



UKRAINE

IT INDUSTRY

Nataliya MYKOLSKA

Deputy Minister

Trade Representative of Ukraine



MINISTRY OF ECONOMIC
DEVELOPMENT AND TRADE
OF UKRAINE

EXPORT
PROMOTION
OFFICE

Largest country in Europe
with 40 million people

100,000 engineers
graduating every year

3 hours flight to London and
Berlin

Cultural similarities
with Canada

One of largest Ukrainian
diaspora of 1.3 million people

Canada-Ukraine FTA
signed in 2016

MADE
IN-UKRAINE
UNESCO
HERITAGE
FASHION
ART
HAND-
MADE
AUTHENTIC
CREATIVE
ARCHITECTURE

UKRAINE
LARGEST
IN EUROPE
UNIQUE
BEAUTY
OPEN
FOR U
MODERN
JEWELRY

KNOW
LEDGE
ABLE
BOOKS
UNLI-
MITED
EDU-
OPOR-
TUNITIES
MANU
NATION
FACTU
RING
BRAINS
PEOPLE
PHARMA
CATED
AERO
SPACE

EXPORTER
INFRA
STRUCTURE
HANDS
OPEN
FOR U
HEALTH
CARE
INVEST
UKRAINE

'MRYIA'
ANTIOATHLE
NOV-24
CHES
IDEAS
AMBI-
TIOUS
SWIMMING
IT-POTENTIAL
GROWTH
BOXING
FUTURE
FILMING
FREEDOM

SOFTWARE
ENGI-
NEERING
BRAINS
SOLUTIONS
IT HUB
E-COM-
MERCE
POTENTIAL
NEW
GENERATION
INNOVA-
TIONS
PEOPLE
DEVEL-
OPMENT

CHOCO-
LATE
AGRICULTURE
BUSINESS
FRUITS &
VEGETABLES
BLACK-UKRAINIAN
EARTH CUISINE
SOIL
POULTRY
ORGANICS
EGGS
GASTRO
TOUR
NICHE
CROPS
GRAINS
FLOWER
NATURAL
CRANBERRY
ORGANIC
LANDS
HONEY

LOVE
EMOTIONAL
INDEPEN-
DANCE
SPIRIT
FESTI-UKRAINE
VALS REBORN
UKRAINIANS FUN
HAPPY-
NESS
EXPERIENCE
TOURISM
CULTURAL
HERITAGE

UNIQUE KNOWLEDGEABLE RATIONAL

AMBITIOUS INNOVATIVE NATURAL

EMOTIONAL

Ukrainian Service IT - What is it?



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100,000

IT Professionals

#1 in CEE region
200,000 expected in 2020

1,000+

IT Service Companies

\$3,0 bn

Value of software outsourcing
export in 2016

Ukrainian IT service is leading in CEE



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12 out of 100

Ukrainian IT companies in TOP100
outsourcing companies in the
world

2017 IAOP
The Global
Outsourcing 100

1st



In CEE by outsourcing
volume



1st



Outsourcing market in
Eastern Europe

OUTSOURCING
JOURNAL
SHARED KNOWLEDGE FOR
DACH & GLOBAL MARKETS

1st



In CEE by
number of engineers
and 4th globally



Ukrainian innovations and R&D legacy



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1951



1st computer in Europe
introduced by S. Lebedev

1961



1st semiconductor-based multipurpose
computer introduced by V. Glushkov

1976



1st digital signal processor
developed in Ukraine

Long history of tech innovations resulting in
100+ international R&D centers in Ukraine

