

2010

ANNUAL REPORT

AMERICAN CHAMBER OF COMMERCE IN UKRAINE

Dear Chamber Members.

2010 was a challenging year for the American Chamber of Commerce (Chamber) and our Members as Ukraine's new leader-ship struggled to effectively address issues within an economy which was dealing with the fallout of the global financial crisis. The Chamber and its Executive team reacted to these changes by quickly adapting to the new reality and provided access, information, and high level engagement on behalf of our Members to key decision makers, who have the responsibility to develop and manage the process of implementing comprehensive economic reform which is desperately needed to ensure that Ukraine is able to successfully compete in the global market place and attract the much needed domestic and foreign investment.

Throughout 2010, the Chamber focused on the strategic priority set by the Board of Directors of increasing Ukraine's competitiveness through the Chamber's "Partnership for Successfully Competing in the Global Economy". That initiative sets forth a clear and concise regulatory and legislative reform agenda created in conjunction with the business, expert, NGO and donor community designed to help Ukraine mitigate the negative impact of the financial crisis and position it appropriately to take advantage of global growth trends. This work product was well received by the new political elite and many of the ideas and concepts are reflected in President Yanukovych's ambitious Economic Reform Agenda that the Chamber is busy helping to execute. A prime example of that high level engagement and the subsequent results was the passage of a comprehensive Tax Code in December of 2009 with substantial input from the business community under the Chamber's umbrella.

The Chamber also focused on strengthening our Policy Team and our Committees and further tapping into the Chamber's long-standing relationships with key decision makers in order to work on those issues that are of major concern to our Membership. In the same vein, the Chamber further developed numerous segmented Networking events, allowing our Membership to have access to the wealth of experience and opportunities that their fellow Members of the Chamber also bring to the table. The Chamber has focused in further developing a well-rounded offering of benefits and services by being proactive, innovative, and customer-service-oriented.

Sincerely, Boris Krasnyansky Chairman of the Board



# Message From The Chairman Of The Chamber Board Of Directors

Dear Chamber Members.

The beginning of 2010 was yet another interesting time for the business community in Ukraine as the country's economy started to recover from the lingering impact of the global financial crisis and a new President was elected leaving the Chamber's Membership unsure of what the future holds. This uncertainty has raised the importance of the role that the American Chamber of Commerce in Ukraine plays as a "Key to your Success" and a focal point for increasing the competitiveness of the country. The Chamber has been pleased at our ability to engage with the new leadership helping to push forward the important reforms that were stalled in the past. We look back on 2010 as a challenging and productive year for both the Chamber and Ukraine and forward to the upcoming year as many in the business community, including myself, remain optimistic as to what the future holds for the great country in which we live and work.

We at the Chamber continue to focus our efforts on ensuring that the organization remains relevant and value-added by being nimble and adjusting to the needs of our Membership as the business, investment, and political landscape changes.

We will continue to focus on the future, doing what we can on behalf of our Members, to identify new opportunities, to protect their interests through focused lobbying and advocacy efforts aimed to increase Ukraine's competitiveness, to provide quality segmented Networking opportunities, as well as, to serve as strong information platform helping all of our Members to succeed. The road ahead will be challenging, but, with the engagement of the Board of Directors, qualified staff of the Chamber and the vast Chamber Membership, we will focus on the future and look forward to reveling in the successes of the Chamber and each of our Members.

This 2010 Annual report is designed to provide you with a brief snapshot of the major activities and accomplishments of your Chamber over the last year. We look forward to working with our Membership in 2010 and beyond, as we all strive to succeed in this challenging and rewarding environment.

Sincerely, Jorge Zukoski President



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# Chamber Administrative Staff

# **Chamber Administrative Staff**

#### **PRESIDENT**

Jorge Zukoski

**EVENTS TEAM** 

**Victoria Matsak** 

**Event Manager** 

**Olena Arustamova** 

**Event Coordinator** 

Krystyna Kovalenko

Gourmet Club Assistant

**Oleksandr Matkovsky** 

**Event Assistant** 

Kseniya Alekankina

**Event Assistant** 

**COMMUNICATIONS TEAM** 

**Olga Lyuta** 

Communications Manager

**Tetyana Ostapenko** 

**Publications Coordinator** 

**Zena Kleshchar** 

Web-content / E-Publications Coordinator

**Svitlana Storozhuk** 

Communications Team Assistant

**Natalya Popova** 

Web-content / E-Publications Assistant

**POLICY TEAM** 

Svitlana Burlaka

Policy Officer

**Olexander Chumak** 

Policy Officer

Olena Lukianenko

Senior Committee Coordinator

Yaroslava Marusyk

Committee Coordinator

**Nataly Markizka** 

Committee Coordinator

Valeria Tsyganenko

Committee Coordinator

**Natalya Plikha** 

Policy Team Assistant

**MEMBERSHIP TEAM** 

Alyona Bilokha

Membership Development Coordinator

**Yaroslav Shevnin** 

Membership Relations Coordinator

**Roman Kravets** 

Membership Relations Coordinator

Yuliya Dzikh

Membership Programs Coordinator

THE CHAMBER OF COMMERCE

The American Chamber of Commerce in Ukraine

12 Amosova vul., 15 Floor, Kyiv 03038, Ukraine Phone: +380 44 490 5800 | Fax: +380 44 490 5801 chamber@chamber.ua | www.chamber.ua

ADMINISTRATIVE TEAM

**Nadiya Polishchuk** 

Administrative & Financial Manager

**Kateryna Smol** 

Chief Accountant

**Olena Potylko** 

Accountant

**Anna Septa** 

**HR** Coordinator

**Svitlana Oliinyk** 

Administrative Assistant

Olena Romanenko

Administrative Assistant

**Andriy Fabrikant** 

System Administrator

Vitalina Ivakhnenko

Receptionist

**Volodymyr Poplavets** 

Driver

Victor Ivanchenko

Driver

RSM: APiK







































# Chamber Official Service Providers 2010

The exclusive Chamber "Official Service Provider" status is granted to Chamber Member organizations who provide goods and services to the Chamber under special agreements that are on a pro-bono basis or at greatly reduced rates. These goods and / or services are relevant to the successful operation of the Chamber allowing the Chamber to fulfill the Mission and Vision of the organization while providing relevant value added services to the Membership.

In 2010 the Chamber has moved to new state of the art offices in **Horizon Park Business Center**. The smooth relocation and excellent conditions in one of the best Office Centers in Kyiv (Business Center of the Year 2010 according to Ukrainian Real Estate Award) was possible thanks to **ISA Prime Developments**, the owner and manager of Horizon Park Business Center.

**DenzaWorkspace** designed and furnished the Chamber's office which offers our Members and employees modern professional facilities and a comfortable environment.

**Golden Telecom** (Beeline) continues to provide top of the line communications solutions including telephone lines and Internet channels that ensure Chamber's constant ability to communicate with the Members and Partners.

Microsoft Ukraine, LLC provided and helped to deploy a comprehensive systematic solution for the Chamber's IT infrastructure. Microsoft Exchange is fully integrated with Microsoft SharePoint ensures effective document turnover and productive meeting scheduling. Microsoft Dynamics CRM helps the Chamber to effectively communicate with the Mem-

bership ensuring individual approach according to specific areas of interest of the Members.

**Astelit LLC (Business Life)** has provided laptops and smart phones to Chamber employees with extensive Internet access. This helps the Chamber Team to ensure timely response to all urgent issues that may impact the Membership even if out of office. This mobility is enhanced by above-mentioned Microsoft solution.

MTS (Ukraine Mobile Communications CJSC) has contributed greatly to increasing the overall mobility of the Chamber Team by providing high quality mobile phone connections.

Gloablly renowned for their stability and security **Credit Agricole Corporate** and **Investment Bank and Citibank**, RJSC provides the Chamber with the banking services with the highest level of professionalism.

**Audit Firm "RSM APIK"** diligently reviews the Chamber's Financial Statements and provides valuable advice on book-keeping taking into account constantly changing national legislation.

Two automobiles provided by **Euro Leasing** and **NIKO Corporation** ensure timely presence of the Chamber employees at different meetings with Ukrainian government officials, Embassies, NGOs and other partners.

The Chamber organizes many Networking events for the Membership, where guests enjoy not only the friendly atmosphere and useful business connections, but also cold tasty beverages provided by Coca-Cola Beverages Ukraine Limited and Slavutich, Carlsberg Group, as well as coffee and

snacks from **Kraft Foods Ukraina**. Members usually have a chance to win some cool prizes at the events including the possibility to travel with **Ukraine International Airlines (UIA)** to any destination. The Chamber is grateful to **KLS Ltd** for their continuous support by providing logistical services.

All Chamber Members are able to share their opinion and provide feedback on Chamber events, as well as take a part in Committee Leadership voting by means of Key Survey, a sophisticated data collection, data analysis, and data presentation tool by **WorldAPP, Inc**.

The Chamber is proud to have the privilege to share the latest news with its Membership in partnership with **Interfax-Ukraine news agency**. Chamber Members receive Interfax Morning News on a daily basis in the mailbox as well as a run string on the home page of the Chamber website (*www.chamber.ua*) that is constantly updated with breaking news.

Being actively involved into U.S. – Ukraine relations and having headquarters in the USA, it is very important for the Chamber to have secure and timely delivery of documents from Ukraine to U.S. and vice versa. The Chamber also has a need to move documents around Ukraine and the Chamber is grateful to **UPS** for its reliable assistance in this regards.

The Chamber constantly strives to improve its services and satisfy the changing needs of its Members. The 2010 Membership Survey was created and analyzed by professionals at the **Ukrainian Marketing Group®** which will help the Chamber to be even more efficient in providing its value added services and benefits to its Member Companies and Organization from over 50 nations across the globe.

#### **Audit firm "RSM APiK"**

37/19, Donetska vul., 1 Floor Kyiv 03151 Phone: +38 (044) 501-5934

Fax: +38 (044) 501-5934 office@apik.com.ua

office@apik.com.ua http://rsmapik.com.ua **RSM** APiK

Audit Company "RSM APiK" was created in July 1993. During the period of company's activity our specialists have provided audit services to more than 400 companies and 80 banks. RSM APiK is one of the leading audit companies on Ukrainian market of audit and consulting services. Since September 2007 our firm has become a member of RSM International network, which is the seventh largest accounting and audit organization in the world. On the one hand this is acknowledgement of our high professional level on the other hand it gives a possibility to cooperate with colleagues from more than 630 offices in 72 countries and to provide support of your business practically in any place in the world. The Company's main areas of activity are the provision of various types of audit and related services to commercial banks. High rate of proficiency of the company and its contribution to the development of bank audit methodology have gained recognition in business spheres, state institutions, and in the professional audit community of Ukraine. RSM APiK is the only audit company in Ukraine, which has become a member of Association of Ukrainian Banks. RSM APiK has lengthy experience of work with large joint-stock companies and state enterprises specializing in the most important areas of the economy (fuel and energy complex, technical connection and telecommunication, insurance business, and the like.). We have also developed extensive contacts with 100% foreign-owned companies and banks.

#### **Beeline**

JSC Ukrainian Radiosystems, 6, Tulchinskaya vul. Kyiv 04080 Phone: +38 (044) 393 0100 Fax: +38 (044) 393 0159 www.beeline.ua www.b2b.beeline.ua



On October 5, 2009 Altimo and Telenor announced their decision to combine their ownership in OJSC VimpelCom and Kyivstar under a new company, VimpelCom Ltd. The Antimonopoly Committee of Ukraine after in-depth study of the telecommunications market announced its final positive decision in respect of the merger. Since that, Kyivstar - mobile operator number 1 in Ukraine and Beeline - the largest alternative fixed-line operator started integration. Both companies form business unit «Ukraine» of VimpelCom Ltd and provide services of telecommunication for 24,5 million of customers under "Kyivstar" brand.

VimpelCom Ltd. consists of telecommunications operators providing voice and data services through a range of wireless, fixed and broadband technologies. The VimpelCom Ltd. group is headquartered in Amsterdam and has operations in Russia, Ukraine, Kazakhstan, Uzbekistan, Tajikistan, Georgia, Armenia, Kyrgyzstan, Vietnam and Cambodia, covering territory with a total population of about 345 million. VimpelCom Ltd. operating companies provide services under the "Beeline" and "Kyivstar" brands. VimpelCom Ltd.'s ADSs are listed on the New York Stock Exchange under the symbol "VIP".

# BUSINESS life — customized mobile solutions

Mandarin Plaza, 4, Baseyna vul., 7 Floor Kyiv 01004 Phone: +38 (044) 233-3131

Fax: +38 (044) 233-3062 reception@life.com.ua www.BUSINESSlife.com.ua



**Customised mobile solutions** 

Brand for businesses — small and medium enterprises, and corporations — BUSINESS life provides customers with the most up-to-date mobile telecommunication services, data transfer and innovative offers to optimize business.

Moreover, the subscribers get additional advantages through simple and lucrative BUSINESS PLUS loyalty program. BUSINESS life is an Official Mobility Provider of the American Chamber of Commerce in Ukraine. The longer a business customer uses BUSINESS life services, the more PLUSES it gets. Accumulated PLUSES can be exchanged for different benefits. Among them one can find additional minutes, SMS, MMS, megabytes as well as various discounts for handsets, restaurants, car rental, electronic devices and gadgets, household appliances and office equipment, air flights with AeroSvit company, information and consulting services.

# Credit Agricole Corporate and Investment Bank

23A, Volodymyrska st., Kyiv 01034, Ukraine Phone: +38 (044) 490-1400 Fax: +38 (044) 490-1402 ukr-general@ca-cib.com www.ca-cib.com.ua



Credit Agricole Corporate and Investment Bank was back in 1993 the first fully operational Western bank in Ukraine under Credit Lyonnais brand and since 2004 under Calyon brand.

17 years of experience, 4 more years of any other western bank in an environment where experience is a key, made and still makes Credit Agricole Corporate and Investment Bank the foreign bank of reference. Credit Agricole Corporate and Investment Bank: Three years in a row (2008, 2009, 2010) named the most trustable bank in Ukraine (The Expert, Ukrainian economic weekly).

№1 bank in terms of cash management.

A leader in Foreign Exchange and local currency Money Market transactions performed for international companies. A leader in M&A transactions servicing. Credit Agricole Corporate and Investment Bank belongs to the 160 000-staffed Credit Agricole Group that ranks 3rd in the world in terms of Total Assets.

In Ukraine the Credit Agricole Group also owns a 200-outlets retail bank - Index Bank, which it purchased in 2006. Index is mostly devoted to retail and SME businesses, whereas Credit Agricole CIB is devoted to bigger corporations, western and local.

#### Citibank, PJSC

16G, Dymytrova vul., Kyiv 03150 Phone: +38 (044) 490-1000 +38 (044) 490-1030 larissa.prodan@citi.com http://www.citigroup.com



Public Joint Stock Company Citibank is a 100%-owned subsidiary of Citigroup, Inc. (headquartered in New York, U.S.A.) which delivers its financial services through Institutional Clients Group, Global Consumer Group and Global Wealth Management.

PJSC Citibank was registered by the National Bank of Ukraine in May, 1998 and on October 30, 1998 the Bank was granted the package of banking licenses authorizing it to conduct all principal banking operations for corporate customers (residents and non-residents).

PJSC Citibank has a dedicated local corporate banking and treasury team, which actively co-operates with our Institutional Clients Group and Treasury specialists to introduce innovative products to the Ukrainian Market.

Citi Ukraine offers a range of market-leading Cash Management, Trade and Securities products and services to our clients delivered via our award winning online banking platform "CitiDirect" enabling us to be closer to our clients throughout Ukraine.

Citi has launched custody services for Ukrainian securities and also Agency & Trust services including on and offshore escrow services. We continue to invest in the development of our products and services and are proud to be the bank of choice for many multinational companies with offices in Ukraine.

PJSC Citibank transfers best corporate practices from Citi's global operations into the growing Ukrainian business to build a reliable and effective franchise.

#### **Coca-Cola Beverages Ukraine Limited**

51st km of St. Petersburg Shose Velyka Dymerka Brovary district Kyiv region 07442 Phone: +38 (044) 490-0707 Fax: +38 (044) 490-0701 ccbu@cchellenic.com www.coca-cola-iob.com.ua



Coca-Cola Beverages Ukraine (CCBU) manufactures and distributes soft drinks, juices, waters, energy drinks, ice teas and coffee under the trademarks that belong to the Coca-Cola Company.

CCBU is a member of the Coca-Cola Hellenic Group, serving 550 million people across 28 countries. The Group is one of the largest bottlers of non-alcoholic beverages in the world.

CCBU established a representative office in Ukraine in 1992, immediately after the country had gained independence. Coca-Cola was one of the first international companies to invest in Ukraine. In the 17 years since then, Coca-Cola System investments in the country have reached US\$ 350 million.

In 17 years of operation in the Ukrainian market, the Coca-Cola system in Ukraine has received numerous awards in recognition of its achievements in business, product innovation, high-quality production and corporate citizenship. The plant was certified on compliance to international and Ukrainian standards requirements in Quality Management, Food Safety Management, Environmental Management, Occupational Health & Safety Management.

#### **DenzaWorkspace**

86B, street Bozhenka, Kyiv 03150, Ukraine Phone: +38 (044) 379-3607 +38 (044) 379-3609

Fax: +38 (044) 379-3608 E-mail: office@denza.com.ua Web-site: http://www.denza.com.ua



Founded in 2001. DenzaWorkspace is a well-established Ukrainian company with foreign investments, today is guickly enlarging its presence in ergonomic office furniture market segment. The core line of our business is creation of professional corporate environment for our clients using the latest products and trends in office environment design. Our many offerings help ensure that individuals who spend hours each day at work, do so in maximum comfort and with minimal long-term health risks. To achieve this result, we combine products from European leaders in their respective fields such as Herman Miller, LD Seating chairs, and PFD System Furniture ergonomic products. PFD System furniture is a recognized market leader in Eastern Europe headquartered in Prague. The company is aggressively expanding in "old" Europe and enlarging its market share in corporate office environments. Among its clients are recognized world names such as Citibank, ING, Skoda, IBM, Credit Suisse and many others multinational business leaders. We create working environments that inspire and foster productivity. We work with our clients to align their workspaces with business objectives// to adapt their environment to accommodate change. We provide a comprehensive portfolio of services, from relocation to interior design and fit out, space planning to asset management. The breadth of our expertise means that you don't have to source multiple suppliers. We work in partnership with our clients and suppliers to deliver best value and service.

#### **Euro Leasing**

4, Ivana Lepse blvd. Kyiv 03680 Phone: +38 (044) 490-1087 Fax: +38 (044) 490-1087 E-mail: sales@lease.com.ua Website: www.lease.com.ua



Euro Leasing provides the fullest range of fleet management services and the innovative product Fleet-online in order to organize efficiently our clients' fleet activity. Euro Leasing fleet management services help both SMEs and big companies stay cost-effective by using progressive transport solutions.

As the official leasing partner of the American Chamber of Commerce, the company aspires to set an example for customer service on the Ukrainian leasing market. Its employees adhere to principles of proficiency and transparency and take an individual approach to every customer.

### **Interfax-Ukraine news agency**

8/5A, Reytarska vul. Kviv 01034

Phone: +38 (044) 270-6574 Fax: +38 (044) 270-6575

E-mail: urakin@interfax.com.ua Website: www.interfax.com.ua



The Interfax-Ukraine News Agency - a company belonging to the international group Interfax Information Services - has been a provider of information in the political and economic information market of Ukraine since 1992. Over this time, the agency has earned the reputation of being the most authoritative and competent supplier of timely and objective information, in the format of high-quality and popular news products. News reports from Ukraine are available to clients in almost every country of the world through the distribution channels of Interfax International.

Currently the agency markets more than 45 information products on political and economic subjects in three languages (Ukrainian, Russian and English).

Interfax-Ukraine is an Official Service Provider of the American Chamber of Commerce in Ukraine.

Please note that all American Chamber Members are granted with special discounts (from 5% to 30% depending on the services). A 2 week free of charge trial period can be granted to you for testing any services of Interfax-Ukraine (on-line or off-line format). Looking forward to receiving your reply.

#### **ISA Prime Developments**

4, Grinchenko vul., Kyiv 03680 +38 (044) 490-6970

+38 (044) 496-3757 E-mail: horizon@nhps.kiev.ua

Web-site: http://www.nhps.com.ua



ISA Prime Developments is a closed joint stock company with foreign invested capital. The company owns business centres Horizon Park, located on 4 M. Hrinchenko Str., and on 12, Amosova str., in Kyiv, close to down town and currently developing other business centres on Zhilyanska Str. and Gorkogo str. All the business centres have unique qualities and strategic locations making them the perfect choice for international clients. Among its 50 tenants are: the American Chamber of Commerce in Ukraine, Unilever, Cisco Systems, Philips, Nokia, Siemens, L'Oreal, Regus, Ferrero, Platinum Bank, Life:), LaFarge and many other famous companies. ISA Prime Developments offer the highest standards of property management provided by New Horizon Property Services Ltd. The buildings are equipped with fully integrated HVAC systems, indoor and outdoor parking facilities, many in house amenities such as cafes, banks, mini markets, dry cleaning, notary and travel service providers and 24 hour live guarded and CCTV security.

#### **KLS**

3, Svyatoshynska vul. Kyiv 03115 Phone/Fax: +38 (044) 502-3929 E-mail: kls@kls.ua Web-site: www.kls.ua



The KLS company provides full range of services in the sphere of transportation of personal and office property in Kyiv, regions of Ukraine and throughout the world. The company possesses a widely developed regional network of representatives in Ukraine and reliable partner network practically in all countries of the world, thanks to which all projects are implemented on time, on budget and to the highest standards.

KLS's motto is: 100% responsibility, 100% quality and 100% professionalism. The high quality services provided by KLS have been experienced by representatives of many Ukrainian and international organizations, among which is the American Chamber of Commerce in Ukraine

#### **Kraft Foods Ukraina**

23A, Yaroslaviv Val str. Kyiv 01034, Ukraine Phone: +38 (044) 490-1300

Phone: +38 (044) 490-1300 Fax: +38 (044) 490-1310

E-mail: KFU.public@krafteurope.com Web-site: http://www.kraftfoods.com.ua



Kraft Foods Ukraina is a part of Kraft Foods Inc. and one of the largest food companies in Ukraine with its 1600 employees. Kraft Foods entered the Ukrainian market in 1994, the year it acquired the Chocolate Factory "Ukraina" in Trostyanets. In 1999 despite the economic downturn in the country, Kraft Foods Ukraina acquired the Salted Snacks plant in Stari Petrivtsi.

KFU products are sold in all cities and towns around Ukraine, as well as in Moldova, Azerbaijan, Belarus', Georgia, Armenia, Kyrgyzstan, Kazakhstan, Uzbekistan, Tadzhikistan, Turkmenistan and Mongoliya.

The key brands in Ukraine are: KORONA, MILKA, BARNI; TUC; OREO; LYUKS; JACOBS, CARTE NOIRE.

Kraft Foods Ukraina is the leader of Ukrainian coffee market and salted snacks market with its Lyuks brand.

#### Microsoft Ukraine, LLC

75, Zhylyanska vul., 4 Floor Kviv 01032

Phone: +38 (044) 496-0310 Fax: +38 (044) 496-0317

E-mail: ukrgmadm@microsoft.com Website: www.microsoft.ua

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# **Microsoft**®

Founded in 1975, Microsoft is the worldwide leader in software, services and solutions that help people and businesses realize their full potential. In 2003 Microsoft opened a regional office in Ukraine aimed at developing the software market, promoting Microsoft products, and providing partner and customer support, as well as introducing and localizing the newest technologies and implementing social initiatives in Ukraine and Belarus. Microsoft is the American Chamber of Commerce Official Business Productivity Provider, ensuring that the Chamber and its members can benefit from the latest Microsoft technologies and solutions.

### MTS Ukraine Private Joint Stock Company

15, Leipzigska vul. Kyiv 01601 Phone: +38 (044) 230-0257 Fax: +38 (044) 230-0256 Web-site www.mts.com.ua



'MTS Ukraine' is one of the largest wireless providers in Ukraine. Its network covers 98% of the territory of Ukraine and 99% of its population. MTS provides mobile and fixed-line services to 18 mln subscribers. Investments are mainly directed at infrastructure and new technologies development. Today the company offers the widest range of telecommunication services on the market at the most favorable prices. Among most popular innovative services provided exclusively are 3G wireless broadband internet (MTS Connect), BlackBerry® mobile mail and convergent services for businesses based on combination of fixed and mobile technologies.

#### **NIKO Corporation**

Berth #4, Naberezhno-Khreshatytska Street 4th floor, Business-centre 'DNIPRO-PLAZA', Kyiv 04070, Ukraine

Phone: +38 (044) 200-4111
Fax: +38 (044) 200-4222
E-mail: office@niko.ua
Web-site: www.niko.ua



'NIKO' is one of the leading national corporation operating in Ukraine since 1992 and uniting more than 20 companies with a wide range of activities. Though 'NIKO' is mostly known as the automobile corporation, it has also formed the large-scale structure consisting of transportation, leasing, insurance, logistics, engineering, construction, investment, asset management and financial companies with more than 2000 employees.

Our major achievements:

- 'Trade house-'NIKO' company has been '#1 Importer' in Ukraine for 5 consecutive years.
- During 4 consecutive years 'NIKO' was recognized as the best automobile company in 2005, 2006, 2007 and 2008 ('TOP100. Ukrainian Best Companies' rate by 'Ekonomika' publishing house).
- Based on the 2007 fiscal year sales result Mitsubishi Motors Ukraine has become # 1 in Europe.
- 'NIKO-Ukraine' has been recognized as the best dealer in Ukraine for 4 consecutive year.
- 'NIKO' has been included in the Nationwide Rate 'Gvardiya' (Best Ukrainian Companies) for 4 consecutive years (publishing house 'Kontrakty').
- Mitsubishi Motors presented by 'NIKO' was recognized as the 'Brand of the year 2008'.
- 'NIKO-Ukraine''s service was awarded as 'The best Service of the year'.
- Our top managers have been recognized as the best managers of Ukraine for last 5 years.
- 'NIKO' is on the general list of top 20 importers and tax payers in Kyiv and Ukraine.

#### Slavutich, Carlsberg Group

137, street Chervonopraporna Kviv 03026. Ukraine

Phone: +38 (044) 490 29 29 Fax: +38 (044) 490 29 33 E-mail: info@slavutich.com Website: www.slavutich.com



Part of the Carlsberg Group

The owner of Slavutich is Carlsberg Group. Carlsberg is one of the leading brewing groups in the world, with large portfolio of beer and soft drinks brands. Over 43 000 employees are working in Carlsberg Group in 50 countries. The company's products are sold in more than 150 markets. For more information, please visit www.carlsberggroup.com.

Carlsberg Group in Ukraine includes: Slavutich brewery in Zaporizhzhia, Slavutich brewery in Kyiv and Lvivska Pivovarnya in Lviv.

In Ukraine company represents the following brands: Slavutich, Lvivske, Tuborg, Baltika, Carlsberg, Holsten, Corona, Arsenal, Kvas Taras, TopTea.

For more information, please visit: www.slavutich.com.

#### **Ukraine International Airlines (UIA)**

201-203, Kharkivske Shose, Kyiv 02121

Phone: +38 (044) 581-5656 Fax: +38 (044) 230-8866 E-mail: uia@flyUIA.com Website: www.flyUIA.com



Ukraine International Airlines (UIA) is Ukraine's leading international carrier, connecting Ukraine with nearly 3,000 locations in the world and operating over 450 flights a week from Kiev, Odessa, Lvov, Donetsk, Kharkov and Simferopol on its own aircraft and cooperating with partner airlines.

For the last three years UIA has been an Official Service Provider of the American Chamber of Commerce and always offers Chamber Members attractive fares along with traditionally high standards of customer service.

Unique new offers are available for members of UIA frequent flyer program Panorama Club. They can now receive discounted tickets on UIA flights by redeeming Panorama Club Miles.

Previously, you had to earn a fixed amount of miles to redeem them for award tickets. From now on you can redeem miles against a discount e-voucher whenever you wish, on UIA's website **www.flyuia.com**. You may receive a discount after collecting as little as 3, 000 miles; if you collect more miles you will have a chance to get an 80 percent discount for your next flight with UIA.

#### **UPS**

20, Mechnykova vul., 1 Floor

Kyiv 01021

Phone: +38 (044) 280-0000 Fax: +38 (044) 280-4164 E-mail: ups2@webber.net.ua Web-site: www.ups-ukraine.com



UPS is an Official Service Provider of the American Chamber of Commerce through provision of delivery services.

Conscientious of its past and present, UPS is looking toward the future by identifying ways to reduce waste and recycle used materials. UPS leads the industry when it comes to recycling and source reduction. Some of the company's initiatives have been recognized by organizations such as The Alliance for Environmental Innovation. In its operations UPS is extremely concerned with environmental aspects of its activities using reusable sort bags, recycled computer paper, recycled paper for envelopes and delivery notices etc., keeping electronic records of all delivery information while reducing costs. preserving performance, and maintaining appearance. UPS has strong product responsibility before its clients and environment having developed a special Authorized Return Services (ARS) for customers who benefit through cost-effectiveness, quality assurance, and resource conservation.

