

Ministry of Education and Science of Ukraine
Kyiv National University of Trade and Economics
Department of International Management

Final qualifying paper

on the topic:

«Organization of exports of goods of chemical industry to Georgia »
(based on PE "Thermoplast")

4th year student, 5ab group
Specialty 073 «Management»,
Specialization «Management of
foreign economic activity»

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Faculty FILT **International Management Department**

Specialty, Management

Specialization Management of foreign economic activity

Approved by

Head of the department

T. Melnik

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**Task
for the final qualifying paper**

- **Theme of the final qualifying paper**

“Organization of exports of goods of chemical industry to Georgia”

Approved by the Rector’s order from 20/12/2021 N^o4205

- **Deadline for the submission of completed final qualifying paper by the student**



- **Target installation and initial data to final qualifying paper**

The purpose of the paper is to define the perspectives of development chemical industry market in Ukraine and Georgia , their features, features of their regulation, as well as a potential of conducting an export of operation chemical industry products from Ukraine to Georgia.

The object of the paper is the ratio of the export potential of Ukraine and the import potential of Georgia

The subject of the paper is the set of factors which influencing further development of export potential of export potential of Ukraine and import potential of Georgia.

- Contents of the final qualifying paper (list of all chapters and subchapters)

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- Calendar plan of the final qualifying paper

№	Stages of the final qualifying paper	Terms of the final qualifying paper	
		Plan	Fact
1	Approval of the content of the final paper	11/02/2022	11/02/2022
2	Collection of information	27/02/2022	27/02/2022
3	Writing and submitting for review the first chapter of the final paper	15/04/2022	15/04/2022
4	Writing and submitting for review the second chapter of the final paper	01/05/2022	01/05/2022
5	Writing and submitting for review the third chapter of the final paper	13/05/2022	13/05/2022
6	Check of the final paper	25/05/2022	25/05/2022
7	Completion of the final paper	03/06/2022	03/06/2022

- Date of issuance of the task “ ” _____ 20 _____
- Scientific adviser of the final qualifying paper Oliinyk A.A.
- Guarantor of the education program Pyankova O.V.
- The task was accepted by the student Shutkovskiy A.A.
- Resume of scientific adviser about the final qualifying paper

The final qualifying work of A. Shutkovsky is relevant and dedicated to improving the efficiency of export operations of PP "Termoplast". The final qualifying work consists of content, introduction, main part (3 chapters), conclusions and recommendations, bibliography and applications. The content of the paragraphs fully corresponds to the titles of the parts and the theme of the final qualification work. The content and structure of the work correspond to the requirements and current standards for obtaining a bachelor's degree.

The final qualifying work is analyzed in connection with the theoretical and practical aspects of improving the transport activities of the enterprise. The final qualifying work of Shutkovsky A. is completed, meets the requirements and is recommended for defense.

Scientific adviser of the final qualifying paper Oliinyk A.A

(last name, initials, signature)

- **Conclusion on the final qualifying paper**

The final qualifying paper of student Shutkovskiy A.A

(last name initials)

may be admitted to the defense in the Examination Broad.

Guarantor of the educational program Pyankova O.V.

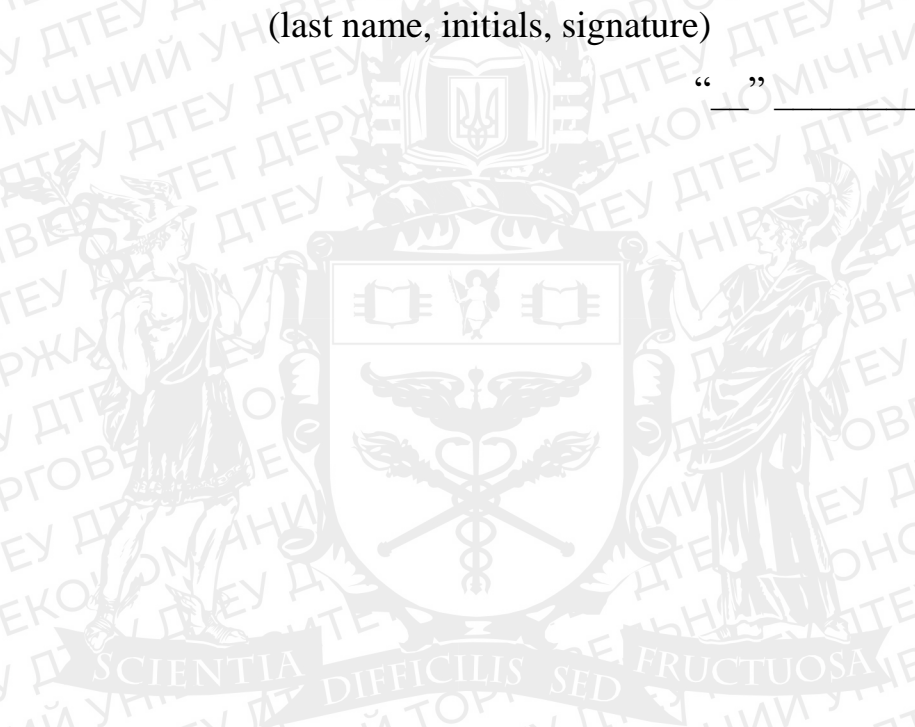
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Head of the Department Melnyk T.M.

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АННОТАЦІЯ

Шутковський Артем Андрійович. Організація експорту продукції хімічної промисловості з України до Грузії.

Випускна кваліфікаційна робота на здобуття ОС "Бакалавр" за спеціалізацією 073 "Менеджмент ЗЕД". - Державний торговельно-економічний університет, Київ, 2022.

Випускна кваліфікаційна робота досліджує аспекти розвитку ринку хімічної промисловості України та світу, а також особливості організації експорту продукції хімічної промисловості України з прикладу компанії ПП "Термопласт". Актуальність роботи підтверджується необхідністю аналізу товарної та географічної структури експорту хімічної промисловості, у зв'язку з тим, що хімічна продукція (пінопласт) займає чільне місце у будівництві. А також полягає у необхідності визначення особливостей та ризиків, з якими зустрічається компанія при організації експортної діяльності.

Автором досліджено товарну та географічну структури ринку хімічної продукції України та світу, а також правовий супровід експортних операцій, пов'язаних з обраною товарною групою. На основі отриманих результатів дослідження було встановлено основні тенденції розвитку ринку хімічної промисловості, визначено можливі ризики, пов'язані з особливостями розвитку вибраного ринку, а також ризики, пов'язані з організацією експортної діяльності. Було економічно доведено доцільність експортних операцій продуктів хімічної промисловості, а також виконано прогноз можливих результатів імпоротної діяльності.

Ключові слова: хімічна промисловість, пінопласт, експорт, товарна структура, географічна структура, зовнішня економічна діяльність, ефективність імпорتنних операцій.

ANNOTATION

Shutkovsky Artem Andreevich. Organization of export of chemical products from Ukraine to Georgia.

Graduation qualification work for the Bachelor's degree in specialization 073 "Foreign Economic Activity Management". - State University of Trade and Economics, Kyiv, 2022.

The final qualification work explores aspects of the development of the chemical industry market of Ukraine and the world, as well as the peculiarities of the organization of exports of chemical products of Ukraine from the example of PE "Thermoplast". The urgency of the work is confirmed by the need to analyze the commodity and geographical structure of exports of the chemical industry, due to the fact that chemical products (foam) occupies a prominent place in construction. And also is the need to determine the features and risks that the company faces in the organization of export activities.

The author studies the commodity and geographical structure of the chemical market of Ukraine and the world, as well as the legal support of export operations related to the selected product group. Based on the results of the study, the main trends in the development of the chemical industry market were identified, possible risks associated with the peculiarities of the selected market, as well as risks associated with the organization of export activities. The expediency of export operations of chemical products was economically proved, and the forecast of possible results of import activity was made.

Key words: chemical industry, polyfoam, export, commodity structure, geographical structure, foreign economic activity, efficiency of import operations.

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INTRODUCTION

The theme of construction is gaining tremendous momentum in every country in the world. New houses, housing complexes, offices and so on are built every year. Construction standards have already departed far from those familiar to everyone, and especially in the CIS countries. From old panel and brick houses, humanity has switched to a new building format. And the issue of insulation of facades and walls in houses has become an integral part of construction. Walking around the city, in most part not far from the house, you can see how the residents of old panel houses insulated the facade of their apartment so that it would not be so hot in summer and not so cold in winter. Such standards are applied in the construction of new houses and construction companies were looking for more and more new options for how to get the material cheaper, but which would not be inferior to the materials we are used to. Their choice settled on foam plastic, which come in different densities, fire resistance, thermal conductivity, and so on. And consequently, demand is increasing, and with it, there is a desire not only to satisfy this demand, but also to study it, understand its trends, predict possible outcomes and, of course, develop the most effective way to make money on it, with the available funds.

The purpose of this study is to determine the prospects for the development of the market of the chemical industry in Ukraine and the CIS countries, their features, features of their regulation, as well as the possibility of exporting products of the chemical industry of Ukraine to the CIS countries.

To achieve this goal, **the following tasks** will be set:

- Study of the financial condition of PE "Termoplast" as a company that is a manufacturer of chemical industry products. Growth prospects, efficiency of business methods.
- Study of the activities of the company Thermoplast in the domestic and foreign markets

- Market research of the chemical industry in the world and Ukraine: determination of consumption and regulation features, commodity structure, growth prospects, identification of potential suppliers of certain groups of goods.
- Market research of Ukraine, production capacity, partner countries
- Modeling an export operation to calculate the profitability of exports of chemical industry products from Ukraine, the time intervals for such an operation and determine the difficulties that an importer may face in today's market realities.
- Mini business plan with calculations of the effectiveness of the export operation and a proposal for solutions for the situation around Ukraine at the moment

The object is the ratio of the export potential of Ukraine and the import potential of Georgia.

The subject is a set of factors influencing the further development of the export potential of Ukraine and the import potential of Georgia.

When writing the work, the following research methods were used: economic-statistical, analytical, logical and others.

CHAPTER 1. RESEARCH OF ACTIVITY OF THE SUBJECT OF FEA PE "TERMOPLAST"

1.1 Analysis of production and economic activity and financial condition of PE "Thermoplast"

The Thermoplast company has been a foam plastic manufacturer in Kyiv since 2001. Today, the team consists of employees, each of whom is a qualified specialist in this field. For many years now they have been producing foam plastic, strictly complying with the norms of DSTU, and the quality of the material is confirmed by the relevant documents.

During this time, the leading construction companies in the field of external insulation of facades, whose work can be seen in Kyiv and other cities of Ukraine, have become the main customers of the products. As well as individuals and trade organizations.

Thanks to the above facts and the ability to clearly understand the desires of customers, they were able to gain an impeccable reputation and trust, which allows them to confidently hold their positions in the construction market not only in Kyiv, but also in Ukraine as a whole.

The main areas of work of the Thermoplast company are the manufacture and sale of foam plastic products. But the company has other activities as well.

The main activity that brought the company stability in the construction market of Kyiv and Ukraine is

Table 1.1

Main activity of the company

22.29	Manufacture of other plastic products
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Source: 7

But besides this, the company is engaged in other activities.

Table 1.2

Other activities of the company

16.21	Manufacture of veneer, plywood, boards and panels
71.12	Engineering survey activities and provision of technical advice
46.74	Wholesale of hardware, plumbing and heating equipment and supplies
49.41	Freight transport by road
46.18	Activities of agents specializing in the sale of certain types of goods
46.73	Wholesale of timber, building materials and sanitary equipment
73.20	Market research and public opinion research
16.23	Manufacture of other wooden building structures and joinery
22.19	Manufacture of other rubber products
22.21	Manufacture of plastic sheets, tire tubes and profiles
22.22	Manufacture of plastic packaging for goods
22.23	Manufacture of construction plastic products
46.19	Activities of agents selling a wide range of goods
46.76	Wholesale of other intermediate products
46.90	Non-specialized wholesale trade
47.91	Retail sale via mail-order and Internet

Source: 7

Based on the reporting data, an assessment was made of the main performance indicators of the PE "Termoplast", its financial stability and solvency were analyzed in the period from 2018 to 2020

Table 1.3

Formation of profit from the operating activities of the enterprise PP "Termoplast", thousand hryvnias

Indicators	2019	2020	2021	Absolute deviation 2020/2018	Relative deviation 2020/2019
Net income from product sales	71 060,4	116 871,3	167 445,1	96 384,7	39,19%
Cost of sales	64 208,6	108 600,6	158 095,5	93 886,9	40,87%
Gross profit	6 851,8	8 270,7	9 349,6	2 497,8	17,15%

Continuation of the table 1.3

Indicators	2019	2020	2021	Absolute deviation 2020/2018	Relative deviation 2020/2019
Other operating income	-	-	-	-	-
Administrative costs	387,2	689,3	573,8	186,6	43,82%
Distribution costs	547,0	605,1	742,5	195,5	9,6%
Other operating costs	3 241,8	3 845,3	5 530,1	2 288,3	20,29%
Financial results from operating activities	3 065,0	3 820,3	3 077,0	12,0	19,77%
Net profit	2 677,8	3 103,0	2 503,2	-1 746,0	13,7%

Thus, it can be seen that the profit from the sale of products in 2020 increased by 98384.7 thousand hryvnias or by 39.19% compared to 2019, the cost increased by 93886.9 thousand hryvnias or by 40.87%. This led to an increase in gross income by UAH 2497.8 thousand or 17.15%. Financial results from operating activities increased by UAH 12,000 or 19.77%

The main vector of employment for PP Thermoplast is the production and distribution of foam plastic products.

Foam plastic, or more precisely expanded **polystyrene foam**, is a modern environmentally friendly and durable building material. Due to its excellent qualities,

it provides excellent thermal insulation and fire safety, as it contains a self-extinguishing flame retardant.

Expanded polystyrene consists of granules, the size of which is 3-10 mm. The composition of the granules includes 98% air and 2% polystyrene.

The foam is formed under the influence of high temperatures, at which the granules are sintered with each other. As a result of this interaction, a material consisting only of air and polystyrene is obtained. Styrofoam, the cost of which is quite affordable in our manufacturing company, is a wonderful insulation that has, in comparison with analogues, unique properties.

Durability of Foam Plastic

It is known that foam is durable. The service life of this material is 40 years, and possibly more. It was invented in 1952 by BASF. The durability of this material can be judged by the experiments carried out by the concern.

Polystyrene was used in the flat roof insulation of the BASF Aktiengesellschaft plant. The insulation was applied in 1955, and it was removed for inspection in 1986 in the presence of specialists from the German Hard Foam Industry Association (Heidelberg). As a result, it was found that the joints between the expanded polystyrene panels are airtight, and its dimensions did not change due to compression or shrinkage. In addition, the material did not deform or lose its correct shape under the influence of heat. The styrofoam was in excellent condition.

Further, samples of this material were sent to an institute in Munich, engaged in research on thermal insulation. Here it was tested for moisture content and thermal conductivity. The results were amazing:

- The coefficient of thermal conductivity of the foam, measured according to DIN 52612, for a material with a density of 17.4 kg/m³ was 0.0345 W/mK. This indicator fully complies with the German standard for thermal insulation of buildings (DIN 4108).
- The volume fraction of water in expanded polystyrene with a density of 20 kg/m³ was 0.02%.

As a result of other tests carried out by the same company, it was found that the properties of the foam did not change at all after 31 years of operation, and this material still complies with the German standard "Foamed plastics used as insulating building materials" (DIN 18164).

Thermal conductivity of the foam plastic

As you know, air is the worst conductor of heat. The principle of using air to save heat in a house has been used for a long time: voids in bricks, double-glazed windows. According to the tables below, you can better navigate and understand the uniqueness of the use of foam as a heater

Речовина	Температура (? С)	Коеф. теплопровідності (Вт/(м К)
Кисень	0	0.0239
Азот	-3	0.0237
Повітря	4	0.0226
Залізо	0	86.5
Вода	20	0.599
Скло	18	0.4-1
Деревина	18	0.16-0.25

Fig.1.4 Characteristics of the styrofoam

Source: taken from the reference 1



Fig 1.5 The advantages of polystyrene over other materials

Source: taken from the reference 1

Styrofoam resistance to chemical and biological influences

Styrofoam retains its properties in contact with salt and soap solutions, mineral oils, acids and alkalis, does not rot under the influence of moisture and microorganisms, and does not emit harmful substances. Also, we know that within a year and a half, foam tests were carried out in natural conditions of a humid subtropical climate. In conclusion, it was concluded that the foam was unsuitable for the life of fungi and microorganisms. All these factors make it possible to widely use polystyrene even in the food industry.

