



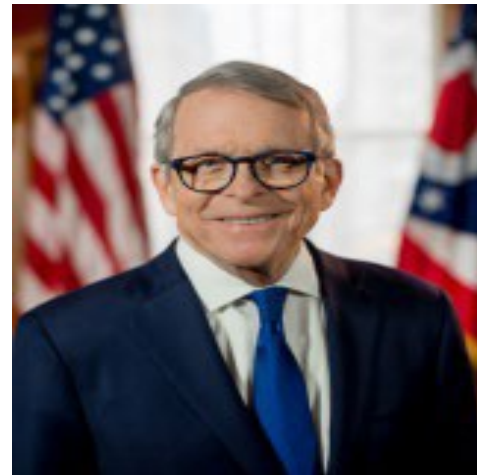
Rebuild Ukraine

Current and Future Opportunities for Great
Lake Region Companies

May 16, 2023

Zoë Munro, Program Director

zmunro@gsgp.org



Great Lakes St. Lawrence Governors & Premiers

- More than 30 years of collaboration among the region's chief executives:



- Growing the region's economy and protecting the world's greatest freshwater system
 - Chair: Wisconsin Governor Tony Evers
 - Vice Chair: Ohio Governor Mike DeWine





Great Lakes St. Lawrence Governors & Premiers

Award-Winning Project Portfolio

Economy

- Promoting SME Exports
- Growing Strong Clusters
 - **Maritime**
 - **Transportation**
 - **Tourism**
 - **Cruising**
- Attracting Foreign Investment

• **Environment**

- Managing Sustainable Water Use
- Restoring and Protecting the Great Lakes St. Lawrence

16 Trade Offices



GSGP Trade Missions

16 Trade Offices
135+ Markets



\$1.13 Billion
Facilitated Export Sales
2017-2022

730 Projects
Completed Per Year



Trade Missions to 28 Markets
375 Companies



UPCOMING GSGP TRADE MISSIONS

INDIA December 3-8, 2023

VIETNAM & THE PHILIPPINES April 21-26, 2024

<http://www.gsgp.org/projects/international-trade/trade-missions/>





Rebuild Ukraine

**Current and Future Opportunities for Great
Lake Region Companies**

Tony Housh, Chairman

American Chamber of Commerce in Poland



ReBuild Ukraine

**Current and Future opportunities
for Great Lakes companies**

Trade mission to Warsaw & Kraków, Nov. 2023

AHP International: who are we?

1993/1994

Launch of first export consulting business by Stefan Peikert in Münster, Germany

2006

Foundation of AHP Group

2008

Foundation of AHP International

2016

Foundation of AHP International, Inc. in Philadelphia / Horsham, PA, USA

2019

Foundation of AHP International Sp. z o.o. (Warsaw, PL)

2022

Start of Ukraine Focus in Summer 2022

AHPI in Numbers:

20+

full time staff active in projects (partners and consultants)

2.5

Mio. EUR Annual project volume

4

Global locations

Business Development in Europe and around the World

Public Trade Development

Corporate Consulting

FDI promotion

Capacity Building

Offices

Berlin, Germany: HQ, Corporate Desk, Trade & FDI

Heidelberg, Germany: Public Trade Desk, Trade & Capacity Building

Warsaw, Poland: AHP International Sp. z o.o. / CEE Hub

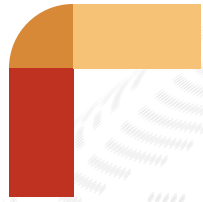
Horsham, PA, USA: U.S. Operations / North American Hub

Partners

Linda von Delhaes-Guenther

Stefan Peikert

Jack Rosenbloom



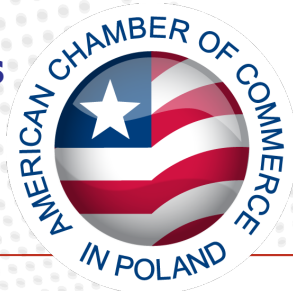
AHP International and the U.S.



References from the United States

- an authorized trade and/or investment representative of several American states in Europe, e.g. Pennsylvania, Wisconsin, Washington, Maryland, Colorado, and North Carolina
- active support of American states and Canadian delegations (Ontario, British Columbia) in the organisation of trade missions to Europe at trade fairs e.g. Medica, IWA Outdoors, Hannover Messe

AHP International is the member of



Rebuilding of Ukraine – a relevant topic now?

