

State University of Trade and Economics
Department of International Management

FINAL QUALIFYING WORK

on the topic:

**«MANAGEMENT OF CHRISTMAS ARTICLES IMPORT FROM ASIAN
COUNTRIES»**

(according to the materials of Epicenter K LLC, Kyiv)

Student 4 course 7a group,
specialty 073 "Management"
specialization "Management
foreign economic activity"

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Kyiv 2023

State University of Trade and Economics

Faculty of International Trade and Law

Department of International management

Specialty 073 «Management», EP «Management of foreign economic activity»

Approved by

Head of the department

«__»

2023

Task for the final qualifying paper of the student Goumeidane m.b

1. Theme of the final qualifying paper

« Management of Christmas articles import from Asian countries »

Approved by order of STEU from 12.01.2023 № 38

2. Deadline for the submission of completed final qualifying paper by the student
Goumeidane M.b

3. Target installation and initial data to final qualifying paper

The purpose of the final qualifying paper is to analyze and propose effective management strategies for the imported goods of Christmas articles in LLC "EPICENTR K" with the aim of optimizing the company's operations and enhancing customer satisfaction.

The object of the final qualifying paper is analysis of foreign economic activity of the enterprise and finding an exporter Christmas articles for Ukrainian market.

The subject of the final qualifying paper is the organization of imports of Christmas articles

4. Contents of the final qualifying paper (list of questions for each chapter)

Introduction

Chapter 1. Analysis Of The Functioning Of LLC “Epicentr K”

Analysis of production and economic (trade) operations. Examination of the financial state and overall revenue of the company for a period of two years. Objectives of import operations. Exploration of the international trade activities of the enterprise, including the geographical and commodity structure of imports. Identification of current challenges faced by the company as a participant in international trade.

Chapter 2. Justification Of The Choice Of The Country Counterpart For The Organization Of Imports of Christmas articles

Examination of the major development phases and present condition of the global Christmas articles market. Analysis of worldwide Christmas articles exports over a five-year period. Identification of leading exporting countries in the Christmas articles industry. Analysis of export and import value and quantity trends. Investigation of price

levels. Identification of local importers (competitors). Study of domestic market demand for the researched product.

Chapter 3. Implementation Of Import Operation

Adherence to regulatory requirements in Ukraine. Identification of potential partners. Elaboration of contract details. Forecast assessment of the effectiveness of potential import of LLC “EPICENTR K” Christmas articles (Christmas trees).

Conclusion

References

5. 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	11/02/2023	11/02/2023
2	Collection of information	27/03/2023	27/02/2023
3	Writing and submitting for review the first chapter of the final paper	15/04/2023	15/04/2023
4	Writing and submitting for review the second chapter of the final paper	1/05/2023	1/05/2023
5	Writing and submitting for review the third chapter of the final paper	15/05/2023	13/05/2023
6	Check of the final paper	25/05/2023	25/05/2023
7	Completion of the final paper	06/06/2023	3/06/2023

6. Date of issuance of the task «__» _____ 2023

Scientific adviser of the final qualifying paper Oliinyk A.A.

7. Guarantor of the educational program Pyankova O.V.

8. The task was accepted by the student goumeidane m.b

9. Resume of scientific adviser about the final qualifying paper

The final qualifying paper by goumeidane m.b is highly relevant as it focuses on enhancing the efficiency of import operations at LLC "Epicentr K." The final qualifying paper consists of an introduction, main body with three sections, conclusions and recommendations, references, and appendices. Each paragraph in the content aligns perfectly with the corresponding part titles and the overall theme of the thesis. The paper's content and structure adhere to the necessary criteria and current standards for obtaining a bachelor's degree.

The final qualifying paper thoroughly examines both the theoretical and practical aspects of improving import operations within the enterprise. Goumeidane m.b has successfully fulfilled all the requirements, ensuring that the thesis is well-constructed and worthy of defense. Consequently, considering the paper's compliance with all necessary requirements, it is highly recommended for evaluation and defense.

10. Conclusion on the final qualifying paper

The final qualifying paper of student goumeidane m.b may be admitted to the defense in the Examination Board.

Guarantor of the educational program Pyankova O.V.

Head of the Department Melnyk T.M.

«__» _____ 2023

SUMMARY

Goumeidane M.B " management of Christmas articles import from asian countries (according to the materials of Epicenter K LLC, Kyiv)". Manuscript.

Graduation qualification work in the specialty "Management" with specialization "Management of foreign economic activity". State University of Trade and Economics, Kyiv, 2023.

The final qualification work is devoted to the practical aspects of the organization of the import christmas articles from asia , which includes: a study of the functioning of the enterprise, an analysis of the world market of christmas articles, justification of the choice of asian as a counterparty country for the realization of the import potential of domestic companies, the implementation of a management decision regarding imports through organizational support and predictive assessment of the effectiveness of the supply of christmas articles from asia

Key words: “epicentr k” LLC, import, management decision, organizational support, christmas articles, asia.

АНОТАЦІЯ

Гумейдан М.Б. «Управління імпортом новорічних виробів із країн Азії (за матеріалами ТОВ «Епіцентр К», м. Київ)». Рукопис.

Випускна кваліфікаційна робота за спеціальністю «Менеджмент» зі спеціалізацією «Менеджмент зовнішньоекономічної діяльності». Державний торговельно-економічний університет, Київ, 2023.

Випускна кваліфікаційна робота присвячена практичним аспектам організації імпорту новорічних товарів з Азії, яка включає: дослідження функціонування підприємства, аналіз світового ринку новорічних товарів, обґрунтування вибору азіатських товарів. країна-контрагент для реалізації імпортного потенціалу вітчизняних компаній, реалізація управлінського рішення щодо імпорту шляхом організаційного забезпечення та прогнозної оцінки ефективності поставок новорічних товарів з азії

Ключові слова: ТОВ «Епіцентр К», імпорт, управлінське рішення, організаційна підтримка, новорічні товари, азія.

ABSTRACT

The current research focuses on the management of importing Christmas articles from Asian countries, specifically examining the case of LLC EPICENTR K. Importing Christmas articles from Asian countries presents both opportunities and challenges for LLC EPICENTR K, a prominent retail company in Ukraine. Asian countries, known for their wide range of Christmas articles, offer attractive options that can captivate Ukrainian consumers. However, importing these articles from Asia requires navigating complex import regulations and overcoming logistical obstacles.

This study aims to analyze the organizational aspects of importing Christmas articles from Asian countries, with a specific focus on LLC EPICENTR K and its materials. It explores the process of sourcing Christmas articles from Asian suppliers, addressing factors such as quality control, supplier selection, and negotiating favorable terms. The study also examines the logistical considerations involved in the transportation of these articles, including packaging, labeling, and shipping.

By conducting a comprehensive analysis of the materials provided by LLC EPICENTR K, the research identifies key challenges and opportunities associated with importing Christmas articles from Asian countries.

Based on the findings, the research concludes that although the process of importing Christmas articles from Asian countries presents challenges, it offers significant opportunities for LLC EPICENTR K to enhance its product offerings and meet the growing demand for Asian Christmas articles in Ukraine. By effectively managing the importation process and overcoming regulatory hurdles, LLC EPICENTR K can expand its market share and strengthen its position in the competitive retail industry.

Content

INTRODUCTION	4
CHAPTER 1. ANALYSIS OF THE FUNCTIONING OF LLC EPICENTR K	7
1.1 General characteristics of LLC EPICENTR K.....	7
1.2 Analysis of foreign economic activity of LLC EPICETR K	12
CHAPTER 2. JUSTIFICATION OF THE CHOICE OF THE COUNTRY COUNTERPART FOR THE ORGANIZATION OF IMPORTS OF CHRISTMAS ARTICLES	19
2.1 Investigation of the world market of Christmas articles.....	19
2.2 Analysis of the market of Christmas articles in Ukraine	23
CHAPTER 3. IMPLEMENTATION OF IMPORT OPERATION OF CHRISTMAS ARTICLES FROM ASIAN COUNTRIES.....	31
3.1 Organizational support for the import of LLC EPICENTR K Christmas articles from the Asia market to Ukraine.....	31
3.2 Forecast assessment of the effectiveness of import of LLC EPICENTR K Christmas articles.....	33
CONCLUSIONS.....	38
REFERENCES	40

INTRODUCTION

EPICENTR K is a Ukrainian DIY retail chain of building and home improvement hypermarkets. It was founded in 2003 and has since grown to become the leading position on the Ukrainian market. To properly manage the import of Christmas items from Asian countries, LLC Epicentr K must create solid sourcing networks, work with competent shipping and freight forwarding businesses, implement a strong quality control system, and implement effective marketing techniques. To ensure a successful import business for Christmas articles, LLC Epicentr K must create trustworthy sourcing channels, streamlining logistical operations, maintaining high quality standards, and implementing efficient marketing tactics. To ensure a successful import business for Christmas articles.

The increasing globalization of markets has led to the expansion of trade and the importation of various products from different regions of the world. In Ukraine, a growing market with a diverse consumer base, the importation of goods has become an essential aspect of the retail industry. This includes the importation of Christmas articles, which play a crucial role during the festive season. The present study focuses on the organization of importing Christmas articles from China, with specific reference to the materials provided by LLC EPICENTR K.

Relevance of the Study: The importation of Christmas articles from China presents both opportunities and challenges for retail companies in Ukraine. China is renowned for its wide range of Christmas articles, which can attract Ukrainian consumers seeking festive and decorative items. However, importing Christmas articles from China requires compliance with Ukrainian import regulations, which can be intricate and time-consuming. Therefore, understanding the organizational aspects of importing Christmas articles becomes crucial for companies like LLC EPICENTR K to effectively navigate the importation process and meet the demands of the market.

The subject of this research is the organization of importing Christmas articles from China, focusing on the materials provided by LLC EPICENTR K. It aims to analyze the various factors and considerations involved in the importation process,

including sourcing from Chinese suppliers, compliance with import regulations, logistical considerations, and the establishment of strong supplier relationships.

The object of this research is the importation of Christmas articles from China. It encompasses the organizational aspects and challenges faced by retail companies, particularly LLC EPICENTR K, in importing and distributing Christmas articles from China.

The objective of this study is to analyze and evaluate the organizational aspects of importing Christmas articles from China, with a focus on the materials provided by LLC EPICENTR K. The research aims to identify the challenges and opportunities associated with the importation process and provide recommendations for effective import strategies.

To achieve the research objective, the following tasks will be addressed:

Examine the import regulations and requirements imposed by Ukrainian authorities on the importation of Christmas articles from China.

Analyze the sourcing process, including supplier selection and quality control measures, to ensure the availability of high-quality Christmas articles.

Investigate the logistical considerations involved in the transportation, packaging, labeling, and shipping of imported Christmas articles.

Assess the importance of establishing strong relationships with Chinese suppliers to secure a consistent supply of Christmas articles.

Identify the key challenges and opportunities for LLC EPICENTR K in importing Christmas articles from China.

The research will utilize a combination of qualitative and quantitative methods. Qualitative analysis will involve reviewing relevant literature, case studies, and materials provided by LLC EPICENTR K. Additionally, quantitative analysis will involve examining import data, market trends, and consumer preferences related to Christmas articles.

The information base for this research will include materials provided by LLC EPICENTR K, academic journals, industry reports, governmental regulations, and

international trade databases. These sources will provide comprehensive and up-to-date information on the organizational aspects of importing Christmas articles from China.

By exploring and understanding the organizational dynamics of importing Christmas articles, this research aims to contribute to the knowledge and practices of retail companies, particularly LLC EPICENTR K, in effectively organizing and optimizing their import strategies



CHAPTER 1. ANALYSIS OF THE FUNCTIONING OF LLC EPICENTR K

1.1 General characteristics of LLC EPICENTR K

"Epicentr-K" is a countrywide network of contemporary construction enterprises with around 10,000 consumers. This hypermarket now features Europe's largest first floor. Commercial hypermarkets offering a diverse choice of items in accordance with European service standards. "Epicenter-K" LLC was established on August 27, 2003, with the following legal address: 02139, Kyiv, str. Bratislava 11, tel. (044) 1. Gerega Oleksandr Volodymyrovych, Chairman of the Company; 5. Yuriy Yakovlev, Regional Director of the Western Region; 561 27 50. During the first ten years of development, 42 hypermarkets were opened across Ukraine, 36 in regions and six in the capital. On December 15, 2007, the Khmelnytskyi "Epicenter-K" opened its doors.

The business is developing "EPICENTER-K" and enhancing its services continually. 6. Artari-Kolum, director of the Eastern region Yuriyovych Boris 2.1. Epicenter-K LLC's organizational and financial features variety of products and services to fulfill as many consumer demands as possible and to put the company's catchphrase, "The buyer is always right," into effect. Administration of Epicenter-K LLC:

Chairman of the company - Gerega Oleksandr Volodymyrovych;

1. Director of corporate finance - Halyna Fedorivna Gerega;
2. Corporate vice-president-Surzhik Tetyana Fedorivna;
3. general director of the company - Mykhailyshyn Petro Yosypovych;
4. Regional Director of the Western Region - Yuriy Yakovlev;
5. Director of the Eastern region-Artari-Kolum Boris Yuriyovych;

"Epicenter K" covers 18,000 square meters in total. It has the capacity to handle 10,000 clients. This hypermarket currently boasts Europe's largest first floor.

