

**AgroSpring**  
begins at

**10**

AGRO-INDUSTRIAL  
EXHIBITIONS



## A TRUE AGRARIAN EUPHORIA!

**AgroSpring 2020**, the largest spring international exhibition event of Ukraine which comprises three first-class international exhibitions, namely, **Grain Tech Expo, Agro Animal Show and Fruit. Vegetables. Logistics**, was successfully held in the International Exhibition Centre from the **18<sup>th</sup> till the 20<sup>th</sup> of February 2020**.

Peculiarity of this year's exhibitions was their **10<sup>th</sup> jubilee**, which meant larger scale, better quality and more exciting program!

ORGANIZER OF THE EXHIBITIONS:



**KYIV INTERNATIONAL  
CONTRACT FAIR**



**AgroSpring** woke more than **18,000** agrarians from winter sleep and made them change, transform, implement innovative solutions in their agribusiness and be the drivers of progress on agrarian market of Ukraine.

Over 500 companies were exhibitors of the exhibitions. They came from 21 countries, namely: Austria, Belgium, Belarus, Canada, the Czech Republic, Denmark, Finland, France, Germany, Great Britain, Hungary, India, Italy, Latvia, the Netherlands, Poland, South Korea, Spain, Turkey, Ukraine, the USA.

This year Austria, Denmark, France, Germany, Great Britain and the Netherlands were presented with National Expositions, while Turkey – with a collective one.



**Volodymyr Ivanov**, Chairman of Kyiv International Contract Fair, **Taras Vysotskyi**, Deputy Minister for Development of Economy, Trade and Agriculture of Ukraine, **Jennes de Mol**, Ambassador Extraordinary and Plenipotentiary of the Kingdom of the Netherlands to Ukraine, **Melinda Simmons**, Ambassador Extraordinary and Plenipotentiary of the United Kingdom of Great Britain and Northern Ireland to Ukraine, **Gernot Pfandler**, Ambassador Extraordinary and Plenipotentiary of Austria to Ukraine, **Hermann Intemann**, Head of Department for Food, Agriculture, Consumers' Rights Protection and Environmental Protection at the Embassy of the Federal Republic of Germany in Ukraine, **Magali Vuillaume**, Director of the National Agency Supporting the International Development of the French Economy Business France in Ukraine, **Iryna Palamar**, Head of Ukrainian Stock Breeders Association, **Leonid Kozachenko**, President of Ukrainian Agrarian Confederation, **Roman Slastion**, General Director of Association "Ukrainian Agribusiness Club", **Ruslan Illichov**, General Director of Federation of Employers of Ukraine, participated in the official opening ceremony of the exhibitions.

## AgroSpring 2020: key figures

**27,200** sq.m of exhibition area

over **500** leading companies, including  
**155** foreign ones from **21** countries

**6** national and **1** collective  
expositions

more than **30** business-events

**18,646** business visitors  
(from 38 countries)

**21,022** visits



## Taras Vysotskyi,

Deputy Minister for Development of Economy,  
Trade and Agriculture of Ukraine:

“Firstly, advanced experience and solutions are really demonstrated here. Secondly, these exhibitions give the opportunity to meet new people and establish new business and partnership relations. Thirdly, it is the chance not only to discuss, but also to present innovative developments. Technologies, innovations, new acquaintances are at least those 3 key factors why the exhibitions are worth participating and attending”.



## Jennes de Mol,

Ambassador Extraordinary and Plenipotentiary  
of the Kingdom of the Netherlands to Ukraine:

“I am glad that different companies are presented at the exhibition and business activity is very active here. We are pleased to be here, because Ukraine is the perfect partner for us to cooperate with”.



## Melinda Simmons,

Ambassador Extraordinary and Plenipotentiary of  
the United Kingdom of Great Britain and Northern  
Ireland to Ukraine:

“It is my pleasure to be at the exhibition and see the growth of potential. Every year Great Britain participates in AgroSpring. It is a great platform for development, cooperation and improvement of relationships with Ukrainian partners”.





