

AUSTRIA IST ÜBERALL

Herzlich Willkommen!

Unser Webinar beginnt  
in Kürze.



## Sourcing aus der Ukraine

Ist es noch möglich?



AUSTRIA IST ÜBERALL



## Begrüßung/Einführung

Martha Bogacz  
Programmmanagerin Sourcing  
AUSSENWIRTSCHAFT Industry



# • AGENDA

1

- EINBLICKE IN DIE MOMENTANE LAGE

- STAHL- UND METALLINDUSTRIE

2

3

- QUALITÄTS-MANAGEMENT

- LOGISTIK

4

5

- LOHNFERTIGUNG IN DER UKRAINE



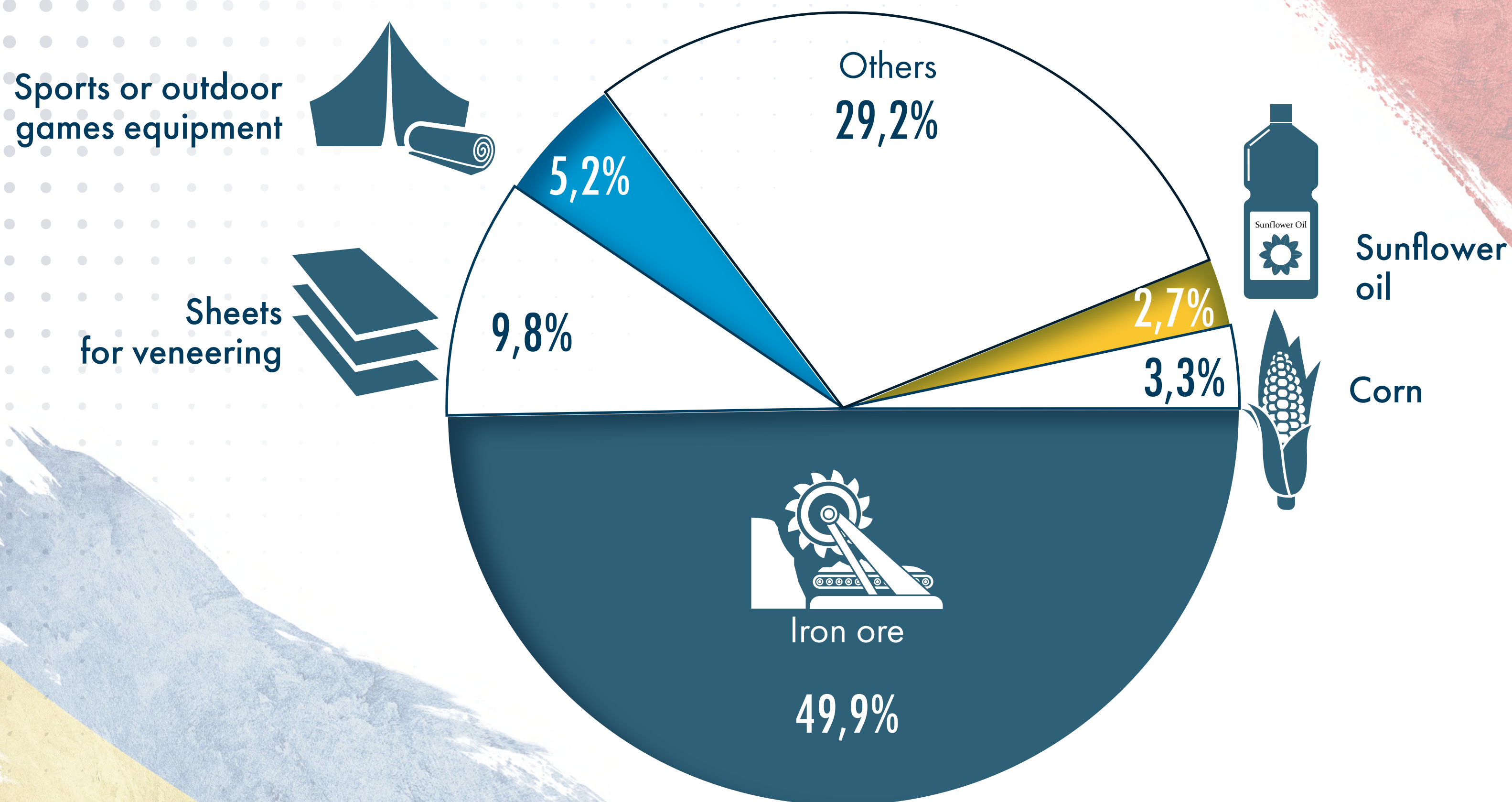


# AUSTRIA: SOURCING FROM UKRAINE

**Stanislav Zinchenko**  
GMK Center CEO



# IRON ORE ACCOUNTS FOR 50% of Ukrainian goods exports to Austria



Data source: Custom's service of Ukraine.

Ukrainian iron ore producers offer high quality products which help Austrian steel industry to be competitive globally.

Austria and Ukraine are reliable trade partners:

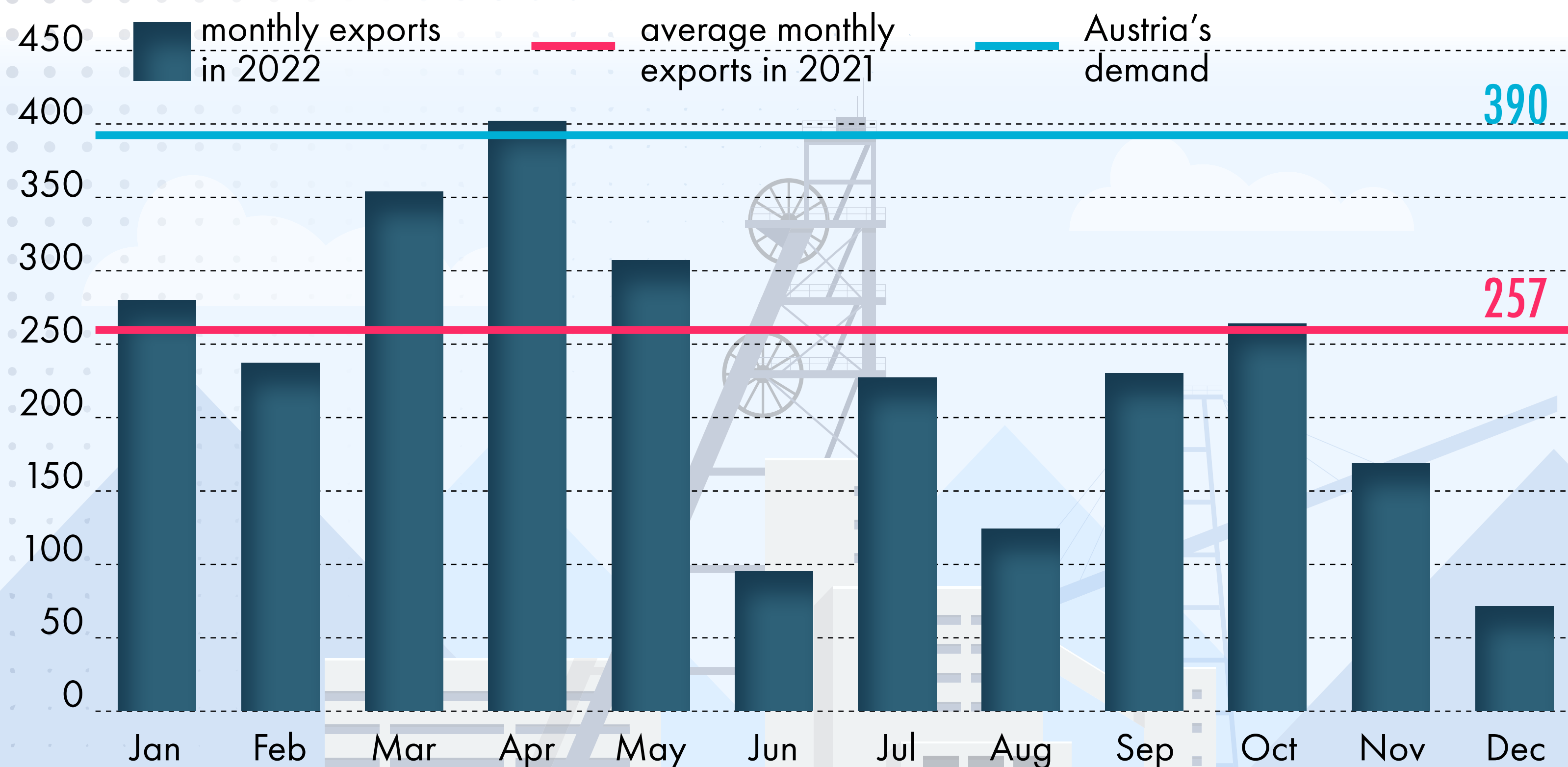
- Ukraine continues iron ore supplies during the war.
- Austria remains important consumer of Ukrainian iron ore. In March-May Austrian steel companies even increased imports supporting Ukrainian business.



# AUSTRIA AND UKRAINE

## have potential to increase iron ore trade

### Iron ore exports to Austria in 2022, ths tons



Data source: State Custom Service

In 2022 average monthly iron ore exports to Austria reached 230 ths tons. It is lower than in 2021 – 257 ths tons. There is still potential to increase iron ore supplies.

In 2021 Austria imported 390 ths tons of iron ore per month. These volumes could be fully supplied by Ukrainian companies – in 2022 their maximum iron ore exports was 402 ths tons per month.

