

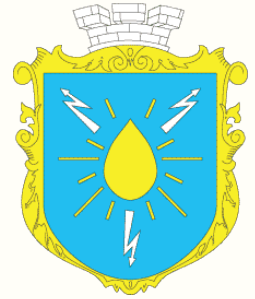
Investment passport of Burshtyn town

Ivano-Frankivsk region, Ukraine



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Ladies and gentlemen, dear partners!



BURSHTYN IS A TOWN OF POWER ENGINEERS WITH OLD GLORIOUS HISTORY AND VIVID TODAY'S LIFE.

Our community with confidence strive for creation of new model of modern European town, based on principles of human rights respect, private property protection and implementation of creative ideas into all aspects in the town's life. Our objective is to guarantee maximum work comfort for all talented and initiative people, who build

their professional or business career in our town.

As the Town Mayor I would like to invite you to Burshtyn to build our future together. We are looking for representatives of small, medium and large business, who are ready to invest their intellectual property, hard work and material resources into development of Burshtyn Industrial Park, which with no doubt will become the most successful investment project in western Ukraine.

The Town Mayor, Town Council and Burshtyn Local Economic Development Agency guarantee maximal assistance and help to investors in their projects implementation. You are welcome to Burshtyn to meet our wonderful people – and you will stay with us for good.

SINCERELY,
Petro Kurlyak
MAYOR OF BURSHTYN TOWN

Ukraine, an attractive emerging market

Ukraine has significant economic potential as a result of its well educated labor force, large domestic market, and access to a variety of resources including some of Europe's best agricultural land, significant coal and some oil and gas reserves, and a strategic location connecting Europe, Russia and Asian markets.

UKRAINE IS A WORLD AGRICULTURAL EXPORTER: one of Top-10 grain exporter, No.1 sunflower exporter (24%-share in global export), No.1 sunflower oil exporter (55%-share in global export), No.3 maize exporter (15%-share in global export);

UKRAINE IS NO.8 COUNTRY BY WORLD COAL RESERVES (4% of the world reserves), Top-10 world exporter of coal;

WORLD ELECTRICITY EXPORTER: During 9m 2012 Ukraine exported 7 156 million kWt/hours of electricity which is 70% more comparing to 2011;

UKRAINE STANDS NO.67 IN GLOBAL IT DEVELOPMENT RATING according to ICT Development Index, reflecting fixed and mobile communication infrastructure, access to internet and level of population's computer literacy.

ACCORDING TO SKILLS SUB INDEX AND IT AVAILABILITY UKRAINE OCCUPIES NO.11 POSITION IN THE WORLD;

THE COUNTRY HAS THE HIGHEST ENGINEERING POTENTIAL in Central and Eastern Europe with a 25%-share in CEE IT market and the highest R&D ratio in IT sector;

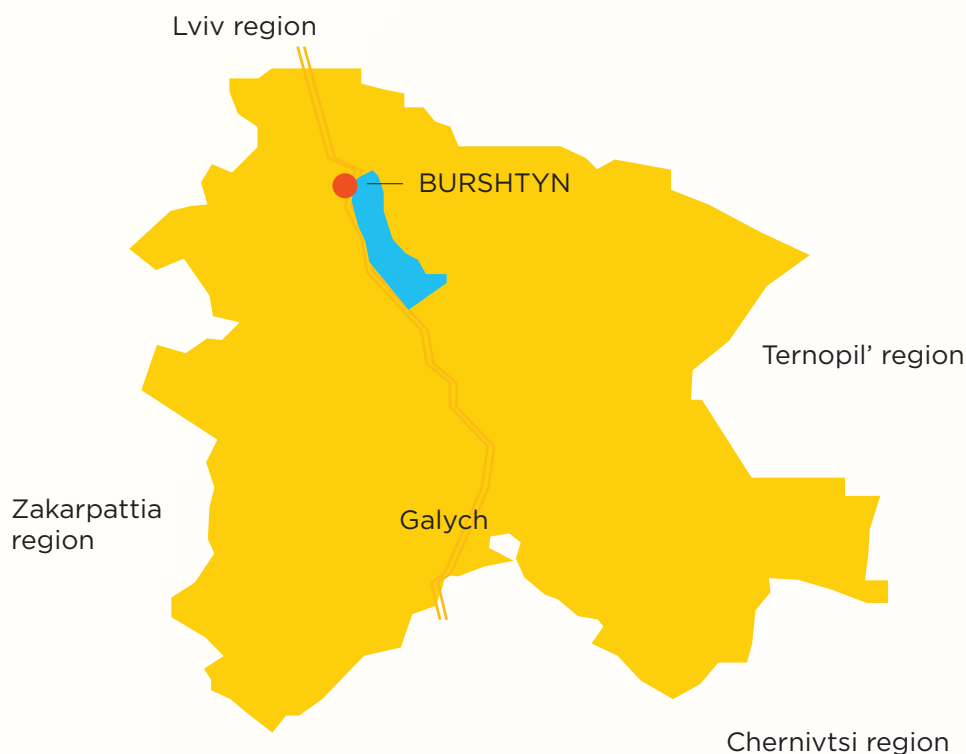
ACCORDING TO DOING BUSINESS-2013 RATING, UKRAINE STANDS NO.137 (+15 points improvements for the year). The most significant improvements were noticed in categories: launch of new enterprises, taxation and title registration.

Key macroeconomic indicators of Ukraine

	2006	2007	2008	2009	2010	2011	2012E	2013F
Population, million	46,6	46,4	46,1	45,9	45,8	45,8	45,6	45,4
GDP, USD billion	108	143	180	117	134	141	167	170
GDP annual variation, %	7,3	7,9	2,3	-14,8	4,2	5,2	1	3,2
GDP per capita, USD	2 310	3 069	3 891	2 545	2 974	3 608	4 000	4 128
Inflation, %	11,6	16,6	22,3	12,3	9,1	4,6	1,5	6,5
Budget deficit, % of GDP	-1,5	-1,7	-2	-8,9	-7	-4,4	-5,3	-3,8
External debt, % of GDP	50,6	56,1	56,5	88,2	86	76,6	73	70
Current account balance, % of GDP	-1,5	-3,7	-7	-1,5	-1,9	-5,5	-7	-5,2
Unemployment annual variation, %	6,8	6,4	6,4	9,4	8,8	8,1	7,4	7,1
UAH/USD exchange rate	5,05	5,05	5,27	7,79	7,94	7,97	8,10	8,51
UAH/EUR exchange rate	6,34	6,92	7,71	10,87	10,53	11,02	10,30	10,97

Source: State statistics committee of Ukraine, forecasts of EBRD and Fitch

General information and geographic location



Burshtyn town is one of the biggest industrial centers in Ivano-Frankivsk region. The town is located on the bank of Hnyla Lypa river in the North-West part of Ivano-Frankivsk region.