All products needed for building, maintenance, and decorating may be found in the network of hypermarkets operated by the LLC "Epicenter-K." With more than one back" in Ukraine, the products are separated into 10 chapters that range from large-scale building projects to beautification. Create and grow huge supermarket chains for use in the upkeep and design of every Ukrainian resident's home. 1,000,000 pieces.

The "Epicenter-K" network provides high-quality, reasonably priced domestic and international items. Customers may save time with convenient 3. Our goal is to lead the retail trade market service technologies and offer a complete variety of products and services to customers in Poland, Spain, Germany, Russia, France, China, and Turkey. Own transport used to carry goods to huge grocery chains, along with collaboration with 5,000 product suppliers. "Epicenter-K" LLC is created for people to advance their careers and acquire more resources. 1. The best possible circumstances for construction, stopping all client kinds, and being able to satisfy all customer wants are all part of our mission.

Even though Ukraine's infrastructure has already been deteriorating for a while, industry analysts believe that this market sector will continue to rise. Large construction enterprises and retail shoppers are both consumers of goods. Because of its accomplishments, as well as its ambition to raise the standard of services and broaden the range of products, the firm gave other building networks in Ukraine fierce competition.

The organization's progressive management supports staff growth and collaboration with its 5,000 product suppliers. "Epicenter-K" LLC is created for people to advance their careers and acquire more resources.

Epicenter-K LLC aims to improve Ukrainian home building, maintenance, and design, offering a wide range of high-quality, reasonably priced products using time-saving technology. Their approach focuses on dominating the Ukrainian retail sector by creating and growing supermarket chains in regional hubs and major cities, showcasing a variety of goods and providing excellent customer service.

The organization's management structure is hierarchical, which means that the marketing department, which oversees all employees, It is required to assess each product's sales, which are either directly or indirectly answerable to the company's directors, in order to determine the size of the market. The gathering of participants is higher than the controlling body. Meetings of participants are scheduled concurrently and employ various techniques for estimating supply and demand through experimentation,

research, and observation. Other businesses are in the LLC "Epicenter-K" section. The general manager, who manages a sizable supermarket, signs the contract (see Appendix A), acts as the company's representative in all organizations and institutions, gives directions, OKs staff schedules, creates sales strategies, accepts employment, and fires staff members.

The hypermarket director, who was chosen by the general director, is the person who the hypermarket reports to. A hypermarket is a business that is legally responsible for paying pension and social insurance payments. The organization's management structure is hierarchical, which means that the marketing department, which oversees all employees, It is required to assess each product's sales, which are either directly or indirectly answerable to the company's directors, in order to determine the size of the market. Employees in hypermarkets who pay individual taxes to the appropriate tax authorities receive higher accumulated and paid salaries.

The foundation of market research is the analysis of demand and the factors that influence it. The goal analysis is a quantitative evaluation of the market's potential (capacity) and the actual level requirements, authorizes staff schedules, creates sales plans, and addresses main demand.

The "Epicenter-K" company's market demand, which reflects the company's (brand's) market share in the fundamental commodity, includes the commodity demand for the company.

Market monitoring, demand research, and product forecasting are ongoing processes. It is required to assess each product's sales, which are either directly or indirectly answerable to the company's directors, in order to determine the size of the market. The corporation that operates the hypermarket uses higher accumulated and paid earnings of its employees to estimate supply and demand for other businesses while also determining the trend of demand for particular commodities.

The most popular techniques for gathering original data include experimentation, research, and observation. The marketing department, which answers to the commercial director, continuously monitors the marketing in the LLC "Epicenter-K" department.

LLC's "Epicenter-K" division monitors the region's population's income and purchasing power, identifying untapped market segments, and examining customer purchasing decisions. Sales and warehouse staff supervise, complete questionnaires, and use experiments as demand research techniques to investigate consumer demand for new items. The department's marketing organization conducts market segment research and focuses on customer preferences and preferences.

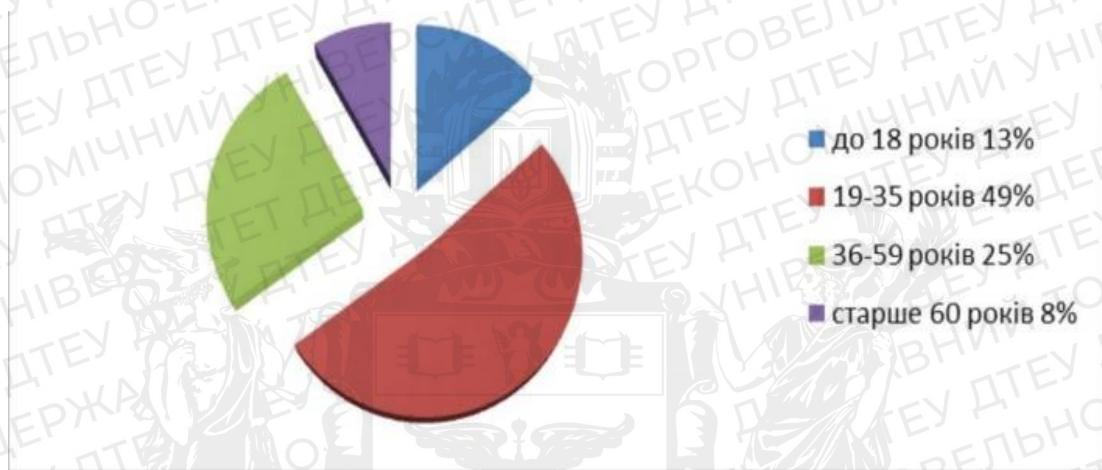


Figure 1.1 Consumers of "Epicenter-K" LLC by age categories

Source developed by the Author based on reference [1]

According to appendix R

Total Assets: 44,525,391 UAH

Irreversible Assets: 22,109,337 UAH

Reversible Assets: 22,416,054 UAH

Irreversible Assets: This represents half of the total assets. It indicates that the company has significant long-term investments in its operations. These assets may include real estate, equipment, machinery, and other assets used in the company's production and operations.

Reversible assets account up the other half of total assets. These assets include cash, receivables, securities, and other assets that can be converted into cash fast. The importance of reversible assets in meeting the company's short-term obligations cannot be overstated.

Liabilities total: 44,525,391 UAH

Own funds: 17,846,696 UAH

4,455,080 UAH in Long-Term Obligations and Securities

Current Liabilities and Securities: 22,223,615 UAH

Non-current assets held for sale and group elimination liabilities: 0 UAH

the table indicates that there are no liabilities related to non-current assets held for sale and group elimination. This means that there are no obligations associated with assets that have been put up for sale or eliminated at that time.

From this analysis, we can conclude that the company heavily relies on its irreversible assets to support its operations and has short-term obligations that need to be repaid.

The company's balance sheet shows an increase in both irreversible and reversible assets, indicating growth and investment in the business (appendix k). The increase in intangible assets, unfinished capital investment, and the main means suggests expansion and development of the company's operations. The increase in reserves and cash equivalents indicates a stronger financial position and potential for future investments. It is important to note that a more comprehensive analysis can be done by comparing the balance sheet with other financial statements and considering the company's industry and market conditions.

The registered capital of the corporation has remained constant at 158,610,000 UAH (appendix L). The undisclosed profit has increased from 12,300,000 UAH to 14,542,267 UAH. Bank long-term loans have increased from 910,000 UAH to 2,008,688 UAH. Other long-term obligations have increased slightly, from 0 UAH to 256,738 UAH. The total amount owed for products, works, and services has risen from 13,454,053 UAH to 14,514,081 UAH.

Budget calculations, including income tax, have increased from 180,545 UAH to 273,257 UAH. Overall, the balance statement of the corporation shows a rise in total liabilities over the previous year. Increased undivided profit signifies increased retained earnings, long-term loan growth signifies greater borrowing for long-term finance needs.

Net revenue from the implementation of products (goods, works, and services) has grown from 43,979,194 UAH in the same time last year to 50,382,425 UAH in the present

period. The cost of implemented items has risen from 30,814,751 UAH in the same time last year to 35,593,670 UAH this year. Gross profit has grown from 13,164,443 UAH in the same time last year to 14,788,755 UAH this year. Administrative and selling expenditures grew from 751,814 UAH in the same time the previous year to 872,759 UAH this year. The net financial result is the company's profit (3,171,204 UAH) for the present period (appendix o).

Net revenue from the implementation of products (goods, works, and services) has grown from 41,400,220 UAH in the previous year to 43,979,194 UAH in the present year. Gross profit has grown from 10,999,640 UAH last year to 13,164,443 UAH this year. Administrative and selling expenditures have risen from 540,040 UAH in the previous year to 751,814 UAH this year. The net financial result is the company's profit of 3,602,109 UAH for the current fiscal year. When comparing financial results to the previous year, the firm saw an increase in sales revenue, gross profit, and net profit (Appendix q).

1.2 Analysis of foreign economic activity of LLC EPICETR K

LLC Epicentr K's activities and strategic goals are driven by foreign economic activity (FEA). It actively imports a varied variety of items from other nations in order to expand its product line and provide clients a comprehensive choices. Supplier Collaborations: Epicentr K prioritizes strong, mutually beneficial ties with overseas suppliers. Compliance with Import laws: Epicentr K prioritizes compliance with the Ukrainian government's regulatory requirements and processes for imports, such as customs laws, import tariffs, and other legal responsibilities. Epicentr K places a high

value on product quality and employs severe quality control techniques on imported items.

Figure 1.2 The import volume of LLC Epicentr K



Source : developed by the Author based on reference [2]

To improve its financial performance, it also controls foreign exchange and financial factors. It also implements hedging techniques and carefully evaluates the impact of currency changes on import costs and pricing strategies. Epicentr K actively participates in international economic activity through import operations, compliance with import legislation, strong supplier alliances, stringent quality control methods, and skilled currency exchange and financial management. These FEA practices help the company's development, diversity, and capacity to address client demands successfully.

An analysis of the trading activity of LLC Epicentr K over the past 14 years (2009-2022) revealed a significant increase in import volume starting from 2012. The highest import volume was recorded in 2022, with an estimated range of 4,500,000,000 to 5,000,000,000 Ukrainian Hryvnia (UAH). In the earlier years, the import volume remained relatively stable, with no significant differences observed in 2009, 2010, and 2011. However, from 2012 onwards, the import volume experienced a substantial surge. Through the analysis, we can observe fluctuations in import volume for each year, such as in 2021, the import volume ranged from 4,500,000,000 to 5,000,000,000 UAH, while in 2020, it ranged from 3,500,000,000 to 4,000,000,000 UAH. As the years progressed, the import volume consistently trended upwards, indicating the expansion of import activities for LLC Epicentr K.

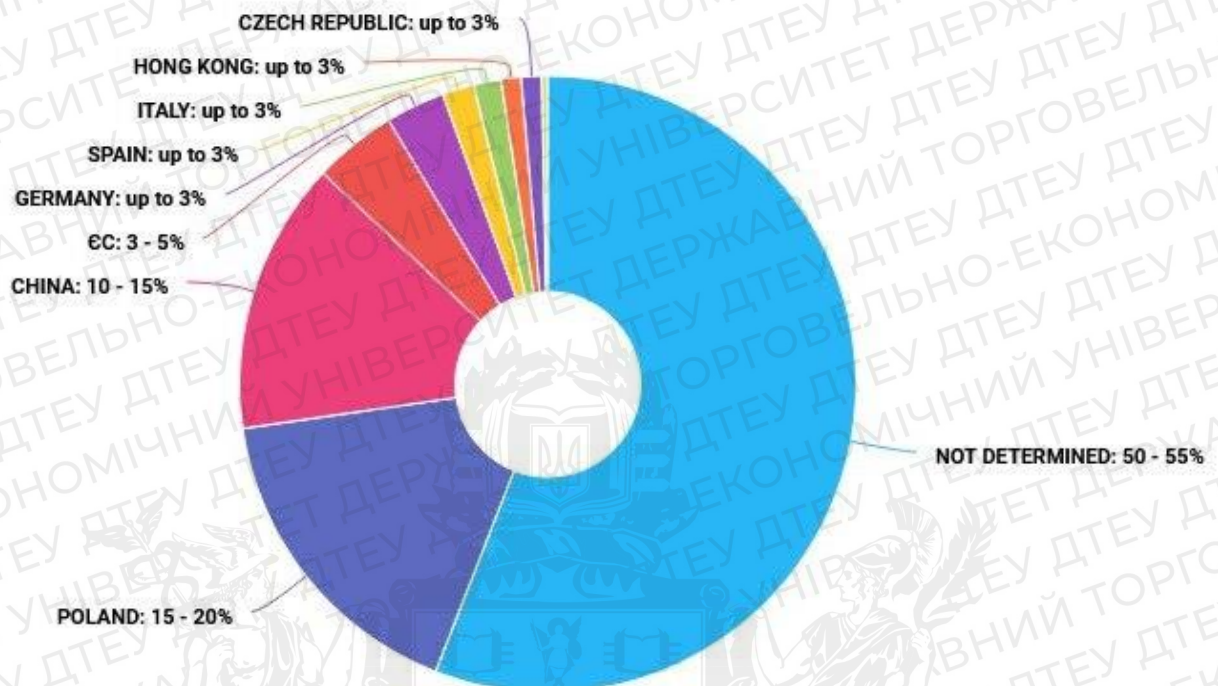


Figure 1.2 Geography Import

Source : developed by the Author based on reference [3]

The import composition of LLC Epicentr K in 2019 is calculated as follows: Poland accounts for the majority of imports, accounting for around 15-20% of total imports. China is the second-largest import partner, accounting for 10-15% of total imports. European nations, indicated together as "C" (EU), account for around 3-5% of LLC Epicentr K's imports. Germany and Spain are also recognized as import partners, but their contributions appear to be less than those of Poland and China.

