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CATTLE AND GENETICS IN UKRAINE

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CATTLE BREEDING IN UKRAINE

- Only dairy farms (no meat direction)
- Absence of local genetic, breeding stations
- Less interest of farmers about welfare of animals, more milk yield
- Worldwide suppliers of genetic material (Canada, USA, Holland)
- No herd book, absence strategy for decade
- Few Associations with only commercial view
- No strategy of developing on Government level (subsidies – road to nowhere)
- Not enough funds for animal husbandry projects in budget (4 billions UAH), still paying for 2020 (30% unpaid animals)

TOP 3 Countries suppliers of heifers (January – April 2021)

Czech Republic – 1 mil USD

Netherlands – 313 thousands USD

Denmark – 214.4 thousands USD

Germany and Austria temporary
import restriction, connected with
diseases



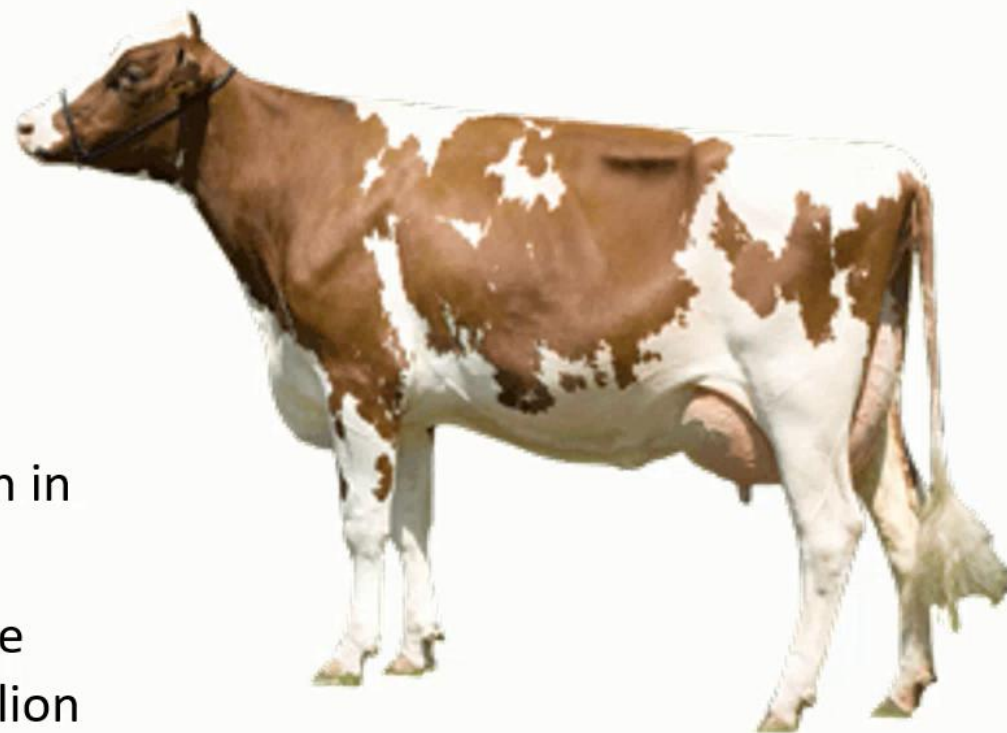
CURRENT SITUATION

Main breed: Holstein, Simmental and others

Most interested for local market:

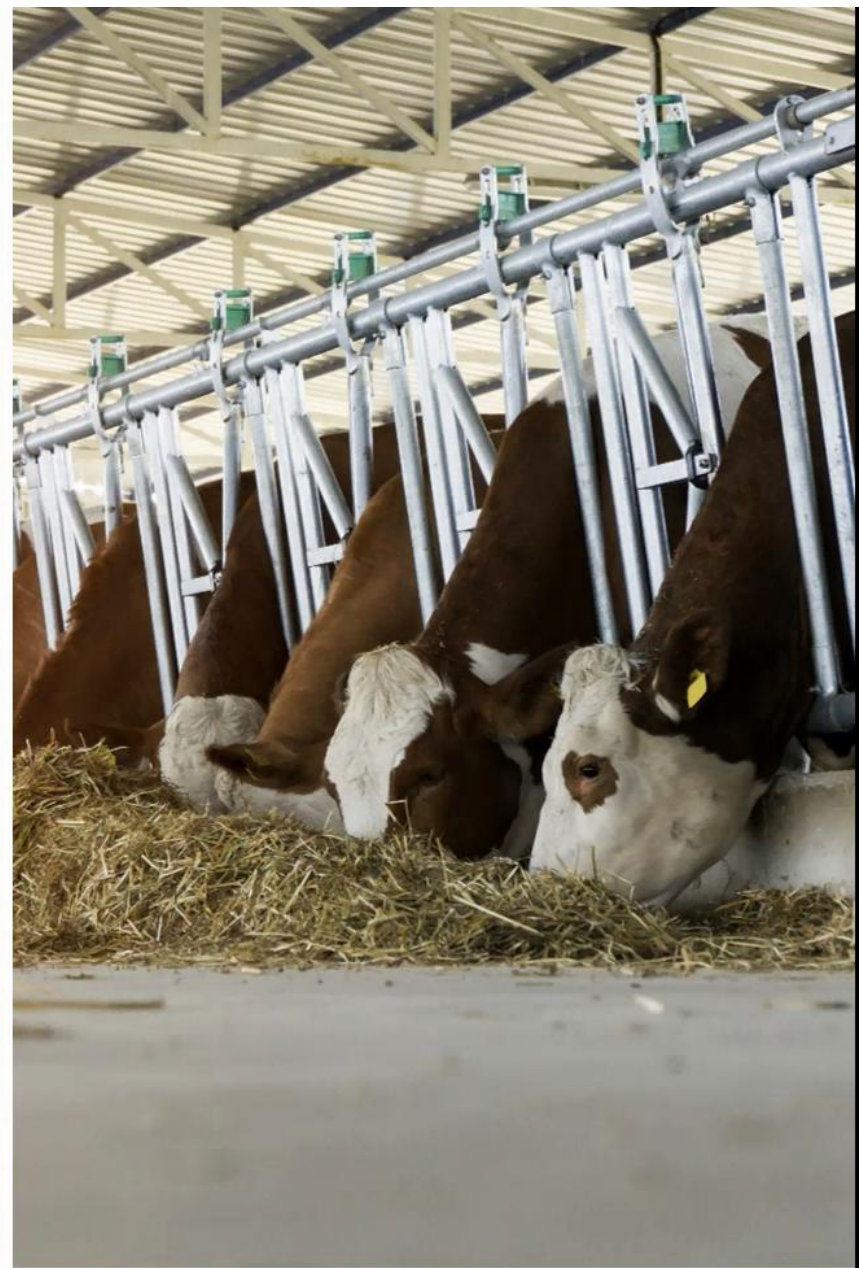
sexed semen doses and sexed heifers.

- In 2020, Ukraine produces 4 times less milk than in the early 2000s.
- In 1994 the production of the product in Ukraine amounted to 24.5 million tons, in 2020 - 6.5 million tons.
- In 1991-1995, Ukraine ranked 6th in the world in terms of milk production. Only the United States, Russia, Germany, India and France were ahead. In 2020, Ukraine ranked 32nd in the ranking, and gave the championship to most EU countries. If in 1990 the number of cows was 8.5 million, in 2020 this figure dropped to 1.7 million.



MILK PRODUCTION

- In 2020, private households produced 72.6 % of milk, and agricultural enterprises only 27.4 %.
- In 2020, there was an approach to the European price due to the weakening of the hryvnia, so now milk costs about 30 cents, as in the EU.
- Since 2018, dairy imports have grown by 278 %, while sales abroad are steadily declining.
- Since 2019, exports have decreased by 20 %, and for some items - critically.
- exports of whole milk powder decreased by 74 %, butter by 45 %, milk fat by 49%



TOP 5 IMPORTING COUNTRIES TO UKRAINE

Denmark, Austria, Holland, Czech Republic, Slovakia

Main preferences:

- Estimated breeding value, Herd book, reasonable price, aftersales services and consultations.
- Czech Simmental and Holstein heifers, semen doses, calves, breeding bulls





Trade barriers

- **Veterinary procedures difficulties**
- **New companies and farms should be inspected**
- **0 % custom tax for imported heifer, 0 % of VAT**
- **Subsidies from Government up to 80 % of value, no more than 50 400 UAH (42 000 CZK)**
- **Subsidies for semen, and other animals, services and buildings.**



Practical advises for market entry

- Direct “honest sales”
- Fast reaction
- Personal meetings and advising
- Cooperation with different Associations and Private selling companies
- Aftersales services
- Visit of buyer
- Communication with Vet Office
- Reasonable prices
- COVID restrictions
- Fairs, meetings, seminars, expos and other activities.



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**THANK YOU FOR
YOUR ATTENTION**

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