#### **Ukrainian Marketing Group**

72, Chervonoarmiyska vul. Kviv 03680

Phone: +38 (044) 568-5919 Fax: +38 (044) 568-5924 E-mail: info@umg.com.ua Website: http://www.umg.ua



Ukrainian Marketing Group® (UMG®) is the leading company of UMG® Group of companies (UMG®) which also incorporates:

- MEMRB-UMG® Retail audit Services
- Branding Agency "MARKA"
- COMCON Ukraine (U-TGI)
- COMCON Pharma Ukraine

Today UMG® provides a full range of Market Research Services in Ukraine, all CIS countries, Western Europe and USA.

UMG® conducts all types of Ad-hoc Market Research Services. It uses advanced world-wide methods and own research methodologies which cover detailed market analysis and brand positions and include:

- Tracking Syrvey (U-Track, TRACE);
- Unique price research (CBC);
- · Innovation research;
- Consumer Landscape;
- Advertising Effectiveness Study;
- Advertising Testing (Ad just) and other.

UMG® experts have professional experience in modern methods of research conducting:

- FGDs, In-depth interviews, ethnography study (observation), in-home visits, accompanied shopping (qualitative):
- F2F, ?ATI (CATI- center network in five CIS countries), PAPI, CAPI, On-line panel for Consumers surveys via Internet (quantitative):
- desk research, expert surveys, qualitative & quantitative surveys (complex strategic research)

UMG® arranges market research services in accordance with international standards of marketing and social research ICC/ESOMAR and AMA code of ethics.

#### Our experience:

Beiersdorf, Cadbury, XXI Century Investments, Citibank, Coca-Cola, Foxtrot, Furshet, L'Oreal, MTI, Nestle, Pepsi-Co, Philip Morris, Procter&Gamble, Samsung, Sandora, Telenor, Tetra Pak, MTS, Utel, Veres, Vitmark, SABMiller, Soyuz-Viktan, Ukrtelecom, UBDP and many others.

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WorldAPP is the industry leader in web-based data collection technologies, and provides Webbased applications for collecting, managing, and leveraging data throughout the enterprise.

WorldAPP is an Official Service Provider of the American Chamber of Commerce through the provision of an innovative on-line surveying platform, Key Survey, allowing the Chamber to quickly and rapidly react to changing needs of the Membership through the capture of reliable and timely information.

WorldAPP's online enterprise data management solution, Key Survey, enables customer service, marketing, and HR departments to gather feedback on customer satisfaction, product feedback, and employee feedback. Key Survey's core technology is an information collection utility designed to help companies gather data from any point, through any medium, and disseminate this information across the enterprise.



# The Chamber in Ukraine

# The Chamber in Ukraine

The American Chamber of Commerce in Ukraine (Chamber) is among the most active and effective non-government, non-profit business organizations operating in Ukraine. One of our principal activities is to represent the foreign investment community as well as to facilitate the entrance of potential new investors into this market. We advocate on behalf of our Members that are from more than 50 nations. across the globe not only to the Ukrainian government, but also to all other governments, which are economic partners of Ukraine, on matters of trade, commerce, and economic reform. The Member organizations of the Chamber represent the largest strategic and institutional investors operating in Ukraine who have committed a majority of the foreign direct investment into this market. Our diverse Membership base unites companies from a variety of regions and countries, including North America, Europe, Asia, Russia, and Ukraine.

During the last 19 years the Chamber has been actively working on establishing cooperation with the Ukrainian authorities to improve the business environment and attract domestic and foreign investment into the Ukrainian economy. Our goal is to promote fair and transparent rules of doing business in Ukraine and Ukraine's integration into the larger global community

The Chamber is an active and engaged Member of the Committee on Economic Reforms under the President of Ukraine, including a wide variety Working Groups under the Committee. Also, the Chamber continues to serve as a proactive Member of many Public Councils within the Ukrainian Ministries and State Committees as well as on Expert Councils within Verkhovna Rada Comittees.

The value-added Chamber Membership benefits offered to both corporate Members and diplomatic mission partners include but are not limited to: effective and proactive Advocacy and Lobbying Activities; access and involvement within the Chamber Committees and Working Groups; value-added contacts and stratified business Networking; informative publications; a wide variety of socially oriented and family focused events and activities; streamlined Express Business Visa Services; a money saving Member 2 Member Discount Program; continuously expanding Gourmet Club, etc.

As an organization constantly striving to maintain its innovative edge and respond to the needs of the business community the Chamber represents, in 2010 the Chamber was working on further improvement of its communications tools. including the following new projects: Chamber Competitiveness Scorecard designed to track the adoption of most important legislation incorporated into the Chamber's "Partnership for Successfully Competing in the Global Economy" a special bi-annual analytical working product: newly formatted Morning News in conjunction with Interfax; new innovative version of the highly trafficked Chamber web-site (www.chamber.ua) including a new search option making the site easier to navigate as well as new sections providing access to relevant and timely information; new format of the Advocacy & Committee and Legislation Updates; wide range Knowledge Series Seminars designed to provide a platform for professional growth: new Committees and Working Groups that provide the important policy framework into the Chamber's lobbying and advocacy activities.





#### **JANUARY**

#### January 14th

 Chamber "Welcome Back" Business Networking Cocktail.

#### January 20th

Customs Committee Meeting

#### January 21st

- Open Agriculture Committee Meeting
- CSR Committee Meeting

#### January 22nd

Extraordinary Tax Committee Meeting



#### January 25th

Banking and Financial Service Committee Meeting

#### January 26th

- Healthcare Committee Meeting
- Chamber "In-Focus" Meeting with Mr. Petro Poroshenko, Minister of Foreign Affairs of Ukraine



#### January 27th

Annual Chamber Member Appreciation Reception.

#### January 28th

- IT Committee Meeting
- Travel and Tourism Committee Meeting





#### **FEBRUARY**

#### February 3rd

Tax Committee Meeting

#### February 4th

- Chamber "Insiders View" Meeting "Where to Invest in Ukraine"
- Chamber Pre-Elections Business Networking Cocktail

#### February 7th

• Election Night 2010

#### February 10th

- PR Committee Meeting
- Chamber English Language Movie Premier "Valentine's Day"

#### February 11th

- Chamber Knowledge Seminar "OPIC Open for Business in Ukraine"
- "St. Valentine's Day" Chamber Membership Card

  Fvent

#### February 16th

 Chamber Knowledge Seminar on "Top Team Effectiveness"



#### February 17th

 Captains of Industry (COI) Event "Housewarming Party"

#### February 18th

- Joint Real Estate, Agricultural and Legal Committees Meeting
- Chamber Membership Card Event "Housewarming Party"

#### February 22nd

Banking and Financial Service Committee Meeting

#### February 23rd

- Open HR Committee Meeting
- Healthcare Market Leaders' Breakfast

#### February 24th

- IPR Committee Meeting
- · Customs Committee Meeting



#### **MARCH**

#### March 1st

Telecom Committee Meeting

#### March 3rd

Tax Committee Meeting

#### March 10th

- HR Committee Knowledge Seminar "Recruiting and Talent Management"
- Chamber Marketing Club

#### March 11th

 Chamber "In-Focus" Meeting on "How to Improve the Investment Attractiveness of Ukraine. Advice to the New President" in Conjunction with Delo Newspaper



#### March 15th

· Healthcare Committee Meeting

#### March 16th

- Chamber English Language Movie Premier "Alice in Wonderland"
- Diplomatic Insiders Club

#### March 18th

- IT Committee Meeting
- "St. Patrick's Day" Business Networking Cocktail

#### March 20th

Chamber Indoor Football Tournament

#### March 21st

Chamber Indoor Football Tournament

#### March 22nd

 Open Legal Committee Meeting: Public-Private Partnership in Ukraine



#### March 25th

 Chamber Seminar for Women "Language of Partnership"

#### March 27th

· Chamber Indoor Football Tournament

#### March 28th

Chamber Indoor Football Tournament

#### March 29th

Football Afterparty

#### March 30th

· CSR Committee Meeting

#### March 31st

 Chamber Knowledge Seminar "Tax and Customs Litigation: One Year of Intensive Care"

#### **APRIL**

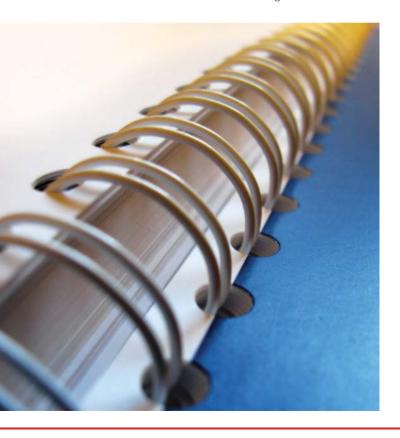
#### **April 1st**

• Chamber "In-Focus" Meeting with Mr. Valeriv Piatnytsky, Deputy Minister of Econo-



#### **April 6th**

- · Chamber General Membership Meeting: "Ukraine - On the Road to Stability". Special Guest-Speaker: U.S. Ambassador John F. Tefft
- Real Estate Committee Meeting



#### **April 7th**

- HR Committee Working Group on General Agreement Meeting
- Fuel & Energy Committee Meeting
- Tax Committee Meeting

#### April 9th

Chamber Diplomatic Insiders Club

#### April 10th

Chamber Family Event "Easter Egg Hunt"

#### April 12th

- Chamber Healthcare Committee Working Group on Price Regulation and Reimbursement System
- IT Committee Meeting

#### April 13th

• HR Committee Meeting

#### April 14th

PR Committee Meeting

#### April 15th

- Chamber Knowledge Seminar: The Importance of Education Policy for Economic Competitiveness
- Business Networking Cocktail "Anniversary of the Opening of the First McDonald's in the World"

#### **April 16th**

COI Event: Corona's Mexican Fiesta

#### April 19th

• Banking and Financial Service Committee Meeting

#### April 20th

 Special Chamber Agricultural Committee Seminar "New Strategies for Agrarian Business"

#### April 21st

Silver Membership Card Event: Turkish Delight

#### April 22nd

 Special Chamber Knowledge Seminar "Investing in Georgia - Brief Legal Overview with Some Practical Tips"



#### April 26th

• Open Telecom Committee Meeting

#### April 27th

- · Healthcare Committee Meeting
- · Travel and Tourism Committee Meeting

#### April 28th

- Special Chamber Knowledge Seminar "Procedure and Details of Work Activity of Foreign Citizens in the Territory of Ukraine: Legal Regulation, Problem Aspects, and Practical Recommendations"
- · Chamber "Insiders View" Meeting: "Ukraine - on the Road to Stability and Reforms?"





#### April 29th

· Logistics and Transportation Leaders Business Breakfast



#### MAY

#### May 12th

- Tax Committee Meeting
- English Language Movie Premier "The Backup Plan"

#### May 13th

- IT Committee Meeting
- Business Networking Cocktail "May Holidays After Party"

#### May 18th

Healthcare Committee Meeting

#### May 19th

 Open Customs Committee Meeting with the Leadership of the State Customs Service of Ukraine



#### May 20th

 Chamber Knowledge Seminar "Computer Support Managed Services in Ukraine: Effective IT-Infrastructure Management."



#### May 21st

 Chamber Knowledge Seminar "Mobile Work Environment (MWE) – Time to Start"



#### May 25th

 Chamber Knowledge Seminar "WEB-CITY 2010. Ukrainian Cities Online"



#### May 26th

 Chamber Knowledge Seminar "Ukrainian Tax and Legal Update: What's New in Taxation, Currency Control and Investment Regulation?"



#### May 27th

 Open Tax Committee Meeting dedicated to Over Normative Losses Taxation

#### May 29th

• Chamber Family Event "Visiting Ukrainian Village"

#### May 30th

- Agricultural Committee Meeting
- Open Banking and Financial Service Committee Meeting





#### JUNE

#### June 1st

- · Chamber Knowledge Seminar: Success in International Arbitration
- Chamber English Language Movie Premiere "Sex and the City - 2"

#### June 3rd

- Open HR Committee Meeting
- Logistics and Transportation Committee Meeting

#### June 5th

• Chamber YP Net CSR-Event "Let's do it, Ukraine! Let's make Kyiv Clean!"



#### June 8th

· Chamber Knowledge Seminar "Combating Distribution of Counterfeits and Grev Imports: Legal Regulation, Problem Aspects, and Practical Recommendations"

#### June 9th

- PR Committee Meeting
- · Chamber "In-Focus" Meeting with Mr. Kostiantyn Hryshchenko, Minister of Foreign Affairs of Ukraine



#### June 10th

Chamber ICT Market Leaders Breakfast

#### June 11th

- VAT Working Group Meeting
- 2010 FIFA World Cup with the Chamber Opening Ceremony and First Game

#### June 15th

- PRESS CONFERENCE: Partnership for Successfully Competing in the Global Economy and State Program for Economic Reform 2010 – 2014 – Many Synergy between both Reform Plans
- Healthcare Committee Meeting
- Tax Committee Meeting

#### June 16th

- Chamber Round Table "Competitiveness and Trends-What the Future Holds for Business in Post-Flection Ukraine"
- · Open Legal Committee Meeting

#### June 17th

- · Real Estate Committee Meeting
- IT Committee Meeting
- Business Networking Cocktail "Eat Your Vegetables Dav"

#### June 19th

• Chamber Special Project – Walking Excursion "The Old Mystery of Podil"

#### June 21st

· Banking and Financial Service Committee Meet-

#### June 22nd

Working Group on the Draft Tax Code – VAT

#### June 23rd

 Chamber General Membership Meeting: Increasing the Competitiveness of Ukraine: Unveiling of the 2010 Chamber Competitiveness Partnership Project

#### June 24th

- Working Group on Information Policy Development
- HR Committee Meeting

#### June 29th

• Meeting with Mr. Mykhailo Brodsky. Chairman of the State Committee for Regulatory Policy and Entrepreneurship



#### June 30th

· Agricultural Committee Meeting



#### **JULY**

#### July 1st

• Open PR Committee Meeting

#### July 3rd

 Chamber Annual Charitable American Independence Day Picnic 2010

#### July 5th

 Chamber 2010 Picnic Sponsors' Appreciation Reception

#### July 6th

Travel and Tourism Committee Meeting

#### July 7th

 Chamber "In-Focus" Meeting with Mr. Oleh Povolotsky, Head of the State Committee of Ukraine for Technical Regulation and Consumer Policy

#### July 8th

- Chamber Open Logistics and Transportation Committee Meeting: Cold Chain Logistics in Ukraine: Problems, Possibilities and Actions
- · Chamber Legal Committee Meeting
- 2010 Chamber Picnic Volunteers Appreciation Party

#### July 12th

• Joint Telecom and IT Committee Meeting

#### July 14th

Open Healthcare Committee
 Meeting

#### July 15th

- PR Committee WG on Information Policy Development
- Meeting with the Prime Minister of Ukraine Mr. Mykola Azarov



#### July 16th

• Special Tax Committee Meeting

#### July 17th

• VI Chamber Paintball Tournament

#### July 20th

 Chamber "In-Focus" Meeting with Ms. Tetyana lefymenko, Deputy Minister of Finance of Ukraine



#### July 21st

• Fuel & Energy Committee Meeting

#### July 22nd

• Chamber Summer Leisure Day

#### July 26th

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CSR Committee Meeting

#### July 28th

• Tax Committee Meeting

#### July 29th

• HR Committee Meeting

#### July 30th

PR Committee Meeting

#### July 31st

• Chamber Family English Language Movie Premiere "Cats & Dogs 2: The Revenge of Kitty Galore"



#### **AUGUST**

#### August 2nd

Banking and Financial Service Committee Meeting

#### August 10th

Fuel & Energy Committee Meeting

#### August 11th

 Special Open Tax Committee Meeting dedicated to Draft Tax Code



#### August 18th

PR Committee Meeting

#### August 19th

· Chamber Annual Tropical Boat Cruise

#### August 25th

 Chamber English Language Movie Premiere "Karate Kid"

#### August 26th

CSR Committee Meeting

#### August 27th

• Special Tax Committee Meeting

#### August 31st

 Membership Card Event: Endless Summer Beach Party

#### **SEPTEMBER**

#### September 2nd

· Joint HR and CSR Committees Meeting

#### September 6th

- Customs Committees Meeting
- · Banking and Financial Service Committee Meeting

#### September 7th

- IT Committee Meeting
- · Healthcare Committee Meeting
- Chamber English Language Movie Premiere "Going the Distance"

#### September 8th

 Logistics and Transportation Committee Meeting Tax Committee Meeting

#### September 9th

Legal Committee Meeting

#### September 10th

 Chamber Knowledge Seminar: "Development and Implementation of Insurance Programs for Employee"

#### September 11th

 Chamber YP-Net CSR Event "Who Let the Dogs Out?"

#### September 13th

Telecom Committee Meeting

#### September 14th

- Agricultural Committee Meeting
- Chamber General Membership Meeting with U.S. Ambassador John F. Tefft

#### September 15th

- Travel and Tourism Committee Meeting
- Join Travel & Tourism and Legal Committees Meeting
- Chamber's Traditional "Welcome Back" Business Networking Cocktail

#### September 16th

 Chamber Knowledge Seminar "Sales Force Competency and Training"

#### September 17th

• Special Joint IPR and Customs Committees Meeting

#### September 18th

• Chamber Family Event "Excursion to Pirogovo"

#### September 20th

• IPR Committee Meeting

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#### September 21st

- Chamber Knowledge Seminar "Product Liability Issues in Ukraine: Legal Regulation, Problem Aspects, and Practical Recommendations"
- Chamber Fuel & Energy Committee Meeting

#### September 23rd

- Working Group Meeting on LLC
- · Real Estate Committee Meeting

#### September 24th

 Chamber Knowledge Seminar "Legal Aspects of PPP Legislation and Its Practical Implementation on the Local Level"



#### September 25th

IX Chamber Annual Outdoor Football Tournament

#### September 29th

- Chamber "In-Focus" Meeting: "National Projects in Ukraine – Development and Perspectives of Implementation"
- General Membership Meeting with Ambassador Jose Manuel Pinto Teixeira, Head of the Delegation of the European Union to Ukraine Chamber Toastmasters Club Meeting

#### September 30th

- Round Table "Pricing and Reimbursement: International Experience and Topical Issues for Ukraine"
- HR Committee Meeting
- · Chamber Marketing Club

#### **OCTOBER**

#### October 1st

• IT Committee Meeting

#### October 2nd

IX Chamber Annual Outdoor Football Tournament

#### October 4th

- Banking and Financial Service Committee Meeting
- Chamber English Language Movie Premiere "The Other Guys"

#### October 5th

• Telecom Committee Meeting

#### October 6th

- Working Group meeting on LLC
- · Chamber Toastmaster Club

#### October 7th

- Fuel & Energy Committee Meeting
- X Lviv Economic Forum
- Legal Committee Meeting

#### October 12th

- Waste Packaging Management Working Group Meeting
- Chamber English Language Movie Premiere "Life as We Know It"

#### October 13th

Chamber "In-Focus" Meeting:
 "Ukraine - On the Road to Stability
 through Reforms" with Mr. Vitaliy Khomutynnik, Head of the Parliamentary
 Committee on Taxation and Customs Policy

#### October 14th

III Ukrainian-American Business Forum

#### October 15th

 Chamber Knowledge Seminar
 "Draft Tax Code – Key Changes and Initiatives"



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#### October 19th

OSAC Committee Meeting
 First Chamber Karaoke Contest

#### October 20th

- · Agricultural Committee Meeting
- · Travel and Tourism Committee Meeting
- Chamber Open Fuel and Energy Committee Meeting with Mr.
   Volodymyr Ignashchenko, First Deputy Minister for Environmental Protection
- · Tax Committee Meeting
- Chamber "United Nations Day" Business Networking Cocktail

#### October 25th

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Banking and Financial Service Committee
 Meeting

#### October 26th





- Special Fuel and Energy Committee Meeting
- Special Chamber Banking and Financial Services Committee Meeting
- Chamber English Language Movie Premiere "Social Network"

#### October 27th

- Healthcare Committee Meeting
- Toastmaster Club

#### October 28th

- Chamber Knowledge Seminar "Investing in Georgia – Additional Steps Taken to Facilitate Business"
- HR Committee Meeting
- · Real Estate Committee Meeting
- Chamber YP-Net "Heaven and Hell" Halloween Party

#### October 29th

- PR Committee Meeting
- Open Travel and Tourism Committee Meeting: Getaway to Mexico





#### **NOVEMBER**

#### November 2nd

· Chamber Annual Bowling Tournament

#### November 3rd

• Joint Agricultural, Legal and Customs Committees Meeting

#### November 4th

 Chamber COI Event "Carlsberg Beerfest with the Chamber"

#### **November 5th**

· Fuel & Energy Committee Meeting

#### **November 8th**

• IT Committee Meeting

#### **November 9th**

- Chamber Knowledge Seminar "Incoterms Rules 2010: What's New?"
- · Chamber Annual Bowling Tournament

#### **November 11th**

· Legal Committee Meeting



#### **November 16th**

- Chamber English Language Movie Premiere "Harry Potter and the Deathly Hallows: Part 1"
- · Chamber Annual Bowling Tournament

#### **November 17th**

- Chamber Knowledge Seminar: "Effective Office Lease: Bringing to Light Tenant's Risks and Opportunities"
- Chamber "In-Focus" Meeting with Mr. Sergiy Siomka, Deputy Head of the State Customs Service of Ukraine



#### **November 18th**

- Joint Logistics & Transportation and Real Estate Committees Meeting
- Chamber Knowledge Seminar: "Forensics - How to Assess and Prevent Fraud Risks?"
- Chamber "World Button Day" Business Networking Cocktail

#### **November 19th**

- Chamber Knowledge Seminar: "Business Simulation "Promises, Promises"
- Chamber Open IPR Committee Meeting dedicated to EURO-2012
- Open IPR Committee Meeting

#### November 22nd

Chamber Banking and Financial Services Committee Meeting

#### November 23rd

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· Agricultural Committee Meeting

#### **November 25th**

- Chamber "In-Focus" Meeting with First Deputy Minister of Transport and Communications Mr. Volodymyr Korniyenko
- HR Committee Meeting

#### **DECEMBER**

#### **December 2nd**

- IT Committee Working Group Meeting
- Legal Committee Meeting
- Annual Chamber Membership Card "Christmas Wine Tasting"

#### **December 8th**

Tax Committee Meeting

#### December 9th

Chamber "Get to Know the Candidates" Business Networking Cocktail

#### **December 15th**

· Annual Meeting and Board of Directors Elections

#### December 22nd

Joint HR&CSR Committees Meeting



## **POLICY RELATED CHAMBER SUCCESS STORIES IN 2010**

Throughout 2010 the Policy Team of the American Chamber of Commerce in Ukraine (Chamber) in conjunction with the Board of Directors and interested Members successfully advocated interests of the entire Chamber Membership striving for reforms and changes that would positively impact both the domestic and international business community making Ukraine more competitive in the global market place.

Chamber "Success Stories" in this regard include but are not limited to the following:

The Chamber, as a representative of the business community, continues to proactively utilize different advocacy venues to lobby for positive changes in the business environment in Ukraine. On September 1st, 2010 the President Viktor Yanukovych issued Decree #892 "On the Council of Local and Foreign Investors" reorganizing the Foreign Investors Advisory Council (FIAC) and establishing a new advisory body to the President that will engage strategic local and foreign investors into the process of decision making assisting in the reform process, developing of the economy of Ukraine and enhancement of the country's integration into European and global economic systems. The Chamber's proposals regarding the Council's reorganization were taken into account by the President of Ukraine helping to create an effective platform for the business community to engage in a high level policy dialog with the President of Ukraine.

The newly established Local and Foreign Investors Council under President Yanukovych is another venue where the Chamber actively participated while representing the interests of the internationally oriented business community which the Chamber unites.

In 2010 the Chamber has been proactively involved into finding a resolution to the ongoing problem of the accrual of significant amounts of non-reimbursed VAT that has had a negative impact on the solvency and profitability of Chamber Member companies as well as the investment climate and rural development in Ukraine.

The Chamber Policy Team along with specialists from Chamber Member Companies as well as our partner organizations conducted a focused and proactive advocacy and lobbying campaign on this issue preparing and presenting a number of documents explaining our concerns and providing recommendations in regards to rapidly increasing VAT refunds arrears in Ukraine and using of the **Government Domestic Loan Bonds (GDLB)** as a tool to reimburse the overdue and outstanding VAT refunds.



Chamber Knowledge Seminar "Legal Aspects of PPP Legislation and Its Practical Implementation on the Local Level"



X Annual Lviv International Economic Forum

On July 8th, 2010 the Law #6525 "On Collection and Accounting of Unified Social Contribution" was adopted by the Parliament. Such decision was taken with 250 confirming votes out of 425 present. The Draft Law envisages consolidation of the functions, similar to functions of all funds of compulsory state social insurance in one body — Pension Fund of Ukraine, i.e.: registration of the payers of insurance payments; development and management of the State Register of Social Insurance: maintenance of the unified reporting; control over the completeness and timely charging of the unified social contribution. Moreover, it is suggested to implement the payment of the unified social contribution for compulsory state social insurance (from January 1st, 2011) and its division by the State Treasury to centralized accounts of the social insurance funds.

In December 2010 the Tax Code of Ukraine #7101-1 with amendments incorporated by the President of Ukraine has been adopted by Verkhovna Rada and subsequently signed into law.

The American Chamber of Commerce's business community was actively involved into the process of preparing and adoption of the Tax Code, advocating for economically rational well grounded wording of the Tax Code which we will all have to live with for years to come.

The Chamber actively participated in the Working Group on preparation of the Draft Tax Code under the chairmanship of Mr. Sergiy Tigipko, Vice-Prime Minister of Ukraine, held working dialog with Ministry of Finance of Ukraine, the Committee on Tax and Customs Policy of the Verkhovna Rada of Ukraine and Presidential Administration as well as was involved in discussions, of the Draft document

in a wide range of meetings with relevant state authorities. The Chamber Tax Committee experts via Chamber Tax Code Working Groups developed comprehensive and professional comments and recommendations to the Draft Tax Code, registered on June 15th, 2010 in the Parliament, submitted for Public Consideration on August 3rd, adopted in first reading on October 7th.

Moreover the Chamber utilized the time between signing the Tax Code by the Head of Verkhovna Rada of Ukraine (November 26th) and final adoption of the Tax Code with amendments incorporated by the President of Ukraine (December 2th) to provide comments to the Document striving to ensure the final version of the document signed into law corresponds to international standards and best practices adapted to the Ukrainian reality.

The Chamber Membership has been successful in finding compromises on many of the issues it has lobbied for which have subsequently been incorporated into the final document including but not limited to:

- Introduction of same personal income tax rates for Ukrainians and foreigners who legally reside in Ukraine, to comply with the European practices;
- Deductibility of Royalties at a 4% threshold of net sales:
- Deductibility of service fees payable to non-residents at a 4% threshold of net sales;
- Mechanism for automatic VAT refund from the Government containing clear procedures/criteria, not depending on the judgment of the tax authorities, in order to simplify tax administration. In addition, penalties of tax inspectors for violating the rules;



- Allowance for businesses that have branches or other subdivisions in Ukraine to choose consolidated Corporate Income Tax payment;
- Postponed for one year obligation for business to report to the tax authorities on permanent/temporary differences between statutory and tax accounting;
- Clear provision that corporate reorganizations are not subject to Corporate Profits Tax and Value Added Tax (VAT) in order to simplify Mergers & Acquisition activities in the country;
- Six month "Grace period" for businesses after the

introduction of the Tax Code in order to allow the business community to adapt to the changes. The transitional rules allow for nominal penalties (1 UAH), but still the tax audits of this period are allowed.

The Chamber will continue to advocate for changes that the Membership believes continue to be necessary as well as closely monitor implementation to ensure that problems that arise or discrepancies in perception or implementation of the new tax rules between the private sector and the tax administration are addressed in a pro-active manner introducing additional clarity.

On Thursday, July 1st, 2010, the Verkhovna Rada of Ukraine adopted the critical legislation supported by the Chamber: Draft Law "On Public Private Partnership" (Draft Law #5239) which the Chamber Members were involved in developing and advocating for passage. The mentioned legislation is necessary for further successful infrastructure development in Ukraine.

The Chamber Policy Team, in conjunction with many fellow Members, consistently monitored and worked on the above mentioned legislation. On March 22nd, 2010 the Chamber held a Legal Committee meeting devoted to the discussion of the Public-Private Partnership that needed to be adopted to provide a solid foundation for further development of Ukraine's infrastructure as well as move forward with many important projects including those related to the successful implementation of the EURO 2012 championships.

At the beginning of 2010 Ukrainian Government submitted to the Parliament Legislation on Significant Changes to Taxes & Tariffs. Since this legislative initiative of the Government was registered and introduced to the public at the end of April the Chamber Policy Team, Board of Directors and the Chamber Banking and Financial Services Committee and Tax Committee as well as many partner-organizations maintained a proactive advocacy campaign on behalf of the Membership and investment community. Initially the Draft Law #6337 "On Amendments to Certain Legislative Acts of Ukraine" (regarding taxation) proposed significant and rapid increases of many taxes and tariffs (such as on land plots, use of water as well as excise duties for alcohol and tobacco products), changes into the VAT administration, taxation policy and banking reporting provisions, which would directly and adversely impact businesses operating in Ukraine.

The Chamber Policy Team successfully lobbied appropriate Parliamentarian and other relative State authorities to prevent adoption of the initial poorly written Draft Law. Many of the changes recommended by the Chamber have been considered and acknowledged in the final Draft. The Chamber started to work on the Draft Law before it has been registered in the Parliament preparing the Chamber policy position and arguments to be further presented to all appropriate stakeholders.