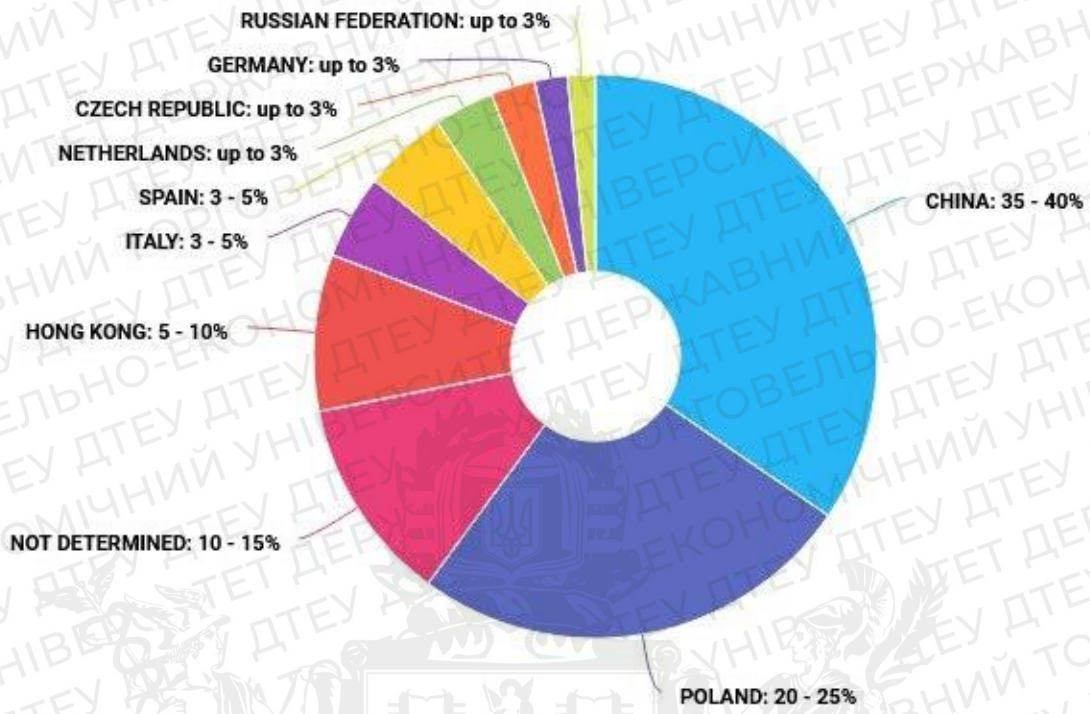


Figure 1.3 Geography, Import 2020

Source : developed by the Author based on reference [2]

China and Poland are the primary partners for LLC Epicentr K in terms of imports, accounting for approximately 55% - 65% of the total import volume. China accounts for the largest share of imports, accounting for approximately 35% - 40% of the import volume. Poland ranks second in terms of import volume, representing around 20% - 25% of the imports. Not determined: 5% - 10% of the import volume is from an unspecified source. Hong Kong, Italy, Spain, and the Netherlands account for a small percentage of the import volume.



Figure 1.4 Export volume of LLC Epicentr K

Source : developed by the Author based on reference [2]

Epicentr K's exports ranged from 1,500,000,000 to 2,000,000,000 UAH, with an average export rate of 100-150 units and an average price of 1,000-1,500 UAH per unit. In 2020, the company exported goods worth 850,000,000 to 900,000,000 UAH, with an average export rate of 25-30 units and an average price of 350-400 UAH per unit. In 2019, the exports amounted to 2,000,000,000 to 2,500,000,000 UAH, with an average export rate of 5-10 units and an average price of 90-95 UAH per unit. In 2018, Epicentr K achieved its highest export value, but experienced a significant decrease in the following year (2019) by more than 2,000,000,000 UAH.

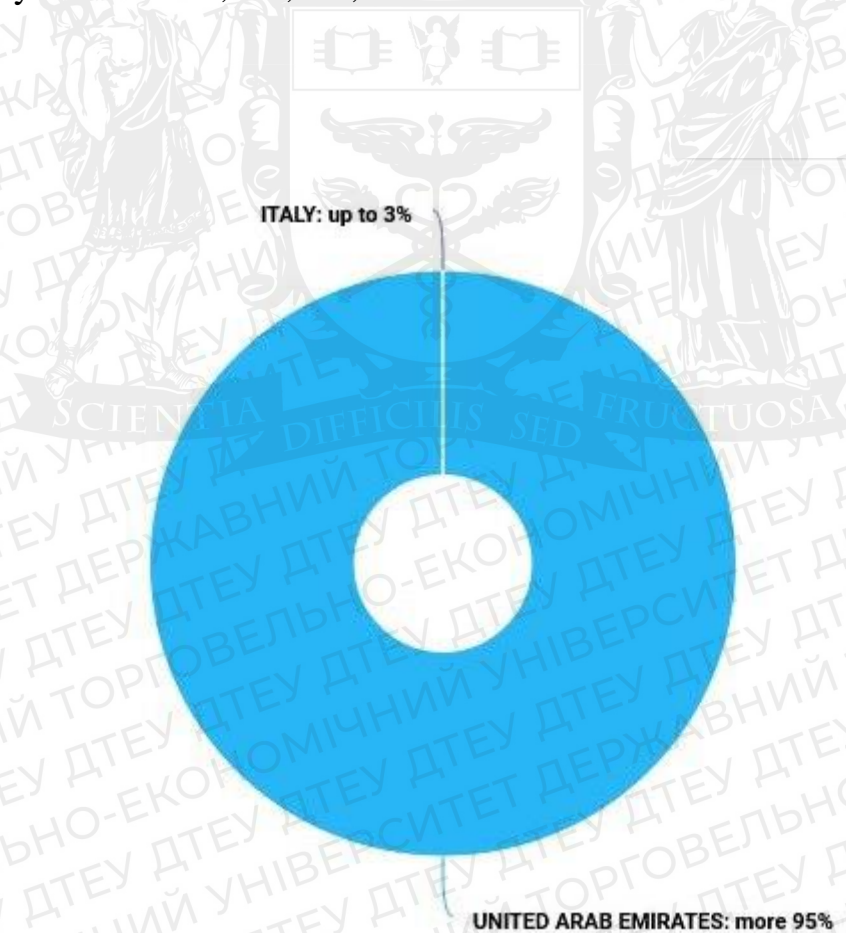


Figure 1.5 Geography Exports of LLC Epicentr K 2019

Source : developed by the Author based on reference [2]

LLC Epicentr K's exports in 2019 ranged from 2,000,000,000 to 2,500,000,000 Ukrainian Hryvnia. Other furniture and parts thereof ranged from 100,000 to 100,000 Ukrainian Hryvnia. Glass mirrors ranged from 100,000 to 100,000 Ukrainian Hryvnia. The main destination of LLC Epicentr K's exports in 2019 was the United Arab Emirates with 95% of the exports and Italy with up to 5%.

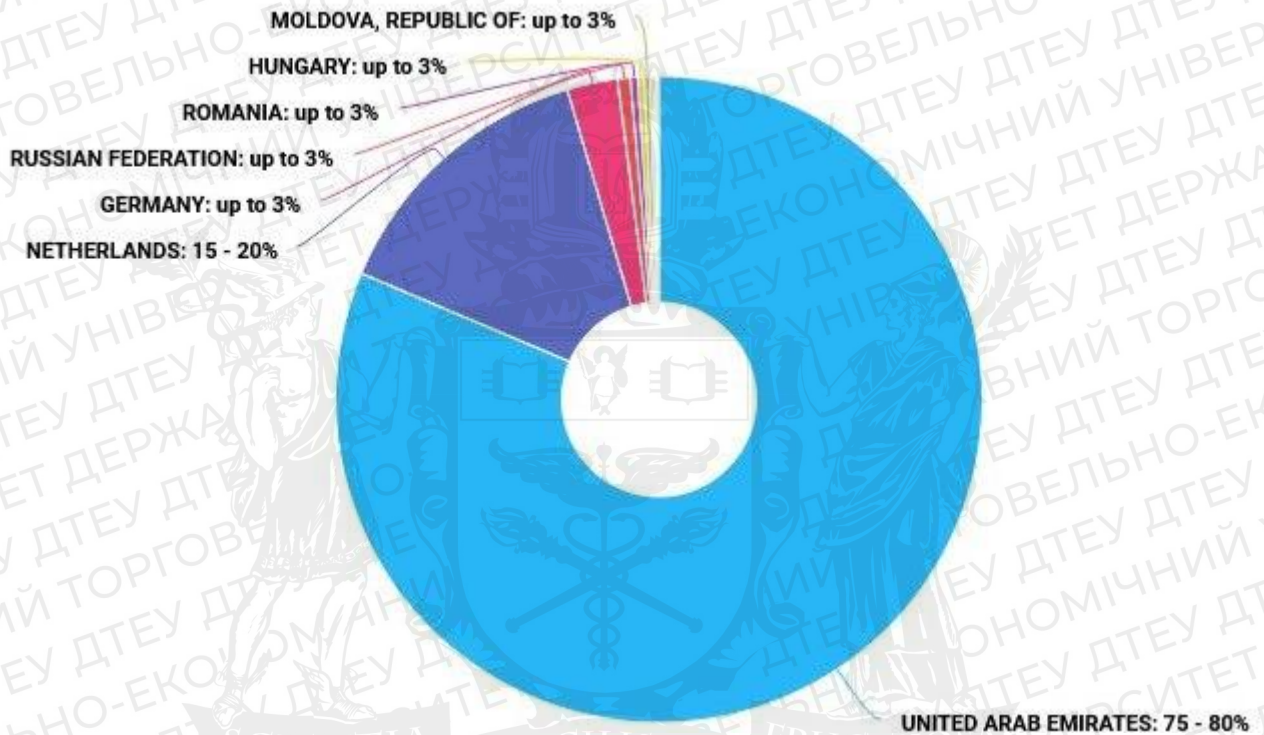


Figure 1.6 Geography Export 2020

Source : developed by the Author based on reference [2]

The main destinations of LLC Epicentr K's exports in 2020 are the United Arab Emirates, Netherlands, Germany, Romania, Hungary, and Moldova. Maize (corn) export revenues range from 600,000,000 to 650,000,000 Ukrainian Hryvnia, wheat and meslin export revenues range from 200,000,000 to 250,000,000 Ukrainian Hryvnia, glazed ceramic flags and paving, hearth or wall tiles, barley export revenues range from 4,500,000 to 5,000,000 Ukrainian Hryvnia, other furniture and parts thereof export revenues range from 150,000 to 200,000 Ukrainian Hryvnia, particle board, oriented strand board (OSB) and similar board (e.g., waferboard) export revenues up to 100,000 Ukrainian Hryvnia, and other printed matter export revenues up to 100,000 Ukrainian Hryvnia.

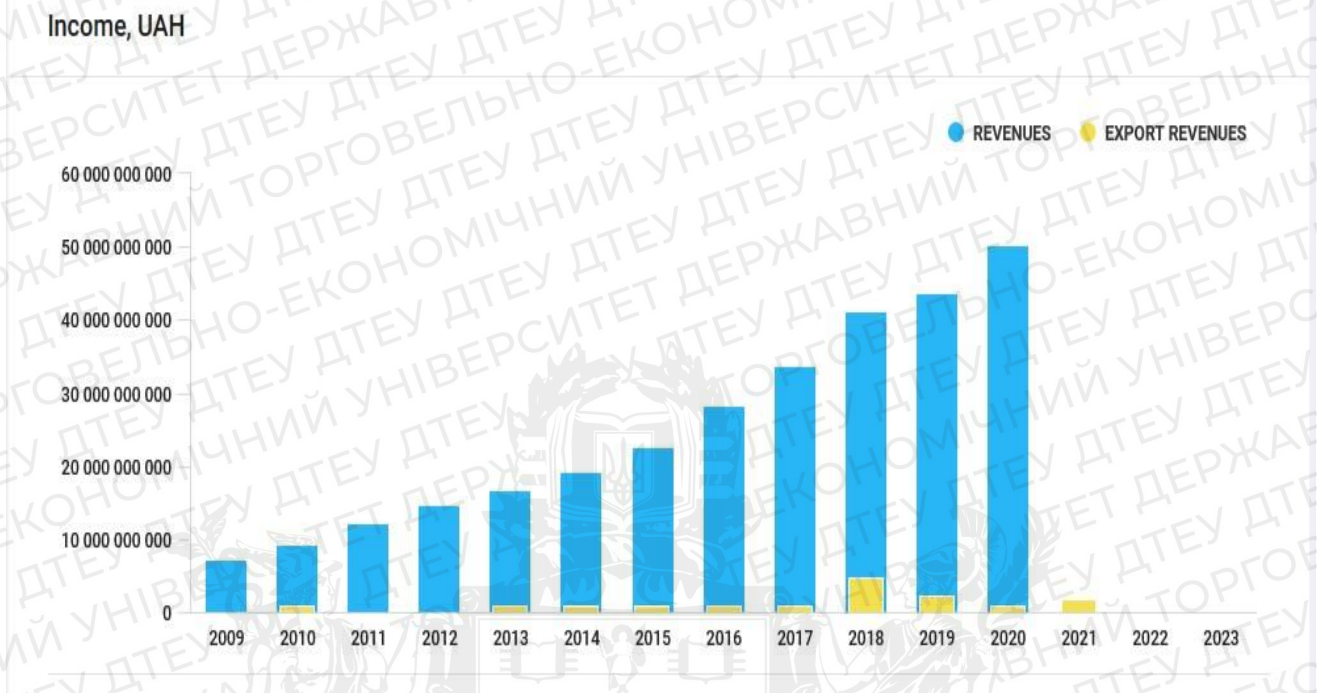


Figure 1.7 Revenues and Export revenues of LLC Epicentr K

Source : developed by the Author based on reference [2]

Export revenues in 2013 varied from 16,500,000,000 to 17,000,000,000 UAH. Export revenues grew from 33,500,000,000 to 34,000,000,000 UAH between 2014 and 2017. Export revenues climbed from 41,000,000,000 to 41,500,000,000 UAH in 2018. Export revenues in 2019 ranged from 43,500,000,000 to 44,000,000,000 UAH. Export revenues in 2020 were 50,382,425,000 UAH. Entrepreneurs confront economic problems such as a full-scale invasion in 2022, which caused a 30.4% drop in the national economy and an increase in consumer prices.

