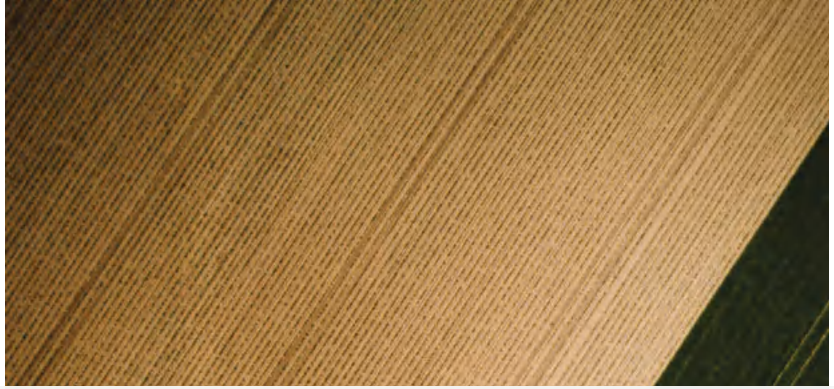
Overview of the grain market in Ukraine

Current industry landscape and prospects in the context of global trends

2025

BDO

Components of the analytical report



Introduction to analysis

Current trends in the grain market

Crop production and grain cultivation are strategic sectors of the agricultural industry of Ukraine. They form the basis of the country’s export potential and ensure food security.

In 2025, the Ukrainian agricultural market continues to adapt to the complex challenges posed by war, climate change, logistical constraints and the transformation of global demand. Despite the instability, the country maintains its position as a major player in the global agricultural export market.

The basis of production and export structure is wheat, corn, other grains and oilseeds (primarily sunflower, rapeseed and soybeans). These crops have a high export value and generate foreign currency earnings.

In order to maintain competitiveness in the current climate, manufacturers are actively introducing new technologies, adapting logistics routes and seeking out alternative markets.

Wheat

Ukraine is traditionally one of the world’s five largest wheat exporters, and this crop is of strategic importance for the agricultural sector and the economy. However, there was significant variation in production and export volumes during the 2022–2024 period. The primary factors contributing to this decline were military actions that restricted access to key port infrastructure and changes in weather conditions that affected crop yields.

In 2025, the situation shows signs of stabilisation: gross production is estimated at around 21 million tonnes. Export routes are being progressively reinstated, notably via the Danube ports and alternative land corridors. At the same time, wheat prices are subject to volatility, with fluctuations resulting from global exchange trends, harvest volumes and China’s grain import policy.

Corn

Corn is the most widely cultivated crop in Ukraine in terms of volume. From 2022 to 2024, there was a decline in production levels due to a reduction in acreage, along with challenges concerning logistics and profitability. In 2025, a moderate increase in yield to 27–28 million tonnes is anticipated. Weather conditions and price stabilisation are pivotal in facilitating this process, making cultivation a more economically viable proposition.

However, corn exports continue to depend critically on access to ports, primarily Odessa, Chornomorsk, and Izmail. There is a consistent demand for Ukrainian corn from global markets, with the EU, China and North African countries constituting the primary markets.

Other grains

This category includes barley, rye, oats, millet and sorghum. Barley accounts for the largest volume, and in 2025, its production is expected to reach approximately 5 million tonnes, with a significant portion destined for export to the Middle East and North Africa.

Rye and oats are of local importance and are mainly used in the domestic market. Despite their less advanced marketing infrastructure, large agricultural holdings are integrating these crops into their crop rotation.

Further development prospects are linked to niche markets, organic production and use in bioenergy. The key risks are low margins and competition from more profitable crops.

Weather conditions

The agricultural sector is still being affected by climate change. In 2025, the spring season was characterised by cool temperatures and sufficient rainfall, which proved beneficial for the growth of winter crops. The summer was moderately warm, without extreme droughts, which contributed to the formation of the harvest. However, there are still risks to consider, particularly in relation to localised downpours, hail and unstable temperatures.

State policy

In 2025, the Ukrainian government continues to implement programmes to support farmers, including compensation for logistics costs, subsidies for crop insurance and incentives for exports via alternative routes. At the same time, the agricultural sector is facing several challenges, including unstable tax policies, restricted access to financing and bureaucratic obstacles.

Global factors

The global agricultural market is characterised by high levels of competition, geopolitical instability and changing trade flows. Ukraine is gradually regaining its position, but must compete with major players such as Brazil, the United States, Russia and Argentina. Integration into European logistics chains and expansion into Asian and African markets remain key objectives.

Introduction to analysis

Current trends in the grain market

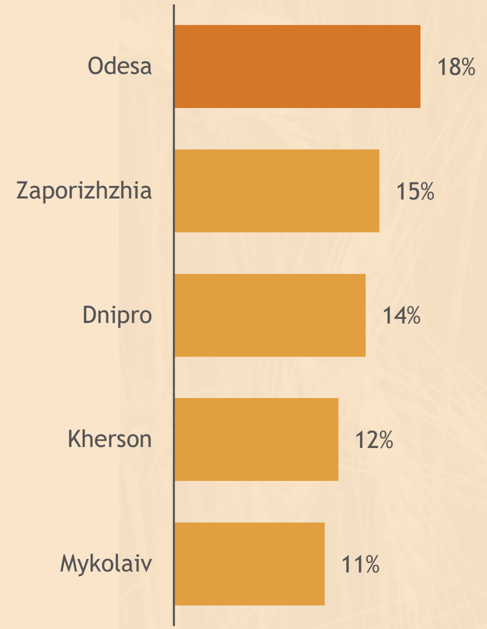
Wheat is cultivated in almost all regions of Ukraine, with the southern and central regions demonstrating the highest volumes of production. These regions benefit from favourable climatic conditions, developed infrastructure, port access and efficient logistics.

The Ukrainian wheat market comprises both large agricultural holdings and medium-sized farms, which play a key role in grain production and export. Most companies have their own infrastructure, including modern elevators, logistics centres, vehicle fleets, and export terminals.

This facilitates the efficient storage, transportation and sale of products both domestically and internationally, ensuring stable supplies and Ukraine's competitiveness as one of the world's leading wheat exporters.

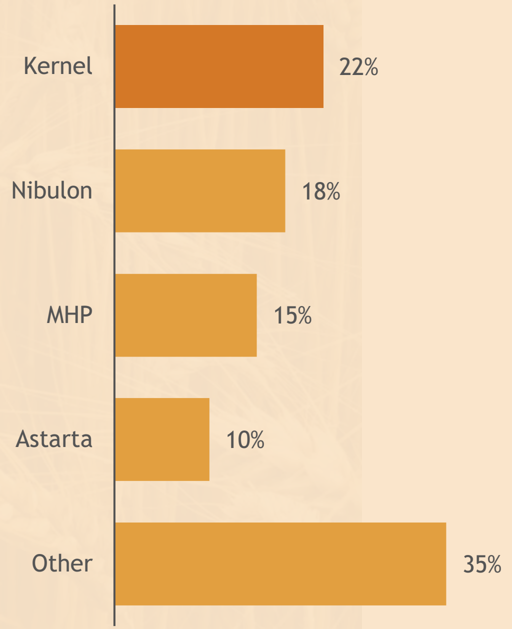
Key regions (oblasts) of wheat production

As a % of the total market volume



Market shares of major manufacturers

As a % of the total market volume



Infrastructure and investment

There are over 1,000 grain elevators operating in Ukraine, of which approximately 30% have modern equipment. Infrastructure on the Danube (Izmail, Reni) is being actively developed, with railway junctions being modernised. The state provides support to farmers through the compensation of logistics costs and the development of cooperatives.

Logistics

Main routes: the ports of Odessa, Chornomorsk, Izmail, as well as the railway corridors to Poland, Romania and Slovakia. The war has restricted access to the Black Sea, causing a shift to the Danube and increased costs.

External demand

There is an increasing demand for food wheat from Egypt, Turkey, Indonesia, China and Spain. Competition with Russia and the EU, as well as trade barriers, remain relevant issues. Exports in 2025 are expected to reach around 14 million tonnes.

Market prospects

Stable production and export growth are expected. Risks: climate, geopolitics, logistics. Innovations: precision farming, digitalisation, biotechnology.

Source of information: ProAgro Group, Latifundist, AgroPolit; BDO Analysis.

Introduction to analysis

Current trends in the grain market

Corn is one of the key crops in the Ukrainian agricultural sector, with the main growing areas located mainly in the northern, central and eastern regions.

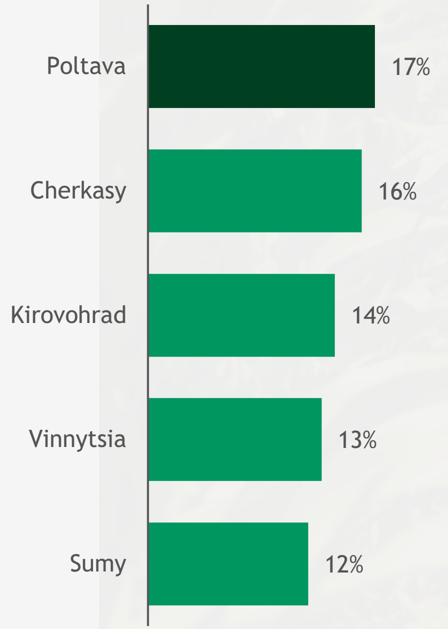
Ukraine's position as one of the leading producers and exporters of this crop is due to several factors, including the high fertility of its black soil, significant yield potential and modern cultivation technologies.

Not only is corn of strategic importance as a raw material for the food industry, but it is also a basic component of feed products and the basis for producing bioethanol, starch and other processed products.

Its multifunctionality is of great importance in ensuring food and energy security, and it is also one of the main drivers of Ukrainian agricultural exports.

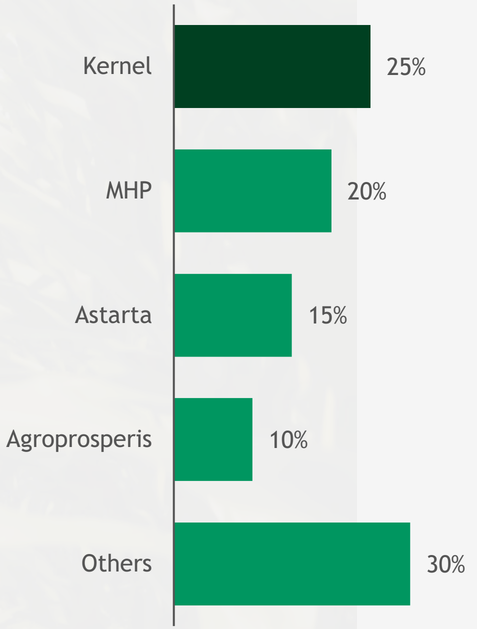
Key regions (oblasts) of corn production

As a % of the total market volume



Market shares of major manufacturers

As a % of the total market volume



Infrastructure and investment

In addition to traditional elevators, a significant number of companies are investing in the construction of dryers and specialised terminals, since corn requires careful drying and storage. The expansion of transshipment capabilities in western regions is reducing dependence on ports.

Logistics

The primary transport routes are rail and road routes to the EU, and the Danube ports. A significant proportion of exports are transported via land corridors to Hungary, Poland and Slovakia, where there is stable demand for corn for use as animal feed.

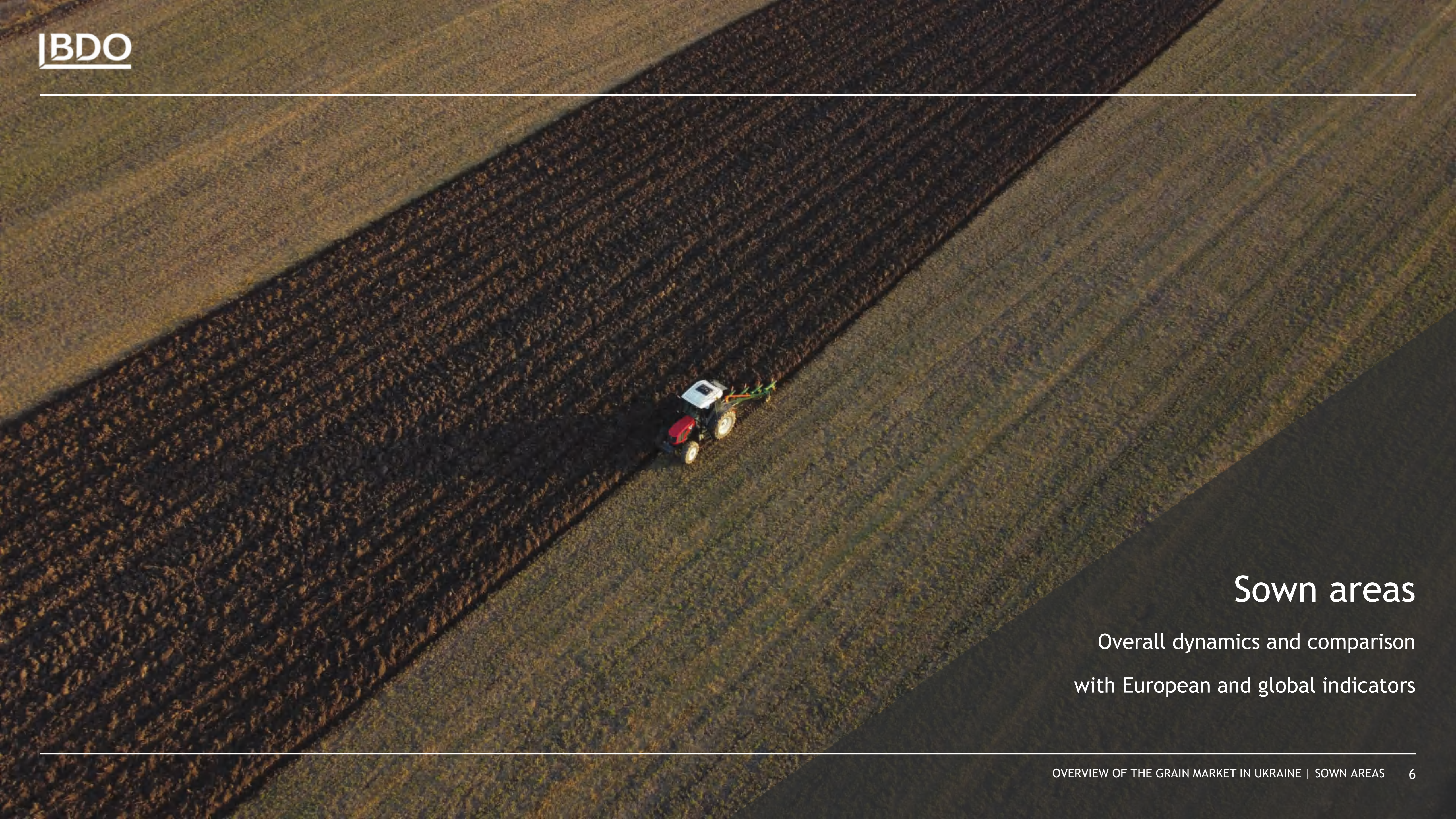
External demand

The main importers of Ukrainian corn are China, EU countries (Spain, the Netherlands, Italy), as well as South Korea and Egypt. The development of livestock farming in these countries has led to a steady demand for feed corn.

Market prospects

The sustained growth in acreage, coupled with the integration of cutting-edge agricultural technologies, is anticipated to drive an increase in corn production.

Source of information: ProAgro Group, Latifundist, AgroPolit; BDO Analysis.



Sown areas

Overall dynamics and comparison

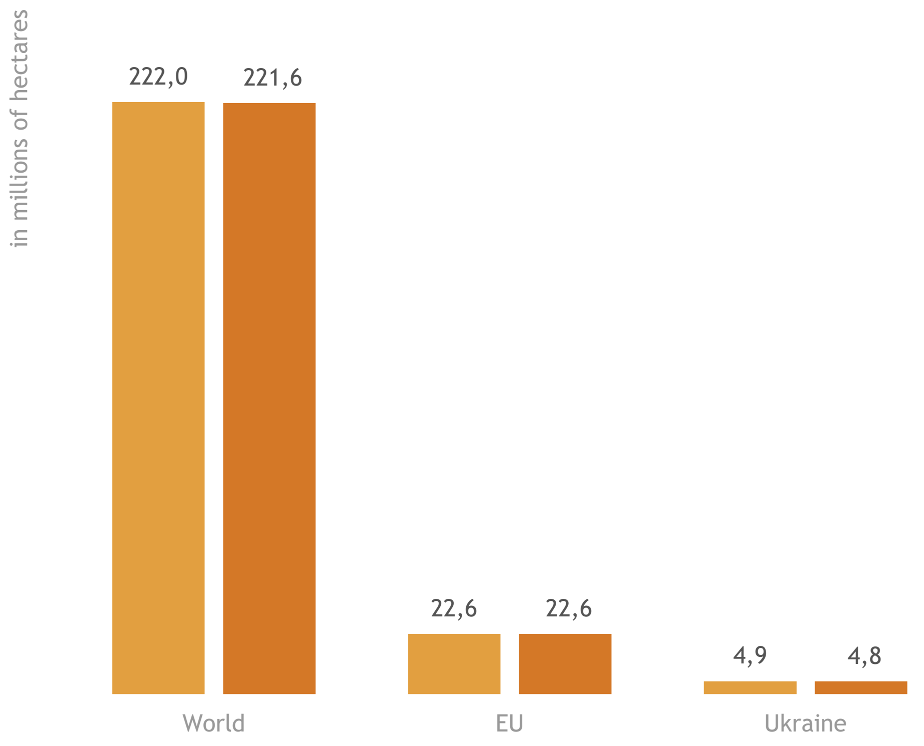
with European and global indicators

BDO

Decline in wheat cultivation in Ukraine amid global stability: what does this trend mean for producers and international grain markets?

