

# UKRAINE COMPETES FOR INDUSTRIAL PARK INVESTMENTS, DESPITE THE WAR



# INDUSTRIAL PARK

a ready-made platform for the start of industrial production



**A ready-made  
land plot of the  
required size**



**Prompt  
connection to  
networks, ready-  
made industrial  
infrastructure**



**A better  
business case  
due to incentives**



**Availability of  
ready-made  
industrial  
buildings**

# TAX AND FINANCIAL INCENTIVES FOR INDUSTRIAL PARK PARTICIPANTS

0%

Exemption from import VAT and  
customs duties on equipment

Exemption from profit tax for 10 years

The right of local authorities to  
provide benefits on local taxes

Financing from the budget for  
infrastructure construction

# READY-MADE INDUSTRIAL INFRASTRUCTURE



Electrical capacity for connection

**239 MW**



Water



Gas



Sewerage



Ready-made industrial buildings

**745 thousand m<sup>2</sup>**



Automobile road



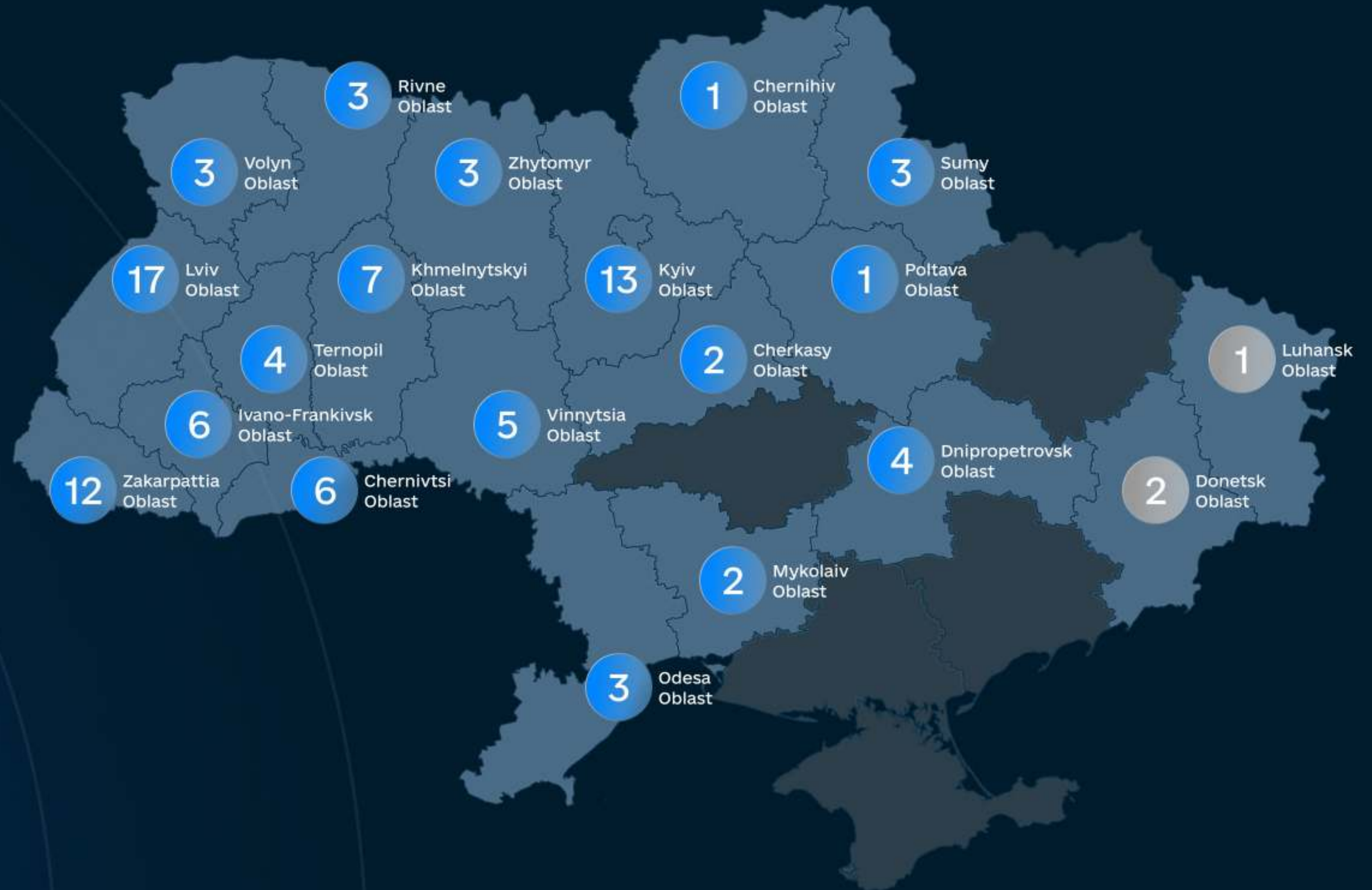
Railway

# UKRAINIAN COMMUNITIES INVITE INVESTORS TO INDUSTRIAL PARKS

98

industrial parks are registered in Ukraine by now

of which **about 30** industrial parks are in the stage of active development.



# FACTORIES ARE BEING BUILT IN THE INDUSTRIAL PARKS OF UKRAINE



Austrian, German, Finnish, British, and Ukrainian investors **are already building their factories in industrial parks.**

Invest in Ukraine now



- Hexagon icon Land plots with utilities
