Dear colleagues,

Nowadays, export growth is one of the top strategic priorities for Ukraine's economic development proclaimed by the Export strategy of Ukraine 2017-2021. Over the years, the Ukrainian products receive consumer's appreciation; they are highly rated in many countries all over the world in Europe and Asia, and South America.

The main goal of Export Promotion Office to the Ministry of Economic Development and Trade of Ukraine (EPO) is to find direct working contacts with exporters, business associations, government, experts and funds, so that all of us could meet our common business objective. We are promoting export growth and confidence-building for our country's business by applying practical tools to support exporters and by developing cooperation between partners in foreign markets.

As of now, EPO has created particular tools, which actively used by the companies in their export activities; there are four priority areas in order to enhance the competitiveness of the Ukrainian business and to promote its goods and services in the world market. In particular, our Office provides companies with export information services, export education and export consulting, as well as offers business opportunities for exporters. We are working as well on expanding the educational services for Ukrainian businesses, providing trainings and developing export-opportunity programs.

We also emphasize the Ukrainian exporter's need to develop its export potential by exploring priority areas and opening new markets. Our Office, first of all, advocates the development of export potential in small and medium-sized businesses.

Being inspired by the results of our trade missions, one of proactive EPO`s instruments, to Canada, Kenya, Tanzania, Sweden, Israel, Indonesia, Malaysia and UAE, we have planned a number of further business activities in the nearest future in Germany, India, United Kingdom, Turkey, China.

Export Promotion Office is open to promising initiatives and projects with international partners. We help Ukrainian business not only to develop globally, by entering foreign markets, but also we are ready to support foreign importers in their search for reliable partners in Ukraine, as well as establish mutually effective partnerships.

Enclosure: EPO and EPO Trade Missions.

Best regards,

Mariana KAHANYAK

Head of Export Promotion Office

**EXPORT PROMOTION OFFICE (EPO)** – is an advisory and consultative body to the Ministry of Economic development and trade that has been founded as one-stop-shop to help Ukrainian exporters in opening new markets.

Ministry of Economic Development and Trade of Ukraine has initiated the EPO as a joint effort and reform-based initiative of the Government of Ukraine and the international technical assistance partners in order to boost and develop national capabilities for the export promotion policy in Ukraine. In accordance with the ministerial order №1861 dated 03 November 2016, EPO holds the legal status of an advisory and consultative body to MEDT.

**EPO STRATEGIC GOAL** is to help Ukrainian businesses be successful on the international markers by :

* developing the export competencies of Ukrainian business
* ensuring partnership and cooperation between Ukrainian and foreign businesses
* promoting Ukrainian products and services abroad

As of today, EPO acts as one of the developing operational instruments, aiming to support contemporary export-friendly ecosystem between the governmental institutions and businesses community by developing export promotion institution.

**EPO WORKS WITH:**

- Ukrainian Businesses & Associations

- Foreign Businesses & Associations & Import/ Trade Support organization, foreign consultants

Currently EPO is working in **4 MAIN DIRECTIONS:**

* **Export Information**: export and trade databases, analytics on the priority markets and industries.
* **Export Education:** training, seminars, webinars and other educational events to develop the export competencies of Ukrainian business.
* **Export services:** Initial consulting of Ukrainian companies and potential foreign importers, who are looking for partners in Ukraine; export readiness assessment for Ukrainian businesses, assistance in finding business partners, consulting on tender procedures in GPA-countries, coordinates Export Promotion Council to the Ministry of Economic Development and Trade of Ukraine.
* **Business Opportunities**: events that can open new export opportunities, such as Trade Missions, Exhibitions, В2В and B2G meetings, and other business networking events.

**EPO CONTACTS:**

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