Sown areas for wheat harvest

2024 | 2025



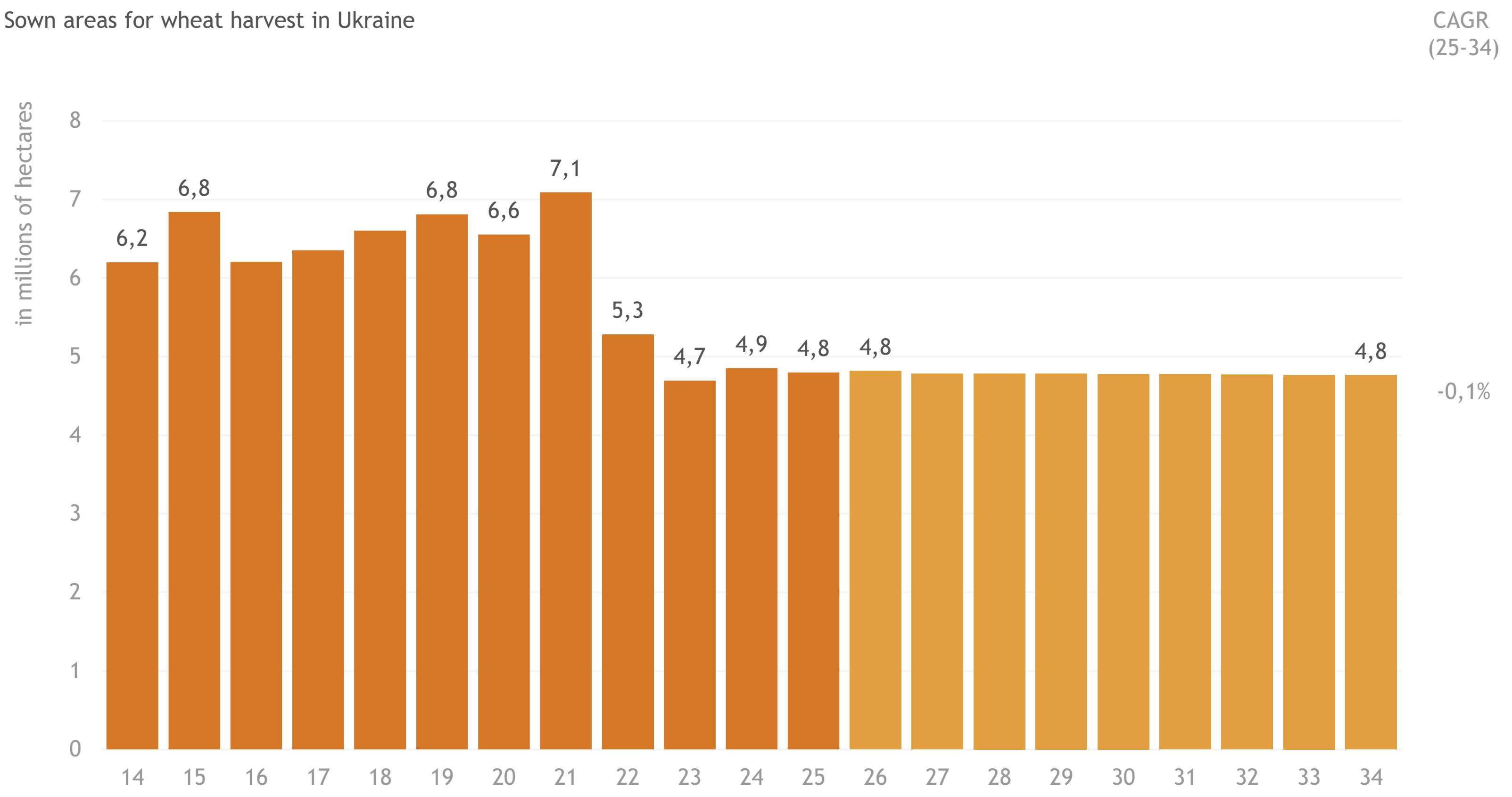
Key facts

- Wheat acreage is generally stable at a global level in 2025, though there are some local differences. Global wheat acreage in 2025 is 221.6 million hectares, compared to 222.0 million hectares in 2024 — a slight decrease of 0.2%. This trend may be the result of changing climatic conditions, crop rotation, or economic factors in leading producing countries. In the European Union, the sown areas remain unchanged at 22.6 million hectares. This signals stability in agricultural policy and production strategies aimed at maintaining sustainable levels of production.
- In Ukraine, the area has decreased slightly from 4.9 million hectares in 2024 to 4.8 million hectares in 2025. While this may appear a minor adjustment, it could be indicative of the challenging conditions faced by agricultural businesses in the face of war, logistical challenges and the need to reduce costs.
- Overall, the data suggest that there will be no significant changes to the global wheat supply. However, it is crucial to pay close attention to local trends, as even minor fluctuations in key regions can significantly influence the global supply and demand balance.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Although wheat acreage in Ukraine has stabilised following a sharp decline, it remains below pre-war levels

Sown areas for wheat harvest in Ukraine



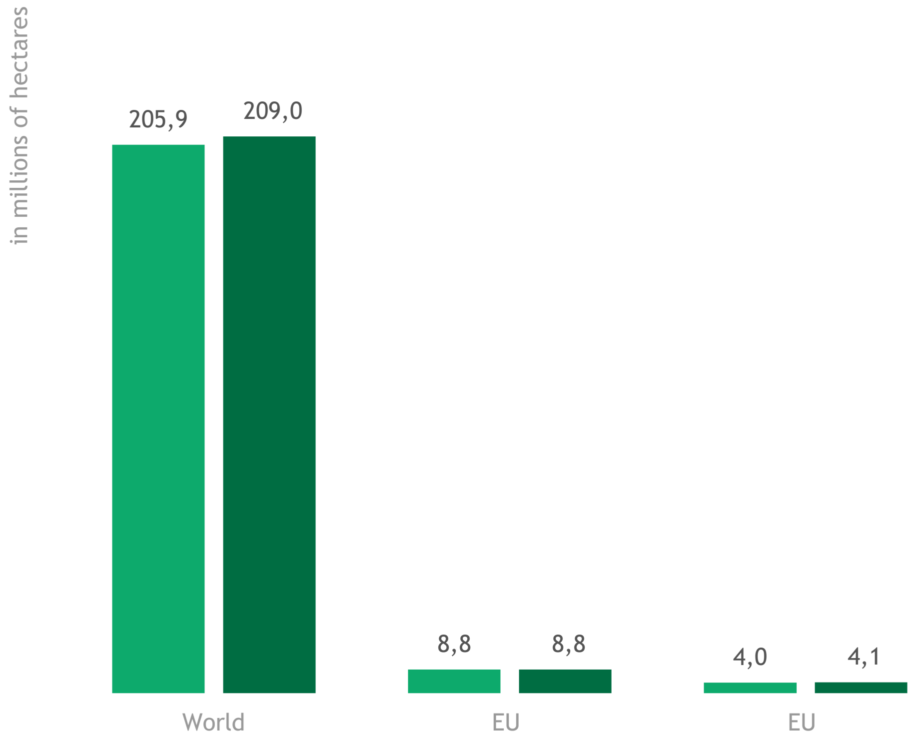
Key facts

- An analysis of wheat acreage dynamics in Ukraine reveals significant changes in recent years. While the total area reached a peak of 7.1 million hectares in 2021, it decreased sharply to 5.3 million hectares in 2022 and to 4.7 million hectares in 2023.
- In 2024-2025, the sown areas stabilised at 4.8-4.9 million hectares. It is expected to remain at this level without significant growth, reflecting the challenging conditions for the agribusiness sector and constraints on expanding production.
- For comparison, global acreage remains stable at 222-224 million hectares with gradual growth, and in the EU at around 23 million hectares.
- The primary factors contributing to this decline are the war risks, logistical issues, reduced investment and the necessity to optimise costs. However, stabilisation at the current level could lay the foundation for the industry's gradual recovery in the future, provided infrastructure improves and exports resume.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

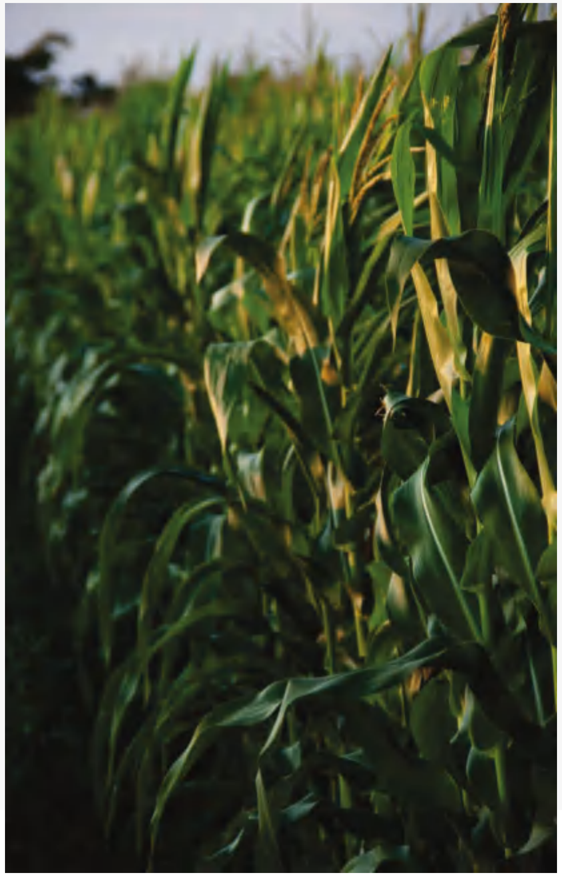
Ukraine is gradually increasing its corn acreage in 2025 amid global production growth and stability in the EU

Sown areas for corn harvest
2024 | 2025



Key facts

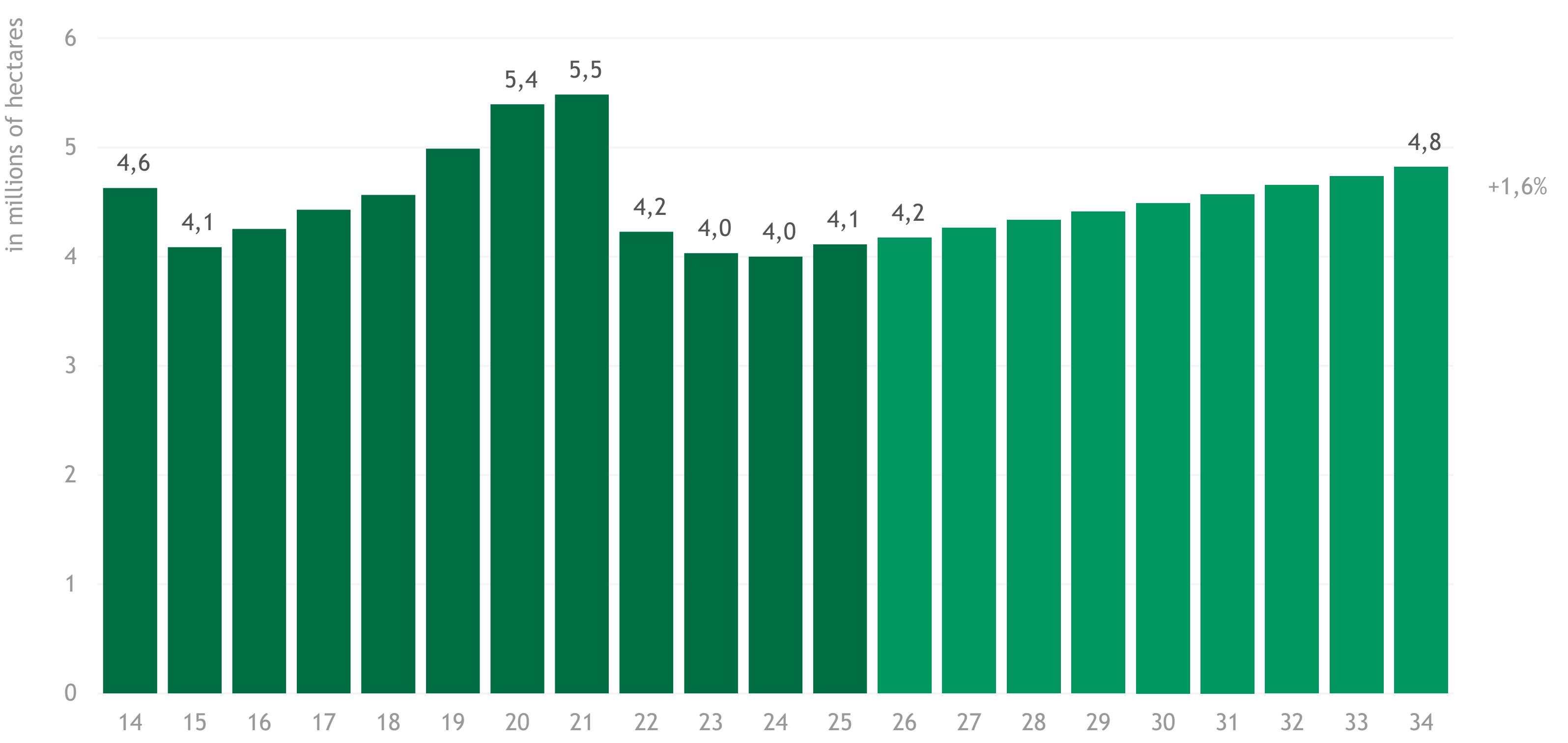
- It is estimated that global corn acreage will reach 209 million hectares in 2025, which is a 1.5% increase on the 2024 figure (205.9 million hectares). This indicates growing global demand and increased production, particularly in leading exporting countries.
- Acreage in the European Union remains consistent at 8.8 million hectares, indicating an absence of significant structural changes to production and land use policies.
- In Ukraine, corn acreage increased from 4.0 million hectares in 2024 to 4.1 million hectares in 2025 (+2.5%). This is a positive indication given the decrease in wheat acreage, as corn continues to be the country's primary export crop.
- The increase in production may be due to higher profitability, stable demand in foreign markets and the desire to diversify agricultural production.



Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Corn acreage dynamics: Following a decline in 2022, Ukraine is showing signs of recovery and is forecast to experience moderate growth in the medium term

Sown areas for corn harvest in Ukraine



Key facts

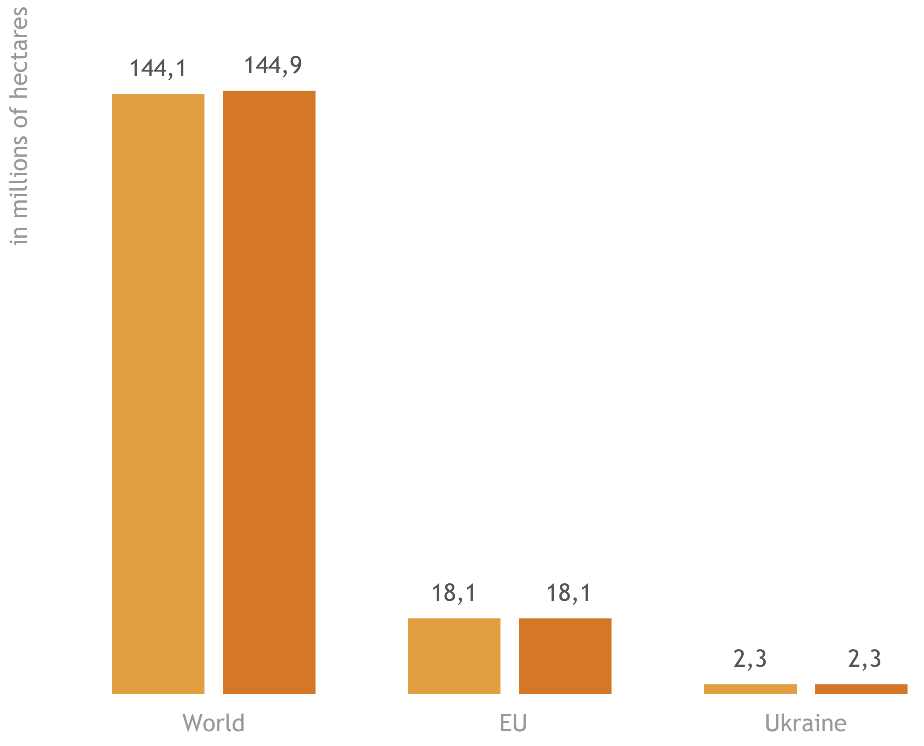
- An analysis of corn acreage dynamics in Ukraine reveals significant fluctuations between 2014 and 2025. Corn acreage stood at 4.6 million hectares in 2014 but had fallen to 4.1 million hectares by 2015.
- The following years were characterised by gradual growth, with the area reaching 5.4-5.5 million hectares by 2020. However, there was a sharp decrease to 4.2 million hectares in 2022, caused by the war, reduced available land and logistical constraints.
- In 2023-2024, the sown areas stabilised at around 4.0 million hectares, and in 2025 it is forecast to recover to 4.1 million hectares.
- A gradual increase to 4.8 million hectares is expected by 2034. While this indicates the industry's potential for recovery, the moderate pace of growth reflects the complexity of production conditions, as well as the industry's dependence on external markets and internal reforms.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The EU and Ukraine demonstrate stability in the production of other grains, maintaining unchanged areas and focusing on the key segments