Burshtyn is located 18 km by road and 12 km by railway from district town Halych and 43 km from regional center Ivano-Frankivsk. Distance from Burshtyn to:

KYIV - 542 KM,

UZHGOROD - 280 KM

IVANO-FRANKIVSK - 43 KM

LVIV - 100 KM,

TERNOPIL - 103 KM

CHERNIVTSI - 179 KM

BUKOVEL' SKI RESORT (THE LARGEST IN UKRAINE) - 142 KM.

Important highways and roads H 09 and T 0910 go through Burshtyn.

BURSHTYN TOWN AT A GLANCE

HIGHWAY H09 – important national road go through Lviv – Rohatyn – Burshtyn – Ivano-Frankivsk – Rakhiv – Mukachevo. Crosses three regions of the country: Lviv, Ivano-Frankivsk and Zakarpattia. The highway goes near Bukovel, a famous international ski resort, which gives an important strategic advantage to Burshtyn town. Total length of the highway is 422 km.

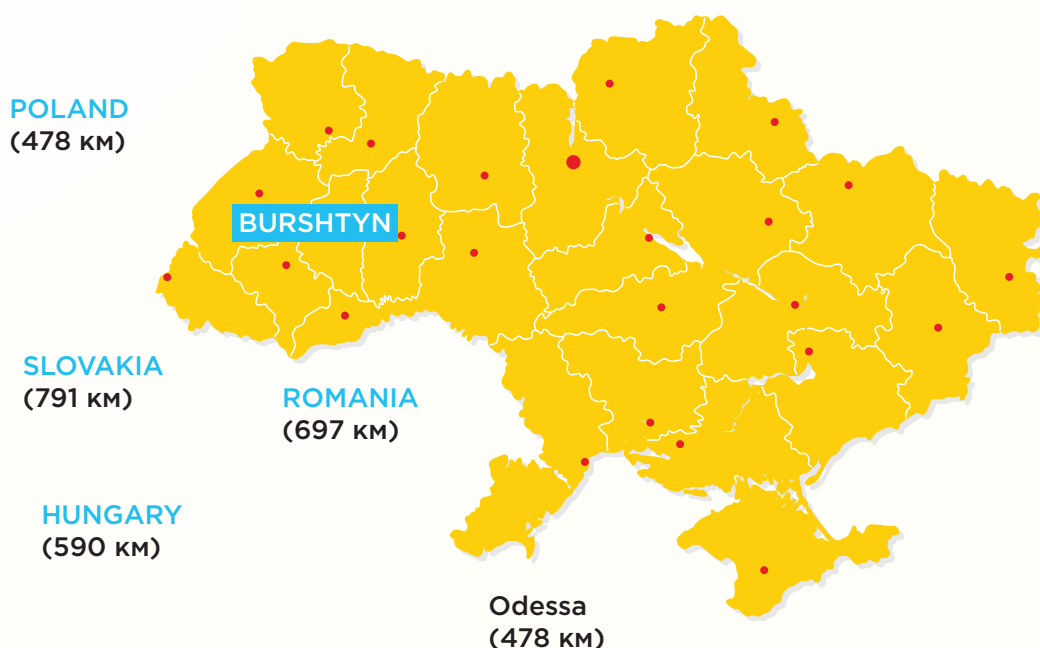
ROAD T0910 – road of local importance, connects Burshtyn and Kalush, towns in Ivano-Frankivsk region.

Town of Burshtyn is located in Halych district with population of 62 thousand inhabitants. The district's landscape is mainly flat, 17% of the area is forested (12,2 thousand hectares).

Administratively Halych district is split into two town councils (Halych and Burshtyn), 69 villages are located on its territory.

Halych district, and Burshtyn in particular, is rich in natural resources used in construction industry: marl, gypsum, sand, gravel, limestone, brick and tile materials. Historically, many construction companies were doing business in the district.

The neighboring to Burshtyn village of Bilshivtsi is also famous for its medical and drinking water wells. During the times of Austrian and Hungarian empire this water was exported to Austria and used in brewery. In soviet times there was Halych plant of non-alcohol beverages (went bankrupt in 2003).



Industrial sector

BURSHTYN AS INDUSTRIAL TOWN WAS DEVELOPED AROUND BURSHTYN THERMAL POWER PLANT (TPP), located 6 km from the town. Burshtyn TPP is the largest coal power station in western Ukraine which legally structured to JSC “DTEK Zakhidenergo”. The station is the major industrial enterprise and the main employer in Burshtyn and surrounding villages. The share of Burshtyn TPP in industrial output of Ivano-Frankivsk region makes 24%.

Small and medium business is underdeveloped in the town. 78 small private companies that operate in Burshtyn are involved in retail, café business, construction, transport and other services.

Agriculture

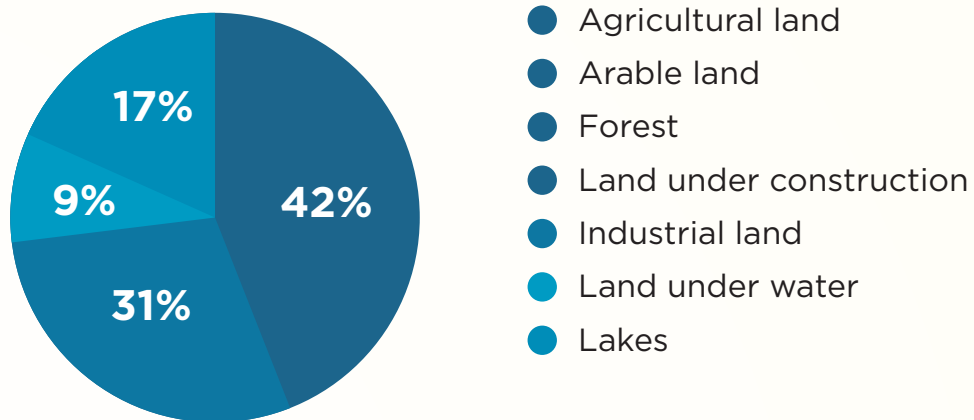
AGRICULTURE IS THE SECOND IMPORTANT SECTOR OF HALYCH DISTRICT. Agricultural land in the district occupy 37,4 thousand hectares which makes 70% of total district's land bank.

Plant farming is represented by growing of various agricultural crops and vegetables and animal farming – by pig, poultry and fish breeding.