CHAPTER 2. JUSTIFICATION OF THE CHOICE OF THE COUNTRY COUNTERPART FOR THE ORGANIZATION OF IMPORTS OF CHRISTMAS ARTICLES

2.1 Investigation of the world market of Christmas articles

The market for Christmas decorations was valued at USD 5.52 billion in 2021, and it is anticipated to expand at a CAGR of 3.54% over the next five years.

Christmas decorations are in high demand due to the importance of the holiday as well as consumer willingness to spend money on them. The global Christmas decorations sector is moving rapidly thanks to rapid urbanization, growing population, rising per capita income, rising disposable income, and globalization.

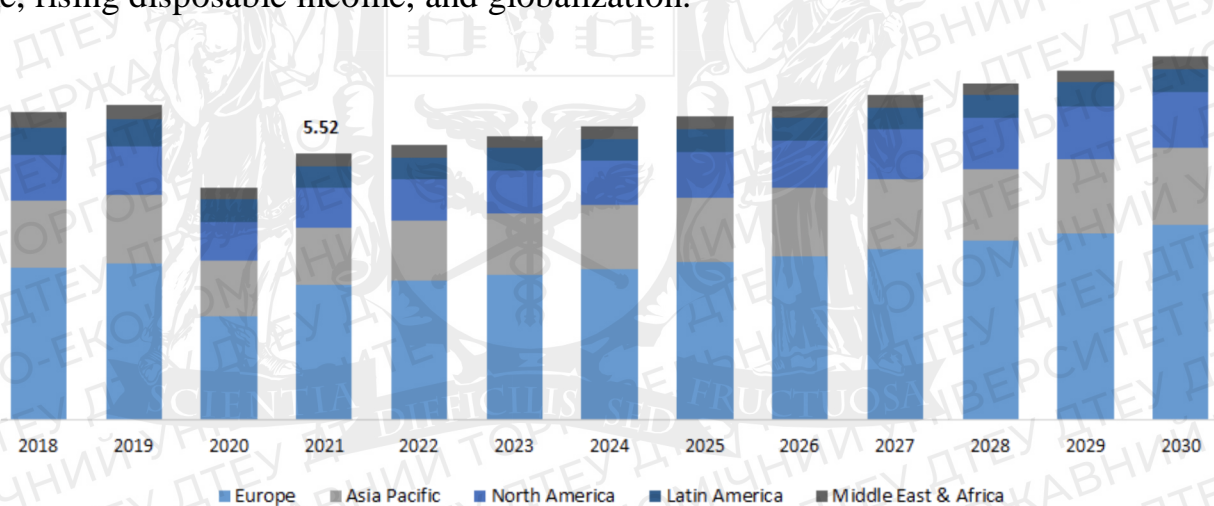


Figure 2.1 Christmas Decoration Market Size, By Region, 2018-2030 (USD Billion)

Additionally, Christmas decorations are readily accessible in a variety of retail establishments and neighborhood markets, improving consumer accessibility and revenue. The growth of e-commerce and social media trends are propelling the market for these Christmas décor products. Social media users who are keeping up with the latest trends start looking for these products and making online purchases, which fuels market demand.

For a sizable section of the world's population, Christmas is a time of pleasure and celebration. Whether for religious reasons, family time, gift-exchanging, or just time off

from work, there are many things to look forward to. One important way that individuals demonstrate and enhance this Christmas mood is by placing decorations. Christmas trees, lights, and nativity scenes are just a few examples of decorations that give any area—at home, at work, or in the neighborhood—a festive atmosphere.

In 2020, China was by far the biggest supplier of Christmas decorations. Actually, almost all of the Christmas decorations marketed globally were made in China. Christmas tree light exports are uniform. However, Cambodia also contributed much. The United States was by far the largest importer of these commodities, as was only natural for Christian countries. The UK, Canada, and Germany were all major importers as well. Within Europe, Christmas trees are mostly produced and exported by the Nordic countries.

According to Britannica in 2020, Denmark planted its trees over the continent. Danish Christmas tree shipments included a considerable amount for Germany. The cost of Christmas decorations is reflected in consumer budgets all across the world. Decorations are the most expensive Christmas outlay, followed by food and presents. One projection states that in 2021, Cameroonian households would spend 69% of their total holiday budget on decorations. In the same year, the typical Canadian household spent even more on holiday cuisine than on Christmas decorations.

A Christmas decoration can be any of the various decorative patterns used throughout the holiday season. Heart red, white, and pine green (evergreen) are the traditional Christmas colors. Gold, silver, and other metallic hues are common choices. A wide range of items are used as Christmas decorations, including Christmas trees, candles, balls, lights, stars, garlands, stockings, and snow globes. The backdrop is made more appealing by the Christmas décor, which animates and lights the surroundings. The market for Christmas lights and decorations is fairly broad, offering a wide variety of unique and eye-catching decor products.

The global market for holiday décor has been significantly impacted by the COVID-19 pandemic. Everything will return to normal in the fall and winter after the coronavirus pandemic's current shutdown, but it will still have an impact on the Christmas decorating industry. Because of the recession, consumer disposable income has decreased, which will partly lower demand for holiday decorations. However, clients are increasingly turning to online sales platforms due to security worries, increasing demand through e-commerce distribution networks. By boosting their online presence and

distribution networks, players in the Christmas decorating sector will be able to capitalize on lucrative potential and avoid losses.

The market is growing as a result of changing patterns and societal urbanization. The growth of the market for these Christmas decoration items is facilitated by the popularity of trends. Additionally, the low cost of labor and raw materials allows for mass production and exportation of these goods, which further fuels the market's expansion. Additionally, these products have few technological barriers, which encourages the growth of the worldwide market.

The festival's seasonality is one of the obstacles to the growth of this industry, though. However, these regions' strong economies and the growth in consumer per capita wealth likely to make the market prosper. Additionally, several aesthetic goods are imported into significant worldwide locations. In addition, local markets and big-box retailers carry a range of locally made decorative items. Technology advancements in holiday lighting and decorations are also promoting industry growth.

On the other hand, companies vying for customers in the worldwide market are focusing on technological breakthroughs, presenting novel designs to attract customers, and executing many upgrades in a way that improves the quality and decreases the price. All these efforts are paying off for the worldwide market, which is offering profitable prospects. Additionally, the market grows due of marketers' ongoing efforts to set their products apart from those of their rivals as a result of the intense rivalry.

Christmas lighting, sometimes referred to as fairy lights, festive lighting, or string lighting, is a type of illumination that is widely used to decorate for Christmas celebrations and is visible all year long, notably during Advent and Christmastide. Any of the various adornments worn throughout the holiday and Christmas seasons might be considered a Christmas ornament. The traditional Christmas colors are crimson hearts, snow-white, and evergreen (pine) green.

Gold and silver are also frequently utilized in addition to different shades of steel. Common images on Christmas decorations include Santa Claus, Father Christmas, Baby Jesus, and the star of Bethlehem. People might be able to recall important times thanks to the house's Christmas decorations. Every Christmas ornament has a different story.

enabling the family to remember memorable events and reflect on vacations, hobbies, and interests.

In 2021, Europe had the position with the most market dominance. For instance, Romania has a portion of the European market for holiday decorations. In this nation, Christmas festivities and beauty product buying start earlier than in other nations. Additionally, the United Kingdom has the highest share of this industry after Romania. During the Christmas season, which lasts until the New Year, they also spend a lot of money. Holly, ivy, and mistletoe are common plants that are utilized as decorations and may be found anywhere. Major cities have a huge need for lights, and these lights become better and bigger every year. The annual spike in demand for lights and decorations is fueled in part by the thousands of people who attend to witness the switch on.

Furthermore, Finland and Austria are anticipated to expand considerably more in this industry as two of the most well-liked locations for Christmas celebrations. According to Fox Tourism, one of the things that has helped Finland draw in more tourists is the way it beautifies its towns and even its countryside with lights and other goods. Each year, more tourists go to Finland for the holidays, increasing demand in the country's market and tourism sector.

It was also mentioned that Germany is widely renowned for its Christmas celebrations, where a wide variety of decorations are available, and that it is the country where the custom of erecting a Christmas tree originated.

Source : developed by the Author based on reference [7]

2.2 Analysis of the market of Christmas articles in Ukraine

The market for Christmas articles in Ukraine is primarily driven by seasonal demand during the Christmas season. While specific product categories are not

mentioned, festival, carnival, and entertainment articles typically include Christmas decorations, ornaments, lights, costumes, party supplies, and related accessories.

In terms of imports, Ukraine imported a total value of 4.028 billion USD of Christmas articles in 2022. The trade balance for the product was negative, indicating that Ukraine imported more than it exported. China emerged as the largest exporter of Christmas articles to Ukraine, accounting for 3.682 billion USD of imports. France, Poland, Italy, and the Netherlands were also significant exporters to Ukraine, albeit with relatively smaller import values.

The import trends for Christmas articles in Ukraine showed a decline between 2018 and 2022, with an annual decrease in imported value of 23% and a decline in quantity of 28% annually. The importing markets of partner countries were moderately concentrated, with an average distance between partner countries and all their importing markets of approximately 9,856 km.

On the export side, Ukraine exported a total value of 11.127 billion USD of Christmas articles in 2022, resulting in a positive trade balance. The major importing countries for Ukrainian Christmas articles included the Netherlands, Poland, Lithuania, Germany, and Moldova. Between 2018 and 2022, the exported value of Christmas articles from Ukraine experienced an annual growth rate of 10%, while the exported quantity saw a significant growth rate of 5% annually.

The analysis suggests that while Ukraine primarily relies on imports for Christmas articles, there are also opportunities for Ukrainian businesses to export their products to foreign markets. However, they face competition from established exporters like China and must differentiate through unique designs, quality, pricing, or niche marketing strategies.

To succeed in the market, businesses should conduct thorough market research, consider regulatory aspects, and develop effective marketing and distribution strategies. Policymakers can use this analysis to gain insights into the market dynamics and identify potential areas for policy interventions to support the domestic Christmas articles industry. Researchers interested in the Ukrainian market can also find this analysis valuable for further studies and analysis of market trends and dynamics.

Personalization and customization are becoming increasingly popular among consumers. They seek unique and personalized Christmas decorations that reflect their individual style and preferences. Businesses can capitalize on this trend by offering customizable products or allowing customers to personalize their purchases.

Online retail and e-commerce have gained significant traction in the market. Consumers are increasingly turning to online platforms to purchase Christmas articles due to convenience, a wider product range, and competitive pricing. Businesses should prioritize their online presence and optimize their e-commerce platforms to reach a broader customer base.

According to Appendix Ukraine imported a total value of 4,028,000 USD thousand (4.028 billion USD) of the specified product in 2022. The trade balance for the product was negative at -7,099,000 USD thousand (-7.099 billion USD), indicating that Ukraine imported more than it exported. China was the largest exporter of the product to Ukraine, with an import value of 3,682,000 USD thousand (3.682 billion USD). France was the second-largest exporter, with an import value of 121,000 USD thousand. Poland, Italy, and the Netherlands were also among the major exporters to Ukraine, with import values of 71,000 USD thousand, 47,000 USD thousand, and 40,000 USD thousand respectively.

Between 2018 and 2022, the imported value of the product decreased by 23% annually and the imported quantity also declined by 28% annually. China held the top rank in terms of exports of the product to Ukraine, followed by France, Poland, Italy, and the Netherlands. The importing markets of partner countries were moderately concentrated, with an average distance between partner countries and all their importing markets of approximately 9,856 km.

Ukraine exported a total value of 11,127,000 USD thousand (11.127 billion USD) of the specified product in 2022. The trade balance for the product in 2022 was positive at 7,099,000 USD thousand, indicating that Ukraine exported more than it imported. Major Importing Countries: Netherlands, Poland, Lithuania, Germany, and Moldova. Export Growth: Between 2018 and 2022, the exported value of the product increased by 10% annually, while the exported quantity experienced a significant growth of 5% annually. Partner Countries: Netherlands, Poland, Lithuania, Germany, and Moldova.