North America



NetCracker

Aricent



MIRANTIS

Europe

SIEMENS



SimCorp



UBISOFT

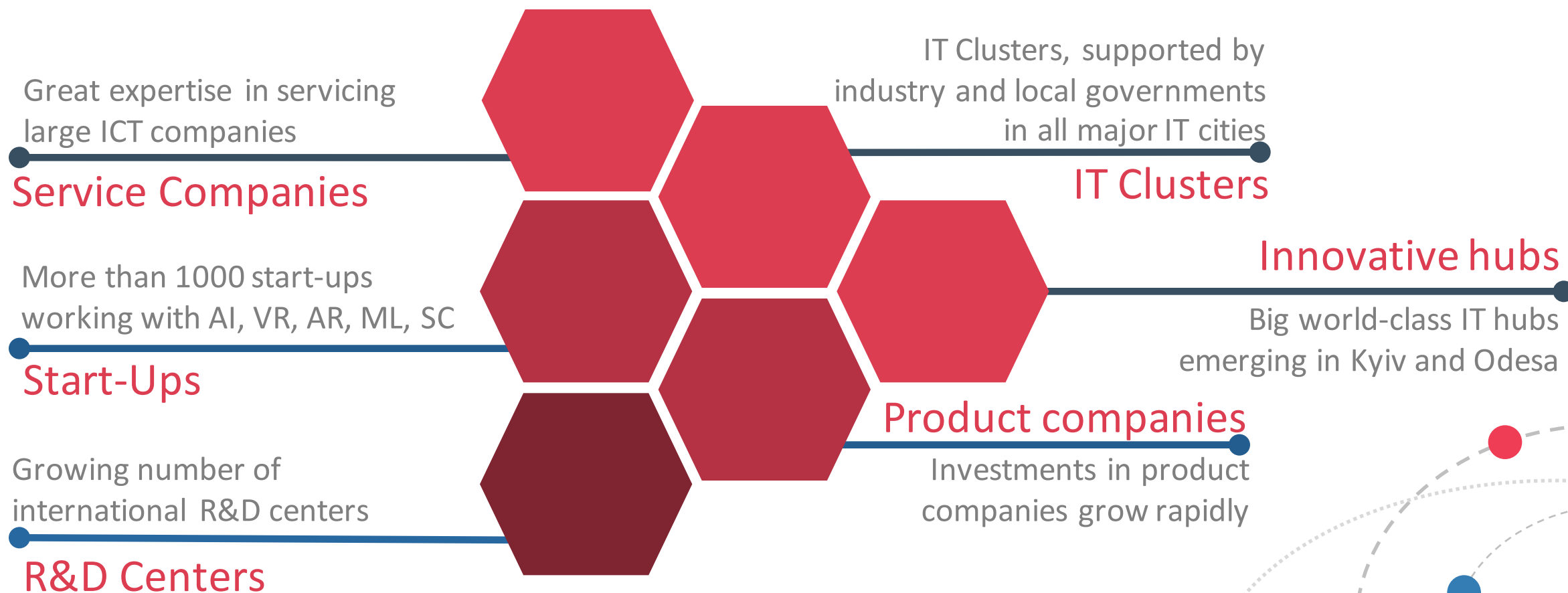
Strong ecosystem brings synergy



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IT ecosystem development is top of mind for Ukrainian government



Well integrated in world's IT business



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Satisfied customers

 **BlackBerry**

cloudera

Google

ORACLE®

QUALCOMM®

Large deals

 **LOOKSERY**

Deal type

Buyout

Buyer

Snapchat

Deal amount,
USD

150m

 **depositphotos**

Round B

EBRD,
TMT Investments

5,8m


 **grammarly**

Growth
investment

General Catalyst

110m

Successful crowdfunding


UGEARS
Mechanical models

407k (20k)

 **LaMetric**

370k (69k)

 **Petcube**

251k (100k)

