



# Flanders

State of the Art

Flanders International  
**Business  
Weeks** /2023



# Rebuild Ukraine: Opportunities and threats



# What we will talk about ...

- Introduction
  - Ukraine before the war
  - Ukraine now
- Rebuilding initiatives: Build Back Better
  - International Financial Institutions
    - World Bank
    - United Nations
    - EU
      - General
      - EIB
      - EBRD
  - Ukrainian government
    - Prozorro
    - DREAM
- What can FIT do for you?
- Useful websites
- Contact details



# Ukraine before 22 February 2022

Use any part of their capital, Crimea is an Autonomous Republic of Ukraine

ROMANIA

RUSSIAN FEDERATION





**Oblasts**

- |                   |                |            |                |
|-------------------|----------------|------------|----------------|
| • Cherkasy        | • Kharkiv      | • Lviv     | • Ternopil     |
| • Chernihiv       | • Kherson      | • Mykolaiv | • Vinnytsia    |
| • Chernivtsi      | • Khmelnytskyi | • Odesa    | • Volyn        |
| • Dnipropetrovsk  | • Kyiv         | • Poltava  | • Zakarpattia  |
| • Donetsk         | • Kirovohrad   | • Rivne    | • Zaporizhzhia |
| • Ivano-Frankivsk | • Luhansk      | • Sumy     | • Zhytomyr     |