Burshtyn was famous for its fish farms as there is a big artificial lake aimed to serve power station needs. Today fish farming business is going down and the lake's potential is not used. Total land area in Burshtyn is 2 163 hectares.

General land plan of Burshtyn currently undergoes the process of state expertise and final approval. According to the new land plan total amount of industrial land will be increased by 15 hectares.

Land bank structure in Burshtyn (hectares)



Source: Burshtyn Town Council



Population of Burshtyn town is 18,3 thousand people which makes 30% of total population in Halych district.

With adjacent areas in radius of 10 km total population 30 thousand people, including 13,2 thousand of employable people. The town has a positive birth rate.

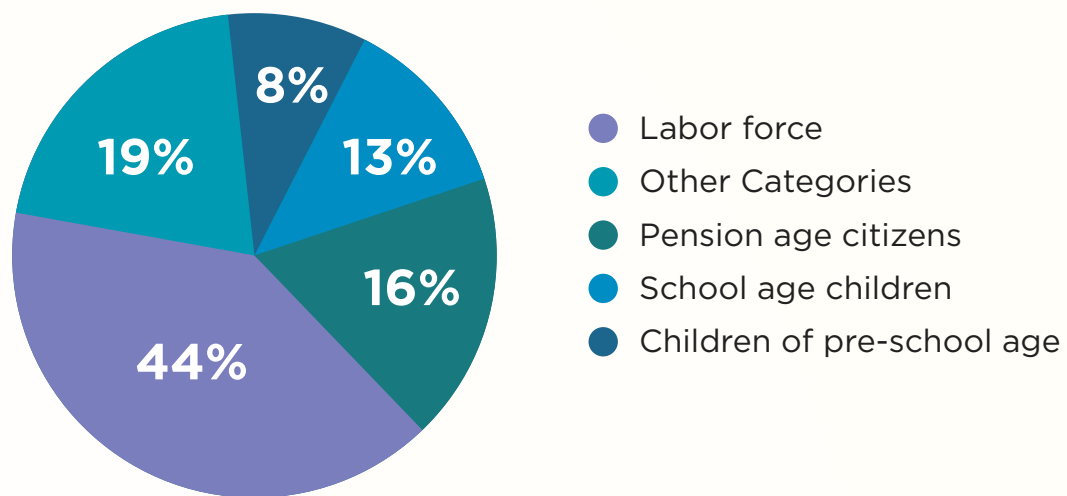
As of January 1, 2012, the amount of employable people in Burshtyn was 8,1 thousand, which makes 44% of total town's population (+10% comparing to January 2010).



DEMOGRAPHIC PROFILE

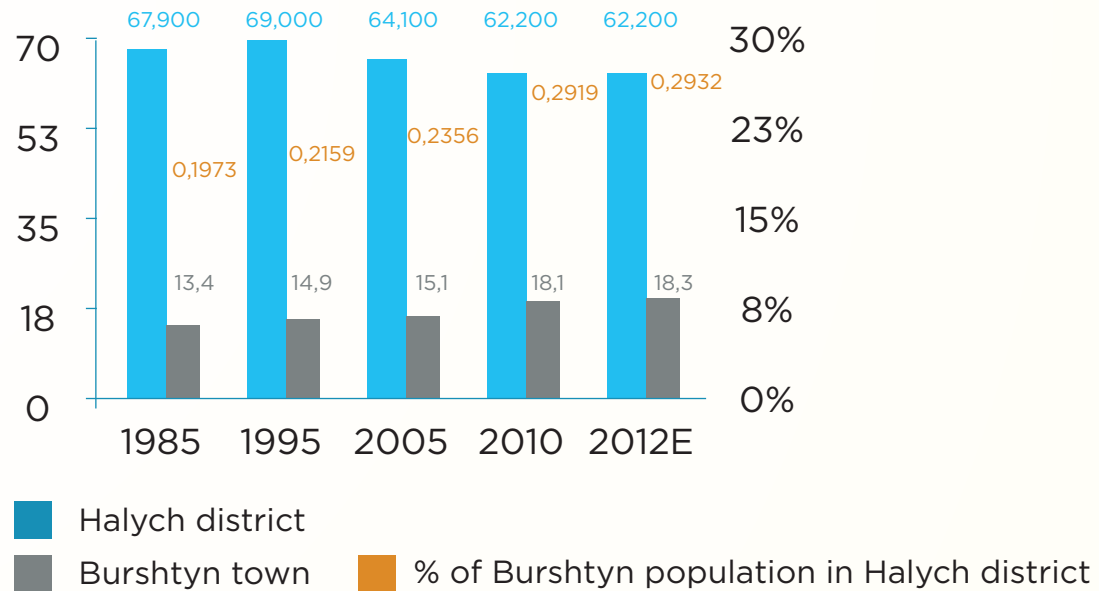
Population structure

(ths. people)



Dynamics of population

(ths. people)



Source: Burshtyn Town Council

Employable population in Burshtyn is 8,1 ths. people or 44% of total population. With adjacent areas in radius of 10 km employable population is 13,2 ths. people

Education

Primary and secondary education sector in Burshtyn is represented by three secondary schools, one gymnasium and four kindergartens. Total pupil number is 432. All schools are state-owned.

Technical education the students can obtain at two specialized colleges in Burshtyn:

Burshtyn Power Engineering College affiliated to Ivano-Frankivsk Oil and Gas Technical University;

Burshtyn Trade and Economy College affiliated to Kyiv National Trade and Economy University.

Power Engineering College provides professional training of specialists for power stations, and also specializes in land management and ecology.

Trade and Economy College specializes in training of professionals for restaurant and tourist business

Every year 400 graduates receive diplomas from these colleges. Management of the colleges are open for cooperation with investors willing to start business projects in Burshtyn and assist them in professional training of their personnel.

Culture

Burshtyn is famous for its cultural events which take place in a large palace of culture “Prometei”. The palace hosts a big library, sports and dance halls and a historical museum.

Burshtyn suburbs are rich in architectural and sacral monuments of XVIII-XIX centuries. The most famous is Trinity Church built in 1740.

Every year 400 graduates receive diplomas from the colleges in Burshtyn in:

- Maintenance of power equipment at power stations;
- Ecology and land management;
- Accounting and banking;
- Restaurant and tourist business.

Sports

The town has many places for sports and physical activities: 3 stadiums, 7 gyms, 16 sports playgrounds, 4 shooting galleries, swimming pool “Dolphin”, fighting training, volleyball, basketball and football clubs.

“Energetyk” is the largest sports center in town. Every day 350-400 persons do various sports there.

Burshtyn is also famous for its kayak-paddling club as water channel of Burshtyn Power Station provides perfect conditions for this sport trainings and competitions.



