "human" - the company is always thinking about the people who will live in the

Archimatika

Human, Business, Urban

IT

Real estate

buildings and how they will interact with the building.

Regarding the "business" – it considers the goals and objectives of all project stakeholders, in particular, on how to achieve best cost efficiency for owners and renters. "Urban" refers to an effort not to spoil the city and to make beautiful and interesting buildings.

Additionally, the company positions itself as a team of thinking architects, focusing on every small detail they draw.

What are the company's growth plans?

Before the beginning of the Russian full-scale invasion of Ukraine in 2022, the majority of the company's projects were conducted in Ukraine. However, since then, it started focusing on expanding to foreign markets and offering its services there.

As of now, Archimatika serves as a sub-contractor for the architects in different countries, including the UK, the USA,

Spain, Saudi Arabia, and UAE, and is working on gaining a RIBA certificate to become a self-efficient architect and to be able to provide its services directly to clients abroad.

What opportunities for cooperation with Japanese business are you considering?

It is aspirational for Archimatika to work on the Japanese projects. The company is now interested in project partnerships and joint activities in the area of architecture. The Company is looking for both, attracting Japanese architectural and design companies to the Ukrainian market, and work on a projects in Japan as a self-efficient partner or in cooperation with Japanese companies.



① The Snail Apartments, New York, USA



② Residential complex Comfort town, Kyiv, Ukraine



③ Multifunctional complex Bukovel, Ukraine

DATA

Location: Konysskogo St, 38, Kyiv, Ukraine, 01054

Year of establishment: 2005

Mobile phone: +38 (044) 228 77 28

Website: <https://archimatika.com/>



Ihor Tolckachov General Manager

How did the business start?

The history of Artwinery began in 1950, when a decision was made to build a sparkling-wine factory in the unique gypsum tunnels of Bakhmut (Donetsk region), stretching over 26 hectares and lying up to 72 meters deep, which offered a naturally stable microclimate perfect for producing sparkling wine using the méthode traditionnelle (Champenoise). Thanks to the ideal conditions and classical production method, the factory eventually grew into the largest producer of bottle-fermented sparkling wine in Eastern Europe, as well as the only one in Ukraine employing this technique exclusively for premium vintages, with historical annual production volumes reaching 19 million bottles. The winery started producing renowned brands such as Artemivske, Artwine, and Krimart, exporting up to 10% of its output to markets like Germany, Canada, and the US. Despite the occupation of Bakhmut in 2022, the company partially relocated to the Cherkasy region, preserving about 600,000 bottles, and continued limited production on the partners' facilities in Odesa.

Artwinery

Create Your Occasion



ARTWINERY

Food

Manufacturing

What differentiates your company from its competitors?

Artwinery stands out through a unique combination of heritage, craftsmanship, and proprietary technology. For more than 50 years, the company has specialized exclusively in traditional-method sparkling wines, preserving a consistent style perfected by generations of winemakers.

Although Artwinery is not a grape grower, it partners with leading vineyards across Ukraine's micro-zones, ensuring access to premium wine materials and maintaining a reliable supply network.

A key competitive advantage is that the company's proprietary yeast culture is an irreplaceable asset, which gives Artwinery's sparkling wines their distinctive character.

What are the business growth plans?

In the near future, Artwinery focuses on expanding its product portfolio and market presence. The company is preparing several specialized trademarks that were developed but not yet introduced. A strategic priority is the development of varietal sparkling wines made from single grape varieties or blends with at least 80% of one variety.

Growth plans also include entering new international markets while preserving and strengthening relationships with existing partners. Artwinery intends to return and resume full Méthode Classique production once the war ends, as the traditional process requires the unique microclimate.

What opportunities for cooperation with Japanese business are you considering?

Artwinery has already taken its first successful steps in Japan since 2023, exporting around 10,000 bottles per year through its current Japanese importer, with sales focused on restaurants and small specialty stores.

Looking ahead, the company is exploring broader cooperation opportunities. Artwinery is open to expanding its importer network in Japan to increase volumes, strengthen distribution, and introduce market-specific product lines such as Artinero and Ruby Brut, which have already shown strong resonance with Japanese consumers. The company aims to grow beyond boutique-level presence and is seeking partners capable of scaling distribution while preserving the premium positioning of its wines.



① Tasting process



②



③

② ③ Artwinery's wines

DATA

Location: Stepan Bandera Ave, 6, Kyiv, Ukraine, 04073

E-mail: n.lysenko@artwinery.com.ua

Mobile phone: +38 (067) 448 80 79 **Year of establishment:** 1950 **Website:** artwinery.com.ua/en/



Serhiy Zhyla
CEO

What is the concept of the company's activities?

Ascania Group is a Ukrainian diversified group of companies, starting from a distribution and wholesale business and now having more than 12 business streams.

The company's development is based on an analysis of the stability of demand and expertise in certain industries, which has allowed it to form a portfolio of businesses, including greenhouse farming (growing roses – about 220,000 roses cut daily), food production and distribution (sauces, honey, beverages), logistics, distribution of automotive tires, energy services, financial services (City24) and the Protasiv Yar ski resort in Kyiv.

In the food market, Ascania Group operates as a distributor of well-known European coffee brands – Lavazza, Tchibo, Italian sauces, and pastas.

In the production segment, the company started with the packaging of sauces and is now actively developing its own production capacities.

The company is also strategically focused on reducing its logistics leverage through its own logistics facilities.

Ascania Group

From challenge to opportunity. From opportunity to result.



Manufacturing

Food

Logistics

What differentiates your company from its competitors?

Ascania Group is unique in the market, as there are few companies with such a diversified portfolio, so competitors are considered individually for each business segment.

A key feature of the company is its bold approach to investing in new directions when there is clear potential and expertise, which helps the group remain resilient during crises.

The company's strategy is built around its team and their expertise, with a strong focus on systematic team development. Ascania Group seeks to differentiate itself, in particular, through innovative technologies.

What are the business growth plans?

Ascania Group plans to continue expanding its business portfolio by exploring new market opportunities.

It is additionally focused on growing its export activities, particularly for products like sauces and honey, which are already being shipped to markets such as the EU, the US, Canada, and Japan.

The company is also considering expanding its greenhouse operations beyond Ukraine.



① Roses assortment

What opportunities for cooperation with Japanese business are you considering?

One of the primary areas of the company's interest is the acquisition of high-quality Japanese equipment for production and packaging processes.

In addition, Ascania is focused on enhancing its greenhouse operations. Hence, it is exploring opportunities to integrate sophisticated greenhouse technologies from Japan, including advanced cooling, ventilation, and climate control systems.

Furthermore, Ascania Group is interested in new and innovative technologies related to food production and agricultural manufacturing.

Also, the company is looking to increase the export volumes of its own-produced honey to Japan, as it already has experience in the Asian market.



② Food production



③ Protasiv Yar ski resort

DATA

Location: Novopechersky Ln, 5, Kyiv, Ukraine, 01042

E-mail: office@ascania.ua

Mobile phone: +38 (044) 206 46 92 **Year of establishment:** 1996 **Website:** <https://ascania.ua/en/>



Yuliya Bereshchenko Sustainable Business Development and IR Director

What is the concept of the company's activities?

The concept of Astarta's activities is based on sustainable development and a fully integrated business model that covers every stage of the value chain from growing crops to processing and exporting finished products. The company develops modern crop farming, dairy production, sugar and soybean processing, bioenergy, and grain storage.

By implementing innovations and digital tools such as the AgriChain platform (a comprehensive multi-module IT platform for agribusiness management), Astarta improves transparency, efficiency, and data-driven decision-making in agribusiness management.

The company prioritizes environmental and energy efficiency, high product quality, and responsible use of natural resources.

What are the key features of your business?

The vertically integrated structure of the agricultural holding is one of the company's key features, enabling it to cover all major segments of the agri-food sector in Ukraine, and in

Astarta-Kyiv

*We pursue the impossible to achieve
the highest results*



Manufacturing

Food

particular, to hold leading market positions. Additionally, the quality of the group's products is at a high level. It is supported by the following: the sugar the company produces meets the most demanding international standards systems, including SMETA 4 Pillar and Coca-Cola Supplier Guiding Principles.

Astarta's soybean products provide nutritional stability and meet EU food safety norms, supporting both human nutrition and livestock feed.

Milk sourced from a herd of 29 thousand cattle is produced using modern farming practices, selective breeding, and high-quality feed.

What are the business growth plans?

Astarta has growth plans in various areas, including those related to the expansion of the scale of its oilseed production strengthening its presence in Western Ukraine, and increasing both cultivation and processing capacities.

As part of this strategy, the company is investing in a new processing facility to enhance efficiency and support long-term growth.

The company is going to further develop the soybean processing, producing high-protein soybean

meal, unrefined soybean oil, and other soybean products for both domestic consumption and export.

In parallel, soybean protein concentrate is planned to be produced for sale to fish meal producers and additional animal feeds to be produced to ensure a stable supply of high-quality nutrition for the company's dairy and livestock farms.

What opportunities for cooperation with Japanese business are you considering?

Currently, the company is eager to expand its exports, particularly to Asian markets, where there is strong demand for soy products, and sees significant potential in this area. Logistics remains the primary challenge for efficiently reaching these markets, and Astarta is interested in collaborating to develop effective solutions.

In addition, the company seeks to investments, technology and grants in the area of decarbonization, renewable energy (as Astarta operates the largest biogas facility in Ukraine), and dairy farming.



① Astarta's office



② Astarta's facilities



Yurko Nazaruk Founder

How did your business start?

Aviatsiya Halychyny was established in 2014, shortly after the Russian invasion of Ukraine. The founders were inspired to create clothes that would make Ukrainians proud of the new Ukrainian army.

Initially, they produced a couple of polo shirts featuring symbols of the Ukrainian Air Forces. Remarkably, the first batch of polo shirts sold out within the first week. This success led the company to expand their product line.

Shortly after, the company established a brand with clothes for kids – Telesyk Airlines, whose concept is about everything that inspires and gives wings.

The company's key concept is to evoke a sense of pride, offer unique designs, and ensure high-quality clothing. All the items are created from natural materials, their designs are intricate, and each is carefully handcrafted.

The facilities are located in Lviv, Western region of Ukraine.

In 2022, the company grew from a small brand to an international business and started exporting its products to other markets.

Aviatsiya Halychyny & Telesyk Airlines

For those who feel the wings behind their backs (or would like to...)

Manufacturing

Retail



What differentiates your company from its competitors?

The company believes that its clothing represents more than just fashion. It embodies values and symbols that resonate with its customers.

The customers of Aviatsiya Halychyny clothing share common values and form a community.

As for Telesyk Airlines, there are several collections, including one with different dinosaurs, providing interesting facts about them. Moreover, the company participated in a Baby & Kids Expo in Japan, where the collection was demonstrated.

What the company's growth plans?

The company plans to focus on expansion and enhancing its retail presence.

In 2024, two new stores in Ukraine, located in Kyiv and Lviv, were opened. During the next year, Aviatsiya Halychyny plans to open more stores.

In addition, the company has several contracts in Europe and

foresees further progress in this region. Aviatsiya Halychyny is also actively seeking wholesalers in other countries.

Additionally, the company is working on a franchising system both domestically and internationally, providing opportunities for franchisees to open stores in various locations.

What opportunities for cooperation with Japanese business are you considering?

Aviatsiya Halychyny is keen on entering the Japanese market, recognizing the high-quality standards of goods produced there. Given the superior quality of their clothing, the company is optimistic about its prospects in Japan.

However, Aviatsiya Halychyny faced several obstacles, the most significant being the language barrier. Therefore, the company is looking for contacts within Japanese companies to facilitate negotiations and communications with agencies and distributors.



① ② Stores design

③ Manufacturing

④ Telesyk Airlines hoodie

DATA

Location: Staroznesenska St, 24-26, Lviv, Ukraine, 79024
Year of establishment: 2014

E-mail: contact@aviatsiyahalychyny.com
Website: www.aviatsiyahalychyny.com/



Borys Dorogov COO, Co-founder

How did the business start?

The bureau was founded by Ukrainian architect Slava Balbek and civil engineer Borys Dorogov as a small residential design studio with just 14 team members.

Today, balbek bureau has grown to over 70 professionals and operates through a structured organization with dedicated administrative and architectural departments.

A significant stage in its evolution was the creation of an R&D department, which actively integrates IT solutions into architectural practice.

The bureau is focusing on unusual projects, including socially significant and innovative ones — from hospitality interiors to large multifunctional public spaces — blending creativity, functionality, and technology.

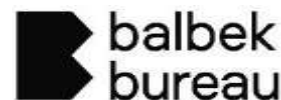
What are the key features of your business?

The bureau positions itself as a bridge between developers and customers, aiming to simplify client interactions and reduce costs through smart, data-driven design.

The company also offers restaurant consulting and manages several venues in Kyiv. One of its key strengths is deep research and analysis before

balbek bureau

Award-winning architecture studio
designing commercial, residential & cultural spaces



IT

Real estate

project implementation. It prioritizes functionality over trends, considering various factors such as people flow data, local historic and cultural context, different use scenarios etc.

Apart from creating architectural concepts and designing interiors, the bureau is developing its spatial planning platform to allow clients to interact with architectural designs before construction begins, helping them avoid costly mistakes.

Around 20% of the profit balbek bureau reinvests into social impact projects, including RE:Ukraine Villages — an online tool based on parametric architecture and generative design principles that allows users to configure authentic rural houses and use the generated drawings to restore those destroyed by war.

What are the business growth plans?

balbek bureau aims to merge architecture with technology, creating scalable, intelligent solutions for both developers and end-users. The company plans to continue developing digital products as a core part of its strategy.

Looking ahead, the bureau intends to fully launch two new IT-integrated architectural projects by 2025 and expand its presence in Europe, specifically

in Switzerland, the United Kingdom, and Spain.

In the long term, balbek bureau aims to become a leader in digital and socially responsible architecture, leveraging AI to support multitasking workflows and deliver adaptive, human-centered design solutions internationally.

What opportunities for cooperation with Japanese business are you considering?

The bureau is open to collaboration with Japanese partners in architecture, modular construction, and digital design.

It has already been featured in Japanese media and was approached regarding structural support for RE:Ukraine Housing project.

All balbek bureau's projects and products are scalable and can be implemented in Japan.

The team values Japan's expertise in precision engineering and sustainable design, as well as sees such a partnership as an opportunity for mutual development.



①



②



③

① ③ balbek bureau' designs ② balbek bureau's team

DATA

Location: Kazymyra Malevycha St, 86P, Kyiv, Ukraine, 03150

E-mail: hello@balbek.com

Mobile phone: +38 (067) 249 80 04

Year of establishment: 2018

Website: <https://www.balbek.com/>



Semen Gagarin CEO

What is the concept of the company's activities?

Beehive was founded in 2016, and it is now the second largest exporter of honey in Ukraine.

The company's production plant is fitted out with the latest equipment, including a multi-level quality control system and inner modern laboratory. Its production capacity allows the company to process up to 16,000 tons of honey yearly.

Generally, Beehive's core business is export-oriented, with products being supplied to more than 35 countries, including the EU, the Middle East, and the US. In the domestic market, the company supplies honey to Ukrainian retail chains.

In line with the management's comments, many of its competitors do not have their own brands, selling under private labels. However, Beehive's main activities are focused on B2B supply, where products are packaged in large barrels for wholesale buyers, as well as in consumer packaging, mainly for sale under its own brand or private labels of customers.

The company employs about 100 people, as well as closely cooperates with the Ukrainian honey collectors.

Beehive

We know the honey you need



Manufacturing

Food

Beehive's total revenue in 2024 exceeded USD 20 million.

What are the key features of your business?

The company clearly stands out among its competitors because it focuses on the high quality of its products, confirmed by the obtained of the quality certificates – International Food Safety, FSSC, Organic, Halal, and Kosher.

The company also has a wide range of honey, including various types with different flavors and textures.

Although Beehive owns several apiaries, the bulk of its honey is purchased directly from Ukrainian beekeepers.

What are the business growth plans?

The company's growth strategy is centered on expanding exports by entering new international markets and deepening its presence in those where it already operates.

As part of this, the company plans to broaden its product range by introducing new honey flavors and natural add-ins, such as berries and fruits.

Additionally, given that it is much more difficult to get into European retail chains with the honey produced in Ukraine, the company is planning to build the

production facilities in Italy, which will allow it to manufacture and sell products labeled "made in the EU".

What opportunities for cooperation with Japanese business are you considering?

Beehive sees Japan as one of the key strategic markets for export expansion, especially in the packaged honey segment.

The company seeks to find wholesale partners and distributors who will help Beehive reach Japanese consumers with a unique packaged product in the premium and premium-plus segment, where quality, naturalness, and innovations are valued. Negotiations are already underway with several potential partners in Japan.

One of the key areas is to position Ukrainian honey as a high-value product.

Beehive is in the process of obtaining the necessary certificates for export to Japan.



① ② Beehive's products



Andriy Zdesenko Founder & CEO

How did the business start?

Biosphere Corporation was founded in 1997 as a start-up focused on the distribution of hygiene products. Within a few years, the company expanded into manufacturing, launching production of household items such as sponges, garbage bags, aluminum foil, and others. Today, the company, with a team of about 2000 employees, is a leading manufacturer and distributor of household and personal hygiene products in Ukraine, Eastern Europe and Central Asia. It operates 4 production facilities in Ukraine, 1 in Romania, and a joint venture in Estonia.

At the end of 2023, Biosphere launched a new Tea&Food division with its own production facility.

What differentiates the company from its competitors?

A wide product portfolio is one of the Corporation's features. More than 1 million units of Biosphere products are sold worldwide every day.