Sown areas for other grains harvest

2024 | 2025



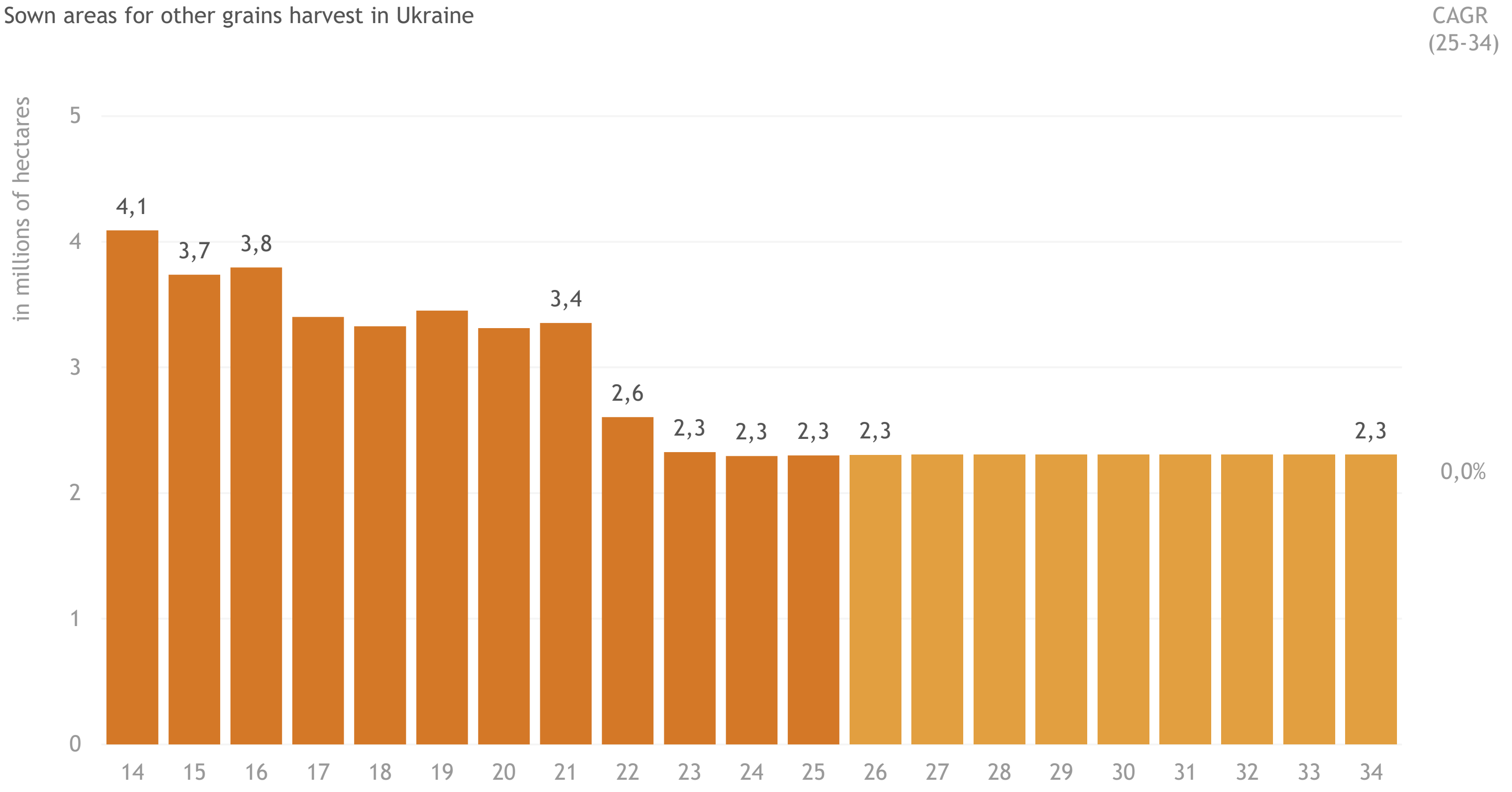
Key facts

- The global acreage under other grains is projected to increase by 0.6% from 144.1 million hectares in 2024 to 144.9 million hectares in 2025. This suggests a gradual increase in interest in diversifying grain production, albeit at a moderate pace.
- In the European Union, the acreage is stable at 18.1 million hectares, which emphasises a balanced approach to grain production and a sustainable agricultural policy.
- In Ukraine, the acreage under other grains remains at 2.3 million hectares for both 2024 and 2025. This suggests that the production structure will not change in the short term, with limited potential for expansion in the near future. This stability may be due to both the continued focus on major export crops (wheat, corn) and the insufficient investment attractiveness of this segment.
- Overall, other grains play a secondary role in global and Ukrainian production, but they can contribute to the diversification and resilience of the agricultural sector.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Analysis of trends indicates a consistent decrease in the acreage under other grains in Ukraine, with the medium-term stabilisation expected at the lowest level

Sown areas for other grains harvest in Ukraine



Key facts

- An analysis of the dynamics of acreage under other grains in Ukraine in 2014-2025 shows a clear downward trend. While the acreage was 4.1 million hectares in 2014, it had decreased to 3.3 million hectares by 2018.
- The sharpest decline occurred in 2022, to 2.6 million hectares, and in 2023, the figure fell to 2.3 million hectares. In 2024-2025, the area stabilised at 2.3 million hectares, and the forecast for the next decade is that this level will be maintained, with no signs of significant growth. This suggests that other grains are gradually being displaced by more profitable crops, such as wheat and corn, and that they will continue to play a secondary role in Ukrainian production.
- This trend signals a structural transformation in the agricultural sector, with other grains becoming niche markets and not expected to drive growth in the medium term.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Yield indicators

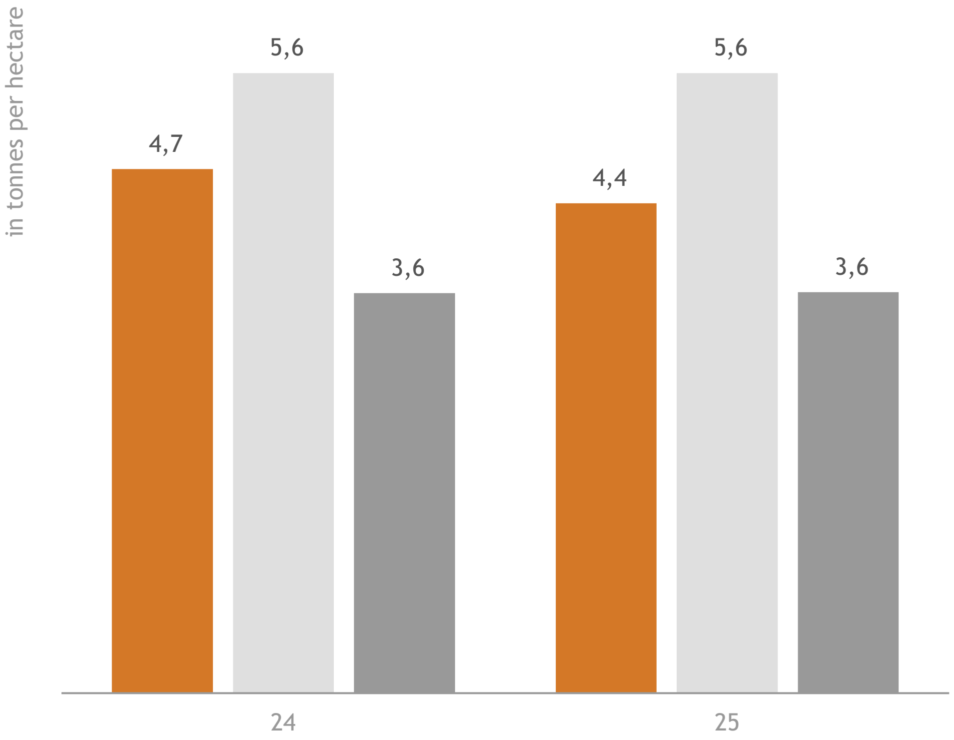
Overall dynamics and comparison

with European and global indicators

Against the backdrop of stable global indicators, the decline in wheat yields in Ukraine highlights the need for innovation and technological modernisation

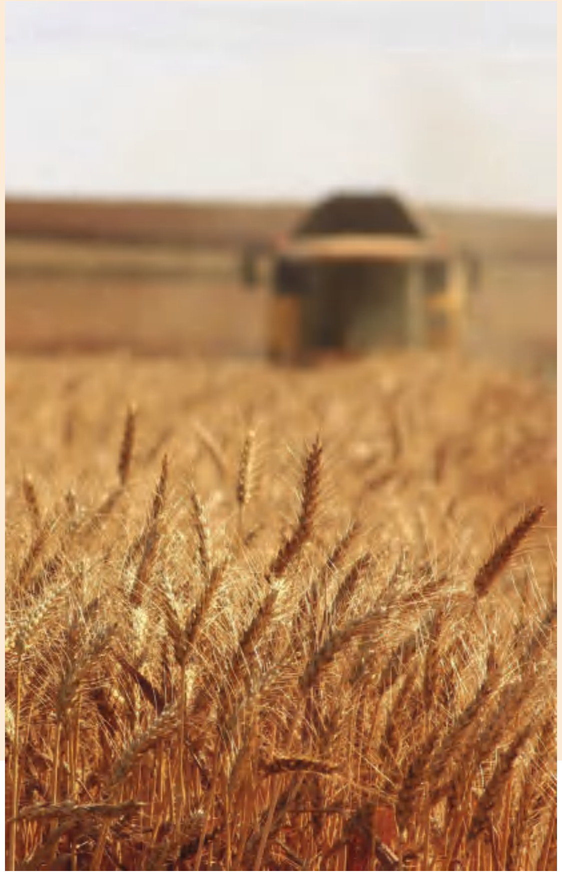
Wheat yield indicators

Ukraine | World | EU



Key facts

- In 2024, the wheat yield in Ukraine was 4.7 tonnes per hectare. This figure is higher than the global average (3.6 tonnes per hectare) but significantly lower than the EU level (5.6 tonnes per hectare).
- In 2025, Ukraine’s yield fell to 4.4 tonnes per hectare. Meanwhile, the global average remained stable at 3.6 tonnes per hectare, while the EU average remained at 5.6 tonnes per hectare. This suggests a decline in Ukrainian production efficiency and a situational loss of competitive advantage.
- The gap with the EU remains stable. The decline in Ukrainian productivity may be linked to military risks, limited access to investment and resources, and technological constraints.
- Further increases in yields are possible through the modernisation of agricultural technologies, increased financing and improved logistics. This will ensure that Ukraine maintains its position in the global grain market.

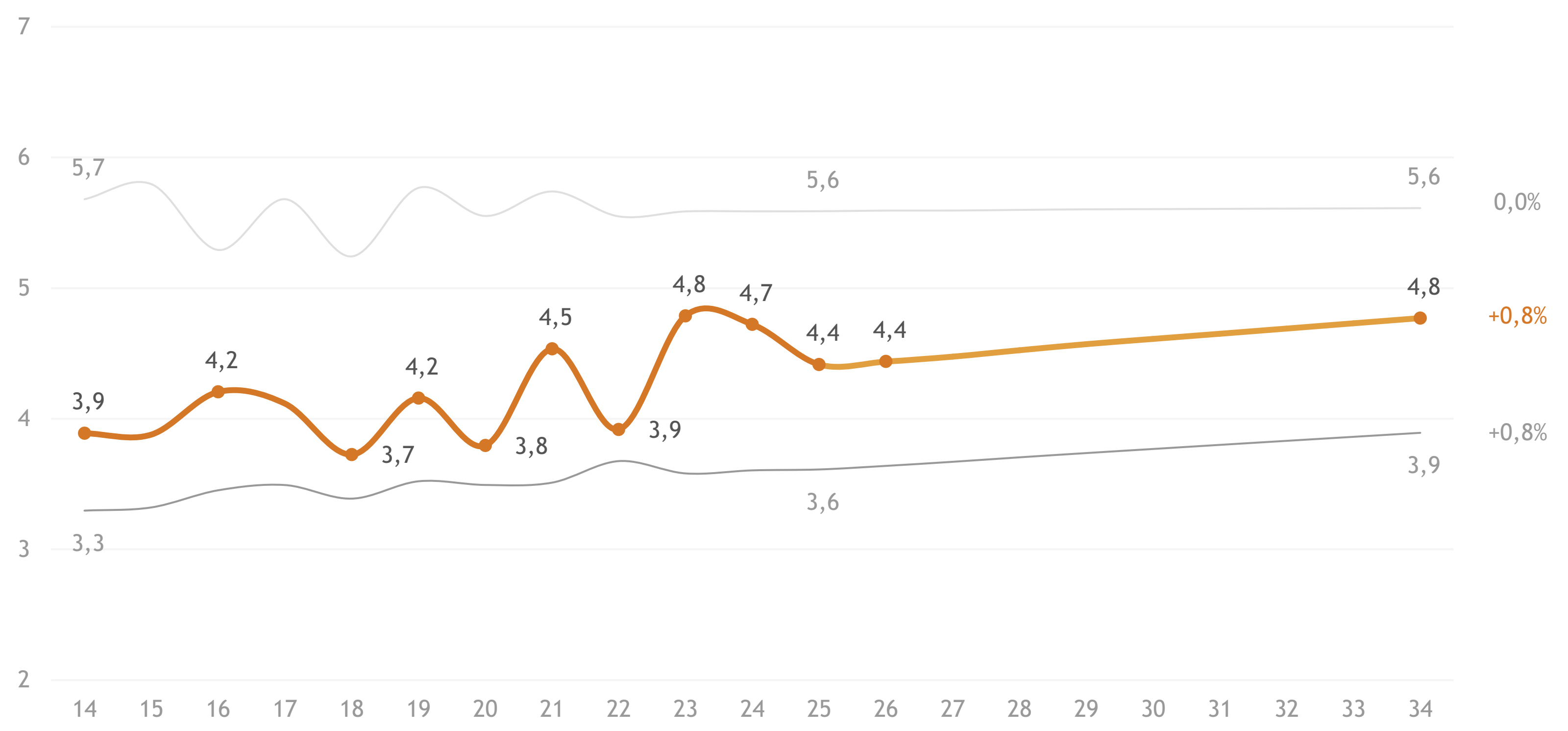


Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Ukraine's yield indicators exceed the global average and are expected to maintain this positive trend until 2034

Dynamics of wheat yield indicators (in tonnes per hectare)

Ukraine | World | EU



Key facts

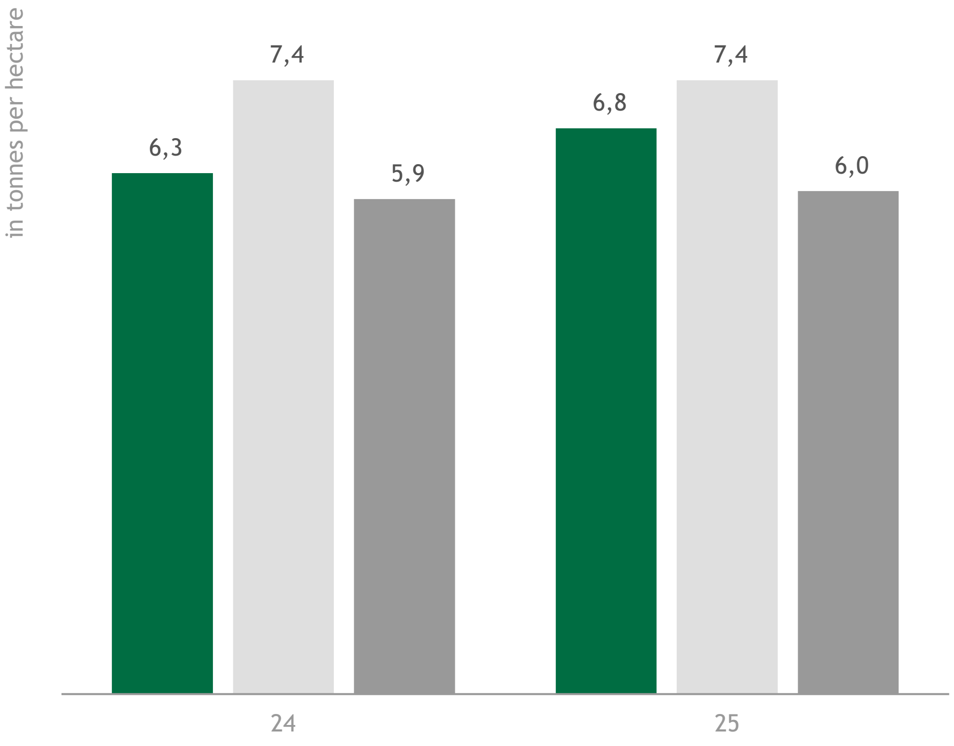
- An analysis of wheat yield dynamics in Ukraine between 2014 and 2025 shows gradual improvement with noticeable fluctuations. Between 2014 and 2016, yields increased from 3.9 to 4.2 tonnes per hectare; however, in 2018, they fell to 3.7 tonnes per hectare. In 2021-2023, yields fluctuated between 3.9 and 4.8 tonnes per hectare, reaching a peak in 2023.
- In 2024-2025, yields stabilised at 4.4 tonnes per hectare, exceeding the global average (3.6 tonnes per hectare) but remaining below the EU level (5.6 tonnes per hectare).
- The forecast predicts a gradual increase in yield to 4.8 tonnes per hectare by 2034, corresponding to a compound annual growth rate (CAGR) of 0.8%. While this suggests there is potential for further productivity growth, the gap with the EU remains stable.
- In order to strengthen competitiveness, it is necessary to introduce modern agricultural technologies and upgrade irrigation systems, as well as providing access to high-quality seed material and financing.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The dynamics of corn yields in Ukraine indicate competitiveness on global markets, but falling behind the EU requires further investment in technology