Additional styrofoam properties

Styrofoam is uniquely simple and easy to process, has high strength, including compressive strength, a high level of adhesion to many adhesives, is fireproof, as it is a self-extinguishing material (from the moment the combustion source is removed, self-extinguishing occurs within 4 s).

All these factors make polystyrene a uniquely profitable and irreplaceable building material that PERFECTLY combines value for money!

Basically, foam plastic is used in construction as a more profitable and high-quality replacement for building materials already used for human life.

Sheet styrofoam has received the greatest distribution precisely in construction. Expanded polystyrene boards can be produced in various densities and, therefore, they are universal for use in the construction industry. Sheet styrofoam can be used in the construction and repair of buildings and structures as a heater, soundproofing material.

Consider the most common ways to use foam in construction.

Insulation of the bearing elements of the foundation with foam plastic.

The durability and thermal balance of buildings and structures depends directly on the thermal insulation of foundations. In places with a harsh climate, this issue is put in one of the key places.

Most often, styrofoam is used as the middle part of three-layer foundation blocks. The thermal insulation properties of expanded polystyrene made it possible to manufacture the foundation of a more efficient and modern design.

Styrofoam has also proven itself in the construction of basement-free buildings. For this, the site is first prepared, then the foam plates are laid in one or more words, poured with concrete, and then the structure is erected in the usual manner.

Expanded polystyrene is used as a fixed formwork in the manufacture of foundations, as well as at the facility itself to obtain a monolithic foundation.

Sheet foam is effectively used to protect the foundations of buildings and structures from freezing. In this case, foam plastic slabs are laid along the foundation and backfilled, if necessary, waterproofing is performed. With this method, a concrete screed can simultaneously be the foundation and the base of the floor.

Insulation of floors and interfloor ceilings with foam plastic

Expanded polystyrene plates are used for thermal insulation of the floor and interfloor ceilings. This allows to significantly improve their thermal insulation and reduce the transmission of impact noise and vibrations. When thermally insulating the floor, foam plastic slabs are laid on a layer of insulating material, and a cement (concrete) mixture is laid on top of it.

Insulation of roofs, roofs, attics with foam plastic

Sheet polystyrene is widely used as a heater for roofs, roofs and attics of buildings and structures. Thermal insulation of roofs can be ventilated or not ventilated (warm). In different regions and climatic conditions, plates of different thicknesses and densities are used when used as insulation for roofs. Below are the average foam density indicators, which experts are guided by when choosing:

- on flat or attic roofs, PSB-35 material is used (density - 35 kg / m³, thickness - from 50 to 100 mm);
- for pitched and attic - PSB-15 (density - 15 kg / m³, thickness - from 50 to 100 mm);
- on the walls - PSB-25 (density - 25 kg / m³, thickness - from 50 to 100 mm).

Sometimes you have to lay the foam in two layers. In this case, the heat-insulating layer may be thicker than the width of the rafter, as a result of which it is

necessary to build up the frame boards. With the technology of laying expanded polystyrene at a distance between the rafters, additional work to increase the width of the wooden frame can be avoided, but then installation can become much more complicated.

Wall insulation with foam

Thermal insulation of walls outside and inside is an important stage of construction work. Since most of the heat loss of the building occurs precisely through the walls, and the use of foam as a heater can significantly reduce these losses.

The technology of wall insulation with foam plastic from the outside is correct from the point of view of the construction science of heat engineering. The order of the layers is practically independent of the type of finish (siding, plaster or paneling).

Thermal insulation on the cold air side is the right solution for several reasons:

- the usable area of the premises is not reduced;
- not only the internal volume is protected from the cold, but also the material of the outer walls;
- the dew point (the boundary where condensation occurs) does not get inside the wall, it remains in the insulation.

Insulation of the building from the inside can be performed only after justifying such actions. The reasons may be:

- high building height, when it is necessary to involve industrial climbers to perform outdoor work;
- the need to preserve the existing facade (for example, it was recently completed, or work is being carried out in one apartment of an apartment building).

Before you insulate the building with foam, you must carefully select the material (density) and carefully study the technology of work. Regardless of what is used for finishing (siding or wet facade), it is required to strictly observe the order of all layers and securely fix them. With proper insulation, walls and finishes will last for many years.

Fixed formwork made of expanded polystyrene.

Fixed formwork made of expanded polystyrene, designed for the rapid erection of monolithic buildings of various heights, both directly supporting structures and for filling openings in external walls in frame-and-frame buildings. This heat-saving technology in terms of thermal protection, sound insulation, comfort, simplicity, speed and cost of construction, strength and durability of buildings belongs to high technologies in the field of construction.

Fixed formwork made of expanded polystyrene is used in construction:

- Cottages, rural houses and summer cottages
- Multi-storey residential buildings
- Tankhouses, cascading two and three-story apartment buildings
- Warm individual pools
- Administrative public buildings and sports complexes, refrigerators, service facilities, vegetable stores and warehouses

1.2 Analysis of market activity of PE "Thermoplast"

A) Domestic Market

That is, the Thermoplast company is mainly engaged in the sale of foam plastic, which is used in the construction of houses and housing complexes, where foam plastic is used as a heater for walls, ceilings, etc. The Thermoplast company also cooperates with some small companies that are directly involved in wall insulation, mainly in old panel houses. About major partners below.

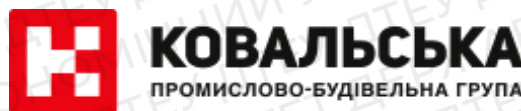


Fig. 1.6 Emblem of partner

Source:9

Kovalska (full name: **Association "Industrial and Construction Group" Kovalska** ") - Ukrainian manufacturer of building materials and developer. It is part of the Joint-Stock Company "Plant of Reinforced Concrete Structures named after

Svetlana Kovalska ", and at that time the Plant of Reinforced Concrete Products № 3 - was founded in 1956

The group's enterprises operate in Kyiv, Zhytomyr, Lviv, Kherson and Chernihiv oblasts.

Kovalska PBG products are represented by a number of brands, including Kovalska Concrete, Avenue paving slabs and Siltek construction mixtures.

The development direction has been represented in the group since 2002. Since then, Kovalska has completed 26 housing projects.

PBG "Kovalska" is an active member of a number of leading business associations. In particular, it is a member of the Confederation of Builders of Ukraine, the European Business Association, the All-Ukrainian Union of Building Materials Manufacturers, etc. In 2021, Serhiy Pylypenko, General Director of Kovalska PBG, was appointed Deputy Chairman of the Board of Directors of the Confederation of Builders of Ukraine, and also headed the KBU Committee on Construction Products.



Fig. 1.7 Emblem of partner

Source:12

PUBLIC ENTERPRISE "FINANCIAL COMPANY "ZHITLO-INVEST"

was created by the Kyiv City Council (part in the statutory capital 100%) on the communal property of the territorial community of the Ukrainian capital and is

subordinate to the Department of Construction and Housing of the Kyiv City State Administration.

The company is engaged in the provision of financial services to raise funds from investors in the financing of real estate. For 17 years of work on the market, KP FINANCIAL COMPANY ZHYTLO-INVEST has created 80 Construction Financing Funds (more than 9 thousand investment objects). The company sells real estate of responsible and reputable developers, and also accepts third-party funds of those companies that were able to fulfill their obligations to their own construction investors.

KP "FINANCIAL COMPANY "ZHYTLO-INVEST" is a unique financial instrument with the help of which the funds of individuals and legal entities are invested in the objects of reliable developers



Fig. 1.8 Emblem of partner

Source:13

The FUNDAMENT construction group began its existence in 1943 with the beginning of the restoration of Kyiv. The staff of the organization actively worked on the construction of Kyiv streets in the postwar period. Thanks to the efforts of workers, entire streets and districts of the capital were restored.

During its existence, FUNDAMENT has built millions of square meters of housing and real estate for industrial purposes. Currently, the construction group includes more than 10 companies that provide a full cycle of production and maintenance of real estate.



Fig. 1.9 Emblem of partner

Source: 10

Construction company Geos has been operating on the Ukrainian market since 2004.

For more than twelve years, the company has implemented a wide variety of projects in the areas of residential, commercial and industrial construction. During this time, they have gained a reputation as a reliable developer, formed a highly professional team, and accumulated an extensive competitive portfolio of tools and solutions.

And, of course, they developed their own vision of what modern real estate should be like. A vision based on the needs and preferences of customers and partners, polished by many years of experience and improved by modern innovations.

Principles

- Maximize comfort and create an improved lifestyle

This means: modern spatial solutions, convenient location and view characteristics of real estate, the concentration of infrastructure facilities necessary for life, combined with an abundance of clean and green areas.

- Absolute safety and impeccable quality

This means: careful and thoughtful design, environmentally friendly certified building materials, proven engineering systems, compliance with domestic and international standards.

- Financial and investment benefits

This means: affordable prices and flexible purchase conditions, liquid objects that will only increase in price in the future, and which can not only become a highly

reliable investment tool, but also guarantee protection against inflation, currency fluctuations, economic crises and instability.

The principles by which we work

- Reliability and stability

This means: there is not a single long-term construction in the asset, all objects are being built at an active pace and delivered on schedule.

- Transparency and openness

This means: the availability of all permits required by law, access to up-to-date information about the company's activities and stages of construction, the provision of legal advice during the execution of transactions.

- Striving to be the best

This means: we value our reputation and the opinion of our customers, we value their needs and try to satisfy them as much as possible, we adhere to the highest standards in the quality of service and constantly improve our work and service.

What have you achieved

- over 800,000 built-up square meters
- more than 7 large-scale residential projects at the same time
- more than 1000 qualified employees
- application of innovations and modern technologies
- only high-quality and safe building materials
- always clear construction deadlines



Fig. 1.10 Emblem of partner

Source: 11

SG (Stolitsa Group) is one of the leading developers in the Ukrainian real estate market.

The company's foreign capital, also linked to another successful business in Ukraine, the Novus supermarket chain, provides SG and its customers with high resilience to any possible risks.

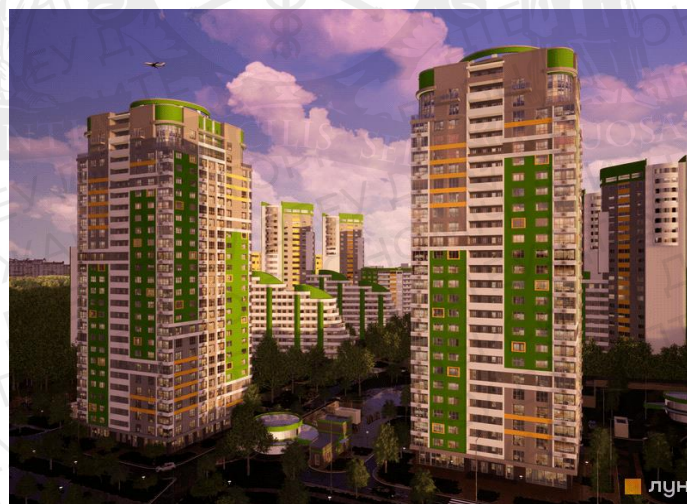
SG has a close-knit team of professionals who can solve problems of any complexity. In 18 years managed to form the best team of Ukrainian and foreign specialists. Also, the Thermoplast company is directly involved in some LCDs.

For example



Residential complex Lipinka from Stolitsa Group

Source: 11



With the partnership of Stolitsya Group

Source:11



Residential complex on Obolonska embankment

Source: 10

B) International operations

The Thermoplast company at one time was engaged in the export of its products to some countries of Eastern Europe. Poland, Slovakia, Belarus and the Baltic countries are the places where the company's products went and Termoplast tried something new for itself and made attempts to enter the international markets for its products. The main activity of the company is no different from internal transactions. The main goal was to supply foam plastic for insulating walls and facades of buildings for construction sites of housing complexes, offices, and so on.

In Poland, Thermoplast cooperated with one of the developers, so the volume of deliveries does not differ much from the usual load for domestic trade, that is, 82 cubic meters in one truck.

Poland	82 meter cubic	1860 UAH per meter cubic	In total 152520UAH
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Fig. 1.11 export profit

Source: Compiled by author based on financial statement of the enterprise

In Slovakia, Thermoplast cooperated with small companies that are engaged in purely thermal insulation of facades and walls, and their requests are naturally less than those of large developer companies.

Slovakia	40 meter cubic	1860 UAH per meter cubic	In total 74400UAH
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Fig. 1.12 export profit

Source: Compiled by author based on financial statement of the enterprise

In Baltic countries, Latvia, Estonia and Lithuania, the situation is the same as with Slovakia, the Thermoplast company went into small companies that were engaged in facade insulation in the same volumes as in Slovakia.

Lithuania	42 meter cubic	1860 UAH per meter cubic	In total 78120UAH
Latvia	35 meter cubic	1860 UAH per meter cubic	In total 65100UAH
Estonia	40 meter cubic	1860 UAH per meter cubic	In total 74400UAH

Fig.1.13 export profit

Source: Compiled by author based on financial statement of the enterprise

It was beneficial for European companies to cooperate with Thermoplast, because the issue price always plays a role. Naturally, Thermoplast, having made an advantageous offer for European companies, attracted attention, thereby acquiring new partners for itself.

Considering the prices for polystyrene in Europe, Ukrainian polystyrene is quite an attractive market for foreign buyers.

At the same time, the quality is not inferior to the European one, because the foam is produced according to uniform quality guarantees.

The average market value for graphite foam (polystyrene filled with graphite micro particles) in the European and Ukrainian market differs significantly. The cost of raw materials and labor for production differs by almost two times. Suppose in Poland the average wage per hour in production is PLN 18.3, which corresponds to

120 UAH, while in Ukraine this figure is almost half as much, that is, 64 UAH per hour. Consequently, products in Ukraine will cost less, since the manufacturer has less labor costs at the same price for the purchase of raw materials.

Poland	2330 UAH per meter cubic
Slovakia	2400 UAH per meter cubic
Baltic countries	2250 UAH per meter cubic
Ukraine	1860 UAH per meter cubic

Fig.1.14 Styrofoam price comparison

Source: taken from the Internet

But Thermoplast faced a number of problems that affected the company's export activities.

1. Distrust

Due to the unknown nature of the Ukrainian market, as well as a damaged reputation, it is difficult to build adequate economic relations. Companies that managed to agree with European partners on cooperation, but they did not fulfill the terms of the agreement, because they were offered a higher price, left their impression on the face of Ukrainian business as a whole. So, greed has called into question the adequacy of Ukrainian business as a whole.

2. Pandemic

At the beginning of the era of the coronavirus pandemic, Ukraine, like the world as a whole, had a very difficult time. The economy of the whole world suffered greatly due to closed borders and the inability to carry out export-import operations.

3. Certification

If we talk about the European market, it is easier to enter the food products segment, since the EU has prescribed standards that products must comply with. It is more difficult in this regard for industrial producers, who are faced with the fact that they must introduce European norms in order to be compatible with market rules. And it is very long and very expensive.

The company Thermoplast occupies a high position in the market of chemical industry products in Ukraine. It is engaged in the production of foam plastic, sip panels, and is also a distributor of building and auxiliary materials for working with the actual products. Styrofoam is a material that is widely used in construction today. Use it as a heater of facades, walls and floors. The quality that the company's products have meets international standards, thanks to the fact that the company cooperated with European partners where the level of requirements and product certification is high. Due to this, the company's products are widely used by domestic construction companies.

CHAPTER 2. RATIONALE FOR THE POSSIBILITY OF THE UKRAINIAN MARKET FOR THE ORGANIZATION OF THE EXPORT OF CHEMICAL INDUSTRY PRODUCTS

2.1 Identification of the main trends in the world market of the chemical industry

The chemical industry of the world provides industry and construction with new materials, supplies agriculture with fertilizers and plant protection products.