On April 27th, 2010 Draft Law #6122 "On Amendments to Certain Legislative Acts of Ukraine (on crediting and stimulating of foreign investments)" was adopted, cancelling the provisions, enacted by the Law of Ukraine #1533 - VI "On Amending Certain Legislative Acts of Ukraine aiming to Overcome Negative Impacts of the Financial Crisis" dated June 23rd, 2009. The Chamber has worked diligently through the Chamber Banking and Financial Services Committee, reacting proactively in order to win the issue. The Chamber issued Letters to the President of Ukraine, Governor of the National Bank of Ukraine and Chairman of the Parliament Committee on Finance and Banking emphasizing that the Law introduces restrictions in the realization of international transactions and supporting Draft Law #5378 "On Amendments to the Certain Laws of Ukraine" (regarding overcoming negative effects of the global economic crisis).

After an intensive advocacy and lobbying campaign by the Chamber Policy Team, Chamber Customs Committee and Chamber Healthcare Committee on Monday, April 12th, 2010 in accordance to the Order of the State Customs Service of Ukraine #344 "On Liquidation of the "Excise" Customs Terminal and amendments to the Order of the State Customs

Service of Ukraine #130 dated February 18th, 2010" the "Excise" Customs Terminal ceased to exist.

The Chamber addressed the State Customs Service of Ukraine stating that the creation of the Excise Terminal may lead to increasing of financial expenditures, breach of contractual commitments as well as it might increase time for customs clearance. Moreover it also did not correspond to the international commitments of Ukraine and to the current norms of Ukrainian legislation.

After undertaking numerous efforts of the Chamber Policy Team in conjunction with Board of Directors to address the changes on Taxation of Income of Foreigners and Non-Residents imposed by STA Letter #28593/7/17-0717 dated December 23, 2009 the mentioned legislation were cancelled. Since December 2009 this issue was a priority for the Chamber as it was widely perceived as a move that further harmed the investment environment and highlighted the often changing rules of the game in this market.



Chamber Strategic Policy Session

# **EVENTS RELATED SUCCESS STORIES**



Chamber's Traditional Welcome Back Business Networking Cocktail

Business Networking Cocktails remain one of the most popular events in the Chamber's Networking offerings and over the years has grown dramatically and is always a very effective Networking opportunity open to all Chamber Members. These events are usually hosted by one of the Chamber Gourmet Club Restaurants who work hard to ensure that Chamber Members have pleasant evening in an environment that is conducive to quality Networking.

In 2010 the Chamber continued to successfully organize senior level Networking events entitled Captains of Industry ("COI") Events providing

CEOs, Country Managers and General Directors of Chamber Member Companies, Ambassadors and other prominent guests an opportunity to engage in high-level Networking with fellow Members and VIP guests while enjoying delicious food and beverages in an interesting venue.



IX Chamber Annual Outdoor Football Tournament



Chamber Social/Family and Sport events are excellent team building opportunities and exciting competitions that highlight sportsmanship and enables employees of Member companies to show off their talents both inside and outside the office. The Chamber would like to thank Zelmer

Ukraine the 2010 Chamber's Healthy Life Styles Partner for their support of all Chamber Sporting events.

The American Chamber of Commerce in Ukraine (Chamber) was proud to continue the long stand-

ing tradition of organizing the **Annual Charitable American Independence Day Picnic** attracting over 4000 guests. This year all attendees had an opportunity to participate in all kinds of games and contests while enjoying live musical entertainment from well-known performers and DJs, children playgrounds, fireworks, a Grand Raffle, and of course, tasty food and cold beverages. Kids had fun in the Kid's Zone where every child walked away with a goodie bag filled with great stuff.

The Events Team is excited to organize fun and new Events in 2011 providing unique opportunities for Chamber Members to build new business contacts and enjoy Networking with friends and colleagues.



COI Event "Carlsberg Beerfest with the Chamber"



# Chamber Innovations in 2010

# **Chamber Innovations in 2010**

The world is changing and a key to success in an unstable environment is a flexible and creative approach to the new challenges. In 2010, the Chamber introduced a wide range of innovative initiatives that add value and help the Members to be successful and competitive through introduction of new effective policy related innovations, new exciting networking events, as well as cutting edge communications platforms.



# **POLICY INNOVATIONS**

In 2010 the American Chamber of Commerce in Ukraine (Chamber) and the Organization for Economic Cooperation and Development (OECD) united efforts to move forward the Competitiveness of Ukraine and coordinate activities of business with relevant governmental institutions, non-governmental organizations, and international agencies representing the expert community.

The Chamber, understanding the complexity, nuances and need to build a large coalition around the "Competitiveness Partnership" moved it to the next level through the joint activity with the Organization for Economic Cooperation and Development (OECD) and its special project "Sector Competitiveness Strategy for Ukraine" that brings together leading economies of the world to "support sustainable economic growth, boost employment, raise living standards, maintain financial stability, assist other countries' economic development and contribute to growth in world trade". The Chamber disseminated a "Sector Competitiveness Review" Survey designed based on the OECD methodology and aimed to serve as a solid basis for the analysis and preparation of the policy and reform agenda.

Continuing the active working dialogue with senior Governmental officials to communicate our policy agenda for the benefit of our Membership the Chamber launched a new series of meetings with Ukrainian officials entitled "Ukraine – On the Road to Stability and Reforms" that shed light on the current political and economic affairs in Ukraine with a focus on the impact on the business and investment environment.

The Chamber and our Membership remained committed to the reform process and looks forward to continuing to positively and proactively contribute to this important process of implementation of comprehensive reforms that will drive the future success of Ukraine.

The Chamber proactively utilized different advocacy venues to push for reforms such as the Investment Advisory Council, the Entrepreneurs' Council, Committee on Economic Reforms under the President of Ukraine and other relevant venues assisting in gathering recommendations from the internationally oriented business community in a wide variety of industry sectors aiming to make them more competitive.

In 2010 the Chamber was actively involved into the Committee on Economic Reform, established by Presidential Decree #273 / 2010 dated February 26th, 2010 with Mrs. Iryna Akimova, Deputy Head of the Administration of the President of Ukraine as the Committee's Executive Secretary. The Chamber welcomed the unveiling of the Economic Reform

Program as a considerable step on the way towards European integration, overcoming the recession, creation of a prosperous society, building a competitive economy and effective public administration.

The Chamber Leadership and Policy Team actively participated in the special Working Groups created to develop the Draft Program on Economic Reforms in different spheres, such as: sustainable economic growth, business climate and investment; technological modernization of economy and infrastructure development; international integration and cooperation and legislative and institutional support to reform process.

The Chamber strongly supports the intentions of the Presidential Administration to implement the necessary reforms and welcomes the willingness of the new state leadership to follow the philosophy of improving the Ukraine's Competitiveness which the Chamber and its Membership promote and will continue to advocate for in close cooperation with the Government of Ukraine.

In 2010 the Chamber was proud to launch a new Chamber project – the Diplomatic Insiders Club. The Diplomatic Insiders Club was designed to be a targeted value added forum for employees of the Diplomatic Corps and foreign missions in Ukraine.

### **Chamber Innovations in 2010**

This new initiative brought together the foreign diplomatic community providing them with a insights and additional information regarding the international business community's perspective on Ukrainian political and economic developments as well as provided a networking platform to ensure strong relationships and cooperation within the international community. Members of the Diplomatic Insiders Club had a unique opportunity to have additional access to information and their colleagues helping them to be even more successful in their assignment in Ukraine.

The Chamber hosted the Diplomatic Insiders Club meetings on a monthly basis and each meeting was devoted to a specific topic presented by a market insider and the meeting will be followed by reception with complimentary beverages and snacks.

Considering the importance of a steady business-governmental dialogue within the logistics industry with a focus on the development of infrastructure, transport, and communication, the Chamber has supported Chamber Members' initiative to establish a new Logistics and Transportation Committee.

The new Chamber Logistics and Transportation Committee provided an opportunity for shipping and logistics companies, express delivery carriers, FMCG companies and retail chains to exchange information and experience on a variety of issues that are currently impacting their businesses, discuss future business planning models as well as to agree on priority issues for the industry.

The creation of the Chamber Logistics and Transportation Committee and its mission was discussed during the special Chamber Logistics and Transportation Leaders Business Breakfast.

### **EVENTS INNOVATIONS**

### **MAXI Loyalty Program**



In 2010 American Chamber of Commerce in Ukraine (Chamber) Membership Cards were enhanced to provide additional value added functionality. The Chamber was collaborating with the first multi-brand loyalty program in Ukraine - MAXI. MAXI Program allows for the collection of bonuses whenever you shop

in the MAXI retail network and redeem such bonuses to purchase goods, like paying with cash, in any shop of that network you choose.

Chamber-MAXI Cardholders enjoyed the use of only one card to collect bonuses from all MAXI partners and spend them as money in any shop of MAXI partners as well as discounts from their fellow Chamber Members.

For the list of MAXI program participants please contact MAXI Call Center at +38 (044) 590-0805 or check their web-site at **www.maxicard.ua** 



### **Chamber Innovations in 2010**

# Joint Events with Business Clubs and Organizations

In 2010 the Chamber together with Association of the French Business Community in Ukraine, British Ukrainian Chamber of Commerce (BUCC), Delegation of German Economy in Ukraine, Dutch Business in Kyiv, International Polish Business Association, International Turkish Ukrainian Businessmen Association, Swedish Ukrainian Business Club (SUBC), Ukraine-Japan Centre (UAJC) held a series of Business Networking Cocktails. These events gave a great opportunity for both Chamber Members and Members of above list-

ed associations to collaborate for making new business contacts, Networking and sharing opinions on recent news in politics and economy.

# **Chamber "Endless Summer" Beach Party**

In 2010 the Chamber was happy to launch a new event for Chamber Membership Card Holders. All guest got together to rock 'n' roll the night away at the new exclusive **Chamber "Endless Summer" Beach Party** event with special guest Sergiy Kostetskiy who provided a dancing workshop.





First Chamber Karaoke Contest

# **New Chamber Teambuilding Event Karaoke Contest**

The Chamber was excited to invite Chamber Members to join our **First Karaoke Contest** that took place in Gourmet Club Member Pavlin Vocal Restaurant. The Chamber organized a fun Networking event where everyone showed off their singing and performing talents.

The winners of the First Chamber Karaoke Contest were:

**1 place** — Team UNIQUE (UniCredit Bank, OJSC) **Karaoke King** — Sergey Sokolyanskiy (Team Slavutich, Slavutich Carlsberg Group)

**Karaoke Queen** — Tetyana Kaplina (Team UNIQUE, UniCredit Bank, OJSC)

**Best Alternative and Creative Team** — Team Slavutich (Slavutich Carlsberg Group)

### **COMMUNICATIONS INNOVATIONS**

### **ChamberUnite**



Starting the next era of very popular, highly professional and innovative Chamber Business Networking services, the Chamber in conjunction with Visage has designed ChamberUnite (CU) — online Business Networking System for the employees of companies who are Members of the American Chamber of Commerce in Ukraine. ChamberUnite (www.chamber.ua/cu) is a very cool on-line world where you can learn more about Chamber Member companies, what they offer, how they can be helpful to make your business more successful, find new business opportunities and meet new friends.

ChamberUnite contains both individual employee and corporate profiles. Initially the Chamber Communications Team has created a profile for each Member company by completing the basic information that the Chamber has received from Member organization in the past which is to be constantly updated by wide range of options provided by CU:

- · Writing in a Corporate Blog
- Notify and invite Chamber members about the important event
- · Adding galleries etc.

Chamber Unite is valued as one of the promotional tools enabling each Chamber Member Company to position itself at the summit level and constantly be on the top of mind of a diverse and reputable Chamber business community.



### **Chamber in Social Media**

Understanding the necessity to use as wide a variety of possible ways to communicate properly to the Membership and the wider stakeholders, the Chamber started utilizing communication opportunities provided by corporate social networking platforms.

All Chamber Members are welcome to join the Chamber via most recognizable and reputable social networks (Facebook, LinkedIn, Twitter) in order to interact and foster collaboration.

Aiming to highlight the most significant issues important for international business and investment community and the broader Ukrainian society, the Communications Team of the American Chamber of Commerce decided to launch new information platform open for the public, called Chamber Blog (www.blog.chamber.ua).

Within the framework of the blog, the Chamber President and most influential experts of our community are sharing their knowledge and expertise on hot and mission-critical issues, engaging a wider public for a discussion.

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# Partnership for Successfully Competing in the Global Economy

"Partnership for Successfully Competing in the Global Economy" is a special analytical working product of the Chamber developed in conjunction with the Chamber Board of Directors, Committees and Working Groups in conjunction with numerous respected analysts and experts with the primary goal to join key policy makers and the private sector in building a strong and competitive Ukrainian economy that will help to navigate the current financial turbulence and ensure that Ukraine is well positioned when economic recovery and growth trends begin. The first three versions of the Partnership were issued in April and November 2009, while the most recent one – in June 2010.

The new half year Competitiveness Partnership Update is to be present to the public in January-February 2011 aiming to highlight the developments in target sectors of Ukrainian economy, focusing on reform of taxation system and accomplishments in a legislation reform agenda to ensure Ukraine improves its global rankings of investment attractiveness.

### **Chamber Corporate Film**

As a part of overall Chamber's mission to promote Ukraine as European country open for investments, the Chamber in conjunction with Chamber Member PSB Films has created a targeted corporate video on doing business in Ukraine, as well as on how the Chamber advocates for positive changes in the business environment and facilitates business communication between business people.

The Chamber Corporate Film is aimed at supporting Ukraine's image as an investment destination and highlighting the professional experience of individuals who are high-powered representatives of the international business community.

The Chamber Corporate Film is to be delivered by the Chamber Leadership within the format of most significant public events, international conferences, as well as promoted under relative Chamber information resources in order to ensure the well positioning of the Chamber and the community it represents on the highest level possible.

### **Chamber Bi-lingual Website**

In 2010, the wide variety of information on Chamber events and activities continues to be for both Ukrainian and English speaking audience with the help of the optimized and upgraded bi-lingual web site. The Chamber Communication Team is constantly adding new services and tools, improving the design to make the Chamber's highly trafficked website even more user friendly.

### **Interfax Morning News**

Interfax Morning News is a professional publication sent to the entire Membership everyday in order to inform Members on the most significant changes in national political and economic environment, as well as to highlight Chamber's involvement into the process of relative decision making aimed at protecting the interests of the Membership.

The Chamber has partnered with Interfax Ukraine and finds this media source both powerful and reliable in disseminating important Chamber policy priorities. Information provided through Interfax immediately reaches all Ukrainian media. The Interfax-Ukraine News Agency — a company belonging to the international group Interfax Information Services — has been a provider of information in the political and economic information market of Ukraine since 1992.





# **Communications Activities**

### **Communication Activities**

In 2010, the American Chamber of Commerce in Ukraine (Chamber) has continued the ongoing development of professional and targeted external communications for the benefit of the Membership and attracting additional interest in Ukraine among both investors and influential policy makers.

Main targets of the Chamber's External Communications Activities continue to serve its advocacy and communication strategy, namely:

- Highlighting and communicating key Chamber Policy priorities and success stories to the international and domestic media market players;
- Providing informational support to international events, conferences, roundtables, etc. in Ukraine and across the globe to increase awareness and Ukraine's competitiveness in the global market-place;
- Participation of the Chamber President in major international events where the Chamber is speaking out on Ukraine's competitive advantages in order to encourage investment and ensure that Ukraine remains an important foreign policy priority.

### **CHAMBER & MEDIA**

The Chamber Communications Team's priorities include the provision of access to information, resources, contacts and business support services to facilitate new investment and providing an effective platform for Networking, information sharing and achieving common goals, the Chamber actively and successfully cooperates with reliable media partners including, but not limited to:

WHAT'S ON

www.whatson-kiev.com

In the current marketplace an effective Networking platform is crucial to build business relationships and the Chamber is pleased to be a leader in providing such a platform. The Chamber is proud to continue the long-lasting and beneficial cooperation with What's ON. Chamber Networking events have been covered in the Kyiv Life section of the magazine, promoting a variety of Chamber professional events, stressing the importance of the Networking platform that the Chamber is successfully providing to its Membership. The Chamber is thankful to What's ON magazine and is looking forward to expanding the cooperation with new and creative ideas.

Chamber Member Yuridicheskaya Practika Publishing's "Ukrainian Journal of Business and Law" (UJBL) continued its cooperation with the Chamber in 2010. The Journal's readers include managers and lawyers of leading international and Ukrainian companies; vis-



itors and employees of foreign embassies in Ukraine; Ukrainian embassies abroad, representatives of international organizations; members of leading business associations, airlines, participants of trade and industrial exhibitions and conferences. Every issue of UJBL in 2010 contained a Chamber News page, where the activities of the Chamber Committees were highlighted. The Chamber is pleased to have had such a wonderful opportunity to update the international community in Ukraine on its important Policy activities.

The Chamber and UJBL are planning to extend most productive partnership by increasing areas of coverage within the magazine, basically by highlighting



In 2010 the Chamber continued together with Chamber Member Open Borders Media its monthly project entitled Chamber News in Business Ukraine as an answer to the rapidly changing Ukrainian economic and political situation that requires new sources of information as well as business skills and strategies. The Chamber is pleased to contribute to Business Ukraine as an informative and practical English-language publication in order to provide Chamber Members and other readers with up-to-date information on the Chamber Policy. Advocacy and Lobbying related activities and other targeted analytical business related information, comprehensive overview of events and services provided by the Chamber to Members. Business Ukraine is a monthly magazine in English with a print run of 25,000 copies that is distributed throughout Ukraine to key decision makers in both business and politics.

### **Communication Activities**

### **CHAMBER AS AN OPINION LEADER**

Over the years the Chamber has established and continue maintaining positive relationships with international and domestic media outlets operating in Ukraine. Chamber President Mr. Jorge Zukoski is often approached during times of both prosperity and growth as well as times of political and financial turmoil with a request to provide professional and unbiased feedback on what the strategic and institutional investors are thinking and how issues will impact the internationally oriented investment community. The issues raised vary and Mr. Zukoski remains a reliable partner for reputable media resources.

The Chamber Board of Directors and Policy Team continued to be involved in a proactive dialogue with many Ukrainian State officials ensuring that the Membership received value added tangible and successful advocacy solutions. Throughout the year the Chamber worked closely with the Committee of Economic Reforms under the President of Ukraine. The Chamber Policy Team was actively involved in different Public Councils under the Prime Minister and other Ministries, in the Expert Councils organized by the Parliamentarian Committees.

The Chamber is pleased to be working with and to be quoted by the following international media:

**Reuters Group Limited** is a British based news service and former financial market data provider that provides reports from around the world to newspapers and broadcasters. News reporting once accounted for less than 10% of the company's income. Its main focus was on supplying the financial markets with information and trading products.

### FT

The Financial Times (FT) is a British international business newspaper. It is a morning daily newspaper published in London. The periodical is printed at 24 sites. Its main rival as a daily financial newspaper is the New York City-based Wall Street Journal, which also publishes several international editions.

### **INTERFAX**

Chamber has partnered with Interfax Ukraine and finds this media source both powerful and reliable in disseminating important Chamber policy priorities. Information ran through Interfax immediately reaches all Ukrainian media. The Interfax-Ukraine News Agency - a company belonging to the international group Interfax Information Services — has been a provider of information in the political and economic information market of Ukraine since 1992.

The Chamber is pleased to be working with and to be quoted by the following Ukrainian media:

- 1. **Delo:** nationwide publication, published in Kyiv, Zaporizhzha and Lviv, providing reviews of business-processes, developments in economy, politics, corporate sector, etc.
- **2. Delovaya Stolitsa:** all-Ukrainian weekly publication. Main topics cover economy, finance, infrastructure, companies, markets, etc.
- Economichna Pravda: electronic media, devoted to business and economy. Mission of the project is to support transparency of power, implementation of market economy principles in Ukraine and minimization of state control.



- **4. First Business Channel:** specialized business TV, which broadcasts business news and analytical reviews. The Channel is broadcasted in Ukraine (90% of cable networks) Eastern and Central Europe.
- **5. Focus:** weekly magazine dealing with the most important events in Ukraine and worldwide. Magazine contains comments of experts and photos. Disseminated in 40 towns of Ukraine.
- **6. InvestGazeta:** all-Ukrainian finance-economic weekly magazine, which contains news of finance and fund market, information on activity of companies, banks; analytical reviews, ratings, practical recommendations on management and marketing.
- **7. Kommersant:** publication delivers objective information on developments in business, politics, society, culture and sports.

### **Communication Activities**

- 8. Kontrakty: publication provides analyses of major business developments in columns "Money", "Sphere of Influence", "Companies and Markets", "Business Secret", "Histories of Successes and Failures", "Career of a Company", "Manager's Career".
- **9. Commentarii:** investigates interconnections between different events, people, businessmen, providing analytical reviews and forecasts.
- **10. LigaBusinessInform:** business portal including news, analytics and services for business.
- **11. "Po-Kievsky" Newspaper:** local Kyiv newspaper, dealing with the capital's life, events trends.
- **12. Ukrainian Business Resource:** business news from Ukraine and the world.
- **13. Ukrinform:** news agency producing more than 500 news in Ukrainian, Russian, English and German, as well as around 200 photos a day.
- **14. UNIAN:** information agency which provides political and economic news on the main proceedings in the capital and regions of Ukraine.



- **15. 24 Channel:** first Ukrainian news channel. Mission of the channel is to deliver objective and nonpartisan broadcasting of news and important information.
- **16. RBC Ukraine:** independent Ukrainian information agency, specializing on finance, economy and political news from Ukraine, CIS and EU.

### **INFORMATION SUPPORT**

The American Chamber of Commerce is pleased to actively support and promote international forums and conferences organized by leading international institutions which promote Ukraine as an investment destination and provide participants with access to decision makers both within the business community and among policy makers.

Adam Smith Conferences and the Chamber have enjoyed a longstanding history of successful cooperation and the Chamber is pleased to support and participate in their well-organized high-quality events. The Chamber successfully worked with Adam Smith Institute in their II Annual Ukrainian Pharmaceutical Forum, III Annual Banking Forum, II Annual Ukrainian Insurance Forum and other events.

**Economist Conferences,** a division of the Economist Intelligence Unit, is the leading provider of international forums for senior executives seeking new insights into strategic issues. These meetings include industry conferences, management events and government roundtables held around the world. Each meeting organized by Economist Conferences delivers objective and informed analysis. The meetings provide unusually high-level forums where senior executives can gain insights, exchange views and compare strategies.



In 2010 the Chamber took part in the 2010 Emerging Markets Summit (London, UK), a rich, focused and interactive debate for over 300 senior executives and business leaders from around the world.

Throughout 2010, American Chamber of Commerce in Ukraine supported and participated in the following meetings, events:

- The X Lviv International Economic Forum "Cross Border Cooperation. Looking Into the Future" held under the patronage of the President of Ukraine Viktor Yanukovych. On October 7th the President of the American Chamber of Commerce in Ukraine, Mr. Jorge Zukoski took part in the opening plenary session of the Forum.
- AdamSmithConferences:5thannualUKRAI-NIAN BANKING FORUM (Kyiv, Ukraine) On November 16th the Chamber President Jorge Zukoski moderated a CEO Panel Session: Ukrainian Banking Industry Leaders Look To the Future – providing strategic insights from the most dynamic bankers in Ukraine.
- Black Sea Economic Forum 2010
- Ukraine Investors' Summit 2010



### **UKRAINIAN GOVERNMENT RELATIONS**

The American Chamber of Commerce in Ukraine (Chamber) philosophy and operations in Ukraine have always been guided by the simple symbiotic relationship: only in a prosperous, strong and fa-

vorable environment business be able to grow, hire more employees, and find new customers, vendors and partners, which lead to information and technology dispersion and greater benefit to Ukraine.



Ambassador Sapiro, Deputy U.S. Trade Representative during the Chamber and USUBC Business Breakfast

In 2010 the advocacy and policy activity priorities of the American Chamber of Commerce in Ukraine (Chamber) were focused on addressing issues regarding identifying opportunities for strengthening competitiveness of the Ukrainian economy, including but not limited to:

- Euro-2012;
- Energy Independence;
- · Rule of Law;
- Tax Reform and improvement of VAT Administration;
- Healthcare Reform:
- Financial Market Development;
- · Customs Reform;
- Anti-corruption Policy.

As an organization that strives to be a reliable partner for the Ukrainian Government in the sphere of investment and economic policy, the Chamber together with its Board of Directors and Member Companies, who are leaders in different industry sectors, united efforts of relevant Government agencies, the private sector as well as experts from non-governmental organizations to focus on developing and strengthening the competitiveness of Ukraine.

In 2010 the Chamber Board of Directors and the Policy Team continued to be involved in a proactive dialog with many Ukrainian State officials ensuring that the Membership receives value added tangible and successful advocacy solutions. The Chamber worked diligently to establish new relationships



Meeting with Prime Minister of Ukraine Mr. Mykola Azarov

as well as to develop existing ones with the top figures of both executive and legislative branches of power. Cabinet of Ministers of Ukraine, many Ministries and state Committees, selected committees of Ukrainian Parliament, Administration of President of Ukraine, Regional State Administrations – the Chamber was working closely with all of them addressing those issues and problem areas that generated the greatest concern from the Membership and which the Chamber was able to positively influence through active and targeted advocacy and lobbying efforts.

Throughout the year the Chamber Membership was provided with a wide variety of opportunities to engage in a positive dialogue with key decision makers within the Ukrainian Government through Chamber Committees and Working Group Meetings, General Membership Meetings, "In-Focus" and "Insiders' View" meetings.

In 2010, the Chamber participated in many important events and hosted meetings with many Ukrainian and foreign State officials and experts. The following individuals interacted with the Chamber and are listed in order of appearance starting from January 2010:

- Mr. Petro Poroshenko, Minister of Foreign Affairs of Ukraine
- Ms. Kseniya Liapina, Peoples' Deputy of Ukraine
- Mr. Oleh Gumenyuk, Deputy Head of the department on Copyright and Related Rights at the State Department of Intellectual Property, Ministry of Science and Education
- Mr. Sergiy Tereshchenko, Honored Economist of Ukraine, Head of the Department of the State Scientific Research Institute of Customs Affairs of the State Customs Service of Ukraine;
- Mr. Max Alier, IMF Resident Representative in Ukraine;
- Mr. Volodymyr Fesenko, Head of the Center of Political Researches "Penta";
- Mr. Vitaliy Portnikov, Political Observer, Radio Liberty;
- Mr. Andriy Yermolaev, President of the Center of Social Research "Sofia";
- Mr. Stanislav Gorbatovych, Head of the Department of Land Market and Land Appraisal, State Committee of Land Resources of Ukraine
- Mr. Volodymyr Oliynyk, the Head of the National Commission for Communications Regulation in Ukraine
- Mr. Vasyl Volga, Head of the State Commission on Financial Service Markets Regulation
- Mr. Kostyantyn Gryshchenko, Minister of Foreign Affairs of Ukraine,

- Mr. Mykhailo Brodsky, Head of the State Committee for Regulatory Policy and Entrepreneurship
- Mr. Oleh Povolotsky, Head of the State Committee of Ukraine for Technical Regulation and Consumer Policy
- Mr. Mykola Azarov, Prime Minister of Ukraine
- Ms. Tetiana lefymenko, Deputy Minister of Finance of Ukraine
- Mr. Sergiy Lekar, Deputy Head of the State Tax Administration and other representatives of the State Tax Administration
- Mr. Oleg Voloshyn, Director of the Information Policy Department of the Ministry of Foreign Affairs of Ukraine.
- Mr. Oleksiy Turgan, the First Secretary of Visa Support Division in the Consulate Department, of the Ministry of Foreign Affairs of Ukraine
- Mr. Oleksiy Palamarchuk, Deputy Head of Department of Border Control and Registration, State Border Guard Service of Ukraine:
- U.S. Ambassador John Tefft;
- Mr. Valeriy Pyatnytskyi, Deputy Minister of Economy of Ukraine
- Mr. Mykhailo Rusynskyi, Deputy Minister of Economy of Ukraine
- Ms. Oksana Kordina, Head of the Division on Analysis of the Ministry of Economy of Ukraine;
- Mr. Oleksiy Kostusev, Head of the Antimonopoly Committee of Ukraine;
- Mr. Maksym Melnychuk, Deputy Minister of Agrarian policy of Ukraine;
- Mr. Grygoriy Kaletnik, Head of the Parliament Committee on Agrarian Policy;

- Mr. Vladyslav Kaskiv, People's Deputy of Ukraine, Head of the Working Group On National Projects of the Committee on Economic Reforms.
- Mr. Sergyi Yevtushenko, Head of the State Agency of Ukraine for National Projects;
- Ambassador Jose Manuel Pinto Teixeira, Head of the European Commission Delegation in Ukraine;
- Mr. Anatoliy Skorchenko, Deputy Minister of Agrarian Policy of Ukraine;
- Mr. Igor Kalyetnik, Head of the State Customs Service of Ukraine;
- Mr. Vitaliy Khomutynnik, Head of the Parliamentary Committee on Taxation and Customs Policy;
- Mr. Volodymyr Ignashchenko, First Deputy Minister for Environmental Protection;
- Mr. Oleksandr Zavadiak, Deputy Head of State Department on Bankruptcy;
- Mr. Sergiy Siomka, Deputy Head of the State Customs Service;
- Mr. Volodymyr Zharov, First Deputy Head of the State Department on Intellectual Property (SDIP), Ministry of Education and Science of Ukraine;
- Mr. Sergiy Ivashchuk, Director of Department of Foreign Economic Cooperation, Ministry of Agricultural Policy;
- Mr. Leonid Pirozhkov, Director of Department of Cooperation with the EU, Ministry of Economy of Ukraine;
- Mr. Volodymyr Korniyenko, First Deputy Minister of Transport and Communications;
- Mr. Anatoliy Kolisnyk, Deputy Minister of Transport and Communications of Ukraine

The American Chamber of Commerce in Ukraine (Chamber) as an organization representing the largest strategic and institutional investors, who have committed a majority of the foreign direct investment into the market place, remains committed to assist the national Government in fully developing the potential of the economy by advocating for comprehensive legislative and regulatory reform to allow Ukraine becoming more competitive and innovative European country enabling the attraction of much needed domestic and foreign investment.