# LOGISTIC INFRASTRUCTURE

has been a challenge for iron ore export from Ukraine

The map of railway border crossings with European countries



Nominal and actual capacity of railway border crossings, number of wagons per day

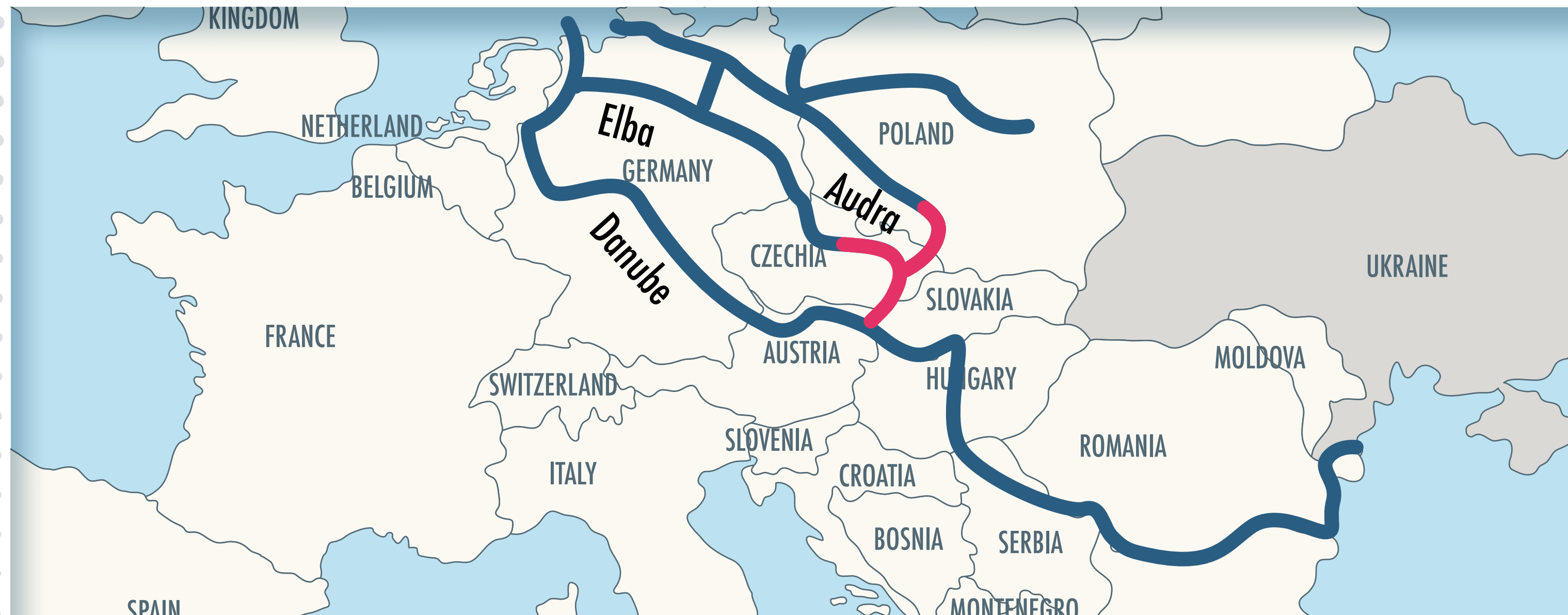
Countries	Cross-border point	Nominal capacity*	Actual capacity**
Poland	Yagodyn	200	152
	Izov	600	402
	Rava-Ruska	150	n/a
	Mostyska-2	306	175
Romania	Vadul-Siret	180	136
	Dyakovo	120	67
Slovakia	Chop-Cierna	490	294
	Uzhgorod	500	102
Hungary	Chop-Zahony	30	n/a
	Batevo	420	191
Moldova	Sokyryany	86	n/a
	Mogilev-Podilskyi	140	57
Romania/ Moldova	Reni	200	n/a
TOTAL		3,422	1,800

\* UZ data  
\*\* Maximum achieved daily traffic, GMK Center estimations



# IRON ORE CAN BE SHIPPED to Austria along the Danube

## River logistics through Danube



# 45%

of iron & steel products was exported  
through Izmail (Ukrainian Danube  
port) in October 2022

# -63%

decrease in number of railcars at  
western railway border crossings  
from June to October 2022

River logistics to Austria has a list of advantages:

- It does not create pressure on railway infrastructure at western borders of Ukraine.
- It is environmentally friendly.
- It gives impulse to the further development of river shipping in Ukraine.



# BUYING UKRAINIAN IRON & STEEL PRODUCTS

## Austrian business supports the economy of Ukraine

**9.5%**

contributed by  
the iron & steel sector  
to GDP of Ukraine in 2020

**32.6%**

contributed by  
the iron & steel sector  
to exports of goods in 2021

**29.4%**

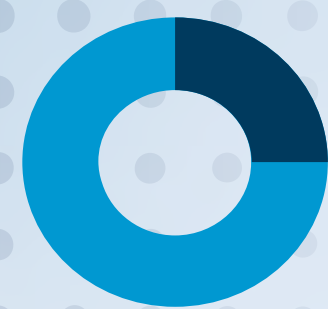
the share of the iron & steel  
sector in total CAPEX of  
industrial sectors in 2021

Iron & Steel industry is a fundamental sector of economy in Ukraine. From year to year, it creates great economic impact.

Before the war, 1 steelmaker created 4.4 jobs in other sectors of Ukrainian economy. In total, 589 thousand people were employed in the Iron & Steel sector and related industries.

In 2022 the iron & steel sector faced big problems caused by the Russia-Ukraine war. Surviving of Ukrainian economy and Ukrainian iron & steel sector is highly dependent on trade and collaboration with EU countries, especially Austria.





**GMK**  
CENTER

– Ukrainian based think-tank  
and consulting company



### **ANALYTICAL CENTER**

We are researching  
trends  
in metallurgy  
and industry



### **MEDIAPORTAL**

We cover  
main events and trends  
in industry  
and metallurgy



### **EVENTS**

We organize  
forums, round tables  
and meetings  
for market  
participants



### **CONSULTING**

Together with partners -  
World Steel Dynamics (USA)  
and Horst Wiesinger Consulting (Austria) -  
we offer comprehensive  
consulting services and industry  
expertise for industry enterprises



# **STANDARTISATION AND CERTIFICATION IN UKRAINE**

**[www.qcentre.com.ua](http://www.qcentre.com.ua)**





## NAAU – National Accreditation Agency of Ukraine

Accreditation Body Membership of IAF is open to bodies that conduct and administer programmes by which they accredit validation/verification bodies and/or bodies for the certification of management systems, products, processes, services, personnel and other programmes of conformity assessment. Accreditation Body Members must declare their common intention to join the IAF Multilateral Recognition Agreement (MLA) recognising the equivalence of other signatories' accreditations to their own.



**NAAU ( National Accreditation Agency of Ukraine )**

Code of Conduct Adopted: 16 Jun 2017

<http://naau.org.ua>



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Ukraine )**

Code of Conduct Adopted:16 Jun 2017

<http://naau.org.ua>

**EA**

NAAU is a category B member of the European Accreditation Cooperation (EA) and a signatory of the Multilateral Agreement with EA (EA MLA) in the areas of accreditation of testing and calibration laboratories, medical laboratories, product certification bodies, management system certification bodies, personnel certification bodies and inspection bodies.

**ILAC**

NAAU is a full member of the International Laboratory Accreditation Cooperation (ILAC) and a signatory of the Mutual Recognition Agreement (ILAC MRA) in the areas of accreditation of testing and calibration laboratories, medical laboratories, inspection bodies

**IAF**

NAAU is a full member of the International Accreditation Forum (IAF) and a signatory of the Multilateral Mutual Recognition Agreement (IAF MLA) in the fields of "product certification", "personnel certification" and "management systems certification" (for sub-fields in accordance with ISO 9001, ISO 14001 standards , ISO 22000, ISO/IEC 27001, ISO 50001, ISO 13485, ISO 45001





# National certification bodies – accredited in NAAU

**The register of accredited CBs as of January 17, 2023, according to the information of the NAAU**

Name	Number of valid accreditation certificates	The number of invalid accreditation certificates	the total number
Testing laboratories (DSTU ISO/IEC 17025)	759	574	1333
Calibration laboratories (DSTU ISO/IEC 17025)	40	7	47
Medical laboratories (DSTU EN ISO 15189)	29	3	33
Proficiency testing program providers (DSTU EN ISO 17043)	5	0	5
Bodies for certification of products, processes and services (DSTU EN ISO/IEC 17065)	120	68	188
Personnel certification bodies (DSTU EN ISO/IEC 17024)	12	4	16
Inspection bodies (DSTU EN ISO/IEC 17020)	103	1-1	204
Bodies for certification of management systems (DSTU EN ISO/IEC 17021-1)	63	29	92
Verification bodies (DSTU ISO 14065:2015)	4	0	4
TOTAL	1135	787	1922



# UAS



The state enterprise "Ukrainian Research and Training Center for Standardization, Certification and Quality Problems" (SE "UkrNDNC") was established by Resolution No. 1337 of the Cabinet of Ministers of Ukraine dated August 21, 2003

<http://uas.gov.ua/>

The Law of Ukraine "On Standardization", which came into force on January 3, 2015, creates the prerequisites for the approximation of the national standardization system to international and European norms and rules, as well as the implementation of the Association Agreement between Ukraine, on the one hand, and the European Union, the European Atomic Energy Community energy and their member states, on the other hand, in particular in terms of implementing the necessary administrative and institutional reforms. According to the order of the Cabinet of Ministers of Ukraine dated 26.11.2014 No. 1163 "On the definition of a state-owned enterprise that performs the functions of a national standardization body", the functions of the National Standardization Authority are performed by the state-owned enterprise "Ukrainian Research and Training Center for Standardization, Certification and Quality Problems" (hereinafter referred to as "SE" UkrNDNC")

## Membership in international and regional organizations







# Harmonized international standards

**Information on the number of national ND projects in 2022, planned for development and adopted national NDs, the method of adoption of harmonized national NDs**

Program of work on national standardization for 2022 (method of adoption)	Number planned to be developed		The number of accepted	
	projects of national ND	international, European or regional NDs, which are intended to be accepted as national NDs	national NDs	international or regional NDs, which are accepted as national NDs
Reprint	42	42	8	8
Translation	1176	1176	179	179
Confirmation	519	519	184	184
Confirmation (CEN/CENELEC)	20290	20290	20290	20290
national NDs	0	0	66	0
Total	23020	22027	20727	20661