- Hexagon icon Built-to-suit construction
- Hexagon icon Turnkey development
- Hexagon icon Ready-built industrial facilities
- Hexagon icon One-stop clients' support
- Hexagon icon Facility management



# BILA TSERKVA INDUSTRIAL PARK NOW

[ip-bt.com](http://ip-bt.com)

## GOALS '30

**703,100 m<sup>2</sup>**

total area of land plots  
utilized

64%

**450,060 m<sup>2</sup>**

land plots developed /under  
development / sold

**235,400 m<sup>2</sup>**

total area of buildings and  
premises constructed

37%

**86,900 m<sup>2</sup>**

industrial and warehouse real  
estate is commissioned or  
under development

**\$250 mln**

investments attracted

36%

**\$89 mln**

investments attracted

**19**

residents of the  
industrial park

## MISSION

We are team of professionals  
that develops infrastructure  
and conditions for sustainable  
industrial development of Ukraine

## BILA TSERKVA 1 PHASE NOW

**36.5 ha**  
total area of  
industrial park

**35 ha**  
land plots  
utilized / sold





**\$ 80 mln**  
investments  
attracted

**75.500 m<sup>2</sup>**  
facilities

**17 enterprise**  
residents of the  
industrial park



### UTILITIES ONSITE, 2025

UTILITY	SUMMARY
 Electricity	Capacity: 8 MW; voltage: 10 kV
 Natural gas	Capacity: 6,400 m <sup>3</sup> /h; pressure: medium; pipeline 315 mm
 Water supply	Capacity: 1,300 m <sup>3</sup> /day; pipeline: 160 mm
 Wastewater	Capacity: 1,300 m <sup>3</sup> /day; pipeline: 200-400 mm

