



Event	Interview
Interviewee	Mr.Valeriy Timchenko Deputy Director of Aviabudservice
Date	16 March 2009

Eunite Ukraine (EU): What experience of cooperation with the Dutch businesses do you have?

Valeriy Timchenko (VT): Since autumn 2008 we are official representatives of the Erico company in Ukraine. We have certified its products and got all necessary permits for implementing the Erico's technology at the Ukrainian construction sites. As of today we can not report any positive results yet, however we believe that after the current difficulties caused by the financial crisis would be over, the construction market will generate lots of challenges for businesses involved in this sector.

EU: How strong is the influence of the financial crises on the construction market of Ukraine?

VT: Today the Ukrainian construction market experiences not the best times in its history. Here we have the same tendencies as the construction market all over the world. We expect positive changes to begin in spring 2010. The upcoming presidential elections and possible early parliament elections, which might happen this autumn, also slow down rates of the construction sector development.

EU: How do you evaluate the rates of the NSK Olimpiyskiy development?

VT: I have been to the NSK Olimpiyskiy construction site recently. And as you probably know our company won the tender to supply the casing to NSK. I can say that the general contractor holds high rates of the construction works speed and the scale of construction works that are currently underway at the NSK Olimpiyskiy site make me believe that the stadium would be ready in time.

EU: You have mentioned your successful experience in winning the tender to supply the casing to the NSK Olimpiyskiy. What can you say about the policy of the general contractor on selection the suppliers of materials?

VT: All procurements of construction materials are done on the basis of open tenders to ensure a fair price for the best quality. And I should say that today preferences of the general contractor are given to materials supplied by local producers. This stage of the NSK Olimpiyskiy reconstruction project covers hard construction works that basically deal with concrete and metal only – which is not that complicated. I am sure that later on, when this stage of the project would be over, and works on equipment the Stadium with high tech technologies would be started, then foreign suppliers of different solutions would be considered more because of their experience. But I think the general contractor would remain the policy of working with Ukrainian suppliers. I mean Ukrainian companies that also offer foreign solutions certified according to Ukrainian construction norms. Thus I would recommend Dutch companies to approach the KievMiskBud – the general contractor of the NSK Olimpiyskiy project – through their local business partners.