Peculiarities:

- one of the dynamic branches of industry, which largely determines the scientific and technical progress along with mechanical engineering;
- high science intensity (at the level of electronics);
- The chemical industry is a very capacious consumer of raw materials, the unit costs of which in some cases significantly exceed the weight of the finished product (production of soda, synthetic rubber, plastics, chemical fibers, potash and nitrogen fertilizers, etc.).
- in addition to a large amount of raw materials, chemical industries (production of synthetic materials, soda, etc.) consume a lot of water, fuel and energy;
- the presence of various links with other industries and agriculture;
- relatively low labor intensity, but special requirements for the qualification of the workforce;
- high capital intensity;
- sophisticated equipment and technologies;
- complex industry structure.

Industry composition

There are different approaches to identifying branches of the chemical industry.

The chemical industry includes:

- mining and chemical industry (extraction of raw materials - apatites and phosphorites, table and potash salts, sulfur and other mining and chemical raw materials);
- the main chemical industry producing inorganic compounds (acids, alkalis, soda, mineral fertilizers, etc.);
- chemistry of organic synthesis, including the production of polymeric materials (synthetic rubber, synthetic resins and plastics, chemical fibers) and their processing (production of tires, plastic products, etc.);
- microbiological industry.

There is another approach that singles out in the chemical industry intermediate production (obtaining salts, acids, alkalis, etc.), basic production (obtaining polymers, mineral fertilizers, etc.), processing industries (paint and varnish, formatsefticheskie, rubber, etc. production).

The greatest development in the chemical industry of the era of scientific and technological revolution

(The scientific and technological revolution (STR) is a radical qualitative transformation of the productive forces, a qualitative leap in the structure and dynamics of the development of the productive forces. It is often referred to as the Third Industrial Revolution.

The scientific and technological revolution in the narrow sense is a radical restructuring of the technical foundations of material production, which began in the middle of the 20th century, based on the transformation of science into the leading factor of production, which results in the transformation of industrial society into a post-industrial one.

Before the scientific and technical revolution, the research of scientists was at the level of matter, then they were able to conduct research at the level of the atom. And when they discovered the structure of the atom, scientists discovered the world of quantum physics, they moved on to deeper knowledge in the field of elementary

particles. The main thing in the development of science is that the development of physics in the life of society has significantly expanded the abilities of man. The discovery of scientists helped humanity take a different look at the world around us, which led to the scientific and technological revolution.

At the heart of many theories and concepts put forward today, which explain the profound changes in the economic and social structures of the advanced countries of the world, which began in the middle of the 20th century, is the recognition of the growing importance of information in the life of society. In this regard, they also talk about the information revolution

Features of NTR

- Universality, inclusiveness: involvement of all branches and spheres of human activity
- Extreme acceleration of scientific and technological transformations: reduction of the time between discovery and introduction into production, constant obsolescence and updating. Speaking about the pace, it is important to note that multiple fundamental changes in the life of society caused by scientific and technological revolution occur many times over the life of one generation.
- Increasing requirements for the level of qualification of labor resources: the growth of knowledge intensity of production
- Military-technical revolution: improvement of types of weapons and equipment
- A characteristic feature of modern scientific and technological revolution is progress in infocommunications, because it is progress in the information field that is the most important factor in social changes that radically change key aspects of human life.

Components of scientific and technological revolution

Science: increasing science intensity, increasing the number of researchers and research costs

Technology: Increasing production efficiency. Functions: labor-saving, resource-saving, environmental protection

Production:

- electronization
- complex automation
- restructuring of the energy sector
- production of new materials
- accelerated development of biotechnology
- cosmization

Management: informatization and cybernetic approach

The progress of modern science and technology is characterized by a complex combination of their revolutionary and evolutionary changes. It is noteworthy that over the course of two to three decades, many of the initial directions of scientific and technological revolution from radical ones gradually turned into ordinary evolutionary forms of improving production factors and manufactured products. New major scientific discoveries and inventions of the 1970s and 1980s gave rise to the second, modern stage of scientific and technological revolution. It is characterized by several leading areas: electronization, integrated automation, new types of energy, technology for the manufacture of new materials, biotechnology. Their development predetermines the appearance of production in the late 20th and early 21st centuries)

was the production of polymers, the raw materials for which are semi-finished products of petrochemistry. Polymers are the most important structural material for industry and construction.

The location of the chemical industry is determined by a combination of many factors. For the mining and chemical industry, as for any extractive industry, natural resources are the main factor in placement.

High-tech chemical industries (production of varnishes, dyes, reagents, pharmaceuticals, photo and pesticides, high-quality polymer materials, chemicals for

special purposes for electronics, etc.) place high demands on the level of training of the workforce, the development of **R&D**:

Research and development work (R&D) is a set of works aimed at obtaining new knowledge and practical application in the creation of a new product or technology.

R&D includes:

Research work (R&D) is research, theoretical and experimental work carried out in order to determine the technical feasibility of creating new technology within a certain time frame. R&D is divided into fundamental (obtaining new knowledge) and applied (applying new knowledge to solve specific problems) research.

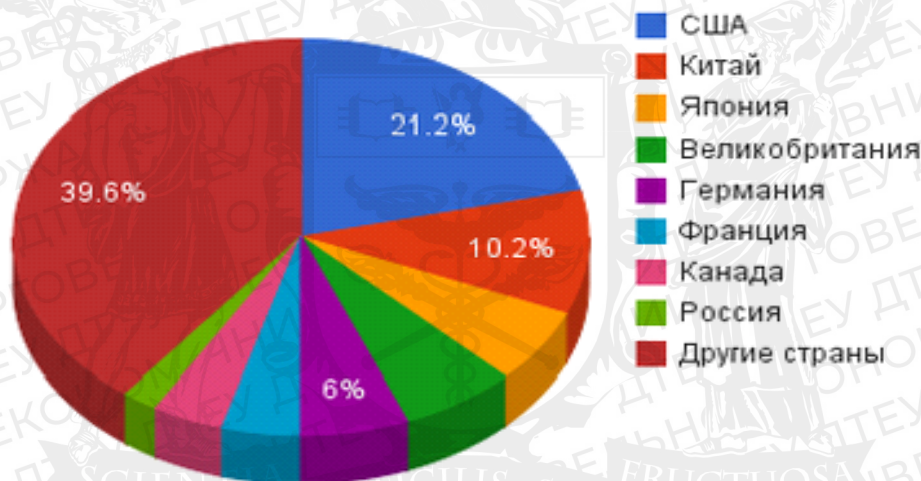


Fig.2.1 Leading countries in the chemical industry

Source: 16

In addition, many enterprises of basic chemistry and chemistry of organic synthesis are focused on the provision of water resources and electricity.

For enterprises producing finished products, an important factor is consumer.

General Placement Trends

Strengthening the science intensity of the chemical industry as a whole and especially its individual industries predetermined the priority development of the industry in highly developed countries. Many traditional branches of the chemical industry - mining chemistry, inorganic chemistry (including the production of

fertilizers), the production of some simple organic products (including plastics and chemical fibers) have been developing rapidly in developing countries in recent years.

Industrialized countries are increasingly specializing in the production of the latest science-intensive types of chemical products.

The world chemical industry has developed four main regions:

Foreign Europe

Primarily Germany, Italy, France, Great Britain, the Netherlands, Belgium, which account for 23-24% of world production and export of chemical products. The most “chemicalized” country in this region is Germany. After the Second World War, the petrochemical industry came to the fore in this region, oriented mainly to imported raw materials. This led to the shift of the chemical industry to ports (Rotterdam, Marseille, etc.), as well as to the routes of large oil and gas pipelines from Russia (this mainly concerns the countries of Eastern Europe).

North America

The United States stands out especially here - the world's largest producer and exporter of chemical products (about 20% of world chemical production and 15% of its world exports).

East and Southeast Asia

Japan stands out here (15% of the world production and export of chemical products), China, and Korea.

CIS, where Russia stands out (3-4% of world chemical production).

In addition, a very large area specializing in the production of chemical products (mainly semi-products of organic synthesis and fertilizers) has developed in the Persian Gulf zone. The raw material for production here is the huge resources of associated (oil production) gas. The oil-producing countries of the region—**Saudi Arabia, the United Arab Emirates, Kuwait, Iran, Bahrain, and others**—provide 5-7 percent of the world's chemical products, which are almost entirely export-oriented.

Outside these regions, the chemical industry is developed in **India, Mexico, Argentina, Brazil**, and other countries.

Placement of branches of the chemical industry.

Among the industries, the leading place is occupied by the industry of polymeric materials, based on oil and gas or petrochemical raw materials. For a long period of time, the raw material base for the industry of polymeric materials almost everywhere was coal-chemical and vegetable raw materials. The change in the nature of the raw material base also significantly affected the geography of industry - the importance of coal regions decreased, the role of oil and gas production areas, and coastal regions increased.

Currently, the most powerful industry of organic synthesis is in economically developed countries that have large reserves of oil and gas (USA, Canada, Great Britain, the Netherlands, Russia, etc.), or are in a favorable position for the supply of these types of chemical raw materials (Japan, Italy, France), Germany, Belgium, etc.).

All of the above countries occupy leading positions in the world production of synthetic resins and plastics and other types of synthetic products. Of the polymer industries, only the production of chemical fibers shows a shift towards developing countries. In this type of production, along with the traditional leaders - the USA, Japan, Germany, etc., China, the Republic of Korea, Taiwan, and India have also become major producers in recent years.

Unlike the industry of polymeric materials, the mining and basic chemistry industries are widely represented not only in economically developed countries, but also in developing countries.

The leading producers of mineral fertilizers are China, USA, Canada, India, Russia, Germany, Belarus, France, Ukraine, Indonesia. At the same time, the countries of Africa (Morocco, Tunisia, Algeria, Senegal, Benin), Asia (Jordan, Israel), the CIS (Russia, Kazakhstan), Christmas Islands and Nauru stand out for the extraction and processing of phosphorites, along with the United States. The vast majority of world production and processing of potash salts is carried out by the USA, Canada, Germany, France, Russia, Belarus.

The main raw material for the production of nitrogen fertilizers is natural gas. Therefore, among the most important producers and exporters of nitrogen fertilizers are, first of all, countries rich in natural gas (USA, Canada, the Netherlands, Norway, Russia, the countries of the Persian Gulf). Large quantities of nitrogen fertilizers are also produced by France, Germany, Poland, the Ukraine, China, and India, whose nitrogen-fertilizer industry is closely connected with the ferrous metallurgy of these countries.

Sulfur producing countries are the USA, Canada, Mexico, Germany, France, Poland, Ukraine, Russia, Turkmenistan, Japan, etc. The largest producers of sulfuric acid are the USA, China, Japan and Russia (their share is more than half of the world production).

Table 2.3

Developed industries in leading countries in chemical production

Sulfuric acid production	Production of mineral fertilizers	Plastics production	Manufacture of chemical fibers	Production of synthetic rubber
USA	China	USA	China	USA
China	USA	Japan	USA	Japan
Russia	Canada	Germany	Taiwan	France
Japan	India	France	Southern Korea	Germany
Ukraine	Russia	Ukraine	India	United Kingdom
France	Belarus	Southern Korea	Japan	Brazil
Germany	Ukraine	China	Germany	Italy
Canada	France	Netherlands	Indonesia	China
Spain	Germany	Italy	Italy	Netherlands
Brazil	Indonesia	Russia	Thailand	Canada

Source: 16

2.2 Assessment of the Ukrainian market and prospects for the export of chemical products

Currently, domestic and global markets for the chemical industry are developing against the background of the following trends:

- increasing the environmental friendliness of production. This affects all production chains and requires large investments. Therefore, companies are actively investing in environmental technologies.

- automation and digitization. This includes the creation of automated analytical platforms, digital staff support (such as efficiency simulators), robotics and new operating equipment.

- transition to carbon-free production. This will force the use of new methods of raw material processing - global protectionist measures. In order to maintain its position in the context of strengthening protectionist sentiment in the world economy, Ukraine also needs to develop appropriate policies. By concluding new partnership agreements, expanding the geography of cooperation and creating favorable conditions for import-dependent industries, the state will support the industrial market.

Macroeconomic positions of the chemical industry in the economy of Ukraine. The share of chemical products in GDP fell in 2020, according to preliminary data, to 3.1%. At the same time, the structural share of chemical products in the processing industry is 7.8%, which indicates the stability of the positions of sectoral production in the industrial structure of Ukraine



Fig.2.4 The share of Ukraine's chemical industry in GDP

Source: 16

The chemical industry also continues to play a significant role in intersectoral consumption of industrial products. The main areas of intersectoral consumption of

chemical products in 2020 were, in addition to their own technological consumption (28%), production of plastic and rubber products (13%), agriculture (11%), construction (7%), metallurgy (5%), transport and communications (4%), household consumption (6%), health care (4%), etc. In particular, the structural share of expenditures of agricultural enterprises on the purchase of mineral fertilizers in the analyzed period was about 15%, in crop production this figure was in the analyzed period about 20%



Fig.2.5 Domestic use of chemical products

Source: 16

Factor assessment of the functioning of the chemical industry in 2020. In general, the stagnation of chemical production continues, both in general and in the sectoral dimension (except for the restorative growth in the production of basic chemicals, nitrogen fertilizers and certain types of primary plastics). Positive changes are local and unstable. The analysis shows that during 2020 the dynamics of sectoral indices of sectoral production was unstable. In the sector of rubber and plastic products in none of the periods during the year the production index did not rise above 100%,

but did not fall below 90%, confirming the stagnation in these sectors (in the plastic products sector such dynamics is situational). In the sectors of production of chemicals and chemical products, the largest range of changes in indices of commodity production was observed in the sectors of basic chemicals, fertilizers and primary plastics, as well as the production of paints and varnishes. At the same time, it should be noted that in these sectors from January to December there was a decrease in monthly indices of production with different dynamics, which accounted for the production of basic chemicals, fertilizers and primary plastics in annual terms of 30% (January 2020 - 138.2%; December 2020 - 105.6%), in the production of LFM in annual terms almost 25% (January 2020 - 132.1%; December 2020 - 107.1%). From March to July 2020, the index of commodity production in the sector of detergents and related product groups grew. This trend was due to a significant increase in the production of detergents and disinfectants, disinfectants, caused by growing demand due to the pandemic and quarantine requirements. At the same time, in December, the index of production in this sector fell to 92.3% (December 2020 to December 2019).

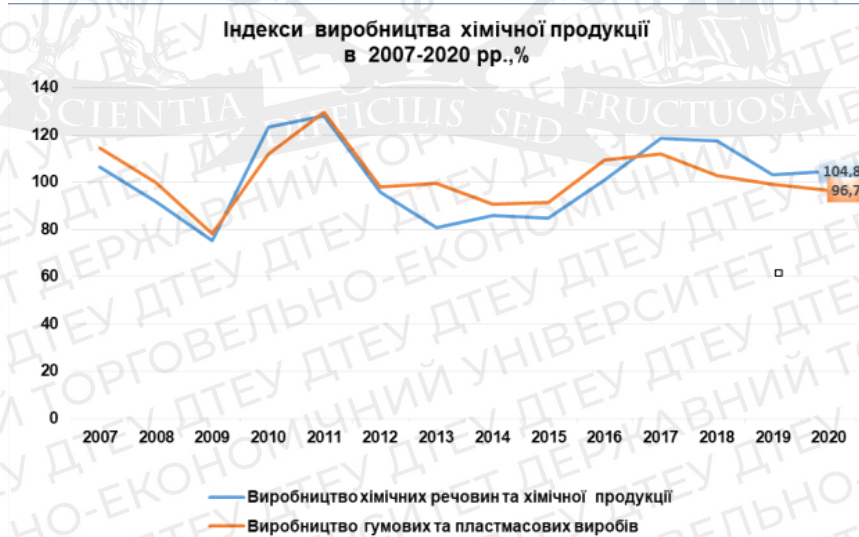


Fig.2.6 Indices of chemical production

Source: 16

It can be stated that since 2017, the index of production of chemicals and chemical products after a long decline in 2012-2015 began to outpace the growth of

indices of production of plastic and rubber products, although the downward trend in production of these sectors in 2016-2020 remains rather slow and formed largely due to the rubber products sector.