### OUR FOREIGN RESIDENTS



**Gualapack**  
UKRAINE

**InTiCa**  
Systems



## BILA TSERKVA 2 PHASE NOW

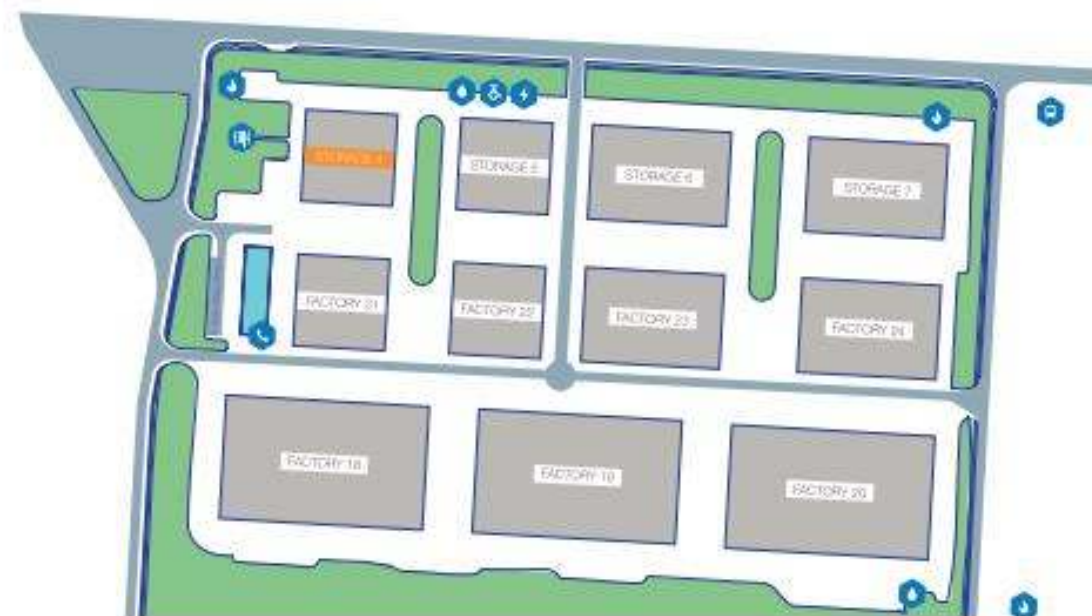
**34.7 ha**  
total area of  
industrial park

**3 ha**  
land plots  
utilized / sold



**\$ 5 mln**  
investments  
attracted

**11.300 m<sup>2</sup>**  
facilities

**2 enterprise**  
residents of the  
industrial park



### UTILITIES ONSITE, 2025

UTILITY	SUMMARY
 Electricity	Capacity: 15 MW; Voltage: 10 kV;
 Gas	Capacity: 10 ths. m <sup>3</sup> /h; pressure: high&medium; Pipe diameter: 300 - 400 mm
 Water supply	Capacity: 1224 m <sup>3</sup> /day; pipe diameter: 2 X 160 mm
 Sewage	Capacity: 900 m <sup>3</sup> /day; pipe diameter: 2X160 mm