“Prometei” palace of culture

www.prometey.at.ua



Façade of “Prometei” palace



Building of the palace

“Prometei” palace is the major cultural center of Burshtyn town, as all cultural events take place here. The palace is the largest building not only in Burshtyn but also in the whole district. The palace has three halls:

- SMALL HALL FOR 100 PERSONS;
- LAGRE HALL FOR 750 PERSONS;
- CONFERENCE-HALL FOR 50 PERSONS.

Historical military museum and town library are operating at the palace.

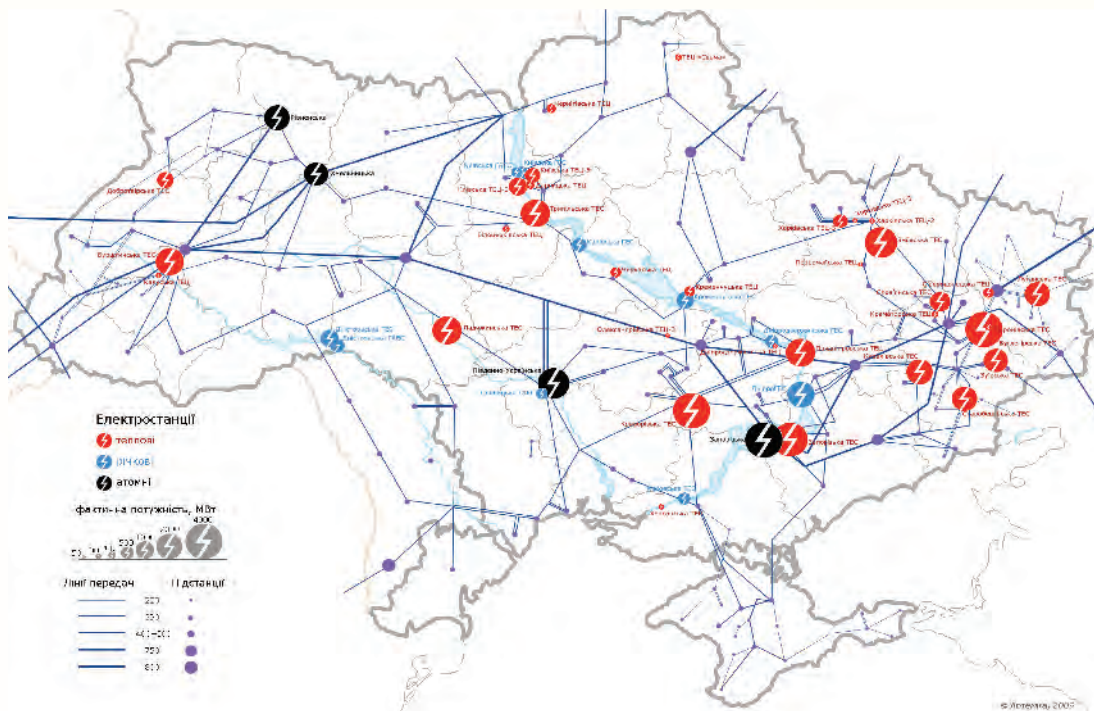
The “Prometi” palace is the major place in town where children and young people of Burshtyn can develop their talents in:

- SINGING AND DANCING;
- PAINTING AND EMBROIDERING;
- FOREIGN LANGUAGES, ETC.

The “Prometei” palace has large potential for its further and wider usage as it is the biggest building in Halych district, has a perfect location and good infrastructure. Events that could be organized at “Prometei” palace include:

- ART EXHIBITIONS
- BUSINESS EXHIBITIONS, TRADES AND FORUMS;

Burshtyn Thermal Power Plant (TPP)



Map of power stations in Ukraine

BURSHTYN THERMAL POWER PLANT (TPP) is a part of JSC “DTEK Zakhidenergo”, located 6 km from Burshtyn town on the bank of Hnyla Lypa river, total area of the station – 25 hectares. Its technical lake of 50 million cubic meters occupies more than 1 260 hectares. The share of Burshtyn TPP in industrial output of Ivano-Frankivsk region makes 24%.

PRODUCTS OF BURSHTYN TPP: electricity, heating power, cindery gravel, ashes. Burshtyn TPP is detached from united power system of Ukraine and operates as so called “Burshtyn island”, uniting power network of Burshtyn TPP, with adjacent networks in Ivano-Frankivsk, Lviv and Zakarpattia regions.

BURSHTYN POWER ISLAND, as exception from other power networks of Ukraine, is connected to EU networks which allows it to export electrical power abroad. Burshtyn TPP export electricity to EU and operates in parallel to EU power system (UCTE). Connection to UCTE opened new opportunities of Ukrainian electricity export to EU.

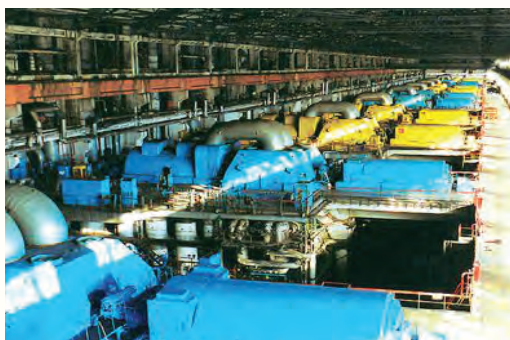
BURSHTYN THERMAL POWER PLANT



Burshtyn Thermal Power Plant

FOR THE 1ST HALF OF 2012 UKRAINE HAS INCREASED EXPORT OF ELECTRICITY BY 60%. IN THE SAME TIME EXPORT FROM BURSHTYN TPP HAS GROWN BY 30%.

Over the last years the station's equipment and networks were reconstructed and modernized. As of 2012, the station operates 8 power blocks of 1 200 MW per day each, it is planned to start 9th block in the nearest future. Total capacity of Burshtyn TPP is 2 400 MW. Increase of power output has a positive effect on supply chain: coal providers, service companies and spare parts suppliers.



Engine department of Burshtyn TPP

WHY INVEST IN BURSHTYN

BURSHTYN IS A POWER CAPITAL OF WESTERN UKRAINE

Burshtyn TPP is the largest in western Ukraine coal power station with maximum capacity of 2 400 MW, united with European power system (UCTE);

Electricity produced at Burshtyn TPP is exported to Hungary, Romania and Slovak Republic;

Burshtyn is a town of high-skilled power engineers (current and ex-employers of the station and 200 graduates from Power Engineering college annually);

INVESTMENT PROJECTS READY FOR IMPLEMENTATION

The town has ready for implementation investment opportunities, including greenfield, brownfield and infrastructure projects;

Burshtyn Town Council is developing a concept of industrial park, which will provide attractive business conditions for investors;

OPENNESS OF TOWN AUTHORITIES TO INVESTORS

Focus of Burshtyn Town Council on economic development of the town and suburbs;

Complex approach in cooperation with investors: from land plots and permits obtaining to launch of investment projects;

Burshtyn Local Economic Development Agency is an additional supportive link between investors and town authorities.

