



COMMERCIAL  
INFORMATION BULLETIN



Embassy of Ukraine in the Islamic Republic of Pakistan

№ 3

26.04.2012

Dear Sirs,

This issue of the Commercial Information Bulletin number 3 is dedicated to the manufacturers of meat and dairy products.

1. Private Joint Stock Company «MASLOSURBAZA» is one of leading companies in dairy industry which manufactures butter, solid soft and processed cheese, powdered milk and whey.

Butter	Weight in a box/ sack, kg	Maximum term of realization
Rustic butter in a vacuum loaves 73 %	8	75 days t 12-18 C
Extra Butter packed 200gr 82,5 %	8	75 days t 12-18 C
Extra Butter monolith 82,5 %	20	9 months t 6-11 C
Rustic butter packed 200gr 73 %	8	75 days t 12-18 C
Rustic butter in loaves 73 %	7	75 days t 12-18 C
Rustic butter in a vacuum loaves 82,5 %	7	75 days t 12-18 C
Rustic butter monolith 73 %	20	9 months t 6-11 C
Soft Spread Butter from Farmer in loaves 73 %	7	75 days t 12-18 C
Soft Spread Butter from Farmer in a vacuum loaves 73 %	7	75 days t 12-18 C
Soft Spread Butter from Farmer packed 200gr 73 %	7	75 days t 12-18 C
Soft Spread Butter from Farmer monolith 73 %	20	9 months t 6-11 C
Soft Spread Butter Vologodka monolith 82,5 %	20	12 months t 12-18 C
Soft Spread Butter Vologodka 200gr 82,5 %	7	75 days t 12-18 C
Soft Spread Butter Selyanka in a vacuum loaves	7	75 days t 12-18 C
Soft Spread Butter Selyanka monolith	20	9 months t 6-11 C
Skimmed milk powder 1,5 %	20	8 months t 12-18C
Demineralized whey powder	20	8 months t 12-18C
Solid and pickled cheeses	<u>Weight,</u> kg	Maximum term of realization
Dutch cheese /bar/ 45%	5	6 <u>months</u>
Bukovinsky cheese 45%	5	6 <u>months</u>
Swiss cheese 45%	7	6 <u>months</u>
cheese Kostroma 45%	5	6 <u>months</u>

cheese Poshekhonskiya 45%	5	6 <a href="#">months</a>
cheese Podolsk 40%	5	6 <a href="#">months</a>
cheese Russian 50%	7	6 <a href="#">months</a>
Cheddar cheese 45%	0,5-1	6 <a href="#">months</a>
Sheep cheese 45%	0,3-1	90 days
Sheep cheese in a brine polystyrene bucket 45%	1	90 days
cheese Braid 45%	0,3	90 days
cheese Corn 45%	0,3-0,5	50 days
cheese Mozzarella 45%	0.1-0,2	50 days
cheese Chechel 45%	0.1-0,2	50 days
cheese Suluguni 45%	0,3-1	50 days
cheese Zbruchansky 45%	0, 2-1	6 <a href="#">months</a>
Gouda cheese 50%	5	6 <a href="#">months</a>
cheese Slavutych 30%	5	6 <a href="#">months</a>
Edam cheese 45%	5	6 <a href="#">months</a>
cheese Radamer 50%	6	6 <a href="#">months</a>
cheese Prince 50%	6	6 <a href="#">months</a>
Marble cheese 40%	5	6 <a href="#">months</a>
cheese Duo 40%	5	6 <a href="#">months</a>
Cheese product fetalini 50%	1	3 <a href="#">months</a>