Corn yield indicators

Ukraine | World | EU



Key facts

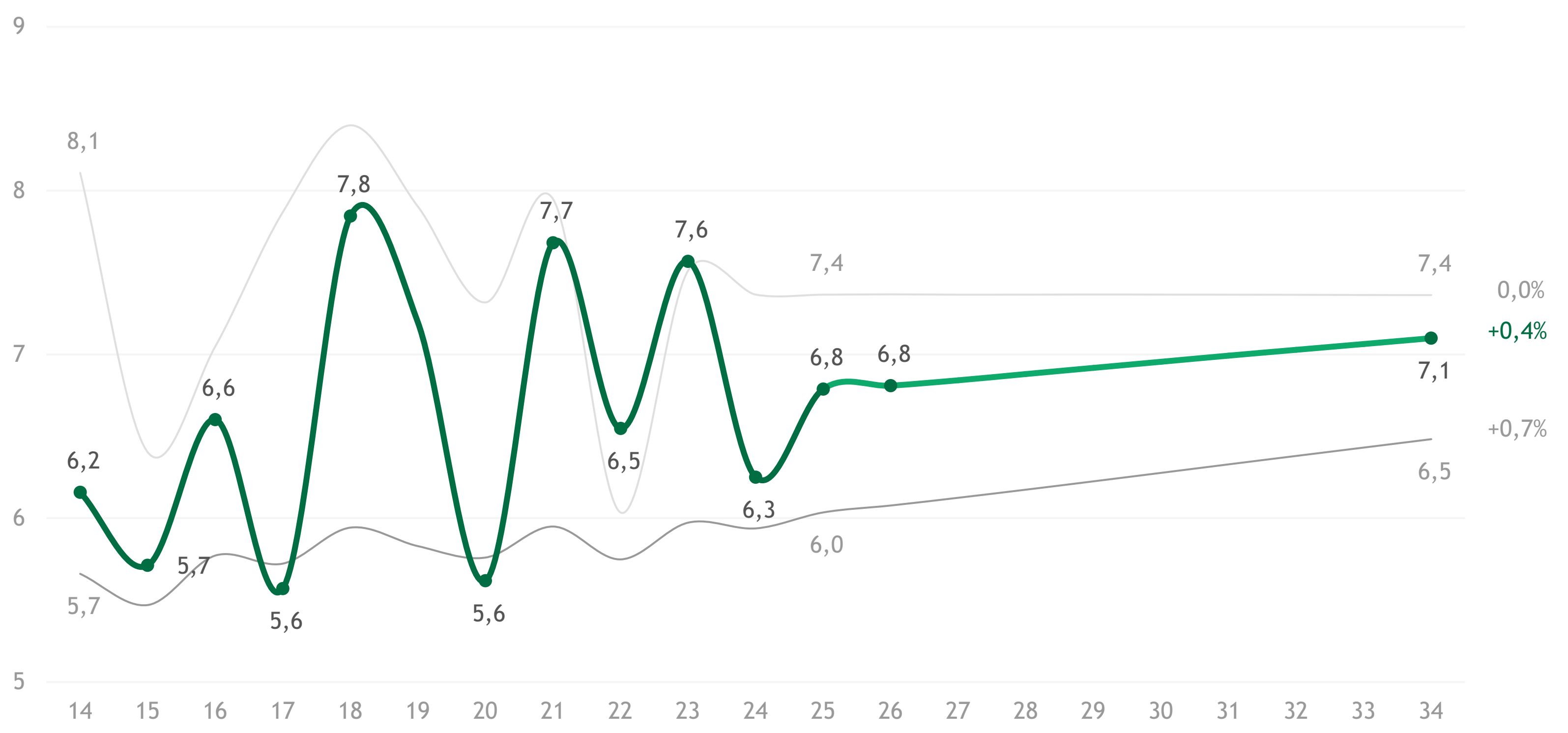
- In 2024-2025, corn yields in Ukraine are expected to show positive dynamics, exceeding global averages but remaining lower than EU levels.
- In 2024, the yield was 6.3 tonnes per hectare, compared to 5.9 tonnes per hectare worldwide and 7.4 tonnes per hectare within the EU. In 2025, it increased to 6.8 tonnes per hectare, while global indicators remained relatively stable at 6.0 tonnes per hectare, and the EU remained at last year's level. This suggests that Ukrainian production is recovering after facing previous challenges, and that the gap with the EU is gradually narrowing, although it remains.
- The key factors in increasing yields are the adaptation of modern agricultural technologies, the use of productive seeds and better organisation of production, even in the face of military risks and logistical problems. While Ukraine's higher results than the global average indicate its competitive advantages, further investment in technology, irrigation and agricultural infrastructure is required to reach EU levels.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Although Ukraine's corn yield dynamics indicate an advantage over the global average, the country continues to fall behind the EU in the long term

Dynamics of corn yield indicators (in tonnes per hectare)

Ukraine | World | EU



Key facts

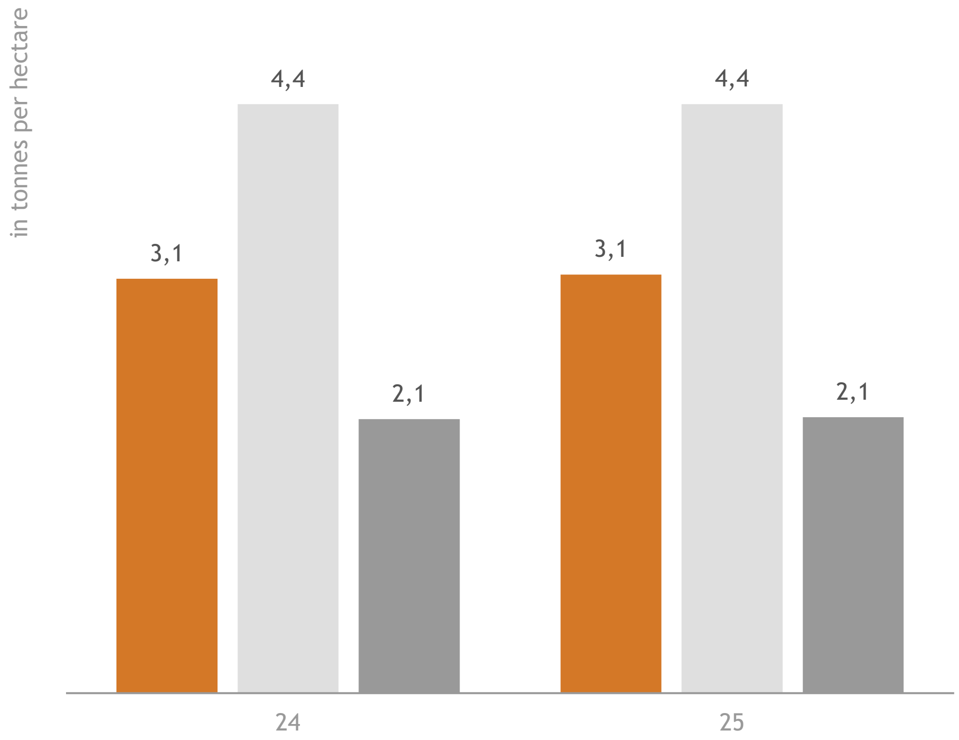
- The dynamics of corn yields in Ukraine in 2014-2025 are characterised by high fluctuations but overall show a positive trend. The yield was 6.2 tonnes per hectare in 2014, decreasing to 5.7-5.6 tonnes per hectare in 2015–2016, before peaking at 7.8 tonnes per hectare in 2018. The subsequent years saw alternating high and low results: from 5.6 to 7.7 tonnes per hectare. There was a significant drop in 2023 to 6.3 tonnes per hectare, after which the figures recovered to 6.8 tonnes per hectare in 2024-2025.
- Ukraine traditionally exceeds the global average (6.8 tonnes per hectare compared to 6.0 tonnes per hectare in 2025). However, our yield is lower than that of the EU, where it remains stable at 7.4 tonnes per hectare. The forecast for 2034 indicates a gradual increase in yields in Ukraine to 7.1 tonnes per hectare (CAGR +0.4%), while the world will show slightly faster growth rates (+0.7%).
- Consequently, Ukraine has a competitive advantage over the global average. However, in order to close the gap with the EU, it is necessary to make additional investments in technology and seed production.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Although yields of other grains in Ukraine are higher than the global average, they consistently fall behind those of the European Union

Yield indicators for other grains

Ukraine | World | EU



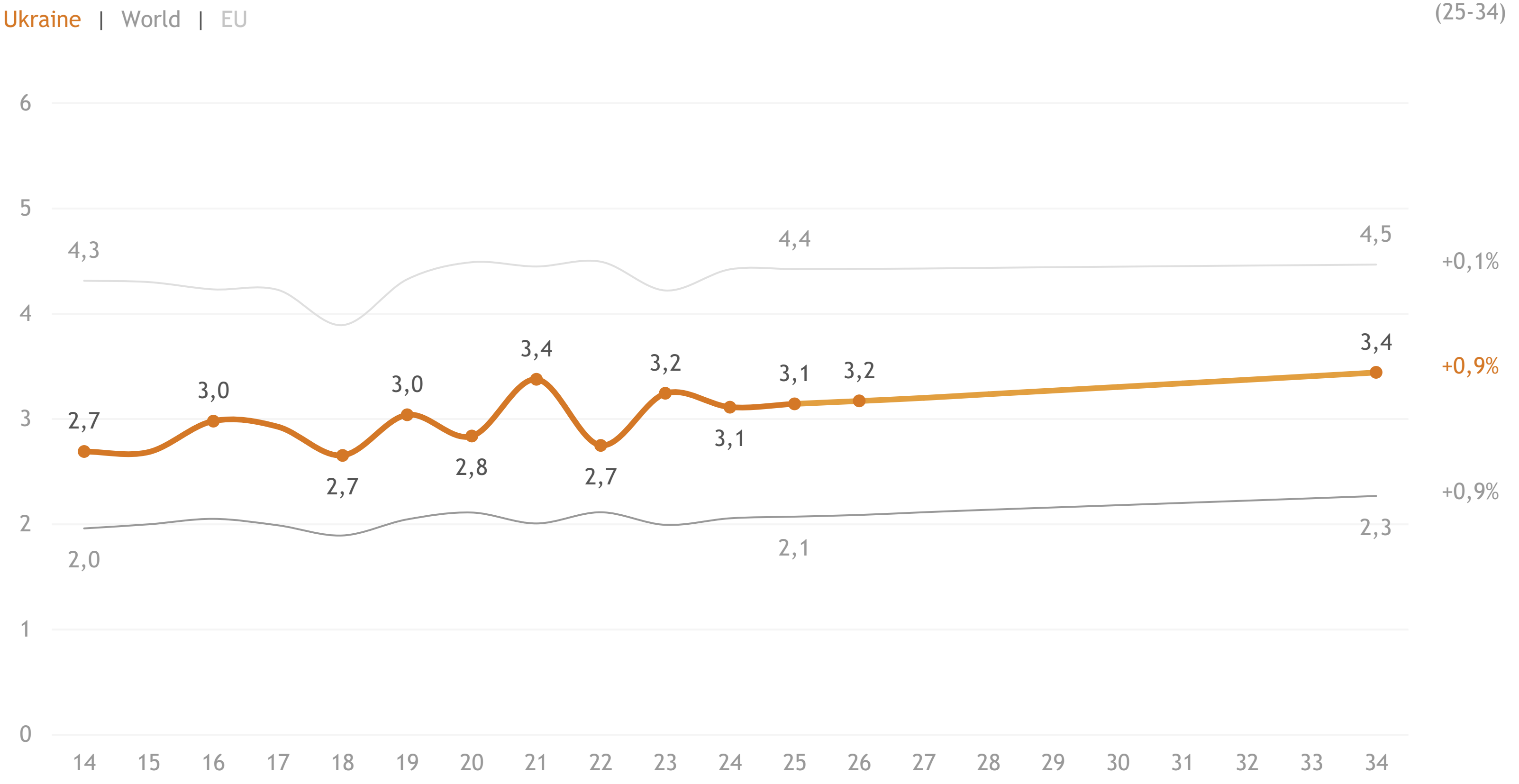
Key facts

- The yield of other grains in Ukraine will remain stable at 3.1 tonnes per hectare in 2024-2025. This is higher than the global average of 2.1 tonnes per hectare, but significantly lower than the EU level (4.4 tonnes per hectare). While this indicates Ukraine's relative competitive advantages on a global scale, it also shows that it does not achieve the productivity typical of EU countries, where more intensive agricultural technologies and more efficient production management systems are employed.
- The stability of indicators in Ukraine is explained by limited investment in technological modernisation in the other grains sector, as well as by the fact that this category of crops is of secondary importance in agro-industrial production, after wheat and corn. Nevertheless, maintaining yields above the global average is positive, indicating potential for developing niche markets, provided modern technologies and incentives for production diversification are introduced.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The yield of other grains in Ukraine is characterised by gradual growth, with a relative advantage over global averages

Dynamics of yield indicators for other grains (in tonnes per hectare)



Key facts

- The dynamics of yields of other grain crops in Ukraine between 2014 and 2025 show a gradual increase in productivity with minor fluctuations. In 2014, the yield was 2.7 tonnes per hectare, increasing to 3.4 tonnes per hectare by the end of 2021, followed by fluctuations between 3.1 and 3.2 tonnes per hectare in 2023-2025. In the medium term, yields are projected to increase to 3.4 tonnes per hectare by 2034 (CAGR of +0.9%).
- In a global context, Ukraine's production levels consistently exceed the world average (3.1 tonnes per hectare in Ukraine compared to 2.1 tonnes per hectare worldwide in 2025), confirming its relative competitiveness. However, the gap remains significant when compared to the EU (4.4 tonnes per hectare in 2025), suggesting a comparatively lower level of production intensity.
- The increase in Ukrainian agricultural production is due to technological adaptation but is constrained by structural factors, including the less significant role of these crops in production, lower investment attractiveness, and the agricultural sector's focus on more profitable crops, such as wheat and corn.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Production volumes

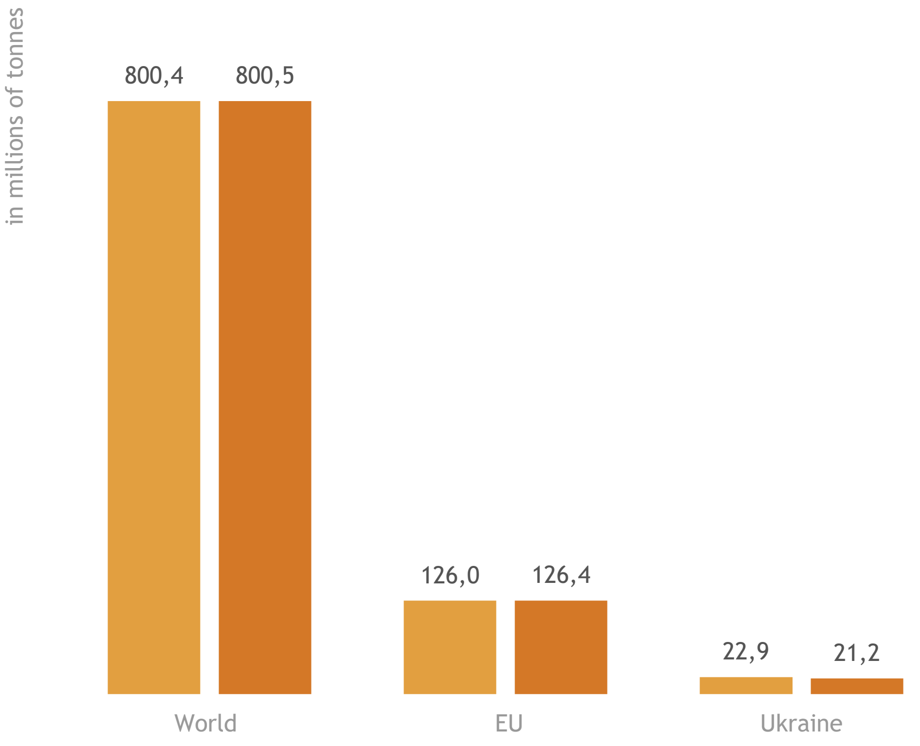
Overall dynamics and comparison with

European and global indicators

While the EU is showing stable wheat production figures, Ukraine is facing a decline in volumes, which is weakening its position on the global market

Dynamics of wheat production volumes

2024 | 2025



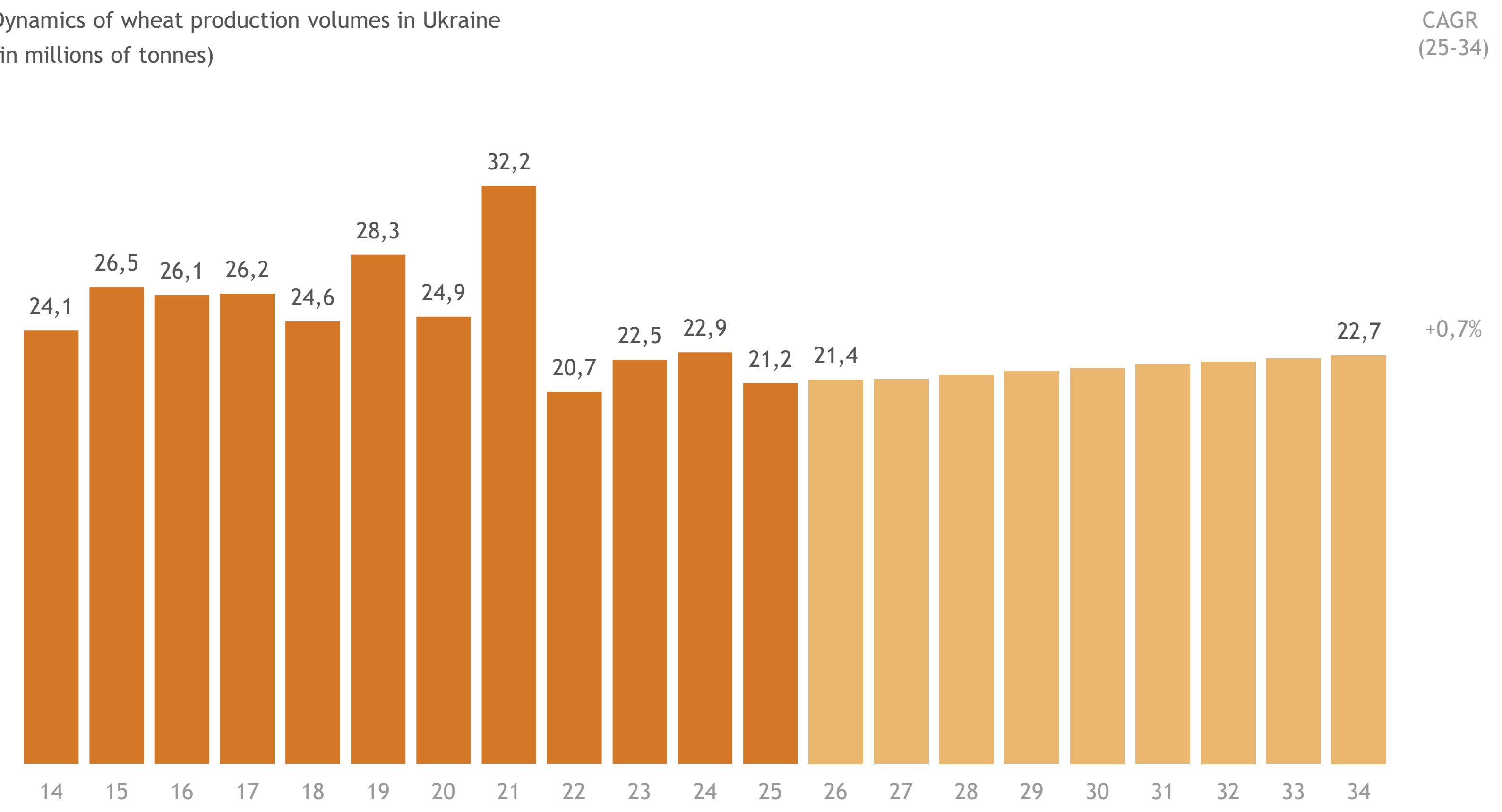
Key facts

- World wheat production in 2025 is forecast to be 800.5 million tonnes, virtually unchanged from 800.4 million tonnes in 2024. This indicates a stable global supply, despite some regional fluctuations. In the European Union, production is growing insignificantly, increasing from 126.0 million tonnes in 2024 to 126.4 million tonnes in 2025 (+0.3%). This reflects the region's stable agricultural policy and high productivity.
- In Ukraine, production is expected to fall from 22.9 million tonnes in 2024 to 21.2 million tonnes in 2025 (-7.4%). This decline can be attributed to lower yields compared to previous years and a reduction in acreage. For a country that relies on wheat exports, this trend has significant economic implications: a reduction in supply could affect foreign exchange earnings and increase competition from other exporters.
- While the global market remains balanced, Ukraine faces challenges in restoring production, which requires improving the efficiency of agricultural technologies and attracting investment.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The dynamics of wheat production volumes in Ukraine indicate a gradual recovery, but the prospects for a return to peak volumes remain limited