**Hermann Intemann,**

Head of Department for Food, Agriculture, Consumers' Rights Protection and Environmental Protection at the Embassy of the Federal Republic of Germany in Ukraine:

"I am pleased that this year Germany participates in the exhibition again and is represented with the largest country exposition that unites 36 exhibiting companies. I am glad to see that the latest technical solutions are presented at AgroSpring this year as well, allowing farmers to modernize their agro-holdings and management processes".



**Gernot Pfandler,**

Ambassador Extraordinary and Plenipotentiary of Austria to Ukraine:

"It is the fourth time when Austrian exposition is presented at the exhibition. Participation in this exhibition is very important for us, because agriculture takes a significant place in development of Austrian economy. It is a great honor for me to be present at the opening of this exhibition and I am really impressed with the scale of this event".



**Magali Vuillaume,**

Director of the National Agency Supporting the International Development of the French Economy Business France in Ukraine:

"This year we are glad to present 21 French companies demonstrating their developments in the spheres of animal husbandry and crop production at the exhibition. We are grateful to the organizers of this international exhibition, which represents, in our view, a major annual agricultural event. Firstly, it gives the opportunity to strengthen cooperation between France and Ukraine in very important economic directions, and secondly, AgroSpring is constantly improving and actively facilitates development of innovations".

**AgroSpring 2020** is the platform that brought together key representatives of Ukrainian and global agribusiness. Companies-exhibitors presented exclusive samples of machinery, equipment and advanced technological solutions for them. Each company had been thoroughly preparing for the event, bringing all their creativity and inspiration into play. Stand decorations, positive and friendly attitude to visitors translated significance of the event for agrarians.



The highlight of the day of the exhibition opening, **February 18**, was the gala-reception, where the exhibitors received jubilee awards for participating in the above-mentioned exhibitions for **10 years** in a row, and the partners – for support and fruitful cooperation.





The two-day **Grain industrial forum. Flour. Processing** took place at the exhibition **Grain Tech Expo** for the second time. The most important questions of development of elevator business and flour-milling industry were discussed. The Forum was co-organized by *Ukrainian Agrarian Confederation* and was supported by *Ukrainian Grain Association, Union "Millers of Ukraine" and Ukrainian Grain Elevator Association*. The first day of the forum was dedicated to the topic **"Elevator business. Strategy 2030. Open data as a driver for effective development"**, which sparked a fervent discussion and gave food for thought.



**Leonid Kozachenko**, *President of Ukrainian Agrarian Confederation*, pointed out that at present Ukraine takes the second place in the global ranking of grain exporters. In order to maintain the leadership position in future, it is vital to provide a simplified access to correct information regarding the place, volumes of grown products and producer.

**Valerii Yakovenko**, *Founder of DroneUA*, emphasized that no one can ensure confidentiality nowadays. In exchange for using free platforms one has his personal data uploaded. And it is better to think about further monetization of such an exchange.



**Andrii Zablovskiy** told about IT-solutions for agricultural sector, in particular about opening the data regarding logistics of grains and oilseed crops. He assured that in any case everything will be open and digital.

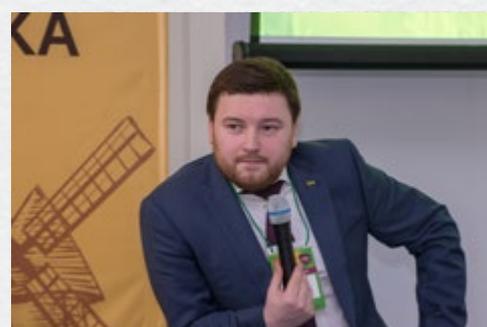
**Yurii Petruk** noted that in the modern world opportunities are extending and more directions for implementation of open-data both in business and in daily life are emerging.