<b>Processed cheese</b>	<b>Packing shipping container in a box, kg</b>	<b>Maximum term of realization, days</b>
Dutch cheese 45% briquettes in a foil 100gr	5	90
cheese "Druzhba"/Friendship/ 55% 100 gr polystyrene boxes	3.6	45
cheese "Druzhba"/Friendship/ 55% 100 gr briquettes in a foil 100gr	5	45
cheese "Carpathian" 45% briquettes in a foil 100gr	5	40
cheese "Kiev" 50% in a foil 100gr	5	40
"Sausage processed cheese" 40 % 700-800 gr	4	75
cheese "Kostroma" 40% briquettes in a foil 100gr	5	90
"City cheese" 30% briquettes in a foil 100gr	5	75
Cheese with pepper 40% briquettes in a foil 100gr	5	90
cheese "Russian" 45% briquettes in a foil 100gr	5	90
cheese "Ukrainian" 45% briquettes in a foil 100gr	5	40
cheese "Borodino" 40% briquettes in a foil 100gr	5	60
cheese "Wave" 55% briquettes in a foil 100gr	5	45
cheese "Chocolate" /Sweet-tooth/ 30% briquettes in a foil 100gr	5	35
Nevsky cheese 60% 100gr	5	45
cheese "Amber" 60% 200 gr polystyrene boxes	3.6	45
cheese "Amber" 60% 100 gr polystyrene boxes	3.6	45
"Cheddar" 50% briquettes in a foil 100gr	5	90
cheese "Chipolino" 45% briquettes in a foil 100gr	5	45
cheese "Orbit" 20% in a foil 100gr	5	75
Table cheese 20% in a foil 100gr	5	75
Cheese "Rainbow" 30% in a foil 100gr	5	75
cheese "Special" 30% in a foil 100gr	5	75
Sausage cheese in vacuum 40% 200-300gr	5	75

Sausage cheese in vacuum with cardamom 40% 200-300gr	8	75
Sausage cheese in vacuum with a paprika 40% 200-300gr	8	75

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**2. “ALMIRA”** holding is the largest Ukrainian dairy processor. It includes six milk-processing factories and six trading companies. Almira is one of the main producers of cheese, butter, spreads and canned milk.

Almira operates in nine regions of Ukraine, the main are the following:

- «Hadyachsyр» LLC and «Techmolprom» LLC, Poltava region
- «Lozovaya milk plant» LLC, Kharkov region
- «Bilohirya molokoproduct» LLC, Khmelnytsk region

Within the further market development we are pleased to offer you a variety of high-quality dairy products:

- Hard cheese – trademarks «Hadyachsyр», «Lyubas» and «Slavyanskiye syry»;
- Cheese product with 100% and 50% milk fat replacement by vegetable fat – trademarks «Golden Guild», «Alpine meadows», «Dykanka», «Mileo» Sweet cream butter (72,5%, 73% and 82,5% fat);
- Spread (72,5% and 82,5% fat) with 25% and 30% milk fat replacement by vegetable fat
- Condensed milk with and without cocoa, condensed cream and other milk products
- Skimmed milk powder and whole milk
- Whey powder

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**3. PJSC “MYRONIVSKY HLIBOPRODUCT”** is the leading Ukrainian agro-industrial company, which is going to become the largest European poultry producer in 2012. Established in 1998 PJSC “Myronivsky Hliboproduct” remains the major Ukrainian poultry producer and exporter with production capacity of 360 000 MT of poultry per year which corresponds to 50% of country capacity. We have been exporting poultry products from the date of our foundation to numerous countries in CIS, Middle East, Africa, Asia, etc.

MHP is completely vertically organized and structured in three segments: grain growing, production of high-quality poultry feed and full cycle of poultry production. Poultry and related operations produce chicken (chilled and frozen), pre-cooked frozen convenience foods, sausages and processed meats, geese, foie gras and Angus beef.

At present we are ready to offer you regular supplies of ready-to-cook meat products “Lehko!” according to the following terms:

No	Product description	Packaging	Net weight per pcs, kg	Unit of measurement	Price FCA, USD
<b>Ready-to-cook meat products “Lehko!”</b>					
1	Chicken Kiev	tray	0,315	pkg	1,41
		tray	0,630	pkg	2,74
		polybag	3,000	kg	4,04
2	Chicken fillet “Cordon Bleu”	tray	0,315	pkg	1,39
		tray	0,630	pkg	2,68
		polybag	3,000	kg	4,09
3	Cutlet with cheese & mushrooms	tray	0,430	pkg	1,58