In general, the results of the functioning of the chemical industry of Ukraine in 2020 look a little better than in other branches of the processing industry. At the same time, it should be noted that a kind of "cushion" that kept the industry statistics from falling in 2020 was stable production of basic chemicals and primary plastics (PVC, polyethylene), increased production of synthetic ammonia and nitrogen fertilizers, relative stability of plastic products in recent years. To some extent, in 2020 the factor of low statistical base continued to operate, although its effect has already weakened somewhat and is not so significantly reflected in commodity production indices. At the same time, the combination of stagnation and stability of production in certain sectors of the chemical industry with point growth in 2020 was accompanied by a 9 significant increase in inventories at the end of the year, which increased further in early 2021 (for some commodity items in January 2021 to 60 -70% or more of monthly production volumes). This trend indicates the instability of demand (to some extent, such volatility due to seasonal factors, quarantine restrictions, exchange rate "pits", etc.), reduced sales, rather slow and narrow recovery of chemical exports, traditionally high competition in the domestic commodity market and more.

It is possible to state unequivocally the change of sectoral proportions in the production and sale of chemical products, which took place in the national chemical industry in recent years. Thus, in particular, since 2018, sales of chemicals and chemical products have regained their position in the structure of sales of marketable products against the background of fairly stable dynamics of production and sales in the segment of plastic products. It is the competition between the products of these two sectors that determines the strategic structural proportions in the industry today

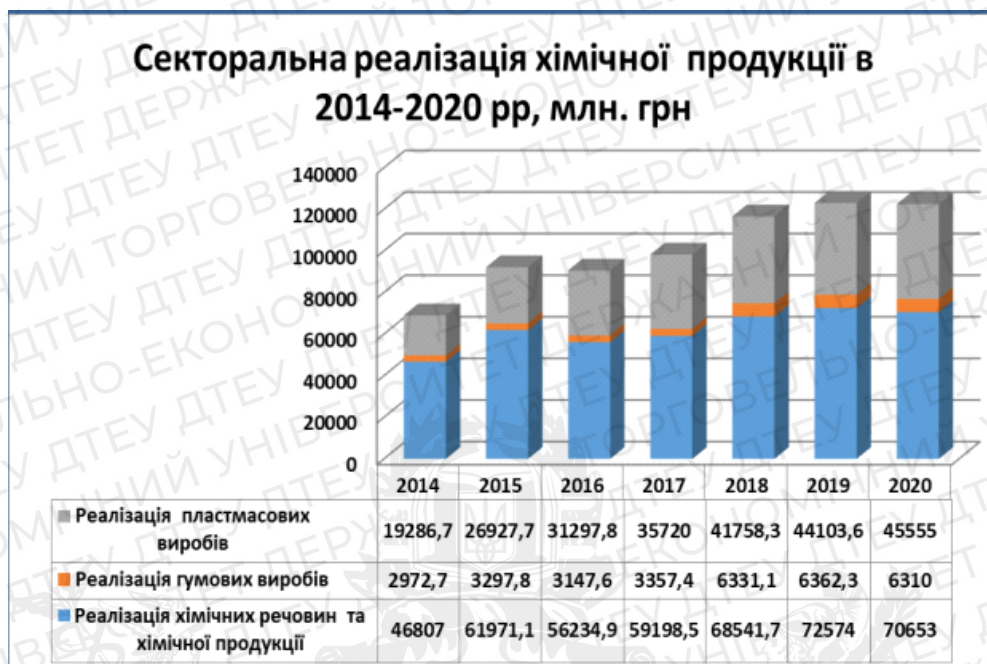


Fig.2.7 Sectoral sales of chemical products

Source: 16

In general, the plastic products sector has taken a dominant position in the overall commodity production of chemical products in Ukraine. Although in 2020 the volume of production of plastic products decreased compared to the previous year from 55.4 to 51.2 billion UAH, this sector of production remains dominant in the industry structure. The production of plastic products in terms of its growth dynamics over a long period is ahead of the dynamics of production of basic chemicals, in particular, such key sectors as the production of fertilizers and primary plastics. This is evidenced by the data shown in Figure 6. According to the results of 2020, the volume of production of domestic plastic products amounted to UAH 51.2 billion, which is almost 65% of the volume of production of basic chemicals.

That is, in terms of their value volumes, gross production and sales of plastic products (UAH 45.6 billion) significantly approached the same level of basic chemicals, despite a significant increase in recent production of mineral fertilizers and primary plastics. In general, this trend indicates an important positive structural trend in the production of chemical products in Ukraine, which will significantly affect the medium and long-term development of the national chemical industry.



Fig. 2.8 Sectoral proportions in production

Source:16

On the other hand, Ukraine has so far formed an insufficient raw material base for the production of plastic products, despite the resumption of domestic production of low-density polyethylene and suspension polyvinyl chloride. The share of imported products in the primary plastics sector is still about 70%.

It is necessary to maximally support and develop domestic production of primary plastics, although in recent years (2018-2020) the volume of primary plastics production is quite stable and amounted to an average of about 19 billion UAH.

Foreign trade in chemical products The negative foreign trade balance in the cumulative (consolidated) segment of chemical products in 2020 decreased slightly against the background of maintaining significant volumes of imports of chemical products, even with the stagnation of the domestic market. At the same time, the imbalance in the volume of imports and exports of chemical products has to some extent become irreversible and has spread to almost all major commodity segments of the chemical market and some change for the better in foreign trade in 2020 has not fundamentally changed the situation. The reduction of negative foreign trade in the

chemical segment in 2020 was due, on the one hand, to the stability of export supplies against the background of some reduction in imports of chemical products, on the other hand, the collapse of the domestic chemical market (from 11.6 to 10.6 billion USD), which is situational and due to the peculiarities of the market in 2020. It should also be taken into account that in 2020, under the pressure of a significant number of controversial factors, there were significant changes in world prices for chemical raw materials (semi-raw materials) and chemical products, which also affected the value of foreign trade.

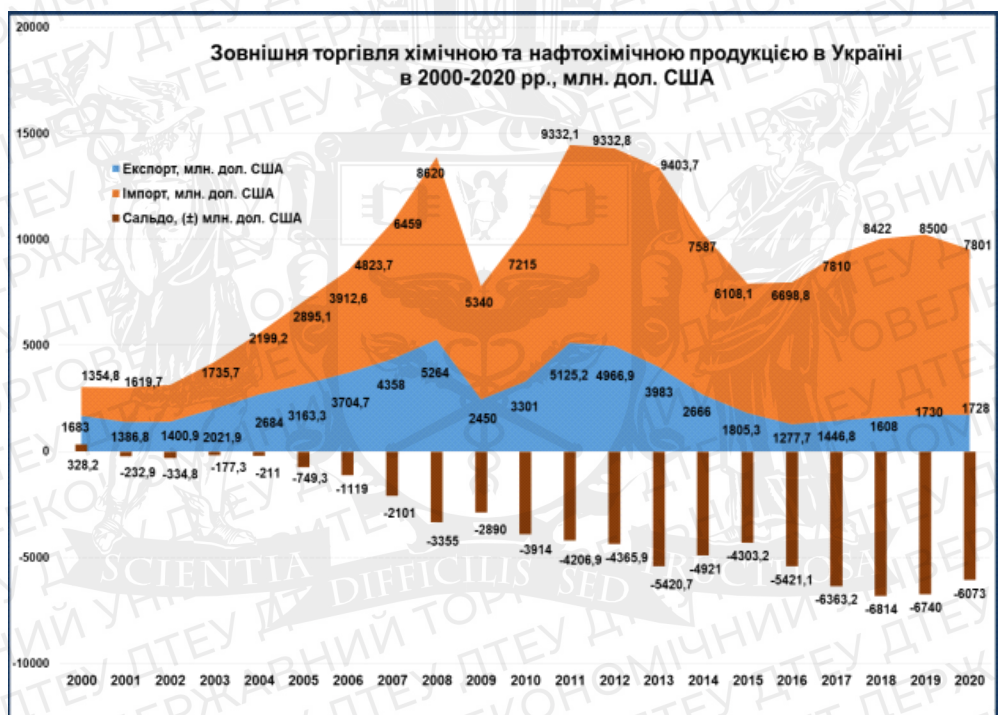


Fig. 2.9 Foreign trade in chemical and petrochemical products in Ukraine

Source: 16

General trends in sectoral supplies of chemical exports from Ukraine in 2017-2020. They show that in 2020 the increase in exports in the sectoral sector was solely due to nitrogen fertilizers (urea) and titanium dioxide pigment (commodity group of paints and varnishes), insignificant SMZ exports also increased. In all other segments, compared to the previous year, the volume of exports in value terms decreased.



Fig. 2.10 Dynamics of export deliveries

Source: 16

In 2020, despite the stability of exports of chemical products against the background of reduced imports, the negative balance in regional foreign trade in chemical products remained and with some countries intensified. The analysis shows that the negative foreign trade balance in the segment of chemical products is observed in Ukraine's foreign trade with the vast majority of partner countries and in 2020 this gap has not been minimized. The only exceptions are countries such as Russia (including corundum exports), India and Latvia. Data on foreign trade in the segment of chemical products by country in 2020.

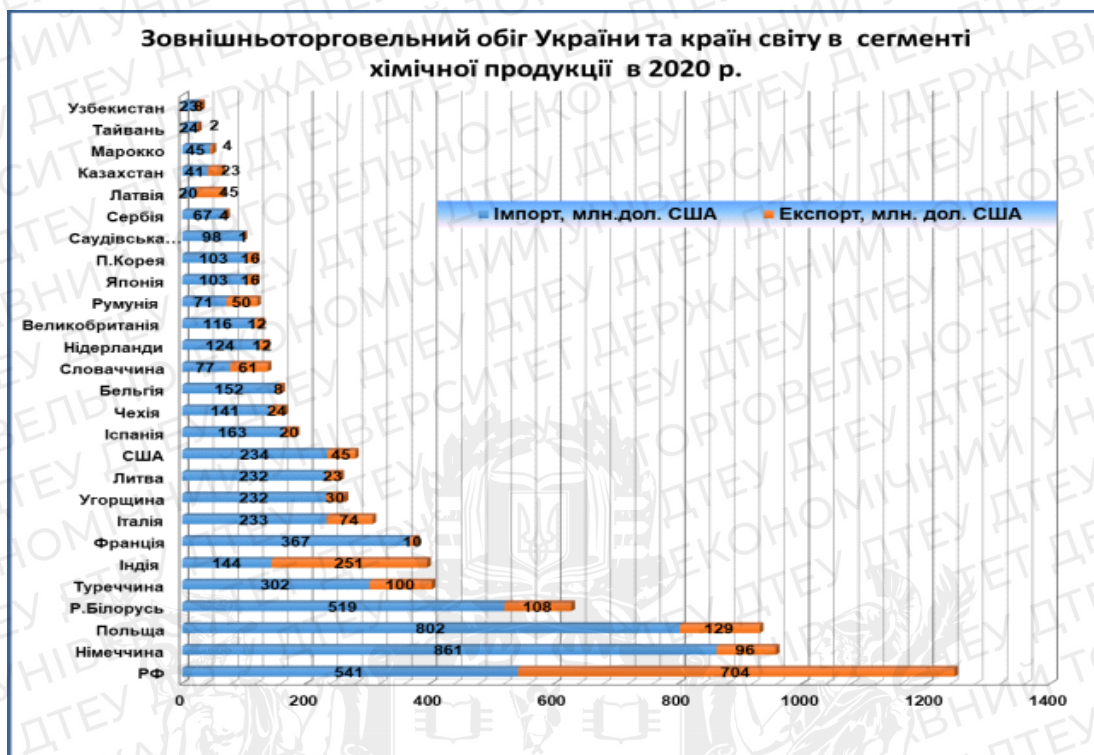


Fig. 2.11 Foreign trade turnover of Ukraine and the world

Source: 16

The main countries-exporters of chemical products in the analyzed period were Russia (32% including corundum exports), India (11%), Poland (6%), Belarus (5%), Turkey (5%). Compared to 2017, the regional structure of exports of chemical products has undergone some changes, although in principle, in most countries, the structure of export supplies has not changed. At the same time, the structural share of Ukrainian chemical exports to Russia decreased significantly (from 43 to 32% including corundum exports), while the structural share of chemical exports to India increased (from 3 to 11%) due to a significant increase in exports of urea, PVC, carbon black, lecithin. Data on the regional structure of exports of chemical products from Ukraine in 2017 and 2020 are shown in the diagrams.



Fig. 2.12 Structure of regional exports in 2017

Source: 16

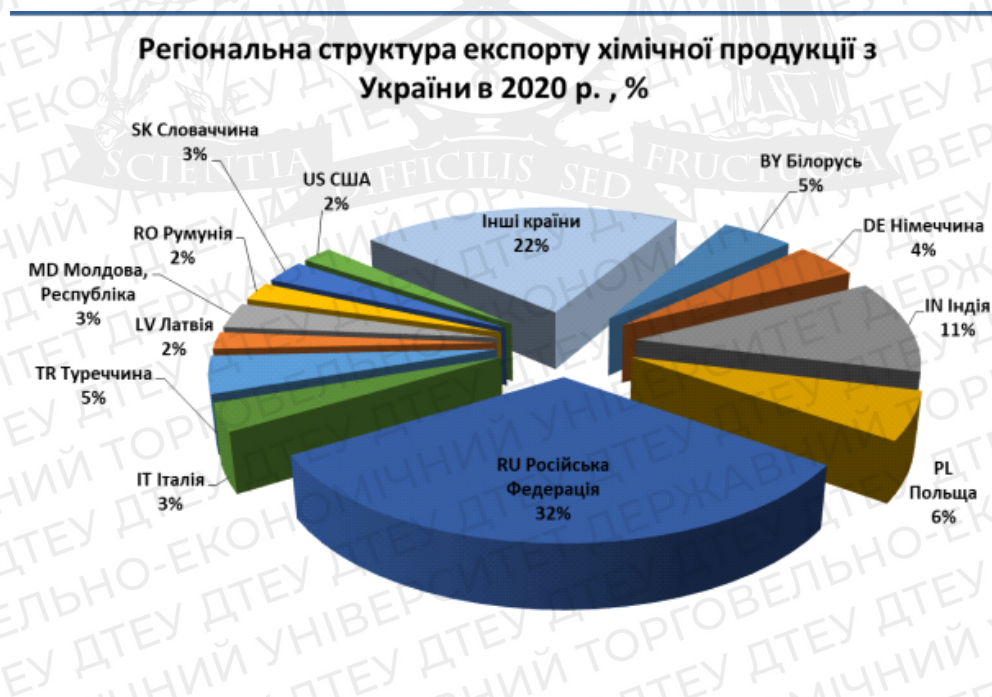


Fig. 2.13 Structure of regional exports in 2020

Source: 16

In 2020, exports of chemical products from Ukraine to Russia (including exports of corundum) decreased significantly compared to the previous year - by almost 15% (from 822 to 703 million US dollars). However, the lion's share of chemical exports from Ukraine is corundum, its share in merchandise exports of chemical products (UKT FEA code 2818000) is about 65% (data for 2020). Without corundum, exports of chemical products from Ukraine to Russia in the last two years were quite stable and amounted to 292-297 million dollars. USA. At the same time, imports of chemical products from Russia decreased during this period by more than 40% (almost entirely due to mineral fertilizers).



Fig. 2.14 Dynamics of Ukraine's trade with Russia

Source: 16

Over the past 7 years, imports of chemical products from Russia to Ukraine have decreased in value almost 3.7 times. At the same time, Russia remains a very influential partner in the chemical segment, despite the embargo on imports of mineral fertilizers from Russia to Ukraine, as Ukraine imports significant amounts of strategic chemicals such as synthetic ammonia, methanol, ethers, polypropylene, polystyrene, synthetic rubber, tires, etc. Among the main chemical products of Ukrainian exports - benzene, glycerin, polyvinyl chloride, plastic and rubber products, in total these products in 2020

accounted for about 65% of exports. Data on the dynamics of foreign trade of Ukraine and Russia in chemical products in 2013-2020.

The market for chemical products is quite wide. Starting from the mining and chemical industry ending with the microbiological industry. As in every industry, there are whales that occupy a leading position. These are the USA, China, Japan, Great Britain, Germany, France, Canada and Russia. Major countries occupying most, about 60% of all industries. But Ukraine also has a place there, although not as significant. Ukraine is mainly engaged in mineral fertilizers, products from plastic and its waste, as well as the production of sulfuric acid. The consumer has enough for Ukrainian products, the main buyers of Ukrainian products were Russia, India, Belarus, Poland and other countries. But trade relations were best developed with Russia, but due to large-scale military aggression from Russia, relations between Ukraine and Russia in the near future is impossible. In this regard, it is necessary to search for new markets for Ukraine and Ukrainian companies.