Additionally, the deep vertical integration of the Biosphere Corporation ensures high-quality control, cost efficiency, and the ability to respond quickly to market demands by controlling

Biosphere Corporation

We create value



Manufacturing

Food

Technology

every stage of its production process — from raw material processing to final product manufacturing and brand development. The company also places strong emphasis on environmentally responsible production. In particular, over 90% of materials used in the production of garbage bags are sourced from recycled materials. Every day, the company processes about 800 tons of post-industrial waste, transforming it into raw materials that are further used in production.

What is more, Biosphere manufactures goods not only under its own brands, but also applies private label model. Such products are supplied to Ukrainian retailers and international retail chains.

Biosphere also supports a range of social and cultural initiatives.

What are the business growth plans?

Biosphere Corporation is focused on sustainable, long-term growth, with a clear goal of achieving 10–15% annual growth across all business lines. With a current turnover of \$175 million, one of Biosphere's key priorities is the development of production facilities, which includes the modernization of existing facilities, the acquisition of advanced equipment, and the

exploration of opportunities for new factory development, both in Ukraine and abroad.

What opportunities for cooperation with Japanese business are you considering?

In 2025, as part of the Osaka World EXPO, Biosphere Corporation is presenting its products at the Ukrainian pavilion.

Moreover, the Company is actively exploring potential partnerships with Japanese businesses to enhance its technological capabilities and production efficiency. For instance, the company is interested in cooperation with ZUIKO in terms of the equipment for baby diapers and lady napkins, and with Tsubakimoto regarding the tea processing equipment, relevant to Biosphere's new tea business stream.

Biosphere is also eager to explore technology exchange, R&D, and possibly joint manufacturing in different areas, including household and hygiene products, as well as denim production. The company also sees potential in bringing elements of Japanese fashion and consumer culture to Ukraine through its retail channels - Charisma Fashion Group.



① The company's team



② Manufacturing facilities



Yevheniy Shuhaiev Co-founder

What does your company do?

Bob Snail was founded in 2016 by two entrepreneurs who saw a lack of healthy natural sweets on the shelves of supermarkets in Ukraine. This gap inspired the creation of healthy options tailored for children and their parents. Today, Bob Snail stands as a market leader in Ukraine with operational headquarters and a production facility. The Company has also established a subsidiary in Poland and branches in Canada, the UK, and the USA. Now, Bob Snail proudly exports to over 30 countries worldwide.

The core mission of the Company is to produce a variety of healthy snacks, including fruit and berry rolls, stripes, jellies, baby puree, and fruit snacks. The Company has achieved substantial growth, with annual increases ranging from 70% to 140%. Internal turnover of the products equals about 50-60%. The rest is exports, notably with Poland as a primary market.

BOB Snail

There is no added sugar where BOB Snail is



Food

Manufacturing

Retail

What are the features of your products?

Bob Snail continually evolves its product line by integrating industry-best practices and leveraging market insights. Bob Snail's sweets are designed to be not only healthy and tasty but also enjoyable and fun. The Company is committed to creating products free from added sugars, preservatives, colorants, and GMOs.

Bob Snail's strategic approach involves more than just manufacturing products; it's about cultivating a brand ecosystem. This was highlighted in 2024 when the company launched a new line of merch materials in Ukraine and Poland, positioning itself as a brand-style leader in the healthy food category.

What are the company's growth plans?

Export expansion is the primary focus for growth. The Company aims to increase international sales by entering new markets and strengthening its presence in existing ones.

Additionally, Bob Snail's dedication to innovation remains strong, as the Company continues to develop new products and enrich its healthy food ecosystem.

What opportunities for cooperation with Japanese business are you considering?

Bob Snail is particularly interested in partnering with Japanese distributors. Such collaborations would allow the Company to gain valuable insights from a market renowned for its excellence in food quality and innovation. Engaging with Japanese businesses offers Bob Snail a strategic advantage and aligns with the goal of expanding into the Japanese market, known for its high standards in healthy food products.



① ② ③ BOB Snail's products

DATA

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Sergii Kryzhanovskiy CEO, Co-Founder

How did the business start?

Bodro Clinic began 14 years ago as a modest private practice, founded by a couple – a neurologist and a surgeon. Drawing on prior experience in pharmaceutical distribution, the founders combined clinical expertise with strong business insight.

Within just three years, the clinic experienced rapid growth, attracting highly qualified doctors drawn by the clinic's reputation and values.

Originally focused on outpatient care and basic diagnostics, Bodro Clinic steadily evolved into a multidisciplinary medical center.

Moreover, according to the founder, today, Bodro Clinic is widely regarded as one of the most advanced and trusted medical facilities in Western Ukraine.

What are the key features of your business?

Bodro Clinic stands out as a modern, patient-centered medical center offering five core directions, including:

- private polyclinic, which covers around 90% of patient's basic healthcare needs;
- diagnostics, with its own in-house laboratory, MRI, CT, as

Bodro Clinic

EVERYTHING WILL BE BODRO



Technology

well as other equipment necessary for establishing accurate diagnoses;

- operating rooms, where the clinic provides a full range of procedures;
- rehabilitation, a department that originally mostly focused on athletes but now specializes in military recovery from injuries;
- medical tourism, focusing on the provision of check-up tours.

What are the business growth plans?

Short-term plans are to increase the number of online consultations for patients from large cities, as well as other countries. In particular, regarding narrow areas of medicine, or areas where Bodro has very high expertise (vascular surgery, neurology, sexology, dermatology).

The clinic also plans to create two formats of medical institutions. The first is a multidisciplinary institution with powerful diagnostics, surgery, and rehabilitation, and the most modern minimally invasive technologies. And the second format is small institutions, or even formats of mobile clinics, where the doctor is close to the patient but has everything he

needs for the initial appointment in his pocket (diagnostic center in a bag). Thus, Bodro Clinic plans to grow as a clinic.

What opportunities for cooperation with Japanese business are you considering?

Bodro Clinic sees strong potential for cooperation with Japanese businesses, particularly one of the key opportunities lies in the adoption and promotion of Japanese equipment and minimally invasive surgical tools, which are already in use at the clinic, as well as the exchange of alternative technologies that allow avoiding surgeries.

Beyond equipment, the clinic is exploring partnerships focused on nerve reconstruction, autoimmune diseases, and regenerative medicine.

Additionally, Bodro Clinic is open to investment partnerships and is interested in opportunities for training, clinical testing, and the integration of Japanese practices in Ukraine.



① Bodro's team



② ③ Clinical services



Petro Gavrylenko Founder

What is the concept of the company's activities?

BOHUSLAVSKA SILHOSPTEKNIKA is a family-owned business with a 25-year history that started with the production of agricultural sprayers.

Today, it is one of the leading Ukrainian manufacturers specializing in sprayers for agriculture and equipment for application of liquid fertilizers.

Now, the company produces approximately 500 units of machines per year, 60-70% of which are sold locally.

The majority of BOHUSLAVSKA SILHOSPTEKNIKA's customers are medium-sized farmers with a land ranging from 1,000 to 3,500 hectares. At the same time, the company also works closely with large agricultural holdings and smaller farmers.

What are the key features of your business?

Firstly, the company's main advantage lies in the quality of the equipment it manufactures and its ease of use for clients. It constantly works on the modernization of its products.

Additionally, BOHUSLAVSKA SILHOSPTEKNIKA offers not only machinery but also comprehensive service support, including repair, maintenance, and installation.

BOHUSLAVSKA SILHOSPTEKNIKA

Equipment for agricultural professionals

Technology

Manufacturing

Moreover, the machinery is sold at competitive and fair prices, which corresponds to the principle of price-quality ratio. Additionally, the company offers the option to customize its machinery according to the customer's specific needs.

What are the business growth plans?

As part of the growth plans, the company seeks to increase export volumes.

In particular, BOHUSLAVSKA SILHOSPTEKNIKA is looking for dealers and distributors in European countries, such as Germany, Poland, Romania, Moldova, etc. Furthermore, the company is constantly modernizing existing products and developing new ones. In particular, it plans to open sales for a new one in 2026.

BOHUSLAVSKA SILHOSPTEKNIKA also strives for improvement of its production facilities. Therefore, it continues to strengthen its partnerships with Italian, German, and American companies.

What opportunities for cooperation with Japanese business are you considering?

BOHUSLAVSKA SILHOSPTEKNIKA is actively exploring opportunities for cooperation

with Japanese companies. It is interested in cooperation with a European company such as Kverneland Group, which is a part of the Japanese Kubota Corporation. In particular, the company, in addition to trailed sprayers, has developed a self-propelled sprayer, and is interested in cooperating with Kverneland to improve the machine and bring it to the markets where Kverneland is present, under their brand.

Using its production facilities in Ukraine, BOHUSLAVSKA SILHOSPTEKNIKA is ready to serve as a strategic hub for bringing Japanese agricultural machinery to the European market, acting as a regional distribution center or retail outlet.

The company is also looking for opportunities for engineering and technological cooperation. Its management believes that BOHUSLAVSKA SILHOSPTEKNIKA facilities may be used for testing and development of agricultural machinery, in particular, for its field testing on different landscapes.

In addition, the company is open to contractual partnerships for the production of the machinery at its fully equipped facilities, as the company has significant production capacity.



① Manufacturing process



② The company's products



Vadym Synzheretskyi CEO and Co-Founder

What is the concept of the company's activities?

Buki was established 10 years ago, and now it is an international EdTech company that helps tutors around the world find students as well as clients to choose the best tutors. Primarily, it provides one-to-one classes in various areas, including languages, science subjects, and hobbies. The platform operates in the central European region, in 9 countries, attracting more than 130 thousand tutors worldwide. In 2024, about 1 million lessons were held within the platform.

BUKI's head office is located in Kyiv, Ukraine, and the team consists of about 150-160 professionals.

BUKI also has BukiSchool, providing online classes in languages and some school subjects with its own team of tutors.

What differentiates your company from its competitors?

Currently, the company has only a few competitors in the Ukrainian market. Moreover, it has the largest share of local

Buki

Buki is the place to find the best tutor



IT

students who are looking for tutors to prepare for the exams. The company's main competitive advantage is that it is a marketplace with tutors in various subjects. Hence, the company built the whole infrastructure around it.

Primarily, BUKI is focused on school students. However, it also has a share of adults who are learning languages.

What are the company's growth plans?

The company is planning to be a market leader in Central-Eastern Europe. In particular, in 2023, its growth was 100% per year, and continued to grow by about 50% in 2024.

Moreover, BUKI forecasts to grow by about 50-60% in 2025. The company is mostly focused on building and gaining a larger and stronger position in existing markets. At the same time, it also seeks to enter some new markets.

What opportunities for cooperation with Japanese business are you considering?

Nowadays, the Japanese market is not the company's top priority. At the same time, BUKI is interested in acquaintances with Japanese partners to understand how the tutoring market is working in Japan.

Moreover, in case the Japanese private equity funds and investment funds in the educational sector consider the company as an interesting target, BUKI considers it interesting to collaborate with them.



①



②



③

① BUKI's team

② BUKI's award

③ BUKI's platform

DATA

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Year of establishment: 2014

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Website: <https://buki.com.ua/>



Kyrylo Goncharuk CEO

What are the company's main activities?

The impetus for the CheckEye's establishment was the trend towards the transition to preventive medicine.

Hence, in 2022, was founded CheckEye, which is a cloud-based platform for detecting a wide range of chronic diseases, including diabetic retinopathy, using photographic images of the eye fundus through advanced AI algorithms.

Such images can be taken anywhere from optical stores to pharmacies by non-medical personnel and then uploaded to the system for diagnosis. CheckEye makes early detection and prevention of chronic diseases accessible to everyone. In particular, the focus is on diabetes, as the World Health Organization defines that diabetic retinopathy is the leading cause of blindness in the working-age population in most countries.

What differentiates your company from its competitors?

The company's competitors mostly focus on eye diseases and work with ophthalmologists. However, CheckEye focuses

CheckEye

AI-driven mass screening solution to enable preventive healthcare for everyone



IT

specifically on the systematic chronic disease.

Moreover, the company closely cooperates with a team of specialists from the Filatov Institute of Eye Diseases and Tissue Therapy of the NAMS of Ukraine in the area of analyzing images and describing data for further analysis using AI.

Additionally, CheckEye significantly focuses on AI development and further training.

What will your company be focusing on in the future?

In the short term, the company plans to expand its business activities in Ukraine as well as enter three European markets since it is in the process of obtaining a certificate to be able to operate in the EU. Then, it plans to expand to the Middle East and Asian countries.

In addition, the company is working on developing a new area of disease diagnostics, namely hypertension. In this area, CheckEye now cooperates with the Lugano Ophthalmology Center.

CheckEye's long-term plan is to introduce screening systems in low- and middle-income countries. Hence, the company is actively developing its technologies to provide access to innovative solutions for more people around the world.

What opportunities for cooperation with Japanese business are you considering?

CheckEye is considering several areas of cooperation with Japanese businesses, including the opportunities for the Japanese manufacturers of high-quality and advanced fundus cameras that might be interested in entering the Ukrainian and European markets.

Moreover, the company is looking for Japanese companies interested in partnerships with CheckEye to provide diagnostics in pharmacies, hospitals, etc.

CheckEye also plans to actively cooperate with Japanese universities, research centers, and leading experts in the field of chronic disease research, which will ensure the integration of the latest scientific achievements into practical application.



① CheckEye's team ② CheckEye's consultation ③ Screening process

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DATA



Iryna Petelytska Director

What is the concept of the company's activities?

Chocoboom was established in 2009 after its owners acquired a factory for sweets production.

Nowadays, the company focuses on the production of high-quality sweets and candies with various flavors and eye-catching designs. One of the key features of Chocoboos' products is that the company manufactures its products with maximum preservation of naturalness. Hence, the sweets do not contain any chemical ingredients, preservatives, or palm oil, so even kids could taste them.

Since 2022, after the beginning of the Russian full-scale invasion of Ukraine, the company has been actively developing exports of its products and has already demonstrated significant success in this area.

The company concentrates on exporting its products under its own brand, ensuring that its high standards of quality and brand integrity are maintained.

What are the key features of your business?

The company's main feature is the Tortufel candy group. Such candies consist of thin waffles and various fillings.

Chocoboom

A world of sweet experiences



СВІТ СОЛОДКИХ ВРАЖЕНЬ

Manufacturing

Food

Such candies are produced using a unique Chocoboom recipe. Also, the company is flexible in terms of production and sales (for example, in changes or redesigning of the product). Moreover, all the sweets are packed in packaging with a cute design.

What are the business growth plans?

Chocoboom recognizes a growing trend towards jelly fillings, as well as caramel and sugar candies. Therefore, it aims to develop in this direction by seeking partners for private label orders.

Also, the company is dedicated to expanding its product range to meet market demands and consumer preferences.

In addition, Chocoboom is committed to growing its Tortufel product line and increasing sales volume. Hence, it plans to enhance its Tortufel recipes and introduce new flavors to attract more customers.

Furthermore, Chocoboom is actively working on and will continue implementing automation of the production processes.

Additionally, the company is focusing on increasing its export sales, particularly within the EU.

What opportunities for cooperation with Japanese business are you considering?

Before the pandemic, the company already had a successful experience of cooperation with the Asian market, in particular, with China. Currently, Chocoboom is in the process of negotiating with a Japanese company. However, it also seeks partnerships with other companies to broaden its distribution network and enhance its product offerings. Additionally, Chocoboom is looking for potential cooperation with Japanese companies to purchase their professional equipment.



① Chocoboom's sweets



② Manufacturing process



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Yuriy Sinitsa CEO, Founder

How did the business start?

The story began with Yuriy's childhood dream of having a dog.

At the age of 16, in 1995, Yuriy's father gifted him a puppy, but in their hometown of Chernihiv, at that time, there were no pet stores. So, to get a collar, they went to the market and bought a leather belt, from which Yuriy made a handmade collar.

Shortly after, his friends asked him to make such collars for them as well.

Eventually, he rented a small apartment where they set up a workshop.

The demand continued to grow, as did the business, which now employs over 500 staff members, as well as produces and sells 5 million items annually, exporting them to 82 countries worldwide.

What are the key features of your business?

COLLAR distinguishes itself in the pet industry with bold innovation and thoughtful design, focusing on creating what does not yet exist and reinventing traditional pet products to meet the evolving needs of pet parents worldwide. Innovation marks every product, from the world's first smart

COLLAR

Innovations only



Manufacturing

Technology

collar with a QR code and GPS-enabled WAUDOG Smart ID app to the iconic PULLER, a training tool that spurred a new canine sport.

Another example is an ultralight dog jacket, which was named as a best pet clothing in the USA in 2016, showcasing the blend of function with fashion.

Generally, the company's product range includes collars, leashes, harnesses, muzzles, toys, clothing, beds and houses for pets, and cat litter.

What are the business growth plans?

With a mission of making people and pets happy, the company continues to scale with a purpose, focusing on the introduction of innovative products rather than solely chasing profits.

At the core of their growth strategy is the R&D department, considered the heart of the company. With a clear development plan laid out for the next 2–3 years, COLLAR is actively working on launching new products, expanding into new markets, and staying at the forefront of pet industry trends. International growth remains a priority, especially in markets like Poland, the USA, and Japan. The company understands that entering new regions presents challenges even with a great

product and competitive pricing. In particular, it may take up to 3 years to finalize distribution contracts. To accelerate the process, COLLAR is now considering acquiring a distributor either in the USA or Europe.

What opportunities for cooperation with Japanese business are you considering?

As for 2024, Japan remained the company's fourth market in terms of the number of sold items.

At the same time, COLLAR is actively seeking cooperation opportunities with Japanese businesses in two other key areas: expanding its distribution network by diversifying its product range present in the Japanese market, as well as partnering with innovative Japanese startups. Moreover, while the company already uses a significant amount of Japanese equipment, it remains open to importing new technologies that meet its needs.



① COLLAR's team ② ③ ④ COLLAR's product range

DATA

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Pavlo Pikulin Co-founder & CEO

What does your company do?