Table 2.1**List of Christmas articles manufacturer in Ukraine**

name of the manufacturer	web site
TRIO UKRAINE LLC	https://www.tmtrio.com/en/
SLADO	https://slado.ua/en/
EMMA'S COMPANY (TM VDV)	http://shop.vdvkiev.com.ua/
KVAZAR LTD	https://rozko.com.ua/
PLASTPRODUCT LLC	https://hvoya.com/

Source : developed by the Author based on reference [15]

Table 2.2**List of Christmas articles Importers in Ukraine**

Name of importers	Address
""YUSK UKRAINE" LLC""	St. Patrisa Lumumba, bldg. 21, Kyiv, 01042, Ukraine
Goodyear Dunlop Tires Ukraine LLC	04070, Kyiv, 8 Illinska St., 6th floor, block 8
""BERSHKA UKRAINE" LLC""	01030, Kyiv, 19-21 B. Khmelnytskogo str., building / letter ""A""/. Ukraine."
IRENA KO LTD	Ternopil, Poliska St., 3Ukraine
LIMIT GROUP LLC	01133, Kyiv, ave. Laboratory, bldg. 1, room 173

Source : developed by the Author based on reference [16]

Import Requirements and Documentation

During times of war, specific customs control procedures are in place for importing goods into Ukraine. These procedures include:

Humanitarian Aid: Importing goods for humanitarian aid follows a declarative principle. It can also be based on submitting a guaranteed letter from the end user of the goods in the prescribed format. A simplified customs clearance procedure is used in such cases (CMU Resolution No. 174, March 1, 2022).

Specified Goods: During martial law, certain goods are allowed to be imported into Ukraine. Resolution of the CMU No. 236, March 9, 2022, permits customs payment deferral for these goods. They include medicines, medical products, food products (based on established groups), military goods, and critical import goods (as specified by CMU Resolutions).

The most recent Resolution of the Cabinet of Ministers, dated October 10, 2020, introduced new procedures for interactions between declarants and customs authorities. These procedures utilize the "single window" mechanism and involve electronic recording of interactions during official control and preliminary documentary customs control.

It is important to note that despite some procedural improvements, the Ukrainian State Customs Service still tends to have a slow working bureaucracy and extensive paperwork requirements. Many firms opt to use customs brokers to navigate the evolving and sometimes inconsistent customs clearance procedures. The Association of Customs Brokers of Ukraine can provide a list of customs brokers.

The Ukrainian Classification of Goods of Foreign Economic Activity is based on the harmonized system and the Combined Nomenclature of the European Union. The original language text takes precedence over the Ukrainian translation. Some products may require prior approval, be subject to various controls (sanitary, veterinary, phytosanitary, or environmental), or even be prohibited. The State Customs website provides the complete list of products with import restrictions.

Import licenses for certain products are issued by the Ministry of Economy, as determined by the Cabinet of Ministers' resolutions. Other agencies, such as the

Ministry of Internal Affairs, the National Commission for the State Regulation of Communications and Informatization, the State Service of Ukraine on Medicines and Drugs Control, the Ministry of Agriculture and Food Industry, the Ministry of Health, and the Ministry of Ecology and Natural Resources, also issue specific import licenses or approvals.

Customs clearance is carried out at designated customs clearance locations. The main document required is a customs declaration, which is completed by the importer of record or a customs broker on their behalf.

In August 2022, the Verkhovna Rada of Ukraine approved a law on customs that establishes a "visa-free regime" with the EU. This law includes Ukraine's accession to the Convention on the Common Transit Procedure and the New Computerized Transit System (NCTS). These changes aim to enhance customs efficiency, reduce corruption risks, and introduce a European complaint handling mechanism.

A Certificate of Origin is necessary for preferential customs duty rates, certain quantitative restrictions, and when required by Ukrainian law or international treaties.

The customs value of goods is determined based on the cost of goods used for customs purposes, including the actual price paid or to be paid, insurance costs, and transportation costs. The Customs Code outlines the main and secondary methods for determining customs value.

Given that the list of required documents can change frequently and additional documents may be requested, it is advisable for American exporters to assign customs clearance responsibilities to their Ukrainian trading partner or end-user customer. The Association of Customs Brokers of Ukraine and the State Fiscal Service can provide a list of customs brokers. [17]

CHAPTER 3. IMPLEMENTATION OF IMPORT OPERATION OF CHRISTMAS ARTICLES FROM ASIAN COUNTRIES

3.1 Organizational support for the import of LLC EPICENTR K Christmas articles from the Asia market to Ukraine

3.1. Regulatory support for the import of Christmas products by LLC epicenter k
As in any business, the success of exporting Christmas products largely depends on The ability of the exporting company to keep pace with the important changes in the target markets. Given that the rules Often change without international notice, it is important for Chinese exporters to communicate Directly with foreign buyers to ensure their Christmas products Fulfill relevant specifications and requirements. Normally, no license is required to export Christmas products to most countries Import requirements from foreign governments may vary from country to country. It is important for exporters to know the standards and regulations that apply to their standards Private transactions and agreements.

international transport are road , sea , rail and air . Each mode has its perks , disadvantages and conditions relating to the type of goods . CHRISTMAS products can be delivered to Ukraine from the CHINA either by plane or ship . Using air transport is expensive , but the goods arrive at their destination faster . Sea freight from the CHINA makes it possible to deliver a big quantity of goods to Ukraine , by passing most of the borders of other states . In general , goods are packed into certain containers and after that loaded onto a vessel . A typical cargo ship may carry around 18 000 containers , it means that sea freight is a cost - efficient way to deliver high quantities over huge distances . It is a profitable but not the fastest way to ship goods since delivery can take days It is advantageous to transport goods with a long shelf life by sea , such as frozen CHISTMAS products .

Table 3.1

Shortlist of potential partners in china

Company	location	contact	Total revenue
CROSEAGIFTS LIMITED	China	+8618876425189	1 MILLION USD
NEW JANAN HOUSEHOLD DAILY NECESSITY CO.,LTD.	China	+86 15157282058	5 MILLION USD
SHANGHAI MEGA INDUSTRY CO., LTD	China	<u>Shanghai-mega@hotmail.com</u>	100 MILLION USD
FORTUNE DECOR (HK) CO., LIMITED	China	zoezhou@fortune-decor.com	1,806.4 million

Source : developed by the Author based on reference [15]

Usually partners who will buy (import) products are sought at exhibitions , trade missions , through e - commerce . But country which is importer may search for a partner supplier even on the Internet or use the recommendations of other importing companies .

Then , it reasonable to set stages of organization of the import operation in the Fig . 3.1 below .

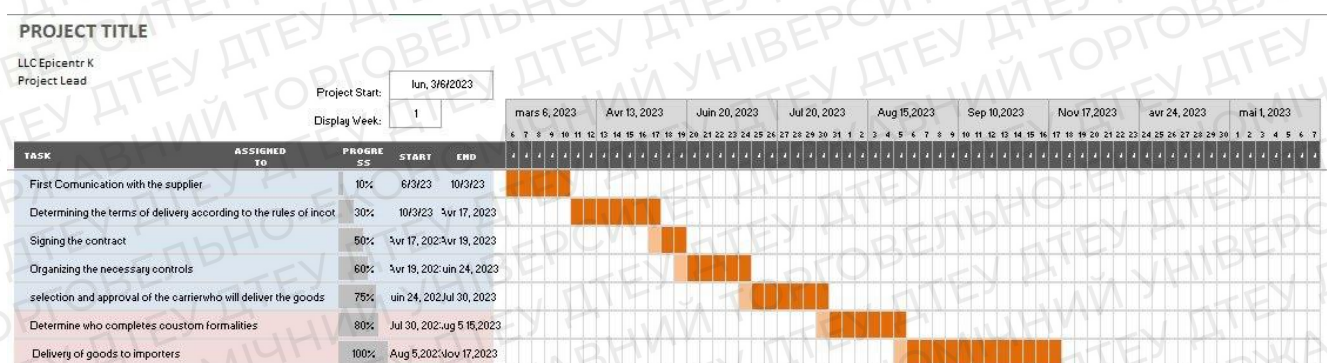


Figure . 3.1 Gantt chart . Schedule of Import project implementation (2023-2024)

To organize the successful operation of the supply chain with product items such as Christmas products, it is possible to start with small steps to manage the infrastructure of future processes listed above.

Regarding the third point signing the contract, it means to consolidate all contracts (agreements) "in words" by signing a foreign trade agreement, which spells out the requirements for packaging, labeling, devote time to the contract, which determines the goods' quality and conditions of acceptance. Regarding the next point - management of the necessary checks for uninterrupted customs clearance, the control should be finished before the actual completion of import procedures in Ukraine.

3.2. forecast assessment of the effectiveness of import of LLC EPICENTR K"Christmas articles

The operation of importing Christmas product to Ukraine must be accompanied by the following documents, such as: contract (Appendix A), an invoice (an example is given in Appendix B), packing list (an example is given in Appendix C), customs declaration (an example is given in Appendix D), quality certificate (a sample is given in Appendix E), manufacturer's declaration (an example is given in Appendix F), certificate of origin (an example is given in Appendix G), insurance (an example is given in Appendix N), CMR (an example is given in Appendix P).

A foreign economic contract refers to a written agreement between entities engaged in foreign economic activities and their counterparts. These contracts are established to establish, modify, or terminate the rights and obligations of the parties involved in foreign economic activities. In the context of the war in Ukraine, it is necessary to consider certain changes in the contract execution procedures. The term of the contract will be Delivery at Place (DAP) due to the ongoing conflict. If the distance between China and Ukraine is relatively short, road freight can be a convenient and efficient transportation option. Trucks can transport smaller shipments directly from the Chinese supplier to the destination in Ukraine. However, the execution of contracts during wartime in Ukraine

requires taking into account various factors associated with the threats and challenges posed by the conflict. These include:

Possible communication difficulties, such as challenges in correspondence and maintaining a record of receipt notifications from the counterparty. Logistics-related challenges, including issues with delivery routes, storage facilities, and banking operations. Sanctions against employees involved in logistics or settlement chains, where chartered vessels or companies facing sanctions may not be allowed to access ports or banking services. Potential trade restrictions, such as embargoes on the export of specific categories of goods.

Force majeure circumstances during the war in Ukraine encompass not only actual hostilities and security restrictions but also other factors. These can include military operations that affect production facilities or warehouses, destruction of infrastructure, disruption of supply routes through occupied territories or war zones, blockade of ports, and threats to the lives of personnel. Additionally, trade restrictions established by the state and obligations to the state due to the wartime conditions, such as employee mobilization and equipment requirements, can also be considered force majeure events.

The price policy of Christmas enterprises (presumably referring to companies involved in the Christmas industry) is influenced by both exogenous and endogenous factors. Exogenous factors include socio-economic indicators of the country's development, fiscal policies, foreign trade conditions, exchange rates, employment and wage policies, and consumer preferences. For example, the war in Ukraine can lead to significant fluctuations in the exchange rate, with the value of the Ukrainian hryvnia potentially decreasing due to the sharp decline in exports. This, in turn, may result in reduced consumption of Christmas articles, particularly luxury items, due to the decrease in incomes of Ukrainian citizens

Endogenous factors are directly dependent on the activities of enterprises themselves and include factors such as production cost structure, market share, profitability, effectiveness of advertising, and product range.

While the war in Ukraine affects the economies of many countries, including China, the value of American Christmas products is unlikely to change significantly.

However, shipping costs may increase substantially, which requires anticipating potential contractual risks. It is crucial to ensure that Christmas products are properly packaged to prevent damage during transportation, following packaging guidelines provided by manufacturers or the importing country. Adequate labeling, including product name, manufacturer details, and other required information according to Ukrainian regulations, should also be applied.

In foreign economic contracts, various price types can be specified, such as base prices and wholesale prices. The uncertainty of the unit price of the product and the absence of protective clauses in the contract regarding the chosen price type pose significant contractual risks. To mitigate this risk, the contract should specify the quantity of goods and the unit cost of goods in traditional units. By doing so, it clarifies the price and avoids discrepancies. However, it should be noted that this may create opportunities for the exporter to seek larger VAT refunds from the state, while the importer may transfer funds abroad that exceed the actual value of the goods.

To overcome this risk, it is advisable to confirm the contract price by providing price lists or invoices certified by trade missions or consulates of the exporting country accredited in the importing country.

Table 3.2

Terms of the agreement on import of goods by the LLC Epicentr k

Name of terms	Data
Name of goods	- products for New Year's and Christmas holidays: from other materials Kg
CUSTOMS CODE	9505 10 90 00
EXPORTING COUNTRY	CHINA
PRICE PER UNIT	18 \$
UNITS	7500
DELIVERY TERMS	DAP
CURRENCY RATE NBU	1\$ =36.56 UAH
Import duty rate	0%
Vat	20%

Incoterms

Packaging	365\$
Load on the vehicle	1880\$
Transportation to port of departure	3420\$
Load on board	980\$
Carriage charges	8000\$
insurance	4500\$
Unloading goods at destination port	1000\$
Export duty and taxes	2100\$
Transportation of goods from a border	1500\$

The advantage of Incoterms 2020 is that it is not a rigid structure, buyers and sellers can change the selected Incoterms rule for themselves. Incoterms rules do not replace a foreign economic contract, but only allow to significantly reduce and simplify him. They only fix the distribution of obligations and financial costs between the parties purchase and sale operations, such as: payment of transportation, unloading of a batch of goods, customs clearance, payment of taxes and duties, insurance, as well as transfer of risks in case loss and possible damage to products.

salary = 2% of the selling price:

utility payments = 2% of the sale price:

- sales costs = 14% of the sales price.