Dynamics of wheat production volumes in Ukraine
(in millions of tonnes)



Key facts

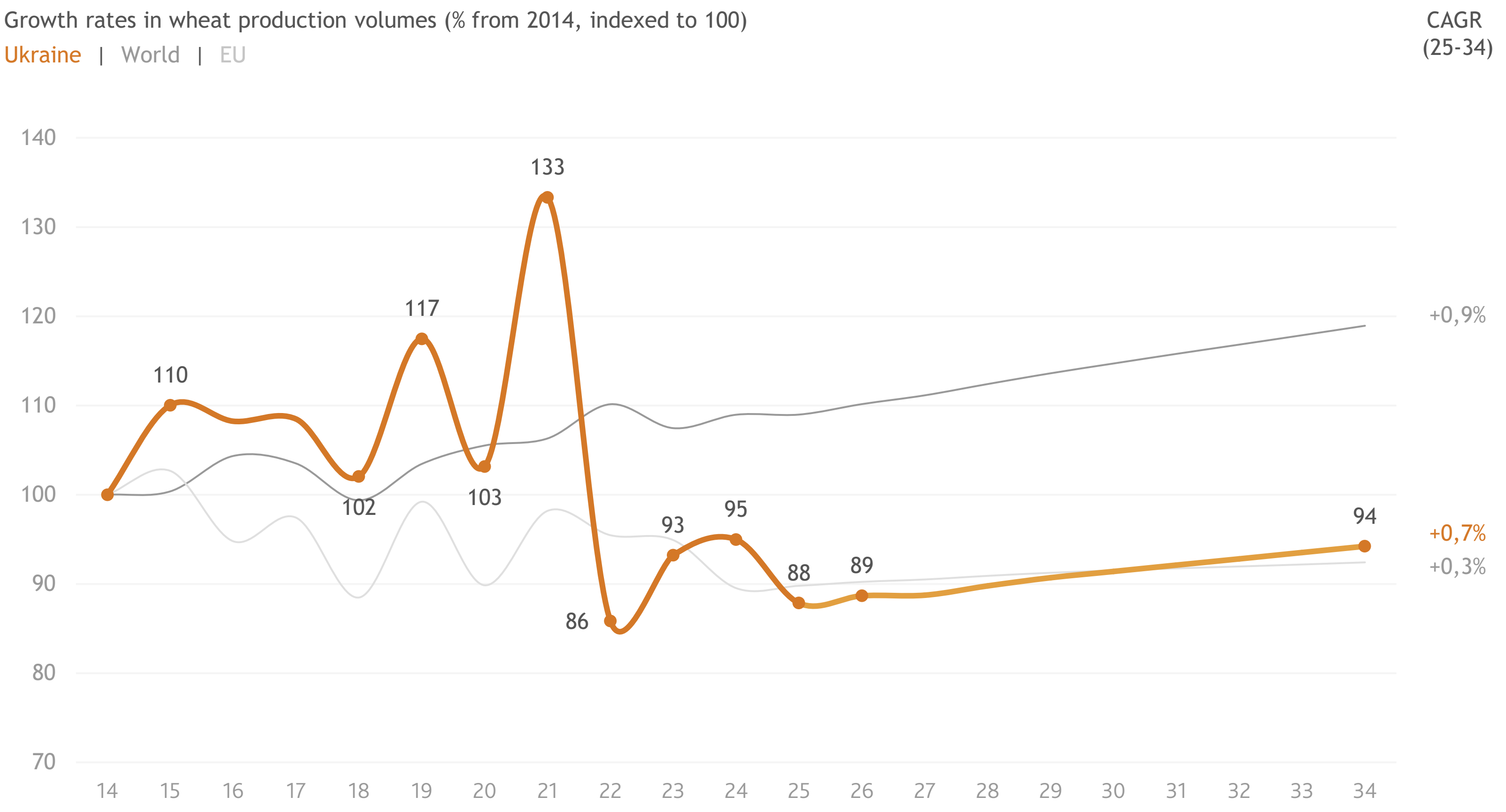
- Between 2014 and 2025, wheat production in Ukraine has been marked by significant fluctuations, reflecting the impact of internal and external factors. In 2014-2017, volumes remained relatively stable at 24-26 million tonnes. In 2019-2021, there was an increase to a peak of 32.2 million tonnes in 2021, which was the result of a combination of favourable weather conditions and high yields.
- From 2022 onwards, there was a sharp drop to 20.7 million tonnes due to military action, reduced acreage and complicated logistics. In 2023-2025, volumes fluctuate between 21 and 23 million tonnes, indicating stabilisation, but at a lower level compared to the pre-crisis period.
- The forecast for 2025–2034 indicates a modest increase in production to 22.7 million tonnes, representing an average annual growth rate (CAGR) of 0.7%. However, even in conditions of growth, production is unlikely to return to the record levels of 2021 without significant investment in technology and infrastructure, and improved access to sales markets.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Although wheat production growth rates in Ukraine are stabilising, they will not reach global recovery rates between 2025 and 2034

Growth rates in wheat production volumes (% from 2014, indexed to 100)

Ukraine | World | EU



Key facts

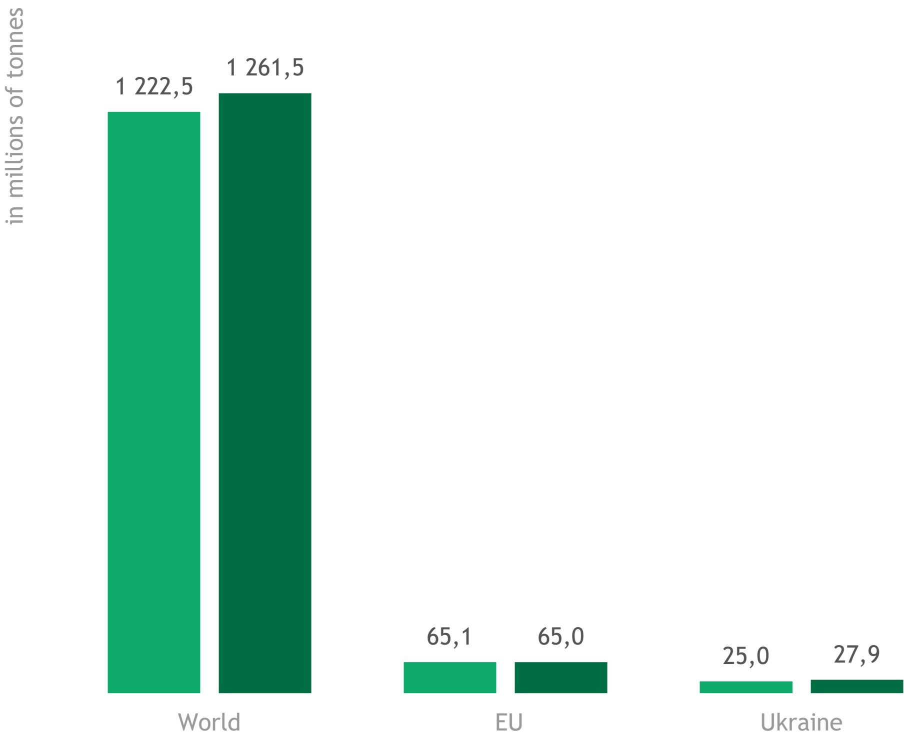
- The dynamics of wheat production growth rates in Ukraine between 2014 and 2025 are characterised by high volatility. Following growth of 10–17% between 2015 and 2019, peaking in 2021 at 133% of the 2014 level, there was a sharp decline in 2022 to 86% of the 2014 level. This decline was due to military actions, a reduction in sown areas, and a fall in crop yields. In 2023-2025, the indicators remain below the 2014 baseline, fluctuating between 88% and 95%.
- In the long term (2025–2034), a gradual recovery to 94% of the 2014 level is forecast, with an average annual growth rate (CAGR) of 0.7%. By comparison, global production is expected to grow steadily to 119% during this period (+0.9% CAGR), while the EU is predicted to remain relatively stagnant, hovering around 92% of the 2014 level.
- Thus, Ukraine is gradually recovering from its losses but continues to fall behind global growth rates. In order to return to levels above 100%, it needs to invest in technology and modernise agricultural production, as well as stabilising domestic conditions.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

While the EU maintains stable corn production volumes, Ukraine is increasing its figures, which confirms the key role of this crop in its export structure

Dynamics of corn production volumes

2024 | 2025



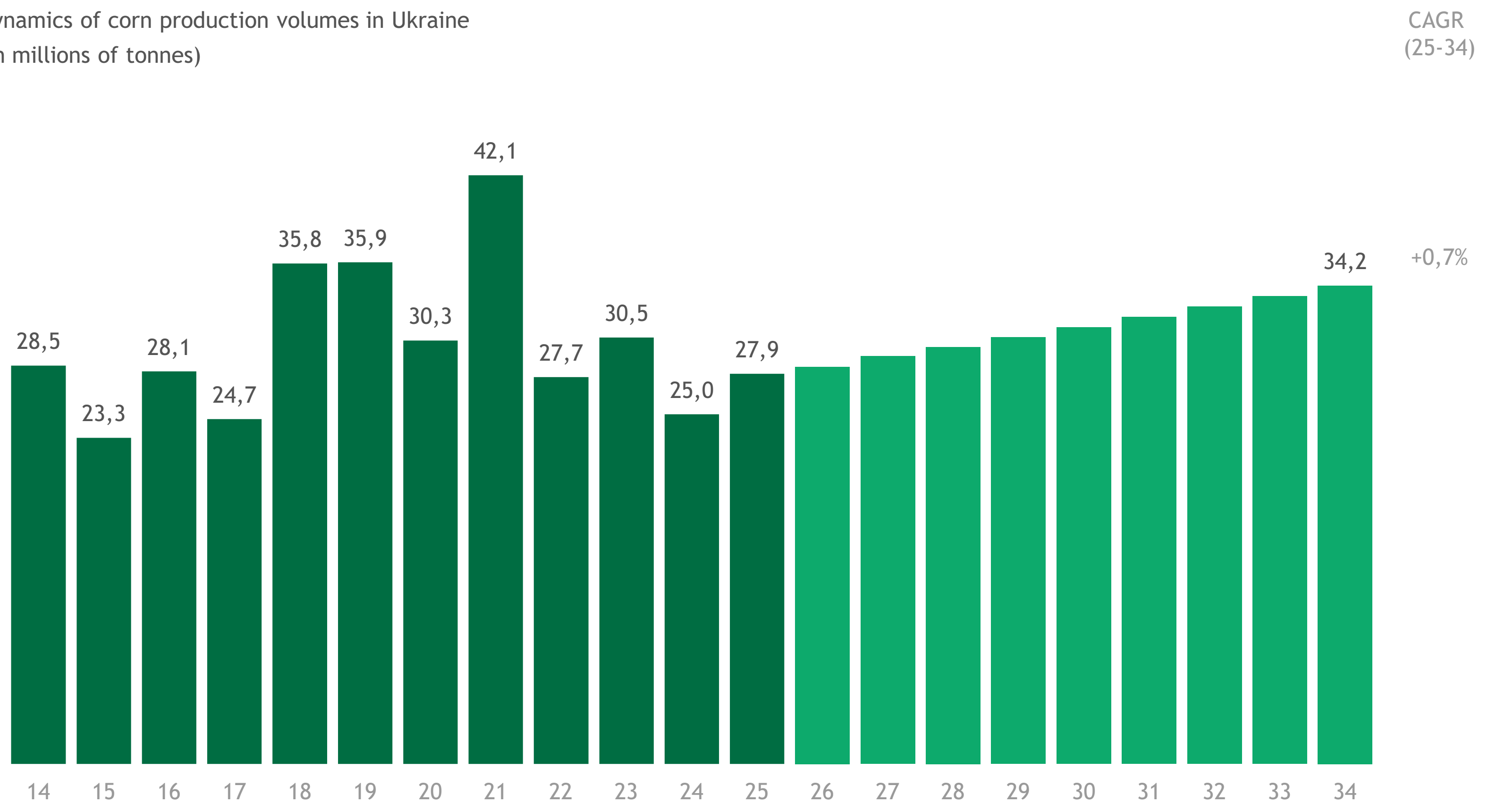
Key facts

- Global corn production is projected to reach 1,261.5 million tonnes in 2025, which is 3.2% higher than in 2024 (1,222.5 million tonnes). This indicates growing global demand and the steady expansion of production, primarily in leading exporting countries. In the European Union, however, volumes are expected to remain virtually unchanged at 65.1 million tonnes in 2024 and 65.0 million tonnes in 2025.
- In Ukraine, production is forecast to grow from 25.0 million tonnes in 2024 to 27.9 million tonnes in 2025 (+11.6%). This represents one of the highest growth rates among key producers and is attributable to the gradual restoration of acreage and increased yields. Corn continues to be the country’s primary export crop, playing an increasingly significant role in generating foreign exchange earnings and strengthening the trade balance.
- While the global market is demonstrating consistent production growth and the EU maintains stability, Ukraine is ensuring accelerated growth, thereby underscoring the strategic significance of corn for the agricultural sector.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The dynamics of corn production in Ukraine suggest a moderate recovery in the medium term, though not yet a return to peak volumes

Dynamics of corn production volumes in Ukraine
(in millions of tonnes)



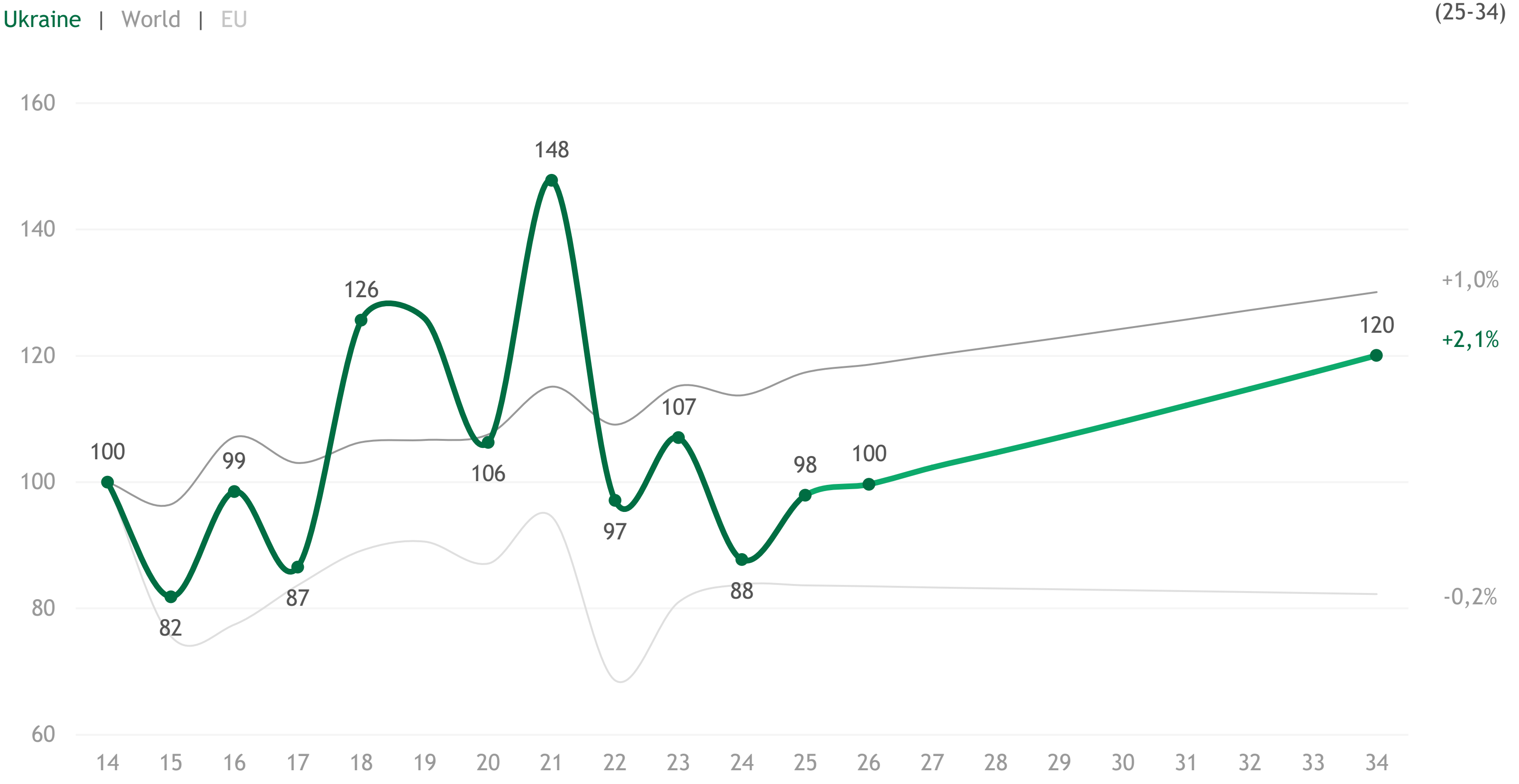
Key facts

- Corn production dynamics in Ukraine in 2014-2025 show significant fluctuations, with a peak in 2021 (42.1 million tonnes), and a subsequent decline in 2022-2024 to a minimum of 25.0 million tonnes. The main reasons for this were military action, a reduction in acreage, and problems with export logistics. In 2025, production is forecast to recover to 27.9 million tonnes, which is still significantly below the historical maximum.
- The medium-term forecast (2025-2034) indicates gradual growth with an average annual growth rate (CAGR) of +0.7%, reaching 34.2 million tonnes in 2034. This means a partial recovery, but not a return to the record level of 2021.
- The Ukrainian corn market remains one of the world's key markets, but its development depends heavily on investment in technology, maintaining yields and stabilising export routes. Overall, corn remains a strategically important crop for Ukraine, providing a significant proportion of its foreign exchange earnings. However, systemic reforms are needed to restore its long-term competitiveness.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Despite significant losses during the war years, corn production in Ukraine has shown long-term growth, exceeding global trends