# Harmonized international standards for 2023

## Information on the number of national ND projects planned for development in 2023

Work program for national standardization 2023 (acceptance method)	Part 1 "New Themes"		Part 2 "Transitional Topics"		Generalized version	
	Number		Number		Number	
	Projects national ND	international and regional NDs, which are intended to be accepted as national NDs	Projects national ND	international and regional NDs, which are intended to be accepted as national NDs	Projects national ND	international and regional NDs, which are intended to be accepted as national NDs
Reprint	0	0	34	34	34	34
Translation	98	98	885	885	983	983
Confirmation	53	53	63	63	116	116
Confirmation (CEN/CENELEC)	65	65	425	425	490	490
National NDs	19	0	691	0	710	0
Total	235	214	2108	1407	2333	1623





# International Certification Bodies

	Quality Ukraine LLC – official partner of Quality Austria GmbH
	TÜV SÜD Management Service GmbH
	BVC Bureau Veritas Certification Holding
	TUV Austria – the partner is TIC
	



# Certified Companies

The ISO Survey of Management System Standard Certifications  
**2021**



## ISO 9001:2015 Quality management systems -- Requirements

Country	certificates	sites
Austria	3768	5437
Czech Republic	11429	12580
Denmark	2248	7518
Germany	49298	81550
Hungary	7856	10886
Poland	10512	16575
Ukraine	1480	1996





# Main industries with certificates

The ISO Survey of Management System Standard Certifications  
**2021**



- Machinery and equipment
- Basic metal & fabricated metal products
- Food products, beverage and tobacco
- Electrical and optical equipment
- Engineering services
- Transport, storage and communication



# Product Certification

**Product certification (conformity assessment) in Ukraine is carried out by NAAU-accredited certification bodies in document form (issuance of a certificate), which confirms the conformity of the product or service with the requirements set for it**



**Certification involves the following main stages:**

- **product production attestation;**
- **Quality management system certification;**
- **product testing for the certification;**
- **technical supervision of product production.**

**Certification is regulated by DSTU 3413 and is carried out according to one of the six schemes (modules) provided for by the standard.**



# Technical regulations

Products that meet the requirements of technical regulations of Ukraine are marked with a mark of conformity. The sign of compliance with technical regulations is a marking with which the manufacturer indicates that the product meets the requirements that apply to the specified products and are defined in the technical regulations that provide for the application of this marking. The mark of conformity is the only mark that indicates the conformity of products with the mandatory safety requirements that are in force on the territory of Ukraine in relation to products of a certain category.



## Rules and conditions for applying a sign of compliance with technical regulations

1. The conformity mark is applied to the product or to its technical data plate in such a way that it is visible, legible and indelible. In the event that this is impossible or unjustified due to the nature of the products, the conformity mark is applied to the packaging and accompanying documents, if such documents are provided for by the relevant technical regulations.
2. The mark of conformity is applied before putting the products into circulation. It may be accompanied by a pictogram or any other sign indicating a particular risk or use.
3. The conformity mark is accompanied by the identification number of the designated conformity assessment body, if such a body was involved at the stage of production control, in the format UA.TR.YYY or YYY, where:
  - **UA** – conventional designation of Ukraine in Latin letters;
  - **TR** – conventional designation, which means that the conformity assessment body is appointed to carry out work on assessment of compliance with the requirements of technical regulations;
  - **YYY** – identification number of the designated conformity assessment body.





# Product Certification



The procedure of product certification is regulated by the regulatory document DSTU 3413 and, in general, contains:

- Submission and view of an application for product certification;
- decision making on the application indicating the scheme (module) of certification;
- attestation of production of certified products or certification quality systems, if provided for by the certification scheme;
- selection, identification of product samples and their testing;
- analysis of the obtained results and decision-making about the opportunity of a certificate of conformity issuance and granting of licenses;
- issuance of a certificate of conformity, granting of licenses and registration certified products to the System Register;
- recognition of a certificate of conformity issued by a foreign or international body;
- technical supervision of certified products during their production; information on the results of certification work



# Recognition of product certificates in EU

## **EU requirements for non-food products**

**In the EU market, there is a presumption of compliance with the essential requirements of EU legislation (fundamental requirements related to the health and safety of users, property protection, limited resources or environmental protection). According to the presumption of conformity, products or related processes and production methods that meet the requirements of the relevant harmonized legislation (technical regulation) of the EU and have undergone a conformity assessment under them, until proven otherwise.**

**Conformity of products can be demonstrated not only by means of harmonized standards, but also by means of technical specifications**

- 1. the manufacturer may optionally apply national standards, European or international standards that are not harmonized, or other technical specifications to ensure compliance;**
- 2. in this case, the manufacturer is not given a presumption of conformity, that is, the manufacturer will bear the burden of proof that the technical specifications satisfy the essential requirements.**



# Food product requirements

## EU requirements for food products

In order for agricultural or food products to be sold on the EU market, they must comply with EU sanitary and phytosanitary regulations.

At the same time, there are different rules regarding safety control for food products of animal and non-animal origin.

Groups of rules:

- Food hygiene
- Traceability, compliance and accountability
- RASFF system
- Labeling of food products
- Control over products of animal origin
- Plant health control
- Protection of Endangered Species (CITES)





# Single Market

**Government takes step towards signing EU's Single Market Programme for EUR 4.2 billion Ministry of Economy of Ukraine**

**The Government has approved a draft decree of the President of Ukraine “On the delegation of Ukraine to participate in negotiations with the European Commission on conclusion of an Agreement between Ukraine, on the one hand, and the European Union, on the other hand, on Ukraine’s participation in the European Union’s Single Market Programme (2021-2027)”.**

**“The European Union’s Single Market Programme is a EUR 4.2 billion financial support package designed to last for 7 years (from 2021 to 2027).**



# Ukraine in a Single Market

The programme should facilitate access to markets, create a favorable business environment, promote business development and growth, ensure competitiveness and sustainability of companies and entire sectors of the economy (combining ecosystems, clusters). It will help develop the business environment, including mentoring schemes. Among other things, participation in the European Enterprise Network (EEN), Erasmus for Young Entrepreneurs (EYE), and joint cluster initiatives is envisaged.

In particular, the program funding is aimed at:

- Strengthening the competitiveness and sustainability of small and medium-sized enterprises (SMEs) – funding of 24% of the total programme budget, approximately EUR 1 billion – which would provide an opportunity to offer various forms of business support;
- Creation and dissemination of high quality European statistics – funding of 13% of the total programme budget, approximately EUR 546 million – which would allow Ukraine to participate in an extended partnership focused on development of new European statistics using multiple data sources, advanced data analysis methods, smart systems, and digital technologies.