4	Home-made cutlet	tray	0,640	pkg	2,80
		polybag	3,000	kg	3,61
5	Chicken schnitzel	tray	0,610	pkg	1,78
		polybag	3,000	kg	2,75
6	Nuggets	tray	0,500	pkg	1,52
		polybag	1,000	pkg	2,81
		polybag	3,000	kg	2,85
7	Nuggets with ham	tray	0,500	pkg	1,53
		polybag	1,000	pkg	3,32
8	Nuggets with cheese	tray	0,500	pkg	1,53
		polybag	1,000	pkg	3,30
9	Nuggets with cheese	tray	0,500	pkg	1,66
		polybag	0,350	pkg	1,21
10	Chicken POP with Hawaiian pepper	polybag	3,000	kg	3,26
11	Chicken POP with parsley & lemon	polybag	0,350	pkg	1,21
12	Chicken POP with garlic	polybag	0,350	pkg	1,21
		polybag	3,000	kg	3,24
13	Meat & buckwheat cutlet «Grechanik»	polybag	0,540	pkg	1,12
		polybag	1,000	pkg	2,09
14	Meat & rice cutlet «Hedgehog»	polybag	0,540	pkg	1,12
		polybag	1,000	pkg	2,07
<b>Other ready-to-cook products (not branded)</b>					
15	Meat & buckwheat cutlet «Grechanik»	polybag	3,000	kg	1,92
16	Meat & rice cutlet «Hedgehog»	polybag	3,000	kg	1,90
17	Figured nuggets	polybag	0,500	pkg	1,03
		polybag	3,000	kg	2,03
18	Meat sticks	polybag	0,500	pkg	1,01
		polybag	3,000	kg	2,03
19	«Assortment» cutlet	polybag	3,000	kg	2,15
20	Cutlet with pork	polybag	3,000	kg	2,28
21	School cutlet	polybag	3,000	kg	2,05
22	Cutlet «Delicious»	box	6,000	kg	1,68

Delivery terms: FCA Kiev, Ukraine (Incoterms 2000)

Terms of payment: 100% advance payment.

The above-mentioned offer is valid for the period 1-30 April 2012.

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**3.1. PJSC "MYRONIVSKY HLIBOPRODUCT"** is the leading Ukrainian agro-industrial company. Founded in 1998, the company primarily focuses on rearing chickens as well as producing and selling high-quality chicken products.

MHP is truly vertically-oriented company. In its determination to become self-sufficient the company grows its own grain to supply its fodder mills; produces feed for its two breeder and four

chicken farms. MHP controls the entire production cycle: from chicks to mature birds and finished products.

In this connection we are in position to offer you regular supplies of the following products of Ukrainian origin according to the below-mentioned terms:

<b>Product name</b>	<b>Price per kg, USD</b>
Whole frozen chicken (broiler) (box 15 kg )	1,80
Chicken fillet, frozen (package 2,5 kg, box 14 kg)	3,00
Chicken fillet, frozen (box 14 kg)	3,00
Chicken leg quarter, frozen (box 14 kg)	1,60
Chicken drumstick, frozen (box 14 kg)	2,10
Chicken wing, frozen (box 14 kg)	1,85
Chicken cut wing, frozen (box 14 kg)	1,75
Chicken thigh, frozen (box 14 kg)	2,30
Chicken thigh & drumstick meat boneless, frozen (box 10 kg)	2,50
Chicken MDM, frozen (block 15 kg)	1,00
Frozen chicken skin (block 10 kg)	0,80
Chicken wing tips, frozen (box 20 kg)	0,60
Chicken feet, frozen (box 20 kg)	0,65
Chicken feet, frozen (box 15 kg)	0,40

Delivery terms: FCA Kiev, Ukraine (Incoterms 2010)

Terms of payment: 100% advance payment.

Validity: 1<sup>st</sup>-30<sup>th</sup> of April, 2012

Our company has proved to be a reliable partner in conditions of tough market - first of all, due to profound knowledge in the field of marketing, professionalism and constructive approach to clients' requirements – providing timeliness of deliveries and high quality of the products supplied, by considerable quantities and competitive price policy. Our production plants are certified by SGS according to ISO 22000:2005 and ISO 9001:2008. Company has HALAL Certificate, which proves the production of poultry meat according to Islamic traditions.

Should you have interest in above-mentioned products, please let us know the quantities required, shipment period and we will revert with our offer immediately.

Remain always at your disposal for further inquiries.