The company was established in 2019 in Kyiv, Ukraine, as a robotics company dedicated to the development, production, and sales of high-tech gear for logistics. In particular, Deus Robotics was manufacturing moving robots designed for picking up items from shelves or pallets and putting them into bins or crates, and sorting robots that perform tasks like inspecting products or separating products into different categories.

The company's customers are Nova Post (the largest private Ukrainian delivery company) and DPD (world-leading parcel delivery networks).

At the same time, now Deus Robotics positions itself more as a software company that develops Robotics Management System – software for robotics. Besides, the company operates in the educational area as the Association of Robotics and Automated Systems (RASMP) in Ukraine, which intends to unite Ukrainian and foreign companies and become a coordinator of the economic activities in the fields of robotics and automated systems in Ukraine.

Deus Robotics

To push robotics in Ukraine



Technology

Manufacturing

IT

What are the features of your products?

Deus Robotics is a pioneering robotics company with a unique AI platform connecting and enhancing the intelligence of warehouse robots from different manufacturers. Moreover, the company provides 15 models of robots covering 90% of warehouse automation needs and counting.

What are the company's growth plans?

Deus Robotics's main goal is to revolutionize the way businesses integrate with robots worldwide. As a first step, the company is focused on warehouse robotic automation in the UK, as well as in its home market in Ukraine. Besides this, the company plans to continue developing RASMP in Ukraine, organizing different educational and networking events.

What opportunities for cooperation with Japanese business are you considering?

The company is looking for cooperation with Japanese robotics companies, such as Fanuc, Honda, Kawasaki, Mitsubishi, Toyota, and others, to develop robotics in Ukraine to a new level.

Additionally, Deus Robotics is interested in investments, as in 2024, the company opened a seed round for \$3 million. Hence, it is looking for a chance to pitch in venture funds, including Mistletoe, SoftBank, Vision Fund, SBI Investment, and others.

In its turn, RASMP intends to sign a memorandum for cooperation with the Japan Robot Association for assistance with social projects.



① Moving robot ② Sorting robot ③ Deus Robotics' team ④ Moving robot while working

DATA

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Website: <https://deusrobotics.com/>



Taras Skorupskyy CEO

What is the concept of the company's activities?

Founded in 2009 by Oleg Dmytruk, the company has evolved from a traditional meat processor into a leading producer of high-protein meat snacks, focusing primarily on its main product, named Kabanosy which is a long, thin, dry sausage usually made of pork. After selling part of its business (sausage and salami production plant) in 2024, DMYTRUK-FOODS concentrates exclusively on snack production, combining deep product expertise with a clear, efficient business model. Its goal is to enable people to snack anywhere.

With 300 employees — half in production and the rest in R&D, marketing, and support functions — the company holds 35–40% of Ukraine's meat snack market. It reported more than USD 20 million in revenue in 2024, with a forecast of more than 20% growth for 2025. Ambitious to scale globally, the company designs its strategy around long-term demand, aiming to deliver convenient, high-quality snacks to customers worldwide.

What are the features of your business?

By maintaining full control over

DMYTRUK-FOODS



A company dedicated to crafting functional meat-based snacks

Food

Manufacturing

its production, DMYTRUK-FOODS ensures consistent, high-quality products that meet customer needs.

The company also takes a customer-centric approach, prioritizing value over short-term sales.

Company is preparing to enter the US, UK, MENA, and select Asian markets by tailoring its high-protein snack offerings to meet the evolving demands of international consumers, while maintaining a commitment to quality and efficiency.

What are the business growth plans?

DMYTRUK-FOODS plans to actively expand its operations in three key directions.

The first direction is the development of its own brand and the enhancement of its market recognition.

The second direction is entering international markets and transforming into a global company, with more than 40% of its revenue coming from abroad.

The third one is the development of new products. DMYTRUK-FOODS is expanding beyond traditional meat snacks by developing innovative protein formats, including bars, bites, and ultra-thin chips — all adapted to diverse dietary preferences and usage occasions. Each product will be tested and tailored to specific consumer segments.

What opportunities for cooperation with Japanese business are you considering?

The company views Japan not only as a promising export market but also as a strategic partner in building a world-class quality management system. DMYTRUK-FOODS seeks to collaborate with Japanese companies and experts in the areas of lean manufacturing, TQM, and continuous improvement. The goal is to integrate advanced problem-solving tools, process stability controls (such as SPC and PDCA), and daily management routines rooted in Kaizen culture. Through such partnerships, the company aims to strengthen its internal capabilities, enhance product consistency, and establish a shared framework for customer-centric innovation.



① ③ ④ DMYTRUK-FOODS's products ② Manufacturing

DATA

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Valerii Iakovenko Founder

What is the concept of the company's activities?

The company was founded in 2013 with the purpose to create an effective tool for businesses and new technologies in the field of robotics.

Today, DroneUA is an eco-system specializing in the use of unmanned technologies and data analytics to improve efficiency in various sectors, especially agriculture, where drones provide critical information about the condition of crops and soils and their processing, surveying, and mapping to obtain accurate geographic data, and others.

DroneUA was included in Forbes TOP 3 most innovative businesses in the agricultural sector of Ukraine.

The company's owner believes that the technologies make the human labor more efficient, and this will help to rebuild Ukraine after the war.

What differentiate your company from its competitors?

DroneUA differentiates itself from its competitors by offering a wide range of distributed equipment, as well as assembling its own. The company invests a lot in

DroneUA

The future is already with us



Manufacturing

Technology

manufacturing to ensure high quality and innovation.

Also, DroneUA creates additional value to its services, including new tools such as an ERP system FarmFleet. Additionally, the company provides its services to both small family farms and agri-giants, offering comprehensive, scalable solutions for any size farm.

What are the business growth plans?

DroneUA's business development plans are focused on several strategic initiatives. The company aims to scale its sales in foreign markets. The first market to approach is the USA. In the domestic market, the company plans to continue focusing on the huge potential of Ukraine's agricultural sector, where, according to the analysis conducted by USAID, DroneUA already works with 52% of the farmers (based on the analysis of 300,000 hectares of lands), as well as, increasing the volumes of the drones manufactured by

the company to replace the import in the future.

From a technological perspective, the company plans to improve its state-of-the-art trackers and GPS systems to help farmers monitor operations more effectively, increasing efficiency and productivity. Additionally, DroneUA aims to develop its activities in other sectors, including logistics.

What opportunities for cooperation with Japanese business are you considering?

DroneUA had a successful cooperation with JETRO at the CES in Las Vegas, where the company presented its products on the stage of the Japanese pavilion.

Now, DroneUA is considering various opportunities to cooperate with Japanese businesses. The company is interested in establishing partnerships with Japanese enterprises in Ukraine to integrate their experience in advanced technologies into the projects in Ukraine, in particular, in the areas of agricultural technologies and humanitarian demining.

In addition, DroneUA is looking for opportunities to import Japanese technologies related to robotics business.



① ② ③ DroneUA's products

DATA

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Maxim Timchenko Chief Executive Officer

What are the company's main activities?

DTEK is the largest private energy company in Ukraine.

The company started life as a regional utility company in the eastern region of Ukraine in 2005. Since then, DTEK Group has invested over \$12 billion in the national economy.

As of 2024, the Group has seven standalone businesses, including those related to energy generation (focused on renewables), natural gas production, electricity distribution, commodities trading, as well as energy supply and services.

Throughout the Group's history, it rapidly expanded across Ukraine, as well as to other countries, operating now in 24 markets.

Today the Group employs more than 55,000 people.

DTEK is the largest private power generator in Ukraine, with 16 TWh of electricity generated in 2023, and the largest power grids operator, distributing over 40% of Ukraine's electricity supply.

DTEK Group

Energy in action



Energy

The company is also a significant producer and supplier of natural gas, with 3.5 million customers and 1.6 bcm (billion cubic metres) produced in 2023.

What are the areas for the business development?

DTEK is focusing on the development of renewable energy generation.

Other key growth pillars include:

- The battery storage systems that will help mitigate growing grid imbalances, prevent blackouts, and ensure energy security.
- The modernisation of the power grid infrastructure as part of a long-term 10-year plan. DTEK is implementing the pilot project in the Kyiv region.
- Reviewing the possibility of using gas-fueled generation to replace its coal facilities to enhance decarbonisation in Ukraine.

What opportunities for cooperation with Japanese business are you considering?

DTEK actively cooperates with foreign many partners, including valued partners from Japan. In particular, DTEK's representatives recently held meetings with several Japanese companies and agencies to deepen the company's contacts and discuss potential areas for further cooperation.

At the same time, the Group is open to the opportunities of deeper cooperation with Japanese companies and organisations, including through joint projects. For example, DTEK is looking for partnerships with various Japanese companies for its grid network and energy generation, as well as for the oil and gas business to develop new exploration fields and to increase natural gas production volumes.



① ② ③ DTEK's facilities

DATA

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Year of establishment: 2005

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DTEK Renewables

Energy in action



Energy

Technology

Oleksandr Selyshchev, CEO, DTEK Renewables

What are the company's main activities?

DTEK Renewables is a part of DTEK Group, focusing on renewable energy development and operation in Ukraine.

DTEK Renewables is now one of the largest renewable companies in Ukraine, with 1.1 GW of onshore wind and solar assets installed.

As of 2023, the power output equaled 0.9 TWh.

After the beginning of the Russian full-scale invasion, the company continued to invest significant funds in the development of renewable energy sources and is now the country's largest renewables investor. A landmark project was the construction of stage 1 of the Tyligulska windfarm (114 MW) in the South region of Ukraine in 2022-2023.

What are the business growth plans?

In the future, DTEK Renewables will continue to focus on the development and investment in renewables in Ukraine.

In Ukraine, the company intends to be one of the key facilitators of the energy transition. In particular, DTEK Renewables is to launch the construction of stage 2 of the Tyligulska wind farm, which will be the largest project in the country and one of the largest in Europe.

The company also plans to construct a 650 MW wind farm in Poltavska, central Ukraine, which is in the development stage as of 2024.

Additionally, DTEK's EU renewables arm DRI is actively expanding internationally, facilitating the energy transition in Central, Southern, and Eastern Europe. In particular, develops renewable energy in the EU and is targeting 5.0 GW capacity by 2030.

What opportunities for cooperation with Japanese business are you considering?

DTEK Renewables values strong partnerships with international organisations, and these types of partnerships have been central to the delivery of some of Ukraine's largest renewable energy projects.

The company also actively discusses investment opportunities with projects including:

- battery storage projects
- new wind generating capacity
- new solar parks
- projects focused on decentralisation of the energy system.



① ④ DTEK's solar power plants ② Construction process ③ DTEK's wind power plant

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Yuri Bubes President

How did the business start?

The company started its operations in Lviv, the western region of Ukraine, in 1918 with an electrical engineering workshop. Then, Electron started producing television sets, which became reliable and extremely popular in the domestic market.

In Soviet times, the concern had more than 400 enterprises, employing over 50,000 workers. However, during the last several decades, the production of color TVs has been conserved, and this plant is producing other products.

Nowadays, Electron is a large multi-industry group. Since 2010, it has mostly developed as an automotive corporation, focusing on the manufacturing of public transport, including buses, electro buses, trolleybuses, and trams.

What are the key features of your business?

The concern includes 12 enterprises in different areas, including urban electric transport and special purpose vehicle production, nanotechnologies, polymeric, plastic, and polystyrene articles production, motors and climate systems production, and others. In particular, Electron is the only

Electron

Electron unites generations



Manufacturing

Technology

manufacturer of electric buses in Ukraine.

In addition, in January 2025, it introduced a new type of autonomous trolleybus designed for small towns and villages that do not have tram infrastructure. Another Electron's key feature is that it can change the functions and the quality of the materials for production based on the customer's request.

The company also closely cooperates with higher education institutions to further involve young people in the development of the enterprises.

What are the business growth plans?

Electron's plans include further development of automotive manufacturing, in particular, electric vehicles.

Additionally, after the war, as part of the reconstruction and rebuilding of Ukraine, Electron is planning to increase its product sales volume. Thus, its goal is the expansion of its customer base in Ukraine as well as abroad.

What opportunities for cooperation with Japanese business are you considering?

As part of its history, Electron already had the experience of successful cooperation with the

Japanese corporation Toshiba, resulting in the construction of a large production complex with advanced technology lines.

Currently, the concern is interested in creating joint ventures with Japanese businesses to develop and increase the technological processes of its enterprises, particularly in the polymer industry, as well as in the production of foam aluminum products, which represent a breakthrough in modern technology.

Moreover, Electron is considering the opportunities for Japanese investments in the form of both financial resources and new technologies in new projects.

The company is also considering attracting investments in production facilities.

Additionally, it is looking for opportunities to purchase batteries, electrical equipment, etc., from Japanese manufacturers.



① Commemoration of cooperation between Electron and Toshiba in Lviv



② "Electron" e-bus



Andriy Tolmachov CEO and Founder

What is the concept of the company's activities?

The history of Enamine began in 1991 when it became possible to establish private businesses in Ukraine. It proceeded by receiving a \$10 thousand grant for the purchase of the reagents from the American chemical company DuPont by Prof. Tolmachov, which resulted in a great success. In a few years, one more grant for the future company's development, this time for \$1,5 million, was received.

Currently, Enamine is the largest chemical company in Ukraine, having the world's largest reputable collection of chemical compounds.

Enamine produces thousands of small molecules per month, being the pioneer in this field.

The company's headquarter is in Kyiv. Also, it is operating in several small cities in Ukraine. Moreover, there are the company's research and development centers in Germany and Poland. In 2022, the Russian full-scale invasion of Ukraine caused the company's further expansion outside.

Enamine

A new dimension of drug discovery



Manufacturing

Technology

What are the features of your products?

Apart from the production of screening compounds, building blocks, and fragments, Enamine is also focusing on the contract research business. In particular, the company is able to combine small molecules into new combinations. Mainly producing them in collaboration with pharma companies and universities. In total, over 7 thousand companies, including Pfizer and GlaxoSmithKline, and academic institutions globally purchased Enamine's components.

Moreover, the company actively reinvests the earned funds in its continuous development.

Also, it actively supports the educational programs in the universities by providing the students with a place where chemists may practice and chemical schools, as well as supporting the publishing of scientific research papers.

What are the company's growth plans?

Enamine is working on further development of its business, including potential collaborations with pharma companies, as well as looking for potential cooperation with computer scientists in the area of the application of artificial intelligence in the drug discovery process.

What opportunities for cooperation with Japanese business are you considering?

The company is already known in the Japanese market. Nevertheless, it is still facing certain difficulties in operating in that market, as there is a wide range of rules and limitations imposed on chemical importation. To make it easier to operate in the Japanese market, Enamine is looking for direct contacts with scientists to discover potential initiatives, as well as with Japanese pharma companies to collaborate with them.



① ② ③ ④ Enamine's labs

DATA

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Andriy Cherukha Founder

What is the concept of the company's activities?

The company's story began 16 years ago when Andriy, a student, established an online store selling traditional Ukrainian clothing. In 2014, Etnodim opened its own production site, manufacturing high-quality linen traditional clothing adapted for everyday life, not just for festive occasions, which became the company's main idea.

Today, the company mostly sells its products via its website. Additionally, it has two showrooms – in Kyiv and Lviv. Etnodim's production capacity allows it to produce up to 50 thousand units per year, and the company has no plans to stop.

It has customers all over the world, with about 15% of sales to foreign markets. Also, Etnodim's embroidered clothes are represented in 20 showrooms around Europe.

Additionally, Etnodim is closely cooperating with purchasing agents in markets of different countries.

What differentiates your company from its competitors?

Etnodim is distinguished by its strong brand and large customer base, which allows it to maintain

Etnodim

The art of embroidery

Manufacturing

Retail

a leading position in the Ukrainian market. The company's unique approach to creating clothes, based on detailed research of patterns and paintings, as well as close collaborations with artists, allows it to create not just traditional clothes, but real artistic pieces that reflect the richness of the national heritage. Throughout Etnodim's operations, it has been honored to dress up such famous people as the Queen of the Netherlands, the President of Ukraine, and other well-known cultural figures, which further enhances its reputation.

What are the business growth plans?

The company plans to expand internationally, adapting its collections to foreign markets. Etnodim is also negotiating with purchasing agents and showrooms in European capitals such as London, Paris, Warsaw, and others. In addition, the company is discussing the possibilities regarding presenting its products on European marketplaces.

In the local market, Etnodim is focused on expanding and launching new collections, with continued emphasis on product quality and distinctiveness.

Since 2022, when more competitors appeared on the market, the company has been changing its approach to scaling, focusing on improving sales efficiency with no plans to open new showrooms.

What opportunities for cooperation with Japanese business are you considering?

Etnodim is interested in introducing its products to the Japanese market either via purchasing agents or in showrooms, since, as for now, its embroidered clothing is not officially present in Japan. Also, the company considers opportunities for collaborations with Japanese artists and designers to blend Ukrainian traditions with Japanese aesthetics.

Moreover, it is ready to adapt its collections to local market needs and, while not actively seeking investment, remains open to strategic partnerships for future growth.



① Manufacturing process



② Etnodim's clothing

E T N O D I M

DATA

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Olga Shevchenko CEO

How did the business start?

The history of EVA began 23 years ago with an idea to create a store that has everything a woman needs at the best prices. Shortly, the product assortment was expanded to those for home, health and beauty care, and children, except for drugs - through online sales.

The company currently has about 1100 offline stores, 65 of which were opened in 2024.

Since 2018, EVA has its own online store, providing an assortment that is more than 9 times larger than the one presented in offline stores.

Moreover, in 2023, EVA established a new business stream – EVA BEAUTY, stores proposing beauty products in the upper-middle and luxury categories.

Additionally, in 2024, company's online segment also became a marketplace, focusing on the sector of goods for women. EVA also has its own IT company, as well as its own logistics capacities and warehouses.