# We united 2000 Ukrainian companies from the beginning of the WAR



All regions in Ukraine



50 clusters



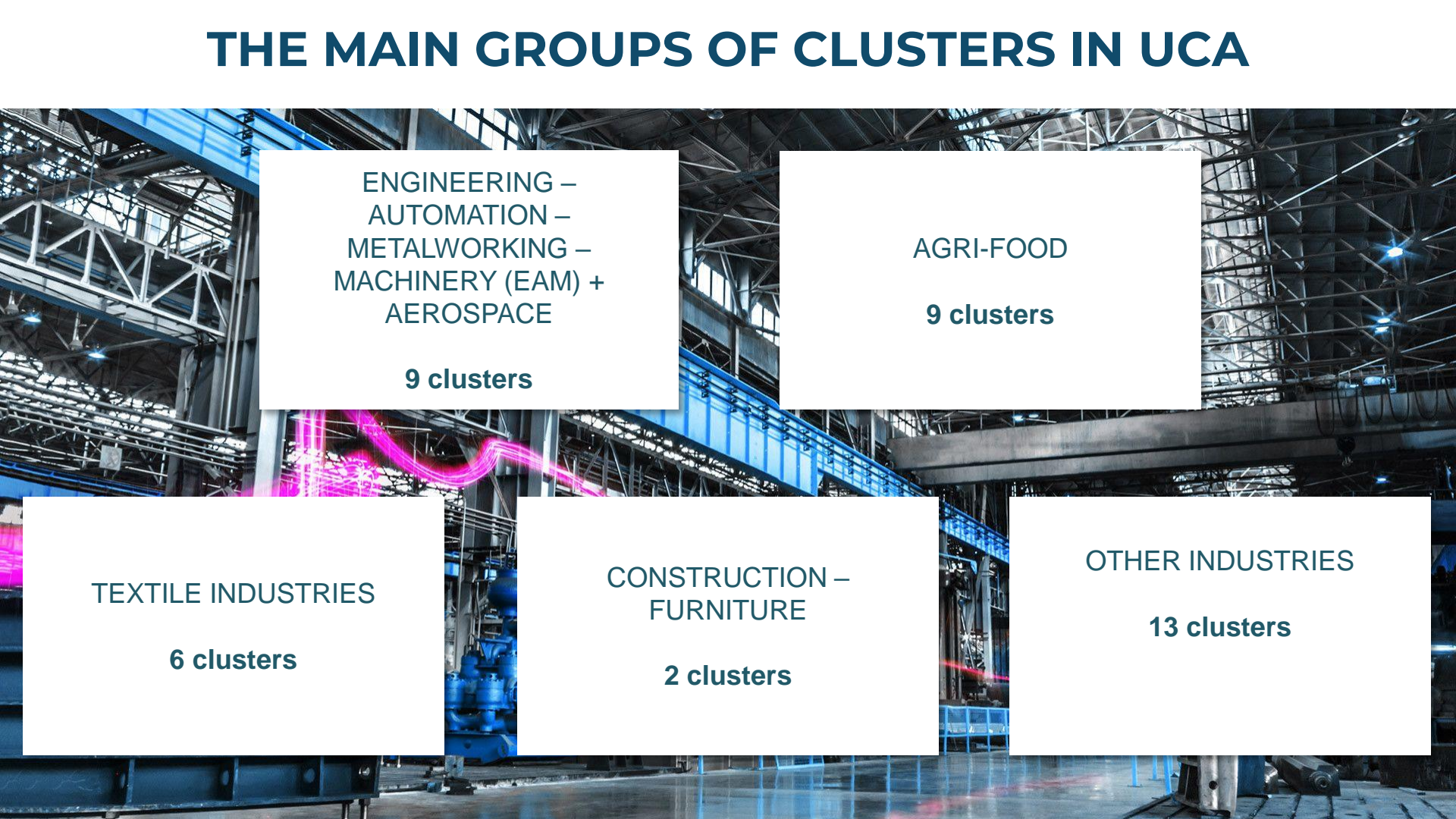
2000 companies



12 intl partnership



# THE MAIN GROUPS OF CLUSTERS IN UCA



ENGINEERING –  
AUTOMATION –  
METALWORKING –  
MACHINERY (EAM) +  
AEROSPACE

**9 clusters**

AGRI-FOOD

**9 clusters**

TEXTILE INDUSTRIES

**6 clusters**

CONSTRUCTION –  
FURNITURE

**2 clusters**

OTHER INDUSTRIES

**13 clusters**

# Fast internationalization

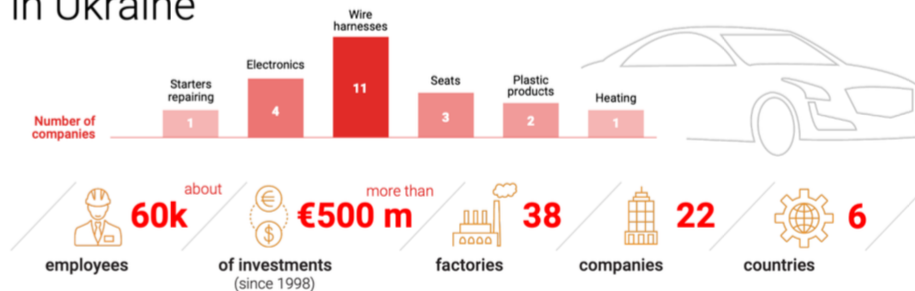
- 30+ online meeting
- Participation in 10+ offline events
- 12 MoU signed
- First winners in I4MS programs
- Consortium EIC startups support



# Key figures Ukraine



## FOREIGN AUTOMOTIVE BUSINESS in Ukraine



Manufacture of motor vehicles, trailers semi-trailers and other transport equipment

Value of Industrial Products (mln UAH)

78 378,9

Products Sold Outside Ukraine (%)



66,5

Motor vehicle assemblies, parts and accessories:  
Assemblies and parts for motor vehicles, electrical and electronic equipment for motor vehicles

Added value, %	Number of enterprises	Employees hired	Value of products sold, mln USD
7.7%	252	48 000	512

Sources:  
UAS, various

# Our Key Automotive Customers



**Volkswagen**



**PORSCHE**



**ŠKODA**



**Audi**



**Mercedes-Benz**



**BENTLEY**



**RENAULT**

**PSA PEUGEOT CITROËN**



**Outsourcing in Industrial Engineering**

**Emergency support center for Critical Infrastructure**

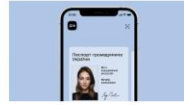
**Development of network DIHs in Ukraine**

## NATIONAL PROGRAMS



Recovery pre-requisites:  
Strengthening institutional capacity

📊 <0,1 bn USD



Recovery pre-requisites:  
Digital government

📊 <0,1 bn USD



Strengthen defense and security

📊 50 bn USD



Strive for EU integration

📊 <1 bn USD



Re-build clean and safe environment

📊 20 bn USD

**Accelerators - Incubators**



Energy independence and Green Deal

📊 130 bn USD



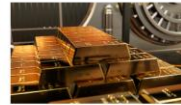
Boost business environment

📊 5 bn USD



Ensure competitive access to funding

📊 75 bn USD



Secure macro-financial stability

📊 60 - 80 bn USD



Grow value adding sectors of economy

📊 50 bn USD

**Education / Talents in Industry 4.0-5.0**

**Cluster initiatives**

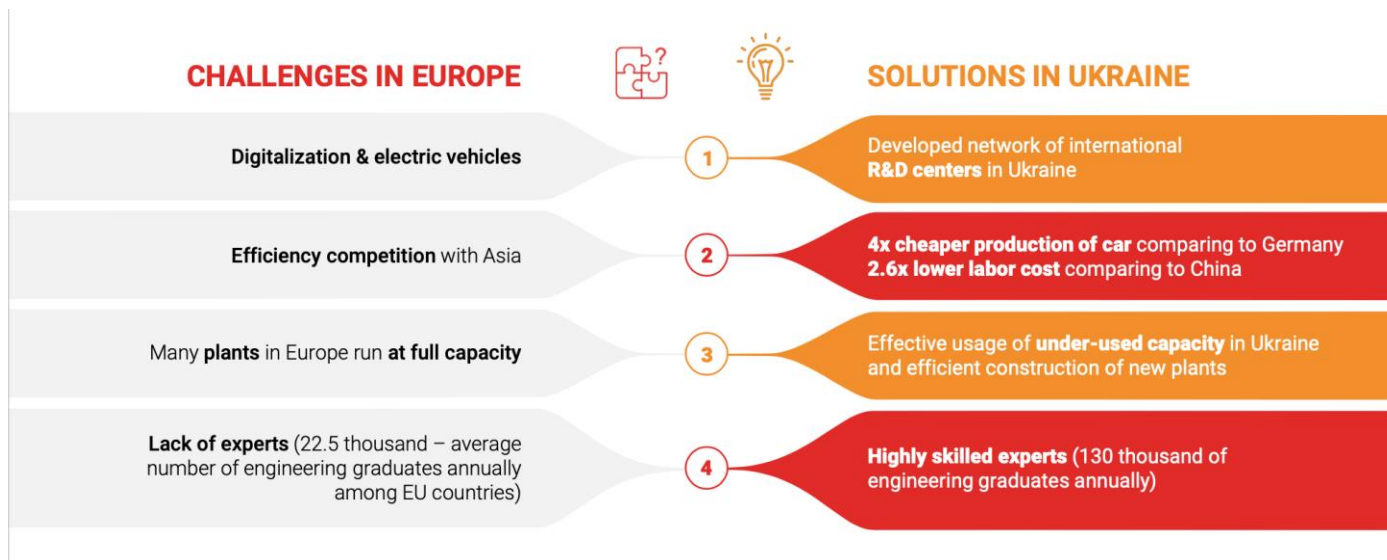
**Industry roadmap of DT**

**Circular economy initiatives**

**Standardization initiatives**



# UKRAINE'S OPPORTUNITIES



## FTA WITH THE EU

- 2019 Duty-free import from the EU
- 2022 Duty-free export to the EU

# **We have Our Strong Position**

- We need working economy and working business**
- Replace orders from russian and belorussian companies to Ukrainian ones**
- Replace your production from russia and belorussia to Ukrainian industrial parks or safety places in the west of the country**
- Give us more orders. We have extra production capacities and a big HR potential at the market**
- Support us with technologies/equipment**

## **HOLDING THE ECONOMIC FRONT IN UKRAINE**

Be a Participant of the Ukraine Recovery and Reconstruction!  
We are fighting for democracy and our common values.  
Include Ukrainian clusters and SMEs in your chains and programs.  
Cooperate wherever is possible

We are strong! But we need your support in clustering and resilient of Ukrainian economy. We have batch of projects and willingness with capacities to implement it. Stand with Ukraine!

**Olga TROFYMOVA**

Director of Internationalization of UCA,  
Cluster Manager of Ukrainian Automotive  
and Mobility Cluster

**[olgatok@gmail.com](mailto:olgatok@gmail.com)**



The background of the slide is a close-up, high-resolution image of the Ukrainian national flag. It features the characteristic blue and yellow horizontal stripes, with the fabric appearing to have a slight texture and some folds, giving it a three-dimensional feel. The blue stripe is at the top, and the yellow stripe is at the bottom.

# **#StandWithUkraine**

**LOOKING FORWARD FOR YOUR REAL SUPPORT**





# TEKHNO-DVIR

The official dealer of MANITOU MLT series telescopic loaders and original spare parts in Ukraine, official service centre Manitou.



[export@tdvir.com](mailto:export@tdvir.com)



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



[donsnab-zahid.com](http://donsnab-zahid.com)



[facebook.com/TekhnoDvir/](https://facebook.com/TekhnoDvir/)



[instagram.com/tekhno\\_dvir/](https://instagram.com/tekhno_dvir/)



[Техно-Двір](https://www.youtube.com/channel/UC...)







## HISTORY OF THE COMPANY

- 2002** Establishment of «Donsnab-Zahid» LTD. The company becomes the official exclusive distributor of «Rostsilmash» OJSC in Ukraine, selling grain and forage harvesters of the «Don» family.
- 2006** The company becomes a distributor of UZEL. MEDIVA 6200 and 8250 combines, Massey Ferguson MF 3.105 tractors, tillage equipment.
- 2007** Sales volumes increase. 180 units of grain and forage harvesting equipment (DON 1500 B, DON 680 M, NIVA EFFECT), more than 190 units of MTZ and HTZ tractors and much more tillage equipment.
- 2008** Sales of URAL trucks. Basic trucks - Ural-43206 (4×4), Ural-4320-31 (6×6), Ural-5323 (8×8).
- 2009** Volochysk division receives the award - The best KHTZ Service Center in Ukraine engaged in overhaul and restoration of HTZ tractors

- 2010** "Donsnab-Zahid" becomes an official dealer of Sampo Rosenlew combine harvesters and logging equipment (Finland)
- 2011** "Donsnab-Zahid" company together with JV "Svyatovit" becomes a national manufacturer of universal excavators planners on the base automobile chassis Kraz-6322, KAMAZ-53228, KAMAZ-43118, MAZ-630303
- 2013** We are starting to restore used equipment brought from Europe, and start of own production and sale of buckets for telescopic handlers MANITOU, JCB, MERLO, BOBCAT, CLAAS, CAT and others.
- 2016** «Donsnab-Zahid» becomes a dealer of used Manitou equipment and receives the status of an authorized Manitou service center..
- 2017** Attachments of our production receive a certificate of conformity and a European certificate (CE).
- 2019** Registration of the «Tekhno-Dvir» trademark. Attachments are manufactured under the trade name. And the company's new direction is to become a dealer of mobile and stationary modular grain dryers of the continuous action gravity type Grain Handler (USA).
- 2019** TIC «Donsnab-Zahid» LTD is an official dealer and official Manitou service center in Ukraine.
- 2021** Awarded the title of Manitou dealer of the year in Ukraine
- 2022** Obtaining Manitou dealer partner status.
- 2022** «Donsnab-Zahid» rebrands and becomes «Tekhno-Dvir».