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**3.2 PJSC "MYRONIVSKY HLIBOPRODUCT"** is the leading Ukrainian agro-industrial company, which is going to become the largest European poultry producer in 2012. Established in 1998 PJSC "Myronivsky Hliboproduct" remains the major Ukrainian poultry producer and exporter with production capacity of 360 000 MT of poultry per year which corresponds to 50% of country capacity. We have been exporting poultry products from the date of our foundation to numerous countries in CIS, Middle East, Africa, Asia, etc.

MHP is completely vertically organized and structured in three segments: grain growing, production of high-quality poultry feed and full cycle of poultry production. Poultry and related operations produce chicken (chilled and frozen), pre-cooked frozen convenience foods, sausages and processed meats, geese, foie gras and Angus beef

At present we are ready to offer you regular supplies of frozen goose liver, geese and geese cuts according to the following terms:

<b>Product</b>	<b>Packaging / Unit</b>	<b>Pcs per box</b>	<b>Price, FCA, USD</b>
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Frozen goose liver "Foie Gras"	Tray with golden substrate, vacuum / kg	4	24,70
Goose fillet, frozen	Tray with golden substrate, vacuum /kg	16	13,50
Goose leg, frozen	Tray with golden substrate, vacuum / kg	16	4,90
Whole goose, frozen	PE bag / kg	3	2,80
Geese hearts, frozen	Black tray / kg	18	7,90
Geese gizzards, frozen	Black tray / kg	18	3,15

Delivery terms: FCA Kiev, Ukraine (Incoterms 2000) Terms of payment: 100% advance payment. The above-mentioned offer is valid for the period 1-30 April 2012.

Contact information:

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#### 4. «DUBNOMOLOKO»

##### The List of Competitive Dairy Products Targeted For Exportation

Pos. No	Product Name	Description	Expiration	Estimated Price under FCA (USD/ton) as of 15.04.2012	Manufacturer
1	<b>Hard and semi-hard cheese, sold by weight</b> (14 items)	Loaves – 3.2 kg each Cylinders – 3.5 kg each In cartons 14-17 kg	6 months	5400	PJSC Dubnomoloko
2	<b>Hard and semi-hard cheese, prepackaged</b> (slices and bars)	Weight of package unit from 150 to 270 g In cartons - trays 1.8 kg - flow packs 4.32 kg	6 months	5800-6200	PJSC Dubnomoloko
3	<b>Processed cheese</b> (10 items)	Weight 0.0625 and 0.090 kg in cartons – 2.7-3.0 kg	Up to 90 days	3900-7000	PJSC Dubnomoloko
4	<b>Processed analogue cheese</b> (3 items)	Weight 0.090 kg in cartons – 2.7 kg	Up to 90 days	2100	PJSC Dubnomoloko
5	<b>Demineralized whey powder</b>	In paper bags with polyethylene liner, net weight 25 kg	8 months	1200	PJSC Dubnomoloko

6	<b>Powdered skimmed milk</b> (up to 1.5% fat)	In paper bags with polyethylene liner, net weight 25 kg	8 months	3400	PJSC Dubnomoloko JSC Brody Plant of Powdered Milk
7	<b>Sweet cream butter</b> (72.5% fat)	In cartons 20 kg net	12 months (at -18°C)	4200	JSC Brody Plant of Powdered Milk

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## 5. Public Joint Stock Company «KUPYANSK MILK CANNING FACTORY».

PJSC "Kupyansk Milk Canning Factory" is one of the largest enterprises in Ukraine dealing with mil processing. PJSC "Kupyansky KMK" is a technological complex including three production sites: shop on production of condensed milk products with sugar, shop on production of dried preserved milk products, cultured milk foods, and sweet butter. Production facilities enables to process daily up to 600 tons of milk, and that is a result of various investment programs and reconstruction of shop for production of dried milk in particular. Output capacity of the shop on production of dried milk is up to 25 tons per day.

Modern equipment and application of modern technologies for production of diary products help to preserve all useful substances and taste properties of natural milk.

Production of products with stable quality for 55 years is our tradition that now makes the basis of company's strategy.

The Company is an export-oriented enterprise with geography of supplies to more than 25 countries in the world, including USA, Russia, Moldova, Kazakhstan, Turkey, Israel, Algeria, Kyrgyzstan, Armenia, Georgia, Morocco, Mauritania, Congo, Yemen, Bangladesh, and other countries.

