



International Conference “Improving Integrity of Organic Supply Chains”

THE MARKET PERSPECTIVE: CHALLENGES AND OPPORTUNITIES

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ORGANIC MAP VS CROPS PRODUCTION CLASSIFICATION BY REGIONS

ORGANIC MAP OF UKRAINE

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Станом на
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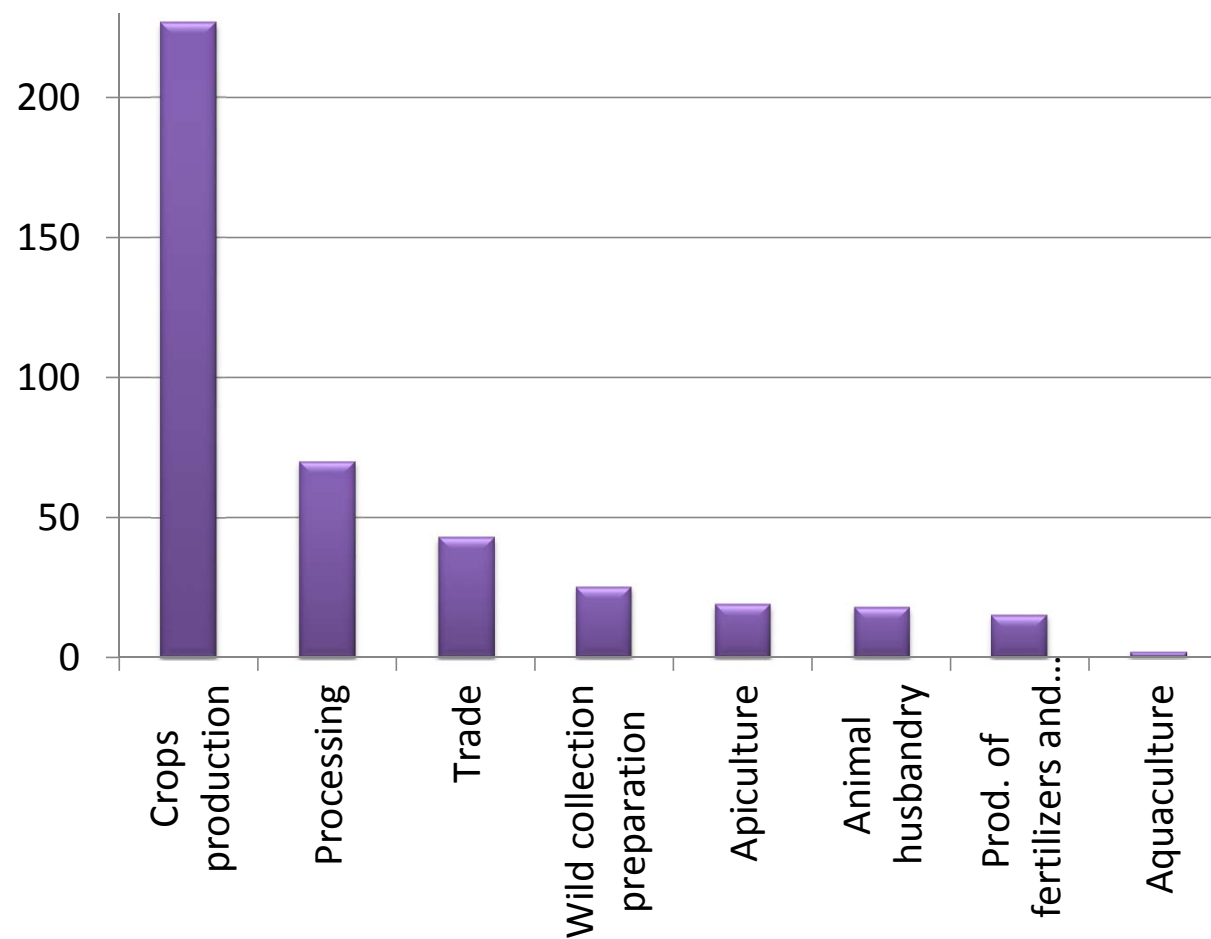