CONVENIENT GEOGRAPHIC LOCATION

The town is located on important national highway H09 (Lviv – Zakarpattia)

Distance from Burshtyn to Ivano-Frankivsk – 43 km, to Lviv – 100 km, to Ternopil' – 103 km, to Bukovel' ski resort – 142 km;

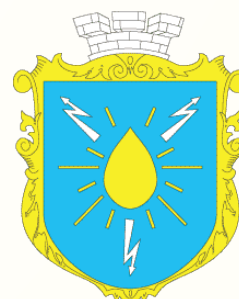
SKILLED LABOR FORCE

Population of 18 thousand people, including employable people – 8 thousand in Burshtyn town and 13 thousand with adjacent areas;

Level of salaries is lower than in big regional cities;

SUCCESSFUL COOPERATION EXPERIENCE WITH LARGE INVESTOR

The town has successful cooperation experience with large investor – JSC “DTEK Zakhidenergo” (Burshtyn TPP); Burshtyn has developed a cooperation strategy with DTEK in two strategic areas: 1) development of energy efficiency projects; 2) development of business environment;



ATTRACTIVE SECTORS FOR INVESTMENTS



As a power capital of Western Ukraine, Burshyn town is firstly attractive for further development of energy sector, establishment of innovative companies, focused on high added-value products manufacturing:

INDUSTRIAL PARK DEVELOPMENT;

ENERGY SECTOR (alternative energy and energy efficiency);

MANUFACTURING OF HEATING BOILERS FOR RESIDENTIAL BUILDING;

MANUFACTURING OF ELECTRONIC DEVICES AND PARTS;

CONSTRUCTION MATERIALS;

DEVELOPMENT OF GREEN HOUSES AND VEGETABLE STORAGE;

PROCESSING OF AGRICULTURAL PRODUCTS;

DEVELOPMENT OF FISH FARMS;

RECONSTRUCTION OF TOWN'S HEATING AND WATER SUPPLY SYSTEMS.

Industrial Park development is one of the key strategic areas of Burshtyn Town Council



OBJECTIVE OF THE INDUSTRIAL PARK development is attracting of investments into Burshtyn's economy, providing of favorable conditions for establishment and operations of production enterprises, improvement of investment image of the town, economic development and competitiveness enhancing of the area, new jobs creation, increase of payments to local budget and development of modern production technologies.

It is planned that Industrial Park in Burshtyn will operate not less than 30 years according to the Law of Ukraine "On industrial parks".

INDUSTRIAL PARK LOCATION

The land plot for Industrail park of 15 hectares is located in Burshtyn's suburb, currently it is free from any buildings. The land plot stands on important transport road H09 which goes from Lviv to Zakarpattia.

During the technical design it is planned to provide all engineering infrastructure at the Park's area. Technical details and specification of electricity, water and sewerage infrastructure will be developed at the next stages of projecting and prepared according to the requirements of the respective engineering authorities of the town.

Currently the land plot is used as agricultural land but it is planned to include it into new General Land Plan of Burshtyn as industrial land.

INDUSTRIAL PARK DEVELOPMENT

VISION OF THE PARK DEVELOPMENT

According to the local authorities if is planned to establish a number of industrial and storage companies at the Park's territory. The territory is not divided into fixed land plots to provide flexibility for potential investors, the division will depend on commercial demand on smaller parts of the Park. To secure organized engineering infrastructure development and road mapping, sale of selected land plots is not anticipated.

POTENTIAL LEGAL STRUCTURE

Joint venture of Burshtyn Town Council and the investor. The stake size of each party will be defined during negotiations with the investor and will depend on the size of investments. Potentially, it is expected that input of each party will include:

BURSHTYN TOWN COUNCIL	THE INVESTOR
<ul style="list-style-type: none">• Land plot• Engineering networks to land plot• Access roads• Permits	<ul style="list-style-type: none">• Capital for Industrial Park development• Development of real estate and inside engineering networks• Attracting of investors and production companies to the Park• Management of the Park's operations





ADVANTAGES OF INDUSTRIAL PARKS IN UKRAINE

- Strategic location of Ukraine between European Union and Asian markets;
- Low overhead expenses;
- High-skilled work force;
- Salaries lower than in EU;
- Large domestic market (population - 46 million);
- Favorable legislation for investors in industrial parks.

LAW OF UKRAINE “ON INDUSTRIAL PARKS” which regulates establishment and operations of industrial parks came into force in September 2012.

KEY PROVISIONS OF THE LAW “ON INDUSTRIAL PARKS”:

State agency for investment and national projects is responsible for the register of industrial parks and cooperation with investors. Industrial parks could be developed on state, municipal and private land plots.

The period of land usage and operational period of industrial parks should not be less than 30 years.

Stakeholders of industrial parks could be involved in manufacturing, telecommunication business, research and development, etc.

Stakeholders of industrial parks may apply for interest-free state loans and subsidised project financing programs for the parks development.

Imported tools and materials, aimed for industrial parks equipment, are import duty free.

Financial resources, saved by stakeholders of industrial parks, should be spent on innovative and energy-saving technologies and increase of production.

If during the one-year period after industrial park establishment, the investor will not sign the agreement about its operations start or during the three-year period the investor will not start any operation, such park will be shut down and its privileged status would be terminated.



INVESTMENT PROJECTS IN BURSHTYN

B2B PROJECTS:

Investment project №1:	Industrial park development
Investment project №2:	Land plot for industrial estate development
Investment project №3:	Reconstruction of coal ash processing plant
Investment project №4:	Reconstruction of vegetable storages
Investment project №5:	Modernization of greenhouses

SME PROJECTS:

Investment project №6:	Hotel development
Investment project №7:	Development of berry growing
Investment project №8:	Commercial real estate

INFRASTRUCTURE PROJECTS:

Investment project №9:	Modernization of the town heating system
Investment project №10:	Reconstruction of the town water supply and sewerage system

