



<b>Event</b>	Interview
<b>Interviewee</b>	Mr. Anatoliy Sokolyuk Councilor of the Vice President of the Zoloti Vorota Corporation
<b>Date</b>	15 April 2009

**Eunite Ukraine (EU): What is your corporation involvement in the infrastructure development of Ukraine?**

Anatoliy Sokolyuk (AS): Zoloti Vorota corporation is active in roads, bridges and airfields development. We are the leading construction company in Ukraine, and the only one that is well experienced in asphalt-concrete and cement-concrete pavement works, which are crucial in airfield development projects. Within our Ukrainian airfield references we have already Boryspil, Zhulyany, Simferopol, Mykolaiv, Chernigiv, Kherson airports, as well as 6 runways at military airfields of Crimea. Also we have been involved in Russian Sheremetyevo, Domodedovo and Pulkovo airfields development.

**EU: Would you please describe in more details your experience in two Kiev airports, Borypsil and Zhulyany?**

AS: We did a new runway in Boryspil International airport several years ago. Last year we have finished an apron S there, and at the end of 2008 we have also won a tender for an apron F works. Regarding the Zhulyany International airport we are currently involved in its airfield development.

**EU: Several weeks ago it was reported that a runway of Zhulyany has been set into operation.**

AS: Yes and no. We have finished runway construction works, and a pilot flight did actually take place and was successfully landed to our new runway. But a runway lightning system has not been fully installed yet, thus no regular flights are being held in Zhulyany airport at this moment yet. And today we are still working on taxiways and apron development of the Zhulyany airport.

**EU: How long did it take to develop the Zhulyany runway?**

AS: Construction works had been launched in August 2008 and ended by November. No construction works of this type could be held in winter time due to low average daily temperature. Today we have restarted our construction works in Zhulyany. And they are related to taxiways and apron development works.

**EU: In which other EURO 2012 host cities are you involved in airports development?**

AS: Together with Azovintex Company we will develop an airfield of Lviv International Airport. Also we are bidding for Kharkiv, Odessa and Dnipropetrovsk airports' airfield development, which are also planned for the nearest future.

**EU: In which highways development projects you are involved in?**

AS: Today we are involved in Kiev-Chop, Kiev-Kovel-Yagodyn and Kharkiv-Dnipropetrovsk highways development. We do a 26 km section in Kiev-Chop highway that also includes a bridge. Construction works on this project were started last year, and an estimated time for our works fulfillment is 30 months. Our second current highway project, namely sections on a Kiev-Kovel-Yagodyn highway, goes through regions with boggy soil, and because of it, our cement-concrete payment experience is very valuable. And on Kharkiv-Dnipropetrovsk highway we are doing 110 km section (Kharkiv-Krasnograd-Pereschepino) that is due to be finished by the end of this August.



Besides these three road projects we are currently bidding for works on Brovary-Lubny highway, that are planned to be launched already by the end of this year.

**EU: You have listed quite a number of projects that you are currently involved in or are bidding for. What are the facilities and capabilities of the Zoloti Vorota Corporation. Are there enough of them to accomplish works initiated and planned?**

AS: Zoloti Vorota Corporation is active in 4 different sectors, namely 1) highways, bridges and airfields construction and capital repair, 2) real estate development, 3) road buildings materials production, and 4) assets management. As you see, our business profile is pretty diversified. Overall, the Zoloti Vorota corporation consists of 21 enterprises and 3 rubble delfts, including 11 companies specialized in highways, bridges and airfield construction and a capital repair. The corporation employs 5000 people and operates more then 1000 units of specialized machinery. On a regular basis we conduct trainings for our staff and pay attention to social and corporate responsibility. The corporation is a rapidly developing enterprise that constantly introduces new modern technologies. The Zoloti Vorota has all needed facilities and capabilities to accomplish all construction projects, it is currently involved in, as well as those, it is only bidding for at the moment.

**EU: What are the key criteria to reach a success in the Ukrainian construction market? How will you advise foreign suppliers to approach general contractors of the development projects?**

AS: Talking about construction companies, I would name the following criteria: professional experience, knowledge and skills, availability of human, technical and financial resources required for a projects, company bids for. Getting an assignment in the construction market is a long term process that begins long time before dates set and announced for construction works start. All project's specifications are being calculated and defined during a design development phase. Thus, the Ukraeroproject company managed by Mr. Boyko is a key body responsible for airfield design works in Ukraine. And I will recommend to potential suppliers of materials and equipment for airfield development projects to get in touch with Ukraeroproject.