- Rebuilding Ukraine is expected to be the largest reconstruction (and modernization) project since the World War II – estimated scale of the project: 600-750 billion USD;
- This will mean a huge demand for construction materials, products, solutions in the coming years;
- Some projects, addressing the most urgent needs, are starting already now (examples: housing and industrial parks in Western Ukraine);
- The re-building of Ukraine will be a global effort. In order to access this complex market, U.S. and Canadian businesses will need to rely both on the strong North American presence and network in the region, as well as on partnerships with leading European players;
- Poland as a natural hub for international partnerships of companies interested in being a part of rebuilding Ukraine.





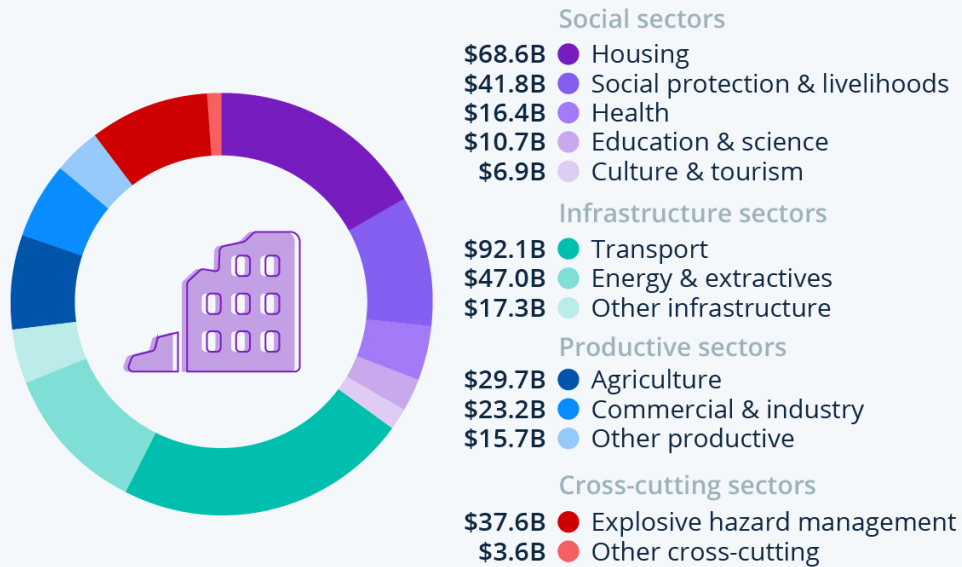
Rebuilding of Ukraine – immediate and long-term needs

- Rebuilding Ukraine – estimated scale of the project: **600-750 billion USD** (President Zelensky; Prime Minister Shmyhal);
- According to the Government of Ukraine, WB, UN, and the European Commission's *Rapid Damage and Needs Assessment*, as of Feb 24, 2023 the reconstruction costs are estimated at **411 billion USD** (2.6 times of Ukraine's pre-war GDP). The cost of reconstruction and recovery is expected to stretch over **10 years** and combines both needs for public and private funds;
- The direct physical damage to infrastructure and buildings amounted to **135 billion USD**;
- Ukraine will need **14 billion USD** for critical and priority reconstruction and recovery investments in 2023;

Rebuilding of Ukraine – immediate and long-term needs

\$411B to Rebuild Ukraine

Estimated reconstruction costs of damages and losses caused by the war in Ukraine as of Feb. 24, 2023*



* Total estimated financial needs covering the period 2023-2033
 Source: Joint assessment - Government of Ukraine, World Bank Group, European Commission, United Nations