**BILA TSERKVA**  
INDUSTRIAL PARK

XIV → 21





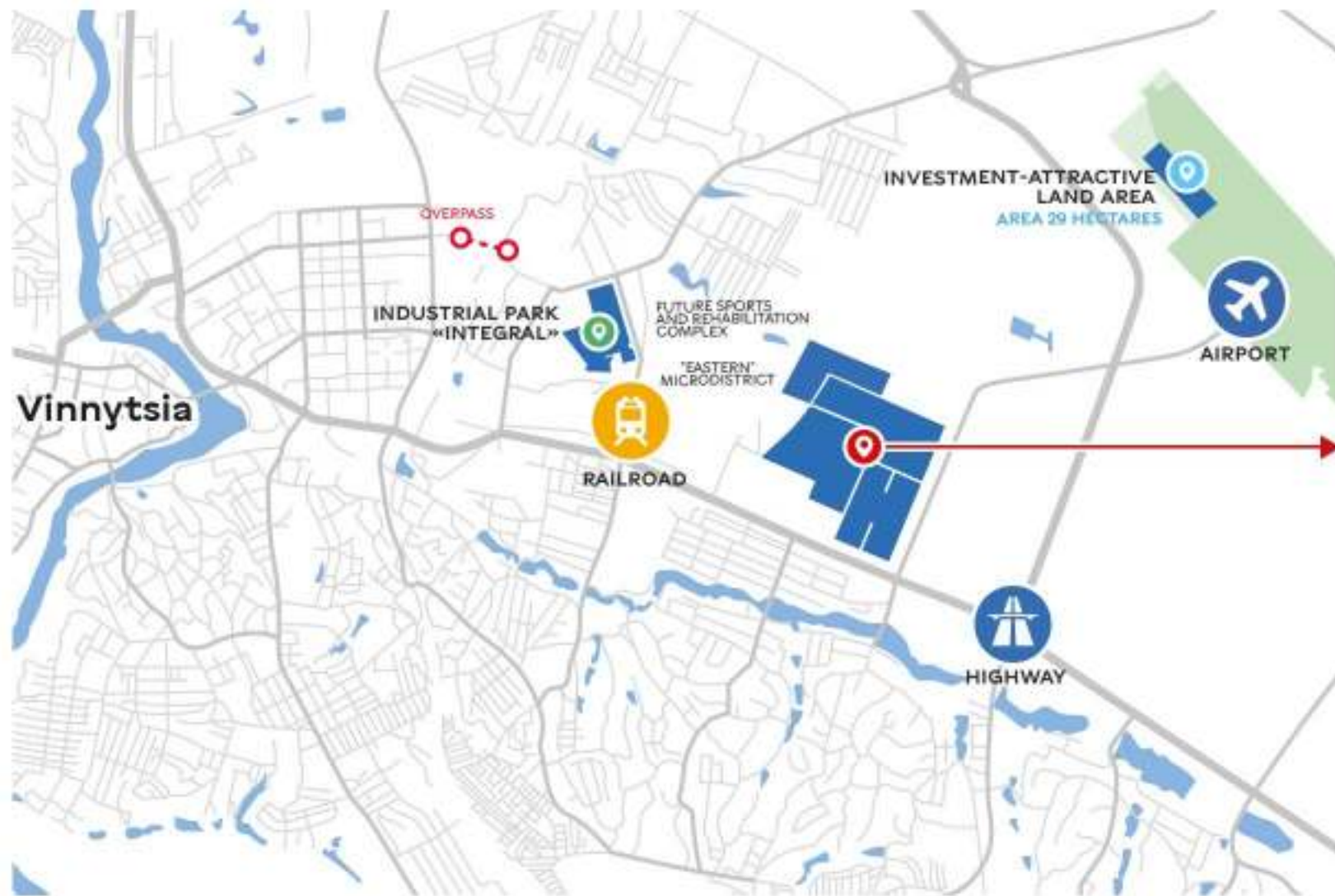
INDUSTRIAL PARKS OF VINNYTSIA CITY  
TERRITORIAL COMMUNITY



Vinnytsia



PROJECT 	VINNYTSIA INDUSTRIAL PARK	VinIndustry	VINNYTSIA CLUSTER OF REFRIGERATION ENGINEERING	WINTER SPORT	INTEGRAL
PARTICIPANTS 	 <b>ALTERRA</b> GROUP	 FIREWOOD  SMART LINE  BaIM WIZARDI	 <b>UBC</b> group	 <b>HEAD</b>	
INITIATOR OF CREATION 	VINNYTSIA CITY COUNCIL	VINNYTSIA CITY COUNCIL	VINNYTSIA CITY COUNCIL PJSC "UKRAINIAN BEER COMPANY" (UBC GROUP)	HEAD VINNYTSIA LLC	LLC «INVEST HOLDING COMPANY»
MANAGEMENT COMPANY 	UPARKS LLC	MUNICIPAL ENTERPRISE VINNYTSIA MUNICIPAL INVESTMENT FUND	INDUSTRIAL AND INVESTMENT COMPANY LLC	HEAD UKRAINE LLC	-
TOTAL AREA 	35,7 hectares	26,3 hectares	19,3 hectares	25 hectares	17,9 hectares (Brownfield)
ESTABLISHED FOR A TERM OF 	by 2046	by 2053	by 2047	by 2069	by 2056