Growth rates in corn production volumes (% from 2014, indexed to 100)



Key facts

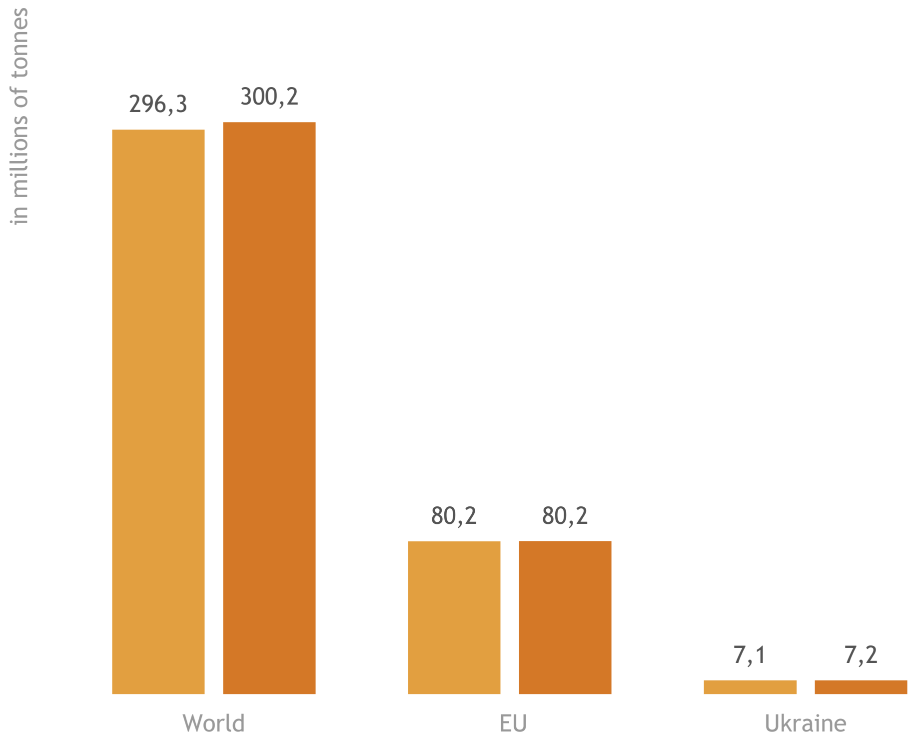
- The growth rate of corn production in Ukraine between 2014 and 2025 is characterised by high volatility, with periods of sharp growth and significant declines. In 2018-2019, volumes reached 126% of the 2014 level, and in 2021 — a record 148%. However, in 2022-2024, production fell to 88-98% of the baseline level, reflecting the impact of military action, reduced acreage, and export restrictions.
- A recovery is expected from 2025 onwards: estimates suggest that figures will grow to 120% of the 2014 level in 2034, with a compound annual growth rate (CAGR) of +2.1%. This significantly exceeds the global rate (+1.0%), and contrasts with stagnation in the EU. This dynamic confirms the potential of Ukraine to remain one of the leading players in the corn market, even in the face of structural challenges.
- The projected growth is based on gradual production stabilisation, increased yields, and restored export logistics. However, to maintain this trend, it is crucial to invest in technology and diversify sales markets.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The global production of other grains is showing steady growth of 1.3%, with Ukraine maintaining a moderate increase in production volumes at over 7 million tonnes

Dynamics of other grains production volumes

2024 | 2025



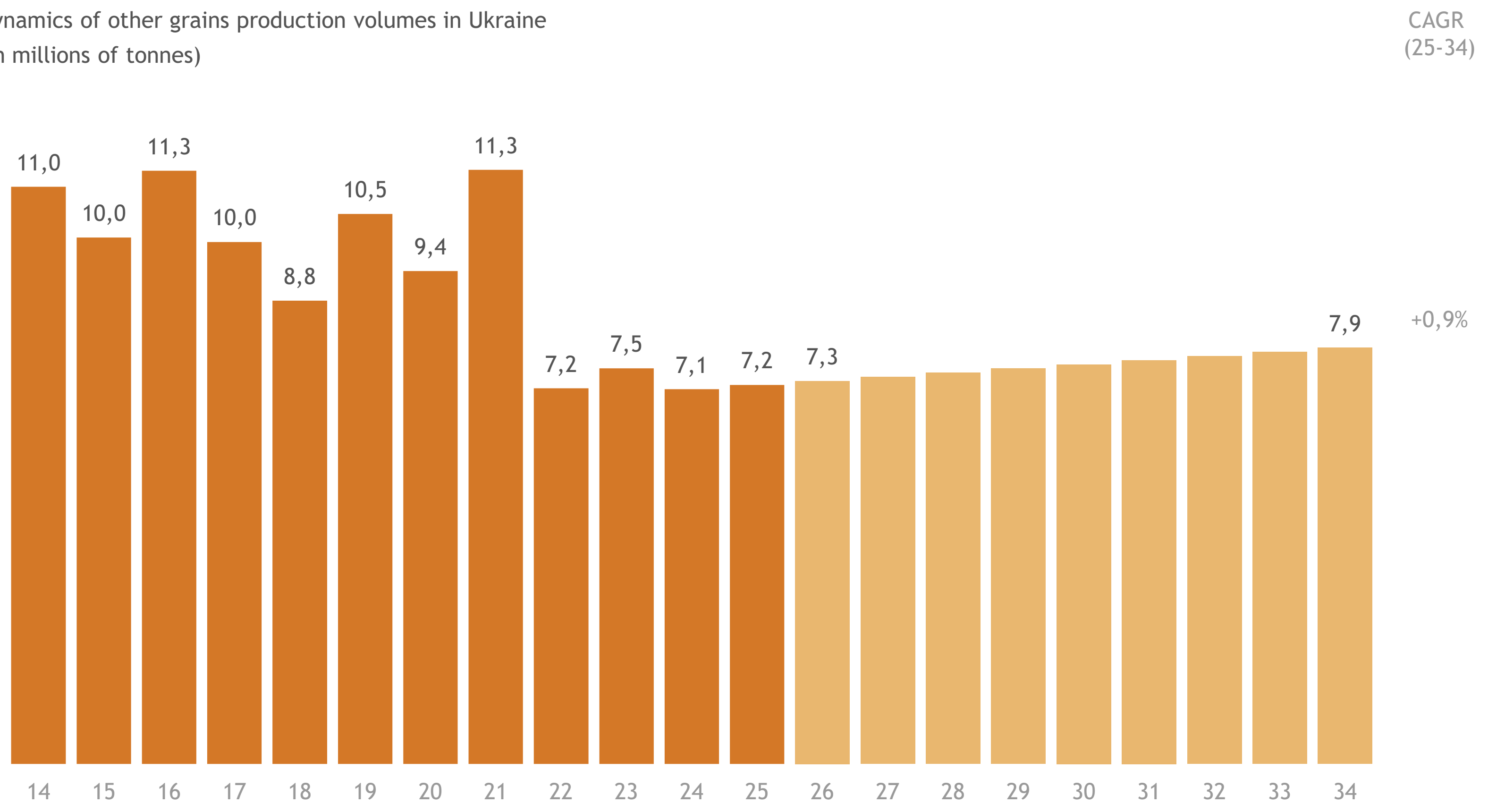
Key facts

- It is anticipated that the global production of other grains will reach 300.2 million tonnes in 2025, representing an increase of 1.3% compared to 2024. This indicates stable dynamics and a gradual increase in volumes, primarily due to countries specialising in barley, rye and oats.
- In the European Union, the figures remain unchanged at 80.2 million tonnes in 2024-2025, confirming the stabilisation of production without significant fluctuations. This suggests a mature market with limited opportunities for growth in the medium term.
- In Ukraine, a slight increase is forecast, from 7.1 million tonnes in 2024 to 7.2 million tonnes in 2025 (+1.4%). Although volumes remain relatively modest compared to wheat and corn, other grains are important for diversifying production, domestic consumption and supporting agricultural sustainability.
- Ukraine is therefore demonstrating modest but steady growth in the production of other grains, maintaining a balance between key crops and secondary segments.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

In 2025-2034, Ukraine will maintain a stable level of production of other grains with a slight increase, supporting the internal diversification of the agricultural sector

Dynamics of other grains production volumes in Ukraine
(in millions of tonnes)



Key facts

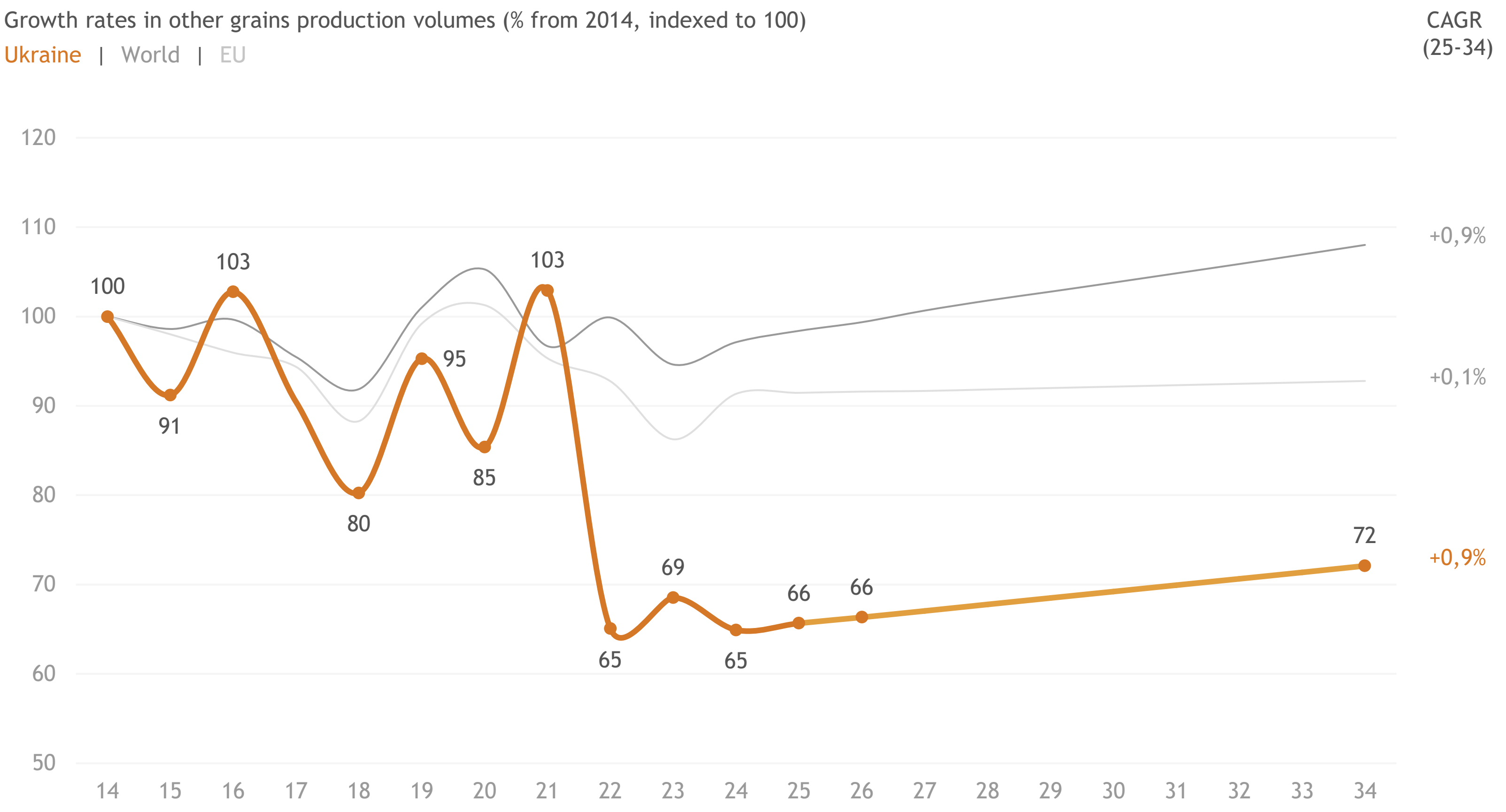
- The production of other grains in Ukraine in 2014-2021 remained at the level of 9-11 million tonnes, with a peak in 2016 and 2021 (11.3 million tonnes). However, there was a sharp decline after 2021: in 2022-2025, production stabilised at a lower level, around 7.1-7.5 million tonnes. This was mainly due to a reduction in acreage, military actions and the prioritisation of land for more marginal crops such as wheat and corn.
- The forecast for 2025-2034 predicts a gradual recovery: growth from 7.2 million tonnes in 2025 to 7.9 million tonnes in 2034. The average annual growth rate (CAGR) is +0.9%, indicating a slow but steady trend. However, even in the long term, the figures are not returning to their historical peak.
- Consequently, other grains in Ukraine play a secondary but stabilising role in the structure of agricultural production, ensuring domestic needs and crop diversification, but do not form a significant export potential.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

While global production of other grains is growing, Ukraine is structurally falling behind and showing limited recovery following the decline in 2022

Growth rates in other grains production volumes (% from 2014, indexed to 100)

Ukraine | World | EU



Key facts

- The growth rates of other grains in Ukraine in 2014-2025 show significant fluctuations, with a sharp decline after 2021. While the dynamics remained within 91-103% of the 2014 level in 2015-2021, by 2022, volumes had fallen to 65%. In 2023-2025, the production remains low (65-66% of the 2014 base), reflecting both a reduction in acreage and a redistribution of land to more profitable crops (wheat and corn).
- The long-term forecast for 2025-2034 indicates a gradual recovery, with growth to 72% of the 2014 level, and an average annual growth rate (CAGR) of +0.9%. For comparison, global production of other grains is growing to 108% of the 2014 level (+0.9% CAGR), while the EU is stabilising at around 92-93%. This indicates Ukraine's structural lag in the segment of other cereals, and a decline in their role in the production structure.
- Therefore, other grains in Ukraine will continue to play a supporting role in the agricultural sector, offering limited export potential but playing an important part in diversifying domestic production.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Product exports

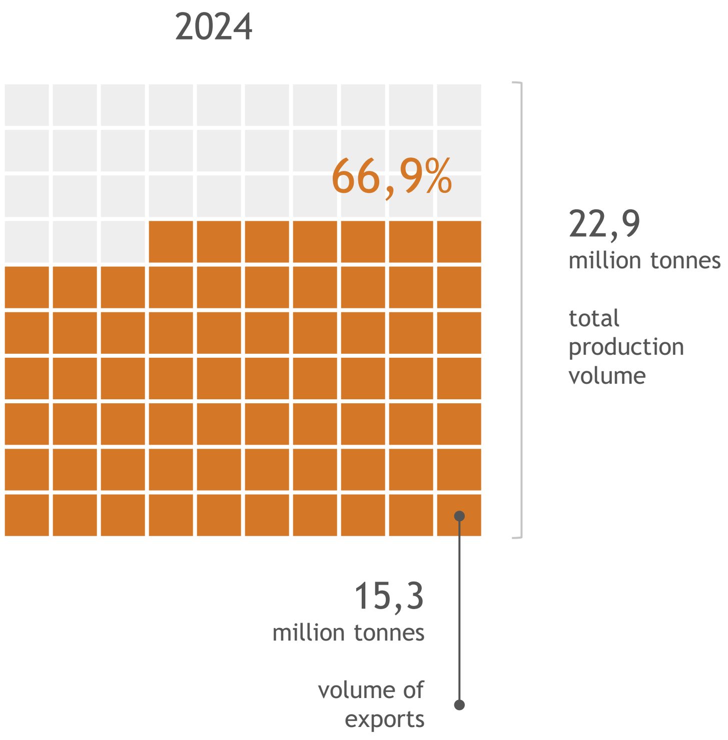
Overall dynamics and

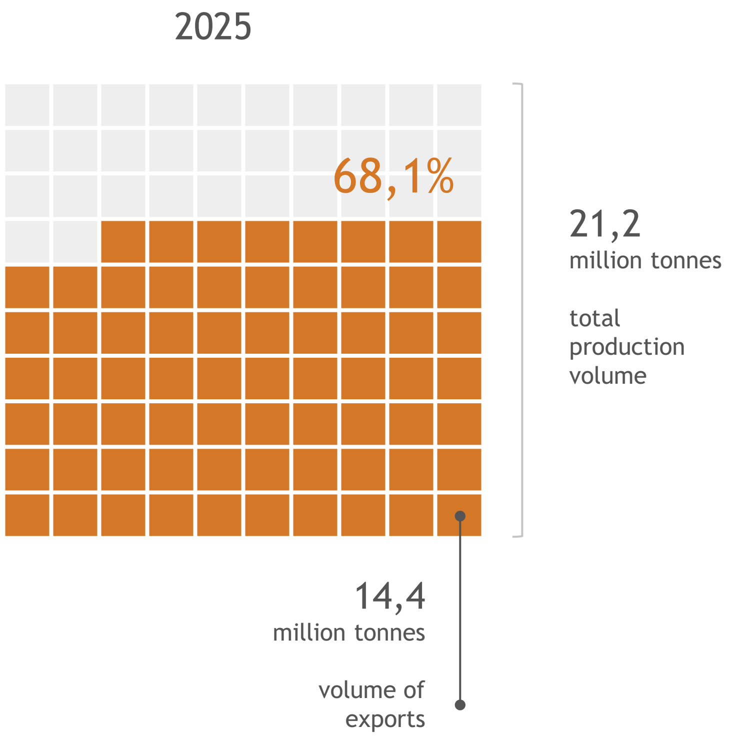
share in total production

Ukraine maintains high levels of wheat exports: more than two-thirds of production in 2025 will be directed to foreign markets