## PRODUCTION AND SALE OF ATTACHMENT EQUIPMENT FOR TELESCOPIC LOADERS

A wide selection of attachments (buckets of various types and sizes, forks, grippers, work platforms, grubbers, cranes and other) for Manitou, Claas, CAT, Merlo, JCB telehandlers. All our attachments have a certificate of conformity and a European certificate, which guarantees high quality.





# INFORMATION ABOUT PRODUCTS FOR EXPORT



WE PRODUCE THE DIFFERENT ATTACHMENTS (HS CODE 8431410000): BUCKETS, GRIPPERS, PLATFORMS, CRANES, ETC. FOR TELESCOPIC HANDLERS OF VARIOUS BRANDS UNDER OUR OWN BRAND “TEKHNO-DVIR”.

THE MAIN MISSION AND GOAL OF OUR COMPANY ARE TO ORGANIZE HIGH-QUALITY, PRODUCTIVE, AND NON-STOP WORK OF THE PURCHASED EQUIPMENT!

THE ATTACHMENTS OF OUR PRODUCTION HAVE SUCCESSFULLY PASSED THE EXTERNAL AUDIT AND RECEIVED THE CERTIFICATE OF CONFORMITY AND THE EUROPEAN CERTIFICATE (CE).

HAVING OUR OWN PRODUCTION, WE CAN OFFER CUSTOMERS AN INDIVIDUAL APPROACH TO EACH ORDER. IN ADDITION TO STANDARD MODELS, WE CAN MANUFACTURE BUCKETS AND OTHER ATTACHMENTS ACCORDING TO THE CLIENT'S INDIVIDUAL DIMENSIONS AND WISHES.

SINCE 2018 WE HAVE STARTED THE EXPORT ACTIVITY. AT THIS MOMENT, OUR PRODUCTS WORK FOR OUR CLIENTS IN POLAND, MOLDOVA, THE CZECH REPUBLIC, HUNGARY, GEORGIA, GERMANY, THE NETHERLANDS, AND PORTUGAL.



**TIC Tekhno-Dvir LLC**  
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Khmelnitsky region  
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EN ISO 12100:2010  
EN 474 -3:2009  
ДСТУ EN 474-3:2014  
ТУ у 28.2-35313836-001:2017

**Ківш зерновий 2 м. куб.**

МОДЕЛЬ	<b>CTD-Z 2000</b>	ВАГА	<b>585 кг</b>	
ЗАВОДСЬКИЙ №	<b>222100</b>	ГЛИБИНА	<b>1360 мм</b>	
	РІК	<b>2022</b>	ШИРИНА	<b>2445 мм</b>
	http://tehnodvir.com e-mail: tehnodvir@gmail.com		ВИСОТА	<b>1210 мм</b>





# PRODUCTION FACILITIES



## THE MAIN PRODUCTION BASE. VOLOCHYSK

- EXHIBITION AREA – 500 M<sup>2</sup>
- PRODUCTION AREA – 2 054 M<sup>2</sup>
- OFFICE AREA - 86 M<sup>2</sup>





# SUCCESSFUL CASE

**AS AN EXAMPLE, WE WOULD LIKE TO PRESENT TO YOUR ATTENTION ONE CASE.**

**WE STARTED COOPERATION WITH OUR GERMAN PARTNER IN 2019 FROM ONE BUCKET. LAST YEAR EXACTLY BEFORE THE WAR, WE RECEIVE AN ORDER FROM OUR PARTNER FOR A FULL TRUCK OF BUCKETS (24 UNITS). DESPITE THE CIRCUMSTANCES, THE ORDER WAS PREPARED AND DELIVERED.**

**THIS YEAR, WE RECEIVED A NEW ORDER FROM THIS CLIENT AGAIN FOR A FULL TRUCK OF BUCKETS.**

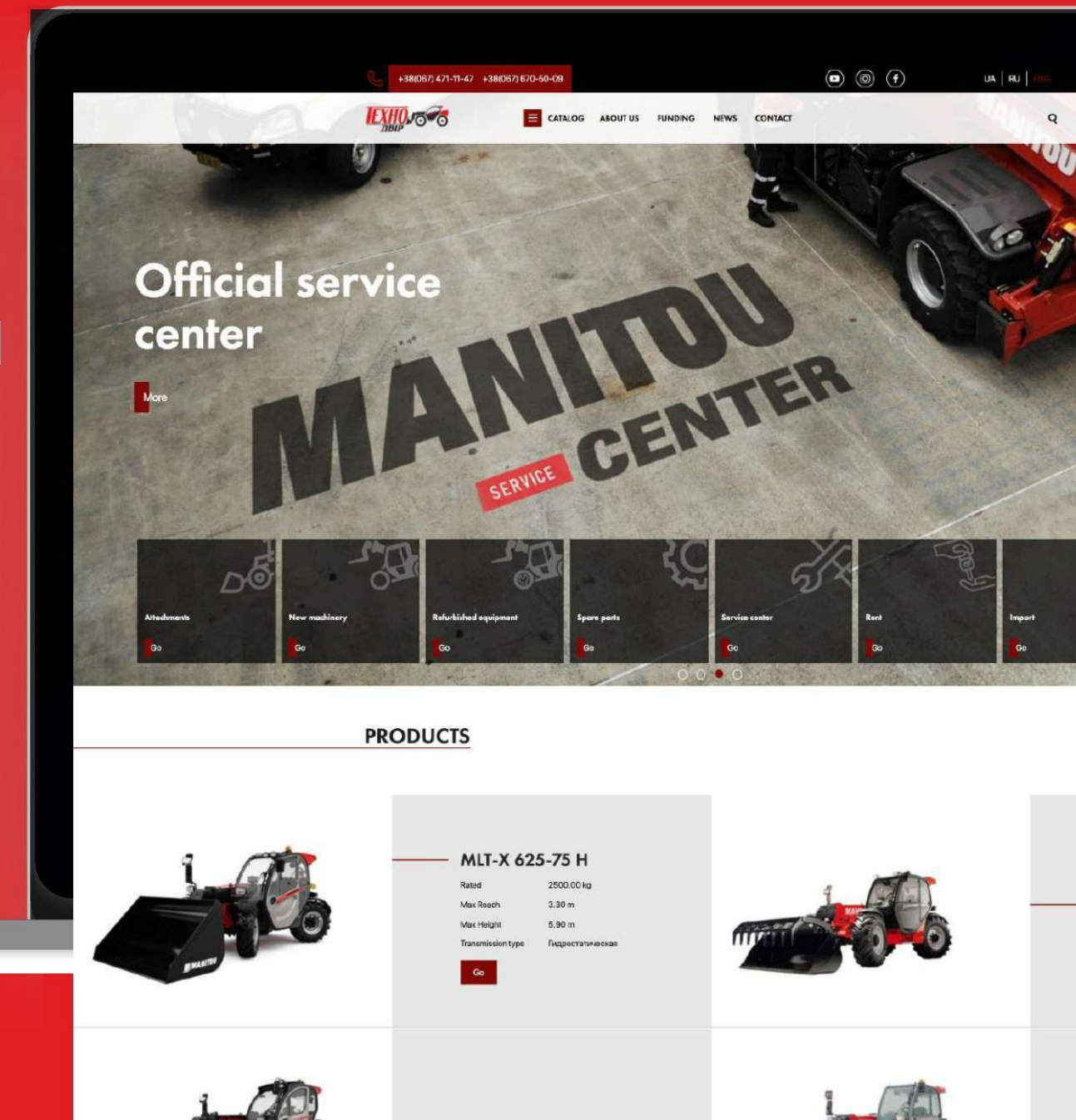
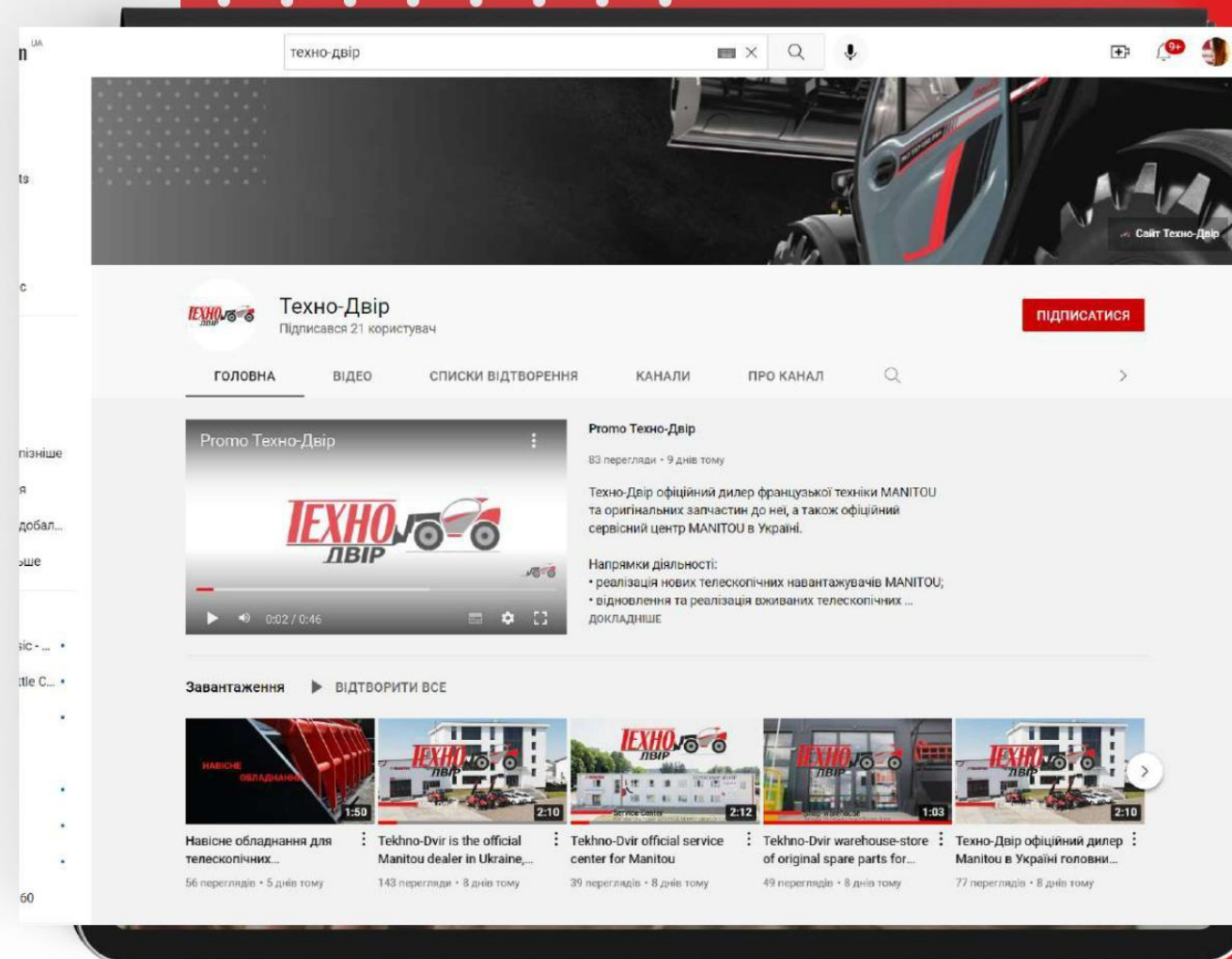
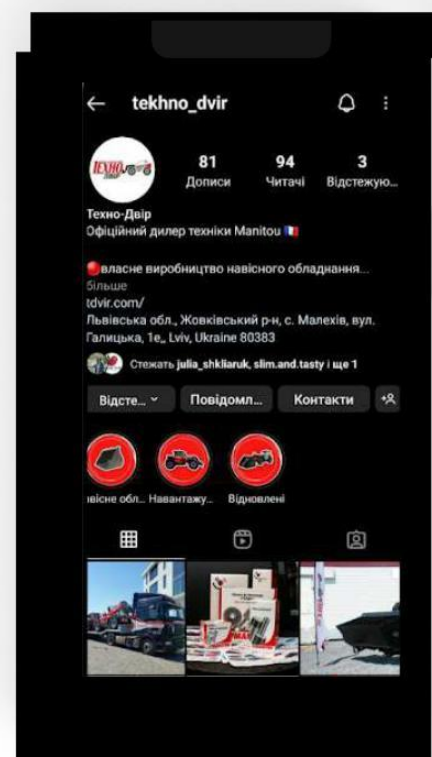