## SCHEME OF COMMUNICATIONS TO INDUSTRIAL PARKS



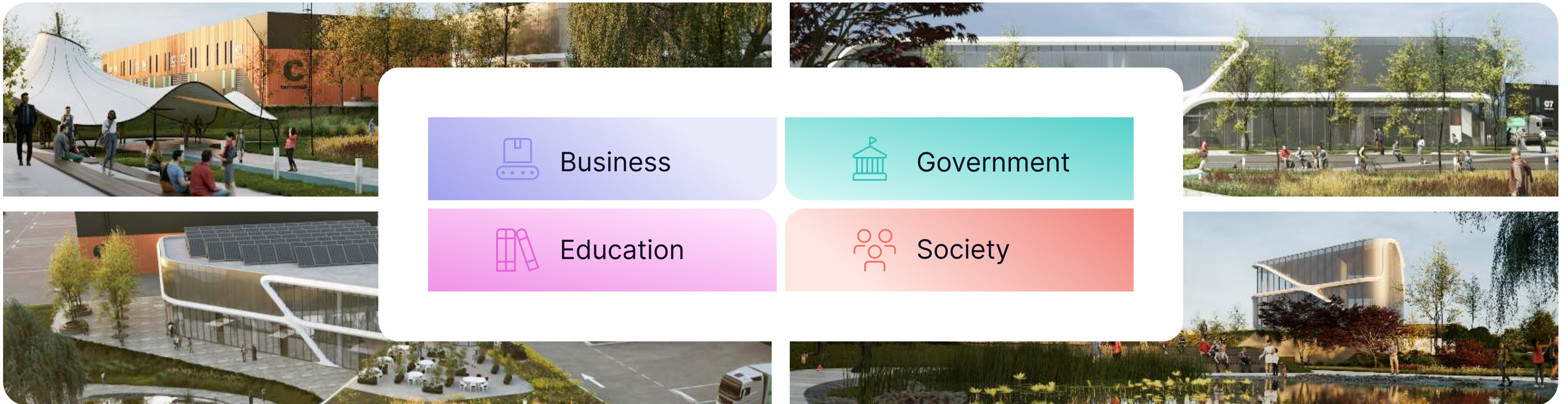
# FORMATSIA INDUSTRIAL PARKS

8 new residents in a year — Ukrainian industry continues to grow.



# QUADRUPLE HELIX

We're not just a developer. We are a platform for manufacturers to grow.  
**The Quadruple Helix model — how it already works with us:**



**Education:** partnerships with the top 10 technical universities.

**Government:** collaboration with city councils of major cities and the Ministry of Economy.

**Business:** our own community of over 300 manufacturers.

**Society:** more than 10,000 employees will be engaged.

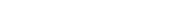
# **DEMAND EXCEEDS THE CAPACITY OF EXISTING SPACES.**

## **WE ARE ALTERRA GROUP, REDEFINING COMMERCIAL REAL ESTATE IN UKRAINE.**

One of our completed projects:

- A 77,000 m<sup>2</sup> logistics center.
- We brought together all services for businesses and employees in one place.
- 100% occupancy of the logistics center.





**€ 1 billion investment** in  
Ukrainian wood-  
processing industry,  
upon the support of the  
EBRD



# KRONOSPAN RIVNE, Industrial park

- ✓ **Land area – 85 + 62.5 hectares.**  
Ownership – private.  
Park registration – July 2021.
- ✓ **€ 47 million** – investments in the infrastructure of Industrial park.  
**€ 34 million** of which were invested during the ongoing war.
- ✓ **Specialization - woodworking and furniture production.**  
Multi-stage processing, from wood to ready-made furniture.
- ✓ **Anchor investor – Kronospan** (particleboard (PB) and OSB production facility).  
**FDI volume – € 536 million**, of which € 129 million have been invested during the war.