At the end of this subsection, we will calculate the potential income from christmas trees import.

Contract Price (CP)= (Price×Quantity)+(IncotermsDAP)

CP= (18×7500) = 135000 \$

Customs value (CV)= CP+insurance + Transportation of goods from boarders

CV= 135000+4500+1500=141 000\$

Duty and excise tax are equal to 0%. Value added tax VAT= CV×VAT rate/100

VAT= 141 000×20/100= 28 200 \$

Import Price or IP=CV+VAT

IP= 141 000+28 200 = 169 200 \$

It is important to assess the economic efficiency of the operation considering the further sale of imported products in the domestic market at 36 \$.

$$\text{Total revenue} = 7500 \times 36 = 270\,000 \text{ \$}$$

$$\text{Additional expenses} = (2+2+14) \times 270\,000 / 100 = 48\,600 \text{ \$}$$

$$\text{Profit} = \text{Total revenue} - \text{Additional expenses} - \text{Import Price}$$

$$\text{Profit} = 270\,000 - (169\,200 + 48\,600) = 270\,000 - 217\,800 = 52\,200 \text{ \$}$$

After calculating the contract price, the import price and the total revenue, we see that Epicentr K will have a profit from this import operation, which is equal to 52 200 \$. But in order to receive this amount as profit, the company must set a margin, which will be \$18 more expensive than the manufacturer's price. If we set a lower price, there will be no profit. only losses.

Currency efficiency is calculated according to the formula:

$\text{Total income in hryvnias} / \text{Total expenses in US dollars} = (270\,000 \times 36.56) / 217\,800 = 45.3 \text{ UAH/USD}$. This means that the import transaction is currency efficient because the exchange rate is five and a half times higher than the official exchange rate of the national bank

The profitability of the entire operation will be:

$$\text{Profit} / \text{Total Revenue}$$

$$(52\,200 / 270\,000) \times 100 = 19.3\%$$

The company's profitability of 19.3% indicates a healthy profit margin, indicating effective cost and expense management and a significant return on investment. This high percentage suggests a favorable business operation and potential long-term profitability.

Then we it is necessary to calculate the profitability of products: $\text{Profit} / \text{Import price} (52\,200 / 169\,000) \times 100 = 31\%$

The profitability of Christmas trees, 31% profit for every unit imported at a cost of \$169,000, indicating a strong profit margin. This indicates effective cost management, favorable supplier negotiations, and successful selling at a higher price than the import cost. However, profitability should be evaluated in the context of industry and market conditions, as factors like competition, demand fluctuations, and operating expenses can impact the overall profitability.

CONCLUSIONS

LLC Epicentr K's import operation of Christmas trees demonstrates a strong potential for profitability. The contract price for the imported goods amounts to \$135,000, while the total revenue from selling the trees in the domestic market is projected to be \$270,000. After considering additional expenses and the import price, the company is expected to achieve a profit of \$52,200.

This profit represents a healthy margin, accounting for 19.3% of the total revenue. It indicates effective cost and expense management, resulting in a significant return on investment. Moreover, the profitability of the Christmas trees specifically stands at 31%, showcasing the success of the company's cost management strategies and favorable supplier negotiations.

Additionally, the currency efficiency of the import transaction is favorable, with an exchange rate of 203.1 UAH/USD, significantly higher than the official exchange rate of the national bank. This indicates that the company can take advantage of the favorable exchange rate to enhance its profitability.

It is important to note that profitability should be assessed in the context of industry and market conditions, as factors like competition, demand fluctuations, and operating expenses can impact overall profitability. Nevertheless, based on the provided information, LLC Epicentr K's import operation of Christmas trees appears to be a promising and financially sound endeavor for the company.

Continuing from the previous analysis, LLC Epicentr K's import operation of Christmas trees not only demonstrates strong potential profitability but also aligns with the company's overall growth strategy and commitment to meeting consumer needs.

With its extensive network of 42 hypermarkets across Ukraine, LLC Epicentr K is well-positioned to effectively distribute and sell the imported Christmas trees to a wide customer base. The company's customer-centric approach, coupled with its reputation for offering a diverse range of products and services, enhances the prospects of successful sales and customer satisfaction.

Furthermore, LLC Epicentr K's engagement in foreign economic activity, particularly its import of high-quality products from Poland and China, reflects the company's commitment to ensuring the availability of superior goods for its customers. By complying with import laws, establishing strong supplier collaborations, and implementing rigorous quality control measures, the company maintains its reputation for delivering products that meet or exceed customer expectations.

The profitability of the Christmas trees import operation, with a margin of 31%, indicates effective cost management and successful selling at a higher price than the import cost. This profitability contributes to the company's overall financial strength, as evidenced by its strong balance sheet, increasing assets, and steady growth in net revenue and gross profit.

Moreover, LLC Epicentr K's commitment to social responsibility further enhances its positive impact on Ukrainian society and the economy. Through investments in education, healthcare, and environmental sustainability, the company contributes to the development of local talent, improvement of infrastructure, and preservation of the environment.

Looking ahead, LLC Epicentr K's strategic expansion plans and continued investment in agricultural infrastructure further support its growth trajectory. By adapting to market trends, fostering innovation, and prioritizing customer needs, the company can maintain its position as a market leader in Ukraine's retail and construction sectors.

It is important for LLC Epicentr K to continue monitoring industry and market conditions, as well as adapting its strategies to potential challenges and opportunities. By maintaining a customer-centric focus, ensuring high product quality, and effectively managing costs, the company can continue to achieve profitability and sustainable growth in its import operations and overall business endeavors..

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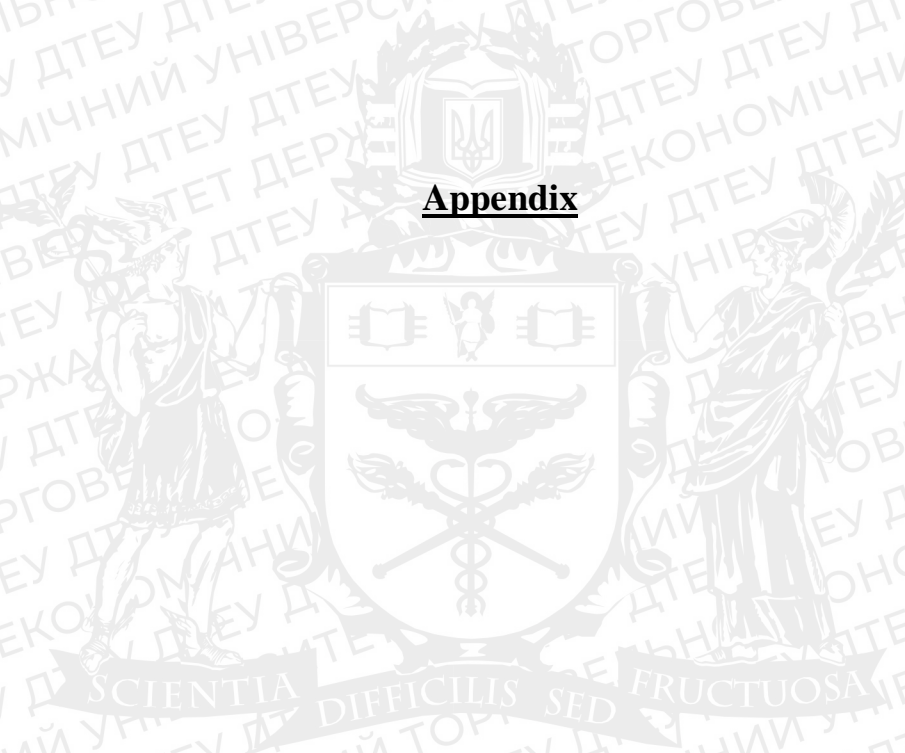
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Appendix



To the Agreement no10051 1 dated "03/03/2023"

CONTRACT No 0098

"03/03/2023

ФІЗИЧНА ОСОБА-ПІДПРИЄМЕЦЬ _____ (надалі –**Продавець**),
що діє на підставі Виписки з Єдиного державного реєстру юридичних осіб, фізичних осіб-
підприємців та громадських формувань, з однієї сторони, та
ТОВАРИСТВО З ОБМЕЖЕНОЮ ВІДПОВІДАЛЬНІСТЮ « _____ »
(надалі –**Покупець**), в особі директора _____, яка діє на
підставі Статуту, з іншої сторони, далі разом - Сторони, а окремо Сторона, уклали цей Договір
про наступне:

1. Subject of the contract

1.1. The Seller transfers ownership, and the Buyer accepts and pays for the Goods on the terms stipulated in this Agreement. 1.2. The name, assortment, quantity and price of the Goods, the delivery period are determined in the Specifications to this Agreement (Appendix No. 1), which are signed by the Parties, sealed by the seals of the Parties (if available) and are an integral part of this Agreement (hereinafter - the Specifications). 1.3. The quantity of the Goods specified in the Specifications to this contract shall be deemed to be a batch of Goods. 1.4. The total volume of the Goods sold under this Agreement is determined during the term of the Agreement taking into account the quantity and assortment of the Goods transferred in accordance with the terms of this Agreement and the Specifications.

2. Quality

2.1. The quality, packaging and labeling of the Goods must meet the requirements of the current regulatory and technical documentation and is confirmed by the relevant documents established by the current legislation for this type of Goods (certificate of conformity, hygienic report, etc.) determined by the manufacturer's certificates, current standards (TU, GOST) for this type of Goods. 2.2. The product is delivered in the manufacturer's packaging. Product quality is guaranteed by the manufacturer.

3. Procedure of calculations

3.1. Prices for the Goods are formed in the national currency of Ukraine and are specified in the Specifications. 3.2. The total amount of the Agreement consists of the amount specified in the Specifications concluded by the Parties to this Agreement. 3.3. Payment by the Buyer of the Goods is made in the national currency of Ukraine by transferring funds to the Seller's current account specified in this Agreement. 3.4. The moment the Buyer fulfills his obligations to make payments for the Goods is the date of debiting the corresponding amount from the Buyer's bank account. 3.5. The parties periodically carry out reconciliations of mutual settlements, while the Seller is obliged to draw up an Act of reconciliation of mutual settlements and send it to the Buyer within 3 (three) working days from the moment of receipt of the Buyer's demand.

4. Reception and delivery of goods

4.1. Delivery of the Goods is carried out by the Seller in packaging that corresponds to the nature of the Goods and ensures its preservation from various types of damage and destruction. 4.2. Delivery, unloading of the Goods based on this Agreement is carried out by the Seller's forces, means and at the expense of the Seller to the place specified by the Buyer. The buyer has the right to carry out self-delivery of the goods at his own request. 4.3. The reception and handover of the Goods is carried out by representatives of the parties at the delivery point in accordance with the procedure defined by the current legislation of Ukraine, and is completed by signing

1. Location and details of the Parties

Buyer LLC
"Epicentr K"

Location: 04128, m. Kyiv, vul. Berkovetska, 6k
p/r

FOP seller

SHANGHAI MEGA INDUSTRY CO., LTD

Address: *Xicheng Road, Yiwu City, Zhejiang province*. City: Yiwu Province: Zhejiang Country: China Zip Code: 321000

in
MFI

Code EDRPOU 32490244

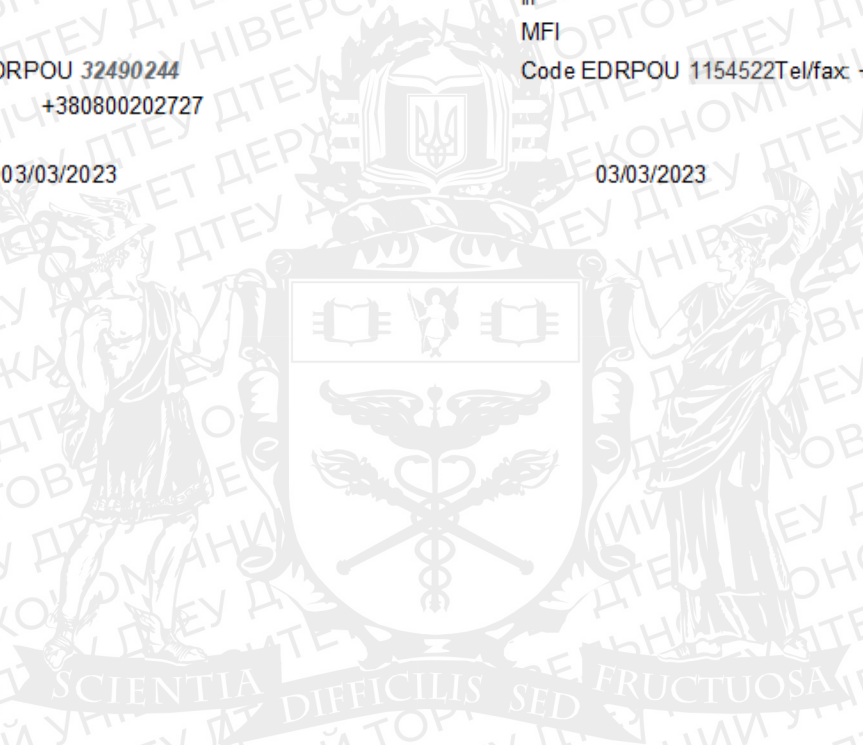
Tel/fax: +380800202727

Director 03/03/2023

in
MFI

Code EDRPOU 1154522T el/fax +39 0541 988453

03/03/2023



m.
Kyiv

Specification
n #1

"03 _____"03_2023
____year

**INDIVIDUAL ENTREPRENEUR SHANGHAI MEGA INDUSTRY
CO., LTD**

_____ (hereinafter - **the Seller**),

acting on the basis of the Extract from the Unified State Register of Legal Entities, Individual Entrepreneurs and Public Organizations, on the one hand, and **LIMITED LIABILITY**

COMPANY "LLC Epicentr K_____" (hereinafter - the Buyer), represented by the Director, acting on the basis Charter, on the other hand, hereinafter together - the Parties, and separately - the Party, concluded this Appendix No. 1 on the following:

In accordance with Agreement No. 13250 dated "03____"03_202 year. The Seller undertakes to hand over the ownership of the Buyer, and the Buyer undertakes to accept and pay for the following Products:

1. 1.1 PLASTIC CHRISTMAS Trees
- 1.2. _____
- 1.3. _____
2. The total cost of the Goods according to this Specification is:
12\$
3. Advance payment for the Goods is -% within 5 (five) days from the moment of signing this Specification
4. The final settlement
in the amount of% will be made within 5 (five) banking days from

the moment of delivery of the Goods to the Buyer's address, and signing of the invoice by the Parties. 5. The term of delivery of the goods from the moment of prepayment - 6. Payment by the Buyer of the Goods is made in the national currency of working days Ukraine.