What differentiates your company from its competitors?

EVA believes the key point is to be interesting and attractive to its customers.

EVA

We strive to turn women's concerns about beauty and home comfort into pleasure



Retail

EVA's strategy has remained unchanged since its establishment, focusing on the best prices that made the company a leader in this category of the industry.

Also, the company is very picky about the product range, where each brand and type of product is carefully selected. The same happens with the locations where EVA opens new stores – all of them are chosen after a detailed analysis.

Moreover, the company communicates a lot with its clients through an online magazine, active social media, and cooperation with bloggers.

What are the business growth plans?

EVA's growth plans are mainly focused on the development of its marketplace, in particular, by a significant increase in the number of goods being available to clients.

Also, EVA plans to expand its chain by opening new stores, including EVA BEAUTY. In 2025, another 65-70 stores are expected to be opened.

Additionally, considering that the

company will be focusing on online commerce, it is constructing distribution warehouses for e-commerce that are planned to be built in Lviv in 2025 and in Odesa in the next few years.

What opportunities for cooperation with Japanese business are you considering?

Currently, EVA's assortment already contains some goods from Japanese manufacturers, including children's products, demonstrating a strong demand for them.

At the same time, given the growing demand for Japanese cosmetics, the company considers the possibility of cooperating with Japanese health and beauty manufacturers both directly or through distributors to expand their presence on the shelves of the chain.

Since the company is developing its own distribution warehouses, it is also interested in the high-quality automated systems for them, in particular, produced by Japanese manufacturers.



① ② EVA stores ③ EVA's staff ④ EVA's warehouse

DATA

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Mykola Dakhno Business development manager

What are the company's main activities?

Formag Forwarding is one of the key companies within Global Transport Investments (GTI), an international logistics group that unites 24 enterprises across 10 countries and 15 cities, bringing together more than 600 specialists in freight forwarding, liner agency services, and logistics infrastructure development. Founded in 1992, the company provides clients with full control over the entire logistics process.

What are the key features of your business?

In today's business landscape, logistics is no longer just one element of the process – it has become a true driver of growth. Formag stands out on the market for its reliability, 33 years of experience, the expertise of its team, long-term partnerships, and its ability to combine the resources of a large international transport holding with the agility and speed needed to adapt to market demands. A high level of service personalization tailored to each client's needs is considered

Formag Forwarding

Logistics for a Changing World



Logistics

Formag Forwarding's key competitive advantage.

The company's resilience is rooted in the strategic vision it has followed since its foundation: to build trust, serve as a single entry point for any type of logistics service, and deliver on every commitment. This is why, even after the start of the full-scale invasion, Formag did not suspend operations for a single day, helping businesses restructure their logistics through European hubs.

What are the business growth plans?

The company's growth plans focus on regional expansion, infrastructure development, and strengthening its logistics network. Western Ukraine is one of the company's key growth regions, along with expansion into neighboring countries on Ukraine's borders, where Formag already operates – Poland, Romania, and Moldova – and where around 80% of its trucking fleet currently works. Formag Forwarding is also actively expanding its presence along the Middle Corridor, which connects China, Kazakhstan, Uzbekistan, Azerbaijan, Georgia, and Ukraine with Romania. Last year, the company opened an office in Tashkent to support its operations in Central Asia.

In addition, Formag is entering the Turkish market, positioning it as one of its key logistics hubs.

What opportunities for cooperation with Japanese business are you considering?

In Ukraine, the company plans to build a modern Class A logistics hub in Kyiv Oblast on its own land plot. It will serve not only as a storage facility but also as a center for cargo formation, consolidation, and distribution. Since 2024, Formag Forwarding has been partnering with Nippon Express, Japan's largest international logistics provider, and sees strong potential for expanding cooperation with Japanese partners – particularly in the delivery of critical infrastructure cargo for Ukraine. In the AI domain, the company offers an AI-powered logistics assistant available 24/7 in Japanese, providing fast support and ensuring seamless connectivity between Japanese companies, Ukraine, and the wider region. Formag Forwarding is also interested in investment to support the development of its logistics hub in Kyiv Oblast and is open to operational partnerships aimed at strengthening trade, logistics, and technological cooperation between Japan and Ukraine.



① ② Logistics capacity

DATA

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Pavlo Roganov, VP of Marketing

What does your business do?

The history of Fozzy Group began with the vegetable base in 1990th. Now it is one of the country's largest business groups and the leading retailer with over 700 outlets nationwide. Among them are the flagship Silpo supermarket chain, Fozzy wholesale hypermarkets, and the convenience stores Fora and Thrash! Thrash!. In 2022, Fozzy Group's trade turnover amounted to more than \$2,2 billion. Other Group's businesses include e-commerce, food production, IT, banking, logistics, tourism, and restaurants.

What are the features of your business?

As a flagman supermarket chain, Silpo stands out with its diverse range of high-quality products. The company's unique feature is its collaboration with over 700 suppliers from 58 countries, which expands Ukrainians' access to global flavors and unique goods. Besides, Silpo is actively supporting local farmers and producers. The company operates its own coffee roasting production, confectionery, and brewery, in addition to an extensive portfolio of own trademarks.

Fozzy Group

The largest retail group with business in various areas



Retail

Manufacturing

Food

Moreover, Silpo has a user-friendly loyalty program with about 2 million guests. Hospitality is one of the core values of the Fozzy Group, as they strive to offer their guests new impressions with every visit. The commitment to providing an exceptional shopping experience is evident in the meticulous design of each new store. Over 100 Silpo supermarkets have unique concepts, featuring various art objects, as can be seen in the photos below.

What are the company's growth plans?

Despite the war in Ukraine, Fozzy Group remains committed to serving Ukrainians, ensuring access to food and essential goods and fostering moments of joy through daily shopping. They are expanding their e-commerce capabilities to enhance convenience. In particular, they launched a service that delivers the goods/meals within 25 minutes after the order is done.

Also, a wide assortment of products is the Group's considerable advantage in the market and it constantly looking for opportunities to expand it.

What opportunities for cooperation with Japanese business are you considering?

Fozzy is looking for potential cooperation with Japanese companies in the following directions:

- expansion of the assortment of Japanese goods presented in the Group's stores, including groceries, alcohol, and personal care products. In particular, Fozzy Group is looking for manufacturers and distributors;
- cultural exchange and joint projects – to present Japanese culture more widely in the Ukrainian stores. For example, the invitation of sushi chefs to Silpo stores to provide Ukrainians with high-quality Japanese meals.



① ② ③ ④ Silpo stores design

DATA

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Olena Lemeshko Head of Food Category managers department

How did the business start?

The company was started in 2006 by former co-owners of large businesses who dreamed of creating a place with a large assortment of high-quality and unique wines from around the world.

Today, goodwine is an importer, retailer, and distributor of wines, food, and other categories sold by the company, allowing it to offer exceptional quality at a fair price.

In parallel, the company developed a gastronomic department, started as a shelf with delicacies, and over time, turned into a full-fledged quality food department.

Currently, the goodwine chain includes several retail stores, including goodwine, Bad Boy, and Garage brands.

goodwine also has an internet store, where not only alcoholic beverages, but also food, cosmetics, etc., are present.

Based on the available data, the company's turnover in 2024 was about \$125 million.

What are the key features of your business?

The company especially values its team, respects the

goodwine

WINE Bureau Import & Distribution
Company

Retail

Food

employees, and believes that the success of the business depends on people. That is why, according to management, the goodwine store is like a magnet for customers, which is not just a retail outlet, but a place where customers want to return for a unique experience and quality of goods and service.

The company pays great attention to the high quality of its products, rigorously checking each product, even if it is a very well-known brand.

Also, goodwine has extensive experience in importing, having concluded over 900 contracts with companies from 120 countries around the world.

At the same time, the company supports high-quality Ukrainian manufacturers, including small businesses. It has a department that advises and promotes local brands, helping them enter the market with sales guarantees in goodwine stores.

What are the business growth plans?

Generally, the company intends to expand its assortment of high-quality goods.

It also considers increase import volumes, in particular, from Asia, adding sauces, vinegars, and other products that will complement the existing range.

The company aims increasing

online sales, in particular, via expanding the range of products available online.

In parallel, it is considering opening several more Bad Boy stores – a more accessible and casual format of stores compared to goodwine.

What opportunities for cooperation with Japanese business are you considering?

goodwine already imports various products from Japanese producers, including sake, beer, tea, home-related accessories, etc.

At the same time, it is considering several additional opportunities for cooperation with Japanese companies, in particular through trading companies.

The company seeks to expand the range of goods from Japan, including products made according to ancient traditional authentic recipes. It is additionally interested in importing Japanese sake, wine, and household goods.

Also, goodwine is looking to develop partnerships with Japanese restaurants and chefs in the format of experience exchange and internships in Japan, with the integration of their experience into the work in Ukraine.



① goodwine's store assortment



② Wine assortment at goodwine store

goodwine



Nazar Davyda CEO, Co-founder

What is the concept of the company's activities?

The idea of creating a business arose long before the company was founded – out of the founder's personal interest in electric vehicles, who saw the future in them.

In 2014, the company began as the official dealer of European electric vehicle charging equipment. However, one of the main obstacles was the inability to know in advance whether a charging station would be available for its user or not.

Hence, in 2017, GO TO-U began developing a unique software solution called ART (Advanced Reservation Technology), a mobile application that enables users to book a charging station in advance.

Today, the company operates in 67 countries worldwide, has more than 300 thousand users, and is the youngest charging infrastructure company in Ukraine, covering about 1/3 of the Ukrainian market of charging infrastructure.

What differentiates your company from its competitors?

GO TO-U stands out through its proprietary ART, which allows users to book charging stations

GO TO-U

Let's power up a green future together



GO TO-U

IT

Technology

in advance — a feature most competitors lack. The company states that it is a core technology, leading to 5x higher utilization, even with 20% higher pricing.

It also operates as a smart ecosystem using AI to redirect users to the nearest available station if one is not available.

The platform supports charges of over 60 manufacturers, allowing universal compatibility and partnerships with individuals, businesses, and governments.

GO TO-U's focus on user experience, flexibility, and constant innovation development makes it a leader in a competitive market.

What are the business growth plans?

The company is focused on continuous innovation and geographic expansion. With its app constantly evolving, the company plans to develop its technology as the heart of its long-term strategy.

Looking ahead, GO TO-U sees significant potential in underdeveloped markets such as the Middle East and broader Asia, where EV infrastructure is still emerging.

Additionally, Dubai is already becoming one of its largest and perspective markets. The

company aims not only to expand its presence but to become the standard in EV charging infrastructure, leveraging both public-sector partnerships and technological leadership.

What opportunities for cooperation with Japanese business are you considering?

GO TO-U sees the Japanese market as one of the key areas for strategic development in the coming years.

The company's focus is on establishing partnerships with major players, such as filling station operators and technology corporations, such as Hitachi.

Previously, GO TO-U has already communicated with Japanese companies, including gas station operators and energy suppliers. Another vector of development is openness to joint projects and investments.

Moreover, GO TO-U sees prospects in applying the franchising model.



① GO TO-U's co-founders



② ③ GO TO-U's application presentation

DATA

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Daria Tymoshenko COO

What is the concept of the company's activities?

Gunia Project began in 2017 as a small ceramic collection manufactured by two Ukrainian craftswomen with a vision to blend traditional Ukrainian crafts with contemporary design. Drawing inspiration from local culture and rituals without directly replicating them, the brand reinterprets heritage into modern, functional art pieces, including ceramics, accessories, clothing, and jewelry.

The manufacturing is based in Kyiv, with a capacity of around 2,000 items per month, doubling during the holiday season. Gunia's products are sold through online platforms and concept stores.

Today, the company is represented in 14 countries, including the USA, China, Japan, and across Europe.

What differentiates your company from its competitors?

Gunia Project's core strength lies in its authentic, entirely Ukrainian production process. Each item is handcrafted by local masters using time-honored techniques such as hand painting, embroidery, and ceramic casting.

Gunia Project

Brand of exceptional things



Retail

Manufacturing

Gunia thoughtfully reinterprets Ukrainian traditions through a modern aesthetic lens, transforming folklore and rituals into relevant, design-driven products.

The brand also stands out by offering a holistic lifestyle experience. Rather than focusing solely on home goods, it creates a cohesive ecosystem of ceramics, clothing, accessories, and jewelry — all unified by one artistic vision.

What are the business growth plans?

The company is currently in an active phase of expansion, as growing demand exceeds its production capacity.

The short-term priority for Gunia is to relocate its manufacturing to a larger facility to increase the production volumes by 2-3 times.

Additionally, Gunia is developing a franchising model to bring its lifestyle concept to international markets. Negotiations are already underway for opening stores in several European capitals. The goal is to position Gunia not as a niche Ukrainian

brand but as a global lifestyle label rooted in traditional design.

What opportunities for cooperation with Japanese business are you considering?

The Gunia Project views Japan as a key market for future collaboration.

Japanese customers have responded positively to the brand's design language. The products are already available in several Japanese department stores (such as Isetan, H.P. France, etc.).

At the same time, the company is also eager to open its own flagship Gunia store in Tokyo.

Therefore, Gunia is actively seeking Japanese partners — both investors and franchisees, to establish a co-managed franchise that combines Gunia's creative and production expertise with Japanese operational know-how.

The brand is open to adapting and enhancing its products to fit the Japanese lifestyle.



① Manufacturing process



② Gunia's goods



Anton Pavlovsky Founder, CEO

What is the concept of the company's activities?

The story of Headway began when Anton Pavlovsky realized that many people skipped self-development due to a lack of time and focus. He decided to create an efficient, productive, and enjoyable tool for self-growth. In 2019, a small, bootstrapped team of three led by Anton Pavlovsky launched the Headway app, armed with a vision to redefine the way people learn and grow. Later, it has grown into a multiproduct company, revolutionizing lifelong learning worldwide.

Headway, the company's flagship product provides summaries of nonfiction bestsellers, in audio and text, as well as daily microlearning sessions and gamified challenges. With over 50 million users worldwide, Headway is the world's most downloaded book summary app. It is currently available in four languages: English, German, French, and Spanish. Headway has been featured as an App of the Day in 170+ countries and received an Editors' Choice badge from the US App Store.

After gaining leadership in the book summary niche, the company expanded into the broader lifelong learning space.

Headway

We help people grow



IT

Headway is the developer behind several other educational products, including Impulse (the world's most downloaded brain training app), Nibble (an all-around knowledge app with interactive lessons on science and the humanities), AddMile (a coaching platform), and others. Headway enables modern adults to continue learning in an easy, fun, and accessible way, catering to both B2C and B2B customers. By breaking down complex topics into digestible chunks and leveraging engaging content formats, Headway ensures that learning is both efficient and enjoyable. The apps' algorithms personalize the learning experience, adapting to each user's unique interests and goals.

Headway has gained industry recognition as one of the most world's transformative digital learning companies, featured on prestigious lists such as The Europe EdTech 200 by Holon IQ and The GSV 150 by Global Silicon Valley.

What are the business growth plans?

Headway is strategically positioned to capture a significant share of personal growth and education market. With a vast library of content across multiple disciplines and regular updates, Headway's

products provide a dynamic, ever-growing resource for lifelong learning, making it accessible to people of different backgrounds and professions.

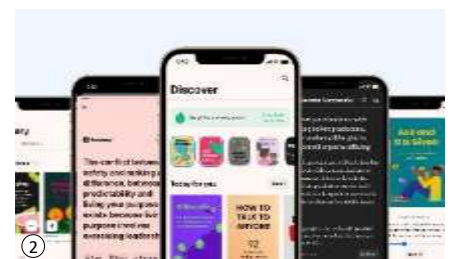
The company is committed to continuing its expansion, targeting new markets, working on the development of other innovative products, growing the team, and improving user experience. Headway also recognizes the importance of differentiation by country, adapting its approach to the specific needs and preferences of local markets.

What opportunities for cooperation with Japanese business are you considering?

Headway is exploring several opportunities for cooperation with Japanese businesses as part of its strategic expansion into the Asian market over the next few years. Now, Japanese users can use the app in English, but as the company grows, further localization efforts may be implemented. Headway also plans to leverage AI services and profound data analytics to offer advanced, tailored solutions for their Japanese partners, ensuring they meet the specific demands of the market.



① Headway's team



② Headway app



HowCow

Where every Moo matters



Manufacturing

IT

Volodymyr Shevchuk CEO

How did your business start?

HowCow began its development in 2024 after the Canadian partners asked the team to optimize technologies for tracking certain indicators of cows. Previously, the team established a company manufacturing devices that predict critical human health conditions. Hence, a collar that collects animal activity data and sends the information to a CRM system was created. The device indicates problems with the animal and gives recommendations for improving its health conditions. In particular, the data, such as how often an animal needs to be fed, how much milk it produces, and how much care it needs, is sent to farmers via notifications. The company states that the use of the devices increases farmer's revenue by up to 27%.

What differentiates your company from its competitors?

The main advantages of the device over competitors are its adaptability, flexibility, and affordability. While other devices can track only a specific change, such as movement, HowCow tracks six types of activities and

covers complex indicators such as temperature, detection of fertility window, etc.

The device also contains a machine learning element. Furthermore, the device has a large operating range – it can be up to 8 km away from the receiver. Additionally, according to the company, device's price is the lowest available on the market.

Besides, HowCow and the V. M. Glushkov Institute of Cybernetics of the NAS of Ukraine are now working on the algorithm so that it fits not only cattle but also other animals, both agricultural and domestic.

What are the company's growth plans?

In the future, the company plans to popularize its device to most Ukrainian agricultural companies and farmers. HowCow also seeks cooperation with vet clinics and the improvement of its system. Additionally, efforts will be made to scale sales through major online marketplaces, such as Amazon, as this represents a significant growth opportunity. Expanding into international markets is another major plan to bring their innovative solutions to a global audience.