# KRONOSPAN RIVNE – Industrial Park for residents



## Managing company and Anchor investor:

- ✓ **Access to infrastructure,** Licenses, permits and technical documents
- ✓ **Ready-made premises** for lease/sale
- ✓ **Supply of the board** (PB/OSB)



## Potential residents:

- ✓ Manufacturers of furniture, PB components, accessories
- ✓ Manufacturers of building structures using OSB
- ✓ Innovative technological projects of the woodworking and furniture industry



## Resident's commitments:

- ✓ Development of the project
- ✓ Signing agreements with the Managing company
- ✓ Purchase, shipment and installation of the equipment

## HEMP FIBER FOR SUSTAINABLE FUTURE

Ma'Rijany Industrial Park will become a hub for integrating hemp into textile, construction, and biocomposite production



### MA'RIJANY INDUSTRIAL PARK FEATURES

- **Strategic Location**

Located in Ukraine's leading hemp cultivation region with direct access to raw materials

- **Industry-Specific Infrastructure**

Purpose-built for natural fiber and biocomposite production with full utilities

- **Flexible Facility Development**

Build-to-suit industrial spaces from 500 to 10,000 m<sup>2</sup> with lease or purchase options

- **Skilled Local Workforce**

Strong local labor base with relevant experience and education in agri-industrial sectors

- **Export-Ready Logistics & Support**

Seamless EU logistics and active regional support for international operations.



## DESIGNED FOR SCALING

Ma'Rijany Project makes a substantial step towards creating a solid foundation for hemp-based products based on the high-quality raw materials. Long scutched fiber is the core product. Short scutched fiber and shives are the by-products.

In 2026-2027 the plant will be capable of processing 11-13 thousand tons of hemp stalk and delivering between 1800 and 1900 tons of long fiber. Such scale of operations is possible due to the 4000ha land bank, which the Company will control by the end of 2026. In 2025 planted area was 1100ha (for fiber) and 300ha (for seeds multiplication).

The Company runs a business model that is different from the traditional European practice, where many farmers supply scutching mills. Ma'Rijany has its own seeds selection & multiplication and cultivates industrial hemp on the large fields within close proximity to the scutching plant.

To ensure quality seeds material with high fiber potential the Company finances the institute led by the leading Ukrainian hemp selection specialists.

The quality and homogeneity of the hemp stalk is ensured due to single cultivation program across all of the fiber fields (adjusted for land fertility) and state-of-the-art harvesting equipment.

The quality of processing is ensured via the modern scutching lines from the loading, tailored to handle hemp.

## VALUE PROPOSITION FOR CLIENTS

Being a manufacturer ourselves and consumer of the fiber for nonwovens, we understand the needs of our clients – product homogeneity and predictability of costs being among the important ones. Advanced contracting allows to escape the spot fiber market and guarantee pricing via planning the volume of seeds, cultivation areas and scheduling production and delivery program.

Hemp fiber is finding its way back to the market within the trend for durable and sustainable textiles. We believe the uptake by the final consumer depends on product quality, traceability and cost competitiveness of the supply chain. Our vertically integrated cultivation and production ensures these aspects receive utmost attention.

## CO-INVESTMENT & CO-LOCATION OPPORTUNITIES

Use our primary processing products (fiber and shives) to create higher value added downstream the value chain. Consider investment in:

### Solar/Wind Energy Generation

The industrial park's territory and the production facilities' roof areas provide the opportunity to create a combined energy generation capacity of 1.5 MWh (EUR 1.5M) and more.

### Construction

Building materials (hemp blocks, hempcrete, HDF boards, plywood) manufacturing from shives (EUR 8M)

### Biodegradable packaging, Biocomposites

Further downstream processing for the manufacture of biocomposites (automotive) and biodegradable packaging (investment budget TBD)

## FURTHER DEVELOPMENT

