



# HOW *to Invest in Ukraine*

## The 'One-Stop Shop' Investment Approach



**NATIONAL PROJECTS**

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## 'One-Stop Shop':



- 'One-stop shop' is a simplified and streamlined way to facilitate interaction between investors and local or national authorities, through a single executive body.
- This mechanism is specifically tailored to the needs of strategic investors planning to invest in the economy of Ukraine and provides unparalleled individual support and services.
- Put simply, 'One-stop shop' is the shortest route from a business plan to an established business in Ukraine.

## World Experience:



- The 'One-stop shop' approach has been applied as an investor relation's solution in many different countries. It has shown particular success in countries where structural reforms were either recently performed or are in process. Usually, a dedicated state agency is set up to manage the programme – together they constitute the World Association of investment Promotion Agencies (WAIPA).



# Ukrainian Investment: The Old Story

## The Previous Model



### Foreign investors kept experiencing the same inconveniences:

- They had to contact a wide range of national and local authorities to acquire the necessary permits.
- They found it difficult to identify the whole range of required permits, licences and other documents as well as the authorities issuing them.
- They found that legislation governing permit requirements changed, whilst permits were still in process.

These issues used to cause significant delays to projects and make further projects considerably less attractive to investors.

# Ukrainian Investment: Updated



## A Fresh Approach

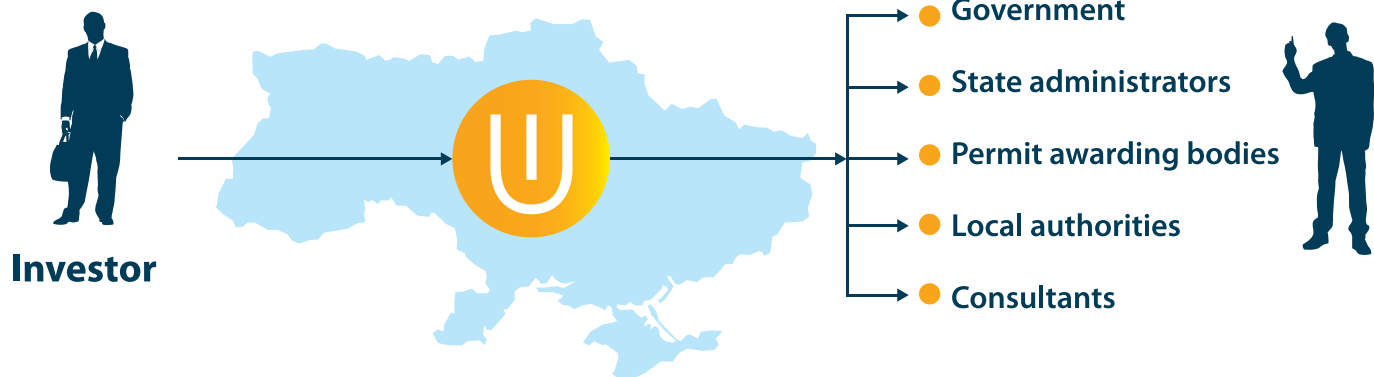
The special agency specifically set up to implement the 'One-stop shop' approach in Ukraine:



[investukraine.com](http://investukraine.com)

## The New Model

### The 'One-Stop Shop' Approach



[investukraine.com](http://investukraine.com)



# Ukrainian Investment: Moving Forward



## 10 Benefits of the 'One-Stop Shop' Approach:

- Centralised support for investors throughout the whole project implementation period
- Simplified communication between investor and state authorities
- Provision of secure legal, analytical, broker and investment services
- Investor representation (optional)
- Shorter route from business plan to established business
- Targeted search for investment projects and partners
- Unified system of registration and application processing
- Engagement with existing network of large-scale projects – under the guidance of: State Agency for Investment and National Projects of Ukraine
- Fast-tracking decision making with local authorities
- Rapid information exchange between investor, partner and state authorities

## InvestUkraine presents a 7-step process for investing in Ukraine:



## 'One-Stop Shop': Measured Success

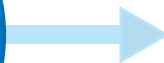
As Ukraine moves forward with the 'One-stop shop' approach we will evaluate the system's success based on the following criteria: \_\_\_\_\_

- Number of successful projects
- Volume of foreign direct investment
- Number of new jobs created

## Expected results for the first 3 years

- \$15 billion in new foreign direct investment
- 15,000 new jobs
- 30+ transnational corporations entering the market
- Improvement of Ukraine's investment climate
- Upgrade of Ukraine on international investment ratings

# 'One-Stop Shop' Essential Services



## Investment Preparation

- Detailed discussion of concept
- Application and registration
- Provision of legal and economic summary
- Provision of business sector analysis
- Signing memorandum of cooperation
- Sourcing of 3 to 5 promising opportunities
- Selection of principal opportunity
- Cooperative development of project roadmap with investor

## Investment Implementation

- Meetings with potential partners
- Determining investors final project selection
- Legal support
- Broker support
- Preparing registration documentation
- Representation of investor's interests with local authorities
- Outsourcing of required services

## Post-investment support

- Feedback on implementation of project
- Review of cooperation experience
- Continuing cooperation
- Maintaining representation of investor's interests with local authorities



# Implementation Plan



4th quarter,  
2011:

InvestUkraine to be established by State Agency for Investment and National Projects of Ukraine

4th quarter,  
2011:

Establishment of network of regional centres for investment and development

1st quarter,  
2012:

Initiation of operations with on-going training of staff

From January,  
2012:

Implementation of investment projects through the 'One-stop shop' approach.

 InvestUkraine

[investukraine.com](http://investukraine.com)

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## Legal framework for the establishment of a 'One-stop shop' in Ukraine:



- Law of Ukraine: "On implementation of investment projects through single window systems" (N2623-VI) 21.10.2010
- Presidential Degree: "On optimization of executive power in central bodies" (N1085) 2010
- Presidential Degree: "On optimisation of the central executive authorities" (N370) 06.04.2011
- Presidential Degree: "On State Agency for Investment and National Projects of Ukraine" (N583) 2011
- Order of the Cabinet of Ministers: "On approval of the action plan for simplification of the procedure regulating operation of foreign companies and companies with foreign investments in Ukraine for the second half of 2011" (N546) 15.06.2011



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