Also, HowCow plans to start selling its products to be used for many types of animals.

What opportunities for cooperation with Japanese business are you considering?

HowCow already has certain cooperation with Japanese companies. Hence, it believes that the key to successful collaboration is reliable partners. The company considers Japan as a promising market, where the introduction of their device could significantly simplify animal insurance processes. The device's ability to accurately monitor and report animal health metrics will make it easier for insurance companies to assess risks and set premiums. Additionally, the company is interested in setting up collars sales in Japan via distributors. Moreover, the business has an additional stream – HowPaw, producing small neck collar devices for pets, focusing mainly on the Japanese market. Hence, it is also looking at this business stream expansion.



① ② HowCow's devices

③ HowCow's representatives

DATA

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Roman Prokofiev Co-founder

What is the concept of the company's activities?

Joooble is among the top 10 most visited websites in the world in the Jobs And Employment segment.

Initially, in 2006, Joooble started in Ukraine without any plans to go globally, but the crisis in 2008 fostered the company's expansion outside the country. Nowadays, it is an international company operating in 67 countries across the globe, with its core business focusing on the European and North American markets. In turn, nowadays, the share of Ukrainian customers in revenue is less than 1%.

The platform operates in 25 different languages.

The team includes 300+ professionals, with the majority of them working in Ukraine.

What are the features of your business?

The company started developing a machine learning model in 2006 when it was not usual for businesses. Hence, Joooble was a pioneer in this area.

Joooble

One site – all jobs



IT

The company's purpose was to build a whole cycle of the job search with the final goal of creating value for the customer. Every day, the website generates vacancies from various resources, including corporate websites, social networks, etc. Thus, all job offers are available in one place.

Yearly, there are about 1 billion website visits and approximately 400 million unique users.

Moreover, the company has a Joooble Venture Lab, under which it establishes and develops startups.

In particular, in 2024, Joooble actively started six new businesses. Some of them are related to job search, and some to other technological areas. The company also started an AI programmatic service solution.

What are the company's growth plans?

The company plans continuous growth and improvement of the core business in the future. In particular, to increase its share of the global market.

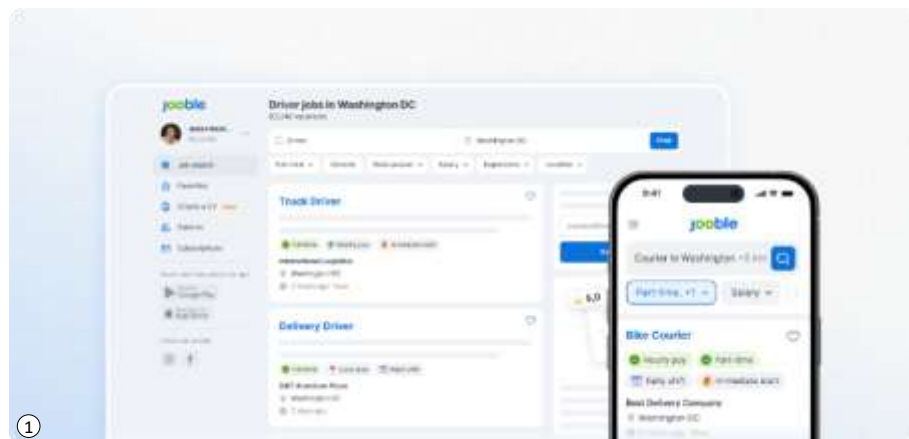
Additionally, Joooble is considering extending its business model with a pay-per-hire model.

As for Joooble Venture Lab, it also does not plan to stop and expects to establish 5-6 new businesses in the future years.

What opportunities for cooperation with Japanese business are you considering?

Joooble is already operating in the Japanese market, but the company does not define its competitive advantage there at the moment, as it faces certain difficulties, including language barriers.

Hence, the company is looking for a partner in the Japanese market who will be able to provide assistance, in particular, in the management of local online marketing.



① Joooble platform

DATA

Location: Kostyantynivska St, 71, Kyiv, Ukraine, 02000
Year of establishment: 2006

E-mail: press@joooble.com
Website: <https://ja.joooble.org/>



Andriy Mima, Denys Tsyganok, Stanislav Sklyarovskiy – Founders

What are the company's main activities?

LUN was founded 16 years ago in Kyiv, Ukraine. At that time, there were no PropTech marketplace platforms in Ukraine.

Nowadays, the company's main business is focused on the development of the platforms of primary and secondary real estate search both in Ukraine and abroad, encompassing the following business directions:

- LUN.ua – #1 real estate vertical in Ukraine for searching primary real estate, with an annual traffic of 18 million sessions;
- Rieltor – a secondary real estate portal in Ukraine, and one of the largest platforms for realtors and agents in Ukraine, with an annual traffic of approximately 35 million sessions;
- Flatfy.ua – a real estate aggregator in Ukraine, offering sales and rentals of primary and secondary properties, as well as houses, with an annual traffic of 30 million sessions;
- Bird – AI-integrated rental application for real estate that functions within Ukrainian cities and London;
- Korter – an international real estate marketplace in

LUN

Comfortable real estate choosing anywhere



Real estate

IT

Georgia, Kazakhstan, Poland, and Romania.

Moreover, the company positions itself as a business with deep social responsibility, realizing a promising social project, LUN Misto, focusing on the research of urban life within the city, including the measurement of air quality, availability of kindergartens/schools, etc.

What are the features of your projects?

LUN's main features are highly-developed visualization technologies, in particular:

- 3D map of the buildings to demonstrate the availability of flats, as well as provide additional details about the property;
- Aerial flights over the buildings to be able to understand their status and surroundings;
- 3D tours in buildings under construction;
- Room tours prepared by realtors, available in a user-friendly mobile app.

To achieve such a high-tech level, the company invests significant funds in its technology development.



What will your company be focusing on in the future?

LUN's future priority is further development and expansion among services and geographies. Regarding the products' plans – the company is considering obtaining a larger share of a secondary real estate market from the competitors, as well as developing its mobile app and AI search system.

What opportunities for cooperation with Japanese business are you considering?

LUN is actively seeking potential investors to raise funds for the further development and integration of AI within the platform and mobile application. Moreover, the company is keen on establishing partnerships with Japanese PropTech platforms.

Additionally, LUN's close connections with Ukrainian development companies and realtors position it as an ideal intermediary between Ukrainian and Japanese businesses aiding in the reconstruction and renovation of Ukrainian cities after the war.



① LUN's team ② LUN.ua ③ LUN Misto – Air quality measurement results ④ LUN.ua – Statistics of average prices for apartments in Kyiv

DATA

Location: Y. Zdanovska St, 71, Kyiv, Ukraine, 03189
Year of establishment: 2008

E-mail: pr@lun.ua

Website: <https://lun.ua/>



MACHIYA

House of Japanese goods



Retail

Tetiana Tuliholovets CEO, Co-Founder

What is the concept of the company's activities?

Since 2021, MACHIYA imports, distributes, and retails authentic Japanese products in Ukraine, with the assortment personally curated by the founders.

The company operates through a combination of online and offline channels and acts as an importer and distributor for major Ukrainian retail chains and marketplaces. In addition to cosmetics, the assortment includes Japanese food, snacks, dietary supplements, and beverages. Generally, MACHIYA reflects the idea of a single space where customers can discover a wide range of everyday Japanese products.

The brand concept is inspired by the Japanese idea of Machiya, which is a “house-shop” or a place where daily life and commerce coexist. This philosophy defines the company as a “home of Japanese goods” where customers can find not only beauty products, but also items for everyday use.

What differentiate your company from its competitors?

One of the key advantages of MACHIYA is its focus on quality, official sourcing, and long-term partnerships, as all the goods are

authentic, officially imported from Japan, and carefully selected to meet the high standards of effectiveness and reliability.

As one of the largest importers of Japanese products in Ukraine, the company operates across wholesale, B2B, and its own retail channels.

MACHIYA promotes Japanese culture by making premium products accessible for Ukrainian. Strong supplier relationships are supported through trade exhibitions, factory visits, and cooperation with Japanese organizations, while premium categories, such as Japanese massage devices, are offered through a fully official process with certified products, Ukrainian-language instructions, and official warranties.

What are the business growth plans?

The company plans to expand its product assortment and offline retail presence, starting with further development in Kyiv and subsequently expanding into other regions of Ukraine. A key growth focus is the B2B channel, aimed at increasing interest in Japanese products and strengthening cooperation with Japanese partners.

Brand growth will be supported

through online development, increased brand awareness, and collaborations with influencers.

In the long-term perspective, the company aims to create a Japanese-inspired experiential space with a strong sustainability focus.

What opportunities for cooperation with Japanese business are you considering?

The company actively seeks cooperation with Japanese manufacturers interested in entering the Ukrainian market.

The company is open to partnerships across multiple sectors, including food and beverages, cosmetics, dietary supplements, and lifestyle products.

In particular, the company is interested in exploring cooperation opportunities with Takara Belmont, F Ryukyu Co. Ltd., DHC, and FineToday Holdings Co., Ltd., those high-quality product portfolios align with MACHIYA's positioning in Ukraine.

By combining local market knowledge with official import and distribution infrastructure, the company aims to reduce entry barriers for Japanese businesses and build sustainable, mutually beneficial partnerships.



① ② MACHIYA stores

DATA

Location: Demiiivska St, 31, Kyiv, Ukraine, 03040

E-mail: info@machiya.ua

Mobile phone: +38 (097) 701 95 11 **Year of establishment:** 2021 **Website:** <http://www.machiya.ua>



Dmytro Melnyk Chief Product Officer

How did the business start?

The story of the company began with its founder, Oleksandr Kosovan, who discovered that macOS users were facing numerous system issues that lacked simple, effective solutions. This inspired him to create an application named CleanMyMac that helps users clean and optimize their Macs.

In 2008, alongside developing their first tools, Kosovan established the company MacPaw.

Today, MacPaw is a global company with more than 500 specialists and offices in Ukraine, the USA, and Cyprus.

The company's portfolio includes around 10 proprietary apps and a marketplace offering more than 250 applications under a single subscription.

What differentiates your company from its competitors?

MacPaw differentiates itself through more than 17 years of expertise within the Apple ecosystem, which gives the company a uniquely strong understanding of how to build reliable and user-focused Mac software.

A dedicated R&D center, including an AI-focused division,

MacPaw

We help machines help you



IT

allows MacPaw to innovate quickly and explore new technological directions.

The company is widely recognized for its exceptional visual design and user experience, earning multiple awards for interface quality. Its products are manually localized for major global markets, making them accessible, easy to use, and relevant worldwide.

MacPaw also stands out for its strong social responsibility: the company runs its own foundation, invests in community projects, and regularly organizes impactful initiatives.

What are the business growth plans?

MacPaw's growth strategy focuses on expanding its product portfolio. The company is going to launch new products, including solutions in the security space, and continues to grow its marketplace by onboarding new vendors and offering users a broader range of tools.

A key direction is the development of AI-driven technologies, with the long-term vision of creating an ecosystem that can autonomously evolve and expand its capabilities.

MacPaw is also working on improving the purchasing

experience by reducing friction in the payment process. Since payment methods vary significantly across countries, and not all regions support Visa, Mastercard, or traditional online payments.

What opportunities for cooperation with Japanese business are you considering?

MacPaw already has experience in the Japanese market, beginning with early connections through JETRO in 2018 and later through meetings at events like Slush Tokyo and business-matching sessions with companies such as SOURCENEXT eSHOP. This led to CleanMyMac being sold physically in Japan in 2019 before shifting fully to online distribution.

Today, Japan is the 5th market in terms of the number of MacPaw users. Even so, MacPaw sees new cooperation opportunities in Japan, especially through expanding future MacPaw ecosystem into the B2B segment and forming partnerships to strengthen Setapp distribution. The company is also open to deeper technological collaboration, onboarding Japanese developers, and exploring hybrid online/offline models when they offer additional value, such as consulting or support.



① MacPaw's team



② Apple devices collection in the MacPaw's office



Rostyslav Kisil Company's President

What is the concept of the company's activities?

Currently, Meest's main activities include international postal, logistics, and financial services for companies and individuals.

The company's history began in 1989 in Canada, where its founder emigrated from Ukraine. Its primary goal was to organize the shipment of deliveries from Canada to Ukraine and other post-soviet countries.

In several years, the company's activities were expanded to the USA, and in 1995, Meest moved its headquarters to Lviv, Ukraine, where it is located to this day. During the 2000s, the company established its presence in almost all EU countries, where it maintains logistics warehouses and employs local staff. After 2022, due to the war, the company also expanded its main office presence in Europe, specifically in Warsaw, to be closer to its international clients. Nowadays, the company delivers parcels and cargo to more than 70 countries worldwide for both its B2B and B2C clients.

Meest is the only company in Ukraine that has its own facilities in China, allowing it to operate in that market without third parties.

Meest Group

Your parcels, our passion: 35 years together



Logistics

What are the key features of your services?

Meest was the first Ukrainian postal company to launch the PUDO delivery – delivery to stores and petrol stations for customers' convenience. It has a highly developed international infrastructure, including its hubs, logistics, and personnel. This allows for providing fast international delivery.

The company provides delivery services through more than 200,000 integrated PUDO points globally. In particular, the company closely cooperates with 60 carriers globally. It also provides online money transfer, having licenses in 50 countries around the globe.

Moreover, Meest has an e-commerce platform both for internal use and partners, allowing merchants to enter the new market quickly and supporting them with this.

What are the business growth plans?

Meest plans to be one of the leaders in postal logistics. It has a growth rate of around 30-40% per year and foresees to remain the tendency.

To achieve this, the company is going to scale the business to new countries and with new partners. Other important part of the strategy is to increase its client base.



② Meest's parcel

What opportunities for cooperation with Japanese business are you considering?

Japan is a strategic country for Meest's future development. The company is looking for cooperation with Japanese partners in e-commerce who are interested in expansion to Ukraine and/or other countries where it is present to provide them with logistics services. Also, the Meest wants to improve the services' provision with the help of technologies. Hence, the company is looking for cooperation with technological companies in logistics. Another area for potential cooperation is enhancing the delivery of parcels from Internet stores in Japan.

The company is also interested in finding partners who are ready to launch international delivery services from foreign online stores to Japan using a package forwarding model on their own resources under a white label basis, earning commission from these operations.



③ Parcel's lockers

① Meest's delivery facilities



MEGOGO

Modern content ecosystem



IT

Technology

Valeriia Tolochyna Global Chief Marketing Officer

How did the business start?

MEGOGO was founded 14 years ago by the successful banker Volodymyr Borovyk, who saw potential in an online video platform when pirate sites remained popular. The platform quickly transformed into a service with live TV broadcasts, VOD content, sports streaming, and, later, with audio content, including audiobooks and podcasts.

Now, the company has direct contracts with Warner Bros. Discovery, Universal, BBC, FOX, UEFA and FIFA since 2021, MEGOGO has a dubbing studio, MEGOGO Voice, allowing it to localize content for the Ukrainian market independently.

Today, MEGOGO is a leader in the field of streaming services, with the ability to watch on various devices.

The audio industry has become a separate direction: for five years now, the company has been hosting Ukraine's only professional podcasting award.

What are the key features of your business?

MEGOGO stands out with several key features that shape its leading position in the

market. One of these is a strong in-house expertise and a dedicated team specializing in anti-piracy efforts.

The company is focused on long-term development and carefully studies consumer habits.

Also, MEGOGO has launched bundles in partnership with other services such as YouTube (Google), Setanta Sports and Netflix, HBO Max as well as long-term subscriptions. The company is present on all major social media platforms and employs all possible monetization models – from subscriptions and pay-per-title to free access for charity and government events, as well as advertising.

Additional areas include the educational project MEGOGO Education, its own music channel MEGOGO MUSIC, games section on the platform, white-label solutions for partners (including the Diia.TV project), and the implementation of interactive features that allow viewers to engage in real-time during content viewing.

What are the business growth plans?

Last year, the company launched MEGOGO BOOKS, expanding into the e-commerce market of paper books with plans to integrate electronic and audio formats, creating a comprehensive content ecosystem. The company is focused on enhancing its platform's functionality to improve user experience and offer more diverse content options.

MEGOGO actively explores new markets with high demand and strong local partners. Currently, it operates worldwide, with local offices in Poland and Kazakhstan. Additionally, the company is considering white-label solutions to broaden its reach and customize offerings for various partners, supporting sustained growth and market expansion.

What opportunities for cooperation with Japanese business are you considering?

MEGOGO actively promotes Japanese culture, particularly through music and anime. The company has already established partnerships with leading studios such as TOEI Animation and TMS Entertainment. It is working on collaborations with major Japanese broadcasters like TV Tokyo and Fuji Television. To be successful, MEGOGO is looking for a local partner that is aware of the specifics of the Japanese market to support the company, in particular, while establishing partnerships with iconic studios like Studio Ghibli to expand access to beloved works by Hayao Miyazaki and maintain ongoing communication with rights holders.



① The production studio

DATA

Location: Rybalska St, 22, Kyiv, Ukraine, 01011

E-mail: partners@megogo.net

Mobile phone: +38 (044) 599 49 50 **Year of establishment:** 2011 **Website:** <https://megogo.net/en>



Yevheniia Barchuk Head of Asia division

What is the concept of the company's activities?

Founded in 1998, MHP is an international food and agri company producing high-quality food products that enhance consumers' lives and working across agriculture, logistics, food production, and retail.

Publicly listed on the London Stock Exchange since 2008, the company has facilities in Ukraine and South-Eastern Europe, employing over 36,000 people in Ukraine and abroad.

MHP manages all stages of the value chain to ensure high quality and food safety from farm to fork. The company also sees its mission in supporting Ukraine's economy and food security during wartime.

What are the key features of your business?