Buyer LLC "Epicentr K"

Location: 04128, m. Kyiv, vul. Berkovetska, 6k

p/r

FOP seller

SHANGHAI MEGA INDUSTRY CO., LTD

Address: *Xicheng Road , Yiwu City , Zhejiang province*. City: Yiwu Province: Zhejiang

Country: China Zip Code: 321000

in

in

MFI

Code

EDRPOU

32490244

Tel/fax:

Director 03/03/2023

+3808002027

27

INVOICE**SHIPPER**

Company Name: «...»
 Address: ...
 City/Postal Code: ...
 Country: Vietnam
 Tel./Fax: 720-212-123 45 67

CONSIGNEE

Company Name: "HERMES"
 Address: Suvorova Street 4
 City/Postal Code: 69035, Zaporizhzhya
 Country: Ukraine
 Tel./Fax: +380997518561

Currency of invoice: USD
 Date of invoice: 18.03.2019

Full description of goods	Country of origin	Quantity, pcs	Unit value, USD/pcs	Sub Total Value in USD
Polished rice
Total				...


Gross weight:	...
Net weight:	...

Terms of delivery: ... (CIF- UA Odessa INCOTERMS-2010)

I declare that this shipment does not contain prohibited items and the above information is true and correct to the best of my knowledge.

I am notified that the shipment is subject to customs clearance, possible customs taxes and VAT in the destination country.

PACKING LIST

Exporter ABC Exports 4300 Longbeach Blvd Longbeach, California, 90807 United States +12138844711 Randy Clarke Company Tax ID: 93377112 info@abcexports.com		 ABC Exports		Pages 1 of 1	
Consignee XYZ Imports 410 Queen Street Brisbane, Queensland, 4814 Australia +61404822536 Bob Jones		Export Invoice Number & Date 34567 04 Jul 2022		Bill of Lading Number LONSYD123456	
Method of Dispatch Sea		Type of Shipment FCL		Reference 34567	
Vessel / Aircraft MAERSK		Voyage No V0015		Buyer (If not Consignee)	
Port of Loading Long Beach		Date of Departure 04 Jul 2022		Country Of Origin of Goods United States	
Port of Discharge Sydney		Final Destination SYDNEY, AUSTRALIA		Country of Final Destination Australia	
Product Code		Description of Goods		Unit Quantity	Kind & No of Packages
B-STOOL		BAR STOOL ALUMINIUM 500 X 100 X 100MM STAINLESS STEEL		150 PALLET X	8
B-TABLE		BAR TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL		75 PALLET X	8
					Net Weight (Kg) 1,500
					Gross Weight (Kg) 1,650
					Measurements (m³) 12
					1,500
					1,575
					15
Total This Page		225		16	3,000
Consignment Total		225		16	3,000
Additional Info		Signatory Company ABC Exports		Name of Authorized Signatory Randy	
				Signature <i>Randy Clarke</i>	
				Clarke	

CUSTOMS DECLARATION**Declaration of Personal Effects and Unaccompanied Articles**

Please fill in the following information and submit to Customs.

(Only one written declaration per family is required.)

Flight No./Name of Vessel	Point of embarkation	
Date of Arrival in Japan	Year	Month Day
Name	Last name (or Surname)	
	First & middle name	
Address in Japan (Accommodation)	Tel	
Nationality	Occupation	
Date of Birth	Year	Month Day
Passport No.		
Number of Family members Traveling with You	Over 20 years old	6-19 years old

※ Please answer with a "✓" mark to the following questions.

1. Are you bringing the following into Japan ?	Yes	No
① Prohibited Article(s) or Restricted Article(s) [For example, Narcotic drugs, Firearms, Explosives] (Please refer to 1. and 2. of side B.)	<input type="checkbox"/>	<input type="checkbox"/>
② Gold bullion or products of gold	<input type="checkbox"/>	<input type="checkbox"/>
③ Goods (purchases, souvenirs, gifts) exceeding duty-free allowance (Please refer to 3. of side B.)	<input type="checkbox"/>	<input type="checkbox"/>
④ Commercial goods or samples	<input type="checkbox"/>	<input type="checkbox"/>
⑤ Any items you have been requested from someone else to bring into Japan	<input type="checkbox"/>	<input type="checkbox"/>

*If your answer to any of the questions above is "Yes", please list your belongings in "Description of Personal Effects" on side B.

Appendix D



Certificate of Quality

Catalog Number 226-10-00

Sorbent: Silica gel, special deionized water
Tube Holder: Type B

SKC is an ISO 9001 registered manufacturing company.

For compliance sampling, use these tubes as specified in a validated sampling method. It is the user's responsibility, employing a suitable method, to establish appropriate safety and health practices and to determine the applicability of regulatory limitations before use. The user should adjust the sampling procedure to specific conditions and should test tubes to ensure that the desired results will be obtained.

The SKC Certificate of Quality ensures that these sorbent tubes have been manufactured to meet or exceed the requirements for sorbent purity, sample collection and retention, storage stability, and absorption efficiency for the following chemical hazards and analytical methods published by NIOSH, OSHA, EPA, or ASTM:

Acids, inorganic (see specific compounds)	NIOSH	75001
Aqua regia (Acids, inorganic)	NIOSH	75001
Aspiric acid	NIOSH	20111
Hydrochloric acid (Acids, inorganic)	NIOSH	75001
Hydrogen bromide	OSHA	81 100001
Hydrogen bromide (Acids, inorganic)	NIOSH	75001
Hydrogen cyanide	OSHA	81 100001
Hydrogen fluoride (Acids, inorganic)	NIOSH	75001
Hydrogen fluoride (Acids, inorganic)	NIOSH	75001
Inorganic acids (Acids, inorganic)	NIOSH	75001
Ishtiic acid	OSHA	81 100001
Ishtiic acid (Acids, inorganic)	NIOSH	75001
Oil of vitriol (Acids, inorganic)	NIOSH	75001
Phosphoric acid	OSHA	81 100001
m-Phosphoric acid (Acids, inorganic)	NIOSH	75001
o-Phosphoric acid	NIOSH	75001
Sulfuric acid	OSHA	81 100001
Sulfuric acid (Acids, inorganic)	NIOSH	75001

SKC Limited Warranty and Return Policy

SKC products are subject to the SKC Limited Warranty and Return Policy, which provides SKC's sole liability and the buyer's exclusive remedy. To view the complete SKC Limited Warranty and Return Policy, go to <http://www.skctec.com/warranty.asp>.

SCIENTIA DIFFICILIS SED FRUCTUOSA

Form SKC01 Rev 1/02

DECLARATION OF MANUFACTURE, PROCESSING, EXPORTATION OR IMPORTATION OF DRUGS - A
PHARMACEUTICALS

This Form shall be completed and submitted to the relevant authority in accordance with the provisions of the relevant laws and regulations. The information provided hereon shall be true and correct to the best of the declarant's knowledge and belief.

No.	(Country)
No.	(Country)
No.	(Country)
No.	(Country)

Manufacturing and/or Processing Operations

Product Identification Number	Substance or Active Ingredient	Description of Manufacturing and/or Processing Operations	Date of Manufacture/Processing		Description of Product		
			Country	Date of Export	Quantity	Form	Other

Signature: _____ Date: _____
 Address: _____ Signature: _____
 Name: _____
 Title: _____

This Form shall be completed and submitted to the relevant authority in accordance with the provisions of the relevant laws and regulations. The information provided hereon shall be true and correct to the best of the declarant's knowledge and belief.



Certificate of Origin Template

Certificate of Origin

Exporter Name and Address		Blanket Period: (DD/MM/YYYY)			
Tax Identification Number		FROM:			
Producer Name and Address		TO:			
Tax Identification Number:		Importer Name and Address:			
Tax Identification Number:		Tax Identification Number:			
Description of Good(s)	TARRIF CLASSIFICATION NUMBER	PREFERENCE CREITERION	PRODUCER	NET COST	COUNTRY OF ORIGIN

I CERTIFY THAT:

- Information provided in this certificate is based on facts and is accurate and I assume the responsibility for proving such representations. I understand that I am liable for any false statement or material omission made on or in concern with this document.
- I agree to maintain and present upon request documentation necessary to support this certificate and to inform, in writing, al persons to whom this certificate was given of any changes that would affect accuracy or validity of this certificate.
- This certificate consists of _____ pages including all attachments

Authorized Signature:		COMPANY:	
Name: (Print or Type)		TITLE:	
Date: DD/MM/YYYY	Ph: xxxxxxxxxxxxxxxx	Fax: xxxxxxxxxxxxxxxx	Customs Form:

CARGO INSURANCE POLICY						
(210-Branch)						Issue Time: 26-01-2015 09:43
Agency No	Policy No	Supplement / Application No	Renewal No	Risk No	Issue Date	Period of Insurance Inception Date
103968				1	26-01-2015	23-01-2015
Insured						
Name, Surname/Title						
Address						
Identification No. Phone : email :						
Policy Holder						
Name, Surname/Title						
Identification No. Phone : email :						
Risk Information						
SUM INSURED			% OF INCREASE			
TOTAL SUM INSURED			EXCHANGE RATE			
PLACE OF DEPARTURE			PLACE OF ARRIVAL			
TYPE OF CONVEYANCE			NAME OF VESSEL			
DATE OF LOADING						
Scope of Cover			Sum Insured(TL)		Rate(%)	Net Premium(TL)
ALL RISKS						
WSRCC						
						NET PREMIUM
						GROSS PREMIUM
						EQUIVALENT TO
POLICY COVERAGE						
Below mentioned coverages are provided by this policy						
All Risks, Wsroc						
NOTES / REMARKS						
<p>WAR AND STRIKES COVER</p> <p>SCOPE OF COVERAGE AND SPECIAL CONDITIONS</p> <p>This policy is based on the proposal and declaration of the Assured or the Insurant; it covers loss and damages arising from the risks within the framework of the attached booklet of General Conditions certified by the ministry and the Special Conditions and clauses stated in this policy.</p> <p>INCONSISTENCY IN MEASUREMENT</p> <p>*Ordinary leakage, ordinary loss in weight or volume, or ordinary wear and tear of the subject-matter insured is excluded.</p> <p>USED GOODS EXCLUSION</p> <p>*In no case shall this insurance cover any claims related to second hand goods or commodities in transport with the purpose of repair, maintenance, revision and return.</p> <p>INSUFFICIENT PACKING</p> <p>*Loss, damage or expense caused by insufficiency or unsuitability of packing or preparation of the subject matter insured is excluded.</p> <p>LEGAL REPORTS AND DOCUMENTS NOTE</p> <p>*The Insured are obliged to notify the Underwriter the occurrence of damage, and take all and any measures to prevent the damage from increasing, as soon as they are informed thereof. The Underwriters shall as soon as possible send an expert to assess the damage at site. It is obligatory that the Insured have the loss or damage suffered by the goods recorded in minutes signed by the carriers and their authorized representative by the time of delivery, and/or that the damage be notified by means of a Notary Public to the carriers or their authorized representative within three days as of the assessment of the damage. Otherwise the loss or damages covered by this insurance policy shall not be indemnified. In case of any claim, the insured is obliged to provide each of the documents required by the insurer such as invoice, invoice approved by customs, affreightment, consignment note, photographs, accident</p>						

List of supplying markets for the product imported by Ukraine in 2022

Product: 9505 Festival, carnival or other entertainment articles, incl. conjuring tricks and novelty jokes,

Exporters	Select your indicators															
	Value imported in 2022 (USD thousand)	Trade balance 2022 (USD thousand)	Share in Ukraine's imports (%)	Share of Ukraine in the partner's exports (%)	Quantity imported in 2022	Quantity unit	Unit value (USD/unit)	Growth in imported value between 2018-2022 (% p.a.)	Growth in imported quantity between 2018-2022 (% p.a.)	Growth in imported value between 2021-2022 (% p.a.)	Ranking of partner countries in world exports	Share of partner countries in world exports (%)	Total exports growth in value of partner countries between 2018-2022 (% p.a.)	Average distance between partner countries and all their importing markets (km)	Concentration of all importing countries of partner countries	Average tariff (estimated) applied by Ukraine (%)
World	4,028	7,099	100		479	Tons	8,409	-23	-23	-73		100	22			
China	3,682	-3,682	91.4	0	432	Tons	8,523	-23	-28	-73	1	85.8	26	9,856	0.34	0
France	121	-95	3	0.1	9	Tons	13,444	147		2,418	16	0.3	16	1,805	0.1	0
Poland	71	1,937	1.8	0.7	5	Tons	14,200	-20	-30	-64	7	0.7	2	2,098	0.12	0
Italy	47	-29	1.2	0.5	17	Tons	2,765	-21	-21	-76	15	0.3	-1	1,862	0.08	0
Netherlands	40	3,101	1	0.1	5	Tons	8,000	13	16	-63	2	2.2	-3	849	0.14	0
Germany	24	965	0.6	0.1	6	Tons	4,000	-7	-31	95	6	0.9	5	1,592	0.09	0
Thailand	11	-11	0.3		1	Tons	11,000	-28	-36	-81	14	0.3	3	10,443	0.21	0
India	9	-9	0.2	0	1	Tons	9,000	-28	-28	-73	5	1	21	10,957	0.4	0
United States of America	7	170	0.2	0	0	Tons		19		300	3	1.4	-2	4,190	0.3	0

List of importing markets for the product exported by Ukraine in 2022

Product: 9505 Festival, carnival or other entertainment articles, incl. conjuring tricks and novelty jokes, ...