## MEDIA:

We are constantly working on the development of our company in the media space. Our posts often get into the largest agricultural publications of Ukraine.







## MAIN OFFICE

- Lviv region, Lviv district, v. Malekhiv str. Galitskaya, 1e, in.80383



## SERVICE CENTRES

- Lviv region, Lviv district, v. Malekhiv str. Galitskaya, 1e, in.80383
- Khmelnytsky region Volochysk, street Independence 1/2, in.31200



## EXHIBITION AREAS

- Lviv region, village Yampil
- Lviv region, village Lipniki
- Khmelnytsky region, Yarmolynets'kiy district, Sokolivka village
- Khmelnytsky region, Volochysk city
- Ternopil, Poliska Street, 14
- Mykolaiv region, Voznesensky district, village Soldier
- Odesa region, Bilyaiv district, town Hlibodarske,
- Tiraspol'ske Shosse Street, 41-A

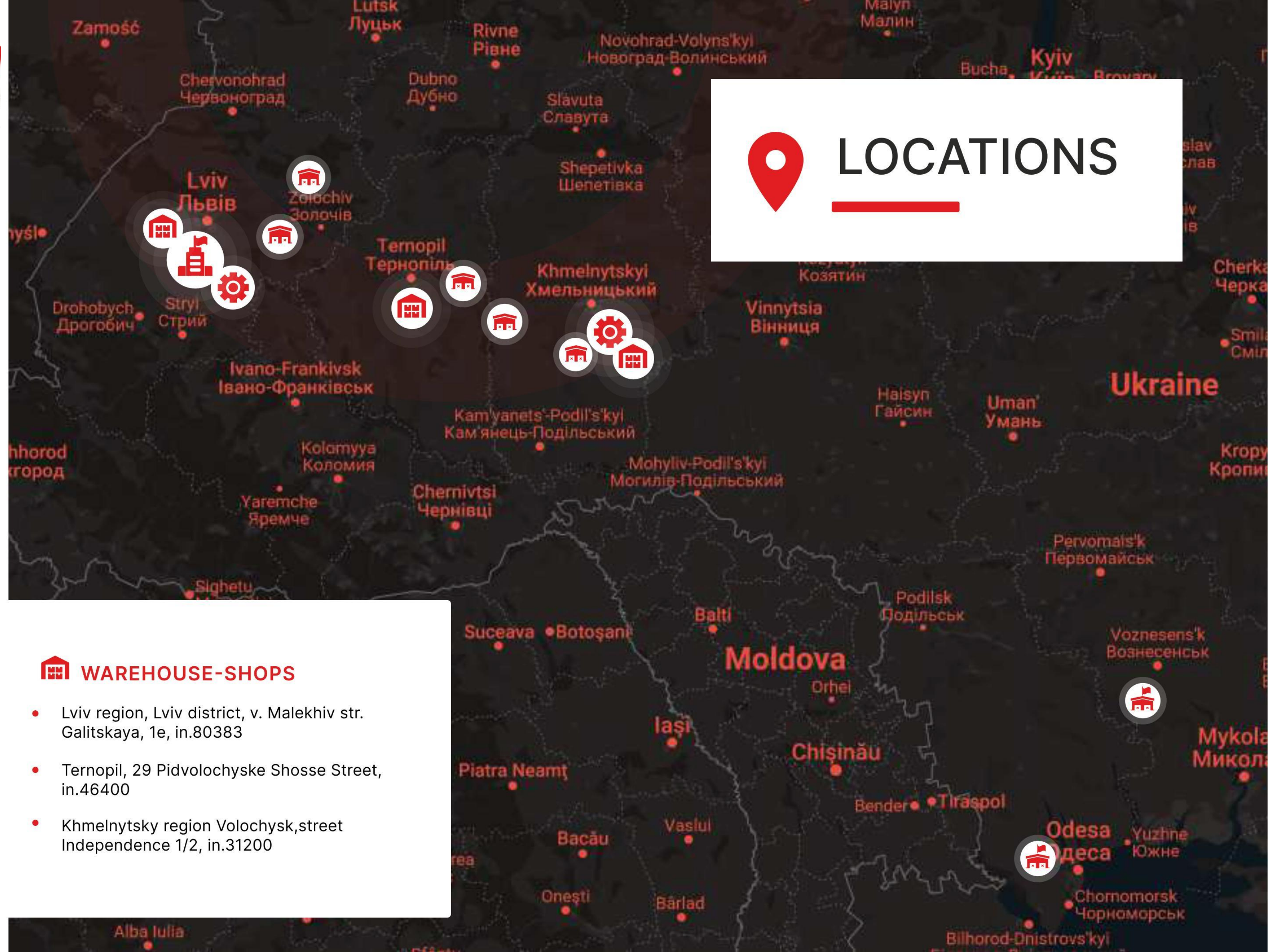


## WAREHOUSE-SHOPS

- Lviv region, Lviv district, v. Malekhiv str. Galitskaya, 1e, in.80383
- Ternopil, 29 Pidvolochyske Shosse Street, in.46400
- Khmelnytsky region Volochysk, street Independence 1/2, in.31200



## LOCATIONS







# THANK YOU FOR ATTENTION!

80383, Galytska 1E , Malekhiv village,  
Lviv district, Lviv region

+38 (067) 509-98-70



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



[donsnab-zahid.com](http://donsnab-zahid.com)



[facebook.com/TekhnoDvir/](https://facebook.com/TekhnoDvir/)



[instagram.com/tekhno\\_dvir/](https://instagram.com/tekhno_dvir/)



[Техно-Двір](#)

# SOURCING AUS DER UKRAINE

## Transport und Verzollung

Gfrerer Andreas  
Wien, Jänner 2023  
[a.gfrerer@condor.co.at](mailto:a.gfrerer@condor.co.at)  
[www.condor.co.at](http://www.condor.co.at)  
+43 662 88984 0

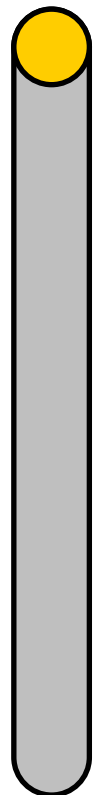


# Importieren aus der Ukraine

Mukachevo – Wien	615 km
Kyiv - Salzburg	1630 km



# Importieren aus der Ukraine



Laden des Gutes in der Ukraine

Ukrainische Exportverzollung

Transport bis zur Grenze

Eintritt in das Zollgebiet der EU

Transport nach Österreich

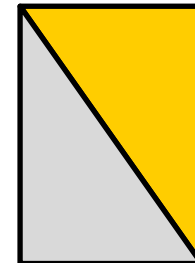
Importverzollung

Entladung

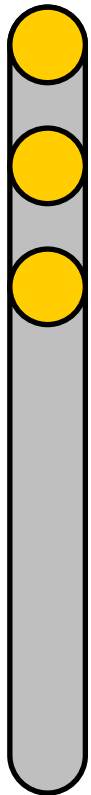
Kaufvertrag mit Lieferkondition  
Incoterms