PROJECT №1: INDUSTRIAL PARK DEVELOPMENT

BRIEF INFORMATION ABOUT THE LAND PLOT

Project	Industrial Park development
Town/Village	Burshtyn
District	Halych
Region	Ivano-Frankivsk
Owner	Burshtyn Town Council
Objective	Land plot appointed for agricultural activity (in the process of transferring to industrial land)
Location	Suburb of Burshtyn Town. The land plot is located near the important national road Lviv-Mukachevo and the main river of the town Hnyla Lypa
Area, ha	15 ha
Utilities availability	Electrical substations with capacity 250 kWt are located 500 m far from the land plot; water pipe is located 900 m from the land plot
Access to water on the land plot	From the artesian well
Contacts	Oleksandr Babi, Director Burshtyn Local Economic Development Agency Cell: +38 097 583 45 75, e-mail: ob@amer-burshtyn.org.ua

General plan of the land plot for Industrial Park development



Land plot of 15 ha



Visualization option

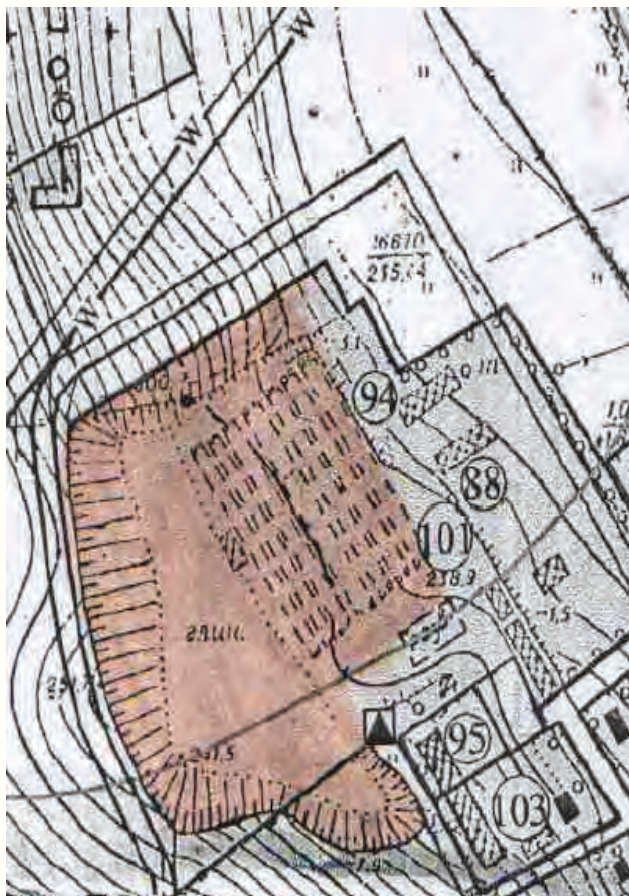
Source: Burshtyn Town Council

PROJECT №2: LAND PLOT FOR INDUSTRIAL ESTATE

BRIEF INFORMATION ABOUT THE LAND PLOT

Project	Industrial estate
Town/Village	Burshtyn
District	Halych
Region	Ivano-Frankivsk
Owner	Burshtyn Town Council
Objective	Industrial land
Location	Suburb of Burshtyn Town; industrial buildings are located near the land plot
Area, ha	2.9 ha
Resources availability	Clay field (Field deposit was not explored)
Utilities availability	Electrical substations with capacity 250 kWt are located directly on the land plot; water pipe is located 900 m from the land plot.
Access to water on the land plot	From the artesian well
Contacts	Volodymyr Kopanycia, land department of Burshtyn Town Council, tel. +38 098 58 43 654

General plan of the land plot for industrial estate



Land plot 2,9 ha



Visualization option

Source: Burshtyn Town Council

PROJECT №3: COAL ASH PROCESSING PLANT

BRIEF INFORMATION ABOUT CURRENT BY-PRODUCTS UTILIZATION DEPARTMENT OF BURSHTYNSKA CPS	
Project	Reconstruction of coal ash processing plant
Town/Village	Bovshiv village (8 km from Burshtyn)
District	Halych
Region	Ivano-Frankivsk
Owner	JSC «DTEK Zakhidenergo» Burshtyn Coal Power Station (CPS)»
Objective	Coal by-products utilization department of Burshtyn CPS
Location	Near Burshtyn CPS
Area, ha	7.2 ha
Contacts	Svitlana Spicyna, «Socis» LLC, Tel.: +38 095 157 41 54, Fax: +38 062 381 54 70 SpitsinaSN@dtek.com; Taras Faryon, legal department of JSC «DTEK Zakhidenergo» Tel. +38 032 239 07 99, Fax +38 032 239 0799, Cell +38 050 431 07 32 farion@gcwe.energy.gov.ua



By-products utilization department
of Burshtyn CPS



Coal fly ash processing plant in Yanikovo, Poland

Burshtyn CPS uses coal for electricity production. As a result, there is formed a huge number of coal by-products, in particular ash. It is the reason why the construction of the coal fly ash processing plant in Burshtyn is very important. Moreover, there is already a coal by-products utilization department in the town. It is a former keramzit production department of Burshtyn CPS which is closed these days because of lack of new equipment and innovative approach.

The current investment project includes the proposal regarding sale and reconstruction of current coal by-products utilization plant in Burshtyn which is located near Burshtyn CPS.

Perspectives for coal by-products processing in Ukraine

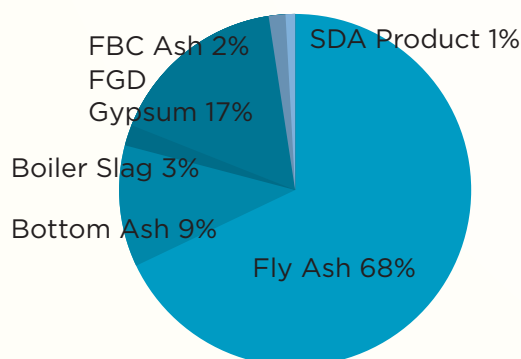
Coal is the most extended resource for electricity production in Ukraine. Coal burning leads to production of large volumes of coal by-products, in particular ash. Every year ash discharged from power stations in Ukraine may form a field as large as 125 sport stadiums. The areas for ash utilization in Ukraine will be exhausted in 2 years, so the issue of by-products processing is very crucial for towns with power stations.

The Coal Combustion Products (CCPs) include combustion residues such as boiler slag, bottom ash and fly ash from different types of boilers as well as desulphurization products such as spray dry absorption product and FGD gypsum. With almost 70 % of the total, fly ash is the most important coal combustion product (CCP). It is used as concrete addition and is substituting cement in concrete production, as well used for road construction.