In 2010 the Chamber utilized different advocacy venues on both national and regional levels aiming

to facilitate the entrance of the new investors into Ukrainian market through linearization of the national business environment and improvement of the current legislative framework.

The Chamber is an active Member of the Committee of Economic Reforms under the President of Ukraine Victor Yanukovych and supports the concept for intensive and comprehensive reforming of all spheres of economy in Ukraine. The Chamber involved interested Chamber Member Companies into the Regional Economic Development Working Group that allowed providing comments and feedback regarding many important reforms.



Chamber In-Focus Meeting with Mr. Viktor Yanukovych



Chamber "In-Focus" Meeting with Mr. Vitaliy Khomutynnik, Head of the Parliamentary Committee on Taxation and Customs Policy and Ms. Tetyana lefymenko, Deputy Minister of Finance of Ukraine

On May 27th, 2010 the Chamber representatives participated in the special meeting of the Council of Regions under the chairmanship of Ukrainian President Viktor Yanukovych. The meeting was attended by Verkhovna Rada Chairman Volodymyr Lytvyn, members of the Cabinet of Ministers, the heads of most regional administrations, in particular, Kharkiv regional governor Mykhailo Dobkin and chairman of the Council of Ministers of Crimea Vasyl Dzharty, and city mayors, including Kyiv Mayor Leonid Chernovetsky as well as the head of Lviv Regional Administration Vasyl Horbal. The meeting was focused on the creation of the mechanisms of attraction of foreign investments to the Ukrainian economy on the regional level.

On Friday, May 21st the Chamber Policy Team participated in the meeting of the Members of the Entrepreneurs' Council with Sergiy Tigipko, Vice Prime Minister of Ukraine. The meeting gathered representatives

of small and medium business from major of the regions of Ukraine as well as officials from the Ministry of Economy, the State Tax Administration and the State Customs service. The main focus of the meeting was on the future of the simplified taxation system in Ukraine that is utilized by dozens of thousands small and medium enterprises all over Ukraine.

On Wednesday, May 5th the Chamber Leadership and Members of the Chamber VAT Working Group participated in a special meeting with Mr. Fedir Yaroshenko. Minister of Finance devoted to the situation with VAT reimbursement and the decision of the Government to solve the enormous problem of overdue legitimate VAT refunds to exporters by issuing Government Domestic Loan Bonds (GDLB), that is envisaged by the Law of Ukraine "On 2010 State Budget". From June through August the American Chamber of Commerce in Ukraine has been proactively involved into finding a resolution to the ongoing problem of the accrual of significant amounts of non-reimbursed VAT that has had a negative impact on the solvency and profitability of Chamber Member companies as well as the investment climate and rural development in Ukraine.

The Chamber Policy Team along with specialists from Chamber Member Companies as well as our partner organizations conducted a focused and proactive advocacy and lobbying campaign on this issue preparing and presenting a number of documents explaining our concerns and providing recommendations in regards to rapidly increasing VAT refunds arrears in Ukraine clearly articulating the position of the internationally oriented business community.

In 2010 the Chamber was invited by the Ministry of Economy of Ukraine to participate in the newly cre-

ated Expert Council on WTO and Creation of the Free Trade Zone with the European Union. The Council was initiated by Viacheslav Pyatnitskiy, Deputy Minister of Economy in order to create a solid platform for experts and business community representatives for open and professional discussion and elaborating of recommendations for the Government of Ukraine regarding proper fulfillment of obligations that Ukraine took after accession to WTO.

The Chamber received an invitation to participate in the work of the Ministry of Finance on the finalization of the Draft Tax Code. The Chamber Policy Team was included into the special Working Group created with participation of relevant officials and experts from the Ministry. The Draft Tax Code has been in development for nearly for 10 years and has constantly been on the radar screen of the Chamber. The Chamber Policy Team in conjunction with the relevant Chamber Committees and Working Group built working partnership with the Cabinet of Ministers of Ukraine to coordinate work on the Draft Tax Code.

On Wednesday, June 29th the Chamber Policy Team was involved into discussion organized by Mr. Sergiy Tigipko around the Draft Law of Ukraine "On Amendments to Certain Laws of Ukraine" (regarding protection of creditors' rights), developed by the Association of Ukrainian Banks together with the National Bank of Ukraine. The Draft was prepared within the cooperation with the World Bank Project "Second Program Loan on Financial Sector Rehabilitation", which particularly envisages the legislative regulation of the problematic issues of realization of creditors' rights protection.

On Thursday, July 1st the Chamber Policy Team participated in the meeting devoted to the draft

legislation that came from the Ministry of Economy of Ukraine "On Amendments to Certain Laws of Ukraine regarding the Improvement of the Bankruptcy Procedures".

In July the Chamber was invited by the Ministry of Economy of Ukraine to head the Working Group on EURO 2012 within the Public Council under the Ministry. On Tuesday, July 6th the first meeting of the Working Group was held with participation of Mrs. Oksana Gryshkevych, Director of the Department on EURO 2012 of the Ministry of Economy of Ukraine. Also in July the Chamber Policy Team received invitation and has joined the Coordination Council on Agricultural Policy under the Cabinet of Ministers of Ukraine.

On September 22nd the Chamber was pleased to participate in Parliamentary Hearings "Economic Reforms: Reality and Expectations of the Ukrainian Business", organized by the Committee on Industrial and Regulatory Policy and Entrepreneurship attended by People's Deputies, Government representatives, business community and NGOs.

In 2010, the Chamber addressed the Cabinet of Ministers, Presidential Secretariat, and Parliament of Ukraine and other Governmental institutions with many important issues including but not limited to:

- On Obligatory GMO Labeling for the food products and regarding Informing on GMO Components in Products (Ministry of Economy and the Parliament).
- On the new approaches regarding the Taxation of Foreign Individuals in Ukraine (the Prime Minister, the State Tax Administration)
- Order on On-Site Inspections (Head of the State Committee for Veterinary Medicine and the Minister of Economy of Ukraine)

- On the Draft Law #5507 "On Limited Liability Companies" (the Parliament)
- On the Concept of the stock market development and functioning in Ukraine (the Parliament)
- On the abolishing of obligatory certification of food products except for certification of food products for children and adoption of Cabinet of Ministers of Ukraine (CMU) Regulation "On Abolishing of Certain Items of the List of Products which are the Subject for Obligatory Certification" (the Cabinet of Ministers of Ukraine, the State Committee for Technical Regulation and Consumer Policy)
- On Generalizing Tax Clarification regarding royalties and license payments during the customs clearance (Ministry of Finance, State Customs Service of Ukraine).
- On the Draft Law of Ukraine "On Amendments to Certain Legislative Acts of Ukraine", that suggested to significantly increase some taxes and tariffs for manufacturing companies. The Draft Law actually provides changes to the Law of Ukraine "On Corporate Profit Tax" #334/94-BP dated December 28th, 1994 and other legislation (Ministry of Finance, the Parliament).
- On Rules of Determination of Enterprises for Simplifying Procedures during the Customs Clearance and for the Customs Control and on Criteria of Enterprises' Appraisal for Simplifying Procedures During the Customs Clearance and for the Customs Control (the State Customs Service)
- On transparent and in-time legitimate reimbursement of value added tax (VAT) (the Prime-Minister of Ukraine, Minister of Agricultural Policy).
- On illegal acquisition of enterprises. (Ministry of Finance, the Parliament).
- · On Liquidation of the "Excise" Customs Termi-

- nal and amendments to the Order of the State Customs Service of Ukraine (Ministry of Finance, State Customs Service of Ukraine).
- On the Draft Law #3062 "On Amendments to Law of Ukraine "On Prevention and Counteraction of Legalization (Laundering) of Illegally Obtained Profits" (Ministry of Finance, the Parliament).
- On the Draft Law on Internal Trade (Ministry of Economy of Ukraine)
- Regarding the situation in the waste packaging management sector (Prime-Minister of Ukraine);
- On negative impact of the State Sanitary Norms and Rules "Hygienic Requirements for Potable Water Intended for Human Consumption" introduced by the Order #400 of Ministry of Healthcare of Ukraine on Chamber members activity stressing the need for their abolishment (Prime minister of Ukraine);
- On negative influence of the Draft Resolution of the Cabinet of Ministers of Ukraine "On Approval of the Procedure for Conducting State Analytical Study of Plant Protecting Agents Regarding their Conformity with the Certificates of Quality that are Imported to the Territory of Ukraine" expressing necessity of improving the Draft Resolution on business activity (Ministry of Agrarian policy of Ukraine, State Committee for Regulatory Policy and Entrepreneurship);
- Regarding the situation that the State Customs Service of Ukraine has suspended the customs registration and departure of ships with grain from Ukrainian ports (Mr. Mykola Azarov, Prime Minister of Ukraine, Mr. Sergiy Tigipko, Vice Prime Minister and Mr. Mykola Prysiazhniuk, Minister of Agricultural Policy);
- On supporting adoption of the Draft Law of Ukraine #1415 of "On Packaging and Waste Packaging" (Factions of the Parliament).

### **UNITED STATES GOVERNMENT RELATIONS**

Since 1992 the American Chamber of Commerce in Ukraine (Chamber) has enjoyed a successful history of close cooperation with the United States Embassy in Ukraine as well as various U.S. Government agencies and lawmakers in Washington D.C. This close working relationship has benefited our Member companies and many partners by providing access to information and input into a wide variety of important policy decisions and initiatives with respect to Ukraine.

The Chamber and the Chamber Board of Directors held meetings with representatives and leadership of the U.S. Government, the Foreign Commercial Service, and a variety of business and Government delegations of U.S. law and policy makers to provide relevant input into the current business environment.

As an active Member of the European Council of American Chambers of Commerce (ECACC), which unites Chambers from all of the European countries, the American Chamber of Commerce in Ukraine participated in ECACC's regular meetings in Brussels and Washington D.C. where ECACC Members had opportunity to meet with the U.S. and EU officials as well as other senior decision makers discussing many policy, economic and investment related issues aimed to further develop trade and investment relations in these countries.

Throughout the year the Chamber held many meetings with different Government and policy-related organizations from the U.S. as well as kept productive and partner relations with fellow business asso-

ciations operating in the U.S. and concentrating its activity on the further development of the Ukraine — U.S. economic and business relationship.

On March 1st through the 3rd the Chamber in conjunction with the U.S. Commercial Service were pleased to invite all interested Member companies to join the first ever U.S. Trade Mission to Belarus. Mission objectives were the following:

- Learn about Belarus' economic environment and business practices
- Explore market demand for your products and services
- · Identify trade opportunities.

The Mission was conducted in close cooperation with Belarus Chamber of Commerce. Interested companies had the opportunity to meet with senior Belarusian government officials as well as to hold matchmaking sessions with Belorussian companies.

On March 1st the Chamber participated at the meeting with Mr. Volodymyr Semashko, First Vice-Prime Minister of Belarus and representatives of key Ministries. Mr. Semashko thanked the Chamber for helping investors to research the Belarus market and declared interest from the Government to attract foreign direct investments. Among steps mentioned by First Vice-Prime Minister Semashko is to improve investment attractiveness of Belarus through the creation of special economic zones with tax preferences, plans to privatize state assets, as well as improvements in corporate legislation. Interested

companies had personal meetings with appropriate Ministers and Deputy Ministers.

March 2nd was devoted to building links between possible business partners as there was huge interest from the Belarusian side to establish contacts with foreign companies. Furthermore companies were provided by comprehensive information on the current state of the Belarus economy and future trends by Ernst & Young, PricewaterhouseCoopers, and EBRD. Experts mentioned that the industry sectors most open for investments include the banking and financial sector where many of the banks are already private. Although taxation system in Belarus is quite complicated (according to the World Bank rating Belarus has the last 181 place on taxation), experts underline that taxation policy is very predictable and consistent and the level of corruption is very low.

In February 2010 the Chamber hosted a special Chamber Knowledge Seminar held within the framework of the Chamber's "Competitiveness of the Ukrainian Economy" Series entitled "OPIC Open for Business in Ukraine" highlighting the activities and benefits of working with the recently re-opened Overseas Private Investment Corporation.

Guest speakers included John Didiuk, Peter Ballinger and Meredith Baker who are OPIC representatives from Washington DC who discussed the products and services offered by the Overseas Private Investment Corporation to help business be successful in this challenging market as well as answer questions.

OPIC has restored its programs in Ukraine, following the signing on December 16th, 2009 of an agreement with Ukrainian State authorities. "OPIC is pleased to once again make available its support for U.S. investment in Ukraine, a development which we anticipate will send a highly positive signal to prospective investors in the country," said OPIC Acting President Dr. Lawrence Spinelli. "This historic occasion is indicative of Ukraine's ongoing efforts to improve its investment climate, and we commend the Ukrainian government for its hard work in bringing about this result. We look forward to working with both U.S. and Ukrainian businesses to facilitate new levels of American investment in Ukraine."

OPIC is an independent U.S. government agency whose mission is to mobilize and facilitate the partici-

pation of US private capital and skills in the economic and social development of less developed countries and areas, and countries in transition from nonmarket to market economies. OPIC assists US companies by providing financing (from large structured finance to small business loans), political risk insurance, and investment funds. OPIC complements the private sector in managing risks associated with foreign direct investment and supports US foreign policy.

In 2010 the Chamber was excited to launch new series of meetings with senior diplomats, national government and opposition leaders entitled "Ukraine – On the Road to Stability through Reforms" that shed light on the current political and economic affairs in Ukraine with a focus on the impact on the business and investment environment.

The Chamber was pleased to host a special guest-speaker during the first meeting of this new series of events — **U.S. Ambassador John Tefft**, who agreed to comment on his recent appointment, priorities and expectations, as well as to highlight the following:

- The overall perception of the United States of the 2010 Presidential Elections and expectations from the new Ukrainian President and the Government focusing on economic reform agenda and re-engagement with the IMF as well as the other IFIs;
- What the U.S. is doing to assist in the reform process and the priorities for the U.S. government in that regards;
- General trends and perspectives of U.S.-Ukraine relations and the way they might be influenced by the both recent Presidential Elections and changes in the Government.

On October 14th the Chamber in conjunction with the Ministry of Economy of Ukraine invited all interested Chamber Members to take part in the 3rd Ukrainian — American Business Forum which took place at the Ukrainian Chamber of Commerce.

The agenda of the forum highlighted policy related issues important for the business community operating in Ukraine and included the following items: Importance of overall competitiveness of the national economy; Adoption of the efficient and fair Tax Code and as a result realization of the tax reform in Ukraine; VAT Administration in Ukraine; Alignment of Ukrainian Customs Policy with EU Norms, perspectives of adoption modern Customs Code; Revision of Ukrainian Technical Regulations to Improve Trade Flows.



### **EUROPEAN UNION RELATIONS**

In 2010 the Chamber maintains close working relationships with the EU Commission participating at variety of the meetings discussing the EU-Ukraine relationship.

On March 2nd through 5th the Chamber leadership participated in the annual meeting of the European Council of American Chambers of Commerce (ECACC) hosted by the American Chamber of Commerce to the EU. The event provided an interesting and intensive program that included Networking and sharing best practices with colleagues from other Chambers in Old Europe, New Europe and those that want to be in Europe as well as interaction with key policy makers in Brussels.

During the first day of the briefing all participants had an opportunity to share views and opinions on the current priorities for the European Chambers and that many issues are the same for most of the organizations that do advocacy and lobbying such as energy efficiency, new labor market regulations, taxation reforms or IPR protection.

Participants were updated on recent changes happening in the EU after the ratification of the **Lisbon Treaty** and what it means for business as well as on the next EU initiative that now is widely discussed – Europe's 2020 Strategy. Europe's 2020 Strategy is the new agenda for the EU countries that primarily focuses on a trio of interlinked priorities: growth from knowledge, developing of social standards and building a greener economy.

Also, the Chamber leadership participated in the European Parliament Cocktail that launched the Transatlantic Economy Study 2010 in the

presence of MEPs, national Permanent Representatives and U.S. Embassy staff. During the evening the Chamber leadership had interesting conversations with experts and MEPs on Ukraine's perspectives to be a member of the EU. The main message is that the EU will not stop its enlargement after Croatia, Iceland, Turkey, Albania, Macedonia, Montenegro and some other countries will join EU. Ukraine should be active in doing its home work to meet criteria required for joining the EU.

On March 3rd we took a look ahead at what the next ten years will bring to the transatlantic economy with particular focus on Foreign Direct Investment (FDI) and green technologies during the fourth Transatlantic Conference with a keynote address from The Honorable William E. Kennard, United States Ambassador to the EU. Participants of the conference discussed how the EU and US can work together to elaborate new standards and norms and remain competitive at the international level.



In 2010 the Chamber provided support informing the Membership and partners about different events held in Ukraine and in European countries related to economic and investment issues.

The Chamber is expanding its partnership network in Europe and now the **EU-Ukraine Business Council** is among new allies and partners of the Chamber. Together these organizations continue to strengthen joint advocacy and lobbying efforts and initiatives providing more business networking opportunities for the Members.

In 2010 the Chamber continued a proactive dialogue with the key Governmental officials responsible for the Ukraine — EU relationships and held important meetings with Ambassador Jose Manuel Pinto Teixeira, Head of the European Commission Delegation; Mr. Kostiantin Gryschenko, Minister of Foreign Affairs of Ukraine, and many others.

To coordinate direct communication of business community with relevant governmental institutions and agencies providing necessary professional assistance in regards to Ukraine's successful EU integration the Chamber maintained a working dialogue with senior representatives of the Ministry of Economy of Ukraine to communicate our policy agenda. The Chamber was pleased to organize a special Chamber "In-Focus" Meeting with Mr. Valeriy Pyatnitskiy, Deputy Minister of Economy of Ukraine.

Mr. Pyatnitskiy agreed to engage in an active and focused dialog with Chamber Members and will highlight the main directions of the Ministry's activity focusing on 2010 challenges for the Ukrainian economy, investment and economic implications of EU integration, as well as comment upon the dynamics of the on-going negotiations on the Free Trade Agreement between Ukraine and European Union and will touch upon obligations Ukraine took after WTO accession.

In 2010 the Chamber was invited by the Ministry of Economy of Ukraine to participate in the newly created Expert Council on WTO and Free Trade Zone with the European Union. The Council was initiated by Mr. Viacheslav Pyatnitskiy, Deputy Minister of Economy in order to create a solid platform for experts and business community representatives for open and professional discussion and elaborating of recommendations for the Government of

Ukraine regarding proper fulfillment of obligations that Ukraine took after accession to WTO.

Members of the Expert Council were actively involved into the consideration and preparation of recommendations on the ongoing process of negotiations with the European Union on the Free Trade Agreement and further Ukrainian integration and association agreement perspectives.

# INTERNATIONAL, DIPLOMATIC & DONOR COMMUNITY RELATIONS

In 2010 American Chamber of Commerce in Ukraine (Chamber) continued to strengthen value added and beneficial relationships with many of the Embassies in Ukraine, Ukrainian industry-sector associations and other partners to assist the Membership with the resolution of critical issues impacting their businesses and strengthening policy initiatives.

During the year the Chamber met with Ambassadors and senior officials from many Embassies briefing them on the most important issues facing the international business community. The Chamber assisted its partners from Embassies to publicize and disseminate announcements on educational events as well as conferences hosted by them.

In 2010 the Chamber was proud to launch a new Chamber project – the **Diplomatic Insiders Club**. The Diplomatic Insiders Club was designed to be a targeted value added forum for employees of the Diplomatic Corps and foreign missions in Ukraine. This new initiative brought together the foreign diplomatic community providing them with an in-

sights and additional information regarding the international business community's perspective on Ukrainian political and economic developments as well as provide a Networking platform to ensure strong relationships and cooperation within the international community. Members of the Diplomatic Insiders Club had a unique opportunity to have additional access to information and their colleagues helping them to be even more successful in their assignment in Ukraine.

Throughout the year the Chamber hosted Diplomatic Insiders Club meetings that were devoted to a specific topic presented by a market insider: Important Ukrainian Tax Issues Affecting Foreign Nationals and Businesses, Financial Turbulence and the Repercussions for Business in Ukraine: Where We Are Today and What the Future May Hold – Opportunities and Risks, Panel Discussion on International Financial Institutions in Ukraine Engagement Strategies – What Lies Ahead and What We Are Doing to Assist.

In 2010 the Chamber was pleased to announce

the first in 2010 Chamber "In-Focus" Meeting with Mr. Petro Poroshenko, Minister of Foreign Affairs of Ukraine. The meeting took place days after the first round of the Presidential elections and provided an exciting opportunity to interact with leading policy makers.

Continuing the active working dialogue with senior Governmental officials involved into foreign policy decision making the Chamber held "In-Focus" Meeting with Mr. Kostvantyn Gryshchenko, Minister of Foreign Affairs of Ukraine on Wednesday, June 9th, 2010. The meeting provided another opportunity to interact with a leading international interlocutor for the Ukrainian State during interesting political times as the world watched closely. Minister Gryshchenko highlighted the priorities for Ukrainian foreign policy and main directions of the Ministry's activity under his leadership as well as presented his vision of the current global political environment focusing on investment and economic implications of EU integration, the relationship with the Russian Federation and the United States. Members also had an opportunity to ask guestions and engaged the Minister during the Q&A session after his presentation.

On October 29th the Chamber invited all Interested Chamber Members to the Chamber Open Travel and Tourism Committee: Getaway to Mexico with Guest Speaker - Mrs. Berenice Rendon, Ambassador of Mexico to Ukraine.

The Meeting was devoted to the issue of travel and tourism to Mexico and visa procedures. All interested Chamber Members were invited to

take the opportunity to learn more about this fascinating country and ways to minimize the hassle of traveling there.

During the meeting Mrs. Berenice Rendon spoke about the different touristic destinations in Mexico as well as announce a new visa procedure that will allow Ukrainians to obtain an electronic authorization to travel to Mexico without a consular visa.



Chamber In-Focus Meeting with Mr. Kostiantyn Hryshchenko, Minister of Foreign Affairs of Ukraine



# **Competitiveness Report**

The American Chamber of Commerce in Ukraine's (Chamber) Competitiveness Partnership puts forth a comprehensive regulatory and legislative reform agenda created in partnership with relevant stakeholders in the public and private sector who are interested in seeing Ukraine succeed. In 2009 Ukraine struggled with a serious economic and financial crisis leaving the country in the midst of a deep recession as 2010 began. As a response to the changing political and economical environment and to take advantage of reform opportunities that have recently emerged the American Chamber of Commerce in Ukraine (Chamber) publically launched the 2010 update of

the "Partnership for Successfully Competing in the Global Economy" (Competitiveness Partnership).

The updated version of Competitiveness Partnership has been extended and additional reform agendas have been added. The 2010 Competitiveness Partnership includes the following areas and sectors: Agriculture; Banking and Financial Services; Commercial Real Estate and Construction; Customs; Fast Moving Consumer Goods (FMCG) and Retail; Fuel and Energy; Human Resources and Labor Policy; Information and Communication Technologies; Travel and Tourism.



Press conference dedicated to presentation of the Chamber's "Partnership For Successfully Competing in the Global Economy"

The latest version of Competitiveness Partnership discusses further strategies for improving the competitiveness of Ukraine and highlights some crucial reform that needs to be done and initiatives to be implemented to create a competitive, strong, and stable independent country with a vibrant market economy that benefits both the state and her people.

Throughout 2010 the Chamber continued to promote the "Partnership for Successfully Competing in the Global Economy" (Partnership) to ensure the cooperation of the investment community and government agencies to move the reform agenda forward.

Professional recommendations and an action plan entitled 10 Tax Initiatives was developed and included into the Chamber's "Partnership for Successfully Competing in the Global Economy" and has been submitted to the Ministry of Finance as general recommendations and a basis for development of the Tax Code. It was developed in conjunction with the Chamber Board of Directors, Committees and Working Groups.

The Chamber Policy Team has been working on dissemination of information about the Partnership to different officials, organizations and allies:

- English and Ukrainian versions of the "Partnership" have been sent together with an explanatory letter to all representatives of the Ukrainian State sector that the Chamber has been working with on relevant policy issues;
- The "Partnership" was presented to a wide number of state authorities during special policy meetings with the Chamber Leadership. Hard copies have been delivered to the Embassies, NGOs, IFIs.

# **Competitiveness Report**

- A special 'corner' on the Chamber's website about the "Partnership" has been updated and is now available in two languages highlighting all relative updates and developments;
- Competitiveness Partnership banners have been placed on the sites of Chamber's partner organizations:
  - Association of the Tax Consultants
  - Public Council under the Parliamentarian Committee for Tax and Customs Policy
  - The Entrepreneurs Council under the Cabinet of Ministers of Ukraine
  - State Customs Service Public Council
  - IT Association
- The Chamber received positive responses and endorsements regarding the Partnership from: Parliament Committee for Banking and Financial Activities, State Committee for Regulatory Policy and Entrepreneurship, State Committee for Financial Monitoring, State Tax Administration, Ministry of Housing and Communal Services, Ministry of Economy of Ukraine; Verkhovna Rada of Ukraine; Ministry of Culture and Tourism; Antimonopoly Committee of Ukraine, Ministry of Economy, Ministry of Science and Education.
- The Competitiveness Partnership Action Plan Table, which clearly states and contains issues identified by each Chamber Committee as priority ones, served as a main and most important basis to monitor developments and identify progress.

The Competitiveness Partnership Action Plan clearly states and contains the list of legislation identified as important for the further reforms implementation. The Chamber will continue to serve as a basis to monitor further developments and identify progress in legislation adoption.

Recently the following legislation has been adopted that was identified in the Partnership as necessary for further successful reforms:

- Law "On Basics of Natural Gas Market Functioning".
- Law "On Amendments to Certain Legislative Acts of Ukraine on Product Sharing Agreement".
- · Law "On Public Private Partnership".
- Law "On Judiciary System and Status of Judges".
- Law "On Unified Social Taxation"
- Law "On Amendments to Some Legislative Acts regarding Hotel Infrastructure Preparation for EURO 2012"
- Law "On Amendments to the Law of Ukraine "On Radio-frequency Resource of Ukraine" (regarding the authority of the National Commission for Communication Regulation (NCCR)".
- Law "On Amendments to the Law of Ukraine "On Telecommunication" regarding the Increase of the List of the Services".
- Law "On Amendments to Some Legislative Acts regarding National Bank of Ukraine Activities"

Another example: on July 8th, 2010 the Law #6525 "On Collection and Accounting of Unified Social Contribution" was adopted by the Parliament. The Law envisages consolidation of the functions, similar to functions of all funds of compulsory state social insurance in one body - Pension Fund of Ukraine, i.e.: registration of the payers of insurance payments; development and management of the State Register of Social Insurance; maintenance of the unified reporting; control over the completeness and timely charging of the unified social contribution.

Moreover, it is suggested to implement the payment of the unified social contribution for compulsory state social insurance (from January 1st, 2011) and its division by the State Treasury to centralized accounts of the social insurance funds.

The adoption of the Law is linked to the realization of commitments which were foreseen by the Partnership for Successfully Competing in the Global Economy, particularly in the Action Plan for the Legal sector (amending the Law "On Duties for State Pension Insurance").





Currently seventeen Committees and seven Working Groups work under the Chamber umbrella bringing together industry leaders and sector specific company experts to develop and create advocacy and lobbying strategies to positively, proactively and effectively impact issues of interest to the Chamber Membership. The Chamber Committees and Working Groups address pressing issues that will positively impact the business environment in Ukraine from many different sectors of the economy, including, but not limited to:

- Agricultural Committee
- Banking and Financial Services Committee
- Corporate Social Responsibility Committee
- Customs Committee
- Fuel and Energy Committee
- Healthcare Committee
- HR Committee (Human Resources)
- IPR Committee (Intellectual Property Rights)
- IT Committee (Information Technologies)
- Legal Committee
- Logistics and Transportation Committee
- Overseas Security Advisory Council
- PR Committee
- Real Estate Committee
- Tax Committee
- Telecom Committee
- Toastmasters Club
- Travel and Tourism Committee
- Business Management Education and Training Working Group
- Certification and Standardization Working Group
- GMO Working Group
- Illegal Corporate Raidering Working Group
- Joint Stock Companies Working Group
- Seeds Working Group
- Waste Package Management Working Group



### **AGRICULTURAL COMMITTEE**



### Co-Chairs:

**Andrzej Rozycki**, Cargill AT, CJSC – Co-Chair and Responsible Board Member

Ivan Miroshnichenko, Noble Resources Ukraine Secretary:

Oleg Samus, Suntrade S.E. / Bunge Ukraine

Agricultural Committee is one of the most important Chamber advocacy platforms that addresses issues within the Ukrainian agricultural industry, open to all interested Chamber Members. The Committee's main goal includes developing the Ukrainian agricultural sector through positive interaction with corresponding policy-makers and other stakeholders. The Chamber is a Member of the Public Council of the Ministry of Agrarian Policy and Coordination Council on Agricultural Policy under the Cabinet of Ministers of Ukraine that would allow proactive advocacy of the Committee's priorities in the future.