"Nowadays it is possible to find any data and buy any information. The state has to control them, in order for the problems not to occur", - such an idea was offered by **Andrii Vorontsov**. He said that making these processes transparent and clear is the task of the state.

**"How to create a profitable model of Ukrainian flour market?"** – this topic was discussed during the second day of Grain industrial forum.

During the forum **Rodion Rybchynskiy**, *Head of Union "Millers of Ukraine" and Head of Service for Business Projects at consulting company APK-Inform*, commented: "The event is necessary, it goes without saying, because we need the platform to get acquainted. All of our Ukrainian companies can visit dozens of exhibitions abroad to see modern equipment and technologies. However, when Grain Tech Expo appeared, it was a win-win story for everyone: exhibitors, visitors, all the participants. It is a meeting place, and a very comfortable one."

Along with the forum, visitors could also attend the exposition of equipment for flour-milling and cereal processing complexes which was presented for the first time and united more than **15** specialized companies.

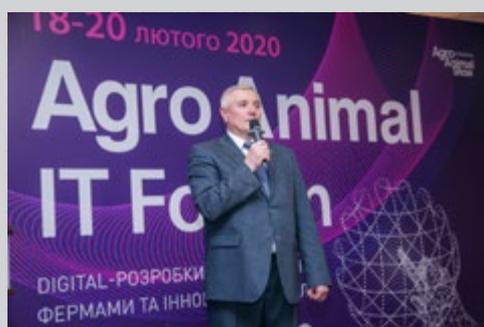


# HIGHLIGHTS OF THE BUSINESS PROGRAM OF

## AgroSpring 2020



A flagship three-day **Agro Animal IT Forum** was held with a tremendous success at **Agro Animal Show** for the first time. It presented newest solutions in the sphere of feeding and digital solutions for farm management from the leading Ukrainian and foreign experts. The program of the business forum was marked with presentations by famous experts dedicated to relevant topics. During the event the specialists from the Netherlands, Ireland, Denmark, Great Britain told about modern trends in feeding cattle and pigs.



**Oleksandr Smyrnov**, Head of certification department at MNC group, told about the importance of using certified products in animal husbandry. **Anna Lykhach**, PhD in agricultural sciences, described the actions for keeping piglets to ensure their good emotional condition and health during her report titled **“Wellness of piglets during rearing”**.

**Volodymyr Shylo**, International expert in pig breeding at Swinco (the Netherlands), also advised how to get maximum economic effect from growing pigs during his presentation with the topic **“Multiphasic feeding of piglets”**.

**Iryna Palamar**, Head of Ukrainian Stock Breeders Association, pointed out that the best things that we have and have attained for many years of fruitful cooperation were shown and presented at Agro Animal IT Forum. **“The things shown here represent our best results that have been reached for years”**.



**Peter van Dooren**, Founder of consulting company Nutrivice Consultancy B.V. (the Netherlands), Independent consultant on cattle, commented on the event too.

“Thanks to the forum and the exhibition I realized that many people are interested in animal husbandry a way more, and our company has got a lot of useful contacts here. 70% of people who were present at the forum are engaged in milk and meat production, in livestock breeding.”

**Peter Jan Maas**, Co-owner of Swinco BV and Farm Nutrition Consult, mentioned:

“I liked the exhibition. It was visited by many interested people. I was pleasantly surprised with a large number of foreign companies. Ukraine closely cooperates with foreign businesses.”





Besides as a part of **Agro Animal Show** the international conference **“Effective poultry breeding”**, dedicated to the safety of poultry products and technical equipping of poultry farms was held. Interesting and useful presentations by Ukrainian and foreign experts were attentively listened to by all visitors of the event.

One of the first to speak was **Yevhenii Vorona**, Deputy General director of *Texha*, who told about innovative solutions for non-cage keeping and growing of poultry. Presentation by **Oleksandr Sliusar**, Commercial director of *Dostofarm (Germany)*, was exciting, since he told in details about effective production of broilers and eggs OREGANIC.