Raised (goal), USD

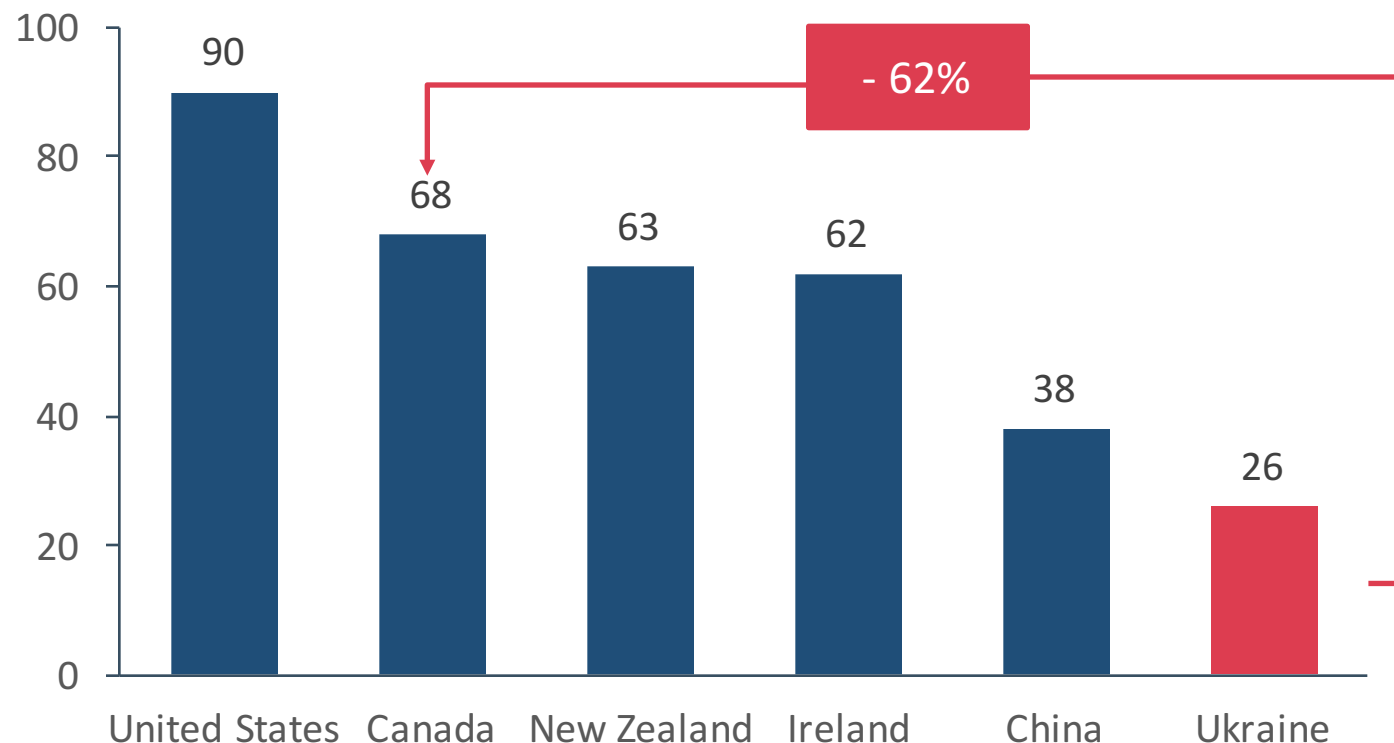
Ukraine offers best quality to price ratio



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Average programmer salary, comparable
skills, thousands \$ per annum



Low business costs

Superior quality

Fresh approaches

Visit biggest IT clusters in Ukraine



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Kyiv

The capital is home to more than 1000 startups and product companies fed by highest concentration of IT students

Lviv

Closest to Europe by distance and mentality, Lviv attracted lots of European R&D offices

Kharkiv

Well known for its high-tech enterprises (Hartron, Turboatom) and large number of engineers