Current Committee's Priorities are:

- VAT reimbursement according to the legislation
- Grain Export Restrictions Management
- Land Reform: in Ukraine agricultural land should be commodity. This will foster market and provide farmers access to financing.
- VAT reimbursement issue:

VAT administration is important for the agricultural sector's development and has to be based on the best international practices. Agricultural Committee members actively support Chamber initiatives, their positions stated in the letters issued by the Chamber

In the course of the year Agricultural Committee's VAT Working Group was actively involved into impactful lobbying activities. The Report on VAT Refund Arrears in Ukraine was prepared by the Berlin Economics in cooperation with the Institute for Economic Research and Policy Consulting in which the concrete recommendations to the government were presented.

Thanks to Chamber Members and leadership of Mr. Andrzej Rozycki, Chamber Board Member, the hard-fought battle on the VAT system in Ukraine was addressed. An equitable and transparent distribution of the Government Domestic Loan Bonds (GDLB) for VAT Reimbursement to exporters and producers were issued by the government.

Agricultural Committee continues actively to analyze Implications of Adoption of the Tax Code on Grain



Markets and Possibilities of the Chamber Agricultural Committee to Further Advocate for Right Solutions.

### **Grain Export Restrictions Management:**

On August 19th, 2010 the American Chamber of Commerce in Ukraine together with the U.S.- Ukraine Business Council (USUBC) addressed the issue of grain export restrictions to President Yanukovych and Prime Minister Azarov underlining that these actions would hurt the Ukrainian State in the form of lost taxes and problems with foreign credits, failures for Ukrainian companies seeking IPOs and foreign partnerships, lost revenues for Ukrainian farmers, etc. *The Position Paper "Grain Export Restrictions in Ukraine – The Need for Transparent Measures" was jointly prepared by the Chamber and USUBC*.





Addressing the issue of grain export restrictions, the Chamber Agricultural Committee advocated for the need of transparent measures, especially on behalf of the State Customs Service of Ukraine.

The Chamber has called upon the state officials to interfere with the current situation and contribute to its fast solution since such actions have caused the breakdown of the transportation schedules and put at risk the fulfillment of the export contracts of the companies, which in turn leads to significant worsening of the investment image of Ukraine and can put Ukrainian government into dilemma of membership in WTO.

Agricultural Committee continues to take measures in regard to grain export quotas establishment, their extent and terms of distribution and to ensure transparency of government's actions.

### **Land Reform**

Agricultural Committee endorses cancellation of the land sale moratorium and support completion of the World Bank project to issue certificates, to develop infrastructure and adopt important legislation i.e. Law on the Land Cadastre and Law on the Land Market.

Other legislative initiatives that are supported by the Committee are the following:

- Development of draft and adoption of the Law "On Wholesale Markets of Agriculture Products"
- Development of draft and adoption of the Law "On Management of State-Owned Land"
- Adoption of the Law "On the Procedure for Buying Land for Public Needs"
- Development of draft and adoption of the Law "On State Program for Usage and Protection of Land"
- Amendments to the Law "On Agricultural Cooperation"
- · Amendments to the Law "On Land Rent"
- Amendments to the Law "On Mortgage"
- · Adoption of the Law "On State Inventory of Land"

Chamber Agricultural Committee conducted a number of events throughout the year:

In April 2010 the Chamber Agricultural Committee conducted a Special Seminar "New Strategies for Agrarian Business". The Special Guests of the Seminar were Mr. Anatoliy Skorchenko, Deputy Minister of Agrarian Policy of Ukraine, and Mr. Hryhoriy Kaletnik, Chair, Parliamentary Committee on Agrarian Policy and Land Relations. Discussions among participants of the Seminar contributed to building a dialog, promoting the agricultural sector and ensuring its future competitiveness.

On September 14th, 2010 the Chamber Agricultural Committee held a meeting titled "Creation of the Transparent and Clear Mechanisms of Interac-

tion between Government, Business and Civil Society in the Agricultural Sector" in conjunction with the Agrarian Chamber of Ukraine. Besides Members of the both Chambers, Mr. Hryhoriy Kaletnik, Member of Verkhovna Rada, Chair of Parliamentary Committee on Agrarian Policy and Land Relations and Mr. Jose-Roman Leon Lora, Head of Operations Section, Delegation of the European Union to Ukraine, attended the meeting. The participants agreed that interaction between government, business and representatives of civil society in the agricultural sector should be legally regulated. The meeting proved a possibility of dialogue between all sides involved in agricultural market development.



Such events prove generate a high level of discussion on the issues of upmost importance to the agricultural sector of Ukraine between the business leaders and the government authorities. They contributed to the information and contact exchange between Chamber Members and Ukrainian state officials and sent a positive signal to the present and future investors in the industry.

### **BANKING AND FINANCIAL SERVICES COMMITTEE**



### Co-Chairs:

Jacques Mounier, CIB Credit Agricole – Co-Chair and Responsible Board Member Vladyslav Rashkovan, UniCredit Bank Secretary:

Oleksiy Lukash, PRAVEX-BANK

The Banking and Financial Services Committee has identified its Mission as active participation in the Ukrainian banking system development and promotion of high quality banking standards and values as well as support and development of initiatives of the Ukrainian government and local banking association towards establishment of local banking environment harmonized with the best international banking practices. The Banking and Financial Services Committee has established itself as one of the most active and productive Chamber Committees involved both in lobbying and networking activities.

**Current Priorities:** facilitation of the efficient dialog between NBU and banking community; antimony laundering legislation, advocating for proper regulation of foreign exchange market.

The Chamber is a Member of the Public Council of the Ministry of Finance and participates regularly at its meetings.

Examples of major issues that the Committee actively discussed, worked on and addressed to the state authorities include but not limited to the following:

Law of Ukraine #1533-VI (Draft Law #3585) "On Amending Certain Legislative Acts of Ukraine aiming to Overcome Negative Impacts of the **Financial Crisis"** — The Committee participants discussed the taxation issues, emerging from interpretation of this Draft Law and addressed state authorities aiming to identify the most negative conseguences the Law resulted in. As well the Committee experts expressed their opinion on the Resolution of the National Bank of Ukraine #762 "On Regulation of the Issues regarding the Registration of Foreign Investments", which was issued in fulfillment of the Law #1533-VI. After registration of the Draft Law of Ukraine #6122 "On Amendments to Certain Legislative Acts of Ukraine (regarding crediting and stimulation of foreign investments)" intended to mitigate the effects of the Law of Ukraine #1533-VI, the Committee has addressed the relevant state officials with its position supporting the Draft Law and as the result of its efforts the Draft was adopted thus restrictions regarding cross-border loans and foreign investments were withdrawn. As well the Committee in conjunction with the Chamber Tax Committee have



addressed the relevant state officials with its position regarding tax deductibility for provisions of banks, suggestions regarding specification of paragraph 12.2.1 of the Law of Ukraine "On Corporate Profit Taxation" (Article 12 of the CPT Law was amended by the Law of Ukraine #1533-VI "On Amending Certain Legislative Acts of Ukraine aiming to Overcome Negative Impacts of the Financial Crisis").

Draft Law #6293 "On Amendments to Part 1 Item 1 of the Article 24, Part 1, Item 5 of the Final and Transitional provisions of the Law of Ukraine "On Joint Stock Companies" — After the Draft Law #6216 "On Amendments to the Law of Ukraine "On Joint-Stock Companies" (regarding improvement of the activities mechanism) was registered in the Parliament, which cancels the listing





procedure for the public joint stock companies (Article 24) was registered on March 19th, 2010 (adopted in 1st reading on July 6, 2010), the Chamber Banking and Financial Services Committee decided to support such legislative initiative. However in view that the more specific Draft Law #6293 "On Amendments to Part 1 Item 1 of the Article 24, Part 1, Item 5 of the Final and Transitional provisions of the Law of Ukraine "On Joint Stock Companies" was registered on April 13th, 2010 the Chamber supported the latter piece of legislation.

**Banking issues in the Draft Tax Code** — The Committee through the special Chamber sub Working Group on the Draft Tax Code — banking issues prepared the positions which were further incorpo-

rated into the Chamber positions on the Draft Tax Code at its different stages of its development. The Chamber took a leading role in the Draft Tax Code developments within the framework of the Parliament Committee on Taxation and Customs Policy and continues to actively advocate for issues that are important to the Chamber Membership.

Proposed amendments to the Joint Stock Company Law mandating payment of dividends — The Committee has addressed the relevant state officials with its position. According to the letter, there is a need to support the Draft Law #6396 "On Amendments to the Law of Ukraine "On 2010 State Budget of Ukraine" (regarding bringing certain provisions in line with current legislation) and

express disagreement with the Draft Law #5183 "On Amendments to the Law of Ukraine "On Joint Stock Companies" (regarding providing the rights of ordinary shares' owners for dividends receipt) which is enhancing mandatory dividends paying.

### Draft Law of Ukraine #6376 "On Derivatives" —

Pursuant to the Chamber position, the Committee participants suggest that the Draft will stimulate the development of the financial market, however there are certain provisions which need modifications. The Committee has addressed the relevant state officials with its position and will further cooperate with the representatives of the Parliament Committee on Finance and Banking to discuss the issue.

Draft Concept of Single National Payments Area, Draft Law #6465 "On Amendments to Certain Legislative Acts of Ukraine (regarding improvement of payment systems functioning mechanisms and special payment means) and the Draft Law #6466 "On Amendments to the Law of Ukraine "On Payment Systems and Transfer of Funds in Ukraine" (regarding development of non-cash transactions using special payment means and national payment area) — The Committee has addressed the relevant state officials with its position. gathered the special Working Group to develop the final Chamber position, addressed the Parliament asking to include the participants of the Chamber Working Group into the Parliament Working Group on the issue and will invite Mr. Polunieiev, People's Deputy for the Banking Committee Meeting to discuss the issue:

The Draft Law #3062 (Law of Ukraine #2258-VI) "On Amendments to the Law "On Anti-Money Laundering" — The Committee has addressed the



President, the relevant state officials and FATF with its position. The Chamber Policy Team and experts of the Chamber Committee participated in the Working Meeting with Mr. Sergiy Gurzhiy, Head of State Financial Monitoring Committee of Ukraine devoted to Anti-Money Laundering (AML) Law where among other issues Parties decided to sign the Memorandum of Cooperation in near future.

The Committee closely cooperates with the newly established institution — Forum for Leading International Financial Institutions sharing views and lobbying financial sector related issues on different advocacy venues.

In 2010 the Chamber Banking and Financial Services Committee held important meetings with representatives of the private sector, experts and Government officials including, but not limited to:

Chamber Banking and Financial Services Committee Meeting with Mr. Vasyl Volha -New Head the State Commission on Financial Services Market Regulation who updated on the main priorities, plans of activity, legislative initiatives of the State Commission on Financial Services Market Regulation. Among the main priorities of activity the guest speaker mentioned increasing area of competence of the regulator and its independence; increasing in 10 times the capitalization of insurance market in the next 3 years; adoption of the Law of Ukraine "On Obligatory Medical Insurance" (now the Special Working Group is established); introduction of obligatory agriculture insurance; amendments to the Law of Ukraine "On Financial Services" (according to which the regulator will be given enough competences in order to operatively react on the relevant market);

Chamber Banking and Financial Services Committee Meeting with **Mr. Aleksander Zavada, President of Ukrainian Insurance Federation** devoted to insurance market sector development;

Chamber Banking and Financial Services Committee Meeting with Ms. Tatyana Fedorova, Association "Ukrainian Union of Lessors" devoted to leasing issues in the Draft Tax Code;

Chamber Banking and Financial Services Committee Meeting with **Mr. Sergiy Gurzhiy, Head of State Financial Monitoring Committee** of Ukraine devoted to Anti-Money Laundering (AML) Law where among other issues Parties decided to sign the Memorandum of Cooperation in near future;

Chamber Banking and Financial Services Committee Meeting with Mr. Marius Vismantas, World Bank designed to results of the World Bank activities and priorities from a financial sector standpoint;

Chamber Banking and Financial Services Committee Meeting with Mr. Max Alier, IMF Resident Representative in Ukraine who informed on financial related matters of IMF-Ukraine Agreement, concluded in July 2010.



### **CORPORATE SOCIAL RESPONSIBILITY COMMITTEE**



Responsible Board Member Jason Murphy, British American Tobacco Ukraine

### Co-Chairs:

Yuriy Bykoriz, "Slavutich", Carlsberg Group Tetyana Babenko, METRO Cash & Carry Ukraine Secretary:

**Anna Chumak**, International Institute of Business

The Mission of the Chamber Corporate Social Responsibility (CSR) Committee is to promote social investment practices among the business community, develop the CSR concept in Ukraine (advocating for harmonization of the legislation base), assist local and international businesses in the foundation and further development of philanthropy and charity in Ukraine and build their effective cooperation with the variety of charitable organizations, provide valuable experience for the national and international companies how to design, implement, monitor and evaluate a sustainable, community-based social investment project from start to finish.

Examples of the major issues that the Chamber Committee actively discussed and worked on include, but are not limited to:

Discussion and sharing of the best practices on the corporate social responsibility sphere, research on the possibilities, challenges and opportunities for the development of social responsibility concept in Ukraine, sharing the results of research "HR Role in Company's Sustainable Development" elaborating on the human factor in the success of corporate SCR programs, which was explored by the Centre for Corporate Social Responsibility Development with support of JT International Company Ukraine and presented by Ms Marvna Saprvkina.

The CSR Committee was also involved in the project "From Words to Deeds" aimed at setting up NGOs/ charitable programs in local communities and developing consolidated and systematic approach to the existing charitable programs from CSR community. The process of project implementation includes determination of the corporate CSR priority issues for the Member Companies and further cooperation with an experienced charitable organization to design. implement, monitor and evaluate a sustainable, community-based social investment project from start to finish. The Committee Members determined the three CSR priorities, namely environmental protection, health and child care and education and listened to the reputable charity organizations presenting their vision of a successful project implementation.



### **CUSTOMS COMMITTEE**



Responsible Board Member Boris Krasnyansky, PricewaterhouseCoopers

### Co-Chairs:

Igor Dankov, PricewaterhouseCoopers Svetlana Polevaya, UPS

The Mission of the Chamber Customs Committee is to contribute to development of the customs legislation that would be simple, modern, adaptable, realistic and tangible and to develop a professional Forum for discussion of the customs issues.

The Chamber Customs Committee remains to be the active Member of the Public Council under the State Customs Services of Ukraine and regularly presents the Chamber Members concerns at the Public Council Meetings.

Examples of major issues that the Committee actively discussed, worked on and addressed to the state authorities include but not limited to the following:

- Draft Customs Code the Chamber Customs Committee experts are included into the Working Group under Cabinet of Ministers of Ukraine which is engaged in elaboration of the Draft Customs Code:
- Draft Tax Code The Chamber Customs Committee experts contribute to providing comments to the Draft Tax Code which are incorporated into general Chamber position;
- General issues of the customs value definition the Committee participants are discussing the general and specific issues and continue to maintain dialog with the relevant state authorities:
- Royalty the Chamber maintains the dialog with the State Customs Service of Ukraine, Ministry of Economy of Ukraine regarding clarifying the procedure of the customs treatment of royalties;
- Express deliveries the Chamber in conjunction with relevant associations has prepared the letter asking to cancel the types of customs control for express-deliveries and continues to lobby against such restrictions;

- Customs Clearance for Transparent Legitimately Operating Companies Has Been Simplified (White Lists) The Chamber, as an organization representing legitimately operating companies in Ukraine, supports and has been actively lobbying for the development and implementation of White Lists;
- Methodology of the cost calculations related to the customs clearance procedures
   The Draft Order "On Amendments to Methodological Recommendations on application of Certain Provisions of the Customs Code of Ukraine on Customs Value Determination of Goods, Imported into the Customs Territory of Ukraine the Co-Chair of the Customs Committee Mr. Igor Dankov, Co-Chair of the Chamber Customs Committee, PricewaterhouseCoopers has developed the comments to the Draft Order aimed to improve the procedure of royalties' treatment which were sent to the State Customs Service of Ukraine:
- "Excise" Customs Terminal after an intensive advocacy and lobbying campaign by the Chamber Policy Team, Chamber Customs Committee and Chamber Healthcare Committee, on Monday, April 12th, 2010 in accordance to the Order of the State Customs Service of Ukraine #344 "On Liquidation of the "Excise" Customs Terminal and amendments to the Order of the State Customs Service of Ukraine #130 dated February 18th, 2010" the "Excise" Customs Terminal ceased to exist;



 Instruction of the Chief State Inspector of the Veterinary Medicine of Ukraine #15-3-1-3/5107 dated June 15th, 2010 which is cancelling all existed permissions on import of products of animal origin to the territory of Ukraine — The Committee has addressed the relevant state officials with its position and met with Mr. Oleksander Zhuk. Deputy Head of the State Committee on Veterinary Medicine and with Mr. Artem Sayenko, Deputy Head of the State Inspection of the Veterinary Medicine who suggested to work jointly on elaboration of amendments to the Law "On Veterinary Medicine" and to the Resolution of the Cabinet of Ministers of Ukraine #652.

In 2010 the Chamber Customs Committee held important meetings with representatives of the private sector, experts and Government officials including, but not limited to:

Meeting with a distinguished guest-speaker Mr. Sergiy Tereshchenko, Head of the Department of the Monitoring of Scientific Research in the Sphere of Maintenance of Customs Affairs, State Scientific Research Institute of Customs Affairs of the State Customs Service of Ukraine devoted to discussion of the issue of customs value and EU legislation application in this sphere.

Meeting with Mr. Anatoliy Serbailo, Head of the Department of Organization of Customs Control, State Customs Service of Ukraine and Mr. Hennadiy Romanenko, Head of the Kyiv Regional Customs House dedicated to the Excise Terminal issue.

Open Committee Meeting devoted to diverse customs issues hosting representatives of the State Customs Service of Ukraine, i.e. Mr. Pavlo Pashko, Deputy Head of the State Customs Service of Ukraine, Ms. Kateryna Shelepova, Deputy Director of the Department of the Customs Value, Mr. Hryhorii Maltchik, Deputy Director of the Department of Organization of Customs Control and Work of Customs Brokers, Mr.

Sergii Volyk, chief inspector of the Department of Organization of Customs Control and Work of Customs Brokers, Mr. Pavlo Pisnoi, Deputy Head of the Regional Informational Customs, Mr. Andrii Ocheret, Head of division of goods declaring of the Department of Customs Regimes and Organization of Customs Clearance, Mr. Andrii Budakov, Deputy Head of the Division of Legal Maintenance.



### **FUEL AND ENERGY COMMITTEE**



Responsible Board Member Mr. Patrick van Daele, Shell

Co-Chairs:

Mr. Oleksiy Tatarenko, Shell

Secretary:

Mr. Yaroslav Petrov, Asters

The Mission of the Chamber Fuel and Energy Committee is to secure level playing field and liberalization of oil and gas markets in Ukraine (including Gas Market Law, oil auctions, etc) and improve the mechanisms for investment into oil and gas sectors (including licensing procedures, PSA, joint activity agreements, joint ventures) in the Upstream Sector, harmonize Ukrainian oil products standards with the ones in the EU and establish effective quality control system, as well as secure fair and transparent competition on Ukrainian oil products market in the Downstream Sector and develop investment incentive New Tariff Methodology for electricity distribution companies based on the best international practices in the Electricity Sector.



Aiming at making the Ukrainian fuel and energy market investor friendly and favoring energy independent Ukraine, the Committee was deeply engaged in shaping the legislative base, namely thoroughly analyzing all the Draft Laws appearing in Verkhovna Rada and immediately contacting the state authorities with the aim of communicating the corresponding vision and position of fuel and energy business representatives to the state authorities, including President, Prime Minister, relevant Ministries.

Examples of the major issues that the Chamber Fuel and Energy Committee actively discussed, prepared and addressed to the state partners include, but are not limited to:

**State regulation of Gas Market:** the Law of Ukraine "On the Principles of Gas Market Operations" included into the Action Plan of the Chamber's "Partnership for successfully competing in the global economy" among those, which required reforms.



The Committee recognized that adoption of the Law was a positive development and a step forward to harmonization with the EU standards and energy independence. At the same time, Chamber Members claimed that the adopted Law contains a number of provisions that hinder development of a competitive gas market in Ukraine and concern the investment community and submitted letter with their considerations on improvement of this important piece of legislation to the Prime Minister Mykola Azarov.

**Energy efficiency:** the Draft Law #5376 "On Amendments to Certain Legislative Acts of Ukraine on Product Sharing Agreement". The Chamber Policy Team, in conjunction with many fellow Members, consistently monitored and worked on the above

mentioned legislation. Special Working Group on Product Sharing Agreement Law was created under the Chamber to develop and address the list of proposals on the Draft Law to Mr. Tkachenko, Head of the Committee of Economic Policy Affaires, VR Committee on Fuel and Energy and VR Committee on Industrial and Regulatory Policy and Entrepreneurship. Position Paper on Product Sharing Agreement focused on proposals regarding the following aspects of the law: tender procedures, government as a PSA party, taxation issues, assignment of rights under PSA, role of state authorities and local administration.



cial attention to the governance on the Production Sharing Agreements ("PSA") Tax Code of Ukraine (Chapter XVIII), which suggests transferring the tax treatment of the PSA revenues to the general fiscal system and thus makes such mechanism unattractive for most of the projects in the oil and gas area. The Committee Members submitted their suggestions to the relevant state authorities.

**JAA issue:** the Committee Members analyzed the situation with the Joint Activity Agreements, namely subjective interpretations of subsoil legislation, unwillingness to recognize JAA as a valid mechanism for investment and unjustified barriers set by State Tax Administration in its numerous orders and addressed the Prime Minister Mr. Mykola Azarov with the request to take measures for eliminating inconsistencies between the above mentioned orders of the State Tax Administration and provisions of Ukrainian legislation.

**Transparent competitive environment on the oil and gas market:** the Committee Members considered the situation with the tax-free import of oil products in the country, absence of necessary regulations for orderly and transparent conducting of oil auctions in the country and delay with the transfer to Euro 4 standards.

In 2010 the Chamber Fuel and Energy Committee held important meetings with experts, government officials and representatives of international organizations, including but not limited to:

- Mr. Max Alier, IMF Resident Representative in Ukraine
- Mr. Volodymyr Ignashchenko, the First Deputy Minister for the Environmental Protection

### **HEALTHCARE COMMITTEE**



Alexander Rodionov, Procter & Gamble Ukraine — Responsible Board Member

### Co-Chairs:

**Borys Danevych**, Paritet Law Firm **Serhiy Kalashnyk**, Eli Lilly Vostok S.A

Secretary:

Arkadiy Lytvak, Pfizer H.C.P. Corporation

The main objective of the Healthcare Committee, one of the oldest at the Chamber, (it began in 1998) is to improve Ukraine's business environment in the pharmaceutical field. The Committee works in close liaison with the US Embassy Commercial Department and the US Department of Commerce. The Chamber is a Member of the Public Council of the Healthcare Ministry and regularly participates in the meetings.

#### **Current Committee's Priorities are:**

- Setting up and further development of reimbursement system in Ukraine in respect to medicinal products;
- Adoption of the new up to date and western type law on medicinal products.
- Improvement of the procedure of state quality control over imported medicines
- Compliance with intellectual property rights of innovative pharmaceutical companies; improving situation in regards to public procurement issues
- Development of system of clinical trials by taking into consideration a great potential of export of

- professional intellectual products in Ukraine, improvement of their regulations and cancelling VAT on imported drugs for clinical trials by changes in the legislation in force
- Improvement of regulation of medical products turnover
- Contributing to reforming the national healthcare system and defining priority steps to be taken

One of the top Committee's priorities is improvement of the provision of healthcare to the population by setting up and further developing the reimbursement system in respect to medicinal





products. Reimbursement system together with or apart of the compulsory medical insurance should be developed based on international best practices and experience. A number of events was held throughout 2010 dedicated to the establishment of this new system that would provide more citizens with access to needed medicine. A piece of legislation must be developed and adopted by the Parliament of Ukraine. The Committee Leadership supports the possibility of introduction of the certain elements of the German reimbursement system in Ukraine, as this issue was discussed at one of Committee Meetings, and it was the first presentation of this kind made in Ukraine in which a legislative framework of functioning of reimbursement system in Germany was analyzed.

The Chamber Healthcare Committee conducted a round table jointly with APRAD (Association of Pharmaceutical Research and Development) that was dedicated to the establishment of the reimbursement system in Ukraine that will provide more citizens

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with access to needed medicine. The Committee joined the Working Group within the Parliamentary Healthcare Committee, initiated by Mr. Yuriy Gaidayev, Member of Parliament. As a part of healthcare system reform, the Committee will continue to advocate for establishment of the effective reimbursement system of out-patient treatment, in particular, reimbursement of prescribed medicines' costs.

The Committee Members have elaborated Committee's position on prevention of VAT introduction for medicines: it should be introduced only after the establishment of a state medical insurance/reimbursement system, but not before it. Members continue to monitor adoption of the Draft Tax Code of Ukraine and perspectives of VAT introduction on pharmaceuticals. Position of Healthcare Committee is that there should be no VAT on medicines. In this regard, the Committee has addressed Mr. Volodymyr Lytvyn, Parliamentary Speaker, with a letter in which the state authorities are urged not to introduce VAT on medicines since it will lead to price increase.

The Committee also works actively on improvement of regulations concerning clinical trials in Ukraine and on potential exemption of services on conducting of clinical trials from VAT by changing and further developing existing legislation.

The Chamber Healthcare Committee developed its position on the draft Law # 7007 "On the Amendments to Certain Healthcare Legislation" (as regards strengthening control of the turnover of medical products, food products for special dietary consumption, functional food products and dietary additives) and addressed the Parliamentary Healthcare Committee regarding the introduction of the advertising ban on pharmaceuticals. A letter was sent to Members of Parliament who are the authors of the



Draft Law # 7007. The Members of the Chamber Healthcare Committee are convinced that the issue of advertising of OTC medicines should be regulated but there should be no ban on advertising as such practice is absent in Western countries.

The Committee successfully worked on providing changes to the Draft Law of Ukraine "On Amendments to the Article 12 of the Law of Ukraine on Medicines" on adding Braille labeling for packages in order to harmonize it with the existing practices in Europe. The Committee's suggestions were also taken into account in the preparation of the Order of the Ministry of Healthcare of Ukraine regarding approval of procedure of the Braille font labeling of medicinal products.

The Chamber Healthcare Committee advocates for the necessity of re-shaping of IPR protection system in pharmaceutical sector. Intellectual property rights of the innovative pharmaceutical companies shall be protected and respected by means of legislations and law enforcement in order to make the Ukrainian pharmaceutical sector more attractive for international investments.

# **HUMAN RESOURCES COMMITTEE**



### Co-Chairs:

Alena Kozlova, Shell Aleksandr Rudnitsky, JT International Secretary:

Anna Shalina, Deloitte

### **Current Committee's Priorities are:**

- Strengthening of the advocacy activities in the part of improving/amending the national labor legislation (esp. Draft Labor Code, General Agreement) to further exclude the current gaps in the national labor regulations together with unstable migration rules both prevent an optimal allocation of human capital from outside Ukraine and seriously penalizes Ukraine's attractiveness for foreign specialists in different kinds of economic activity;
- Continuing being the platform for sharing best practice, experience, knowledge and skills with HR Community within the framework of regular Committee Meetings and Knowledge Seminars; promoting and implementing effective professional training for the tomorrow HR specialists aiming to raise the level of human capital (HR University Project implemented at the Kyiv National Economic University).

Efficient labor market mechanism must ensure a clear relationship between worker incentives and their efforts, as well as the best use of available talents — which includes equity in the business environment between women and men, foreign citizens and Ukrainian nationals. A major labor law reform — the Draft Labor Code of Ukraine aimed at improving the Soviet heritage in labor relations has been developed, but it has yet to be finally approved by the Verkhovna Rada. The named Draft Labor Code is not an ideal one in view of its content and rule-making, however, contains for the most part a number of achievements of both national and foreign developers.

The Chamber HR Committee participates in the Working Group on Labor Market Liberalization

chaired Mr. Vasyl Nadraga, Minister of Labor and Social Policy, and continues to advocate for implementation of balance of interests between employers as well as employees.

Moreover, the current gaps in the national labor regulations together with unstable migration rules both prevent an optimal allocation of human capital from outside Ukraine and seriously penalizes Ukraine's attractiveness for foreign specialists in different kinds of economic activity. In particular, exit/entry procedures for foreigners and current policies in regards to work permit regulations continue to be important and sometimes confusing issues to be resolved in the nearest future.







In September 2010 HR Committee conducted a meeting devoted to the discussion titled "Certain Myths and Existing Misconceptions about Employment in Ukraine" facilitated by Ms. Kristina Kochetkova, Senior Consultant, Tax and Legal Services, HRS Group, and Ms. Olga Melnychenko, Attorney, Tax and Legal Services, Legal Group, from PricewaterhouseCoopers.

The speakers raised certain problematic issues in the employment area, including legal, immigration and tax matters regarding the employment of Ukrainian and foreign citizens and participants shared the experience gained in resolving these issues.