SCIENTIA DIFFICILIS SED FRUCTUOSA

CHAPTER 3. IMPLEMENTATION OF THE MANAGEMENT DECISION ON EXPORTS OF CHEMICAL INDUSTRY PRODUCTS PE "THERMOPOPLAST"

3.1. Organizational support for the export of PE "Thermoplast" to Georgia. Assessment of the Georgian market as a potential market for the chemical industry

Georgia is a developing country and has a lower than average income. Has access to the Black Sea. Gradual aging of the population and reduction of its number. The country is important for entering the markets of neighboring countries of the Caucasus region.

Economic activity is focused on the cultivation of agricultural products, mining and beverage production, as well as metals, machinery and chemicals. The main trading partners are Russia, Turkey, Azerbaijan and China.

Top exports

- Ferrous metals
- Fertilizers
- Ores, slag and ash
- Alcoholic and soft drinks and vinegar
- Edible fruits and nuts; citrus peels or melons

In other words, the main export products show that Georgia specializes in the extraction of metals, ores, as well as agricultural products and the alcohol industry.

Top imports

- Nuclear reactors, boilers, machinery, equipment and mechanical devices; their parts
- Pharmaceutical products
- Plastics, polymeric materials and articles thereof
- Electrical machinery and equipment
- Mineral fuels

Given my topic related to the chemical industry, namely plastic products, we can understand that Georgia will be a good option for the sale of plastic products, because the products of this part of the chemical industry are actively imported to Georgia from other countries

Therefore, looking at the data we have, we can conclude that Georgia is an ideal option for PE "Thermoplast" to enter a new market for themselves, as well as to create competition in the Georgian market and strengthen its position through favorable terms of cooperation with Georgian partners and quality product lines.

Private enterprise "TERMOPLAST" is a Ukrainian manufacturer that manufactures and sells its finished products exclusively in Ukraine. But at the same time it is an importer of secondary polymers from the European Union (EU). Such goods are not subject to quotas and licensing.

According to the legislation of Ukraine, settlements between residents and non-residents within the trade turnover are conducted in foreign currency and through authorized banks. Therefore, the company "TERMOPLAST" to carry out such activities must open a current account in foreign currency.

In order to start carrying out import operations, PE "TERMOPLAST" was registered with the customs control authorities, ie passed the so-called accreditation procedure with the assignment of a unique identification number. Accreditation at customs is carried out according to the rules of the Procedure for registration of persons carrying out transactions with goods, approved by the Order of the Ministry of Finance of Ukraine № 522 of 15.06.2015.

In order to carry out purchase and sale transactions with foreign counterparties, a foreign economic agreement (contract) was concluded, on the basis of which legal relations between the parties are established.

Terms of supply of goods in foreign trade agreements are determined in accordance with Incoterms - a set of international rules for the interpretation of the most common terms in the field of international trade, developed by the International Chamber of Commerce. The Incoterms 2020 rules are currently in force

In the agreement of TERMOPLAST with a non-resident, the terms of delivery are FCA - the place of shipment of goods belongs to the seller in the EU. Delivery of the goods occurs at the moment when the seller transfers the goods to the carrier, transfer of risks - from the moment of delivery, type of transport - ground (trucks).

Incoterms establishes rules that regulate all issues related to the delivery of goods from seller to buyer, including: transportation, customs clearance, determination of the person responsible for payment for delivery and insurance of risks on the way of transportation, etc.

All goods that the company imports into Ukraine undergo customs clearance. The documents submitted to the customs authority during the movement of goods across the customs border include:

- customs declaration filled in according to the rules of current legislation;
- invoice or other document that determines the value of the product;
- foreign trade agreement;
- documents for the vehicle, in particular those containing information about its state registration;
- transport documents (international consignment notes);

It is also necessary to pay customs duties, which in accordance with the laws of Ukraine are levied on the company's goods during the import of goods:

- import duty;
- VAT.

Termoplast has experience in export-import operations, so there should be no problems with the creation of new trade relations with other partners.

Properly executed documentation is of great importance when transporting goods across borders, as its absence or incorrect registration can lead to delays and additional costs, or even non-fulfillment of the order.

The following is an approximate list of documents that may be required for the customs clearance procedure (it will depend on the chosen method of transportation):

- foreign trade agreement (including annexes);

- specification of goods for delivery;
- price coordination protocol (if available);
- invoice (indicating the country of origin of the goods, terms of delivery, contract numbers, etc.);
- depending on the type of cargo transportation - CMR consignments, rail
- packing list;
- documents confirming compliance with non-tariff regulation measures;
- documents confirming the country of origin of the goods (if the goods are of Ukrainian origin);
- carrier data (address, contact details, USREOU code);
- driver's data (for cars - a copy of the driver's passport and technical passport of the car, trailer);
- certificate of carriage of goods and customs security (if available);
- certificate of transport costs to the border of Ukraine from the carrier (if necessary);
- quality certificates, passports, technical descriptions, product drawings (if necessary), etc. ;
- documents confirming the authority of the person submitting the customs declaration.

As you know, foam is widely used in construction for insulation of facades or walls, as well as for the construction of interior partitions and decor. Therefore, polyfoam will be used by developers as a more profitable and high-quality material than glass wool or any other. Knowing that plastic and polymer products in Georgia are mostly (approximately 90 percent) imported, it can be concluded that the Georgian market is an ideal option for the development of the company and its international relations.

In addition, according to statistics, the population of Georgia is in a very difficult situation. After all, every year the population is inexorably declining. This is due to the fact that the young age group is decreasing and the share of the population of retirement age (above 65) is growing. These processes were especially evident after the collapse of the Soviet Union, and most of all among ethnic Georgians.

The age structure of the population of Georgia is as follows:

- children under 14 years of age - 17.73% (460,376 men, 414,028 women);
- young people aged 15-24 - 13.35% (344,179 men, 314,321 women);
- adults aged 25-54 - 40.93% (978,151 men, 1,040,364 women);
- elderly people (55-64 years) - 12.45% (275,586 men, 338,524 women);
- elderly people (65 years and older) - 15.53% (299,876 men, 465,821 women)

Accordingly, it would be better for the Georgian government to motivate young people to remain affordable housing in the country. And the purchase and use of foam in construction will save on materials and improve the quality of their buildings due to the advantages of foam over other expensive materials. Moreover, Georgia is a resort country that allows to receive many tourists every year. In winter - the Caucasus Mountains, in summer - the sunny Black Sea and in both cases, goes up hotels, hostels and so on.

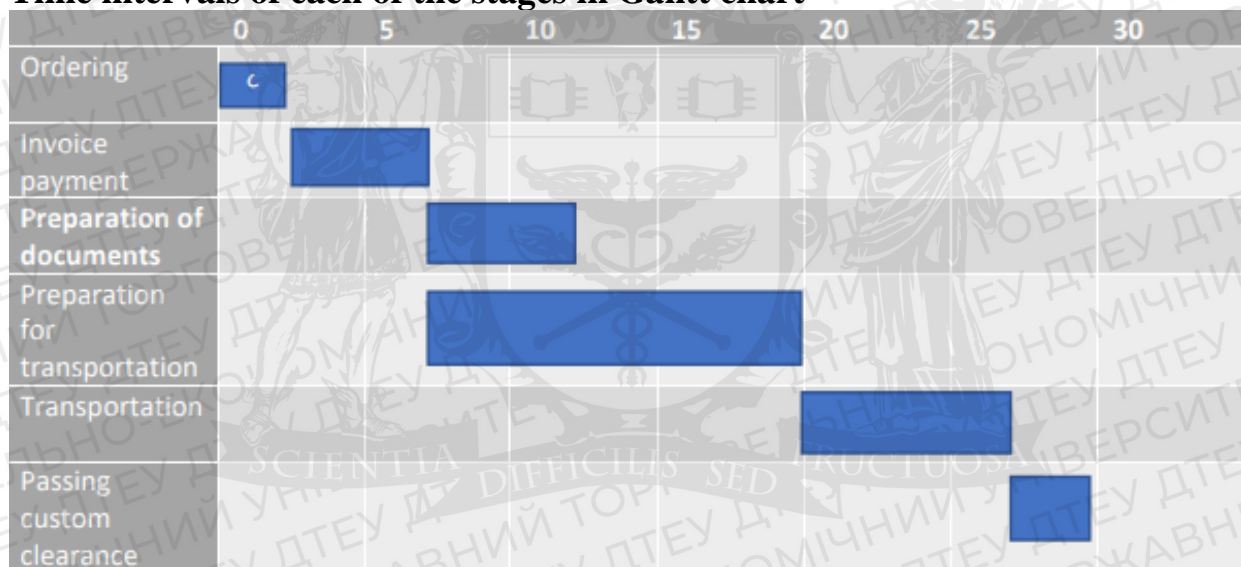
That is, based on the information about the company that was provided above, the company Thermoplast is ready to reach a new level, to new markets, but for them the export of goods will be new, as previously they were only engaged in the purchase of raw materials for production from the EU countries . But thanks to this experience and the company's desire to develop, entering international markets will not be long in coming.

The procedure of exporting styrofoam:

- Completion of an order (make a decision about types of styrofoam and payment of an invoice)
- Collection documents on goods, collection of an order and transportation planning
- Transportation
- Passage of custom clearance and unloading at the company warehouse

The time intervals of each of the stages can be observed in Gantt chart

Time intervals of each of the stages in Gantt chart



In this diagram, we can see the sequence and timing of each of the stages. The procedure for making an order is individual and is described in a special paragraph of the contract, basically it is the creation of a specification for the goods. After the specification is created, it is sent to the supplier, who generates an invoice with the total order amount, after further clarification of the SKU and their quantity, the supplier sends the final proforma invoice. The whole process takes up to 2-3 days. Payment of the invoice on average takes up to 7 days. After the invoice has passed, the exporter begins to collect the order in parallel, collecting the relevant documentation for each item in the order. For example, a product license, a quality mark according to

international standards or e standards that a potential buyer requests, shipping documentation, and so on. Basically, the assembly of the document takes about 7 days, and the assembly of goods and provision for delivery, depending on the size of the order, on average from 7 to 14 days. Then, after assembling all the necessary documentation and loading the truck with the appropriate goods, the process of cargo transportation begins. The process of transportation to the border of the importing country, depending on the distance and type of transport, may vary. The ideal option for transportation is truck transportation, but this option will be calculated taking into account the geo-political situation in the world and around Ukraine. If we omit everything that is happening at the moment, then delivery to Georgia from Ukraine will take about 7 days, taking into account border crossings, driver rest time and other factors that affect delivery time. As a result, the entire procedure for exporting styrofoam from Ukraine to Georgia, in the absence of any difficulties, takes about a month.

3.2. Projected assessment of the effectiveness of export deliveries to Georgia

As for the contract itself, the subject of the contract indicates the goods that will be supplied, it is also important to clarify the product group: products of the chemical industry. Payments can be made in any convenient currency, but given the trends in world trade, US dollars will be the key currencies, but for convenience, I will carry out calculations in hryvnia.

Due to the fact that the foam does not have an expiration date, but requires the appropriate license documents and the quality of the goods, the subtlety of sending is that you need to collect the entire package of documents for each unit of goods, since the type of foam differs in its performance

There are subtleties with delivery times. In most cases, contracts with manufacturers of chemical industry products are concluded on the terms of the EXW. This is due, firstly, to the simplicity of calculating the contractual cost of a consignment of goods. Secondly, most manufacturers do not have their own logistics department and / or there is no opportunity to engage in the transport of goods, in addition to the

main field of activity. And thirdly, most likely, buyers do not trust companies from Ukraine for a combination of reasons. In this regard, they want to complete the operation as quickly as possible and thereby avoid possible risks. And given the conditions in which Ukraine found itself after February 24, 2022, the ability to agree on any terms other than ex-factory or free carrier seems to be an unreasonably difficult task.

In this regard, I want to consider several options for developing exports. Before February 24, 2022 and after February 24, 2022. The situation that has developed around Ukraine greatly affects the trade routes from Ukraine to Georgia. Having let go of the current situation, I am ready to say with confidence that the best way to deliver goods from Ukraine to Georgia is freight transportation using trucks. The estimated cost for the delivery of cargo from Kyiv to Tbilisi ranges from 60 to 70 thousand hryvnia. This cost includes fuel costs, wages to the driver and others.

On average, the cost of transportation is calculated from the cost per kilometer. Considering the cost of gasoline, car maintenance and the driver's salary, the average price for 1 kilometer is 38 UAH.

Considering that the distance from Kyiv to Tbilisi is 1842 kilometers, we can conclude that the entire cost of transportation will be 69,900 UAH.

Is it profitable for an importer to buy polystyrene in Ukraine, and not in their own market? Let's count. Similar foam with the same fire resistance characteristics, density in Georgia has a price of about 4000 UAH per 1 cubic meter, which is 136 US dollars (at the current exchange rate). At the same time, in Ukraine its cost is 2650 UAH per cubic meter, which is comparable to 90 US dollars. That is, the price difference is equal to 46 US dollars per cubic meter.

The usual average order for this product is a twenty-ton truck with a trailer volume of 82 cubic meters. Therefore, the volume of the order is equal to the volume of the truck. Let's calculate how much the buyer will spend on buying polystyrene foam at home:

$$4000 \text{ UAH} \times 82 \text{ cubic meters} = 328\,000 \text{ UAH}$$

And now calculate how much the buyer will spend on products from the Termoplast company, along with logistics:

Product price multiplied by order quantity plus logistics costs:

$$2650 \text{ UAH} \times 82 \text{ cubic meters} + 69900 \text{ UAH} = 287\,290 \text{ UAH}$$

That is, we will conclude that it is even more profitable for the buyer, since together with the costs of logistics it turns out cheaper, and the quality of the goods may even be better.

And now let's calculate how much Thermoplast will earn from this deal. Calculate the cost of the product in the order. We take the cost of the goods, subtract 20 percent of the tax and production costs.

$$2650 \text{ UAH} / 1.2 \times 0.7 = 1545 \text{ UAH}$$

This is the cost of 1 meter of cubic foam in production. Therefore, the Thermoplast company makes a profit from 1 cubic meter in the amount of $2650 \text{ UAH} - 1545 \text{ UAH} = 1105 \text{ UAH}$. Next, we calculate how much they earn on the volume of the order. We will take their profit from 1 cubic meter and multiply by the volume of the order:

$$\text{UAH } 1,105 \times 82 \text{ cubic meters} = \text{UAH } 90,610 \text{ before taxes.}$$

Subtract VAT from the amount of their profit and get:

$$\text{UAH } 90610 - 20\% = \text{UAH } 90610 - \text{UAH } 18122 = \text{UAH } 72488 \text{ net profit from this transaction.}$$

That is, we saw that this deal is beneficial for both parties. For a buyer from Georgia, this is a significant savings in their money, plus the highest quality foam that meets all international standards. And for the Thermoplast company, this is an entry into a new market with a good payback.

An approximate calculation of the profit that Thermoplast will receive within two years. During each of the quarters, the amount is growing rapidly and receiving a seemingly small amount for production, but in the end, after two years of cooperation, a pretty decent amount comes out, which is undoubtedly a good addition to the company's annual profit.