UKRAINIAN ORGANIC PRODUCTION POTENTIAL

KEEP
CALM
AND
GROW
ORGANIC

- The potential is **ten times greater than the current capacity**. The demand is much higher than the supply.
- According to the calculations of experts in organic production **cost of organic crop lower on USD 200-400/ha than costs while using intensive chemical technologies**, most of which (55-65% of total cost), consists of energy-intensive agrochemical products. **Profitability of 1 organic export oriented hectare reaches 1-1,5 thousand dollars** while applying complex agricultural production conditions and comply with optimal growth technologies.
- **"Super foods" crops provide even higher efficiency than classic cereals and legumes**. Niches of organic nuts, berries, herbs, oilseeds and grains " that has become non traditional any more", such as spelt, buckwheat, millet, lupine and oats become more and more attractive for farmers to grow.
- **Organic hempseeds, amaranth and quinoa, pumpkin seeds** production is new to Ukrainian organic farmers but have potential to develop.
- **Organic horticulture, vegetables and its processing** is underestimated and due to growing demand from local market and abroad has all chances to develop in the nearest years

ORGANIC OPERATORS IN UKRAINE BY CATEGORIES OF THEIR ACTIVITIES



Source: Organic Standard, 2016

ORGANIC STANDARDS OF DIFFERENT COUNTRIES APPLIED IN UKRAINE



EUROPE: EU Regulations



USA: NATIONAL ORGANIC PROGRAM (NOP), USDA



CANADA: Canadian Organic Regime (COR), CFIA



JAPAN: National Organic Standards of Japan

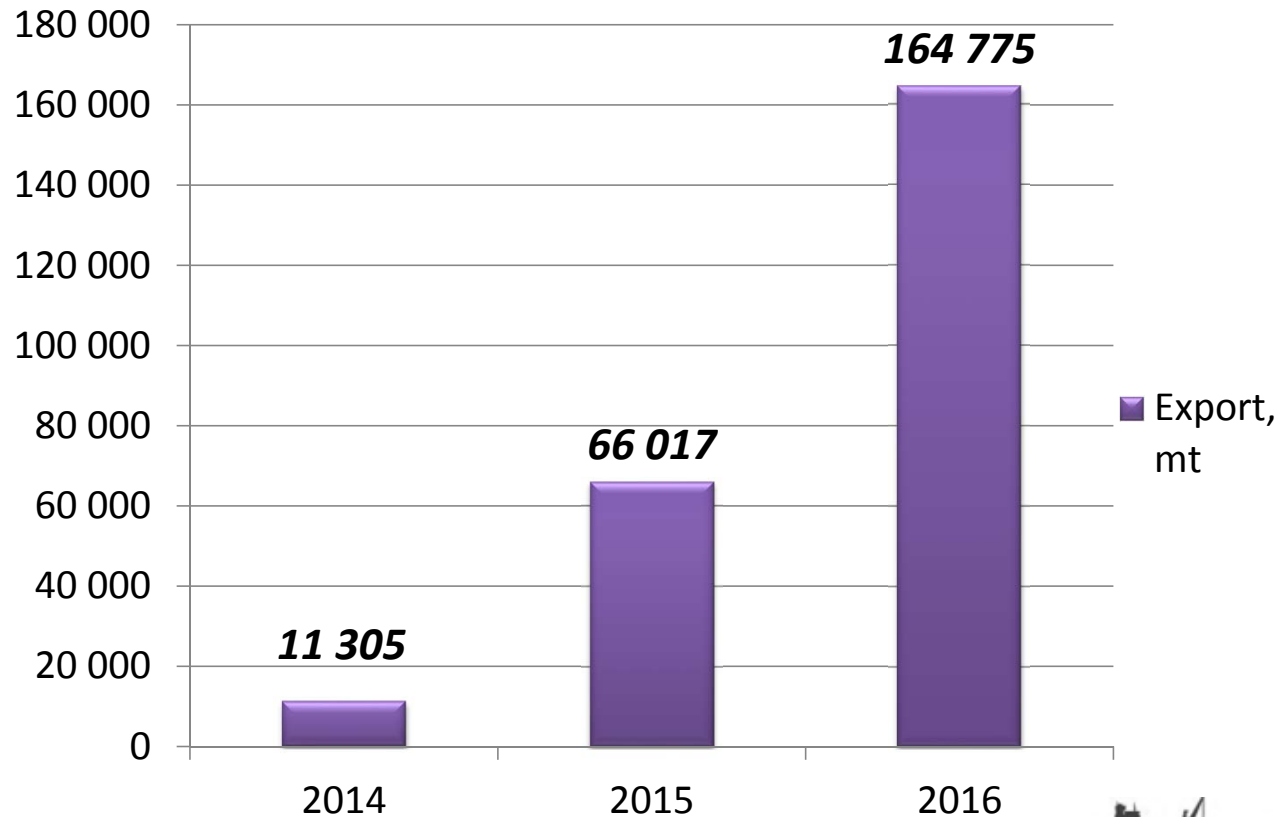


SWITZERLAND: Private standards of Association BioSuisse, Switzerland















ORGANIC EXPORT FROM UKRAINIAN COMPANIES

(only clients of UA Organic Standard certification body)



Countries of destination:

- Germany  
- The Netherlands  
- United Kingdom 
- Switzerland 
- Austria 
- Italy  
- Poland 
- USA 
- Canada 

Vessel shipments are mostly done from Kherson and Odesa region in bulk with loading capacity starting from 2500-6000 mt

Source: Organic Standard, 2014-2016

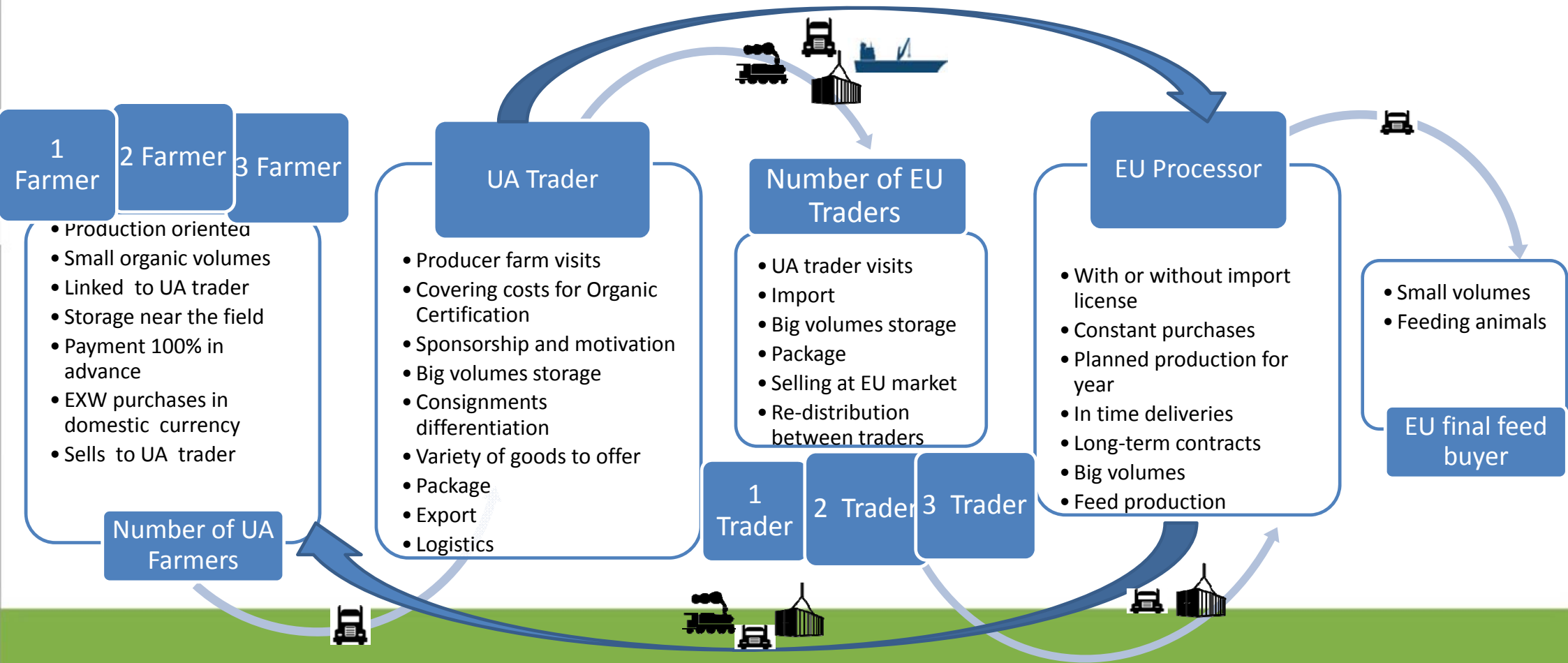
USA AND CANADA ARE BIGGEST COMPETITORS OF EU IN SOURCING ORGANIC GOODS FROM UKRAINE