Portfolio of goods to be exported to the far and abroad includes dried preserved milk products, condensed milk products with sugar, sweet butter and UHT-milk.

The exclusive distributor of diary products manufactured by PJSC "Kupyansky KMK" is Limited Liability Company "Trading House "Molochnaya Sloboda".

### BRIEF DESCRIPTION OF DIARY PRODUCTS OF PJSC "KUPYANSKY MKK"

The products are distributed under TM "Zarechie"

Name	Package	Net weight, 1 Shelf life	
<b>DRIED PRESERVED MIK PRODUCTS</b>			
Dried whole milk, 26 % of fat	craft bag	25	8 months
Dried skim milk	craft bag	25	8 months

<b>MILK CONDENSED PRODUCTS WITH SUGAR</b>			
Condensed whole milk with sugar, 8.5 % of fat	Can	0,37	12 months
Condensed milk with sugar, 2.0% of fat	Can	037	12 months
Condensed low-fat milk with sugar	Can	0,37	8 months
Condensed boiled milk, 2.0% of fat	Can	0,37	5 months
Condensed cream with sugar, 19.0 % of fat	Can	0,35	8 months
Condensed milk with sugar and	Can	0,37	8 months

<b>cacao</b>			
<b>Condensed milk with sugar and cacao</b>	<b>Can</b>	<b>0,37</b>	<b>8 months</b>
<b>Condensed lactiferous product with sugar, 8.5 % of fat,</b>	<b>Can</b>	<b>0,37</b>	<b>12 months</b>
<b>Condensed whole milk with sugar, 8.5 % of fat</b>	<b>P/a foil</b>	<b>4</b>	<b>8 months</b>
	<b>P/ethylene c</b>	<b>1350</b>	<b>8 months</b>
<b>Condensed boiled milk, 2.0% of fat</b>	<b>P/a foil</b>	<b>4</b>	<b>12 months</b>
<b>Condensed boiled milk, 8.5% of fat</b>	<b>P/a foil</b>	<b>4</b>	<b>12 months</b>
<b>Condensed lactiferous product with sugar, 8.5 % of fat,</b>	<b>P/a foil</b>	<b>4</b>	<b>8 months</b>
	<b>P/ethylene c</b>	<b>1350</b>	<b>8 months</b>
<b>SWEET BUTTER</b>			
<b>Sweet butter "Krestianskoe", 73.0 % of fat</b>	<b>container</b>	<b>20</b>	<b>up to 9 months</b>
<b>Sweet butter EXTRA, 82.5 % of fat</b>	<b>container</b>	<b>20</b>	<b>up to 9 months</b>
<b>UHT-MIUC</b>			
<b>UHT milk, 3.5 % of fat</b>	<b>Tetra-Brik</b>	<b>1</b>	<b>up to 180 days</b>
<b>UHT milk, 2.5% of fat</b>	<b>Tetra-Brik</b>	<b>1</b>	<b>up to 180 days</b>
<b>UHT milk, 1.5% of fat</b>	<b>Tetra-Brik</b>	<b>1</b>	<b>up to 180 days</b>
<b>UHT milk, 0.5% of fat</b>	<b>Tetra-Brik</b>	<b>1</b>	<b>up to 180 days</b>

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## 6. UKRPRODUCT GROUP.

We are pleased to introduce our company as one of the leading producers and exporters of dairy products in Ukraine. Being the first public company in Ukraine with listing at London Stock Exchange, we can offer you more than our products. We export our products to more than 50 destinations. Our production units are ISO 9001:2008 and ISO 22000:2005 certified. Starokonstantinov Dairy Plant is approved supplier for Nestle, Kraft Foods, Cadbury, Danone, Lactalis.

We are in position to supply you:

- Skimmed Milk Powder
- Full Cream Milk Powder
- Sweet Whey Powder

Minimal order: 1x40FCLx25MT or 1x20FCLx16MT

Packing: 25 kg bags.

- Sweet Cream Butter 82% fat
- Butter Blends 82% fat Minimal order: 1x40referx27MT

Packing: 10/20/25kg butter-cartons

Inspection: Bureau Veritas.

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In attached file you can find Presentation of the PJSC "MYRONIVSKY HLIBOPRODUCT".

**Economic Department of the Embassy of Ukraine  
in the Islamic Republic of Pakistan**