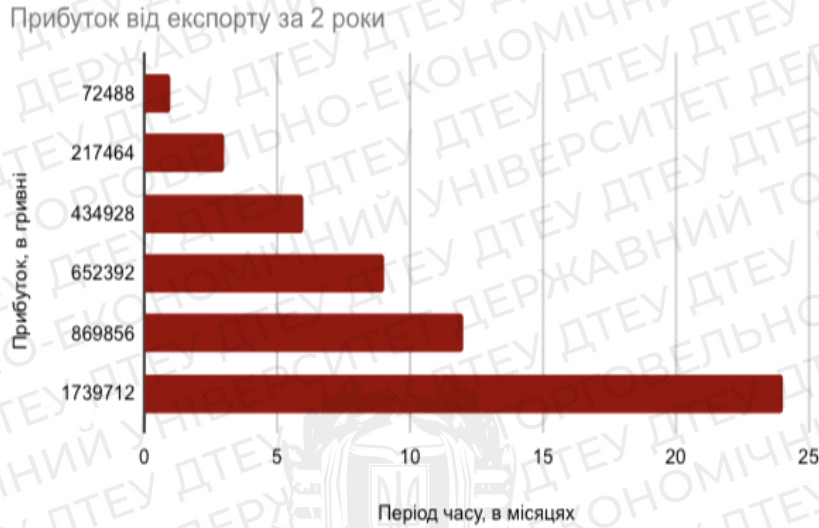


Fig. 3.1 The minimum export profit for 2 years is possible

Source: developed by the author

As a result, the figures in the earnings of the company Thermoplast look something like this. There is a jumping chart with downward movement. This speaks to the "stability" of the company, due to demand in the domestic market, because the styrofoam market is not 100 percent stable. After all, not every day someone may need styrofoam.

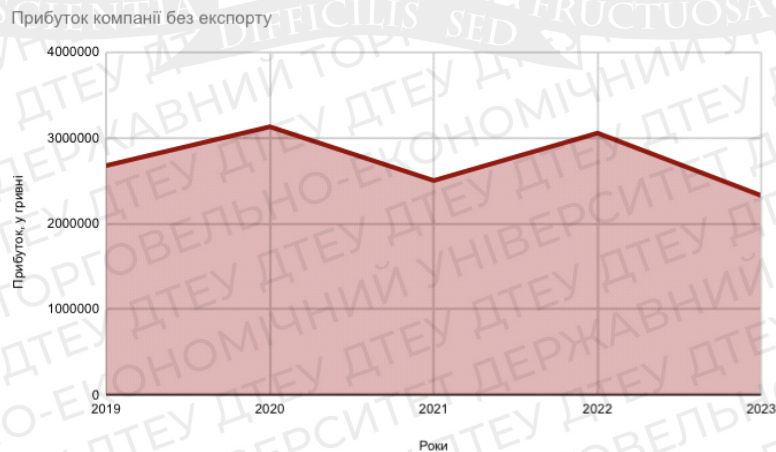


Fig. 3.2 Company's income before the introduction of exports

Source: developed by the author



Fig. 3.3 Company's income after the introduction of exports

Source: developed by the author

But including the company's financial activity and export activities, the figures are already changing, although the graph pattern remains the same. This confirms the fact that the foam market is not stable and depends on consumer demand. But thanks to expansions to new countries, Thermoplast can change the picture of the charts in the future, earning a name and reputation as a good business partner, reaching new horizons, entering the markets of countries with a large demand for their products.

Situation for today

But this option works with the expectation that the situation around Ukraine is calm and nothing prevents stable movement by land, sea and air. But now Ukraine has accepted the challenge and is in a rather difficult situation that affects all spheres of life, from people's needs to exports and imports. And at this stage of the temporary space, I can only find one way out for exporting and maintaining the economy of a warring country. It is much more resource intensive than conventional trading methods. This is a way to export products for sale through the European Union, that is, open borders. The model can be as follows: the company Thermoplast sells its products at a price below the market in order to recoup at least the cost of goods and put money into circulation with the help of income taxes. After that, conclude an agreement with the buyer on the conditions that the seller undertakes to take the goods to the nearest point

to the buyer, for the situation of Ukraine and Georgia, this is the border with Romania, after which the buyer transfers the goods and the buyer himself is directly involved in transporting his order to the points he needs. Why exactly Romania? Romania is the nearest country that is currently located between Georgia and Ukraine, after which the buyer can choose which way to deliver the goods to Georgia, it is by air, by sea or by a zigzag of luck through the roads of three countries, Romania, Bulgaria, Turkey.

Small calculations

Considering the current situation, all Ukrainian companies registered to an individual did not refuse to sell goods even at cost (if the restoration of full-fledged work is currently impossible) in order to recoup the losses that a long downtime in the economy can cause.

For Thermoplast, there is one way out of this situation in terms of export to Georgia. This is the delivery of goods to the border with Romania, and then the customer transports the goods himself or through intermediaries.

There are three options for how to deliver the goods to Georgia:

- **Air transportation**

It's a pretty simple delivery method. I loaded it at the Romanian airport, received it at the Georgian airport and then dispose of it as you please. Another plus is the speed of delivery. The flight from Romania to Georgia will take about 2 hours, flying about 1500 kilometers, namely from the Romanian city of Suceava to the capital of Georgia, Tbilisi. But the question is whether this option is profitable. According to the norms of air transportation, the delivery of cargo by air is estimated in dollars per 100 kilograms of the weight of the goods. 1 cubic meter of foam plastic weighs an average of about 40 kg, depending on the density and type. Considering the standard for the purchase of foam plastic of 82 cubic meters, as the volume of a euro truck, the weight of the cargo will be:

$82 \text{ meter cubic} \times 40 \text{ kg} = 3280 \text{ kg}$ - the weight of the whole styrofoam.

Considering that the air transportation standard is divided by 100 kg, the weight of the cargo will be:

$3280 \text{ kg} / 100 \text{ kg} = 32.8 \text{ centner}$

From this comes the cost of this type of transportation:

When flying from Suceava to Tbilisi, the cost of transporting 100 kg will be 200 USD. Consequently,

$32.8 \text{ kg} \times 200 \text{ USD} = 6560 \text{ USD}$ or according to the official rate of the National Bank of Ukraine 191880UAH

The cost of goods will be: 1545UAH

The sum of the order will be: 1545UAH x 82 meter cubic = 126690UAH

And in total order will cost 126690UAH + 191880UAH = **318570UAH**

This option is not very beneficial for the customer.

- **By sea**

This option is very suitable if you are not in a hurry to pick up your order. Delivery will be carried out from the Romanian port town of Constanta to the Georgian resort of Sukhumi. The distance between them is about 1200 kilometers, and the average speed of a container ship is 25.5 knots, which in kilometers per hour is 47. Therefore, the cargo will arrive from Constanta to Sukhumi for: $1200 \text{ km} / 47 \text{ km/h} = 25.5 \text{ hours}$ That is, the ship will sail for more than a day from the moment it was sent on a voyage.

In order to transport a standard order of 82 cubic meters, a 45 foot container is taken. The cost of transporting this container is about 1500 - 1800 dollars which corresponds 50000UAH (according to the official rate of the National Bank of Ukraine)

It is also worth considering the transportation of goods through the territory of Romania, not to mention Ukraine. The distance from the border town of Seret to Constanta is 573 kilometers. 1 kilometer of distance is estimated at 38 hryvnias: $573 \text{ km} \times 38 \text{ UAH} = 21774\text{UAH}$

From Kyiv to Seret is the same distance as from Seret to Constanta, so the cost of delivery includes transportation within Ukraine: 21508UAH

In total, delivery from Romania to Georgia, including logistics in Ukraine, will be: $50000\text{UAH} + 21774\text{UAH} + 21508\text{UAH} = 93282\text{UAH}$

And the sum of goods at cost is 1545UAH. The volume of the order is standard 82 cubic meters, from which the cost of the product itself will be:

$$1545\text{UAH} \times 82 \text{ cubic meters} = 126690\text{UAH}$$

But in total, the order together with delivery will cost

$$126690\text{UAH} + 93282\text{UAH} = \mathbf{219972\text{UAH}}$$

This option is not bad for the customer, but with the condition of several points: you do not affect the speed and date of delivery, from the moment of departure for the flight, you will have to wait a little more than a day for the container ship.

- **By truck**

Another option worth considering, but be skeptical. Kilometer of way with all costs is 38UAH. Only from Kyiv to Istanbul the distance is 1522 kilometers. And the total distance from Kyiv to Tbilisi in a zigzag of luck through Romania, Bulgaria and Turkey is 3158 kilometers. Therefore, delivery will cost the customer:

$$3158\text{km} \times 38\text{UAH} = 120004\text{UAH}$$

Plus the item at cost price 126690UAH, the total amount of the order will be equal to **246694UAH**.

As a result, there are three ways out of this problem. If there is no time to wait, then about 320000UAH and the goods will be with you a few hours after departure from the airport. If there is a desire to save money and it is not very important when the goods arrive, then about 220000UAH and the goods will be delivered to the port a day after departure for the voyage. If classical methods inspire more confidence, then 250UAH and 3000 kilometers of an unforgettable journey await the driver ahead.

After analyzing the market of a potential partner, an appropriate business plan was created for exporting to this country. The procedure for export registration begins with an order, assembly of the relevant documents and payment for the goods, after which the moment of loading and delivery of the goods to the customer comes. Several options have been developed for exporting from Ukraine to Georgia, but due to the situation around Ukraine, there can be no direct delivery from Ukraine to Georgia right now, because there is no direct transport connection, both by air and by sea with roads.

Therefore, several schemes have been developed that can be used by the supplier and the customer to conduct trade transactions between them.

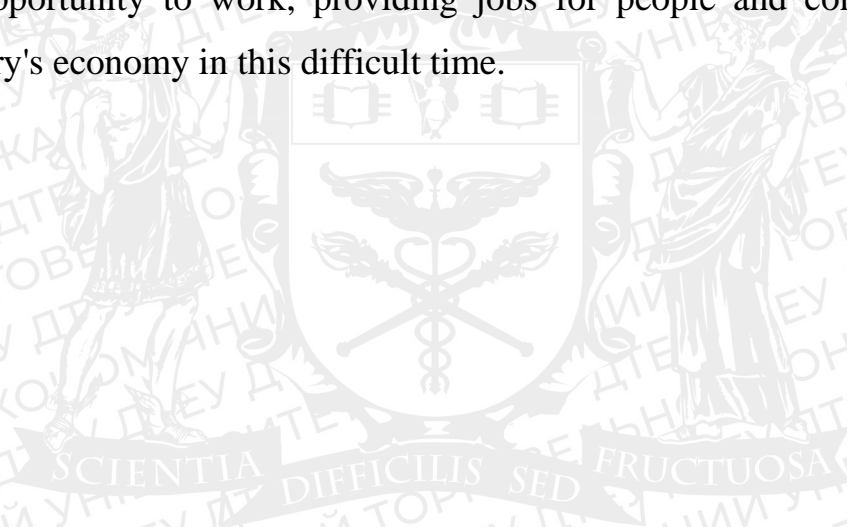


Conclusions

Based on our research, we can state the following:

1. The financial condition of PE “Thermoplast” is good, the company has good financial stability indicators.
2. The Thermoplast company occupies one of the leading positions in the Ukrainian market of chemical industry products, having its own production, which has been put into operation since 2001.
3. Thermoplast has a large turnover of money within the company, which makes it possible to reach new levels of economic relations
4. The chemical industry of Ukraine is more focused on industrial consumers, the agricultural sector, exports. Ukrainian chemical products are in the greatest demand from farmers and processors of agricultural products, who purchase fertilizers, plant protection products, as well as packaging and polymers. In addition, Ukrainian chemical products are used as semi-finished products in metallurgy, light and textile industries, pharmaceuticals. To a lesser extent, Ukrainian chemistry is in demand by ordinary consumers, because the degree of processing of domestic chemical products is not yet deep enough.
5. The chemical industry is one of the main branches of the modern world economy, it transforms raw materials (oil, natural gas, air, water, metals and minerals) into more than 70,000 different products. The gross output of the chemical industry in the world is about \$2 trillion. dollars.
6. The export of chemical industry products, in particular plastic products, is not a highly developed area in Ukraine, so many difficulties may arise. In particular, an unexplored market, certain rules and regulations, distrust of manufacturers from Ukraine, and so on.
7. The organization of exports is a complex, but quite profitable thing, not only in terms of income, but also an increase in the level of confidence in the Ukrainian manufacturer, which can later revive and strengthen Ukraine's position in the international market

8. Of the problems faced by the entire Ukrainian economy, this is a full-scale invasion of the Russian army into the territory of Ukraine, thereby paralyzing almost the entire economy of Ukraine. But thanks to the actions of the ZSU, the offensive was stopped and some positive results were achieved at the front, which contributed to the partial launch of the Ukrainian economy. The benefit of the production of the chemical industry of Ukraine is located throughout the country, which made it possible to partially restore the work of enterprises and launch a certain sector of the economy. The Thermoplast company is located in Kyiv and is currently launched, which gives the company the opportunity to work, providing jobs for people and contributing to the country's economy in this difficult time.



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Appendixes

Balance sheet 2020

Додаток І
до Національного положення (стандарту)
бухгалтерського обліку 25 "Спрошлена фінансова
звітність"
(пункт 3 розділу І)

ДОКУМЕНТ ПРИЙНЯТО

Фінансова звітність малого підприємства

Підприємство

Принатне підприємство "Тернопілет"

Територія Деснянський р-н м. Київ

Організаційно-правові форми господарювання Приватне підприємство

Вид економічної діяльності Виробництво інших виробів із пластмаси

Середня кількість працівників, осіб 28

Одиниця виміру: тис. грн. з одним десятковим знаком

Адреса, телефон ВУЛИЦЯ ЧЕРВОНОТАЦЬКА, БУДИНОК 42, ОФІС 311, ДЕСНЯНСЬКИЙ Р-Н, М. КИЇВ, 02660

Дата (рік, місяць, число)

за СДРПОУ

за КОАГУУ

за КОПФІ

за КВЕД

Код		
2021	01	01
31519581		
803640000		
120		
22.29		

1. Баланс на 31 грудня 2020 р.

Форма № 1-м Код за ДКУЛ 1801006

Актив	Код радян	На початок звітнього року	На кінець звітнього періоду
1	2	3	4
I. Необоротні активи			
Нематеріальні активи	1000	-	188,7
періодна вартість	1001	-	244,8
накопичена амортизація	1002	(-)	(56,1)
Незавершені капітальні інвестиції	1005	285,6	18,1
Основні засоби :	1010	391,8	1 004,2
періодна вартість	1011	687,6	1 465,6
знос	1012	(295,8)	(461,4)
Довгострокові біологічні активи	1020	-	-
Довгострокові фінансові інвестиції	1030	-	-
Інші необоротні активи	1090	-	-
Усього за розділом I	1095	677,4	1 211,0
II. Оборотні активи			
Запаси :	1100	16 421,6	25 939,8
у тому числі готова продукція	1103	7 956,7	22 123,6
Поточні біологічні активи	1110	-	-
Дебіторська заборгованість за продукцію, товари, роботи, послуги	1125	3 734,9	5 863,6
Дебіторська заборгованість за розрахунками з бюджетом	1135	1,5	0,9
у тому числі з податку на прибуток	1136	0,9	0,1
Інша поточна дебіторська заборгованість	1155	4 029,4	1 802,7
Поточні фінансові інвестиції	1160	-	-
Гроші та їх еквіваленти	1165	-	-
Витрати майбутніх періодів	1170	12,1	15,0
Інші оборотні активи	1190	872,9	1 793,2
Усього за розділом II	1195	25 072,4	35 415,2
III. Необоротні активи, утримувані для продажу, та групи вибутті	1200	-	-
Баланс	1300	25 749,8	36 626,2

Пасив	Код рядка	На початок звітного року	На кінець звітного періоду
1	2	3	4
I. Власний капітал			
Зареєстрований (паісовий) капітал	1400	-	-
Додатковий капітал	1410	-	-
Резервний капітал	1415	-	-
Нерозподілений прибуток (непокритий збиток)	1420	9 264,7	12 229,2
Неоплачений капітал	1425	(-)	(-)
Усього за розділом I	1495	9 264,7	12 229,2
II. Довгострокові зобов'язання, цільове фінансування та забезпечення			
III. Поточні зобов'язання			
Короткострокові кредити банків	1600	2 179,7	1 122,7
Поточна кредиторська заборгованість за:			
довгостроковими зобов'язаннями	1610	-	1,6
товари, роботи, послуги	1615	7 335,9	10 080,1
розрахунками з бюджетом	1620	67,8	148,0
у тому числі з податку на прибуток	1621	-	50,0
розрахунками зі страхування	1625	-	-
розрахунками з оплати праці	1630	-	-
Доходи майбутніх періодів	1665	-	-
Інші поточні зобов'язання	1690	5 833,2	10 720,4
Усього за розділом III	1695	15 418,6	22 072,8
IV. Зобов'язання, пов'язані з необоротними активами, утримуваними для продажу, та групами вибуття	1700	-	-
Баланс	1900	25 749,8	36 626,2

2. Звіт про фінансові результати
за Рік 2020 р.