Besides, among other speakers of the event were **Federico Vidali**, Director of *SIME-TEK (Italy)*, **Michele Prearo**, Sales director for CIS countries of *FACCO (Italy)*, **Carlos de Magalhaes**, Representative of *Unifortes (the Netherlands)*, and **Willem Deckers**, Vet of Poultry breeding department and scientist of *Royal GD (the Netherlands)* and others.



For the first time **Agrochemical quarter**, that comprised 3 thematic directions: **Day of fertilizers – 18 February; Day of seeds and plant protection products – 19 February; Day of biotechnologies – 20 February** took place.

During the forum experts of agrochemical market told about revolutionary solutions on the market of complex fertilizers. The event was visited by farmers, producers, distributors of mineral fertilizers. The leading specialists told about the synergy of microbiologic solutions, about the current state of pesticides' and agrichemicals' quality in Ukraine, as well as about genetics of Ukrainian seeds, their pros and cons, and in particular how to protect harvests in 2020. One of the most important questions was if there is an alternative to glyphosate and if one has to be afraid of GMO seeds. During all the days of **Agrochemical quarter** there worked the consulting centre, where any agrarian could get answers to the questions related to the use of agrichemicals in his production.

**Dmytro Hordiichuk**, Founder of *Infoindustry*, commented on the event:

“I would like to thank the organizers of **AgroSpring 2020**. We are the co-organizer of **Agrochemical quarter**. It is the first event of this kind for us. And we see the opportunities for further development in it. Consultants who will help our farmers are working here. Service companies for farmers and agricultural producers are also present here. One can find partners here”.



On February 19 the traditional top-event of **AgroSpring 2020** – **The Day of France in Ukraine** was held. This year the experts focused on an incredibly interesting topic – “**Agribusiness in new realities**”. During the event the most important questions in agriculture were discussed, namely, yields and profits of farms in conditions of climate changes, technical and economic tools to increase effectiveness of production. During the event **Laurent Deniau**, Agricultural Counsellor of the Embassy of France in Ukraine, told about management of agricultural companies in new realities. He emphasized that climate changes make us change the process of production and adjust faster than it was a few years ago.

“The challenges which Ukrainian agriculture is facing now include implementation of innovative technologies in order to reduce production costs and increase profit. Besides, it is required to increase production of biomass, and consequently to increase use of biogas and bioethanol in one’s production. In new realities Ukrainian producers also need to process raw materials locally in order to increase added value of products”, – said **Laurent Deniau**.

**Magali Vuillaume**, Director of the National Agency Supporting the International Development of the French Economy Business France in Ukraine, mentioned: “Every year we cooperate with the organizer to arrange French national exposition at the exhibition. This year 22 French companies participate in the exhibition and everyone is very satisfied with organization. Many people visited our exposition and we have attracted many potential partners”.



Besides, on **February 19 the Day of Germany** was traditionally held at **AgroSpring 2020**. This year at the event the experts presented suggestions of German partners regarding development of agricultural sector of Ukraine and about relevant agri political challenges of animal husbandry in Germany. The event was very popular with visitors. We are sure that the valuable German experience will come in handy for Ukrainian agrarians.



**Hans-Joachim Fuchtel**, Parliamentary State Secretary to the Federal Minister for Economic Cooperation and Development of the Federal Republic of Germany, noted: “It is my first time to the exhibition in Ukraine. I would like to point out that business life is vibrant here, we guess that the exhibition has many prospects. Germany is presented with its own exposition uniting 36 companies. Feedbacks about **AgroSpring** are very positive. We plan to further develop active cooperation with Ukraine”.

## The 6<sup>th</sup> British-Ukrainian forum “Effective dairy farm”

, supported by Department for International Trade of the British Embassy in Ukraine, also took place at the exhibition. Among the speakers were renowned British and Ukrainian experts in dairy industry: **John Meyon**, General director on export of Department for International Trade of the British Embassy in Ukraine; **Sam Host**, Specialist in animal husbandry of Department for International Trade of the British Embassy in Ukraine; **Kola Olutimehin**, Founder and Managing director at MakeWay Global; **Mykhailo Travetskyi**, Expert in effective management of animal husbandry and others.