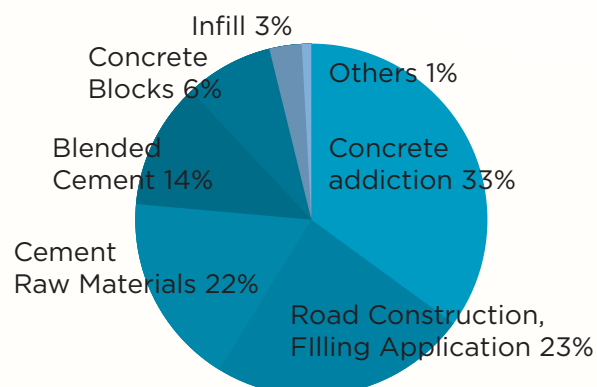
Among the most significant aspects of using fly ash over cement is because of lower electricity consumption needed for its production. Moreover, the fly ash concrete is technically superior to conventional concrete in that it has proven more resistant to acid, sulfates and other destructive chemical reactions that destroy structures over time. The pozzolanic properties of fly ash produce long-term strength gains and improve concrete durability by making it less permeable. Economic gains are significant as fly ash typically costs less than portland cement, making concrete competitive with other materials such as wood and asphalt. Durability and strength make fly ash concrete ideal for high-rises, skyscrapers and other large structures. Examples for this are sky scrapers in New York, Chicago, Houston and many other.

A good example for Ukraine is an experience of Poland. It began to develop fly ash processing plants, in particular removal systems from ammonia and carbon. There are two types of fly ash after processing - ProAsh ® where the carbon amount doesn't exceed 5% and is used for building material production and concrete production and EcoTerm TM that includes a high level of carbon and has significant fuel value and is returned to the electric power station.

UTILIZATION OF CCPS IN EUROPE



UTILIZATION OF FLY ASH IN EUROPE



Source: European Coal Combustion Products Association (ECOBA), World of Coal Ash (WOCA) Conference, American Coal Ash Association (ACAA)

PROJECT №4: RECONSTRUCTION OF VEGETABLE STORAGE

BRIEF INFORMATION ABOUT THE OBJECT	
Project	The complex of vegetable storages
Town/Village	Burshtyn
District	Halych
Region	Ivano-Frankivsk
Owner	JSC «DTEK Zakhidenergo»
Objective	Vegetable preservation
Location	Within the town. The land plot is located near the important national road Lviv-Mukachevo
Area, sq.m.	6 000 sq.m.
Utilities and equipment availability	The whole complex of utilities is available
Contacts	Svitlana Spicyna, «Socis» LLC, Tel.: +38 095 157 41 54, Fax: +38 062 381 54 70 SpitsinaSN@dtek.com; Taras Faryon, legal department of JSC «DTEK Zakhidenergo» Tel. +38 032 239 07 99, Fax +38 032 239 0799, Cell +38 050 431 07 32, farion@gcwe.energy.gov.ua



Vegetable storage



Future object visualization

PROJECT №5: MODERNIZATION OF GREENHOUSES

BRIEF INFORMATION ABOUT THE OBJECT	
Project	Modernization of greenhouses
Town/Village	Demyaniv village(On the drive out from Burshtyn)
District	Halych
Region	Ivano-Frankivsk
Owner	JSC «DTEK Zakhidenergo»
Objective	Fruits and vegetable growing
Location	The greenhouses are located 3 km far from Burshtyn. Not far from the object stretches the important national road Lviv-Mukachevo
Area, sq.m.	-
Utilities and equipment availability	Utilities area available near Burshtyn CPS
Contacts	Svitlana Spicyna, «Socis» LLC, Tel.: +38 095 157 41 54, Fax: +38 062 381 54 70 SpitsinaSN@dtek.com; Taras Faryon, legal department of JSC «DTEK Zakhidenergo» Tel. +38 032 239 07 99, Fax +38 032 239 0799, Cell +38 050 431 07 32, farion@gcwe.energy.gov.ua



Greenhouses in Demyaniv village



Future object visualization

PROJECT №6: HOTEL DEVELOPMENT

BRIEF INFORMATION ABOUT THE OBJECT	
Project	Completion of hotel construction in Burshtyn
Town/Village	Burshtyn
District	Halych
Region	Ivano-Frankivsk
Owner	JSC «DTEK Zakhidenergo»
Objective	Service for tourists and guests of the town, conducting meetings and conferences.
Location	The hotel is located in the center of Burshtyn, on the Mickevycha str., 49, near the central road Lviv-Mukachevo H09.
Area, sq.m.	-
Current status of the project	3 floors of the hotel are already built. All utilities for the completing of the construction process are available on the land plot.
Swimming pool “Delfin”	Near the hotel is located a modern swimming pool “Delphin”. It meets international standards (the length is 25 m) and can serve ca. 300 visitors.
Investment proposal	The current investment offer propose acquiring the hotel construction in progress and swimming pool “Delphin”.
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Hotel under construction



Swimming pool “Delfin”

GENERAL INFORMATION	
Project	Agro Profi
Property category	Farm
Town/village	Registration address: Ivano-Frankivsk region, Halych district, Bilshivci village; Activity base: Ivano-Frankivsk region, Halych district, Perlivci village.
Activity	Agriculture
Products made	Vegetables: cabbage, potatoes, pepper and other.
Products sales	State institutions of Halych district, local markets, wholesale in Crimea.
Main competitors in the region	Local agricultural producers: "Andriishyna farm", PE "Kobernycky".
Contacts	Oleksandr Babiy, Director Burshtyn Local Economic Development Agency Cell: +38 097 583 45 75 Email: ob@amer-burshtyn.org.ua

COMPANY'S STRATEGY	
Development strategy	<p>The farm is planning to develop a new business direction – berry growing. The Owner has already signed a land lease agreement for 10 ha for strawberry growing.</p> <p>The main strategy for the enterprise development is:</p> <p>Increasing of agricultural land in operation;</p> <p>Increasing of production capacity on account of modern equipment purchase, qualitative seeds, and application of modern agricultural approach to vegetable and berry growing.</p> <p>The Head of farm worked more than 9 years in Germany in the vegetable growing sector, he visits different seminars in the agricultural field and uses innovative approach in his entrepreneurship.</p>
Investment opportunity	<p>The main project for investments is a berry growing. The clients of the company are searching opportunities for the co-financing for the early stage of the project development, in particular, purchase of strawberry seed-cultural material and equipment for cultivation. In case of the lack of financing, the company plans to begin the berry growing by own resources by small steps and to cultivate only 1-2 ha. The Company has agreement with Danone regarding strawberry sale at competitive prices.</p>
Investment amount	<p>The investment amount is ca. UAH 660 thousand (USD 82.5 thousand):</p> <p>UAH 400 thousand – purchase of the seed-cultural material for the land cultivation of 10 ha;</p> <p>UAH 20 thousand – fertilizers purchase;</p> <p>UAH 190 thousand – watering equipment purchase;</p> <p>UAH 50 thousand – renovation of storage that will be rented.</p>
Potential deal structure	<p>The owner of the farm is ready to sell a stake of his agricultural enterprise to the investor.</p>