Logistikverträge

EXW  
FCA  
CPT  
DAP  
DPU  
DDP



# Importieren aus der Ukraine



Laden des Gutes in der Ukraine

Ukrainische Exportverzollung

Transport bis zur Grenze

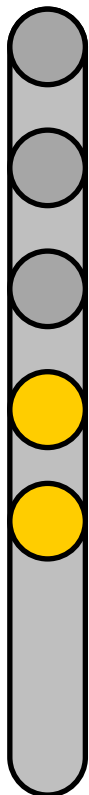
Eintritt in das Zollgebiet der EU

Transport nach Österreich

Importverzollung

Entladung

# Importieren aus der Ukraine



Laden des Gutes in der Ukraine

Versandverfahren, z.B. T1

Ukrainische Exportverzollung

Garantie, dass die Ware im Bestimmungsland zollamtlich behandelt wird

Transport bis zur Grenze

Eintritt in das Zollgebiet der EU

Bestimmungszollstelle z.B. AT100200

Transport nach Österreich

und

Importverzollung

Frist

Entladung



# Importieren aus der Ukraine

Laden des Gutes in der Ukraine

Ukrainische Exportverzollung

Transport bis zur Grenze

Eintritt in das Zollgebiet der EU

Transport nach Österreich

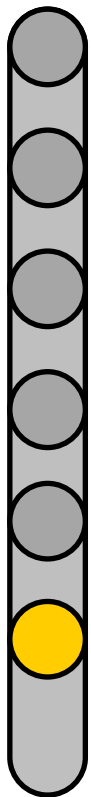
Importverzollung

Entladung

The image shows a complex customs form (A) for import from Ukraine to Austria. The form is filled with handwritten information and official stamps. Key elements include:

- Origin:** Ukraine (Ukraina).
- Transport:** Road transport (Autóközlekedés).
- Customs Declaration:** The form includes sections for declaring the goods and their value.
- Stamps:** There are several official stamps, including "ZOLLAMT ÖSTERREICH" (Austrian Customs) and "VAM-CUSTOMS".
- Handwritten Notes:** Blue ink notes provide additional details, such as "Zollstelle Nickelsdorf" and "Neueinfuhrung 0-2425 NICKELSDORF".
- Date:** The form is dated 14.10.2022.
- Reference Number:** 22HU72400.

# Importieren aus der Ukraine



Laden des Gutes in der Ukraine

Am Amtsplatz oder Warenort (WO)

Ukrainische Exportverzollung

Verbote & Beschränkungen,  
Sanktionen, Pflanzenschutz,  
Artenschutz, etc.

Transport bis zur Grenze

Eintritt in das Zollgebiet der EU

Zoll & Einfuhrumsatzsteuer

Transport nach Österreich

Assoziierungsabkommen

Importverzollung

Vertieftes und umfassendes  
Freihandelsabkommen, DCFTA

Entladung

# Vertieftes und umfassendes Freihandelsabkommen, DCFTA

## Lieferantenerklärung

Der Ausführer (Ermächtigter Ausführer; Bewilligungs-Nr. ... (1)) der Waren, auf die sich dieses Handelspapier bezieht, erklärt, dass diese Waren, soweit nicht anderes angegeben, präferenzbegünstigte ... (2) Ursprungswaren sind.

Експортер продукції, на яку поширюється цей документ (митний дозвіл № ... (1)), заявляє, що за винятком випадків, де це явно зазначено, ці товари є товарами преференційного походження ... (2)

The exporter of the products covered by this document (customs authorization No ... (1)) declares that, except where otherwise clearly indicated, these products are of ... (2) preferential origin

## Warenverkehrsbescheinigung EUR.1

WARENVERKEHRSBESCHEINIGUNG			
1. Ausführer (Name, vollständige Anschrift, Staat)		EUR. 1 Nr. X 2107071	
Vor dem Ausfüllen Anmerkungen auf der Rückseite beachten			
3. Empfänger (Name, vollständige Anschrift, Staat) (Ausfüllung freigestellt)		2. Bescheinigung für den Präferenzverkehr zwischen _____ und _____	
4. Ursprungsstaat *)		5. Bestimmungsstaat	
6. Angaben über die Beförderung (Ausfüllung freigestellt)		7. Bemerkungen	
9. Laufende Nr.; Zeichen, Nummern, Anzahl und Art der Packstücke *)		10. Rechnungen (Ausfüllung freigestellt)	
11. SICHTVERMERK DER ZOLLBEHÖRDE Die Richtigkeit der Erklärung wird bescheinigt. Ausfuhrpapier (Ausfuhrbescheinigung): *)		12. ERKLÄRUNG DES AUSFÜHRERS Der Unterzeichner erklärt, dass die vorgenannten Waren die Voraussetzungen erfüllen, um diese Bescheinigung zu erhalten.	
CRN vom Zollstelle: Ausstellender Staat: Österreich (Ort und Datum) (Unterschrift)		Stempel (Ort und Datum) (Unterschrift)	

Als unterstützende Waren bei der Ausstellung der Bescheinigung oder „Zoll-geschützter“ Ursprungswaren zu deklarieren, ist es erforderlich, dass die Waren die Voraussetzungen für die Ausstellung der Bescheinigung erfüllen.

Bestell-Nr.: 1011 Verlag Köster GmbH, A-1010 Wien, Uraniastr. 4, Tel. 01/713 53 34 Fax 01/713 53 34 85 2003 02 05-0 Bescheinigung (BMP) erteilt



# Importieren aus der Ukraine



Laden des Gutes in der Ukraine

Ukrainische Exportverzollung

Transport bis zur Grenze

Eintritt in das Zollgebiet der EU

Transport nach Österreich

Importverzollung

Entladung

23AT1002002001

Anzahl der Positionen: 1  
Annahmedatum: 26.08.2021

**Zollamt Österreich**  
  
Zollamt Österreich  
Zollstelle Hafen Wien  
Seitenhafenstraße 15  
A – 1020 Wien  
Tel. +43 (0) 50 233 561004  
Fax +43 (0) 50 233 5961004

## Mitteilung des Abgabebetrages nach Artikel 102 Zollkodex

AUFSCHUBKONTO-NR. 351-079

Erläuterungen:  
A00 ... Zollabgaben  
5EV ... EUST - Anwendung von § 26 Abs. 3 Z. 2 UStG

Pos. Nr.	Warennummer	Abg. Art	Bemessungsgrundlage	Abgabensatz	Betrag (EUR)
1	754	A00 5EV	199,83 219,83	0,000 % 20,000 %	0,00 43,97
Summe A00					EUR 0,00
Zu entrichtender Abgabebetrag					EUR 0,00
Summe 5EV					EUR 43,97

**EUST-Vorsteuerabzug (EV):**  
Der unter "5EV" ausgewiesene Betrag (EUST-Vorsteuerabzug) ist, zuzüglich aller weiteren in diesem Monat angefallenen Beträge, in einer Gesamtsumme bis zum 15. des auf den Voranmeldungszeitraum zweitfolgenden Monats an das Finanzamt, unter Angabe der hierfür geschaffenen Abgabenart EU und des betreffenden Zeitraumes, zu entrichten.  
Sofern die Umsatzsteuervoranmeldung vierteljährlich einzureichen ist, ist anstelle des Monats das Kalendervierteljahr auch für die Abgabenart EU maßgeblich.  
Die Gesamtsumme eines Monats wird gegen Ende des jeweiligen Folgemonates in Form einer Kontrollliste gesondert mitgeteilt.  
Die EUST gemäß §26 UStG wird auf die UID ATU-04 gebucht.

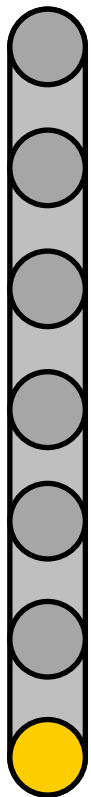
Für die mit oben angeführter Anmeldung angemeldeten Waren ist die Zollschuld in der vorstehend angeführten Höhe entstanden.

**Rechtsbehelfsbelehrung**

Gegen diesen Bescheid kann innerhalb eines Monats nach seiner Zustellung beim oben angeführten Amt der Rechtsbehelf der Beschwerde eingebracht werden. Die Beschwerde ist zu begründen. Durch die Einbringung einer Beschwerde wird die Wirksamkeit des angefochtenen Bescheides gemäß Artikel 45 Absatz 1 Zollkodex nicht ausgesetzt.