MHP is the #1 poultry producer in Europe and a Top-10 global producer (according to WattPoultry), exporting over 60% of its products to 70+ countries.

MHP manages 360,000 ha of land in Ukraine, operates over 1,300 retail stores, and develops 15+ brands, including Qualiko, planned for export to Japan.

MHP

Ukrainian roots – global reach



Food

Manufacturing

MHP prioritizes value-added products, focusing on ready-to-eat and ready-to-cook lines.

The company adheres to global ESG standards and operates Ukraine's largest biogas complex while investing in renewable energy.

The company consistently maintains high standards of animal welfare and environmental sustainability across all operations.

MHP invests in advanced technologies, including precision agriculture and digitalisation, to drive efficiency and reduce its environmental footprint.

What are the business growth plans?

MHP is transforming from a poultry producer into a culinary-focused international food company, aiming to increase the share of value-added products from 20% to over 50% of total revenue.

In 2024, the company invested over \$319 million globally, focusing on production efficiency, culinary business development, ESG projects, and digital transformation.

MHP plans to strengthen its presence in Europe, the Middle East, and Canada, targeting to grow its international business share to 50% over the next ten years.

What opportunities for cooperation with Japanese business are you considering?

MHP sees opportunities in restoring exports to Japan. With experience in exports to Singapore, Hong Kong, and other Asian markets, MHP is ready to collaborate with Japanese distributors, ensuring products meet global quality and safety standards (BRCGS, ISO 22000, GMP, HACCP) while adapting to local consumer preferences.

At MHP, we follow a Customer Business Development (CBD) philosophy when working with franchise partners, distributors, retail chains, and HoReCa businesses. We prioritise long-term partnerships over one-off transactions, focusing on shared goals and mutual growth. Together, we develop strategic plans, resolve pain points, share our expertise, and look for ways to boost efficiency and unlock new opportunities for both sides.

MHP is also open to technological partnerships to enhance production and sustainability initiatives. The company sees its mission in feeding the world with high-quality food while strengthening Ukraine's resilience and economy.



① ② Manufacturing process



Petro Pylypiuk CEO

How did the business start?

Modern Expo started its business in the mid-1990s by distributing counters for stores and pharmacies from Poland to Ukraine.

Realizing the potential of the market, the company soon started investing in its own production facilities.

Now, Modern Expo is a full-service provider of complete retail solutions. In particular, it manufactures parcel lockers, checkout zones, refrigeration equipment, shelving, and warehouse systems, as well as POS solutions.

The company's customers are in 75 countries from Canada to Australia, including well-known retail chains as Carrefour, Silpo, SPAR, etc., as well as postal providers – Nova Poshta, Royal Mail, and others.

It maintains offices across Europe and the Middle East (Dubai).

What differentiates the company from its competitors?

Firstly, the company focuses not on price, but on value, reliability, and complex approach to customer needs by providing end-to-end services, from early consultation and project design (including rapid 3D visualization

Modern Expo

WE ARE MODERN

MODERN EXPO

Technology

Manufacturing

tools able to design a 5,000 m² store in 20 minutes), to full equipment of the store. There is just a small number of manufacturers that produce all the necessary equipment for the retail store by themselves.

Also, Modern Expo has an exceptional delivery performance, with an on-time rate of 99.9%. The management believes that it is a result of the company's implementation of the Lean methodology and following the Ikigai philosophy, which are deeply embedded into its corporate culture.

A unique internal idea and problem-solving system encourages innovation across all departments, generating more than 1,000 employee-submitted ideas each month.

What are the business growth plans?

Modern Expo has an ambitious and clearly defined growth strategy by 2030. In particular, the company plans its global expansion so that up to 75% the equipment is exported.

By the end of 2025, it will open offices in Spain and Sweden, ensuring full coverage of the European market. It is also actively exploring new markets in the African region to expand its presence to new markets. In addition to its 75,000 m² manufacturing facility in Lutsk

(Ukraine), the company is developing its plant in Lublin (Poland) that currently produces parcel lockers and will also expand into refrigeration units and cash register systems.

What opportunities for cooperation with Japanese business are you considering?

Modern Expo is actively exploring cooperation opportunities with Japanese companies, particularly related to automation and energy efficiency, for further implementation of such technologies within its production.

At the same time, it aims to develop a network of potential partners in Japan, including retailers such as 7-Eleven, and refrigerator service companies, to propose their products.

Moreover, the company is looking for partnerships with Japanese manufacturers of high-quality equipment and sourcing components to start importing them.



① Mykola Khapalov, CSO



② Manufacturing process



③ Modern Expo's office

DATA

Location: Rivnenska St, 4, Strumivka, Ukraine, 45603

E-mail: info@modern-expo.com

Mobile phone: +38 (033) 278 95 00 **Year of establishment:** 1997 **Website:** <https://modern-expo.eu/en>



Morskyi Dim

Leading expert in culinary arts



Food

Tetiana Chyrva CEO, Founder

How did the business start?

Morskyi Dim has been present in the Ukrainian market for nearly three decades. Founded in 1996, the company began by introducing seafood products that were still unfamiliar to many Ukrainian consumers.

Over time, as Japanese cuisine gradually gained interest, the company had the honor of cooperating with Japanese partners to bring authentic Japanese food culture to Ukraine. This long-term journey has shaped the Morskyi Dim's identity.

Since the early 2000s, Morskyi Dim has represented a number of trusted Japanese brands, including Yamasa, Mizkan, Kewpie, Kinjirushi, Oshihari, and others. Together with their partners, the company organized culinary masterclasses that helped Ukrainian chefs discover the foundations of Japanese taste and craftsmanship.

What differentiate your company from its competitors?

Morskyi Dim aims not only to distribute products but also to serve as a bridge between cultures. The company focuses on carefully introducing new flavors to the local market, respecting the traditions behind

each product. One of its greatest strengths is the team. The brand chefs from Morskyi Dim regularly travel to Japan and other countries to deepen their professional knowledge and learn new techniques directly from the source.

Another important value is their long-standing relationships with clients and suppliers, believing that trust, consistency, and continuous improvement are the keys to sustainable growth.

What are the business growth plans?

Moving forward, Morskyi Dim plans to further develop the Japanese food category in Ukraine. It recently signed a partnership with Ajinomoto and looks forward to deepening this cooperation. By 2026, Morskyi Dim aims to expand collaborations with several other Japanese manufacturers. The company also sees strong potential in developing ready-made Japanese solutions for the HoReCa sector, based on traditional recipes and guided by modern production standards. Additionally, Morskyi Dim supports professional training by working with recognized institutions such as the World Sushi Skills Institute, helping to nurture future talent in the culinary field.



① Morskyi Dim's team

What opportunities for cooperation with Japanese business are you considering?

Morskyi Dim would be honored to explore new forms of cooperation with Japanese partners in areas where Japan's expertise is globally recognized.

1. Food Production Technologies:
 - Japanese equipment for noodle, gyoza, meat, confectionery, and ready-meal production.
 - Technical guidance and joint development of production standards.
2. Consumer Products & Food Ingredients:
 - Collaboration with Japanese FMCG manufacturers to introduce high-quality Japanese goods to Ukrainian households.
 - Expansion of authentic Japanese ingredients for restaurants across various formats – ramen, hot pots, izakaya, bakery, and confectionery.
3. Cultural & Professional Exchange:
 - Training programs, chef certifications, and knowledge exchange.
 - Promotion of Japanese culinary culture through events and educational initiatives.

As interest in Japanese cuisine grows in Ukraine, Morskyi Dim hopes to serve as a reliable partner, connecting Japanese producers with new opportunities in the region.

The company looks forward to building new partnerships with the Japanese colleagues in the future.



Anastasiia Romanova Co-Founder, CEO

How did the business start?

The idea of the company appeared in 2018 when the future co-founder encountered a mosquito problem while staying in Florida.

After returning to Ukraine, the team started developing a product that would be more environmentally friendly than chemical insect sprays and, at the same time, more technologically advanced.

Thus, Mosqitter's were created to stop the feeding cycle of female mosquitoes and decrease their population.

The product soon spread to countries with high mosquito populations, such as India and Brazil, as well as to other countries around the world.

Nowadays, Mosqitter's clients are mainly hotels and restaurants.

The company's head office is currently located in Pennsylvania, USA, and is responsible for marketing and sales. Its subsidiary is in Ukraine and focuses on engineering and new product development.

What differentiates your company from its competitors?

Mosqitter emphasizes three main competitive advantages of

Mosqitter

Enjoy the outdoors



Manufacturing

IT

its product – effectiveness, environmental friendliness, and pure experience, using effective technologies, it is possible to reduce the amount of chemicals used to control the insects, as Mosqitter is very effective both outdoors and indoors. For instance, the company's main product "Mosqitter Grand" can cover up to 2 acres.

Additionally, the replaceable parts of the product are made of recyclable materials, so they are not harmful to health and the environment.

Regarding the pure users' experience, the bag where insects fly in is closed, so users do not have to worry about insects flying out but simply throw it away and put in a new one.

Moreover, Mosqitter may be turned on and off remotely from the mobile application, which makes it easy to use.

What are the business growth plans?

The short-term plan is to launch the sales of "Mosqitter Mini", both directly and via store chains.

As of "Mosqitter Grand", it is planned to scale the current manufacturing and sales volumes.

Mosqitter also considers it important to continue cooperation with governments of different countries.

Its long-term plan is to become the most well-known solution against mosquitoes.

Mosqitter is also working on implementation of a function of identifying of species of insects that are caught by the Mosqitter.

What opportunities for cooperation with Japanese business are you considering?

Mosqitter has not had any previous interactions with Japanese companies.

However, it considers the Japanese market interesting and promising.

Hence, Mosqitter is considering the possibility of cooperation both with the government in terms of Mosqitter's installation in places where there are a lot of mosquitoes and with technological companies such as Panasonic and Hitachi.



① ② Mosqitter Grand

③ Mosqitter Mini

DATA

Location: Mykoly Hrinchenka St, 18, Kyiv, Ukraine, 03039

E-mail: office@mosqitter.com

Mobile phone: +38 (096) 329 57 68

Year of establishment: 2018

Website: www.mosqitter.com



Kateryna Zaitseva Export development manager

What is the concept of the company's activities?

The business started in 2017 with the idea to create a strong Ukrainian product – craft beer.

When starting, MOVA manufactured 5 tons of beer per month, participating in various collaborations.

In 2020, it opened its manufacture in Dnipro.

Nowadays, the team consists of 30 professionals producing 150 tons of beer per month, and, in its portfolio, MOVA has more than 70 types of beers and other beverages, including non-alcoholic (non-alcoholic beers and natural lemonades for kids).

Two years ago, MOVA started exporting its beverages. Now, the drinks can be bought in Norway, Sweden, Netherlands, and Japan. In 2024, the company opened 2 MOVA bars in Dnipro to have MOVA places where people may enjoy their products. Moreover, only in the last months, the company won 3-4 international awards.

What are the features of your products?

MOVA is not only about beverage manufacturing but also

MOVA

We brew communications between people

Manufacturing



about the people. The company sets a goal to help to understand the people each other with the help of beverages. To achieve this, MOVA organizes different events, including lectures and tastings.

Additionally, MOVA is actively initiating various projects to support local community.

The company also works a lot on creative collaborations, exchanging experiences, and creating something new all the time.

What are the company's growth plans?

In 2024, MOVA plans to double the production volumes, as well as to grow sales in Ukraine and in exports.

Previously, the business was concentrated in the Dnipro region, but the company plans to grow sales across all Ukraine during 2025.

Also, MOVA is planning to open more bars across Ukraine and abroad.

Additionally, in 2025, the company will start other projects

collaborating with MOVA, including craft chocolate and tea manufacturing, to gather different businesses in one cluster.

Moreover, MOVA is looking for the possibility of manufacturing a local beer in collaboration with businesses in different countries.

What opportunities for cooperation with Japanese business are you considering?

MOVA is interested in building strong relationships with Japanese beer manufacturers, in particular, is looking for cooperation with Asahi.

Additionally, the company is interested in Japanese experience in the company's industry, including innovations and technologies.

Another interesting area for potential cooperation includes investments in the company's further production development.



① MOVA's beer ② Brewery ③ MOVA's team



Nasha Idea



In love with books

Retail

Manufacturing

Iryna Oleshko Director

What is the concept of the company's activities?

In 2019, Nasha Idea founders realized that manga was almost absent on the Ukrainian market, which prompted the idea to contact Japanese publishers and start introducing manga to the local market. Before that, the company was among the first in Ukraine to publish European comics.

Now, Nasha Idea works with major Japanese publishers like Kodansha and Shogakukan, offering classics, modern hits, and popular titles. The company follows global trends, attends exhibitions, and chooses promising releases.

Nasha Idea has a base of 25 Japanese-speaking translators and sees strong growth potential in Ukraine.

What differentiates your company from its competitors?

The company is one of Ukraine's leading publishers of comics, specializing in Japanese manga and European graphic novels. From the start, it focused on building a diverse catalog, rather than targeting narrow niches like many competitors. Its goal is to offer stories that appeal to readers of all ages and interests.

A key strength is its professional team, which includes skilled translators, editors, designers, and production specialists, ensuring consistently high-quality releases.

Another important milestone was the transition to Ukrainian-language publishing. The company's first license was very difficult to get, as Japanese editors doubted the market potential. Over time, the company proved the strong demand for Ukrainian editions, gained trust, and secured the right to publish officially in the Ukrainian language.

What are the business growth plans?

The company's key strategic goal is to expand the number of manga series available in Ukraine from the current 60 titles to 100–150. A broader catalog will strengthen distribution networks, increase bookstore visibility, and eventually make it possible to open specialized manga stores.

In parallel with manga growth, the company aims to promote Japanese literature, including classics, modern novels, and contemporary fiction. This long-term vision also involves launching dedicated bookstores that combine manga, literature, and cultural products.

To support these plans, the company continues to develop

its distribution channels and deepen partnerships with Japanese publishers. This includes ongoing dialogue and cooperation with Shueisha and other major houses, ensuring access to high-quality titles for the Ukrainian market.

What opportunities for cooperation with Japanese business are you considering?

The company is actively seeking new opportunities for cooperation with Japanese businesses and is highly interested in strengthening its presence within Japan's publishing and cultural ecosystem. One of its key priorities is participation in major industry events, particularly Comiket, where the company aims to meet editors, explore licensing possibilities, and discover promising new titles directly at the source. Beyond publishing rights, the company is also looking to establish partnerships that would allow the legal import of Japanese merchandise, with the goal of creating curated product corners or pop-up shops at cultural events and bookstores. The Nasha Idea's participation in international exhibitions such as Japan Expo Paris has further confirmed a strong interest in Japanese content among young readers and fans.



① Nasha Idea's team



② Nasha Idea's books



Yurii Sorochnytskyi CEO

How did the business start?

The history of Nemiroff began in 1872 when Count Grigory Stroganov opened the alcohol distillery after renovation in Nemyriv, Vinnytsia region. After Ukraine's independence in 1991, the company evolved rapidly and was among the largest ethanol producers in Ukraine. By 1992, Nemiroff expanded from producing ethanol to vodka in a modern distillery.

By 2000, the company sold its first million cases (9-liter boxes) of vodka, primarily exporting to CIS & Eastern Europe.

In the following years, Nemiroff shifted its strategy from being a regional exporter to positioning itself as a global vodka brand.

And today, Nemiroff is recognized worldwide for its high-quality vodka.

What are the key features of your business?

Nemiroff stands out as the 6th-largest vodka producer in the world. It combines premium product quality with competitive pricing, leveraging strong marketing campaigns, including sponsorships of various sports, such as rugby, football (4 clubs of the English Premier League), previously Ultimate Fighting Championship, and others.

Nemiroff

That's My Spirit!



Food

Manufacturing

The company is Ukraine's vodka exporter No.1, distributing to over 80 markets worldwide, including key markets as the UK, Canada, the USA, New Zealand, Australia, East Europe, etc.

The company is also actively investing in technology renovation and compliance with ESG principles, recently securing a €1.2 million German grant for green projects.

Nemiroff is targeting markets with high potential for vodka consumption, recognizing cultural differences and market readiness.

What are the business growth plans?

Currently, Nemiroff operates with an annual production capacity of 4.6 million cases. At the same time, it aims to become the best vodka producer in the world by increasing its production volumes to become the top-3 vodka producer worldwide, as well as continue its global expansion and strengthen its presence across diverse markets.

Strategically, Nemiroff continues to enhance brand visibility by sponsoring major international sports events and leveraging high-profile campaigns, including collaborations timed with Ukrainian sports stars.

What opportunities for cooperation with Japanese business are you considering?

Nemiroff already has export experience and partners in Japan. However, because of the COVID-19 pandemic, the growth plans in Japan were temporarily disrupted.

Currently, Nemiroff is looking for partners, in particular, in the Japanese market, as it sees significant growth potential, while also looking for development sales in Australia and New Zealand.

The company aims to build brand awareness steadily in Japan, with focus on its core product line.

While the main vodka offerings remain stable, Nemiroff is open to introducing new flavors or variants to appeal to local tastes if suitable opportunities arise.



① Distillery process



② The company's product

DATA

Location: M. Ovodova St, 38, Vinnytsia, Ukraine, 21050

E-mail: yulia.shavyrova@nemiroff.pro

Mobile phone: +38 (067) 407 27 55 **Year of establishment:** 1872 **Website:** <https://nemiroff.vodka/en/>



Andriy Vadaturskyy CEO

What is the concept of the company's activities?

NIBULON is a prominent Ukrainian agricultural company specializing in grain production and logistics. Established in 1991, it has become one of the leaders in Ukrainian grain exports and agricultural production, with a land bank of 76.6 thousand hectares.

The company has partnerships with more than 4,500 Ukrainian agricultural producers, who together with NIBULON, supply high-quality agricultural products to 76 countries worldwide.