Source : developed by the Author based on reference [3]

Importers	Select your indicators															
	Value exported in 2022 (USD thousand)	Trade balance 2022 (USD thousand)	Share in Ukraine's exports (%)	Share of Ukraine in the partner's imports (%)	Quantity exported in 2022	Quantity unit	Unit value (USD/unit)	Growth in exported value between 2018-2022 (% p.a.)	Growth in exported quantity between 2018-2022 (% p.a.)	Growth in exported value between 2021-2022 (% p.a.)	Ranking of partner countries in world imports	Share of partner countries in world imports (%)	Total imports growth in value of partner countries between 2018-2022 (% p.a.)	Average distance between partner countries and all their supplying markets (km)	Concentration of all supplying countries of partner countries	Average tariff (estimated) faced by Ukraine (%)
World	11,127	7,099	100		714	Tons	15,584	10	-5	-12		100	11			
Netherlands	3,141	3,101	28.2	0.8	122	Tons	25,746	5	-1	1	4	3.1	10	6,447	0.45	0
Poland	2,008	1,937	18	1	100	Tons	20,080	22	28	24	16	0.9	10	6,034	0.54	0
Lithuania	1,958	1,958	17.6	5.2	125	Tons	15,664	66	82	482	67	0.07	10	2,584	0.16	0
Germany	989	965	8.9	0.3	41	Tons	24,122	11	8	73	5	2.8	4	6,666	0.54	0
Moldova, Republic of	644	644	5.8	18.8	111	Tons	5,802	54	45	147	94	0.02	11	5,321	0.48	0
Switzerland	570	570	5.1	1	15	Tons	38,000	6	-4	22	24	0.5	4	5,652	0.41	0
Austria	416	415	3.7	0.8	6	Tons	69,333	152	13	6	26	0.5	-3	2,290	0.27	0
Latvia	297	297	2.7	0.3	36	Tons	8,250	11	32	3,723	78	0.04	-2	2,424	0.15	0
Romania	196	196	1.8	0.5	31	Tons	6,323	52	55	-51	34	0.3	9	3,568	0.18	0

EPICENTR-K” LLC

Financial reporting for the year that _ ended on December 31 , 2020

Assets	Code	the beginning of the year, thousand g .	At the end of the year, thousand UAH .
I. Irreversible assets			
Intangible assets	1000	12,543	32,720
original cost	1001	44,846	73 004
accumulated amortization	1002	32 303	40,284
Unfinished capital investment	1005	1,869,460	3,692,156
The main ones means	1010	12,304,648	15,231,712
original cost	1011	17,210,534	21,335,058
wear and tear	1012	4,905,886	6,103,346
Investment real estate	1015	0	0
Long-term biological assets	1020	0	0
Long-term financial investment : which are taxed according to the equity method others enterprises	1030	0	0
others financial investment	1035	1,755,267	3,129,633
Long-term accounts receivable arrears	1040	0	0
Postponed tax assets	1045	68,629	23 116
Others irreversible assets	1090	0	0
All according to chapter 1	1095	16,010,547	22 109 337
II. Reversible assets			
Reserves	1100	13,885,925	15,389,033

current biological assets	1110	0	0
Debitorska debt for products , goods , works , services	1125	1,467,824	2,182,479
Debitorska settlement debt : _			
on issued advances	1130	0	0
with a budget	1135	0	1
including income tax _ _ _ _	1136	0	0
Another one current accounts receivable arrears	1155	4,381,455	3,859,491
current financial investment	1160	0	0
Continuous of table			
Money and theirs equivalents	1165	921 054	642,802
Costs future period in	1170	7,322	5,399
Others reversible assets	1190	217 473	336,837
All according to section II	1195	20,881,053	22,416,054
III. Irreversible assets held _ for sale, and groups elimination	1200	21	0
Balance	1300	36,891,621	44,525,391
Passive	Code	At the beginning of the year, thousand g .	At the end of the year, thousand UAH .
I. Own capital			
Registered (share) capital	1400	158,610	158,610
Capital in reassessments	1405	0	0
Additional capital	1410	0	0
Reserve capital	1415	0	0

Undivided profit (uncovered damage)	1420	14,542,267	17,688,086
Unpaid capital	1425	0	0
Excluded capital	1430	0	0
All according to section I	1495	14,700,877	17,846,696
II. Long-term obligations and security			
Postponed tax obligation	1500	0	0
Long-term loans banks in	1510	2,008,688	4,142,910
Others long-term obligation	1515	256,738	312 170
Long-term software	1520	0	0
This is true financing	1525	0	0
All according to section II	1595	2,265,426	4,455,080
III. current obligations and security			
Short-term loans banks in	1600	0	0
current creditor's office debt for:			
long-term obligations	1610	776,000	767 497
goods , works , services	1615	14,514,081	16,290,054
calculations with the budget	1620	273 257	326,833
including income tax _ _ _ _	1621	215 457	244,727
calculations with insurance	1625	24,716	17,379
payroll calculations _	1630	160,208	137,988
Continuous of table			
current software	1660	509,245	539,038
Future income period in	1665	0	0
Others current obligation	1690	3,667,811	4,144,753
All according to section III	1695	19,925,318	22,223,615
IV. Liabilities related to non -current assets held for sale and groups elimination	1700	0	0
Balance	1900	36,891,621	44,525,391

Source developed by the Author [1] **Apprndix (K)**

Financial reporting for the year that _ ended on December 31 , 2019

Balance sheet (Statement of financial position)

Assets	Code	At the end of the beginning of the year, thousand thousand g . UAH .	At the end of the year, thousand thousand UAH .
I. Irreversible assets			
Intangible assets	1000	4,870	12,543
original cost	1001	32,540	44,846
accumulated amortization	1002	27,670	32 303
Unfinished capital investment	1005	1,500,430	1,869,460
The main ones means	1010	8,568,122	12,304,648
original cost	1011	11,500,250	17,210,534
wear and tear	1012	2,932,128	4,905,886
Investment real estate	1015	0	0
Long-term biological assets	1020	0	0
Long-term financial investment : which are taxed according to the equity method others enterprises	1030	0	0
Others financial investment	1035	1,750,200	1,755,267
Long-term accounts receivable arrears	1040	0	0
Postponed tax assets	1045	0	68,629
Others irreversible assets	1090	0	0
Continuous of table			
All according to chapter 1	1095	11,823,622	16,010,547
II. Reversible assets			
Reserves	1100	13,250,000	13,885,925
current biological assets	1110	0	0

Debitorska debt for products , goods , works , services	1125	770,000	1,467,824
Debitorska settlement debt : _			
on issued advances	1130		0
with a budget	1135		0
including income tax _ _ _ _	1136		0
Another one current accounts receivable arrears	1155	3,320,100	4,381,455
current financial investment	1160		0
Money and theirs equivalents	1165	690,000	921 054
Costs future period in	1170	2,800	7,322
Others reversible assets	1190	270,000	217 473
All according to section II	1195	18,302,900	20,881,053
III. Irreversible assets held _ for sale, and groups elimination	1200	0	21
Balance	1300	30,126,522	36,891,621

Appendix L Source developed by the Author [1]

Table 1.3

Passive	Code	the beginning of the year, thousand g .	At the end of the year, thousand UAH .
I. Own capital			
Registered (share) capital	1400	158,610	158,610
Capital in reassessments	1405	0	0
Additional capital	1410	0	0
Reserve capital	1415	0	0
Undivided profit (uncovered damage)	1420	12,300,000	14,542,267
Continuous of table			
Unpaid capital	1425		0
Excluded capital	1430		0
All according to section I	1495	12458 610	14,700,877

II. Long-term obligations and security			
Postponed tax obligation	1500	0	0
Long-term loans banks in	1510	910,000	2,008,688
Others long-term obligation	1515	0	256,738
Long-term software	1520	0	0
This is true financing	1525	0	0
All according to section II	1595	910,000	2,265,426
III. current obligations and security			
Short-term loans banks in	1600	0	0
current creditor's office debt for:			
long-term obligations	1610	776,000	776,000
goods , works , services	1615	13,454,053	14,514,081
calculations with the budget	1620	180,545	273 257
including income tax _ _ _ _	1621	130,000	215 457
calculations with insurance	1625	62528	24,716
payroll calculations _	1630	140,000	160,208
current software	1660	250,620	509,245
Future income period in	1665	0	0
Others current obligation	1690	1891166	3,667,811
All according to section III	1695	16 754 9 12	19,925,318
IV. Liabilities related to non -current assets held for sale and groups elimination	1700		0
Balance	1900	30,126,522	36,891,621

Source developed by the Author [1]

Appendix (O)

Financial report _ the results (Report on aggregate income) for 2020 Form 2

FINANCIAL RESULTS

Article	Code	For reporting period , thousand g . _	For similar period of the previous year, thousand UAH .
Clean income from implementation products (goods , works , services) _	2000	50,382,425	43,979,194
Clean and earned insurance awards	2010	0	0
Cost implemented products (goods , works , services) _	2050	35,593,670	30,814,751
Clean and suffered insurance losses _ payments	2070	0	0
Gross			
profit	2090	14,788,755	13,164,443
loss	2095	0	0
Others operating income	2120	737 243	530,835
Administrative _ costs	2130	872 759	751,814
Sales expenses _	2150	8,648,047	7,985,945
Others operating rooms costs	2180	920 408	254 271
Financial result from operating room activity			
profit	2190	5,084,784	4,703,248
loss	2195	0	0
Income from participation in the capital	2200	0	0
Others financial income	2220	211 555	3,851
Other income	2240	554,085	354,733
Financial costs	2250	295,646	250,094
Losses from participation in the capital	2255	0	24,516

Others costs	2270	1,438,592	363 438
Financial result before taxation			
profit	2290	4,116,186	4,423,784
loss	2295	0	0
Expenses (income) from income tax	2300	-944 982	-821 675
Profit (loss) from discontinued activity after _ taxation	2305	0	0
Clean financial result			
profit	2350	3,171,204	3,602,109
loss	2355	0	0

Source developed by the Author [1]

**Financial report _ the results (Report on aggregate income)
for 2019 _
FINANCIAL RESULTS**

Article	Code	For reporting period , thousand g . _	For similar period of the previous year, thousand UAH .
Clean income from implementation products (goods , works , services) _	2000	43,979,194	41 400 220
Clean and earned insurance awards	2010	0	0
Cost implemented products (goods , works , services) _	2050	30,814,751	30,400,580
Clean and suffered insurance losses _ payments	2070	0	0
Gross profit	2090	13,164,443	10,999,640
loss	2095	0	
Others operating income	2120	530,835	260 235
Administrative _ costs	2130	751,814	540,040
Sales expenses _	2150	7,985,945	6,623,200
Others operating rooms costs	2180	254 271	396373
Financial result from operating room activity			
profit	2190	4,703,248	3,700,262
loss	2195	0	0
Income from participation in the capital	2200	0	0
Others financial income	2220	3,851	180,000
Other income	2240	354,733	52,000
Financial costs	2250	250,094	91,550

Losses from participation in the capital	2255	24,516	0
Others costs	2270	363 438	210,000
Financial result before taxation			
profit	2290	4,423,784	3630712
loss	2295	0	
Expenses (income) from income tax	2300	-821 675	-670,000
Profit (loss) from discontinued activity after _ taxation	2305	0	
Clean financial result			
profit	2350	3,602,109	2,960,712
loss	2355	0	0

Source developed by the Author