Seite 1 von 1

# Importieren aus der Ukraine



Laden des Gutes in der Ukraine

Ukrainische Exportverzollung

Transport bis zur Grenze

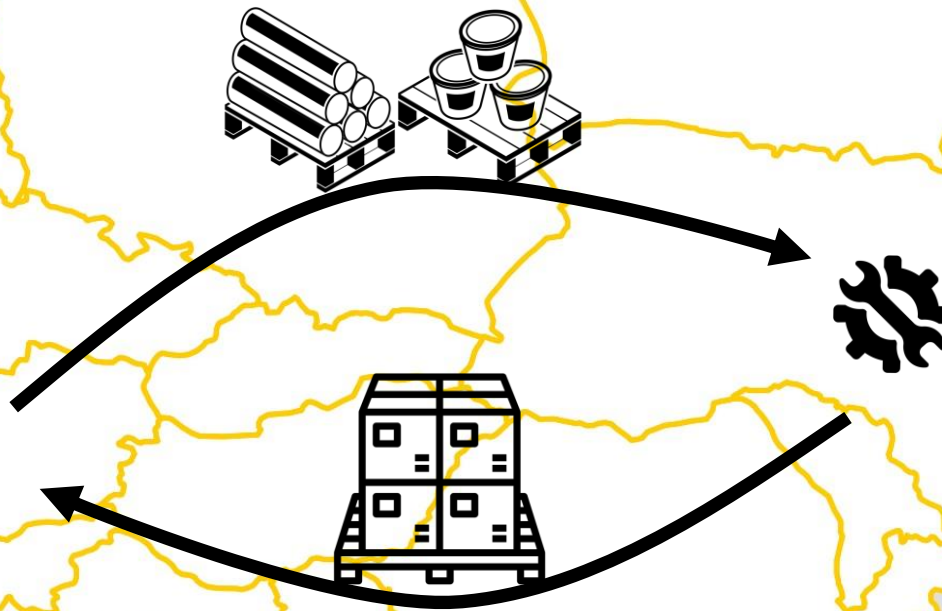
Eintritt in das Zollgebiet der EU

Transport nach Österreich

Importverzollung

Entladung

# Lohnveredelung – Passive Veredelung

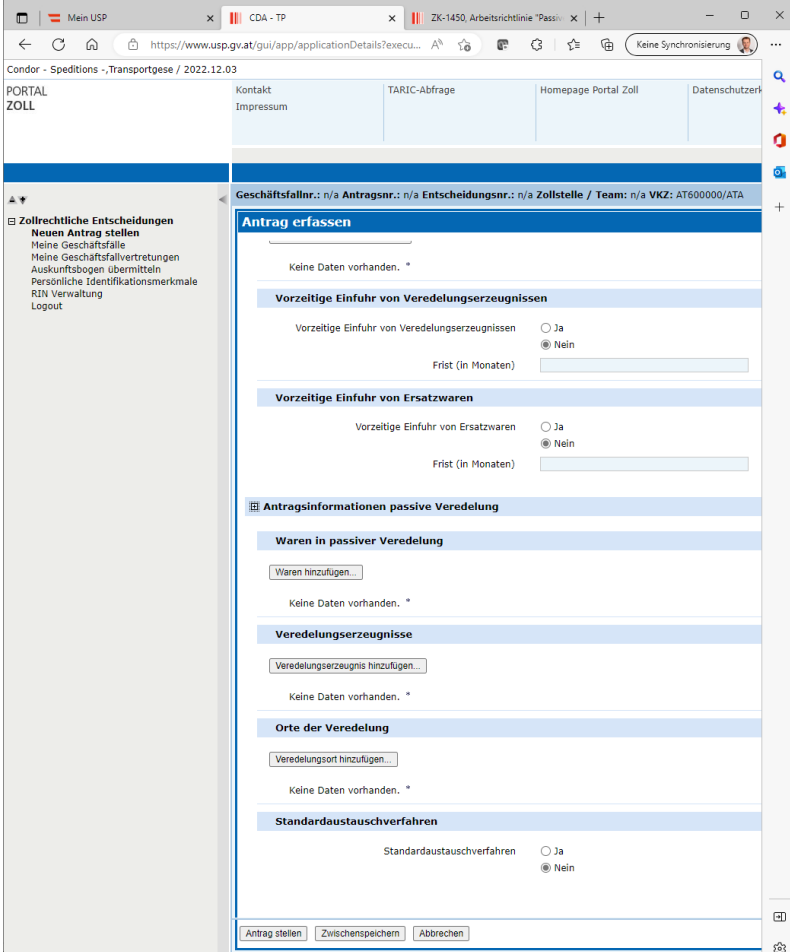




# Lohnveredelung – Passive Veredelung

Die passive Veredelung ist ein Zollverfahren mit wirtschaftlicher Bedeutung und erfordert stets eine Bewilligung durch die Zollbehörden.

In der passiven Veredelung können Gemeinschaftswaren zur Durchführung von Veredelungsvorgängen vorübergehend aus dem Zollgebiet der Gemeinschaft ausgeführt, und die aus diesen Veredelungsvorgängen entstandenen Erzeugnisse unter vollständiger oder teilweiser Befreiung von den Einfuhrabgaben in den zollrechtlich freien Verkehr übergeführt werden.



The screenshot shows a web application interface for the Condor system, specifically for the 'Antrag erfassen' (Record Application) process. The browser tabs include 'Mein USP', 'CDA - TP', and 'ZK-1450, Arbeitsrichtlinie "Passiv...'. The URL is 'https://www.usp.gv.at/gui/app/applicationDetails?execu...'. The page header shows 'Condor - Speditionen - Transportgese / 2022.12.03'. The left sidebar contains a menu with 'PORTAL ZOLL', 'Zollrechtliche Entscheidungen', 'Neuen Antrag stellen', 'Meine Geschäftsfälle', 'Meine Geschäftsfallvertretungen', 'Auskunftsbogen übermitteln', 'Persönliche Identifikationsmerkmale', 'RIN Verwaltung', and 'Logout'. The main content area is titled 'Antrag erfassen' and contains several sections: 'Vorzeitige Einfuhr von Veredelungserzeugnissen' with radio buttons for 'Ja' and 'Nein' (selected), a 'Frist (in Monaten)' field, 'Vorzeitige Einfuhr von Ersatzwaren' with similar radio buttons and a 'Frist (in Monaten)' field, 'Antragsinformationen passive Veredelung' with a 'Waren in passiver Veredelung' section containing a 'Waren hinzufügen...' button and 'Keine Daten vorhanden. \*', a 'Veredelungserzeugnisse' section with a 'Veredelungserzeugnis hinzufügen...' button and 'Keine Daten vorhanden. \*', an 'Orte der Veredelung' section with a 'Veredelungsort hinzufügen...' button and 'Keine Daten vorhanden. \*', and a 'Standardaustauschverfahren' section with radio buttons for 'Ja' and 'Nein' (selected). At the bottom, there are buttons for 'Antrag stellen', 'Zwischenspeichern', and 'Abbrechen'.

condor 

MANAGING COMPLEX TRANSPORT



# Sourcing in der Ukraine - ist es noch möglich?

31.1.2023 - Aktuelle Logistikfragen



**LASSMANN**  
**Global Logistics**







# Wer sind wir?

- Lassmann Global Logistics
- österreichisches Transport und Logistik Unternehmen
- jahrzehntelange Erfahrung in der Ukraine
- Firmenzentrale mit eigenem Zollager und AEO-Status in Wien
- Eigenes Büro in der Westukraine / Mukachevo zur Koordination und Unterstützung aller Export- und Import Transporte

# Heutiges Programm





# Heutiges Programm

1. Aktuelle Situation bei der Transportabwicklung bei UA-Exporten und Importen
2. Haftung und Versicherungsdeckung bei Transporten im kriegsführenden Land.
3. Hilfsgütertransporte
4. Lieferungen von Handelswaren
5. Überblick über aktuelle Exportzahlen 2022 aus Kiew

# Aktuelle Situation bei der Transportabwicklung bei UA-Exporten und Importen





## Aktuelle Situation bei der Transportabwicklung bei UA-Exporten und Importen

- Im Bereich der Gebiete ohne Kampfhandlungen möglich – Regelmäßige Lieferungen in die Westukraine bis nach Kiew
- Immer Prüfung der aktuellen Möglichkeiten und Routen empfehlenswert
- UA – Exporte : mit LKW unverändert möglich : Zuwachs im Jahr 2022 zu 2021 um fast 1/3
- Starke Nachfrage, daher höhere Preise als vor dem 24.2. 2022
- Zollabfertigung in der Regel im Bereich der Verladung - Behörde ist bemüht den Export zu unterstützen, daher auch Abfertigung oft am Wochenende möglich



## Aktuelle Situation bei der Transportabwicklung bei UA-Exporten und Importen

- UA – Importe : sowohl für Hilfsgüter als auch Handelslieferungen möglich.
- Vereinfachtere Importabfertigung und oftmals bereits Zollfreischreibung an der Grenze möglich
- Bahntransporte: natürlich möglich, aber sehr starke Einschränkungen bei den verfügbaren Kapazitäten und Waggons, dennoch um 3,4% Zuwachs = + 1,1 mio tons
- Verschiffungen: Keine Erfahrungen seit Februar 2022, Einbruch um 55% zu 2021 = - 33,7 mio tons



# Haftung und Versicherungsdeckung bei Transporten im kriegsführenden Land



# Haftung und Versicherungsdeckung bei Transporten im kriegsführenden Land

- Haftungsregelungen:
  - Für den Warenverkehr in den Lieferverträgen und Incoterms
  - Für den intern. Transport
    - LKW: Zwingende Haftungsbestimmungen gem CMR
    - Bahntransporte: CIM – Bestimmungen und bei Neuaufgabe SMGS Regelungen
- Versicherungsdeckungen zur Übernommenen Haftung?
  - Transportversicherung all risks für die Ware
  - Haftungsversicherungen der Transporteurs; Spediteurs



# Hilfsgütertransporte Lieferungen von Handelsgütern



# Hilfsgütertransporte

- Sowohl als direkte Lieferungen als auch indirekt über diverse internationale Hilfsorganisationen
- Wichtig: Vor dem Versand genaue Abstimmung mit dem Hilfsträger oder der Empfänger Struktur in der Ukraine



# Lieferungen von Handelsgütern

- Weiterhin möglich!
- Klarerweise ggf Einschränkungen / Verzögerungen
- Staatliche Behörden – Zoll, Bankwesen, etc funktioniert trotz schwieriger Umstände verhältnismäßig sehr gut!



# Überblick über aktuelle Exportzahlen 2022 aus Kiew

# Überblick über aktuelle Exportzahlen 2022 aus Kiew



**LASSMANN**  
**Global Logistics**

- 2022 im Vergleich zu 2021:
  - wertmäßig Rückgang um 35% auf 44,1,mrd US\$
  - Mengenmäßiger Rückgang um 38,4%
- Top 3 Exportgütergruppen
  - Lebensmittel: 21 mrd US\$
  - Metalle und Metallprodukte: 5,7, mrs US\$
  - Maschinen und Ausrüstungsgegenstände: 3,9 mrd US\$
- Exportanteil: EU : 63%
- Außerhalb der EU: Hauptländer Türkei und China aber 2022 signifikante Rückgänge zwischen fast 30% Türkei und 70% China

# Q & A





**LASSMANN**  
**Global Logistics**

# Danke für Ihre Aufmerksamkeit!

**Dr. Harald Lassmann**  
CEO



**LASSMANN**  
**Global Logistics**

**LASSMANN GLOBAL LOGISTICS GmbH, A-1230 Wien, Talpagasse 8**  
**T: +43 1 865 01 01 12 - M: h.lassmann@lassmann-logistics.com**

Wir arbeiten auf Grund der Allgemeinen Österreichischen Spediteurbedingungen / AÖSp  
FN : 222892 h, Handelsgericht Wien; UID.: ATU 55989309



AUSTRIA  
AUSTRIA IST ÜBERALL



Q & A