Стаття	Код рядка	Форма № 2-м Код за ДКУД 1801007	
		За звітний період	За аналогічний період попереднього року
1	2	3	4
Чистий дохід від реалізації продукції (товарів, робіт, послуг)	2000	116 871,3	71 060,4
Інші операційні доходи	2120	-	-
Інші доходи	2240	-	2,0
Разом доходи (2000 + 2120 + 2240)	2280	116 871,3	71 062,4
Собівартість реалізованої продукції (товарів, робіт, послуг)	2050	(108 600,6)	(64 208,6)
Інші операційні витрати	2180	(3 845,3)	(3 241,8)
Інші витрати	2270	(605,1)	(547,0)
Разом витрати (2050 + 2180 + 2270)	2285	(113 051,0)	(67 997,4)
Фінансовий результат до оподаткування (2280 – 2285)	2290	3 820,3	3 065,0
Податок на прибуток	2300	(689,3)	(387,2)
Чистий прибуток (збиток) (2290 – 2300)	2350	3 131,0	2 677,8



(підпис)

(підпис)

ЕП Хміль Руслан
Сергійович

ЕП Корочіна

Вікторія

Анатолієвна

Хміль Руслан Сергійович

(ініціали, прізвище)

Корочіна Вікторія Анатолієвна

(ініціали, прізвище)

Balance sheet 2021

Додаток 1
до Національного положення (стандарту)
бухгалтерського обліку 25 "Спрощена фінансова
звітність"
(пункт 4 розділу I)

ДОКУМЕНТ ПРИЙНЯТО

Фінансова звітність малого підприємства

Підприємство	Дата (рік, місяць, число)	Код
Прийняте підприємство "Термопласт"	за СДРНОУ	2022 01 01
Територія Деснянський р-н м. Київ	за КАТОТТГ	31519581
Організаційно-правова форма господарювання	Прийняте підприємство	408020000000036-04
Вид економічної діяльності	за КОПФГ	120
Середня кількість працівників, осіб 30	за КВЕД	22.29
Одиниця виміру: тис. грн. з одним десятковим знаком		
Адреса, телефон	ВУЛИЦЯ ЧЕРВОНОТКАЦЬКА, БУДИНОК 42, ОФІС 311, ДЕСНЯНСЬКИЙ Р-Н, М. КИЇВ, 02660	5018958

1. Баланс на 31 грудня 2021 р.

Актив	Код рядка	На початок звітного року	На кінець звітного періоду
1	2	3	4
I. Необоротні активи			
Нематеріальні активи	1000	188,7	166,6
Первісна вартість	1001	244,8	263,4
Накопичена амортизація	1002	(56,1)	(98,8)
Незавершені капітальні інвестиції	1005	18,1	20,7
Основні засоби :	1010	1 004,2	841,0
первісна вартість	1011	1 465,6	1 572,6
знос	1012	(461,4)	(731,6)
Довгострокові біологічні активи	1020	-	-
Довгострокові фінансові інвестиції	1030	-	-
Інші необоротні активи	1090	-	-
Усього за розділом I	1095	1 211,0	1 028,3
II. Оборотні активи			
Запаси :	1100	25 939,8	26 310,3
у тому числі готова продукція	1103	22 123,6	11 351,9
Поточні біологічні активи	1110	-	-
Дебіторська заборгованість за продукцію, товари, роботи, послуги	1125	5 863,6	13 453,8
Дебіторська заборгованість за розрахунками з бюджетом	1135	0,9	10,6
у тому числі з податку на прибуток	1136	0,1	0,1
Інша поточна дебіторська заборгованість	1155	1 802,7	2 711,5
Поточні фінансові інвестиції	1160	-	-
Гроші та їх еквіваленти	1165	-	59,4
Витрати майбутніх періодів	1170	15,0	4,9
Інші оборотні активи	1190	1 793,2	1 579,8
Усього за розділом II	1195	35 415,2	44 130,3
III. Необоротні активи, утримувані для продажу, та групи вибуття	1200	-	-
Баланс	1300	36 626,2	45 158,6

Пасив	Код рядка	На початок звітного року	На кінець звітного періоду
1	2	3	4
I. Власний капітал			
Зареєстрований (пайовий) капітал	1400	-	1 000.0
Додатковий капітал	1410	-	-
Резервний капітал	1415	-	-
Нерозподілений прибуток (непокритий збиток)	1420	12 229.2	13 165.6
Неоплачений капітал	1425	(-)	(-)
Усього за розділом I	1495	12 229.2	14 165.6
II. Довгострокові зобов'язання, цільове фінансування та забезпечення			
III. Поточні зобов'язання			
Короткострокові кредити банків	1600	1 122.7	6 601.3
Поточна кредиторська заборгованість за:			
довгостроковими зобов'язаннями	1610	1.6	-
товари, роботи, послуги	1615	10 080.1	11 651.1
розрахунками з бюджетом	1620	148.0	336.7
у тому числі з податку на прибуток	1621	50.0	53.5
розрахунками зі страхування	1625	-	-
розрахунками з оплати праці	1630	-	-9.4
Доходи майбутніх періодів	1665	-	-
Інші поточні зобов'язання	1690	10 720.4	9 154.6
Усього за розділом III	1695	22 072.8	27 754.3
IV. Зобов'язання, пов'язані з необоротними активами, утримуваними для продажу, та групами вибуття	1700	-	-
Баланс	1900	36 626.2	45 158.6

2. Звіт про фінансові результати
за Рік 2021 р.

Стаття	Код рядка	Форма № 2-м Код за ДКУД 1801007	
		За звітний період	За аналогічний період попереднього року
1	2	3	4
Чистий дохід від реалізації продукції (товарів, робіт, послуг)	2000	167 445.1	116 871.3
Інші операційні доходи	2120	-	-
Інші доходи	2240	-	-
Разом доходи (2000 + 2120 + 2240)	2280	167 445.1	116 871.3
Собівартість реалізованої продукції (товарів, робіт, послуг)	2050	(158 095.5)	(108 600.6)
Інші операційні витрати	2180	(5 530.1)	(3 845.3)
Інші витрати	2270	(742.5)	(605.1)
Разом витрати (2050 + 2180 + 2270)	2285	(164 368.1)	(113 051.0)
Фінансовий результат до оподаткування (2280 - 2285)	2290	3 077.0	3 820.3
Податок на прибуток	2300	(573.8)	(689.3)
Чистий прибуток (збиток) (2290 - 2300)	2350	2 503.2	3 131.0



(підпис)

(підпис)

ЕП Хмель Руслан

Сергійович

ЕП Корочина

Вікторія

Анатоліана

Хмель Руслан Сергійович

(ініціали, прізвище)

Корочина Вікторія Анатоліана

(ініціали, прізвище)

1 Кошицький територіальний орган адміністрації територіальних одиниць та територій територіальних громад

Model of contract

<p style="text-align: center;">КОНТРАКТ № 12</p> <p>м. Київ «03 »жовтня 2016 р.</p> <p>Компанія (Італія), іменована надалі Продавець, в особі директора ..., який діє на підставі Статуту з одного боку, та ТОВ «...», в особі директора ..., що діє на підставі Статуту, та іменується надалі Покупець, з іншого боку (Продавець і Покупець далі разом іменуються Сторони, окремо - Сторона), уклали даний Контракт про нижченаведене:</p>	<p style="text-align: center;">CONTRACT № 12</p> <p>Kyiv October, 03th 2016</p> <p>The Company (Italy), hereinafter referred to as "the Seller", on behalf of director..., acting on the basis of the Charter on the one hand, and "... LLC represented by Director..., acting on the basis of the Charter, hereinafter referred to as the Buyer, on the other hand (The Seller and the Buyer hereinafter referred to as the Parties and separately as the Party) have concluded the Present Contract to the effect that:</p>
1. Предмет контракту.	1. Subject of the Contract
<p>1.1. В порядку та на умовах, передбачених даним Контрактом, Продавець бере на себе зобов'язання продати, а Покупець купити алкогольні напої (вина виноградні) за ціною, брендами і характеристиками відповідно до Специфікацій, які є Додатками до даного Контракту і становлять його невід'ємну частину.</p> <p>1.2. Номенклатура, кількість, вартість Товару визначаються у Специфікаціях, які є Додатками до даного Контракту і становлять його невід'ємну частину.</p>	<p>1.1 Under the Present Contract the Seller undertakes to sell and the Buyer undertakes to buy alcohol drinks (natural wines), as per the prices, brands and characteristics provided in the Specifications enclosed with the Present Contract and being its integral part.</p> <p>1.2. Nomenclature, quantity, price of the Goods are provided in the Specifications which are enclosed with the present Contract and make its integral part thereof.</p>
2. Якість та кількість Товару.	2. Quality and Quantity of the Goods
<p>2.1. Покупець відправляє Продавцю замовлення на купівлю Товару, де відображено найменування та кількість товару, сума замовлення, бажана дата відправки товару. Найменування, кількість і вартість товару, що постачається Продавцем Покупцеві, остаточно підтверджуються в доповненні - Специфікації</p>	<p>2.1. The Buyer sends to the Seller a purchase order, where description and quantity of the Goods, the total amount of the order and a desirable date of shipment are indicated. Description, quantity and cost of the Goods supplied by the Seller to the Buyer, are confirmed in the supplement - Specification enclosed with the present Contract and signed by both Parties.</p>

до дійсного Контракту, яка підписується обома Сторонами.

2.2. Якість Товару, що постачається відповідно до дійсного Контракту, повинна відповідати вимогам, що надаються до якості цих Товарів в країні їхнього виготовлення та Покупця, що обов'язково підтверджується відповідними сертифікатами якості країни походження, завіреними Торгівельно-промисловою палатою країни походження Товару.

2.3. Товар, що постачається відповідно до дійсного Контракту, повинен відповідати узгодженим зразкам та вимогам санітарно-епідеміологічних норм відповідно до законодавства, що діє на території реалізації Товару. Етикетки та контретикетки повинні бути наклеєні без складок, рівномірно по всій площі наклеювання та не мати відхилень від вертикальної осі.

2.4. Покупець має право перевірити якість Товару відповідно до діючих правил приймання товарів, за участю незалежного експерта.

2.5. На момент відвантаження Товару термін придатності повинен складати не менше 80% його загального терміну придатності. Товар з терміном придатності менше 80% від загального терміну придатності може постачатись за умови отримання на це письмової згоди Покупця.

2.2 The quality of the Goods supplied under the present Contract shall meet the requirements of the country of production and the country of the Buyer and has to be approved by the appropriate quality certificates assured by the Chamber of Industry and Commerce of the country of origin.

2.3 The Goods to be supplied according to the Present Contract shall conform to the samples-references agreed by the Parties and correspond to the requirements of the official sanitary-epidemiologica1 norms according to the current legislation within the Goods' realization territory. Labels and back labels shall be smoothly glued on the whole stamping area without wrinkles and deviations from the vertical axis.

2.4. The Buyer shall be entitled to check the quality of the Goods according to the current regulations for acceptance with the participation of the independent expert.

2.5. At the moment of shipment of the Goods their shelf life period should consist of not less than 80% of the total shelf life period. The Goods, whose shelf life period expired 80% might be only sent only upon written approval of the Buyer.

3. Ціна та загальна вартість Контракту.

3. Price and the Total Cost of the Contract

3.1. Ціни на Товар визначені в Євро.

3.1. Prices are defined in EUR.

3.2. Ціни надаються на одній із нижчевказаних умов поставки:

3.2. The prices shall be on the one of following basis:

EXW-Cambeo – Coles – Ourense (Італія) (Incoterms – 2020);

EXW-Cambeo – Coles – Ourense (Італія) (Incoterms – 2020);

Ціни включають в себе вартість упаковки та маркування Товару.

The prices including cost of standard package and marking of the Goods.

3.3. Загальна вартість Контракту складається із суми всіх інвойсів, поставлених на адресу Покупця відповідно до даного контракту.

3.3. The total cost of the Contract is the sum of all invoices delivered to the Buyer in accordance with the contract

4. Умови та строки постачання Товару.

4. Terms and Dates of Delivery and Acceptance

4.1. Покупець направляє на адресу Продавця замовлення у вигляді Специфікації за допомогою факсимільної копії. Сторони мають узгодити асортимент, ціни, кількість та інші характеристики Товару і підписати Специфікацію протягом 3-х робочих днів з моменту отримання Продавцем замовлення.

4.1. The Seller sends to The Buyer the order as Specification by e-mail or Fax-copy. Parties have to agree assortment, prices, quantity and other Good's characteristics and sign the Specification during 3 working days from receiving the order by Seller.

4.2. Відвантаження Товару здійснюється Покупцю за адресою: ...

4.2. Shipment of the Goods shall be made to Buyer to address: ...

4.3. Разом з Товаром Продавець надає Покупцеві наступні документи:

4.3. Together with the Goods he Seller shall transfer to the Buyer the following documents:

- інвойс - 4 примірника (оригінали);
- пакувальний лист - 3 примірники (оригінали);
- Специфікація - 3 примірники (оригінали).

- Invoice – 4 originals;
- Packing list – 3 originals;
- Specification – 3 originals.

Продавець надає Покупцеві не пізніше ніж через 10 (десять) днів після відвантаження наступні документи:

The Seller shall transfer to the Buyer not later than the 10 (ten) days from shipment the following documents:

- сертифікати якості/аналізу товару;
- сертифікат походження товару (оригінал);

- Certificate of Quality/Analysis;
- Certificate of Origin – original;

Всі документи складаються на англійській мові.

All the documents are to be drawn in English.

4.4. Датою відвантаження вважається дата оформлення товарно-транспортних документів на Товар. Усі товарно-транспортні документи мають бути попередньо відправлені на адресу Покупця за допомогою електронної пошти і узгоджені Покупцем.

4.4. The date of shipment shall be considered the date of issuing transportation (shipment) documents. All transportation documents have been sent to Buyer by e-mail advance and agreed by Buyer.

4.5. Товар приймається Покупцем:

- за кількістю - згідно з транспортними документами на Товар, інвойса та пакувального листа;
- за якістю - згідно з документами, що підтверджують якість Товару (сертифікати якості та аналізу) і видаються виробником Товару або Продавцем, і згідно фактичному стану вантажу, що прибув.

4.5. The Goods shall be accepted by the Buyer:
- by quantity: in accordance with the transportation (shipping) documents, the packing list and the invoice;
- by quality: in accordance with the documents that certify Goods quality (certificates of quality/analysis), issued by the Producer of the Goods and real state of the delivered Goods.

<p>4.6. Право власності на Товар переходить у момент повної оплати за Товар та ризик його випадкової загибелі переходить до Покупця в момент передачі Товару Покупцеві або зазначеній ним особі.</p>	<p>4.6. The right of the property for the Goods is handled over to the Buyer at the moment the Goods have been paid of in full and the risk of their accidental loss are handled over to the Buyer at the moment the Goods are shipped to the Buyer or to the person appointed by the Buyer.</p>
<p>5. Терміни постачання.</p>	<p>5. Dates of Delivery</p>
<p>5.1. Товар постачається партіями згідно додатків-Специфікацій до дійсного Контракту. Продавець зобов'язується здійснити відвантаження Товару не пізніше, ніж через 21 (двадцять один) календарний день після підписання Специфікації.</p> <p>5.2. Продавець є дистрибутором компанії, яка здійснює діяльність по виготовленню алкогольних напоїв за адресою:</p>	<p>5.1. All the Goods shall be supplied by single consignments in accordance with the supplements – Specifications. The Seller is obliged to load the ordered Goods during 45 (twenty one) calendar days from signing the Specification.</p> <p>5.2. The Seller is the distributor of company which carries out activity on producing spirits according to address:</p>
<p>6. Пакування та маркування</p>	<p>6. Packaging and Marking</p>
<p>6.1. Товар повинен поставлятися в упаковці, що відповідає характеру данного Товару. Упаковка повинна забезпечувати повну безпеку Товару від будь-яких ушкоджень при його перевезенні, беручи до уваги можливість декількох перевантажень у дорозі, а також тривалого зберігання.</p> <p>6.2. На кожен короб Продавець наносить за допомогою стикеру коротке маркування англійською мовою: найменування товару, найменування категорії продукції, штрих-код, номер лоту, дата пакування, об'єм пляшки. Відповідальність за маркування несе Продавець.</p> <p>6.3. Товар, що постачається, маркується марками акцизного податку й контр-етикетками українською мовою, які завчасно (не пізніше ніж за 15 днів до підтвердженої дати відвантаження) надає Покупець Продавцеві з відповідними документами. З моменту</p>	<p>6.1. The Goods are to be shipped in durable cardboard boxes. The packing shall wholly protect the Goods against direct damage during the transportation: by sea or ground transportation, or mixed one; taking into account some shiftings along the road as well as durable saving.</p> <p>6.2. The following short marking in English shall be marked by sticker each cardboard box: name of the Good, the category of product, bar code, lot number, packing date; volume of bottle. This marking is Seller's responsibility.</p> <p>6.3. The delivered Goods shall be marked with the excise stamps and back labels in the Ukrainian language. The excise stamps are provided by the Buyer together with the corresponding documents in advance (not later than 15 days before the approved date of the shipment). Since the moment of receiving the excise stamps and till the transfer of the Goods</p>

отримання марок акцизного податку та до моменту передачі Товару перевізникові Продавець несе повну відповідальність за належне використання й цілісність невикористаних акцизних марок.