Wheat export volumes and share in total production (in millions of tonnes; %)

Exports | Domestic consumption





Key facts

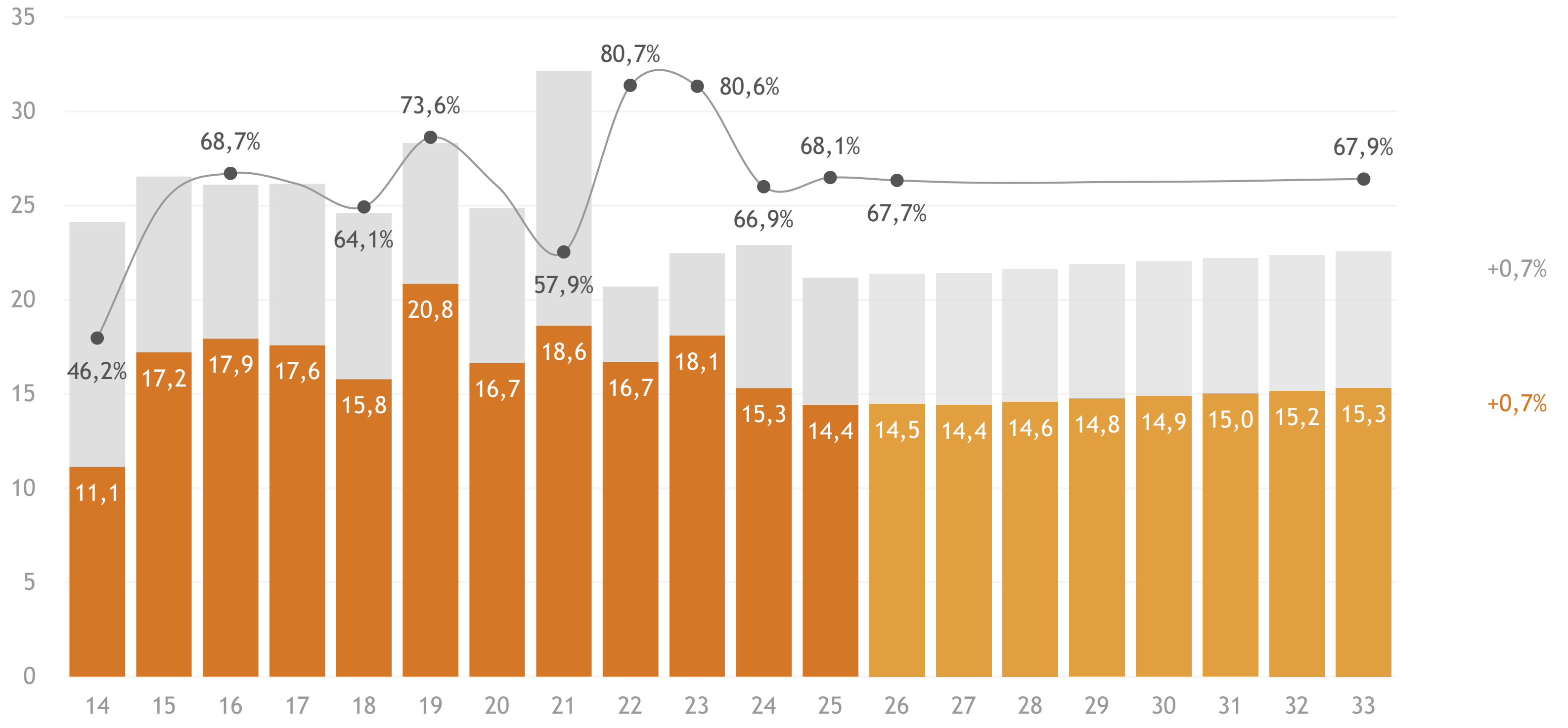
- In 2024, wheat production in Ukraine amounted to 22.9 million tonnes, of which 15.3 million tonnes (66.9%) were exported. This highlights the key role of this crop in the country's agricultural exports. At the same time, total production is forecast to decline to 21.2 million tonnes (-7.4% YoY) in 2025. Despite the decline in absolute volumes, the share of exports in the production structure will even increase to 68.1%, or 14.4 million tonnes.
- This trend highlights the importance of wheat exports in Ukraine's trade balance, even in the face of declining harvests. This suggests that domestic consumption is being partially constrained in favour of external supplies, in line with Ukraine's strategic orientation as a grain producer that is dependent on exports.
- In the medium term, the key factors remain the preservation of logistics channels, access to markets and product competitiveness. Ukraine has confirmed its position as one of the leading players in the global wheat market. Nevertheless, the decrease in production has the potential to compromise the maintenance of domestic balance.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Ukraine remains highly dependent on wheat exports, with more than two-thirds of production destined for foreign markets in the medium term

Wheat export volumes and share in total production (in millions of tonnes; %)

Exports | Total production | Share of exports in total production



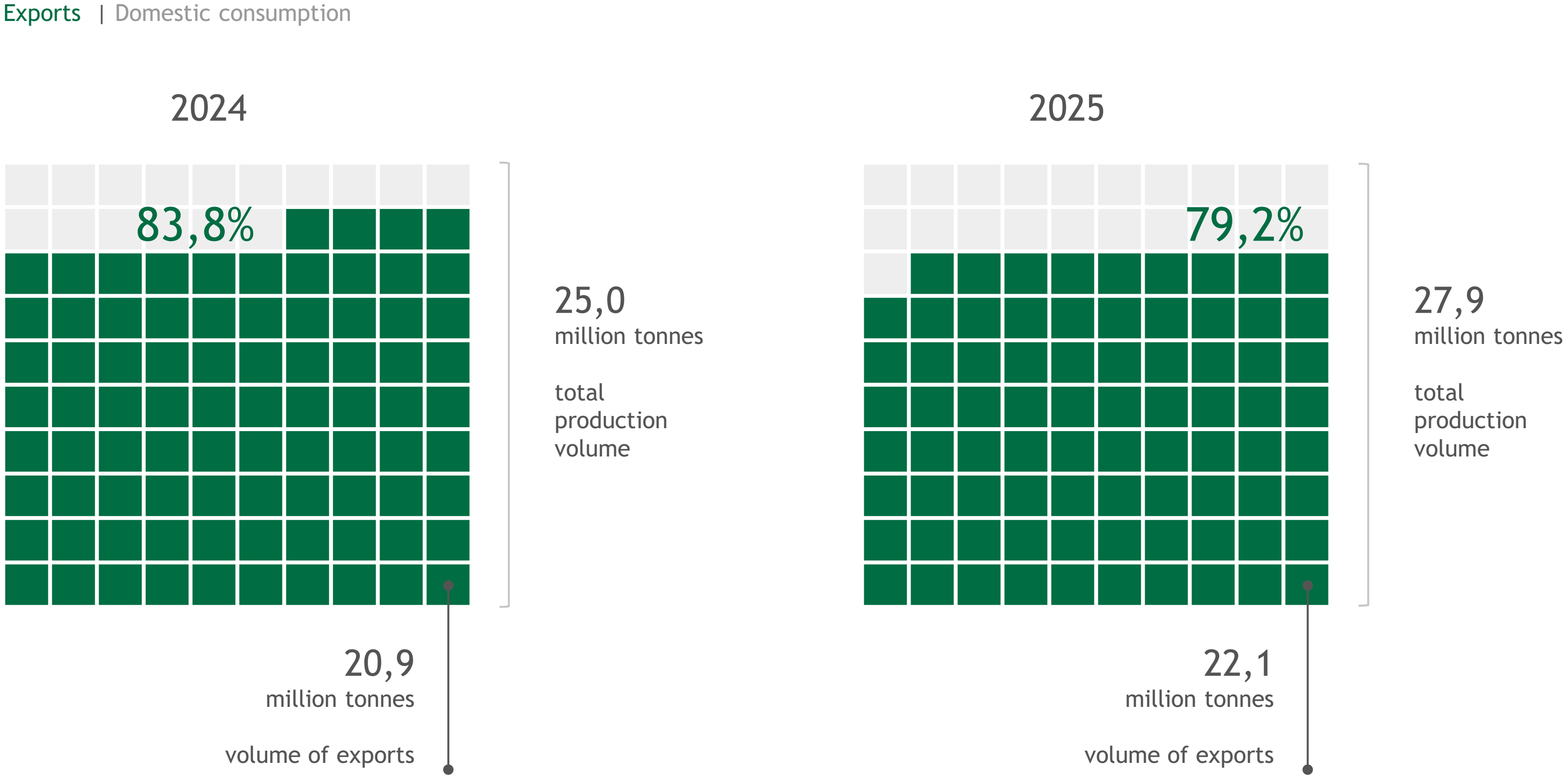
Key facts

- Ukraine increased its wheat production in 2014-2021, reaching a peak of 32.2 million tonnes in 2021. However, the war led to a sharp decline — production in 2022-2023 fell by more than a third (to 20.7-22.9 million tonnes). In 2024-2025, stabilisation is forecast at around 21-22 million tonnes, with a gradual recovery to 22.7 million tonnes in 2034 (CAGR: +0.7%).
- Exports continue to be a key driver of the market: in 2024, they accounted for 66.9% of total production, and they are expected to reach 68.1% in 2025. In the long term, the export share is projected to stabilise at around 68%, suggesting that the export-oriented model will persist. However, export volumes are expected to remain at 14-15 million tonnes per year in the medium term, which will limit the potential for growth in foreign exchange earnings.
- Compared to the global market, which is experiencing more sustained growth (CAGR +0.9%), Ukraine's production is focused on recovery rather than expansion. Conversely, the EU is experiencing stagnation in production.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Ukraine exports over 20 million tonnes of corn annually, accounting for over four-fifths of the total harvest in 2024-2025

Corn export volumes and share in total production (in millions of tonnes; %)



Key facts

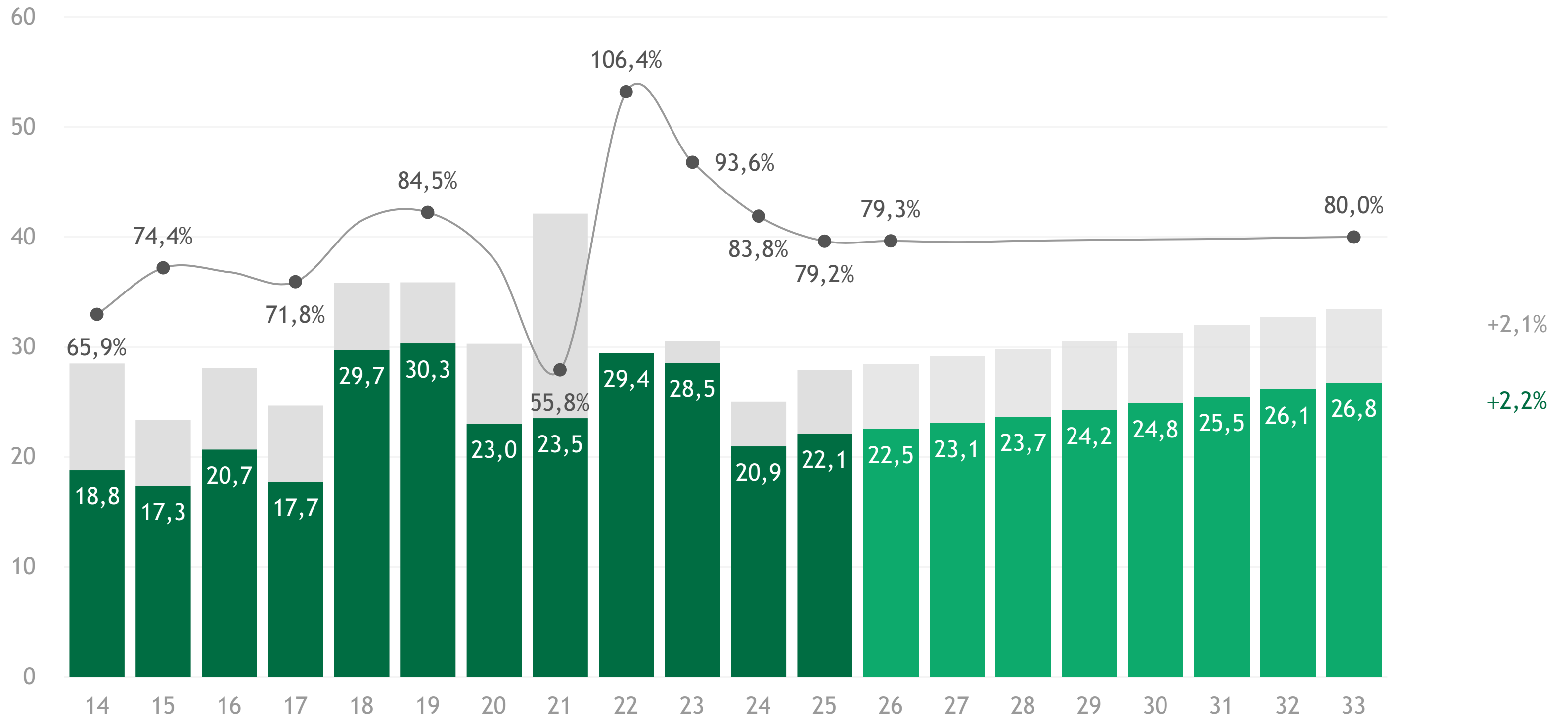
- In 2024-2025, Ukraine will maintain a high level of export dependence in corn production.
  - 2024: total production is 25.0 million tonnes, of which 20.9 million tonnes are exported. This represents 83.8% of the harvest, which is one of the highest figures among grain crops.
  - 2025: the harvest is projected to increase to 27.9 million tonnes and exports to 22.1 million tonnes. At the same time, the proportion of exports in total production will decrease to 79.2%, which is explained by the faster growth rate of production compared to exports.
- Consequently, Ukraine is maintaining its focus on corn exports, which continue to be a significant source of foreign exchange earnings. Despite the anticipated increase in production, domestic consumption represents less than a fifth of the harvest. This underscores the strategic importance of foreign markets and the significant reliance of Ukrainian agricultural producers on global demand.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The stabilisation of corn production is accompanied by a consistent export orientation: approximately 80% of the harvest is directed to foreign markets

Corn export volumes and share in total production (in millions of tonnes; %)

Exports | Total production | Share of exports in total production



Key facts

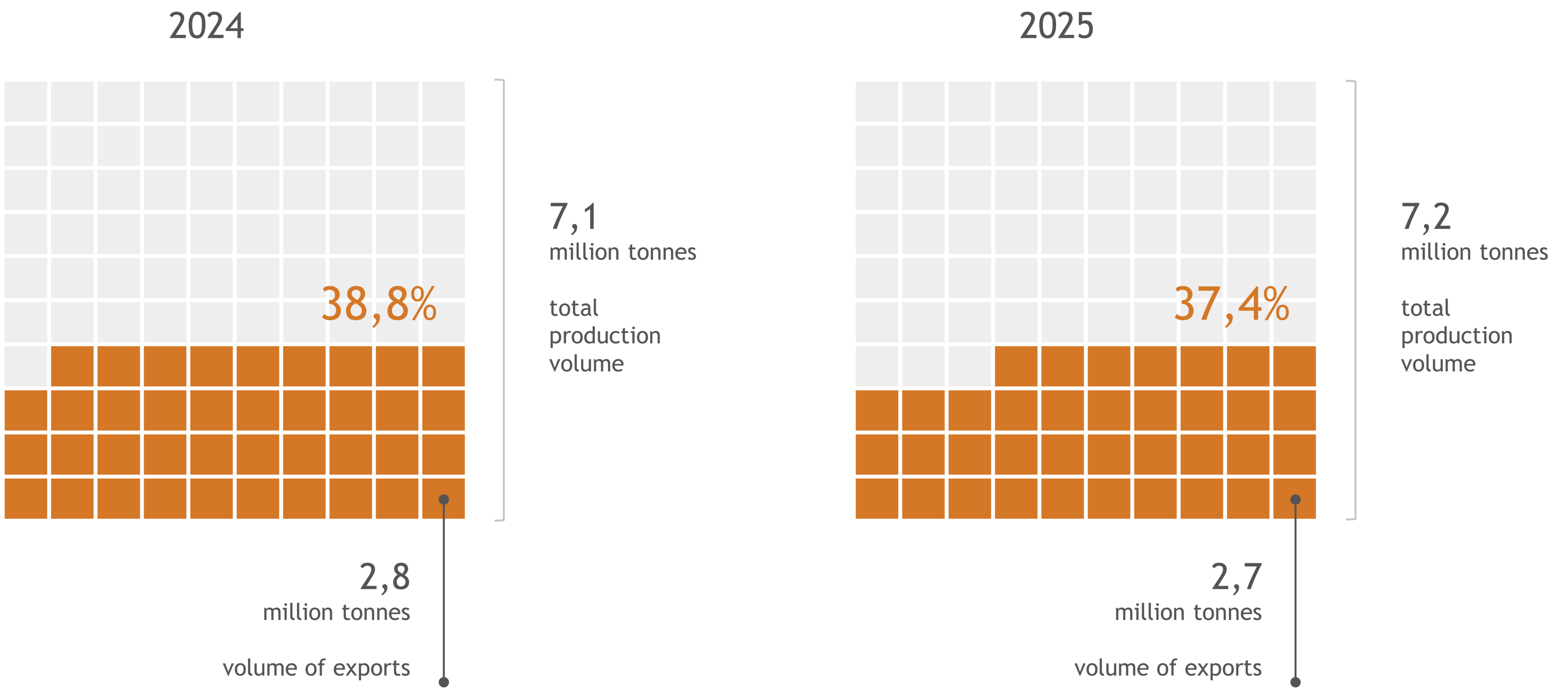
- Total corn production in Ukraine has shown high volatility over the period under review: from a minimum of 23 million tonnes (2015) to a peak of 42 million tonnes (2021), followed by a correction and gradual recovery. In the forecast period (between 2025 and 2034), relative stabilisation is expected with moderate growth to 34 million tonnes.
- Similar dynamics were observed in export volumes: sharp growth up to 30 million tonnes in 2018-2019, followed by a decline to 23 million tonnes in 2020-2021. A stable growth to 27 million tonnes is then projected.
- The proportion of exports to total production has traditionally been high, at over 70%. In peak years, this figure has reached 84–106% (indicating the sale of transitional stocks). In future, stabilisation at 79-80% is forecast, corresponding to a market structure dominated by external sales.
- CAGR (2025-2034) for production and exports is estimated at around +2.1–+2.2%, which is higher than the global average and highlights the export orientation of the industry.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The other grains sector demonstrates stable production and a decrease in export orientation, forming a balance between domestic consumption and exports

Other grains export volumes and share in total production (in millions of tonnes; %)

Exports | Domestic consumption



Key facts

- In 2024, Ukraine produced 7.1 million tonnes of other grains, 2.8 million tonnes (38.8%) of which were exported. Production is forecast to grow slightly to 7.2 million tonnes in 2025, but exports are expected to decline to 2.7 million tonnes, reducing their share to 37.4%. This suggests an increase in domestic consumption and a reduction in the export-oriented nature of this sector.
- Compared to wheat and corn, other grains are less dependent on exports, making them relatively resistant to fluctuations in foreign trade. At the same time, export volumes have remained stable at around 2.7–2.8 million tonnes, enabling them to be retained as an additional source of foreign exchange earnings.
- Medium-term forecasts suggest that the export share will gradually stabilise, which is consistent with the current balance between external and domestic markets.