**Autonomous republic**

- Autonomous republic of Crimea

**Cities with special status**

- City of Kyiv
- City of Sevastopol

# Political map

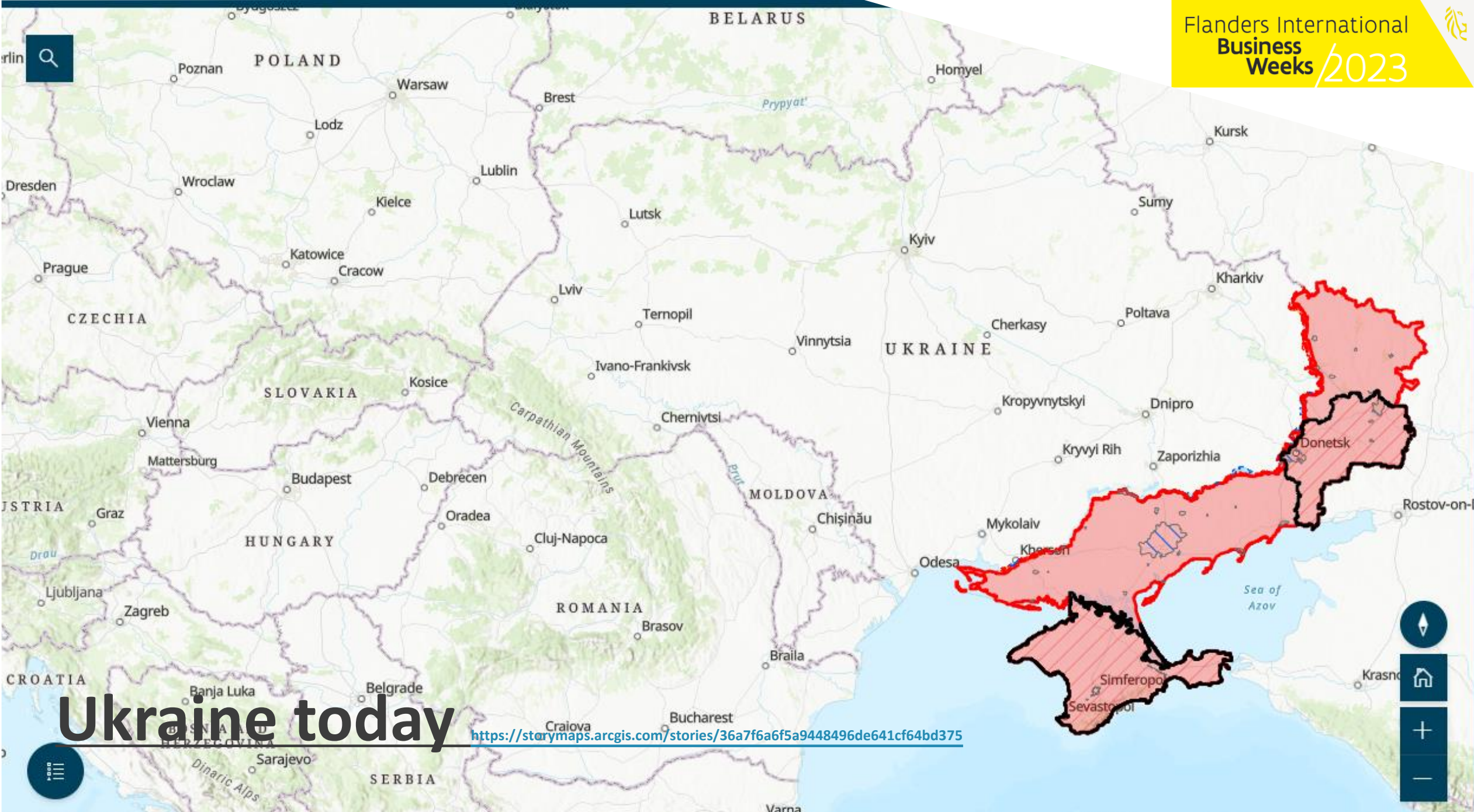


# Ukraine in figures (2020)

- Official name: Ukraine
- Capital: Kiev
- Surface: 605,000 km<sup>2</sup> (20 times Belgium)
- Inhabitants: 41,6m
- Important cities: Kiev (2,96 miljoen), Kharkiv (1,44 miljoen), Odessa (1,01 miljoen), Dnipro (991.000), Zaporizhia (724.000), Lviv (724.000)
- GDP: 200 miljard USD (594 miljard USD in Belgium)
- GDP/capita: 4.828 USD (51.268 USD in Belgium)







# Ukraine today

<https://storymaps.arcgis.com/stories/36a7f6a6f5a9448496de641cf64bd375>





# World Bank: Rapid Damage and Needs Assessment

**Table 1. Total damage, loss, and needs by sector (US\$ billion)**

Sector	Damage	Loss	Needs
<b>Social sectors</b>			
Housing	50.4	17.2	68.6
Education and science	4.4	0.8	10.7
Health	2.5	16.5	16.4
Social protection and livelihoods	0.2	4.2 <sup>a</sup>	41.8
Culture and tourism	2.6	15.2	6.9
<b>Infrastructure sectors</b>			
Energy and extractives	10.6	27.2	47.0
Transport	35.7	31.6	92.1
Telecommunications and digital	1.6	1.6	4.5
Water supply and sanitation	2.2	7.5	7.1
Municipal services	2.4	3.0	5.7
<b>Productive sectors</b>			
Agriculture	8.7	31.5	29.7
Commerce and industry	10.9	85.8	23.2
Irrigation and water resource management	0.4	0.3	8.9
Finance and Banking	0.0	6.8	6.8
<b>Cross-cutting sectors</b>			
Environment, natural resource management, and forestry <sup>b</sup>	1.5	0.5	1.5
Emergency response and civil protection	0.2	0.5	1.5
Governance and public administration	0.3	1.4	0.6
Explosive hazard management	-	37.6	37.6
<b>Total</b>	<b>134.7</b>	<b>289.1</b>	<b>410.6</b>

*Source:* Assessment team. *Note:* Damage covers the period February 24, 2022, to February 24, 2023; loss includes an additional 18 months beyond the 12 months between February 24, 2022, and February 24, 2023; needs relate to total estimated needs covering the period 2023–2033.

a. Under social protection, household income loss valued at US\$61.5 billion is not included to avoid potential double-counting in relation to other sectors.

b. Under environment and forestry, due to data limitations, only damages, losses and needs related to forest fires and mined forest areas, along with needs related to capacity building for environmental governance are included.









## But, what does war really mean ...

- Number of refugees: 8m
- Number of internally displaced people: 6m
- Number of casualties: 125,000
- Number of wounded: 115,000
  
- Number of homes destroyed: 165,000
- Number of educational buildings destroyed: 3000
- Number of healthcare buildings destroyed: 1150





## Current international assistance

- Currently focus on:
  - Military aid
  - Humanitarian aid
  - Budget support
  - Governance support:
    - Anti-corruption efforts
    - Legal changes with view on EU access
  - Restore critical infrastructure

# Rebuilding initiatives: Build Back Better



The UNIT.City innovation park in Kyiv, which offers space for startups and large businesses. COURTESY OF UNIT.CITY