6.4. Продавець є виробником алкогольних напоїв. Покупець надає Продавцеві акцизні марки України та контретикетки на українській мові для маркування алкогольних напоїв в процесі їх виробництва за місцем здійснення діяльності Продавця за адресою:

Контактна особа:

Тел: ...

Всі витрати, пов'язані з пересиланням акцизних марок та контретикеток Продавцеві, несе Покупець.

6.5. Продавець повинен наклеїти українські марки акцизного податку на кожен пляшку таким чином, щоб вони розривалися при відкритті (відкорковуванні) і виключалася можливість їх зняття без ушкодження.

6.6. На кожен пляшку алкогольних напоїв марки акцизного податку наклеюються П-подібним способом через горловину пляшки.

6.7. Акцизні марки за законодавством України є документами суворої звітності, і Продавець відповідає за належне використання, цілісність невикористаних акцизних марок з моменту їх одержання і є зобов'язаним повернути кожен з них Покупцеві протягом одного місяця з моменту їх одержання в одному з наступних станів:

- наклеєною на Товар, що постачається за даним Контрактом, з документальним підтвердженням поставки маркованого Товару;
- невикористані;
- ушкоджені марки повинні бути наклеєні на окремі аркуші паперу формату А3 (290 x 420 мм) таким чином, щоб було чітко видно центральну частину марки, окремі частини розірваних марок повинні бути з'єднані, а загальна частина

to the carrier, the Seller bears full responsibility for an inappropriate use and safe keeping of the unused excise stamps.

6.4. The Seller is the producer of the alcohol drinks. The Buyer provides the Seller with the Ukrainian excise stamps and back labels in the Ukrainian language for marking the alcohol drinks during the manufacturing process at the place of the Seller's activity located at the address: ...

Contact person: ...

Tel: ...

All the expenses, connected with sending the excise stamps and back labels to the Seller, shall be covered by the Buyer.

6.5 The Seller shall glue the Ukrainian excise stamps upon each bottle in the way they break at the moment of opening the bottle. Any possibility of opening without breaking the excise stamp shall be avoided.

6.6. On each bottle excise stamps are to be glued in П-shape across the bottle's neck.

6.7. According to the legislation of Ukraine, excise stamps are the documents of strict accountability and the Seller bears responsibility of proper using and secure keeping of unused excise stamps from the moment the stamps are received by the Seller; the Seller is obliged to return each of them to the Buyer within one month from the moment of getting them in one of the following states:

- glued on the Goods, shipped according to the present Contract with the documentary confirmation of the shipment of the stamped Goods;
- unused;
- damaged stamps shall be glued on separate sheets of paper of A3 format (290 – 420 mm) in such a way that the central part of stamp is shown clearly; separate parts of torn stamps should be connected, and the general surface of each returned stamp must make not less than

кожної повернутої марки повинна становити не менш 60% від початкового розміру. Продавець зобов'язується повернути такі марки на вимогу Покупця протягом 10 днів з моменту звернення Покупця.

Повернення марок здійснюється за рахунок Сторони, винної у псуванні марок і/або розірванні даного Контракту.

У випадку встановлення факту нестачі марок акцизного податку (розкрадання, знищення) Продавець зобов'язаний відшкодувати Покупцеві вартість марок і розрахункову суму акцизного податку, а також сплатити будь-які штрафи, що будуть накладені на Покупця у зв'язку з фактом нестачі, розкрадання або знищення акцизних марок державними органами України.

У випадку невезення готового маркованого товару з об'єктивних причин або неможливості повернення ушкоджених марок Продавець зобов'язаний видати Покупцеві документ Торгово-промислової палати або іншого органу (про підтвердження цього факту з обов'язковою вказівкою кількості використаних і/або ушкоджених акцизних марок).

60% of its original size. The Seller is obliged to return unused excise stamps on the request of the Buyer within 10 days from the date of the Buyer's request;

The excise stamps are returned at the expense of the Party that was guilty in the damage of the excise stamps and/or Contract rescinding.

In case the lack of the excise stamps (stealing, destroying) is found out, the Seller must compensate to the Buyer the stamps' cost and the calculation sum of the excise fee.

In case the marking the Goods was not carried out due to certain objective reasons or in case returning of the damaged stamps is impossible, the Seller shall prove this fact to the Buyer by the document issued by Chamber of Industry and Commerce or any other competent authority, with a compulsory indication of the quantity of the used and/or damaged stamps.

7.Умови платежу	7. Terms of Payment
7.1. Оплата за Товар здійснюється протягом 45 (сорока п'яти) календарних днів з моменту відвантаження товару зі складу Продавця.	7.1. The payment for the Goods is carried out within 45 (forty five) days from the date of shipment from the Seller's warehouse.
8. Відповідальність та претензії сторін	8. Responsibility of the Parties and Claims
8.1. Сторона, яка порушила умови даного Контракту, зобов'язана відшкодувати іншій Стороні усі збитки, що надані даним порушенням. 8.2. У випадку невідповідності по маркуванню, упаковці, неналежному оклеюванню контретикетками/стикерами, або розбіжності фактичної кількості Товару із зазначеним у	8.1 The Party which violated conditions of the present Contract is obliged to compensate other Party for direct losses caused by such violation. 8.2. In case of non-conformity in marking or discrepancy between the real quantity of the Goods and the quantity specified in the shipping

товаросупроводжувальних документах, Покупець має право надати Продавцеві претензію не пізніше 20 днів з моменту приймання товару на складі Покупця.

8.3 Датою надання претензії вважається дата одержання її Продавцем. Продавець зобов'язаний розглянути її протягом 30 днів з моменту її одержання.

8.4. Якщо претензія щодо якості (кількості) буде визнана обґрунтованою, Сторони узгоджують строки і умови заміни неякісного Товару (допостачання неповністю відвантаженого Товару), але така заміна (поставка) повинна бути здійснена не пізніше 30 календарних днів з дати визнання претензії обґрунтованою. У цьому випадку всі витрати, пов'язані з поставкою і проведенням незалежної експертизи, несе Продавець.

8.5. Продавець має право направити свого уповноваженого представника для розгляду претензії, а Покупець зобов'язаний пред'явити йому Товар, який не відповідає вимогам даного Контракту.

8.6. У випадку неналежного маркування Товару, упакуванню, неналежному оклеюванню контретикетками/стикерами, Продавець повинен замінити цей Товар на Товар з правильним маркуванням, упакуванням, правильно наклеєними контретикетками/стикерами, за свій рахунок, включаючи витрати з доставки та митного оформлення Товару.

documents, the Buyer will be entitled to make a claim to the Seller not later than within 20 days of the goods acceptance at the Buyer warehouse.

8.3. The date for making a claim shall be considered the date of its receipt thereof by the Seller. The Seller shall be obliged to consider it within 30 days from the moment of its receipt thereof.

8.4. Should a claim in relation to quality (quantity) be recognized well-grounded, the Parties shall come to the agreement of the dates and terms to replace the non-quality or ship the non-shipped Goods, and such replacement (delivery) shall be made not later than 30 calendar days from the date the claim is recognized well-grounded. In this case, the Seller shall incur all expenses connected with the shipment and arrangement of the independent expert examination.

8.5. The Seller shall be entitled to send its authorized representative to consider the claim and the Buyer shall be obliged to show him thereto the Goods that do not meet the requirements of this Contract.

8.6. In case of incorrect marking of the Goods, the Seller shall replace the Goods for the Goods with the correct marking for his own account including the cost of shipping and customs clearance of Goods.

9. Термін дії Контракту.

9. Validity of the Contract

9.1. Контракт набуває чинності з моменту підписання і діє протягом 12 місяців з дати

9.1. The Contract shall come into force from the moment of signing it thereof and shall be valid for

<p>підписання, або до його дострокового розірвання за взаємною згодою Сторін, чи до повного виконання Сторонами зобов'язань за Контрактом.</p>	<p>12 months from the date of signing it thereof or until it is terminated at the mutual consent of the Parties or until complete fulfillment by the Parties of their obligations under the present Contract.</p>
<p>10. Спори і розгляди.</p>	<p>10. Dispute and Litigation</p>
<p>10.1. Сторони намагатимуться вирішувати суперечки та протиріччя, що виникають з Контракту або у зв'язку з Контрактом, шляхом переговорів та консультацій протягом 30 робочих днів починаючи з дати збудження скарги однією з Сторін.</p> <p>10.2. В разі недосагнення згоди усі суперечливі питання, розбіжності та скарги які виходять із даного Контракту або пов'язані з ним, а також стосовно його виконання, порушення, ануляції або недійсності є предметом розгляду Господарським Судом позивача.</p>	<p>10.1. The Parties will strive to settle disputes and contradictions, arising out of the Present Contract or in connection with it, by means of negotiations and consultations during 30 business days starting from the date of the raise of such claim by one Party.</p> <p>10.2. Should agreement be not achieved all disputes, differences and claims arising out of or in connection with the present Contract, also concerning its fulfillment, violation, cancellation or invalidity are subject to claim before the claimant's Commercial Court.</p>
<p>11. Форс – Мажор.</p>	<p>11. Force- Majeure</p>
<p>11.1. В разі виникнення обставин непереборної сили (форс-мажорні обставини), що перешкоджають виконанню Сторонами зобов'язань за Контрактом, Сторони звільняються від відповідальності на термін дії цих зобов'язань, або можуть відмовитися від виконання Контракту частково або повністю без додаткової фінансової відповідальності. Постраждала Сторона зобов'язана повідомити іншу Сторону про настання форс-мажорних обставин протягом 7 (семи) робочих днів факсом або рекомендованим листом.</p> <p>У разі, якщо Продавець отримає від Покупця суму попередньої оплати за Товар на рахунок Продавця у розмірі 100 % загальної суми Товару, та у зв'язку із настанням форс-мажорних обставин Продавець не матиме змоги виконати свої зобов'язання із постачання товару, Продавець зобов'язаний якнайскоріше повернути Покупцеві отриману суму разом із</p>	<p>11.1. In case of Force Majeure that would prevent from fulfillment of the agreements of the Present Contract, the Parties are to be relieved of any obligation for the time of the force-majeure, or the Parties can refuse to fulfil agreements under the Contract, partially or fully, without taking upon any additional financial liabilities. The Party under the Force-Major conditions is obliged to inform the other Party about such conditions within 7 (seven) working days via fax or by the ordered letter.</p> <p>In case when the Seller receives 100% prepayment from the Buyer and due to force-majeure is not able to perform the delivery, he must return the full amount of money to the Buyer as soon as possible, including the commission of the banks, which is paid for the money transfer.</p>

комісією банків, що була сплачена Покупцем за переведення грошей на рахунок Продавця.

11.2. Форс-мажорними обставинами Сторони визнають: військові дії, стихійні лиха, ембарго, втручання з боку влади та ін.

11.3. Термін дії форс-мажорних обставин підтверджується Торговельно-промисловою Палатою відповідної країни, де сталися форс-мажорні обставини.

11.2. The following conditions shall be regarded by the Parties as Force-Major: the military actions, the natural cataclysms, embargo, governmental intrusion, etc.

11.3. The duration term of the force-major conditions is to be confirmed by the Chamber of Commerce and Industry of the country that is under the force-major conditions.

12. Інші умови.

12. Other conditions.

12.1. При тлумаченні дійсного Контракту, мають силу умови Інкотермс - 2020, якщо Сторони не придуть до іншої угоди при виконання зобов'язань за Контрактом.

12.1. When interpreting the conditions of this Contract, the conditions of Incoterms-2020 shall be regarded as valid, unless the Parties come to a different agreement while performing their obligations under the Present Contract.

12.2. Жодна із сторін не має права передавати права по дійсному Контракту третім особам без письмової на те згоди іншої Сторони.

12.2. None of the Parties his entitled to depute their right under the Contract to the third party without the written consent of the other Party for such right delegation.

12.3. Всі отримані факсимільні копії документів, а також доповнення до дійсного Контракту і додатки до нього, є його невід'ємною частиною і мають юридичну силу до моменту одержання їх оригіналу.

12.3. All received copies of documents by e-mail or fax and additions to the Present Contract are considered to be the integral part of this Contract and are considered to be executed and valid until the receipt of their originals.

12.4. Всі переговори, домовленості і письмові угоди, що йдуть всуперечь дійсному Контракту і зроблені до його підписання, втрачають юридичну силу з моменту підписання Контракту.

12.4. All the agreements, both oral and written that do not fall within the conditions of the present Contract and made before it is signed, lose their juridical power starting from the moment of signing the present Contract.

12.5. Сторони мають прийняти заходи щодо обмеження доступу до інформації, що стосується умов дійсного Контракту відносно третіх осіб.

12.6. Сторони зобов'язуються завчасно повідомити одна одну про зміну юридичної, поштової адреси, банківських і інших реквізитів, що мають значення для виконання Контракту належним чином.

12.7. Цей Контракт складений в двох примірниках на українській і англійській мовах, по одному примірнику для кожної Сторони, обидва примірники мають однакову юридичну силу. У разі невідповідності між українським та англійським текстами Контракту, англійський варіант тексту має першочергове значення.

12.8. Якщо будь-яке положення дійсного Контракту стане недійсним, у зв'язку з протиріччями із оновленим законодавством, воно не повинне братися до уваги і підлягає зміні таким чином, щоб зробити його, по можливості, здатним зберегти суть Контракту. При цьому інші положення дійсного Контракту залишаються без змін.

12.5. The Parties shall take measures to restrict access to the information regarding the terms of the Contract by third parties.

12.6. The Parties are obliged to inform each other about any changes in jurisdictional, post address, banking and other details, that are important for performing their obligations under the present Contract in a proper way.

12.7. The Present Contract is drawn in the English and Ukrainian languages, 1 (one) original copy for each Party, both texts being of identical legal force. In the case of any discrepancy between the Ukrainian and the English texts of the present Contract, the English text shall prevail.

12.8. Should any provision of this Contract become invalid due to the contradictions with the new legislation, it is not to be taken into account and shall be subject to the amendment in such a way that it would be possible to retain the essence of the Contract. Other provisions of the Contract remain unchanged.

13. Адреси та банківські реквізити Сторін.

Покупець:

Назва компанії: ТОВ «...»

Адреса: ...

ІПН ...

ЗКПО ...

т/ф. ...

Банківські реквізити:

13. Addresses and Banking details of the Parties:

The Buyer:

Name of the Company: "..." LLC

Address: ...

INN ...

RNNBO ...

Telefax: ...

Banking details:

Найменування банку : ... Адреса Банку: ... IBAN: ... SWIFT: ...	Name of bank : ... Address ... IBAN : ... SWIFT: ...
<p align="center"><u>Продавець:</u></p> Назва Компанії: Тел/Факс: ... Банківські реквізити: Найменування банку : ... Адреса Банку: ... IBAN: ... SWIFT: ...	<p align="center"><u>The Seller:</u></p> Name of the Company: Address: Tel/Fax ... Banking details: Name of bank : ... Address ... IBAN : ... SWIFT: ...

Покупець/Buyer

Продавець/Seller

SCIENTIA DIFFICILIS SED FRUCTUOSA