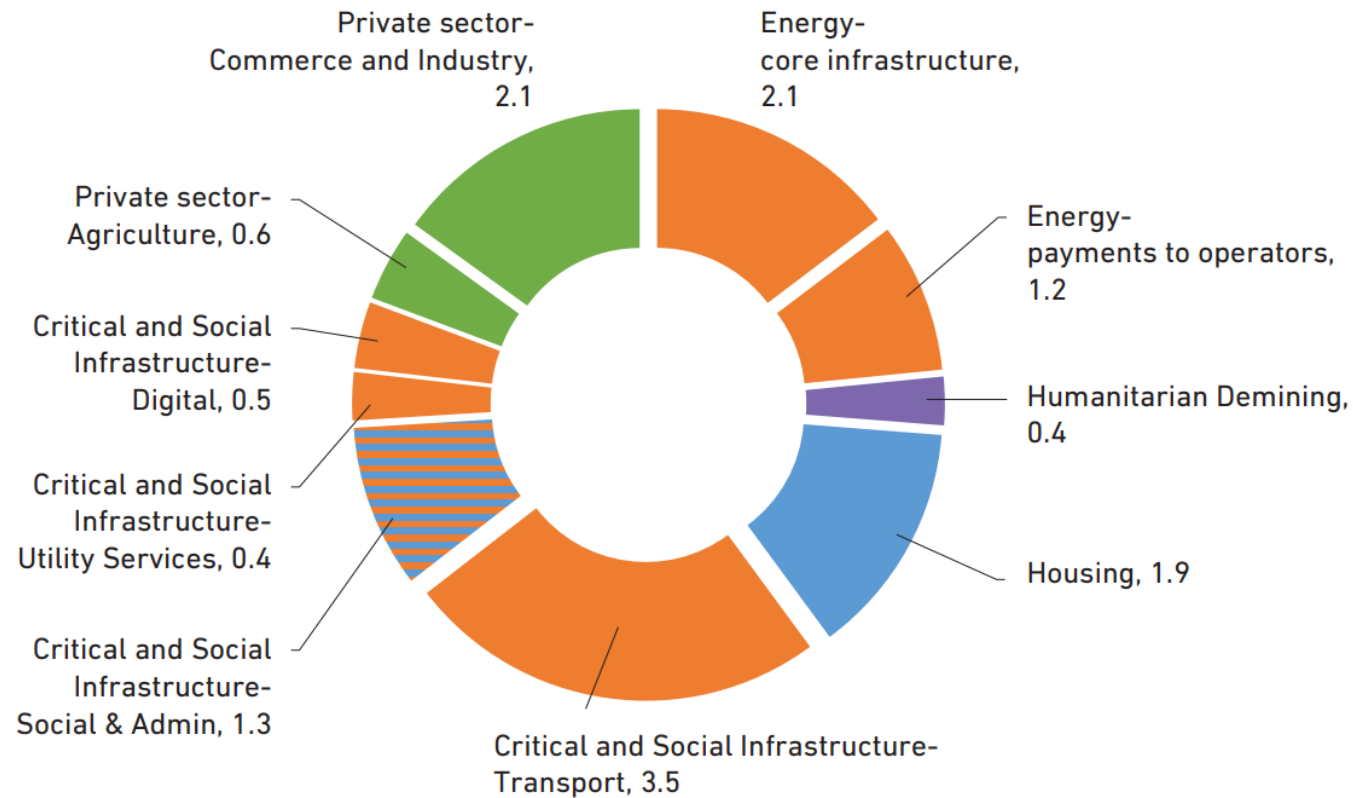


- The biggest needs are in:
 - **TRANSPORT INFRASTRUCTURE;**
 - **HOUSING;**
 - **ENERGY & EXTRACTIVES.**
- The geographic areas with the greatest increase in needs are the following regions: Donetska, Kharkivska, Luhanska, and Khersonska.

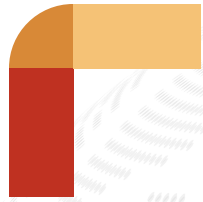


Rebuilding of Ukraine – immediate and long-term needs

Figure 4. Priority investments for 2023 (US\$ billions): US\$14 billion



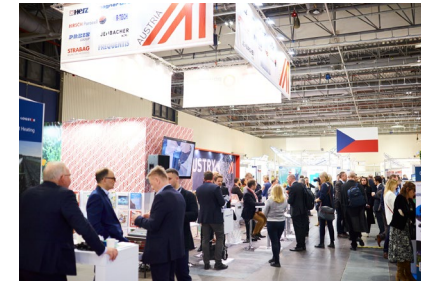
- **CRITICAL INFRASTRUCTURE - TRANSPORT, ENERGY & HOUSING** are the three spending priorities for 2023.

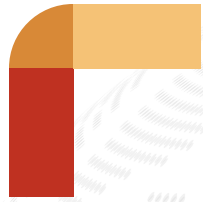


ReBuild Ukraine 2023: 15-16 February, Warsaw

Key facts:

- An event combining a trade fair and a conference
- 3000+ participants
- 50+ countries
- 12 national pavillions e.g. Germany, France, Italy, Denmark, Austria, Belgium, Latvia, Lithuania, United Kingdom, Czech Republic, South Korea
- 304 exhibiting companies: construction companies, engineering companies, machinery producers, manufacturers of windows and doors, transport companies, water treatment and water solutions companies, construction materials, energy technologies etc.
- 23 communities from Ukraine (Mayors, City Council, other officials)



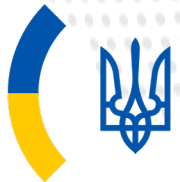


ReBuild Ukraine 2023: 14-15 November, Warsaw

Key facts:

- Expected larger scale of the event and more matchmaking between participants from different countries (not only with Ukrainian participants);
- Country pavillions: Ukraine, Poland, Germany, France, UK, Italy, Sweden, Finland, Norway, Denmark, Czechia, Romania and others; exhibition space for the U.S./Great Lakes secured;
- Hall dedicated to energy, in addition to construction hall.