Chamber HR Committee also devoted one of its to meeting to the discussion of the a partnership between HR and CSR departments in the company, in particular the meeting was devoted to sharing results of the research "HR Role in Company's Sus-

tainable Development" conducted by the Centre for Corporate Social Responsibility Development with support of JT International Company Ukraine.

Ms. Maryna Saprykina, Head of the Board, the Centre for Corporate Social Responsibility Development, did a presentation titled "Social Responsibility: People are Essential". She underlined that a partnership between HR and CSR departments is a step towards consistent corporate responsibility policy and explained financial benefits if corporate CSR programs are successful and advantages for the company if employees are involved in them. The speaker stressed that involvement of the employees is a key factor of companies' share value (indicator for corporate management assessment).

As a result of the meeting, participants agreed to prepare a second part of the Guide "Social Responsibility: People are Essential".

The Chamber HR Committee is a very popular platform of best practice sharing among HR professionals that are able to discuss such issues as motivation, corporate culture, personnel retention, employees' compensation and benefits, performance management and exchange their opinion regarding legal, immigration and tax matters of the employment of Ukrainians as well as foreigners.

One of the successful mechanisms of providing upto-date practical experience to the future specialists in the field of personnel management is the Educational Project "HR University".

In November 2010 the Chamber's Human Resources (HR) Committee Educational Project "HR University" was re-launched for the academic year 2010 - 2011 in conjunction with the HR

department of the Kyiv National Economic University (KNEU) which is developed for future specialists in the field of personnel management.

The Chamber continues this successful and innovative program for the benefit of future business leaders. This project provides an opportunity for the students to get trained in the field of personnel management, tailored to the needs of today's business, corresponding to the new economic realities, making graduates in demand within the labor market.

In order to familiarize future young professionals with the latest theories, trends and developments in personnel management, the Chamber HR Committee developed a series of lectures for third through fifth year students.

The HR professionals that participated in the project last year continued their involvement with the HR University and deliver the lectures, containing theoretical and practical conclusions, on the topics listed in the table.

In general a strong and continuous partnership based on concrete projects' implementation, respect and professionalism is already acknowledged as the only one effective approach to solve many problems in the sphere of education and skills' gap minimization. The Chamber together with its international Membership prepares the specially designed partnership projects in the HR and education spheres.

The Chamber Human Resources Committee constantly advocates and works for improvements in these areas which would place Ukraine on a stronger growth trajectory going into the future and increasing country's attractiveness for foreign investments.

# **INTELLECTUAL PROPERTY RIGHT COMMITTEE**



### Co-Chairs:

Mr. Taras Kyslyy, Magisters

Mr. Ruslan Drobyazko, Baker & McKenzie —

CIS, Limited **Secretary:** 

Mr. Michael Doubinsky, Doubinsky & Osharova

Curren In 2010 the Chamber IPR Committee is still concerned about the issue of "gray and parallel import", which creates problems and obstacles for many legally operating companies in Ukraine.

During the year the Chamber and IPR Committee were focused on the issue of copyright and related rights as well as patent rights in the sphere of laser disks production. The Chamber was pleased to organize a number of meetings and discussion on this issue including Meeting with Mr. Oleh Gumenyuk, Deputy Head of the department on copyright and related rights at the State Department of Intellectual Property, Ministry of Science and Education.

In 2010 the Chamber was please to have a Special Joint IPR and Customs Committees Meeting with Mr. Timothy Trainer, the President of Global Intellectual Property Strategy Center (USA) who spoke on the role of Customs in Intellectual Property protection and the role of Intellectual Property in business and economic development.

The Chamber IPR Committee Members discussed the recent amendments to the Law of Ukraine "On Judicial System and Status of Judges" as well as the role of the State Inspectors in the IP protection; ineffectiveness of their work is in limitation of their rights and only formal nature of their requests and actions, as they have no control over the law enforcement authorities.

The Chamber actively worked on the Comments to the Recommendations of the Supreme Economic Court of Ukraine regarding the cases related to the intellectual property sphere.

The industry sectors' represen-tatives as well as the lawyers and service providers of the companies are still concerned about the appropriate law enforcement practices by the Ukrainian State authorities for the violations in the IPR area.



# **INFORMATION TECHNOLOGIES COMMITTEE**



### Co-Chairs:

Mr. Vlad Zhovtenko, WordAPP Inc. Mr. Andrii Suchyk, GlobalLogic Ukraine Secretary:

Ms. Irina Volk, Microsoft Ukraine, LLC

The Chamber IT Committee experienced elections in September 2010. The newly appointed Committee Leaders Mr. Vlad Zhovtenko, WorldAPP, Inc., Mr. Andrii Suchyk, Global-Logic Ukraine and Ms. Irina Volk, Microsoft Ukraine, LLC continued working for the benefit of the IT Committee as well as the IT industry in Ukraine.





The Chamber was a Member of the Public Council of the State Committee for Informatization and participated in those meetings regularly. By the end of 2010 the State Committee for Informatization was restructured into the State Committee on Science, Innovations and Informatization. The Chamber took part in the meeting of the organizational group under the State Committee for Informatization, which became the basis for the Public Council under the State Committee on Science, Innovations and Informatization.

Among the achievements and innovations of the Committee in 2010 **the Chamber ICT Market Leaders Business Breakfast** can be mentioned. The Business Breakfast provided the CEOs of the Chamber Member companies with an excellent opportunity for focused networking to exchange

information on the priority issues for the industry throughout 2010-2011. In the process of discussion participants defined top challenges for IT & Telecom industries in Ukraine and possible synergy areas for cooperation.

In 2010 within the framework of the Chamber IT Committee the Chamber Members actively work on the **Draft Tax Code** in the provisions relating to IT sphere. The Committee is as well concerned about legislation on **Electronic Signature and Cryptographic Data Protection**. The Committee has elaborated comments to the Draft Tax Code within the framework of the Draft Tax Code Working Group on IT issues and started working on the **Draft Customs Code** within the Working Group of the Chamber Customs Committee to ensure that opinion of the IT related business community is taken into account.

### **LEGAL COMMITTEE**



James Hitch III, Baker & McKenzie - CIS, Limited – Responsible Board Member

### Co-Chairs:

**Olexander Martynenko**, CMS Cameron McKenna LLC

Mariya Nizhnik, Vasil Kisil & Partners

### Secretary:

Sergiy Shklyar, Arzinger

The Chamber Legal Committee was created as a forum for professional exchange among attorneys from law firms and local companies. Members of the Committee represent a broad spectrum of legal professionals working in Kyiv. One of the Committee's main activities is to work in conjunction with other Chamber Committees when they need to address issues with specific legal ramifications.

The Chamber is a Member of the Public Council of the Ministry of Justice, and participates regularly at its meetings.

Examples of the major issues that the Committee was actively involved in included but are not limited to:

**Draft Tax Code** — The Committee experts are involved into the sub Working Groups of the Chamber in regards to commenting the Draft Tax Code provisions:

The Joint Stock Company Law — the Committee experts are working on elaboration of the Regulations of the Securities and Stock Market State Commission, Clarifications of the Securities and Stock Market State Commission as well as on amendments to the Law of Ukraine "On Joint Stock Company Law". As for the example, the Committee experts provided structured comments in relation to the Draft Law #6216 "On Amendments to the Law of Ukraine "On Joint Stock Companies" (regarding improvement of the mechanism of activity).





**Draft Law "On Limited Liability Companies"** — Committee Members are studying the Draft Law via the special set Working Group and are formulating the Chamber position;

Draft Law "On Bar" (three versions), Law of Ukraine #2453-VI "On Judicial System and Status of Judges" — the Committee Members are studying the Draft Laws and then will create the Committee's position;

Procedure of bankruptcy, Draft Law on Bankruptcy procedures — Members of the Chamber Legal Committee volunteered to participate in the Working Group on procedure of bankruptcy under the Ministry of Economy;



The Draft Law #3062 (Law of Ukraine #2258-VI) "On Amendments to the Law "On Anti-Money Laundering" — the Committee will prepare the position jointly with the Chamber Banking and Financial Services Committee and address the relevant state authorities;

Draft Law "On Amendments to the Law of Ukraine "On Protection of Economic Competition" as for ensuring evidences in cases which are considered by the Antimonopoly Committee of Ukraine" — the Committee has considered the issue and is preparing the position.

PPP legislation implementation — Together with Effective Governance Fund, CMS Cameron McKenna, Vasil Kisil and Partners and Commercial Law Center the Chamber has launched the educational campaign regarding PPP to local authorities

in Ukraine and will monitor further related legislation and inform the Committee Members on the issue; The Committee will continue to serve as the legal advice platform to other Chamber Committees.

In 2010 the Chamber Legal Committee held important meetings with representatives of the private sector, experts and Government officials including, but not limited to:

Meeting at the Consultancy Expert Council at the Securities and Stock Market State Commission (Commission) devoted to Draft Law "On Amendments to the Law of Ukraine "On Joint Stock Companies" touching on improvement of the corporate governance system;

Working Group Meeting under the Parliament Committee on Industrial and Regulatory Policy and Entrepreneurship dedicated to the preparation to the 2nd

reading of the Draft Law #3071 "On Industrial Parks"; Meeting with the Stockholm Chamber of Commerce Arbitration Institute dedicated to the Arbitration Cases Successful Prosecution;

Meeting — discussion related to the improvement of the JSCL, which was organized by Blue Ribbon Analytical and Advisory Centre.

Chamber Legal Committee Meeting devoted to the necessity of MBA as an essential stage for education of law firm managers and owners working in business and financial sectors where **Dr. Ofer Zellermayer** (PhD in Behavioral Decision Making and Marketing, Carnegie Mellon University), Head of the Marketing and Advertising Program and Head of the Honor Program, OAC was the guest speaker.



# **LOGISTICS & TRANSPORTATION COMMITTEE**



### Co-Chairs:

Michal Janikowski, Head of Supply Chain, METRO Cash&Carry Ukraine Oleg Kalenskyy, Member of the Board, UVK

The Chamber Logistics and Transportation Committee is to be established to ensure the dialogue of Chamber Members — market participants and representatives of government on all levels, including the Parliament of Ukraine, Cabinet of Ministers, certain Ministries (Ministry of Transportation and Communication in particular) and state agencies. The goal of cooperation is a formulation of absolutely transparent and beneficial rules of game — for the participants of economic activity and for the state in general.

Current Committee's Priorities are:

- Provision of a steady dialogue in terms of business-government framework in regards to upto-date issues of logistics sector development: infrastructure, transport, communication, etc.
- Establishment of interaction mechanisms for participants of customs logistics with state customs bodies of all levels with a goal to coordinate activities of all sides in order to optimize customs-terminal structure and introduction of cutting edge organizational, informational and production technologies

Meeting the numerous requests and answering to the initiative of the company UVK and other Members, the Chamber proactively acceded to the need to establish a communications and advocacy platform for the shipping and logistics companies, express delivery carriers, FMCG companies and retail chains to exchange information on a variety of issues that are currently impacting their businesses.

There is a consent among the Committee Members of the necessity to develop and properly regulate Ukraine's own logistics infrastructure (including ports, hubs, roads, truck fleets etc.). The Members will advocate for Ukraine to become a well developed transit country and for the need of reforms' acceleration in infrastructure.

In July 2010 the Committee provided a unique opportunity for leading cold chain industry players to

discuss the future of cold logistics development in Ukraine. Over 60 participants of the Open Committee Meeting discussed the current state of existing cold chain elements in Ukraine, possibility of consolidation of delivery volumes of cold products manufacturers in sharing expenses, perspectives of developing the cold segment of national retailers' distribution centers. It was agreed at the Meeting that the national cold chain logistics standards can be improved by means of uniting various logistics players and attracting foreign and domestic investment into this crucial sector.

The Chamber Logistics & Transportation Committee Leadership works on consolidation of the Members' efforts in order to harmonize interaction of the market players through suggestion of unified standards and procedures, introduction of advanced technologies and know-how's, creation of knowledge base and development of more efficient supply chain models. The Committee promotes introduction of common pallet labeling standards in Ukraine and development of harmonization of operational strategies for retailers, suppliers and 3PL-providers. The Members' position, agreed at the Committee Meeting in September 2010, is that it is necessary to introduce common pallet labeling standards while taking into account all factors of supply chain structure, and stressed the defining role of world top retailers on moving this issue forward.

The Committee works on fostering the dialogue with the state agencies (UkrAvtoDor, the Ministry of Transportation and Communications, municipali-



ties, Committee for Preparation to Euro-2012 etc.) to develop the logistics infrastructure in Ukraine; and deepening cooperation between the business sector (logistics operators, cargo-owners, forwarding & transportation companies etc.) and state-owned regulatory bodies — with a view to improve state's regulatory function and amend the local logistics-related law closer to European standards and practices.

In November 2010 Logistics & Transportation Committee conducted a joint meeting with a Chamber Real Estate Committee devoted to Market Opportunities and Investment into Development of Nation-Wide Cold Chain Logistics. The participants agreed on joining their efforts on promoting market opportunities and investments into development of cold chain logistics in Ukraine.

The Logistics & Transportation Committee promotes optimization in supply chain with the help of Electronic Data Interchange (EDI) technologies and expansion of Efficient Consumer Response (ECR), a movement that provides new principles of collaborative management along the supply chain, promotes the removal of unnecessary costs and presents a new level of response to consumer demand. The Committee meeting scheduled for December 2010 will bring experts from neighboring countries who will share successful ECR activities with their Ukrainian counterparts.

The Members of the Logistics & Transportation Committee will exploit the synergies that come from powerful new information technologies and planning tools and will consider ECR as the most effective way of delivering the right products to consumers at the right price and time.



# THE OVERSEAS SECURITY ADVISORY COUNCIL (OSAC)



Mission of the OSAC is to promote security coop-eration between business and private sector inter-ests worldwide.

Together with the US Embassy to Ukraine the Chamber is involved in the regular dissemination of useful and necessary information updates on the appropriate topics to all interested Member companies and partner organizations as well as embassies. There is a mailing list, which is open for the Membership as well as weekly "OSAC Tips of the Week" announcements in the Chamber Weekly Bulletins.

### PR COMMITTEE



### Co-Chairs:

Ms. Nataliya Popovych, PRP Ukraine Ms. Alexandra Afanasieva, NJSIC ORANTA

Mission of the Chamber PR Committee is to support and facilitate the development of long term information policy for strengthening competitiveness of Ukraine and improving the international image of Ukraine, develop and implement initiatives directed at the formation of positive international image of Ukraine before EURO 2012 Football Championship, improve the legislative framework for coverage of business activity on TV and provision of consumers rights on access to information (Law "On Information").

The Chamber PR Committee experts developed their action plan on the improvement of the international image of Ukraine before EURO 2012 Football Championship called "Discover Ukraine 2012" and addressed the key national stakeholders with the request for assistance in shaping the initiatives and sharing ideas.

The Chamber PR Committee Members also discussed the possible ways of forming the positive international image of Ukraine with the Ministry of Foreign Affairs of Ukraine, State Border Guard Service of Ukraine and were invited to participate in the preparation of the conceptual paper on the international image issues.

In 2010 the Chamber PR Committee held important meetings with experts, government officials and representatives of international organizations, including but not limited to:

- Working Meeting with Mr. Oleksiy V. Palamarchuk, Deputy Head of Department of Border Control and Registration, State Border Guard Service of Ukraine, dedicated to the Immigration Card Project aimed at making the Ukrainian immigration card more userfriendly and applicable to welcome guests for EURO 2012 Football Championship within the context of the initiative Discover Ukraine 2012.
- Working meeting with Mr. Oleg Voloshyn, Director of the Information Policy Department, Ministry of Foreign







Affairs of Ukraine, dedicated to the discussion of the Resolution of the Cabinet of Ministers of Ukraine #617 dated July 19th, 2010 "On the Order of Spending Costs Directed by the State Budget of Ukraine at the Financial Support of Forming Positive International Image of Ukraine" and the development of the joint initiatives of the PR Committee and the Ministry of Foreign Affairs of Ukraine on the formation of positive international image of Ukraine.

Examples of certain events and topics that the Chamber PR Committee actively discussed include but are not limited to:

- Presentation "Influence of the First Person's Reputation on the Company's Reputation" by Nadezhda Lubnina, Manager of External Affairs Unit, Astelit LLC.
- Presentation "The Back Side of the Moon: Peculiarities of the PR Promotion of the TOP Managers" by Anna Adom, Deputy Director for Corporate Communications, DTEK.
- Presentation of "Presszvanie" competition for journalists of business publications by Andriy Burkenia, Project Manager, Mainstream Communication & Consulting.
- Presentations devoted to the sports marketing were delivered by Mr. Vasyl Borodchuk, Marketing Director, VIASAT Ukraine, Ms. Daria Cherednyk, PR Specialist, McDonald's Ukraine, Mr. Mykhailo Nestor, Business Development Director, Nords PR Ukraine.
- Presentation "From Clear to Deep (Dirty) Water The Power of Reputation and Brand Positioning" delivered by guest speakers Mr. Neil Gaught and Mr. Keith Conlon from the UK-based "Gaught-Conlon and Associates" PR Company.

# **REAL ESTATE COMMITTEE**



Responsible Board Member lan Borden, McDonald's Ukraine

### Co-Chairs:

**Timur Bondaryev**, Arzinger & Partners **Natalia Stelmakh**, DTZ

### Secretary:

Denys Sytnyk, Schoenherr Ukraine LLC

The Chamber Real Estate Committee sees its goals and objectives in the following: information and experience sharing between the Chamber Members involved in the real estate sphere; cooperation with corresponding legislative and executive bodies with the objective to introduce necessary amendments into Ukrainian legislation which in its turn will promote the real estate development in the country, reduction of the bureaucratic obstacles involved in real estate transactions, transparency in real estate transactions, facilitation of foreign investment in Ukrainian real estate development projects, availability of long term financing for the real estate projects.

The Chamber is a Member of the Public Council of the Ministry of Regional Development and Construction and participates regularly at its meetings.

Examples of major issues that the Committee actively discussed, worked on and addressed to the state authorities include but not limited to the following:

**Construction Law Reform** — the Chamber Real Estate Committee Leadership is included into the

Working Group under the Cabinet of Ministers of Ukraine on Construction Law Reform, where the Chamber is the Member. The Group is advised by the Georgian specialists who share their effective experience — e.g. in Georgia it takes 1-2 months to get construction approval; the concept of one window is applied (in order to get the approval the documents are filed into one window); principle of silent consent (if the response from the authority is not obtained within 20 days then construction can be started without official confirmation).







foreign subsidiaries in Ukraine and joint ventures, amendments to the Article 82 of the Land Code of Ukraine named "Ownership right on Land of the Legal Entities") and the increased transferability of land lease rights — The Committee has addressed the relevant state officials with its position and is ready to cooperate with the state authorities to discuss the issue:

Transferability of lease rights and transferability of construction permits — The Chamber Real Estate Committee will work on the legal issues, connected with transferability of lease rights and transferability of construction permits and will make a position of the Chamber Real Estate Committee on the two issues.

Cancellation of agriculture land sale moratorium — the Committee is developing the position in

regards to the issue in conjunction with the Agricultural Committee;

Target purpose of the land plots within the categories — the Committee is developing the position in regards to the issue;

Sharing the practice of repossession of bad loans under non-performing loans — the Committee participants at the recent Committee Meeting decided to join efforts of the Chamber Banking and Financial Services and/or Legal Committees regarding the issue;

**VAT** refund for real estate investors — The Chamber Real Estate Committee will unite efforts with the Chamber Tax Committee to work out the position on the VAT;

Classification of open/residential and commercial space — The Chamber Real Estate Committee will update the Classification of open/residential and commercial space;

In 2010 the Chamber Real Estate Committee held important meetings with representatives of the private sector, experts and Government officials including, but not limited to:

Chamber Real Estate Market Leaders Breakfast where representatives of real estate companies were present and they had an excellent opportunity for focused networking over breakfast, exchanging information on a variety of issues that are currently impacting their businesses, future business planning models as well as discussing and agreeing on the priority issues of the Chamber Real Estate Committee throughout 2010;

Real Estate Committee Meeting with the distinguished guest-speakers Mr. Stanislav Gorbatovych, supervisor of the Department of Land Market and Land Appraisal, State Committee of Land Resources of Ukraine and Mr. Volodymyr Shalaev, Head of the Board of the Ukrainian Valuers Association to discuss the issue of land valuation, valuation standards, problematic issues, connected with bringing of domestic standards in line with international ones:

Real Estate Committee Meeting with Mr. Oleksiy Pilipets, Executive Director of Ukrainian National Mortgage Association who spoke on mortgage legislation reform and Mr. Howard Ockman, Chief of Party, USAID Local Investment National Competitiveness Project (LINC) who spoke on reforms in property registration and its importance to inflowing investment in Ukraine.

### TAX COMMITTEE



### Co-Chairs:

Ivan Yurchenko, Vasil Kisil & Partners Oleh Marchenko, Ulysses & Co

The Chamber Tax Committee sees its goals in promotion of the reform and improved application of the taxation system in Ukraine, recognizing that a predictable, equitable and effective tax system is a significant factor both in general facilitation of business and in positive development of the economy of Ukraine and facilitation of information-sharing on tax issues between the Membership. Top professionals from advisory firms and business entities have formed the core group of the Tax Committee. The Tax Committee is one of the most active and impactful Chamber Committees actively involved both in lobbying and networking activities.

Examples of major issues that the Committee actively discussed, worked on and addressed to the state authorities include but not limited to the following:

• **Draft Tax Code** — The Chamber Tax Committee is actively involved into the discussion of the Draft Tax Code and was working via its 9 sub Working Groups on the Draft Tax Code - on CPT, PIT, VAT, payment for subsoil use, duty for special use of water and on peculiarities of taxation of the taxpayers under the conditions of PSA, banking, land payment and local taxes issues, Excise Tax, VAT - grain traders' issues, IT issues and has already addressed the Government of Ukraine with the Chamber position on the Draft Tax Code (previous #6509), addressed the relevant stakeholders on the Draft Tax Code, which was made public on August 3, 2010 and on the Draft Tax Code #7101-1, registered in the Parliament on September 21, 2010. The Chamber took a leading role in the Draft Tax Code developments within the framework of the Parliament Committee on Taxation and Customs Policy and continues to actively advocate for issues that are important to the Chamber Membership.

The Board of Directors and Policy Team of the Chamber would like to express our gratitude to Mr. Slava Vlasov, Head of the Chamber Working Group on the Draft Tax Code, PricewaterhouseCoopers, Mr. Ivan Yurchenko, Co-Chair of the Chamber Tax Committee and Head of the Chamber sub Working Group on the Draft Tax Code – PIT, Vasil Kisil & Partners, Mr. Serhii Zarozhevskiy, Head of the Chamber sub Working Group on the Draft Tax Code – Banking Issues,

Corporate and Investment Bank Credit Agricole, Mr. Anton Pridannikov, Head of the Chamber sub Working Group on the Draft Tax Code - Excise Tax, Philip Morris Ukraine, Ms. Viktoria Tymoshenko, Head of the Chamber sub Working Group on the Draft Tax Code — VAT, PricewaterhouseCoopers, Mr. Andrii Suchyk, Head of the Chamber sub Working Group on the Draft Tax Code — IT issues, GlobalLogic Ukraine, Mr. Valeriy Lebega, Head of the Chamber sub Working Group on the Draft Tax Code — on Payment for Subsoil use, Duty for Special Use of Water and on Peculiarities of



Taxation of the Taxpayers Under the Conditions of PSA, Chevron Europe, Eurasia, and Middle East Exploration and Production Limited for devoting their time and effort to provide and compile comprehensive comments. Also, to the Chamber sub Working Group on the Draft Tax Code — VAT and grain trader issues as well as to





representatives of the following companies for impressive and professional commentary on this important piece of legislation: PricewaterhouseCoopers, Vasil Kisil & Partners, Corporate and Investment Bank Credit Agricole, Philip Morris Ukraine, GlobalLogic Ukraine, KPMG, Raiffeisen Bank AVAL, Deloitte, UkrSibbank, Alfa-Bank, SEB Bank, Allianz Ukraine, British American Tobacco Ukraine; Danone Ukraine; ING Bank; Leo Burnett Ukraine; Shell Ukraine; Telenor Group Ukraine; UniCredit Bank, AES Ukraine, Audit firm "RSM APiK", ASTAPOV LAWYERS International Law Group, AVON

COSMETICS UKRAINE, Baker & McKenzie, Hudson Global Resources, ISS — Information Software Systems, JT International Company Ukraine, KM Partners, Kraft Foods Ukraina, MTS (Ukrainian Mobile Communications), Paritet Law Firm, TNK-BP Commerce LLC, Luxoft, Commercial Law Center.

- Determination of resident's status for foreign nationals under the Draft Tax Code the Chamber Tax Committee experts continue cooperating with the Ministry of Finance and the State Tax Administration of Ukraine in regards to the definition of tax residency and the same tax rate for residents and non-residents;
- Income Tax for foreign employees The Chamber Tax Committee has prepared amendments to the PIT Law and incorporated them into the Chamber position on the Draft Tax Code #7101-1;
- Draft STAU clarification on taxation of operations with calculations in foreign currency — The Committee has addressed the relevant state officials with its position;
- Taxation of operations with calculations in foreign currency — The Committee has addressed the relevant state officials with its position and is ready to cooperate with the state authorities to discuss the issue:
- Enforcement of specific provisions of paragraph 6.5'd' of the Law of Ukraine "On VAT"
   the Chamber Tax Committee position on 6.5.d clause of the VAT Law has been incorporated into the Chamber position on the Draft Tax Code.

In 2010 the Chamber Tax Committee held important meetings with representatives of the private sector, experts and Government officials including, but not limited to:

Special Tax Committee Meeting devoted to discussion of the expat taxation issue with participation of Mr. Sergii Lekar, Deputy Head of the State Tax Administration of Ukraine and his colleagues, Ministry of Finance;

Meeting at Parliamentarian Tax and Customs Committee devoted to consideration of the Draft Law #6337 "On Amendments to the Certain Legislative Acts of Ukraine (regarding taxation), prepared by the Ministry of Finance;

Numerous Meetings/Working Group Meetings related to Draft Tax Code preparation in different state authorities: Ministry of Finance, State Tax Administration, Parliament Committee on Taxation and Customs Policy, Parliament Committee on Industrial and Regulatory Policy and Entrepreneurship;

Meetings with Presidential Office related to Draft Tax Code;

Meeting with Mr. Vitaliy Khomutynnik, Head of the Parliamentary Committee on Taxation and Customs Policy devoted to Draft Tax Code.



# **TELECOM COMMITTEE**



### Co-Chairs:

Mr. Oleg Ovcharenko, Samsung Electronics Ukraine

Mr. Vasyl Latsanych, MTS Secretary:

Ms. Yuriy Kurmaz, Astelit

The Chamber Telecom Committee's Mission is lobbying interests of the Chamber Member companies operating in the Ukrainian telecom industry by providing the most efficient solution to the various challenges faced by its Members. The Committee works in close conjunction with other Chamber Committees to pursue mutual goals that stimulate creation of necessary environment for efficient development of the telecommunications sector in Ukraine.

The Chamber Telecommunication Committee works in close cooper-ation with the Chamber IT Com-mittee pursuing mutual goals such as creation of a necessary environment for efficient development of the Information and Communication (ICT) sector.

In 2010 the Chamber organized **ICT Market Leaders Breakfast** aimed at focused networking to exchange information on the priority issues for the industry throughout 2010-2011.

In 2010 2 Laws included into the Action Plan of the Chamber's "Partnership for successfully competing in the global economy" among those, which required reforms, were signed by the President of Ukraine. They are: Law №2392-VI "On Amendments to the Law of Ukraine "On Telecommunication" regarding the Increase of the List of the Services; Law №2391-VI "On Amendments to the Law of Ukraine "On Radio-frequency Resource of Ukraine" (regarding the authority of the National Commission for Communication Regulation (NCCR)".





The Chamber Committee continues close cooperation with the members of the National Commission for Communications Regulation in Ukraine aiming at elaboration and adoption of the progressive decisions. Thus the Chamber Telecom Committee reacted quickly on the following decisions of the NCCR: № 391"On Approval of Amendments to the Regulations regarding Granting Permissions for Import from Abroad to Ukraine of Radio-Electronic Means and Radiating Devices" and № 392 "On Approval of Amendments to the Procedure of Implementation in Ukraine of Radio-Electronic Means and Radiating Devices", which were aimed at the mandatory labeling by registration signs of the radio-electronic devices and radiant devices.

Taking into account the urgent importance of the issue for that time, the Committee took the decision to use the opportunities for joint advocacy campaign under the Chamber Telecom Committee to appeal with the Letter to the Cabinet of Ministers of Ukraine requesting to review the mentioned decisions taking into account the interests of the producers of RED and RD as well as the importers and distributors in Ukraine.

# TRAVEL AND TOURISM COMMITTEE



### Co-Chairs:

Ms. Valerie Luyk, Sky Travel HRG Ukraine Ms. Alexandra Plakhota, Premier Palace Hotel Secretary:

**Mr. Nickolay Omelchenko**, Save Travel d/b/a KievApartment.com

Mission of the Chamber Travel and Tourism Committee is to encourage the participation of the Chamber Members in an organized policy to promote Travel and Tourism related issues in Ukraine. Committee Meetings were aimed at discussion of the activities in the Travel and Tourism sector aimed at preparation to Euro 2012 World Football Championship, improvement of the current legislation related to electronic documents to eliminate difficulties with electronic tickets usage and the Resolution of the Cabinet of Ministers of Ukraine #663 dated April 23, 1999 "On the Compensation of Expenses on Business Trips within Ukraine and Abroad", as well as and Travel Club organizational issues.