BRIEF INFORMATION ABOUT THE LAND PLOT	
Project	The land plot with commercial and residential property
Town/Village	Burshtyn
District	Halych
Region	Ivano-Frankivsk
Owner	Private
Objective	Residential and commercial area
Location	In the center of Burshtyn
Area, ha	0.21 ha (0.1 ha – residential area, 0.11 ha – appointed for commercial activity)
Building area, sq.m.	Two buildings are located on the land plot. Building 1: 2 floors, area amounts to 1 110 sq.m., mansard area – 200 sq.m. Building 2: area 400 sq.m. The land plot is fenced around.
Infrastructure	The land plot has good infrastructure and suitable location if the town center. Not far from the building is located a supermarket, a kindergarten, a school, a parking, a park and a bus station.
Utilities availability	The building is equipped with heating system, home and office telephone, central gas supply (two gas meters), electricity supply (two electricity meters with capacity of 5 kWt and 60 kWt respectively), cable television, water supply (two water meters), central sewerage system.
Investment offer	The property could be used as a small hotel as there is a restaurant with total area of 150 sq.m. and it has suitable location in the town center. The other opportunities for the current commercial property is development of car showroom, shop of car components, service station, car wash or offices.
Contacts	Oleksandr Babiy, Director Burshtyn Local Economic Development Agency Cell: +38 097 583 45 75 Email: ob@amer-burshtyn.org.ua



Building façade



Infrastructure around the building

PROJECT №9: MODERNIZATION OF THE HEATING SYSTEM

GENERAL INFORMATION	
Project	Reconstruction and exploitation of the Burshtyn heating system
Property category	Municipal
Town/village	Burshtyn, Galych district, Ivano-Frankivsk region
Activity	Heat supply
Products made	Heat and hot water supply services for the Burshtyn citizens
Products sales	86 residential blocks, 589 private residential buildings, 20 state institutions, 44 private consumers (legal entities), 9 objects of Burshtynska CPS.
Main competitors in the region	Monopoly
Contacts	Oleksandr Babiy, Director Burshtyn Local Economic Development Agency Cell: +38 097 583 45 75 Email: ob@amer-burshtyn.org.ua

STRATEGY	
Investment needs	Depreciation of heating systems has negative impact on waste of heat carrier and received money. According to the audit of the heating system, were counted the following indicators: IRR (2012-2026) - 9,5%; NPV (2012-2026) - UAH 36,2 million (USD 4,5 million); Discounted pay-back period - 10,3 years.
Investment amount	The total investment amount is UAH 105 million (USD 13 million)
Potential deal structure	Conditions for the project implementation: Providing services on condition of concession; The agreement of state-private partnership; In the case of joint company establishment – the question regarding the stake is in the process of discussion.

PROJECT №10: RECONSTRUCTION OF WATER SUPPLY SYSTEM

GENERAL INFORMATION	
Project	Reconstruction of Burshtyn water supply and sewerage system
Property category	Municipal
Town/village	Burshtyn, Galych district, Ivano-Frankivsk region
Activity	Drink water supply
Products made	Cold water supply services for Burshtyn citizens
Products sales	Water consumption by Burshtynska CPS amounts to 70 cub.m./hour; Water consumption of the town Burshtyn amounts to 150 cub.m./hour: 86 residential blocks, 589 private residential buildings, 20 state institutions, 44 private consumers (legal entities), 9 objects of Burshtynska CPS.
Main competitors in the region	Monopoly
Contacts	Oleksandr Babiy, Director Burshtyn Local Economic Development Agency Cell: +38 097 583 45 75 Email: ob@amer-burshtyn.org.ua

STRATEGY	
Investment needs	<p>Depreciation of cold water supply system causes water losses in the system and breaks. It was made a scientific and technical reasoning of water supply and sewerage system reconstruction.</p> <p>The forecasted operating period of pipelines after renovation is 50 years. The pay-back period amounts to 19 years.</p>
Investment amount	According to the scientific and technical reasoning of water supply system reconstruction in 2002, the cost of services amounted to UAH 9.3 million (USD 1.2 million) .
Potential deal structure	<p>Conditions for the project implementation:</p> <p>Providing services on condition of concession;</p> <p>The agreement of state-private partnership.</p>



Burshtyn Local Economic Development Agency (LEDA) was established in 2012 by Burshtyn Town Council at financial support of DTEK Company. LEDA's mission is to provide qualified services for businesses and to facilitate development of entrepreneurial environment in the region.

The Agency specialists have profound experience in preparation and analysis of business-plans, obtaining permits and registration documentation, personnel recruiting, lobbying, negotiating with international financial institutions.

We speak Ukrainian, Russian, English, Polish. The Agency provides translation services.

STRATEGIC TASKS OF LEDA IN BUSINESS ENVIRONMENT DEVELOPMENT:

TASK №1.1.: Establishment of partnerships with state and private institutions for effective support and lobbying of entrepreneurs' interests in the region;

TASK №1.2.: Launch of entrepreneurial infrastructure institutions by 2015: Business support center, Business incubator, Industrial park;

TASK №1.3.: Implementation of financial instruments for business support, in particular micro-finance fund, mechanisms of direct financing and grant support for entrepreneurial initiatives by 2014;

TASK №1.4.: Organization of information, training and promotional events to increase competitiveness of businesses and investment attractiveness of the region by 2015.

SERVICES FOR INVESTORS

SERVICES

Pre-investment stage:

- Preparation of analytical information
- Market research
- Technical reasoning, analysis of project alternatives
- Suppliers and clients search
- Registration and permits obtaining
- "Virtual office"
- Organization of visits

Investment stage:

- Personnel recruiting
- Advisory in customs clearing
- Advisory in land issues
- Accounting and tax support
- Representation and assisting in courts and state authorities
- Selection of contractors'
- PR

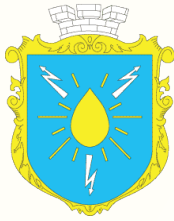
After-investment stage:

- Creation of positive image of a company
- Consultancy in corporate social responsibility
- HR management outsourcing
- Services of press-department



FOR MORE INFORMATION, PLEASE VISIT:
<http://amer-burshtyn.org.ua/en/investors>

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Burshtyn
Local Economic
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Investment passport of Burshtyn was developed in the framework of
Social Partnership Program between JSC “DTEK” and Burshtyn town



соціально
відповідальний
бізнес
спільнота фахівців

Project coordinator

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