At the forum the above-mentioned experts told about the examples of successful experience of Great Britain in dairy farming, family dairy farms in Ukraine, milking equipment and innovative milking technologies by milkrite InterPuls, effectiveness of dairy processing in Great Britain and advantages of Lean methodology, as well as implementation of British experience at Ukrainian farms.

**John Meyon**, General director on export of Department for International Trade of the British Embassy in Ukraine, noted: “Great Britain takes the 10<sup>th</sup> place in the world and the 3<sup>rd</sup> place in Europe in supply of dairy products”.

**Sam Host**, Specialist in animal husbandry of Department for International Trade of the British Embassy in Ukraine, pointed out that the number of farmers and cows is decreasing in Great Britain, similar to other countries, while milk production is growing. It means that productivity of milk industry is growing. Besides, profitability of milk business in the country remains high.

**Mykhailo Korylkevych**, Initiator of the project at UkrMilkinvest Group, presented the project “Family dairy farms in Ukraine” at **AgroSpring 2020**.



## As usual the 8<sup>th</sup> Day of a Young Specialist: IN STYLE “AGROKEBETY”

attracted many students. Over 300 motivated and talented students visited the event.

**Olena Kovtun**, Program coordinator of the project “Agrokebety”, **Anastasiia Kyrylchuk**, an active student-agronomist of National University of Life and Environmental Sciences of Ukraine, and **Artem Belenkov**, CEO of SmartFarming, told about peculiarities of a new Master program.

**Olena Kovtun**, Program coordinator of the project “Agrokebety”, shared her impressions:

“We have been fruitfully cooperating with the exhibition organizer for 10 years. The exhibition is the platform where one can see some innovations, negotiate future cooperation. I think that our next meeting will be even more successful and grand”.





At the international exhibition **Fruit. Vegetables. Logistics** association "Ukrsadprom" held **general meeting of the Association members**. **Oleksandr Matviets**, the newly-elected Head of the Association, held the speech about: priority directions of the Association's activity, the order of using money according to the state program of support for gardening and the address to executive authorities regarding state support for the industry in 2020 was approved. Besides, the forum "**Gardening in the context of rural areas development**" took place at the exhibition. The event brought together over 100 industrial gardeners from all Ukrainian regions.

Visitors paid much attention to the exhibitors presenting relevant directions of production: Processing and industrial cooling systems, Containers and packaging, Irrigation and drip irrigation. The exhibition was visited by heads of big fruit and vegetable farms, in particular: **Adam Melnyk**, Director of Vladam-Yug, **Anton Lukianov**, CEO of Melitopol Cherry, **Oleh Vorobiov**, Director of Star Berries farm and others.

**Yurii Hromyk**, CEO of Barskiy Sad, took part in the exhibition **Fruit. Vegetables. Logistics** for the first time and did not hide his excitement: "We are really glad, there are many target clients. We liked everything, the organization is superb. We will definitely cooperate next year too".



Summarizing, we can state that **AgroSpring 2020** was a total success! We wish all the visitors and exhibitors a new agrarian season to be marked with new achievements and resounding success!

We also invite everyone to attend the international exhibition of agricultural machinery and equipment **InterAGRO 2020**, which will be held in the **International Exhibition Centre (15 Brovarskyi Ave., Kyiv)** for 4 days **from the 26<sup>th</sup> till the 29<sup>th</sup> of October**.

The next exhibition event **AgroSpring 2021** will be held **from the 16<sup>th</sup> till the 18<sup>th</sup> of February 2021** in the **International Exhibition Centre (15 Brovarskyi Ave., Kyiv)** for 4 days

## Join us!

Organizer:



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