The Travel and Tourism Committee Members actively monitored the legislative base in the travel and tourism industry, were engaged in the dialogue with legal experts and state authorities with the aim of improving acting legislation and developing new regulations. They took keen interest in the issues of preparation and development of the action plan for active participation in EURO 2012 Football Championship. For the achievement of its objectives the Travel and Tourism Committee the Chamber chaired the Working Group on EURO 2012 under the Ministry of Economy and together with the Chamber Legal Committee maintained close cooperation with the Ministry of Foreign Affairs of Ukraine regarding Travel and Tourism Committee priorities achievement.

In 2010 the Chamber PR Committee held important meetings with experts, government officials and representatives of international organizations, including but not limited to:

- Ms. Natalia Popovych, PRP, Co-Chair of the Chamber PR Committee enlightened the Committee
   Members on the initiatives of the Chamber PR Committee aimed at formation of the positive international image of Ukraine before EURO 2012;
- Mr. Oleksandr Martinenko, CMS Cameron McKenna LLC, Co-Chair of the Chamber Legal Committee commented upon the Resolution of the Cabinet of Ministers of Ukraine #663 dated April 23, 1999 "On the Compensation of Expenses on Business Trips within Ukraine and Abroad":
- Oleksiy Turgan, the First Secretary of Visa Support Division in the Consulate Department, Ministry of

Foreign Affairs of Ukraine, enlightened the participants on the recent simplifications of visa regime for the foreigners entering Ukraine.



The Chamber Travel and Tourism Committee elaborated the project **Chamber Travel Club** as an innovative platform for the travel & tourism professionals from the one side and for the Member companies, embassies, and partners from the other side that allows maintaining a regular dialog, expanding business opportunities, obtaining new value-added and useful information in the sphere of travel and tourism, establishing new official format for the event.

# BUSINESS MANAGEMENT EDUCATION AND TRAINING WORKING GROUP

The Chamber Business Management Education and Training Working Group was created with the Mission to positively influence the working environment of educational and training organizations by clarifying issues and, when necessary, advocating for change. It serves as a bridge of understanding and cooperation between the business and education communities, raising awareness of the value of education and training, identifying key needs of business, and promoting cooperation and activities that satisfy those needs.

The Chamber Policy Team informed the Working Group Members about all related news, updates, and legislative changes on a regular basis.

# WORKING GROUP ON CERTIFICATION AND STANDARDIZATION

Members of the Chamber Working Group on Certification and Standardization are involved into amending appropriate legislation through continuous cooperation with the Cabinet of Ministers on three of the Draft Laws covering such issues as standards, technical regulation and conformity assessment procedures, as well as general safety of products.

The Chamber Policy Team informed the Working Group Members about all related news, updates, and legislative changes on a regular basis.

Members of the Working Group focused their attention on a number of legislative initiatives which impact the sphere of technical regulation in Ukraine including: the Draft Order of the State Committee on Technical Regulation and Consumer policy "On Amendments to the List of Production, subject to Obligatory Certification in Ukraine"; the Draft Law #6694 "On Market Supervision and Control of the Production", aimed at creating legal and institutional basis for the introduction of market supervision in Ukraine, increasing the

level of protection of consumers' right for safe production as well as at preventing causeless interference into business activity; the Draft Law #7064 "On Amendments to Certain Legislative Acts of Ukraine (regarding Standardization and Obligatory Certification)" initiated to the Parliament by the People's Deputy Ms. Nataliia Korolevska, developed to eliminate technical barriers for conducting certain types of business activity and to bring the legislative acts in the sphere of technical regulation in line with the requirements of the World Trade Organization and directives of the European Union: the Draft Order of the State Committee for Technical Regulation and Consumer Policy "On Amendments to the List of Products Subject to the Obligatory Certification in Ukraine regarding Exclusion of the Food Products from the List".

The Chamber Policy Team was responsible for taking the recommendations and amendments developed by the Working group forward and monitoring the process in Parliament ensuring that the Chamber Members' viewpoint is taken into consideration.

# **WORKING GROUP ON GMO REGULATION**

Due to the importance of the issues in regards to human health and environmental safety as well as due to the influence that this issue has on the business climate the Policy Team of the American Chamber of Commerce assembled in 2009 a special Working Group on GMO Regulations.

The Working Group consists of interested Chamber Members who are professionals in their respective fields and can participate in discussion on GMO regulation from the short as well as from the long-term perspective and contribute positively to the process of preparing the position of the Chamber as well as further proposals to be submitted to the Government to establish legal and transparent rules for this sphere to ensure that the concerns of the legitimately operating business community are taken into account.

The Chamber Policy Team was responsible for taking the recommendations and proposals developed by the Working Group forward and monitoring the process of implementation.

On December 29th, 2009 the President of Ukraine, Viktor Yushchenko, signed Law of Ukraine #3230 "On Amendments to the Law of Ukraine "On Safety and Quality of Food Products (regarding citizens' informing on GMO in food products)" and Law of Ukraine #4437 "On Amendments to Some Laws of Ukraine regarding Informing on GMO Components in Products".

The new procedure has raised serious concern among the business community and the Chamber Policy Team has proactively responded to this particular policy need on January 13th by gathering interested Members of the Chamber's GMO Working Group. The Chamber Members discussed the situation and possible actions that might be taken to appropriately address the issue taking international best practices as well as the needs of consumers into account.

Representatives of the Chamber Membership confirmed their strong concern in regards to the implementation of mandatory labeling of all food products with "GMO" or "GMO Free" notes as this decision is not aligned with EU Directives and contradicts current practices in the regulatory sphere and then addressed the Prime Minister Yulia Tymoshenko and Head of the State Committee for Technical Regulation and Consumer Policy Larisa Losyuk with letters regarding a moratorium on enterprises inspections, which should be held in accordance with the mentioned Laws.

On January 21st the Members of the Chamber GMO Working Group met with Mrs. Ksenia Liapina, Member of the Parliament. The main goal of the meeting was to share concern of the entire Membership and to develop possible steps for further cooperation with the Parliament, which would allow amending the mentioned legislation in the nearest future.

Among the important pieces of legislation that Members of the Working Group focused their attention on was the Draft Law # 6001-1 "On Amendments to Certain Legislative Acts of Ukraine on Providing with Information on Genetically Modified Organisms Contents in Products", aimed at eliminating unnecessary barriers to the development of food industry and avoiding unreasonable expenses of business entities and bringing state legislation into conformity with European legislation; Draft Resolution of the Cabinet of Ministers of Ukraine "On Approval the Procedure of GMO labeling", developed by the State Committee on Technical Regulation and Consumer Policy: Draft Order of the Ministry of Healthcare of Ukraine "On Confirmation List of Food products to be subject of GMO Control", aimed at regulating of GMO Products and products that contained GMO circulation. determining the list of this products for public disclosure as well as improving safety and quality of food: the Draft Resolution of the Cabinet of Ministers of Ukraine "On Certain Issues of the State Committee of Veterinary Medicine of Ukraine regarding the Registration of Feedstuff Sources, Feed Additives and Veterinary Products", aimed to harmonize the state registration of GMO, feedstuff sources, feed additives and veterinary products that contain GMO or are derived from their use

# ILLEGAL CORPORATE RAIDERING WORKING GROUP

The objective of the Chamber's Illegal Corporate Raider Attacks Working Group is to develop propositions for protection of property rights, including prevention of illegal corporate raider attacks and regulation of corporate conflict, that continue to be among essential problem areas in Ukraine. Corporate legislation in Ukraine has been developing without a unified strategic approach in the past. As a result, it tends to be fragmented, incomplete and, in some cases, contradictory in nature. Moreover, such corporate legislation creates obstacles for effective business activity and for attraction of needed investments. It also causes high transaction expenses for business operations.

The Chamber Policy Team was informing the Working Group Members about all related news, updates, and legislative changes on a regular basis.

# **SEEDS WORKING GROUP**

Members of the Seeds Working Group are involved into consideration of the Draft Law "On Amendments to the Law of Ukraine "On Seeds and Planting Stock" a properly drafted Seed Law is very important for all-seed companies operating in Ukraine and enhancement of regulatory legal framework as well as introduction of new definitions to the Law shall fill the gap and improve the Seeds legal environment in general to facilitate the business growth and adhere to the international standards.

The Seeds Working Group engaged all interested Chamber Members, who are professionals in their respective fields, to contribute positively in the process of reviewing the draft legislation to ensure that the concerns of the legitimately operating business community are taken into account during the process of adoption.

The Chamber Policy Team was informing the Working Group Members about all related news, updates, and legislative changes on a regular basis.

# JOINT STOCK COMPANY (JSC) WORKING GROUP

Due to importance of the Joint Stock Company Law for Ukraine, its investment climate, especially for protecting current investors and attracting additional investments, the Chamber Policy Team assembled a special Joint Stock Company (JSC) Working Group several years ago. Members were working in many different directions to prepare the text, to advocate on main ideas to be included into the draft as well as to educate and popularize the idea of adopting modern joint stock company legislation in Ukraine. The Chamber's representatives regularly took part in the activities of the working group, established by the State Commission on Securities and Stock Market, to finalize the draft and agree with its many stakeholders.

The Chamber JSC Working Group consists of interested Chamber Members, professionals, in their respective fields and can contribute positively to the

process of reviewing the draft legislation in order to ensure proper consideration of the concerns of legitimately operating business community during the process f passing and signing into Law this important piece of legislation.

The Chamber Policy Team informed the Working Group Members about all related news, updates, and legislative changes on a regular basis and was responsible for taking the recommendations and amendments developed by the Working group forward and monitoring the process in Parliament ensuring that the Chamber Members' viewpoint is taken into consideration.

In 2010, the Chamber JSC Working Group continued its activities focused on elaboration of amendments needed to be approved for proper implementation of the Joint Stock Companies Law.

# WASTE PACKAGING MANAGEMENT WORKING GROUP

Members of the Chamber Waste Packaging Working Group are working on amending of appropriate regulatory legislation through regular and continuous cooperation with the Cabinet of Ministers of Ukraine in regards to the three Draft Laws dealing with the system of collecting, sorting, transportation, recycling and utilization of waste as a secondary raw material. The main goal is to develop such waste packaging management system in Ukraine, which will be harmonized to the best international practices and will serve the interests of all sides involved in the process – Ukrainian private sector, population and Government.

The Chamber Policy Team was informing the Working Group Members about all related news, updates, and legislative changes on a regular basis

Unfortunately the existing system of waste packaging management is ineffective, corrupt and does not comply with the world practices and EU legislation; in particular the EU Directive 94/62/EU dated December 20, 1994 "On Packaging and Waste Packaging". In 2009 the situation took a turn to the worse after the Cabinet of Ministers adopted the Resolution providing changes to Resolution #915 dated July 26th, 2001 "On Implementation of the System of Collecting, Sorting, Transportation, Recycling and Utilization of Wastes as Secondary Raw Materials" #508 dated May 20th 2009. Several attempts to improve the situation were taken including a Decree of the President of Ukraine, decisions of the National Security and Defense Council as

well as a court decision that were all subsequently ignored by the Cabinet of Ministers.

In April the Chamber together with other leaders of the business community addressed the new Government regarding the ongoing situ-

ation in the waste packaging sphere. Then in September Chamber confirmed our commitment actively advocating the Draft Law # 1415 "On Waste and Waste Packaging" that unfortunately was rejected by the Parliament on September 23rd, 2010.





One of the main pillars of the American Chamber of Commerce in Ukraine (Chamber) activities has been providing Members with effective, innovative and enjoyable Networking opportunities that are segmented according to the differing needs of the Chamber's diverse Membership.

The Chamber is proud to organize highly successful Networking events every year. The Chamber's dedicated Events Team works on the following grouping of events that have different target markets are segmented and fulfill differing needs: Business Networking, Social/Family, Team Building and Corporate Social Responsibility related events.



Chamber COI Event Corona's Mexican Fiesta

# **BUSINESS NETWORKING**

### **Captains of Industry Events**

The Chamber Captains of Industry events take place a few times during the year providing the senior most representative of Chamber Member Companies, Ambassadors and other prominent guests an opportunity to engage in high-level Networking with fellow Members and VIP guests while enjoying delicious food and beverages in an interesting venue.

On February 17th, 2010 **the Chamber** in conjunction with the **Association of the French Business Community in Ukraine** was glad to host the next senior level Event **COI Housewarming Party** that took place in the Chamber's new Reception Hall. Live orchestra music combined with delicious food and beverages made for an exceptional Networking evening.

In April and June 2010 Captains of Industry events were organized in conjunction with the Embassy of the Republic of South Africa and the Embassy of the United Mexican States for the special 2010 FIFA World Cup Opening Ceremony and the First Football Battle between the soccer teams of Mexico and the South Africa.

On November 4th, the American Chamber of Commerce in conjunction with Chamber Member Slavutich, Carlsberg Group was pleased to invite all Chamber Captains of Industry (COI) and Ambassadors to a special COI Event entitled "Carlsberg Beerfest with the Chamber" which took place at the very heart of the Slavutich, Carlsberg brewery in the outskirts of Kyiv.

Chamber VIP Guests had a unique opportunity to experience a multimedia presentation about beer, highlighting the global nature of the product. Special tours around the brewery provided insight into the mystery of beer production. Also, Chamber Captains of Industry in attendance had an opportunity to take home some great mementos from the evening.

### **Business Networking Cocktails**



Chamber "World Button Day" Business Networking Cocktail in conjunction with Ukraine-Japan Centre

Networking Cocktails remain one of the most popular events in the Chamber's Networking offerings and over the years has grown dramatically and is always a very effective Networking opportunity open to all Chamber Members.

One of the hallmarks of a Chamber Networking Cocktail is that guests have an opportunity to Network with the right people in a relaxed atmosphere and these events are usually hosted by one of the Chamber Gourmet Club Restaurants who work hard to en-

sure that Chamber Members have a nice evening. Chamber continued to introduce new and interesting themes for each Business Networking Cocktails including co-hosting with other business clubs and associations active in the Ukrainian market.



Chamber Summer Leisure Day Business Networking Cocktail



Chamber "May Holidays After Party"
Business Networking Cocktail

In 2010 the Networking Cocktails included:

January Chamber Traditional "Welcome Back" Networking Cocktail at Arizona BBQ: Chamber "Pre-elections" Business Networking Cocktail at Swing Restaurant: "St. Patrick's Day" at O'Brien's Irish Pub; "Anniversary of the Opening of the First McDonald's in the World" at the 4th world busiest McDonalds at railway station; "May Holidays After Party" at D'Lux Complex; "Eat Your Vegetables Day" at L'Accento restaurant; "Summer Leisure Day" at Kureni restaurant: Annual Tropical Boat Cruise: Chamber Traditional "Welcome Back" Networking Cocktail at Arizona BBQ; "United Nations Day" at Decadence House; "World Button Day" at Lucky Pub; "Get to Know the Candidates" at O'Brien's Irish Pub.

### **Membership Card Events**

Membership Card events are targeted to those Members who are holders of the Chamber COI and Silver Membership cards bringing them additional benefits besides the wide variety of discounts on offer throughout Ukraine.



Chamber Membership Card Event "Turkish Delight"

The Chamber invited COI & Silver Membership Card Holders to the Chamber Membership Card Event that took place at the **Bakkara Art-Hotel** to enjoy the picturesque Dnipro riverside. All attendees got a great opportunity to spend time in the relaxing atmosphere of live jazz music and refreshing design of the Bakkara Art-Hotel.

The Chamber was happy to invite Chamber Membership Card Holders to a special "Housewarming Party" to discover the Chamber's new home. Chamber Membership Card holders had a chance

to Network while enjoying live music and delicious food, cold draft beer, and soft drinks in the Chamber's excellent new offices.

The Chamber in conjunction with International Turkish Ukrainian Businessmen Association was pleased to invite Chamber Membership Card Holders to the **Chamber Membership Card Event** that took place at Tike Restaurant. All attendees got the opportunity to taste the most delicious dishes from Turkish cuisine kindly provided by Tike Restaurant. Guests also had a chance to Network in the relaxing atmosphere with live music from the 80s while enjoying free cold draught beer.

The Chamber brought together Chamber Membership Card Holders to rock 'n' roll away at new exclusive **Chamber "Endless Summer" Beach Party** event with special guest Sergiy Kostetskiy who provided a dancing workshop.

### **Young Professional Network**

The Chamber's Young Professionals Network's ("YP-Net") mission is bringing young professionals together to motivate them to take a more active role in business, social and community life in Ukraine.

YP-Net, under the auspices of the Chamber, is the premier vehicle for expanding social networks, fostering professional and intellectual growth, and sustaining informational exchange within the diverse community of Chamber Young Professionals.

The Chamber was excited to organize another opportunity for our Members to get involved and be socially responsible through participating in the upcoming Chamber **CSR YP-NET Event** entitled



Chamber YP-Net CSR Event Who Let the Dogs Out

**"Who Let the Dogs Out?"**. This event provided desperately needed assistance in helping homeless animals that are living in the "Sirius" shelter waiting for adoption by a loving family.

The American Chamber of Commerce together with Kyiv NGOs-partners and initiative citizens were proud to invite all interested Young Professionals to gather together for the project "Let's do it Ukraine! Let's make Kyiv Clean!" as a part of an international initiative "Let's do it world!". The objective of the action was to increase the sense of personal responsibility for the cleanliness of residents of Kyiv.

The Chamber also host a fun **Chamber YP-Net** "Heaven and Hell" Halloween Party where Young Professionals had an opportunity to enjoy another great Annual Halloween celebration with the Chamber including fun competitions as well as the Best Costume contest turned the evening into a truly unforgettable event.



### **Chamber Marketing Club**

The Chamber in conjunction with our first event Primary Sponsor, Pulse, continues a series of innovative Networking and educational events, entitled The Chamber Marketing Club, where the leading marketing and advertising minds in Ukraine join together to

socialize and Network while sharing best practices and catching up on the last trends in the fast paced and creative sphere of marketing in Ukraine. The target audience is focused but not limited to marketing, PR, advertising and other similarly related spheres of activities. During Marketing Club gatherings, all quests are surrounded by a sea of hip, smart and so-

phisticated marketing execs that enjoy the evening and make valuable contacts.

The Chamber and Pulse replaced brain-storming with brain-picking. All attendees had the opportunity to gather insight from 6 leading marketing professionals in 6 different spheres of business on one single Marketing Club night, scanned the business environment for opportunities and enjoyed the penthouse star-lit view of the Chamber's brand new offices while getting the first-hand inside scoop from some of the best marketing minds around.

The Chamber Marketing Club in conjunction with Chamber Member Pulse introduced Group's Alexander Komarov, who has been observing the new rules of media, who presented conclusions on market volumes in 2010 and analyzed impact factors on market development and price setting in upcoming 2011.

### **Chamber Travel Club**

The Chamber in conjunction with our first event Primary Sponsors, Sky Travel HRG Ukraine and Premier Palace Hotel, continues a series of innovative Networking and educational events, entitled The Chamber Travel Club. The main idea of the Chamber Travel Club gathering is to offer a new and innovative platform under which everyone is able to obtain useful information regarding new possibilities and opportunities in the sphere of business tourism, leisure and hospitality offers and special programs and packages, discounts for transport, new tourism venues, and other useful In-Brief helping our Members to be successful and save money in the sphere of corporate and leisure travel.

### **SOCIAL/FAMILY AND TEAM BUILDING EVENTS**

### **Football Tournaments**

The American Chamber of Commerce in Ukraine (Chamber) has been organizing Annual Indoor and Outdoor Football Tournaments for many years and this fun and highly competitive sporting event is an excellent team building and Networking opportunity that has grown in size and popularity among Chamber Members bringing out the best the Membership has to offer. It is an exciting competition that highlights sportsmanship and enables employees of Member companies to show off their talents both inside and outside the office.



2010 Chamber Indoor Football Championship Cup Winners

In March 2010 Annual Chamber Indoor Football Championship Cup gathered 18 teams and lasted 2 weekends in a row. All the matches took place in the professional gym of NUFT (National University of Food Technology).

The following participants took part in the Tournament: KPMG, Winner Imports Ukraine, Coca-Cola Beverages Ukraine, Monsanto Ukraine, LTD, Baker Tilly Ukraine, Horizon Capital, GlobalLogic Ukraine, Piraeus Bank ICB, Shell, Euro Leasing, Kyiv-Atlantic Ukraine, Yug Contract Co., Ltd., US Embassy, Slavutich, Carlsberg Group, Sitronics IT (Kvazar Micro), PricewaterhouseCoopers, Ernst & Young, Alfa-Bank (Ukraine), PJSC.

Winners of the 2010 Annual Chamber Indoor Football Championship Cup were:

- 1st place Coca-Cola Beverages Ukraine
- 2nd place Kyiv-Atlantic Ukraine
- 3rd place Slavutich, Carlsberg Group

The Tournament's referees also awarded winners in the following categories:

- Best Player Coca-Cola Beverages Ukraine Limited Maxim Rudnitskiy
- Best Forward Slavutich, Carlsberg Group Loyko Serhiy
- Best Full-Back Kyiv-Atlantic Ukraine Viktor Polishchuk
- Best Goal-keeper Coca-Cola Beverages Ukraine Limited — Vitaliy Yuhimchuk

The Chamber hosted the IX Chamber Annual Outdoor Football Tournament where 18 teams proudly represented their companies during the competition which highlighted team work and a healthy lifestyle through sport.

This year teams participated at the football field "Start" including: Coca-Cola Beverages Ukraine, Horizon Capital, Piraeus Bank ICB, US Embassy, Slavutich, Carlsberg Group, PricewaterhouseCoopers, Ernst & Young, OK Internet, DenzaWorkspace, Premier Palace Hotel, Alcatel-Lucent Ukraine, PepsiCo Ukraine, Swedbank JSC, SC Johnson, JT International Company Ukraine, Syngenta, Desnagrain, Syngenta.

- 1st place ISTIL Group
- **2nd place** PricewaterhouseCoopers
- 3rd place Slavutich, Carlsberg Group

According to our referees the following players won in the following nominees:

- Best Player Mr. Viacheslav Listopad (ISTIL Group)
- Best Goalkeeper Mr. Igor Bolotnov (Coca-Cola Beverages Ukraine Limited)
- Best Full Back Mr. Igor Tonev (PricewaterhouseCoopers)
- **Best Forward** Mr. Sergey Plaksin (Slavutich, Carlsberg Group)

### **VI Paintball Tournament**

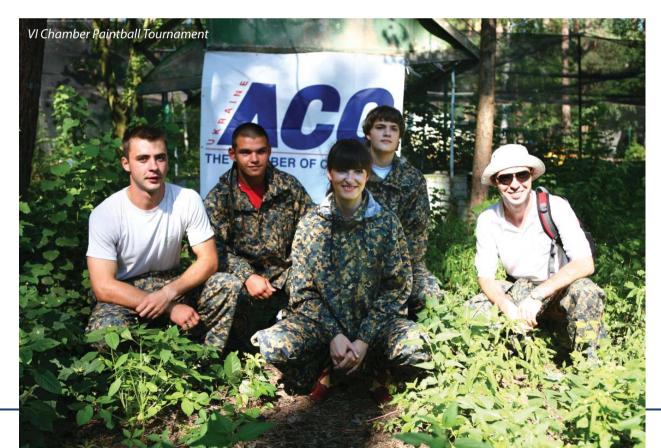
The Chamber continues its traditional Paintball Tournaments adding not only team building value but family fun as well. In July 2010 teams will be enjoying wonderful summer day outside playing paintball, cooling off with an exciting game of water soccer, enjoying tasty snacks and cold beverages with the excitement of a fast action paintball.

Happy winners of this year Tournament have become:

- 1st Place Deloitte.
- 2nd Place Honda Ukraine LLC
- **3rd Place** Kyivstar GSM JSC

### Nominees:

- Best Player Nikolay Mamaev (Avis Ukraine)
- Miss Paintball Tatuana Shulieva (Avis Ukraine)
- Last hero Anton Korobeynikov (Sayenko Kharenko)
- Voroshylovskiy shooter Svitlana Krakhmalova (Paritet Law Firm)
- For Heroism Olesya Kulikova (ContourGlobal Ukraine)





Chamber Annual Bowling Tournament Winners

### Chamber Annual Bowling Tournament

American Chamber of Commerce in Ukraine held another fun sport and team building event in autumn 2010. 3 nights of competitive bowling with complementary drinks and great prizes for all participants attracted attention of the Chamber Members.

- 1st Place "Snipers" Credit-Rating LTD.
- 2nd Place Premier Palace
- 3rd Place Alfa Team (Alfa Insurance)
- Best Female Player EBRD
- Best Male Player Premier Palace

### **Family Events**

Family oriented events remain popular within the Chamber community gathering parents and kids who are able to play sports, celebrate national holidays and work together for the benefit of charities and those who are in need.

In 2010 the Chamber invited all interested Chamber Members to a Chamber Family Event entitled "Easter Egg Hunt" as well as exciting Family Event entitled "Visiting Ukrainian Village" where all attendees had a wonderful opportunity to Network, enjoyed the beautiful weather that spring has brought with it and the hospitality of Dukhmyana Pich Restaurant.



Chamber Family Event "Excursion to Pirogovo"

The Chamber hosted Special Family Project Excursion around Kyiv — "The Old Mystery of Podil" — a walking tour through the ancient district of Kyiv -Podil — discovering interesting and off the beaten path treasures that many people do not get a chance to experience.

Another Chamber Excursion took place at the picturesque open-air **Pirogovo Museum**. Nothing could

have told more about the past life of the Ukrainians then an open-air real size model of the Ukrainian village which in spite of all the industrial development has managed to preserve the spirit and national color of the Ukrainian heritage.

### **English Language Movies Premieres**



Chamber English Language Movie Premiere

One of the favorite Family Events are English Language Movie Premiers with the Chamber, where Members can gather with friends and family and watch an interesting movie in a good company, enjoying complimentary drinks and snacks.

In 2010 the Chamber held 15 Movie Nights. Chamber Members had an exclusive opportunity to experience a sneak-peak screening of the following movies in English: "Valentine's Day", "Sex and the City - 2", "Going the Distance", "Life as We Know It", "Harry Potter" and other movie premiers: "Alice in Wonderland", "The Backup Plan", "Toy Story 3", "Cats & Dogs 2: The Revenge of Kitty Galore", "Salt", "Karate Kid", "The Other Guys", "Social Network".

### **American Independence Day Picnic**

In 2010 the Chamber celebrated American Independence Day Picnic and it is with no doubt, the biggest and the most popular event among Chamber Member Companies. For all these years Picnic was growing in popularity and scope, bringing more Sponsors and guests, and constantly improving to bring the best to the membership.

This year over 4000 attendees had an opportunity to participate in all kinds of games and contests while enjoying live musical entertainment from well-known performers and DJs, children playgrounds, fireworks, a Grand Raffle, and of course, tasty food and cold beverages. Kids had fun in the Kid's Zone where every child walked away with a goodie bag filled with great stuff.

The event wrapped up with a fantastic fireworks display sponsored by TNK-BP!

We would like to thank all of our GUESTS who came out to enjoy the Picnic as well as the EXCELLENT Sponsors of the 2010 American Independence Day Picnic with whose generosity and active participation the event was even more successful than last year!



Chamber Annual Charitable American Independence Day Picnic 2010

# **SPECIAL THANKS TO THE PICNIC SPONSORS 2010:**

### **PRIMARY SPONSORS:**

### **Primary Beer Sponsor:**

Slavutich, Carlsberg Group

### **Primary Soft Drinks Sponsor:**

Coca-Cola Beverages Ukraine Limited

### Kid's Zone Sponsor:

Coca-Cola Beverages Ukraine Limited

### Fireworks Sponsor:

**TNK-BP Commerce** 

### **English Language Media Partner:**

What's On Kyiv

### **GOLD SPONSORS:**

- 1. Amarcord-Alex Lakomka
- 2. American Medical Centers
- 3. Boris, Ltd.
- 4. Delta Air Lines, Inc.
- 5 DIALOG PRESS Ltd.
- 6. Ernst & Young LLC



- 7. Euro Leasing
- 8. INGO Ukraine, PJSIC
- 9. Kyiv Weekly (Evolution Media)
- 10. L'Accento
- 11. Lavina Concert
- 12. MTS (Ukrainian Mobile Communications CJSC)
- 13. Premier Hotels
- 14. Radioaktive Film
- 15. SICH SECURITY SERVICES
- 16. Tabasco
- 17. Times Media Group™
- 18. Ukraine International Airlines (UIA)
- 19. Ukrainian Journal Business Law
- 20. Yuridicheskaya Practika Publishing
- 21.Zinteco

### **SILVER SPONSORS:**

- 1. AIR FRANCE-KLM Group in Ukraine
- 2. ClearWater Ukraine
- 3. KLS Ltd
- 4 Kraft Foods Ukraina
- 5. METRO Cash & Carry Ukraine
- 6. Office Solutions Ukraine
- 7 Procter & Gamble Ukraine LLC
- 8 Premier Palace Hotel
- 9. PricewaterhouseCoopers
- 10. VOLIA
- 11. Wizz Air Ukraine Airlines LLC

### **BRONZE SPONSORS:**

- 1. 3M Ukraine
- 2. Avis Ukraine (CFI VIP-Rent)
- 3. Cargill AT, CJSC
- 4. Citibank, PJSC
- 5. Chadbourne & Parke LLP



- 6. Deloitte.
- 7 Delta Medical
- 8. DHL
- 9. iUA Music
- 10. Imperial Tailoring Company
- 11. Leater
- 12. Mars Ukraine
- 13. Mary Kay
- 14. Motorola
- 15 PUMA Ukraine
- 16. RadissonSAS Hotel Resort Alushta
- 17. Radisson Blu Hotel, Milan
- 18. United Parcel Service
- 19. YUG Contract Co.