It owns a network of elevator complexes and a truck and rail transportation fleet.

NIBULON also benefits from the support of its sister company, which specializes in shipbuilding. The sister company operates a shipyard in Mykolaiv, where it builds and maintains vessels, strengthening NIBULON's logistics capabilities and enabling efficient transportation solutions.

What are the key features of your business?

The company is known for its integrated supply chain. NIBULON's comprehensive logistics system ensures efficient

NIBULON

Together we feed the world



Manufacturing

Food

Logistics

transportation and storage of agricultural products, minimizing costs and environmental impact. In this, NIBULON states that it is focusing on how to make the most effective logistics cost.

The sister's company shipbuilding and ship repair facilities allow it to build and maintain a fleet tailored to specific needs.

Digitalization plays a crucial role in NIBULON's operations, from precision farming technologies that increase yields to automated loading and unloading systems in the company's storage facilities and ports. The use of technologies increases productivity, reduces human errors, and improves overall efficiency.

What are the business growth plans?

NIBULON plans to continue focusing on further processes' automatization and digitalization, as well as being a leader in exports of agricultural products. In particular, to achieve this, the company intends to increase its land bank. Moreover, NIBULON is looking for partners in ports in various countries to operate with its fleet there, as in Ukraine, it will not be operating in the nearest years since the Kakhovka dam was destroyed in 2023.

NIBULON is also considering further developing shipbuilding in Ukraine.

In order to expand its business, NIBULON is also seeking to develop capabilities to produce new product lines, such as cheeses, milk, other dairy and pork products.

What opportunities for cooperation with Japanese business are you considering?

The company seeks to cooperate with Japan. In particular, it focuses on the establishment of joint enterprises with Japanese businesses in the area of production of windmills as they already have the required equipment, as well as ships, vessels, and other machinery.

In addition, NIBULON seeks to purchase high-quality equipment and components from Japanese suppliers.

Technology transfer is another key area of interest, which will allow NIBULON to develop and improve the efficiency of its business, including the technologies in the farming industry. The company is also looking for export opportunities for its high-quality agricultural products to Japan and developing efficient trade routes between the two countries.



① Nibulon's equipment



② Nibulon's logistic transport



Andrew Pavliv Founder, Chairman of the Supervisory Board

How did the business start?

The story of N-iX began in 2002 as an open-source small but ambitious startup founded by two software engineers with a shared vision to create high-quality software technologies. Their initial focus was on Novellix developing product applications for the Linux platform.

Over the years, the company has grown and now delivers expert solutions in cloud, data analytics, embedded software, IoT, AI, machine learning, and other technology domains.

Today, N-iX has become a global software engineering company with over 2000 highly skilled professionals worldwide. The company collaborates with businesses of all sizes, delivering transformative technology solutions across sectors such as finance, manufacturing, telecom, agriculture, energy, and others.

What are the key features of your business?

N-iX is a privately owned technology company with a flexible business model that adapts to each client's needs, market dynamics, and evolving project goals.

N-iX

Empowering vision, delivering value



IT

The company focuses on delivering measurable business value, including a range of services, not just software. With engagement models like fixed-fee projects, N-iX helps clients maintain budget control while sharing delivery risk.

Long-term partnerships are its core priority. N-iX works with global leaders such as Bosch, Siemens, and eBay, maintaining consistent communication and support throughout the relationship.

Above all, N-iX values its reputation as its greatest asset. Its approach is rooted in transparency, thorough analysis of client needs, and a strong commitment to solving real business challenges.

What are the business growth plans?

N-iX focuses on strategic growth as an international consulting company. In particular, it is planning to enter new markets as the Azerbaijani, as well as expand its presence at the existing ones, such as the US.

A key part of N-iX's strategy is investing in AI and computer vision technologies. Additionally, the company continues to develop its own internal tools and applications to enhance the team's efficiency.

In parallel, N-iX is planning to enhance its sales and marketing operations, aiming to scale outreach, strengthen brand presence, and support sustainable growth.

What opportunities for cooperation with Japanese business are you considering?

As of now, the company already cooperated with Japanese companies Honda and Rakuten.

At the same time, N-iX aims to expand its collaborations with Japanese clients.

A key aspect of this collaboration is leveraging Japanese technologies for webinars and training programs aimed at implementing cutting-edge solutions in industries where Japan has significant expertise.

In addition, the company is seeking local partners for long-term cooperation.

There are also emerging opportunities in the gaming industry in Japan.



① ② ③ N-iX's office



DATA

Location: Storozhenka St, 32, Lviv, Ukraine, 79018

E-mail: contact@n-ix.com

Mobile phone: +38 (032) 229 59 29 **Year of establishment:** 2002 **Website:** <https://www.n-ix.com/>



Vyacheslav Lizarov CEO, Founder

How did the business start?

PAKLINE Logistics started its operations over 15 years ago, growing from a small cosmetics transportation project into a leading 3PL Provider. Today, it operates in three main areas: logistics, last-mile warehousing, and logistic consulting serving both Ukrainian and international clients.

The company's turnover grows within the last years, as does its infrastructure. In particular, PAKLINE builds about 6-10 thousand new square meters of its own premises every year. As of now, about 80% of the company's warehouse assets are owned by it. While conducting its activities, PAKLINE Logistics relies solely on internal expertise and resources.

Nowadays, the company cooperates with many large and well-known businesses in sectors such as tobacco, food, and retail, ensuring stability regardless of seasonal or economic fluctuations.

What are the key features of your business?

The strength of PAKLINE Logistics lies in its team of skilled professionals. The company has experienced and reliable specialists, whose expertise allows PAKLINE to maintain long-

PAKLINE Logistics

Progressiveness and customer orientation

Logistics



term relationships with clients built on trust and quality service. While operating in a competitive market, the company constantly adopts best practices and continuously improves its processes, drawing on over experience of both Ukrainian and international logistics leaders.

Moreover, it closely follows the latest technological innovations, including those related to process automation.

What are the business growth plans?

PAKLINE Logistics continues to grow steadily, focusing on the expansion of its warehouse infrastructure and the development of new locations for warehouses. The company has a dedicated department responsible for implementing warehouse construction projects, and, in 2026, PAKLINE plans to begin building new facilities as part of its ongoing infrastructure expansion.

The company prioritizes the delivery of high-quality logistics services and continuous improvement of operational efficiency. Hence, PAKLINE also focuses on strengthening its expertise in outsourced logistics, fulfillment, cold chain logistics,

logistics consulting, and other key areas, aiming to provide clients with comprehensive, efficient, and reliable supply chain solutions.

What opportunities for cooperation with Japanese business are you considering?

PAKLINE Logistics already has experience working with the Korean brand Samsung, providing it with logistics support.

Currently, the company does not have established partnerships with Japanese businesses, but it sees strong potential for collaboration in the field of technological solutions aimed at optimizing logistics processes and increasing operational efficiency transfer.



① PAKLINE's warehouses



② PAKLINE's transport fleet



DATA

Location: Sichovyh Striltsiv St, 94, Dnipro, Ukraine, 49000

E-mail: lizarovvo@icloud.com

Mobile phone: 0 800 303 006

Year of establishment: 2010

Website: <https://pakline-group.com/>



Yurko Nazaruk, Andriy Khudo, Dmytro Gerasimov – Founders

What is the concept of the company's activities?

Piana Vyshnia is a mono-product brand – proposing the clients a cherry liqueur with a strength of 17,5% ABV.

It is a project of IFest Holding of Emotions – holding containing various restaurants, as well as a brewery, school and hotel chains, etc.

The company's history started in 2007, and the first bar on the main square in Lviv, Western region of Ukraine, was opened in 2015. Shortly, the founders decided to move via the franchising model, opening the first bar as a franchise in just two years. Nowadays, there are 65 bars in 9 countries, and Piana Vyshnia possesses that it is only the beginning of its development. Moreover, the company has its production plant in Ternopil, where the cherry liqueur is produced and then transferred to all the locations within Ukraine and abroad.

The company is developing pretty fast, opening about 10-15 new bars per year, as well as, having the Polish market as the second largest product market.

Piana Vyshnia

Feel the beauty around



Manufacturing

Food

Retail

On average, 15 thousand portions of cherry liqueur are sold daily.

What are the features of your products?

The product's key feature is its high quality. In particular, all the ingredients, including cherries, sugar, and syrup, are produced in Ukraine. Piana Vyshnia also created a culture of drinking alcoholic drinks with cherries, admiring the beauty of the surroundings, engaging in live conversations instead of spending time on gadgets, and enjoying a light alcoholic drink.

In particular, the drinks already won several competitions in the USA, as well as in Germany.

Also, the company positions that the bars have a nice interior inside (please see the photos below).

What are the business growth plans?

Piana Vyshnia is planning to continue opening new bars to have 100 locations in two years.

Additionally, the company is working on the expansion to new countries, including Asian and American markets.

In the future, Piana Vyshnia also plans to open one more production plant in the EU to make it easier to deliver the products within the EU.

What opportunities for cooperation with Japanese business are you considering?

The Japanese market is the company's top priority for future expansion. Piana Vyshnia considers the opportunity to open its bar in Japan to bring emotions to the Japanese market and to start selling cherry liqueur in retail chains in Japan.

Moreover, the company finds it interesting to participate in exhibitions in Japan to present the product to find out the reaction and feedback of Japanese people on the cherry liqueur.



1



2



3

1 Cherry liqueur

2 3 Bars design

DATA

Location: Square Rynok, 11, Lviv, Ukraine, 79006

Year of establishment: 2015

Mobile phone: +38 (067) 377 47 72

Website: <https://pianavyshnia.com/en/>



Viktor Slobodyaniuk Co-owner

What are the company's main activities?

Nowadays, PlasmaTec is a leader in metallurgical products manufacturing in Ukraine, producing welding materials. The Company has been developing for more than 20 years, starting with one plant in Vinnytsia in 2001.

Currently, it is also well-known in foreign markets, such as Uzbek and Kazakh. Additionally, it has representative offices in other countries, such as Poland and Canada.

The Company's production volumes are equal to more than 50,000 tons per year.

What are the features of your business?

A distinct advantage of PlasmaTec is that it is a group of companies with a closed production cycle, allowing them almost not to depend on any third-party suppliers. Besides the plants, the Group has a logistic company, transporting products within Ukraine and to foreign countries, three scientific and research centers for quality control and development and has its own plant on equipment production.

PlasmaTec

Confidence and the results



Manufacturing

Technology

Logistics

In particular, PlasmaTec is investing significant amounts of funds in the research area.

The Company also has its own unique packaging for the products.

Additionally, it has a number of international certificates, confirming the high quality of its products.

What are the company's growth plans?

The Company distinguishes several directions of its development in the future:

- Increasing the electrode production;
- Increasing of metal powders production;
- Development of waste recycling facilities to get new raw materials from wastes all around the Ukraine and near countries;
- Develop new types of fertilizers for Ukrainian agriculture from wastes.

PlasmaTec is also researching the possibility of using

automated robots for welding that would allow to engage people less.

What opportunities for cooperation with Japanese business are you considering?

The key area of cooperation with Japanese companies in which PlasmaTec is interested is the Japanese technologies related to waste management of technological companies and energy saving and production technologies.

Also, the Company is looking for the opportunity to enter the Japanese market to sell the welding materials.



① PlasmaTec's products ② Production process ③ ④ PlasmaTec's facilities

DATA

Location: Maksymovycha St, 18, Vinnytsia, Ukraine, 21000
Year of establishment: 2001

E-mail: zbut@plasmatec.com.ua
Website: plasmatec-weld.com.ua



Oleksandr Kagan CEO

What is the concept of the company's activities?

ProCare is a Ukrainian group of companies that started its operations in 2016 with the development of its own cosmetic brands. The first brand in its portfolio was Joko Blend, a line of natural coffee body scrubs.

Later, dozens of new items were added to the lineup, including scrubs with various flavors, masks, shampoos, toners, serums, sunscreens, etc.

The Joko Blend range now includes over 260 natural products designed for different skin types and hair needs.

The key point in the company's development was the creation of a raw material base and the launch of large-scale, certified production.

It manufactures cosmetics both under its own brand and under a private label.

Today, the brand actively cooperates with various retail chains in Ukraine, including EVA, Avrora, Novus, Auchan, and others.

Every year, ProCare grows 2-3 times. As of 2025, it is the 6th largest cosmetics manufacturer in Ukraine.

ProCare

We create cosmetics!



Manufacturing

Retail

What differentiates your company from its competitors?

The company has a number of advantages, in particular:

- ProCare has its own powerful R&D center, where a team of highly qualified chemists and technologists develops unique recipes or implements ready-made customer formulas;
- Its production is certified according to European standards, which guarantees compliance with all safety, purity, and quality standards;
- A high level of automatization of production processes allows ProCare to manufacture large volumes of products;
- It has products for the mass market, middle, and luxury segments.

What are the business growth plans?

The company is growing dynamically and plans to maintain this course in the coming years.

Starting exports, in particular to European countries, is the company's key priority for the future years.

The first product segment to

enter foreign markets will be a line of manicure and pedicure products.

Additionally, the company is working on the development of new products, as well as on the sales volume increase of the current ones.

What opportunities for cooperation with Japanese business are you considering?

Procare is actively evaluating potential opportunities for cooperation with Japanese businesses.

The company is considering exporting to Japan in the future, as its products are designed for a wide audience.

ProCare also sees great potential for partnerships with Japanese manufacturing companies specializing in cosmetic chemistry, ingredients, and packaging.

The company estimates that its experience may be valuable and useful in terms of developing new formulas and technologies.



①



②



③

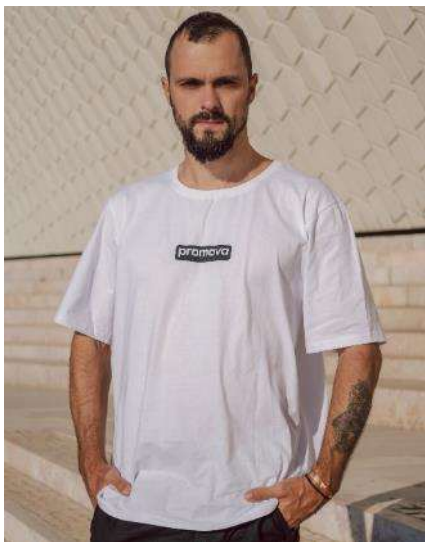
① Company's products ② Manufacturing process ③ Company's warehouse

DATA

Location: Ivan Vyhovsky St, 13, Kyiv, Ukraine, 04136

E-mail: hello@procare.com.ua

Mobile phone: +38 (044) 338 88 14 **Year of establishment:** 2016 **Website:** <https://procare.com/en>



Andrii Skrypnyk CEO

How did the business start?

The business was started in 2019 by three co-founders aiming to create a platform for language learning.

The company quickly scaled, and in 2022, it rebranded to Promova and launched globally. The name "Promova" has dual meanings in the Ukrainian language, meaning "speech", and "Pro mova", signifying "about language" or "professional language."

Promova offers language learning services and boasts over 17 million application downloads with about 250,000 active paid subscriptions per month.

The company has an annual growth rate of approximately 60%.

What differentiates your company from its competitors?

A key feature of Promova is that it focuses on personalization, treating each user as unique.

Initially, the platform was designed for self-learning. However, now it has three main components, providing an opportunity to learn 12 languages, including French, German, and Italian, with supervised content and AI tools to practice speaking and pronunciation.

Promova



Language learning for today's minds

IT

Promova also provides individual and group classes through its team of tutors. Additionally, there is a Promova Business branch, which provides corporate English classes with customized plans to improve employees' language skills.

Positioned as a productivity tool, Promova uses its own AI solutions and offers various tools, TV series, books, and AI-powered features to enhance English proficiency. The app is also optimized for users with special needs, including those with dyslexia, as well as offers features for better concentration.

What the company will be focusing on in the future?

Promova plans to focus on delivering top-quality solutions to clients, aiming to become a revolutionary platform.

By 2028, the company aims to be well-known globally and expand efficiently into new geographies, starting with Brazil and scaling in Japan.

The company intends to deepen its focus on local and cultural

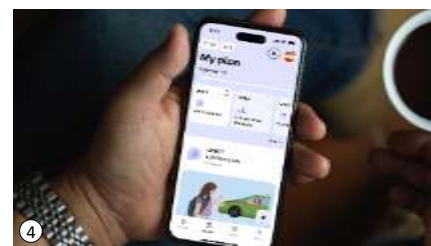
contexts in specific countries and build local teams accordingly.

What opportunities for cooperation with Japanese business are you considering?

The company sees growing interest from Japanese users. Hence, Japan is a focus country for 2025. Currently, about 1% of total revenue comes from Japan, which is a significant number in terms of general P&L, as the company has only one double-digit market. Since 2019, the application has been available for download and use by Japanese people.

To expand its presence in Japan, Promova seeks partnerships to adapt and create local content. Additionally, it is interested in collaborating with marketing and creative agencies to understand the preferences of the Japanese audience.

Promova aims to work with local brands targeting joint audience to enhance its promotion efforts in Japan.



① Promova's team ② ③ ④ Promova's platform

DATA

Location: Mezhova St, 23, Kyiv, Ukraine, 04123

Year of establishment: 2019

E-mail: pr@promova.com

Website: <https://promova.com/>



ROSHEN



Sweet quality mark

Food

Manufacturing

Retail

Alina Matviienko Sales Manager

What is the concept of the company's activities?

Roshen was founded in 1996 as a Ukrainian confectionery company. And now, it is one of the world's largest confectionery manufacturers, producing more than 300 kinds of confectionery products, including chocolate bars, candies, wafers, biscuits, cakes, and jelly sweets. It employs over 8,500 specialists. The corporation focuses on innovation and technology. Hence, it invests a lot in modernizing its manufacturing facilities with state-of-the-art equipment and technologies. The company's products are exported to more than 55 countries worldwide, including European, North American, Asian, and Middle Eastern countries. Approximately 50% of Roshen's revenue comes from exports.