1. Soybeans are the second-biggest U.S. organic import, with **31230,3 mt of organic soy imported from Ukraine in 2016.**
2. **Canadian traders has big demand for Ukrainian organic soya and purchase organic corn** for processing or further shipments to USA.
3. **Ukrainian traders think organic market in US and Canada is less strict in comparison with European regulations but more complex with documentation issues.**
4. **Ukraine has 55 enterprises NOP certified (16.09.17)** and currently offering organic goods of competitive prices to USA and Canada.



Organic feed wheat and corn, certified NOP were shipped to New Zealand from Ukraine in the past years

CHALLENGES: COMPLEX ORGANIC SUPPLY CHAINS FROM UKRAINE THAT ARE NOT EASY TO TRACE



OPPORTUNITIES: NEW ELECTRONIC CERTIFICATES SYSTEM INTRODUCED BY THE EU

Надежный | <https://webgate.ec.europa.eu/tracesnt/user-profile/index#/>

Сервисы | Google | Consular Electronic A | <https://cgifederal.seu>

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TRACES

European Commission

TRAdE Control and Expert System

TRACES NT > User Profile > Manage authorisation requests

Request authorisation

You currently do not have any role allowing you to access the application.

Please select the type of organisation you're requesting access for:

Operator

Economic operators such as *particular businesses, stores, non-profit organisations...*

Organic Control Body

Control Bodies listed in Annex III and Annex IV of Commission Regulation (EC) No 1235

Authority

Competent authority such *Customs offices, Veterinary authorities, central competent authorities, phytosanitary authorities,*

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Username

Email @gmail.com

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TRACES SYSTEM

Current situation

vs.

TRACES



Application of ITC/TC by exporter in client portal



CB approval



ITC/TC

Export Approval Request (EAR) by exporter in client portal from CB



CB approval

approval

TRACES

CB

Importer

Match CB

COI

Importer

Source: Control Union

CROSS-BORDER CLUSTER INITIATIVES

The 6th of April Ukrainian 29 organic sector operators, "ready to eat" food producers and processors together with players from other supporting industries, consultants, governmental institutions and universities from 11 regions have officially united to [Ukrainian Organic Cluster](#) (UOC) in order to become stronger and competitive at local and international markets!



Pärtikas produktu kvalitātes klasteris





Thank You

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