Partners of the event:



Ministry of
Foreign Affairs
of Ukraine



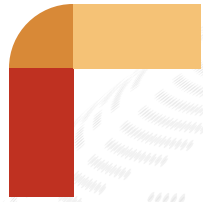
Energy
Efficiency Fund

CBU | Confederation of
Builders of
Ukraine



MAYORS' CLUB
ГРОМАДСЬКА ОРГАНІЗАЦІЯ
ВСЕУКРАЇНСЬКОГО ЗНАЧЕННЯ



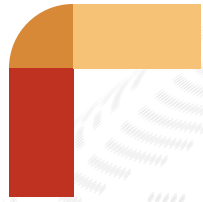


ReBuild Ukraine 2023: trade mission to Poland



Trade mission to Poland, November 12 - 18, 2023

- Full week trade mission comprising Rebuild Ukraine and deeper dive into Poland (Warsaw + Cracow)
- Programme comprising:
 - 2 days at Rebuild Ukraine (as an exhibitor); meetings with Ukrainian communities, and B2B meetings with potential partners (Ukrainian, Polish, European, other) in rebuilding Ukraine
 - Additional programme in Warsaw and Cracow comprising briefing sessions, matchmaking events, networking receptions, company visits, and B2B meetings;
 - Opportunity to establish key relations relevant for the Ukrainian topic: Ukrainian authorities, companies interested in collaboration in Ukraine, North American companies already operating in Poland and/or Ukraine, and key institutional contacts and multipliers (U.S. & Canadian Embassy – Commercial Service, AmCham in Poland, AmCham in Ukraine, Ukrainian Embassy to Poland, the Polish-Ukrainian Chamber of Commerce, Polish Investment and Trade Agency, construction sector associations, key clusters, etc.)



ReBuild Ukraine 2023: why should you join?

Opportunities:

- Insight into the current demand and specific opportunities for North American companies
- A unique opportunity to connect with decision makers of Ukrainian communities and companies
- Establishing C-level relationships during the B2B meetings, events, networking sessions
- Building direct connections with Polish and Ukrainian chambers, associations, and clusters
- Meeting representatives and advocates of North American business in Poland and Ukraine (U.S. & Canadian Embassy in Poland, American Chambers of Commerce)
- Meeting representatives of European companies and organizations involved in the ReBuild Ukraine project



Your contact persons in AHPI:



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GSGP Rebuild Ukraine Trade Mission 2023

November 12-17, 2023

Mission Costs:

In-Person Participation Fee (estimate if State is covering booth space cost)*: US \$2,000 per company (additional company participant \$1,000)

Includes group ground transport, networking events, briefing, show reception and ticket to the show.

Brief Market Research & Customized Appointment Setting Fee*: \$4,000 (meetings at the show and during week in Poland)

* Grant funding is available in many States to offset 50-75% of mission costs.



Registration Deadline: June 9, 2023

<http://www.gsgp.org/projects/international-trade/trade-missions/>



Draft Itinerary	
Saturday, November 11, 2023	Depart for Warsaw, Poland
Sunday, November 12, 2023	Arrive in Warsaw, Poland
Monday, November 13, 2023	Briefings with US Embassy, AmCham Poland, AmCham Ukraine, Polish Government & City of Warsaw Networking Dinner
Tuesday, November 14, 2023	Rebuild Ukraine Show- Great Lakes Booth Exhibit and b2b meetings with Ukrainian, Polish and European Companies Joint meetings with Ukrainian Communities Trade Show reception (TBD)
Wednesday, November 15, 2023	Rebuild Ukraine Show Exhibit and b2b meetings with Ukrainian, Polish and European Companies Joint meetings with Ukrainian Communities Evening: Old Town Tour
Thursday, November 16, 2023	AM: Matchmaking event with the Polish-Ukrainian Chamber of Commerce PM: Travel to Krakow (2.5hrs Train)
Friday, November 17, 2023	B2b meetings with Ukrainian and Polish companies in Krakow Mtgs with economic development officials and industry clusters
Saturday, November 18, 2023	Depart Krakow for U.S./Canada

Questions?

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