What are the key features of your business?

Roshen's business is a leader in the confectionery industry, both in Ukraine and internationally. It ranks among the Top 30 World's Best Confectionery Manufacturers. In addition, the company is constantly developing new flavors and product formats.

A big feature of Roshen is its own dairy plant, which produces high-quality dairy products, including dry milk, creams, butter, milk fat, etc. Such products are used for production purposes, as well as sold directly to customers. Another vital component is the company's modern logistics center with a total area of about 60,000 m², equipped with automated systems, allowing high-speed handling, storage, and dispatch of products to both domestic and international markets.

What are the business growth plans?

Roshen's business growth plans are focused on strengthening its position as a leading confectionery brand. A significant part of the company's growth involves the expansion of its proprietary retail network. As of now, Roshen has more than 70 stores and plans to open more branded stores in different locations in and outside of Ukraine. These stores are designed not only as retail points but also as immersive brand spaces where customers can experience the world of Roshen, from unique packaging to personalized

service and exclusive product lines.

Another core element of the growth strategy is the increase in exports and entrance into new international markets. Roshen is continuously working to adapt its products to the preferences and regulatory standards of various regions, aiming to grow its presence in Europe, North America, the Middle East, as well as in Asia.

What opportunities for cooperation with Japanese business are you considering?

Roshen is actively exploring opportunities for cooperation with Japanese businesses. Although Roshen products are available in Japan, they are represented there only through third-party partners on a limited basis. Hence, currently, the company is seeking reliable local partners-distributors who understand the specific demands of the Japanese confectionery market.

Roshen is interested in collaborating with businesses that have strong experience in food import, well-developed logistics channels, and access to retail networks or e-commerce platforms.



① Roshen's sweets



② Design store



Sergii Rudkovskyi CEO

What is the concept of the company's activities?

The business started with the idea of replacing plastic packaging with environmentally friendly alternatives. The basis for the production was an old but effective French paper molding technology used for the production of packaging for champagne bottles. Recognizing the potential for modernization of this technology, Sergii and his partners purchased a paper-forming machine and began a path of redesign and innovation to meet current needs.

The company uses 100% recycled paper for production. Today, SEMecopack produces up to 200 million units of molded packaging per year for different types of products, such as fruit, vegetables, bottles, eggs, etc., as well as industrial packaging. The company's main customers are farmers, agricultural associations, and supermarket chains.

At the same time, it already has contracts with well-known international corporations, such as Flex and Ajax, supplying them with industrial packaging.

The company mainly exports its products, in particular, to the European markets due to their close locations.

SEMecopack

Eco-packaging that moves the world



Manufacturing

What differentiates your company from its competitors?

The company's main advantage is its leadership in the area of production of eco alternatives for almost all plastic packaging.

Another key difference is the company's high level of flexibility in terms of client orientation. SEMecopack, unlike its competitors, allows its customers to customize the form, size, and number of units of products.

From an environmental point of view, SEMecopack's products are fully compostable – usually, decomposing takes about five months, although the term may vary depending on soil and climatic conditions.

What are the business growth plans?

Looking ahead, SEMecopack aligns its growth strategy with the production of packaging that includes a minimal thin layer of polymer coating (not exceeding 5%, in compliance with sustainable packaging regulations), intended for use in packaging dairy products, meat, fish, etc. This makes the packaging more reliable and moisture-resistant while maintaining environmental friendliness.



① Manufacturing process

The company also plans to expand its sales to the countries around the European Union, where demand for environmentally friendly packaging is growing rapidly.

What opportunities for cooperation with Japanese business are you considering?

SEMecopack sees significant potential for collaboration with Japanese companies, particularly in the areas of engineering expertise and technology exchange.

The company is also ready to provide consulting services to Japanese companies looking to develop or transition to eco-packaging, whether for food, cosmetics, or others.

Additionally, SEMecopack is interested in exporting the molded packaging for non-food products of Japanese manufacturers.



②



③

② ③ SEMecopack's packaging



Julia Bialecka and Eugene Tomilin Founders

How did the business start?

The history of S.Lab's establishment is closely related to the founders' personal experience. While traveling, the co-owners were shocked by the large amount of plastic on the beaches and in the ocean.

This became the impetus and main driver for them to start their own business to find a sustainable solution to the problem of plastic pollution.

The main objectives of S.Lab are to offer eco-friendly packaging solutions to reduce environmental impact, develop biodegradable materials from agricultural waste and mushroom roots, as well as help businesses to implement environmentally friendly packaging without compromising aesthetics. The packaging is made from mycelium (mushroom roots) and agricultural waste.

Currently, S.Lab is working on development of the production to the capacity of 50,000 units per month.

What differentiate your company from its competitors?

Now, the company operates in the B2B model and already has

S.Lab

S.Lab — sustainable packaging technology on an industrial scale



Manufacturing

successful experience in cooperation with large international businesses, such as L'Oréal, providing it with eco-packages for hair care products. S.Lab also successfully cooperates with JTI and Nestle. Generally, S.Lab's packaging can be used for different products, such as electronics, pharmaceuticals, health and beauty, decor, etc.

Such packaging is distinguished by its accessibility and the fact that it does not contain polystyrene. The material used for its production is very affordable and pleasant to the touch. Additionally, the packaging has an increased durability.

The company also has and plans to obtain five patents in the field of technology.

What are the business growth plans?

In the future, the company aims to open up new markets, as well as continue optimizing its product line, and expand decentralized production with a solution where they optimize the production line to fit into the 40-foot containers that will serve as mini-factories and will be deployed at the customers' premises.

The company is also working on the development and

introduction of a new packaging material – tea field.

S.Lab's main goal is to become not only a packaging manufacturer but also a technology supplier.

The company expects to grow by 50% in 2025.

What opportunities for cooperation with Japanese business are you considering?

Given its prior experience of cooperation with Japan, S.Lab is actively seeking to deepen its interaction and explore new opportunities to partner with Japanese businesses in various sectors.

One of the company's key areas of interest is the development of new materials. In particular, S.Lab is interested in finding innovative materials that can be used in the production of environmentally friendly and reusable packaging.

In addition, the company is exploring the prospect of attracting facilities from Japan.



① ② ③ S.Lab's packaging



Yevgen Erik CEO

How did the business start?

SolarGaps was founded in 2015 with the vision of making solar energy more accessible and integrated into urban environments. The idea emerged from the challenge of utilizing untapped vertical spaces in cities for energy generation. Hence, the company pioneered smart solar shading solutions, which allow buildings to generate renewable energy while maintaining aesthetic appeal and functionality.

A significant boost came from securing a grant under the Horizon 2020 program, which enabled the company to scale up innovation and expand internationally.

SolarGaps mostly focuses on B2B sales, providing its products to large commercial real estate, such as hotels, business centers, etc.

What differentiate your company from its competitors?

Firstly, most of the company's competitors only provide blinds from the sun, solving just one problem. However, SolarGaps offers both energy generation and shading. Hence, the company also solves the energy generating problem as one

SolarGaps

Smart blinds that generate electricity



Manufacturing

Technology

Energy

square meters of SolarGaps blinds generates up to 100Wh, sufficient to charge a smartphone, a laptop, or to power a TV during sunny hours. Moreover, the product design is universal for buildings and fits almost all styles. Compared to solar panels, the blinds are installed on windows and do not require additional place for them.

The company uses AI to track the sun's position and maximize energy output. As a result of the use of SolarGaps, both CO₂ emissions are reduced and energy costs.

What are the business growth plans?

In the future, the company seeks to expand into new global markets, as well as develop its presence in the existing ones, particularly focusing on Asia and North America.

SolarGaps also wants to achieve greater independence from traditional grids by enhancing its energy storage solution.

Additionally, the company plans to focus on next-gen solar technology and on the integration of blockchain technology for energy trading among building owners.

Moreover, it aims to strengthen partnerships with smart city developers to incorporate

SolarGaps into urban infrastructure.

What opportunities for cooperation with Japanese business are you considering?

As for now, it does not have exact partners in Japan.

At the same time, it is looking for cooperation with Japanese manufacturers such as Panasonic, Mitsubishi, and so on to provide a joint solution to the market. It is also interested in import of Japanese equipment related to its business.

Furthermore, the company is considering the possibility of attracting Japanese enterprises to Ukraine to integrate their experience in advanced technologies into projects in Ukraine.

Also, the company plans to export solar panels to the Japanese market, as well as it is considering the possibility of launching a franchising model for the Japanese market.



① ② ③ SolarGaps



Oleksandr Yasinsky CCO

What is the concept of the company's activities?

Terra has been operating in the grain processing industry in Ukraine for 27 years.

The company utilizes ten different types of grain grown in Ukraine to produce a variety of products, including cereals, granola, and soups. In addition to the domestic market, Terra annually exports approximately 30% of its total sales and has experience working with 71 countries around the world.

To sustain and grow its market presence, Terra actively develops and manages five distinct sales channels. These include supermarkets, online stores, distribution networks, packaging workshops, and the company's own offline store.

The Terra team has about 240 employees.

What are the key features of your business?

Terra highlights its three main business principles.

The first one is the quality of the raw materials and its products – the company has a modern laboratory, various quality certificates, including international, and proper storage conditions. The second is responsibility to customers.

According to the owner, over the

Manufacturing

Food

years of its presence on the market, the company always fulfilled its commitments to clients.

Another is a diversified portfolio of its products and sales channels and an individual approach to the customers (including a large assortment of products, different packaging, labeling, volumes, etc.).

Moreover, since 2011, the company has refused to use gas in its production and has started waste-free production by extracting energy from grain waste.

Terra also actively follows the trends in the consumption of cereals in Ukraine and abroad. Hence, in particular, it started producing gluten-free products.

What are the business growth plans?

In terms of prospects, the company aims to automate the production processes as much as possible so that more elderly people, women, and individuals with disabilities are able to work in their production cycle. To achieve this, Terra already started modernizing the existing plant by implementing the latest technologies and plans to continue in the future.

Moreover, it plans to build a new modern plant in the Western region of Ukraine.

It will significantly reduce logistics costs and the risk of destruction from war, as the current plant is located in the Eastern region of Ukraine.

Additionally, Terra is actively working to expand its product range, developing new products that meet current market demands and consumer needs.

Another area of future growth that Terra expects is the development of offline sales by opening new stores.

What opportunities for cooperation with Japanese business are you considering?

The company is interested in cooperating with Japan in the new plant's construction, including potential investments, financing, and leasing of equipment from Japanese manufacturers, as well as potential future joint production. Additionally, Terra plans to purchase various production equipment from companies such as Hosokawa and other warehouse equipment from leading Japanese manufacturers. Terra is also considering the possibility of purchasing solar panels and steam engines for its production facilities.



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① ② ③ Terra's products



Valeriy Volkov Founder

What is the concept of the company's activities?

The company has been already operating for 7 years. However, the founder has over 30 years of experience in businesses related to deep-freezing dishes production.

When starting the business, the owner was inspired by the variety of traditional dishes in the Odesa region of Ukraine and wanted to convey their taste to customers.

Nowadays, it produces different rolls, pancakes, pies, strudels, filo dough, and khachapuri.

The company is confident that success is where reliable partners are, which allows the company to export its products to 15 countries, including Georgia, Israel, Qatar, Moldova, the UAE, the USA, and Turkey.

What are the key features of your business?

A key feature of the company is its openness to new tastes and creativity. Valesto sees no limitations on the types of fillings. They make what tastes good, even if it is very unusual.

Thin filo dough is used to make the products, so the main taste focus is on the filling.

Valesto never compromises on the quality of its products. In

Valesto

VALESTO - always something new!



Manufacturing

Food

particular, the filo dough does not contain trans fats and margarine.

Valesto's goal is to first sell the product visually and then impress the customer with the taste for an affordable price. The company's advantage is that it obtained the permits and licenses for export to all the EU countries and the USA. Currently, Valesto is working on obtaining a license to expand its exports to the UAE.

What are the business growth plans?

In 2025, Valesto envisages its net profit by 56%.

Also, the company plans to introduce nine new product categories, each of which will include 2-3 new products to be sold in different countries.

Valesto is also building an innovation laboratory and a production line.

In December 2024, the company acquired a plant in Slovakia that will focus on the production of meat fillings for the products.

Valesto also plans to open a plant in the United States, as well as to participate in several international exhibitions, including ones in Norway, the UAE, and Germany.

What opportunities for cooperation with Japanese business are you considering?

The company seeks cooperation with Japan, in particular, to expand its production lines for bakery products production with the equipment of Japanese manufacturer Rheon. Valesto is also looking for the possibility of getting grant financing for such equipment.

Moreover, the company wants to obtain permits to export and sell its products in Japanese store chains, such as a popular one – 7eleven.

Additionally, Valesto is interested in the possibility of distributing Japanese matcha ice cream in Ukraine.



① VALESTO products ② Production process ③ Packaging of the products

DATA

Location: 19 km of Starokyivska Road, Odesa, Ukraine, 65025 **E-mail:** info@valesto.org

Mobile phone: +38 (048) 771 79 97 **Year of establishment:** 2016 **Website:** <https://valesto.org/>



Ruslan Shostak Co-owner

What is the concept of the company's activities?

VARUS is a Ukrainian supermarket chain, which first store opened more than 20 years ago, in 2003. Nowadays, the chain has more than 100 stores in all regions of Ukraine.

Until 2022, the Company focused on the Dnipro, Donetsk, and Kyiv regions. However, after the beginning of the full-scale Russian invasion of Ukraine, VARUS closed its business in the Donetsk region.

A defining feature of VARUS is that they treat the customers as their beloved friends. Moreover, some of the stores are dog-friendly.

Additionally, VARUS is a socially responsible business, actively responding to the circumstances that arise, in particular, the Company evacuated and relocated its employees when the Russian full-scale invasion started, as well as employed the personnel in other stores of the chain.

What are the features of your business?

One of the key features of VARUS is the development of digital direction, including e-commerce, where significant investments are involved.

VARUS

Customer-loving



Retail

Manufacturing

Food

The Company developed the application, using which the customer may on its own scan the goods in the store and then pay by Apple/Google Pay without interaction with store employees.

Additionally, VARUS was the first retail chain in Ukraine that installed self-service cash registers.

There is also a delivery service for the purchased goods.

Currently, VARUS is in third place in the area of e-commerce among retail chains in Ukraine.

What are the company's growth plans?

VARUS is expecting its constant growth. In particular, in five years, it plans to be in TOP-3 of retailers in Ukraine.

To achieve this more 15 supermarkets are planned to be opened by the end of 2024 and another 50 during the next year.

Additionally, the Company is in the process of building a large logistic center in the western region of Ukraine, in Lviv. After that, one more logistic center is planned to be built in Odesa.

Another focusing area is the development of VARUS's own trademarks of goods, as well as increasing the level of environmentally-friendliness of the cooling equipment by purchasing the new one that would emit less CO₂.

What opportunities for cooperation with Japanese business are you considering?

The Company considers itself interested in cooperating with Japanese equipment manufacturers that provide highly technological as well as ecological equipment to automate the processes and become a more eco-responsible business.

Moreover, VARUS is interested in possible business partnerships and investments from Japanese companies.



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① ③ ④ VARUS stores design

② VARUS's delivery

DATA

Location: A. Polya Ave, 104-A, Dnipro, Ukraine, 49000

Year of establishment: 2002

Mobile phone: +38 (056) 795 30 00

Website: <https://varus.ua/>



Sergii Salata CEO, Founder

How did the business start?

The business started in 2022 as an initiative to support Ukraine at the beginning of the full-scale Russian invasion of Ukraine. The founders chose vertical farming as a way to combine agriculture with modern technologies and create a stable local food supply. The project began with the purchase of vertical farming modules from an external supplier. However, after gaining hands-on experience, it became clear that this approach did not meet the team's standards, which led to the development of their own farming system. Over more than three years of operation, the business has overcome significant challenges, including power outages and direct infrastructure damage. After testing multiple crops and due to its delicate nature and logistical challenges in importing, basil became the core focus.

Today, i'm Salata grows basil in its own vertical farms and supplies it under contract to a local retail chain.

What are the key features of your business?

The business is built around a strong technological foundation, including modern production systems and a high level of automation.

i'm Salata

Fresh from Sergii Salata's garden



Manufacturing

Food

Also, the company combines strong sales expertise with a well-developed brand and a clear understanding of retail expectations, where success depends on both product quality and a structured sales system.

Moreover, customer communication is embedded at every stage through thoughtful packaging, labeling, logistics, and product presentation.

And quality remains a non-negotiable priority, while a focus on autonomy and resilience ensures stable production and delivery even under challenging conditions.

What are the business growth plans?

The company's growth strategy focuses on scaling production and expanding the product range. Beyond herbs, the business plans to grow new crops such as strawberries and cucumbers, supported by the necessary technological and operational infrastructure.

A key direction is the creation of an integrated vertical model that combines cultivation, storage, and logistics, with the potential to develop export capabilities in the future.

The long-term vision is to become the most productive vertical farming operation in

Ukraine and, ultimately, one of the leading high-performance farms in Europe.

What opportunities for cooperation with Japanese business are you considering?

The company is interested in cooperation with Japanese businesses specializing in automation and technologies for vertical farming. Particular attention is given to advanced production and management systems such as Mirai Co., Ltd., Spread Co., Ltd., and some selected solutions from PLANTX Corporation, especially in areas of automation, efficiency, and scalability.

Key cooperation areas include farm automation platforms, lighting technologies for vertical farming, and microclimate control solutions. The company is open to knowledge exchange, joint R&D, and strategic partnerships, including the development of shared storage and logistics hubs with future export potential.

Beyond technology adoption, the company is open to long-term strategic cooperation, including joint R&D projects, pilot implementations, and potential investment partnerships.



① i'm Salata crops



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