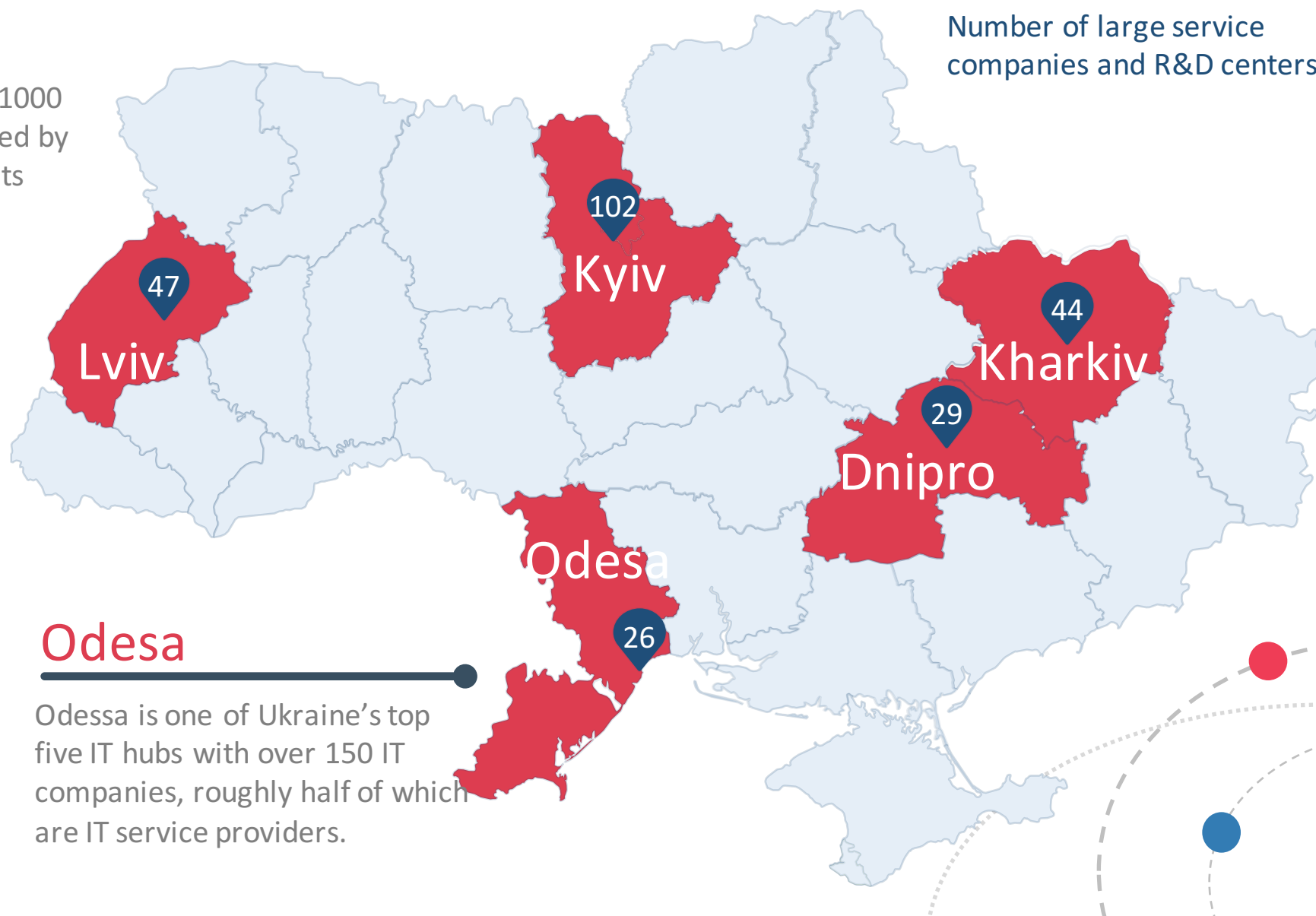
Dnipro

Strong historical technical traditions of innovation in rocket science led to big number of product companies

Odesa

Odesa is one of Ukraine's top five IT hubs with over 150 IT companies, roughly half of which are IT service providers.

Number of large service companies and R&D centers



Women in IT changing Ukraine



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For the last 5 years number of women
in IT companies has **DOUBLED**



UNIT Factory



Odesa IT Cluster



Luxoft Ukraine



Viseven



Ciklum



SupportYourApp



OPEN for

#INNOVATIONS

#OUTSOURCING

#R&D

#INVESTMENTS



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e-mail: uatrade@me.gov.ua
www.me.gov.ua