# International Financial Institutions (IFI)

- **WORLD BANK**

- The World Bank Group consists of a number of independently working institutions:
  - International Bank for Reconstruction and Development (IBRD): public investment projects middle income countries
  - International Development Agency (IDA): public investment projects low income countries
  - International Finance Corporation (IFC): loans to private sector
  - Multilateral International Guarantee Agency (MIGA): political risk insurance for private sector investments
- Rapid Damage and Needs Assessment (2 times /year) 2023 = February and December
- Projects:
  - Heal Ukraine Project: Restore access to healthcare
  - ReLinc Project: Improvement logistical structure
  - Energy Infrastructure Repair electricity and heating systems
  - Ukraine Relief, Recovery, Reconstruction and Reform Trust Fund: Fast access to funds by the Ukrainian government in order to finance ST and LT goals





# International Financial Institutions

## • **WORLD BANK**

- Advice for companies:
  - Get familiar with WB tender procedures
  - Follow websites WB on a regular basis; consultants and technical services should already prepare in the pipeline phase
  
- Are you ready to participate to tenders? There is a cost in terms of time and money
- Either you have some project references, either you partner with an experienced (local or foreign) company
  
- Advantage of WB financed projects and tenders: most documents available in English – you are sure of being paid (important as there is no Credendo coverage)
- Ask FIT for advise



# International Financial Institutions

- **UN**
- United Nations Office for Project Services (UNOPS)
  - Gives operational support to partner organizations in the execution of projects
  - This includes buying goods and services needed for the projects
  - At this moment UNOPS does this as well on behalf of the Ukrainian government with regards to projects in the country
- Other UN organizations issuing tenders:
  - United Nations Development Program
  - Unicef
  - World Health Organization
- UN publishes all tenders on 1 website (see below in overview)
- Advice for companies:
  - Get familiar with UN tender procedures
  - Follow website with tenders on a regular basis



# International Financial Institutions

- **EU**

- **GENERAL**

- A large part of the European help focuses on:
  - Macro financial and budget support
  - Humanitarian aid
  - Emergency aid
- Connecting Europe Facility (CEF) will be opened (early 2024) for Ukrainian projects  
This facility had 3 pillars:
  - Support government
  - **Framework to attract public and private investments**
  - Technical support
- The second pillar offers guarantees to the private sector via a de-risking mechanism
- Advice for companies:
  - Follow CEF website (see below in overview)





# International Financial Institutions

- EU
- EIB
  - EIB operations focus on infrastructure (financing transport, energy efficiency and municipal and social infrastructure) and small and medium-sized enterprises (SMEs)
  - EIB only deals with large projects (25 million Euro min.)
  - For smaller projects, the bank works with intermediaries, you can find the list here: [intermediaries in Ukraine](#)



# International Financial Institutions

- **EU**
- **European Bank for Reconstruction and Development (EBRD)**
  - Support is focused on:
    - Trade financing
    - Energy security
    - Vital infrastructure
    - ...
  - Main opportunities for companies can be found in the part concerning infrastructure
  - Check/Subscribe for alerts for concrete tender opportunities:
    - [ECEPP tender database: filter by 'Ukraine'](#)
    - [E.g. Ukraine: Supply Of Mobile Units With A Set Of Power Batteries](#)
    - [E.g. Ukraine: Ukrainian Road Corridors](#)
    - Start early:

**Opportunity Status**

This opportunity is for information purposes only	⊘
This opportunity is not yet open for response	⌚
This opportunity is now open for response	✓
This opportunity is now closed for response	✗

[Access Opportunity](#)



# Ukrainian government

- **DREAM**

- Digital platform for rebuilding projects
- All projects can be followed (concept – realization – control)
- Completely operational by end 2023
- Advice for companies:
  - **Work with local partners**
- Let's have a closer look at the website:
- [DREAM](#): Digital Restoration Ecosystem of Accountable Management,



# Ukrainian government

## • PROZORRO

- Online tendering system
- A large part of public tenders are published here
- The website strives to harmonize with international standards and European law and procedures
- PRO's
  - Unified system
  - Transparent
  - Open access for foreign companies
- CON's
  - Knowledge of Ukrainian language is an advantage
- Advice for companies:
  - **Work with local partners**
- Let's have a closer look at the website: [ProZorro](#)





# What can FIT do for you?

- **Our team on the ground:**
  - Who?
    - Tatiana Korotitch
    - Anna Kotsiuk
  - What?
    - General market questions
    - Current regulations
- **Our team in Brussels:**
  - Who?
    - Marnix Bierlin
    - Lotte Drieghe
    - Johan Malin
    - Kris Put
  - What?
    - Help with finding local partners in Ukraine
    - Guidance with regards to IFI's (see our newsletter and website)
    - Keep in touch with diplomatic, federal and local government entities in Brussels and Ukraine
    - Organizing seminars and networking events with Flemish, Foreign and Ukrainian partners.