### **CATERING PARTNERS:**

- Arizona BBQ
- 2. Royal Catering Services

### **VOLUNTEER SPONSORS:**

- 15. American Councils for International Education: ACTR/ACCELS
- 16. Brain Source International
- 17. DPD Ukraine
- 18 Staff Service Ukraine
- 19. Yug Contract Co., Ltd.

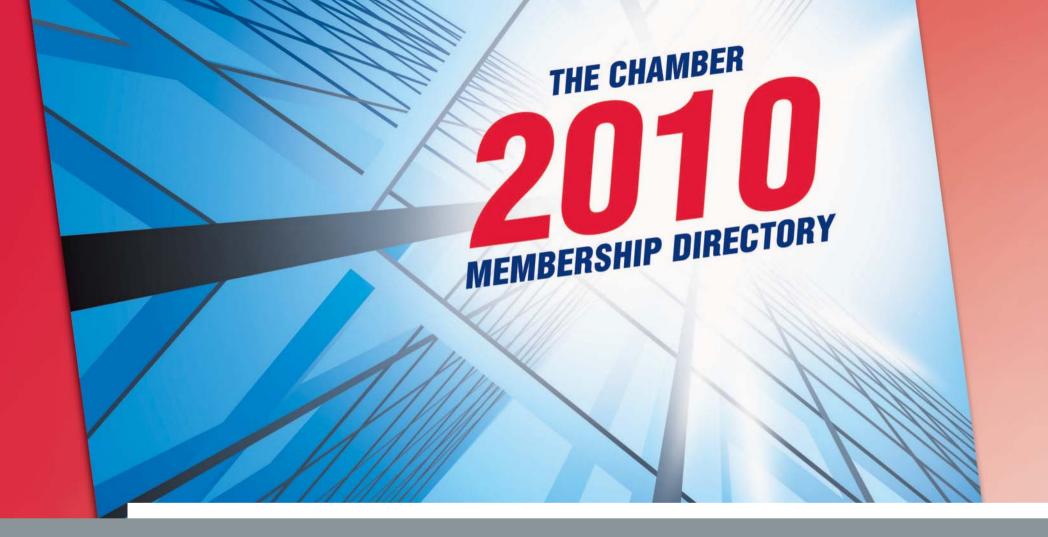
# **ANNUAL EVENTS**

On January 27th the American Chamber of Commerce hosted tradition all Annual Members Appreciation Reception and New Chamber Discount Card Presentation that gathers together Chamber Member decision makers.

All guests were able to enjoy the exhibition from Chamber Discount Card Program Participants and Chamber Gourmet Club restaurants providing an opportunity for the Membership to familiarize themselves with the wide variety of high quality goods and services on offer through this exiting Member 2 Member Discount Program.



Annual Chamber Members Appreciation Reception



# Chamber Publications

# **Chamber Publications**

# **ANNUAL REPORT**

The Chamber Annual Report is an electronic publication that is designed to summarize the Chamber's activities, progress and success during the past year highlighting Chamber Advocacy and Lobbying Activities, Committees and Working Groups Update, Networking and Family Events Description, Publications and Information Support, Discount Card Program and Gourmet Club Information, and much more.



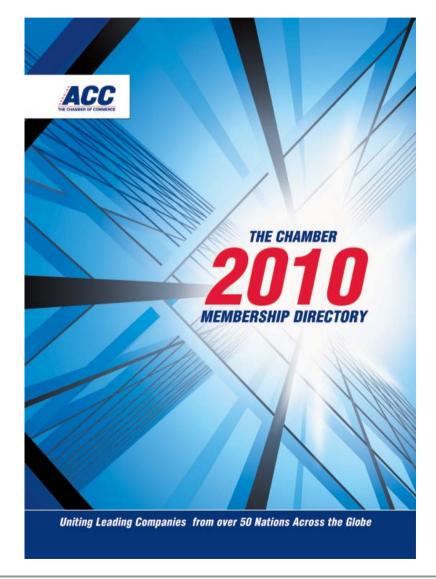




# **CHAMBER MEMBERSHIP DIRECTORY AND COUNTRY PROFILE**

2011 Chamber Membership Directory and Country Profile is a highly sought after Membership benefit that provides contact details and description of each Member company, highly-valuable Country Profile section. as well as other useful information about the Chamber and the business and diplomatic community active in Ukraine. It is available in both - best-quality printed version and user-friendly electronic edition. High level decision makers of the leading international and local Member Companies who operate on the territory of Ukraine and who are the largest strategic and institutional investors in Ukraine are the readerships of the Chamber Membership Directory. as well as key decision makers in the EU and US, diplomatic and donor missions. Ukrainian governmental authorities and Ambassadors of Ukraine abroad.

The Membership Directory also contains comprehensive **Country Profile Section** of the Membership Directory. Country Profile is comprised of analytical articles that relate to specific economic and business interest areas as well as political trends kindly provided by our Members who are experts in their respective fields.



# CHAMBER ELECTRONIC PUBLICATIONS

The American Chamber of Commerce in Ukraine (Chamber) is committed to inform the Membership regularly and in a timely manner on key developments, progress and news related to the Chamber's advocacy and lobbying activities aimed at protecting Members' interests and increasing Ukraine's overall competitiveness.

The main Chamber communications channel is daily comprehensive and professional electronic publications and constantly updated highly trafficked website and SharePoint portal. Electronic publications are sent to our Membership and externally to the wide variety of individuals and organizations that we work with in the process of obtaining positive changes in the Ukrainian business and investment environment. The Chamber Board of Directors, Policy Team together with Chamber Committees and Working Groups regularly communicate their activities to the Membership via electronic publications including but not limited to: Weekly Bulletins, Policy Flashes, Advocacy and Committee Updates, Legislation Update, Information Bulletins and President's Messages, Chamber In-Brief electronic magazine.

In addition to the Weekly Bulletin which is sent out every Monday, each Member receives the Advocacy and Committee Update. Policy Flashes are aimed to inform interested Members properly and in a timely manner on relevant issues that may impact their business and are sent to those Members who request a subscription. While constantly exploring ways to further improve the cooperation between the Chamber and Member companies, the Chamber issues a monthly elec-

tronic magazine **Chamber In-Brief** aimed to inform our Members about Networking events and Policy news, to provide Committee highlights, as well as providing Members with an opportunity to share their company news and important events.

# **Chamber Advocacy and Committee Update**

This concise and innovative electronic publication reformatted into brief and friendly manner is sent to Members every Thursday providing an overview of the Chamber's current Advocacy and Lobbying initiatives including: ongoing policy activities and progresses: communication with appropriate Ukrainian State authorities: success stories: comprehensive overview of the engagement of the Chamber Industry and Sector specific Committees and Working Groups. The publication serves as an effective communication tool providing Member companies with insight and early warnings regarding issues that may impact their business and inviting Members, who are experts in their respective fields, to share information and join efforts to successfully address common issues that impact the investment community active in Ukraine.

### **Chamber Legislation Update**

This important and professional publication goes out each Friday to interested Members in order to outline key developments in national legislative arena. Continuing to improve and strengthen communication flow the Chamber has decided to amend a format of this important publication making it more compact and brief from the fall 2010. Now our readers have an opportunity to be fully and on time briefed on newly adopted legislation and regulations, registered drafts at the Parliament as well as drafts placed on the websites of the executive branch of power's governmental institutions.

### **Chamber Weekly Bulletin**

Member Companies receive an HTML based electronic Weekly Bulletin each week via e-mail which describes activities in and around the Chamber which will take place in the near future. It provides schedules and agendas for upcoming Committee meetings and other activities that the Chamber organizes as benefits for the Membership such as: upcoming Chamber Business Networking Cocktails, sport events, "In-Focus" and "Insiders View" meetings, English Language Movie Premieres, and many other interesting activities organized by the Chamber to benefit its Members. In 2010 the Chamber has decided to amend the existing format of the Weekly Bulletin aiming to make it more friendly and brief, as well as innovative in order to satisfy the Members' needs to upmost.

### **Chamber In-Brief**



# **Chamber Publications**

Chamber In-Brief is an informative monthly English-language electronic magazine summarizing the Chamber's activities and success, highlighting the Chamber's Advocacy and Lobbying initiatives, Committees and Working Groups activities, as well as Networking events, Gourmet Club News and separate section devoted to Chamber Official Service Providers Highlights.

### **President's Message**

A brief Executive Summary distributed via e-mail exclusively to the senior management of the Chamber Membership that highlights policy and advocacy initiatives undertaken by the American Chamber of Commerce on behalf of our Members and other relevant information that may be of interest to senior management regarding Chamber activities as well as containing invitations to the senior most representave of Member companies to the Captains of Industry Meetings.

### **Chamber Membership Update**

Chamber Membership Update welcomes **NEW Chamber Members** and introduces them to the
Chamber "family" of companies in order to assist new
Members in expanding their business Network and old
Members to identify potential partners and clients.

This important and informative publication is sent to entire Membership every Wednesday and includes important information regarding **changes of Chamber Captains of Industry (COIs)** as well as **office locations and contact information** to ensure that the Chamber business community remains up to date on all of this valuable information.

### Chamber Website WWW.CHAMBER.UA

Throughout 2010 the Chamber continues to improve, develop and incorporate innovations into its contemporary web-site to provide relevant information as well as improve communication with the Membership in an easy to navigate platform.

The Chamber's website is an important means of communication and up-to-date source of information for all our Members and interested parties in Ukraine and abroad. It contains a wide variety of useful information about Chamber's Lobbying and Advocacy activities, Networking events, Committee activities, as well as tax, legal, banking and legislative updates.

The Chamber's website is also the source of important news and useful information about our Member Companies. All Members have the possibility to post press releases and newsletters to the Members News Section on the Chamber's website. This value added benefit is provided to Chamber Members free of charge.

In 2010, the vide variety of information on the Chamber events and activities has become available for both Ukrainian and English speaking audience with the help of upgraded bi-lingual web site.

The Chamber's website has different sections which add value to the Members by effectively communicating key Chamber activities, initiatives, success stories keeping Members updated on the current situation in the country, including current global financial crisis and its repercussions for business in Ukraine, Interfax news, Tax/Legal/Economic updates. There is also a section devoted to EURO 2012 as one of the main Policy Priorities of the Chamber for 2010 giv-

ing Members access to the latest information, legislative changes, news, initiatives regarding preparations to this big and very important event for Ukraine and especially its competitiveness in the world.

The special section devoted to key Chamber's analytical working product "Partnership for Successfully Competing in the Global Economy" outlines major developments around increasing awareness of both the Government of Ukraine and other decision makers on this important and comprehensive reform agenda aimed at increasing Ukraine's overall competitiveness.



Since the Chamber is an active participant of the Economic Committee under the President of Ukraine and other relative advocacy and lobbying venues, the Chamber's website has a special Advocacy section containing most relevant information regarding Chamber's involvement into decision making process. In addition, Members can find on the Chamber's website information on the Ukraine-WTO relations, up-to-date news related to Ukraine-EU integration processes, procedures, principles and requirements.

Improved **Press Room**, comprehensive site map are sections aimed to make the Chamber's website easy to navigate and provide maximum information for the Members.



The Gourmet Club is a network of best restaurants in Kyiv, the ultimate goal of which is providing Chamber Members with awareness of most luxurious and delicious restaurants ready to welcome Chamber Members with special offers and discounts.



La Terrazza

Throughout 2010 Gourmet Club has been working toward expanding the number of its active Members endowing Chamber Card-holders with variety of choices and venues. We are proud to announce that the number of Gourmet Club Members has risen dramatically reaching the point of 70, having 30 more new and exclusive restaurants happy to greet Chamber Members. Among them are such restaurants as Varenichnaya #1, Nobu, cafe "Leto", Karavan, Bocconcino, Veranda upon Dnieper, Pena, Stare Zaporizhzhe, Idalgo, Dumka, Balance Menu, Patifon Karaoke Club, Moet & Chandon, Arena Beer House, Arena Dance Club, Martini Terrazza, Mandarin, Dukhmiana Pich, Bier Platz, IQ bar, Khokholskiy and others.



Comme il Faut

In 2009 the Chamber in conjunction with Chamber Member Running Code, developed and launched a new Gourmet Club web – site which has been successfully operating in 2010 gaining more and more popularity among Chamber Mem-

bers. Highly increased visiting ratings indicate of the fact that Gourmet Club web-site is the number one place Chamber members refer to when looking for a place to eat out. The above mentioned results and accomplishments were gained due to the active Internet Marketing Advertising Campaign the Chamber has organized together with Chamber Member Prodigi Marketing Agency.



Arena Entertainment

With the help unique advertising layouts specially developed by Chamber Member Tabasco Creative Agency, Gourmet club has been actively promoted in printed media reaching all kinds of audience – from current Internet users to conservative magazine and newspaper-readers.

Active and dynamic Gourmet Club is constantly seeking for new restaurants to join the network in order to provide Chamber Member with the widest range of benefits and discounts and satisfy all the tastes.



### Arena Entertainment Catering

Kyiv,

"Palats Sportu" metro station 2a Basseina Str.



### **Arena Sport Zone** Restaurant

Kviv, Bassevnava str., RK ARENA **ENTERTAINMENT. 2 floor** +380 44 492 00 00



### Arena Beer House

Kyiv,

2a, Basevna Str. +380 44 492 00 01



### **Arena Dance Club**

Kviv, 2a, Basevna Str. +380 44 492 00 00



### **Arena Entertainment Delivery service of dishes**

Kviv, "Palats Sportu" metro station; 2a, Basevna str. +380 44 492 00 03



### **Arena Stars Cabaret**

Kviv. "Khreschatik" metro station 2a Basseinaya str. 3 floor +380 44 209 37 97



### Arizona BBQ

Kviv, Podilskiv district, "Kontraktova ploscha" metro station Naberezhno-Khreshchatyts'ka str. 25

+380 44 425 24 38



### **Avalon Lounge Bar**

Kviv. Shevchenkivskiy district. "Universitet" metro station Leontovycha str. 3 +380 44 234 74 94



### Azhur disco club

Kviv. Shevchenkivskiy district. "Universitet" metro station Leontovycha str. 3 +380 44 234 74 94



### b-hush rooftop bar

Kviv,

2A Velyka Zhytomyrska str., InterContinental Kyiv, 11 floor +380 44 219 19 19



### **Balance Menu**

Kviv, "Ploscha L.Tolstogo" metro station; L'va Tolstogo str. 14 +380 44 466 5 888



### Bar on 8

Kviv, "Maidan nezalezhnosti" metro station 5. Alla Tarasova Street (Saint Sophia Square). Hyatt Regency Kyiv hotel. 8th floor +380 44 581 12 34



### Bellini's Bar

Kviv. Shevchenkivskiy district. "Universitet" metro station Bogdana Khmel'nyts'kogo str. 53 +380 44 581 70 70



### **Bier Platz**

Kyiv,

7, Khreshchatyk Str. +380 67 407 55 44



Kyiv, "Klovska" metro station Mechnykova str. 2 +380 44 593 37 10



### **Bon-Bon Confectionery House**

Kyiv, "Teatralna" metro station 3 Leontovicha st. +380 44 234 74 94

+380 44 381 91 95



### Ciro's Pomodoro

Kviv, "Palats Sportu" metro station: 12 Shota Rustavelli, str. +380 44 221 45 45



### **Comme il Faut French** fine dinning

Kviv, "Maidan nezalezhnosti" metro station Velvka Zhvtomvrs'ka str. 2a. InterContinental, 1 floor +380 44 219 19 19



#### Concord

Kyiv, Shevchenkivskiy district, "Ploscha L.Tolstogo" metro station Pushkins'ka str. 42/4 +380 44 234 77 88 +380 44 235 95 55





### D\*LUX

Kyiv, 3, Grushevskogo str. +380 44 200 90 09



Kviv, Pecherskiy district. "Palats Sportu" metro station Shota Rustaveli str. 16 +380 44 206 49 20



### Doversol

Kviv. Pecherskiv district. "Palats Ukraina" metro station Chervonoarmiis'ka str. 81 +380 44 531 13 78 +380 67 501 16 69



### **Dukhmiana Pich**

Kyiv, Kviv region, Lesniki village, 4th km of the New Obuhovskava route +380 44 22 88889



### Dumka

Kyiv, Svyatoshinskiy district, "Svvatoshin" metro station Akademika Tupolieva str. 20 +380 44 221 39 00



### **Grill Asia**

Kyiv, "Maidan nezalezhnosti" metro station 5. Alla Tarasova Street (Saint Sophia Square) +380 44 581 1234



### **IDALGO**

Kyiv, 8a, Brest-Lytovske +380 44 227 53 81



smart cuisine\*

### **IQ** Bar

Kviv. 25. Lva Tolstogo str. +380 44 234 53 55



### Jardin

Kviv. Shevchenkivskiy district. "Universitet" metro station Tarasa Shevchenka blvd. 38/40 +380 44 362 12 10



### Karavan

Kyiv, "Klovska" metro station Klovs'kvi Descent 10 +380 44 280 95 77



### **Khokhlovskiy**

Kyiv, "Politechnichny insitut" metro station 4/10 Tbiliskiy provulok +380 44 238 91 93 +380 93 306 08 14



### Korsar

Kviv, Podilskiv district, "Pochtova ploscha" metro station Sagaidachnogo Petra str. 14 +380 44 425 55 21 +380 44 425 55 78



### **Kupecheskiy Dvor**

Kviv, Stolychne hw. 24km +380 67 246 62 46



### Kureni

Kviv, Pecherskiy district. "Arsenalna" metro station Parkova road 4 +380 44 253 17 24



### L'Accento

Kyiv, Pecherskiy district. "Pecherska" metro station Lesi Ukrainky blvd. 5 +380 44 200 50 02



### La Casa Del Habano

Kyiv, Pecherskiy district, "Klovska" metro station Klovs'kvi Descent 13 +380 44 492 74 48



### La Terrazza

Donetsk, 80, Artyoma str +380 62 343 44 38



### Lale Cafe

Kyiv, Pecherskiy district, "Maidan nezalezhnosti" metro station Sofiivs'ka str. 14 +380 44 278 75 66



### Le Grand Cafe

Kviv, Pecherskiy district, "Maidan nezalezhnosti" metro station 4. Muzevniy provulok, 01001 +380 44 278 72 08 +380 44 278 43 47



### Leto cafe

Kviv, "Resbuplikansky stadion" metro station Chervonoarmiis'ka str. 56 +380 44 287 10 73



### **Lobby Bar**

Kyiv, 2A Velyka Zhytomyrska str., InterContinental Kyiv, 1 floor



# Lucky Pub — Beer bar and restaurant

Kyiv, "Palats Sportu" metro station 13 Rognidyns'ka street +380 44 499 13 13



### Marokana F-cafe

Kyiv, Pecherskiy district, "Pecherska" metro station Lesi Ukrainky blvd. 24 +380 44 254 49 99



### **Martini Terrazza Restaurant**

Kyiv, "Palats Sportu" metro station 2a Baseina Str.

- +380 44 561 61 81
- +380 44 492 00 00



### Mocco

Kyiv, Pecherskiy district, "Khreschatik" metro station Khreshchatyk str. 15 +380 44 230 92 30



# Moet and Chandon Summer Terrace

Kyiv, 2a, Basseina Str. +380 44 492 00 00



### Monaco

Kyiv, Shevchenkivskiy district, "Maidan nezalezhnosti" metro station

Velyka Zhytomyrs'ka str. 20 +380 44 466 68 85



### Nobu

Kyiv, "Palats Sportu" metro station Shota Rustaveli str. 12 +380 44 246 77 34



### O'Panas

Kyiv, Shevchenkivskiy district, "Zoloti Vorota" metro station Tereshchenkivs'ka str. 10 +380 44 585 05 23 +380 44 235 21 32



# O'Brien's Irish Pub and Restaurant

Kyiv, Shevchenkivskiy district, "Maidan nezalezhnosti" metro station

Mykhailivs'ka str. 17A +380 44 279 15 84





### Olivera

Kyiv, "Maidan nezalezhnosti" metro station Velyka Zhytomyrs'ka str. 2a, InterContinental, 2 floor +380 44 219 19 19



### **Patifon Karaoke Klub**

Kyiv, "Palats Sportu" metro station; 2a, Baseyna str. +380 44 492 00 00



### Pavlin — Vocal Restaurant

Kyiv, Shevchenkivskiy district, "Universitet" metro station Leontovycha str. 3 +380 44 234 74 94



### Pena

Kyiv, "Zoloti Vorota" metro station Yaroslaviv Val str. 30/18 +380 44 234 17 01



### **Petergof**

Kyiv, Pecherskiy district, "Arsenalna" metro station 6, P.Orlika vul., 01024 +380 44 253 73 58



### Restaurant of Boutique-Hotel Riviera on Podol

Kyiv, "Pochtova ploscha" metro station Sagaidachnogo Petra str. 15 +380 44 581 28 98



### **Roof Top Lounge**

Kyiv, "Ploscha L.Tolstogo" metro station Tarasa Shevchenka blvd. 5-7/29 +380 44 244 13 04



### San Tori

Kyiv, Sagaidachnogo Petra str. 41 +380 44 469 49 94



### SOHO

Kyiv, Shevchenkivskiy district, "Lukyanivska" metro station Students'ka str. 1 +380 44 484 03 51



### Stare Zaporizhzhya

Kyiv, "Pochtova ploscha" metro station; Sagaidachnogo Petra str. 27 +380 44 425 51 61



### Swina

Kviv. Shevchenkivskiv district. "Maidan nezalezhnosti" metro station Velyka Zhytomyrs'ka str. 6/11 +380 44 279 28 65



### Tampopo

Kviv, Saksagans'kogo str. 55 +380 44 289 29 99 +380 44 284 30 26



### **Teatro**

Kviv. Shevchenkivskiy district. "Universitet" metro station Bogdana Khmel'nyts'kogo str. 53 +380 44 581 70 70



### **Terrace**

Kyiv, "Kontraktova ploscha" metro station 60a, Vozdvizhenska vul. +380 44 531 99 33



### Terracotta

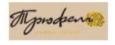
Kyiv, Shevchenkivskiy district. "Ploscha L.Tolstogo" Tarasa Shevchenka blvd. 5-7/29 +380 44 244 12 35 +380 44 244 12 42



### Tike

Kviv. "Pochtova ploscha" metro station 31, P. Sagaydachnogo vul +380 44 417 40 62





### Trufel

Kviv. Chervonoarmiis'ka str. 5 +380 44 492 16 22



### **Trypillya**

Kviv. Kiev oblast. Novoobuhivska trassa, 27 km +380 44 585 55 66

+380 44 351 78 42 +380 44 585 55 72 +380 50 383 31 17



### Tsarskoye Selo

Pecherskiy district, "Arsenalna" metro station Sichnevogo Povstannya str. 42 +380 44 280 30 66 +380 44 254 26 44



### **Tzar Proiect**

Kviv. 1-V. Grushevskogo St. +380 64 876 11 11



### Vanilla

Kviv. "Khreschatik" metro station Tarasa Shevchenka blvd. 2 +380 67 506 22 01 +380 44 235 41 85



### Varenichna №1

Kyiv, "Palats Sportu" metro station; Esplanadna str. 28 +380 44 221 95 39



### Veranda upon Dnieper

Kyiv, "Dnipro" metro station Naberezhne hw. 6-7 +380 44 428 72 99



# Membership Discount Card Program

# **Membership Discount Card Program**



Continuing to implement great new innovations that provide the Membership with exciting value added services the Chamber is proud to introduce the concept of Membership Cards in 2010.

Now Chamber Membership Card has even more benefits and opportunities for fellow Chamber Members.

It gives Chamber Members an opportunity not only to visit Chamber events, participate in raffles and win grand prizes, get the discounts on goods and services from the Member2Member Discount Card program, enjoy delicious food in best restaurants of Kyiv which provide Chamber Membership Cardholders with 10% and 15% discount but save money with new MAXI Loyalty program.

**Member2Member** Membership Discount Card Program is one of the most sought after benefits

for Chamber Members. The Chamber promotes the use of Chamber Membership Cards among the employees of the Chamber Member companies to create a reputable well-recognized promotional vehicle for fellow Members to utilize. The Chamber Discount Program not only allows participating Members to raise the awareness, profile and revenues of their companies, but it also gives the representatives of every Chamber Member Company the benefit of having access to the many discounts that are on offer.

Member companies enjoy Discounts for the services, structured by the following categories:

- Advertising, Media & Printing Services
- Airlines
- Business Services
- Car Leasing & Sales

- Consultancy, Investment & Marketing Research
- Educational & Training Services
- Express Delivery Services
- Healthcare and Beauty Services
- Hotels
- Insurance
- IT/Telecom Services
- Legal Services
- Moving and Relocation Services
- Office Furniture and Equipment
- Real Estate: Offices, Leasing Services, Land Services
- Retail Establishments
- Travel Services

There is an increasing number of participants of the Program that grows on the regular basis. The latest discount updates can be found at

### www.chamber.ua/discount

and at the Chamber Discount Club on Chamber Unite

### www.cu.chamber.ua.

Members can also subscribe for RSS and get the latest updated directly to their mailboxes.

# **New Members 2010**

- ACA Bureau
- Actio Law Firm
- AFCOM
- Agrimatco-Ukraine CJSC
- Aisi Realty Capital LLC
- Alpcot Capital Management Ltd
- Altera LLC
- Astor-1 LLC
- AUCHAN Hypermarket
- AUTO International
- Avellum Partners
- BDO LLC
- Benefit Systems LLC
- BG BANK
- Boston Consulting Group Ukraine LLC
- Cadogan Ukraine

- Carbon Capital Services Limited
- Chipita Ukraine
- CHS Ukraine, LLC
- City State
- Clarus Eastern Europe
- Comfort Properties
- DANONE LLC
- DataArt Solutions, Inc.
- Delta Wilmar CIS
- Derzhzovnishinform
- Desnagrain
- Dorada Insurance Agency
- DTFK
- EchoStar Ukraine LLC
- Edinburgh Business School Representative Office

- EMI UA
- ENERGOBANK, PUBLIC JOINT-STOCK COMPANY
- ERMIS DOMIKI LTD
- Esca Food Solutions LLC
- eSoft
- Express Systems & Parts Network, Inc.
- ExxonMobil International Limited
- Flextronics-Ukraine
- FM-Standard
- Fozzy-Food LLC, Fozzy Group
- Grata Consulting Group (Member of Kreston International)
- HayGroup Ukraine
- Health of Ukrainian People, International Charitable Foundation

# **New Members 2010**

- Herbalife Ukraine
- HT Property West
- Infopulse Ukraine
- Institute for Economic Research and Policy Consulting
- Institute of International Education Ukraine, Fulbright Program
- International Financial and Legal Consulting
- International Institute of Business
- International Telecommunication Company (TM "CDMAUA")
- Investment Capital Ukraine
- John Deere Ukraina LLC
- KartaMira Ltd.
- Kateryna S. Barabash IBcontacts
- KEY Communications
- KIY AVIA. JSC
- KM Core
- Lactalis-Ukraine
- Laureate International Universities (Walden University & University of Liverpool Online)
- Lex Partners LLC, Attorneys at Law
- LiveRepair.com, Inc.
- Luhansk Taras Shevchenko National University
- Magic Land
- Marti Ukraine LLC

- MasterCard Europe Sprl
- Mazars Ukraine LLC
- Medicore LTD. LLC
- Nemiroff Ukrainian Vodka Company
- NetCracker
- Noblet Media CIS
- Norstone Financial Corporation
- Novartis Pharma Services AG, Representative Office in Ukraine
- OK Internet
- Optima-Leasing / Sixt Ukraine
- Patern Ltd.
- PEP®worldwide-Ukraine
- Phoenix Capital
- Piraeus Bank ICB
- Prodiai
- Prominvestbank PSC
- Raben Ukraine
- ReckittBenckiser Household & Healthcare Ukraine
- Regus LLC
- RWE Dea UKRAINE LLC
- Sandoz Pharmaceutical
- Sanofi-Aventis Ukraine LLC
- Service-Agrocenter LTD
- SMART business

- Sojitz Corporation Kyiv Representative Office
- SOS Children's Villages, Charitable Fund, International Charitable Organization
- Strategy Foresight
- SysIQ Inc.
- Talent Advisors
- TEN Group LLC
- Tim Kelly Group
- Torrent Pharmaceuticals Ltd.
- Trade Guild, Ltd
- Tyco Electronics Ukraine Ltd
- Ukraine-Japan Center, Project of Technical Assistance
- Ukrainian Universal Exchange
- UkrFinance
- Ulysses
- USAID Financial Sector Development Project, implemented by Booz Allen Hamilton
- USAID Local Investment and National Competitiveness (LINC) Project
- USPOT Ltd
- V.I.Tech-Plus
- Vashchenko, Bugay and Partners
- Wizz Air Ukraine Airlines LLC
- Yuridicheskaya Practika Publishing
- Zfort Group

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