# What can FIT do for you?

- **Sectoral focus**
  - Building/infrastructure
  - Agri
  - (Renewable) energy
  - IT
  - Ports & Logistics
- **Regional focus**
  - Focusing on a region will increase efficiency
  - Input from private sector welcome
- **PARTICIPATION Rebuild Ukraine**
  - Warsaw, 14-15<sup>th</sup> November 2023
  - Focus on building and energy
  - Formula: welcome/meeting point
  - Subscriptions are open



# Overview useful websites

## • Internationale instellingen

- [Ukraine Donor Coordination Platform](#): platform opgericht door de G7 om steun aan Oekraïne te coördineren
- [Ukraine and the IMF](#): macro-economisch overzicht van Oekraïne door het IMF
- [IMF and Ukraine](#): steun van het IMF voor de Oekraïense overheid (budgetsteun en steun voor economische en fiscale hervormingen)
- [World Bank Financing Support Mobilization to Ukraine](#): overzicht van de financiering die wordt gemobiliseerd en beheerd door de Wereldbank (internationale en bilaterale donoren)
- [Worldbank.org](#): projecten die door de Wereldbank worden gefinancierd in Oekraïne
- [Ukraine and the EIB](#): overzicht van activiteiten van de EIB in Oekraïne
- [EBRD](#): website van de European Bank for Reconstruction and Development met info over activiteiten in Oekraïne
- [Horizon for Ukraine](#): lijst van horizon programma opportuniteiten in functie van Oekraïne
- [Recovery and reconstruction of Ukraine - Europe.eu](#): portaal van de Europese Commissie over de heropbouw van Oekraïne
- [United Nations in Ukraine](#): overzicht van United Nations activiteiten in Oekraïne en relateerde informatie
- [UNESCO](#): overzicht van activiteiten in kader van wederopbouw van beschadigd cultureel erfgoed door Unesco
- [IOM Ukraine](#): overzicht van activiteiten van IOM in kader hulp aan vluchtelingen in en buiten Oekraïne
- [United Nations Global Marketplace \(UNGM\)](#): portaal voor bedrijven die willen zaken doen met de VN (procedures, wat wordt er gekocht, registreren in de database van leveranciers, opvolgen van aanbestedingen per agentschap, land of sector,...)
- [UNOPS](#): UNOPS is de grootste aankoopcentrale van de Verenigde Naties voor het uitvoeren van projecten in risicovolle omgevingen. Het centraliseert een aantal aankopen voor andere VN-agentschappen, en in het geval van Oekraïne ook voor de Wereldbank



# Overview useful websites

- **Oekraïense overheid**

- [Cabinet of Ministers of Ukraine \(kmu.gov.ua\)](https://kmu.gov.ua): centraal portal van de Oekraïense overheid
- [UkraineInvest](#): ondersteuning voor buitenlandse investeerders
- [Diiia.Business](#): Entrepreneurship and Export Promotion Office
- [DREAM](#): Digital Restoration Ecosystem of Accountable Management, portaal voor transparante projectopvolging
- [Advantage Ukraine](#): Advantage Ukraine is het investeringsinitiatief van de Oekraïense regering.
- [ProZorro](#): centraal e-procurement platform van de Oekraïense overheid; in de toekomst wordt een integratie beoogd met aanbestedingen die worden gefinancierd door de internationale instellingen





# Sources

- Slide 4: [www.worldometers.info](http://www.worldometers.info)
- Slide 5: [www.worldometers.info](http://www.worldometers.info)
- Slide 7: 2023 Institute for the Study of War and AEI's Critical Threats Projects
- Slide 8: <https://geoawesomeness.com/top-27-maps-charts-and-videos-that-explain-ukraine-and-the-russian-aggression/>



## Who can help?

Kris Put

Marnix  
Bierlin

Johan  
Malin

Lotte  
Drieghe

Tatiana  
Korotitch



**FLANDERS  
INVESTMENT  
& TRADE**