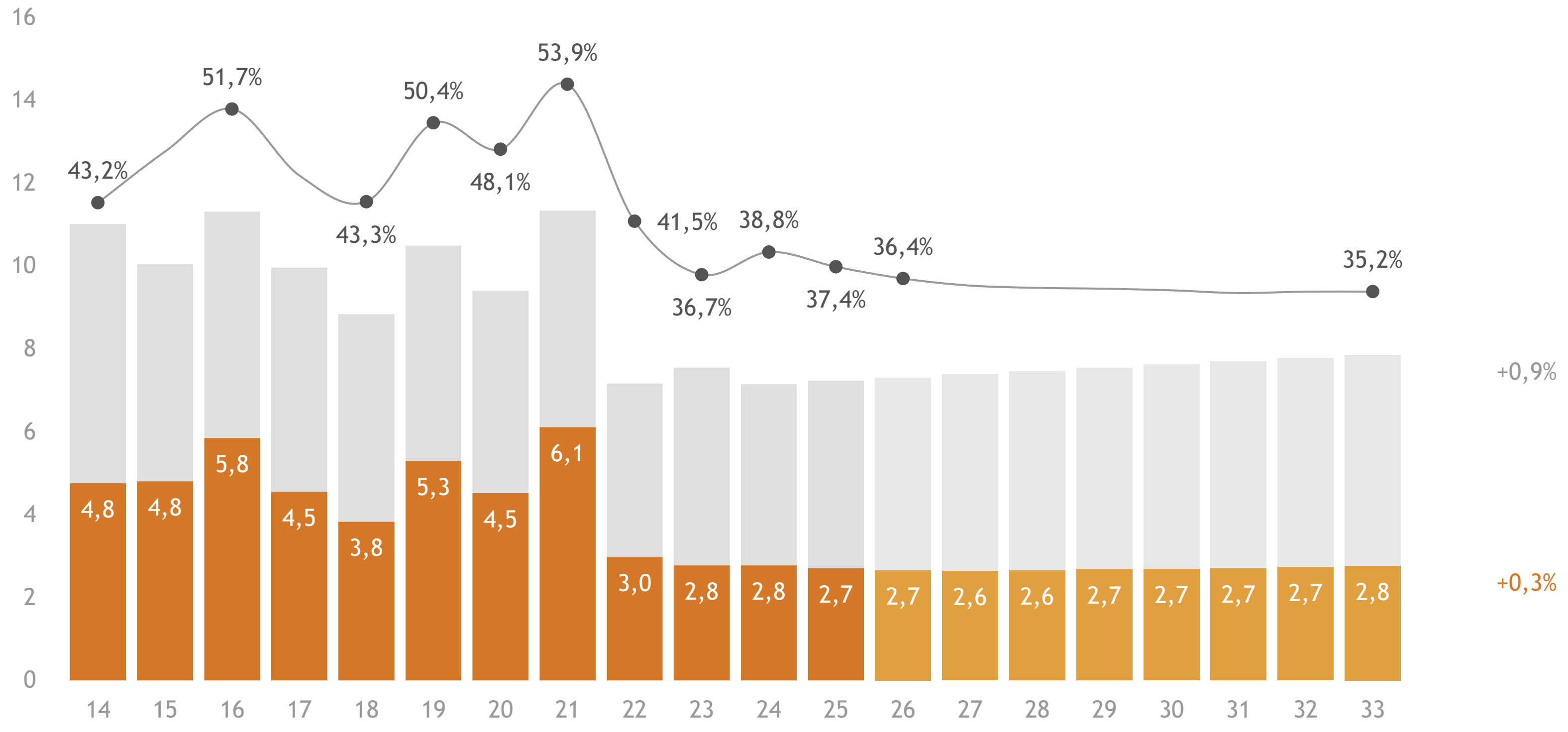
Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

![BDO]

Prospects for exports of other grains: a reduction in export volumes, with production maintained and the share of exports reduced to 35%

Other grains export volumes and share in total production (in millions of tonnes; %)

Exports | Total production | Share of exports in total production



Key facts

- An analysis of the dynamics of exports of other grains from Ukraine indicates a significant decline in volumes in the medium term, and a reduction in the share of exports in production. While in 2014-2021, the volumes fluctuated between 4 and 6 million tonnes, with a share of exports of up to 54%, a sharp decline has been observed since 2022, with exports falling by half to 2.7-3.0 million tonnes, and their share has fallen to 35-37%. This trend is due to both a decrease in total production (from 11 million tonnes in 2014 to 7-8 million tonnes in 2024-2025) and logistical constraints in foreign markets.
- Despite the expected stabilisation of production at 8 million tonnes in 2025-2034, the forecast indicates that the low export orientation will continue: the share of exports will remain within 35%. It is evident that domestic consumption will assume an increasingly significant role, while Ukraine's export potential in the other grains sector will remain constrained.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

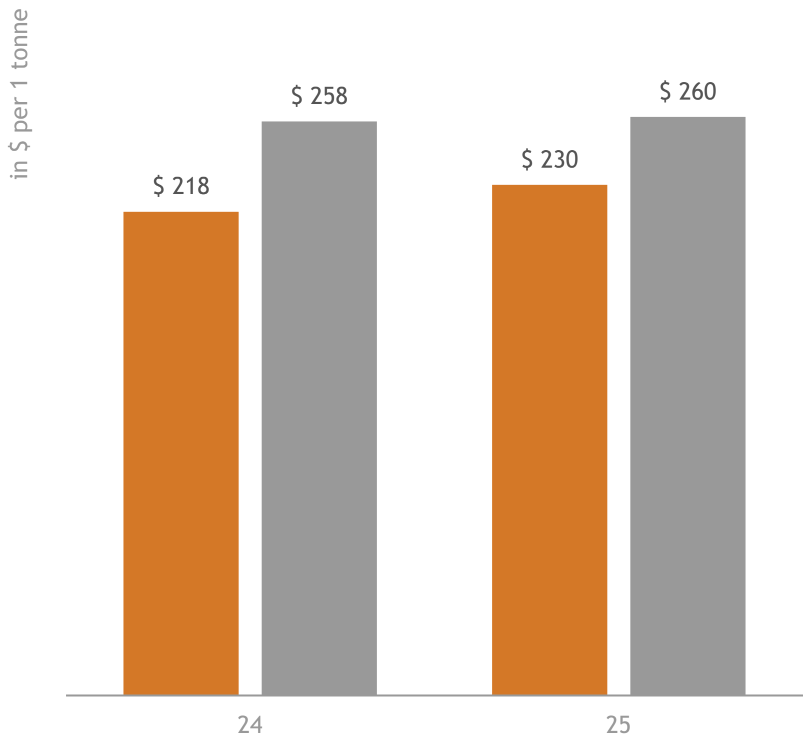
Product cost

Overall dynamics and comparison with European and global indicators

Wheat prices in Ukraine remain 10-15% lower than global prices, ensuring competitive positions in key sales markets

The cost of wheat on the Ukrainian market compared to the global average price

Ukraine | Global average



Key facts

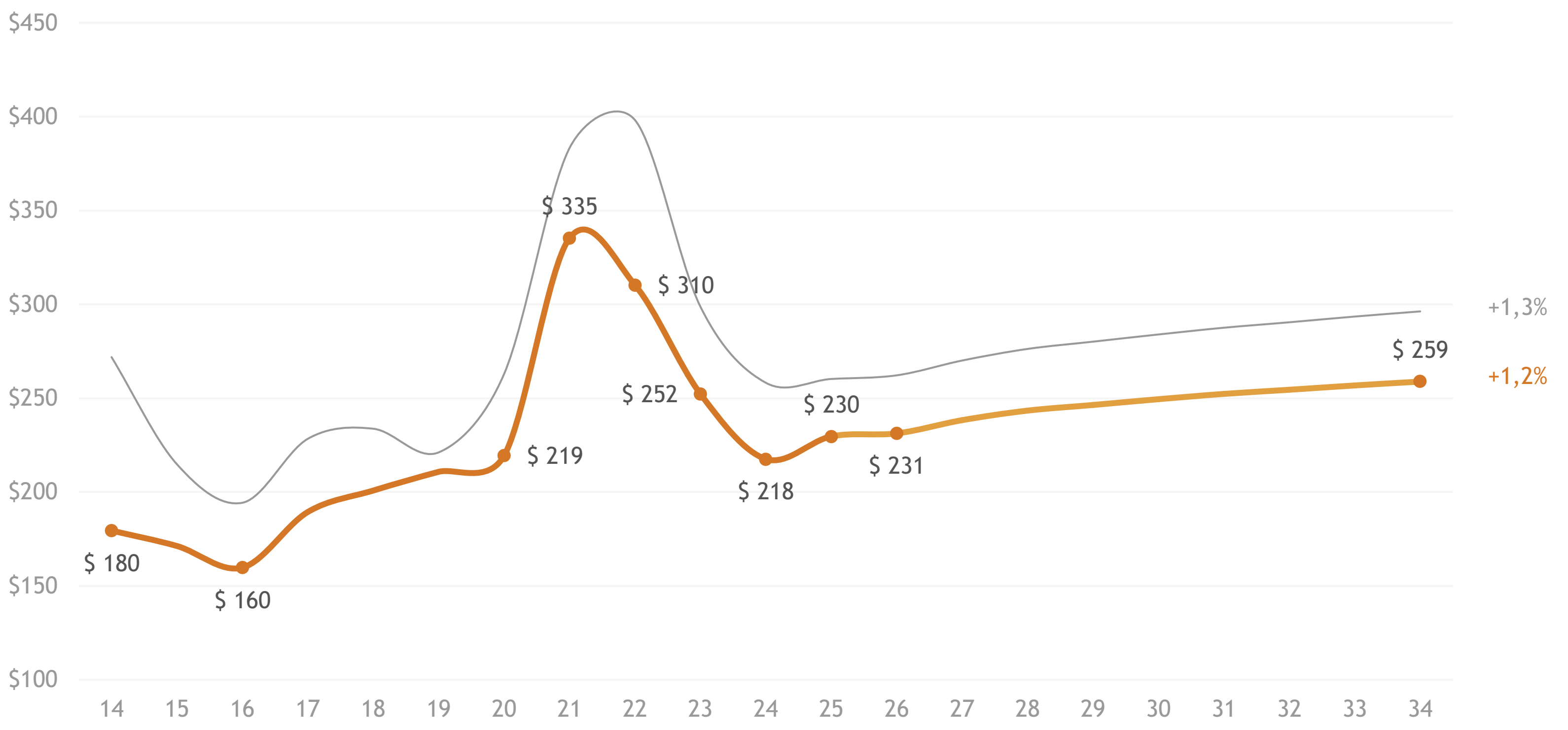
- A recent analysis of wheat prices on the Ukrainian market compared to global averages has revealed that the price difference has remained stable. In 2024, the price of wheat in Ukraine was $218 per tonne, which is 15.5% lower than the global average ($258). In 2025, the difference remains: $230 versus $260 per tonne (a difference of 11.5%).
- Despite a partial reduction in the price gap, Ukraine continues to compete mainly based on lower product costs. This is due to the impact of military risks, high logistics costs and limited access to certain markets, which reduces opportunities for price premiums.
- Concurrently, lower prices are assisting Ukrainian grain in maintaining competitiveness on global markets and stimulating demand from established importers. It is expected that the discrepancy between global prices will continue in the medium term, albeit with a gradual decline as transport logistics stabilise and export channels expand.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The price of wheat in Ukraine is showing a positive trend, but it is expected to remain below the global average in the medium term

Dynamics of wheat prices on the Ukrainian and global markets (in $ per tonne)

Ukraine | Global average price



Key facts

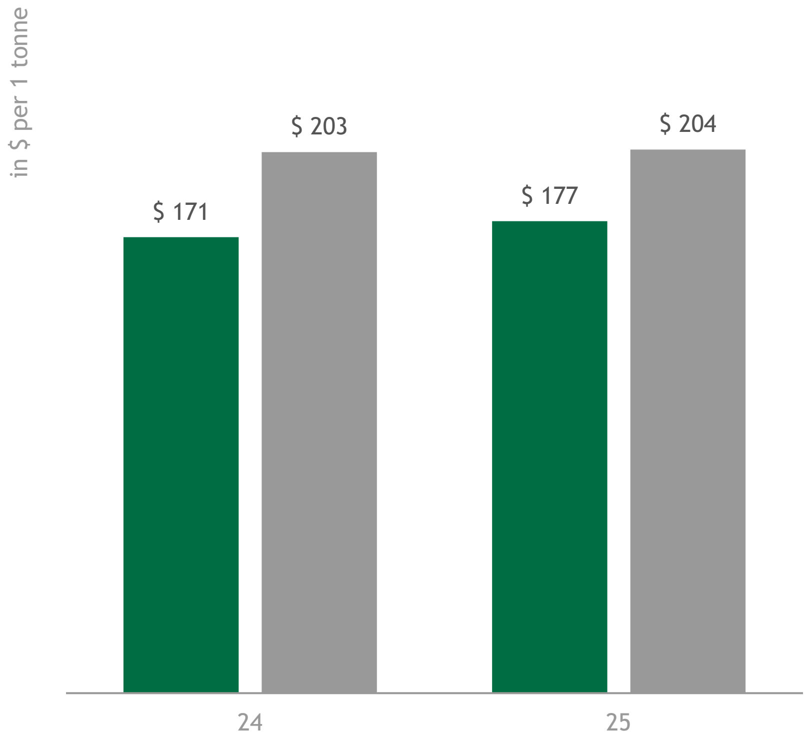
- In 2024, the price of wheat in Ukraine was $218 per tonne, $40 below the global average of $258 per tonne. The Ukrainian price is forecast to rise to $230 per tonne in 2025, but the gap with the global price ($260 per tonne) will remain at $30.
- Since 2014, there has been high volatility in domestic prices, particularly a sharp increase to $335 per tonne in 2021-2022 due to market shocks and logistical constraints. Conversely, global prices have shown a more gradual change, consistently remaining higher than Ukrainian prices.
- The forecast for 2025-2034 indicates that the cost of wheat in Ukraine will increase to $259 per tonne, with an average annual growth rate (CAGR) of 1.2%, which is in line with the global trend (1.3%).
- At the same time, it is expected that the difference between domestic and global prices will continue, reflecting the logistical challenges, military risks and trade barriers of the Ukrainian market.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The price of corn in Ukraine is rising, but it remains below global market prices

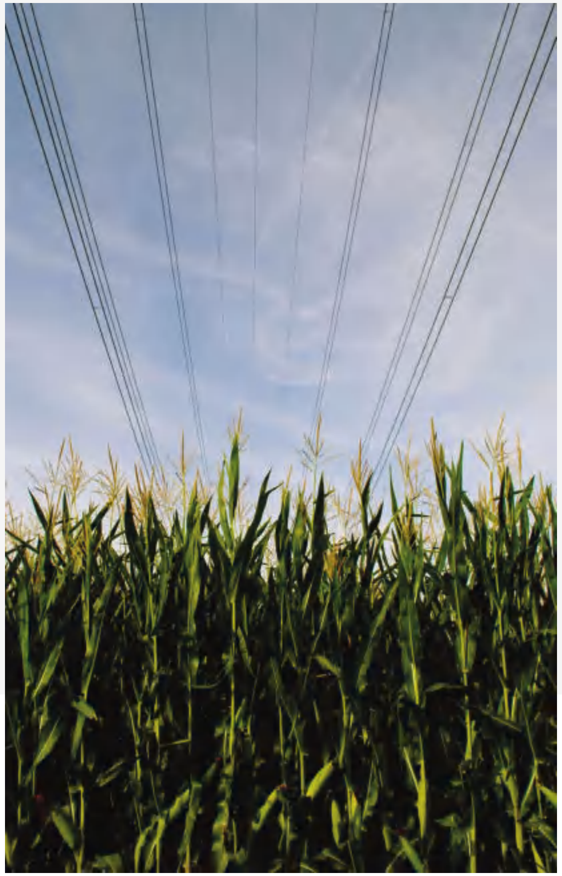
The cost of corn on the Ukrainian market compared to the global average price

Ukraine | Global average price



Key facts

- In 2024, the average price of corn in Ukraine was $171 per tonne, which is $32 below the global average ($203 per tonne). The price is expected to rise to $177 per tonne in 2025, but the gap with the global indicator ($204 per tonne) will remain significant at $27 per tonne. This suggests that domestic prices on the Ukrainian market are relatively stable but chronically lower.
- Lower prices in Ukraine can be explained by a combination of factors: high dependence on exports, pressure from logistics costs and restrictions, and the influence of the global economic situation. In contrast, the discrepancy between Ukrainian and global corn prices is less pronounced than that of wheat, indicating the competitiveness of Ukrainian corn in international markets.
- The medium-term outlook suggests that prices will stabilise at around $180–200 per tonne, although they will not converge with global prices.

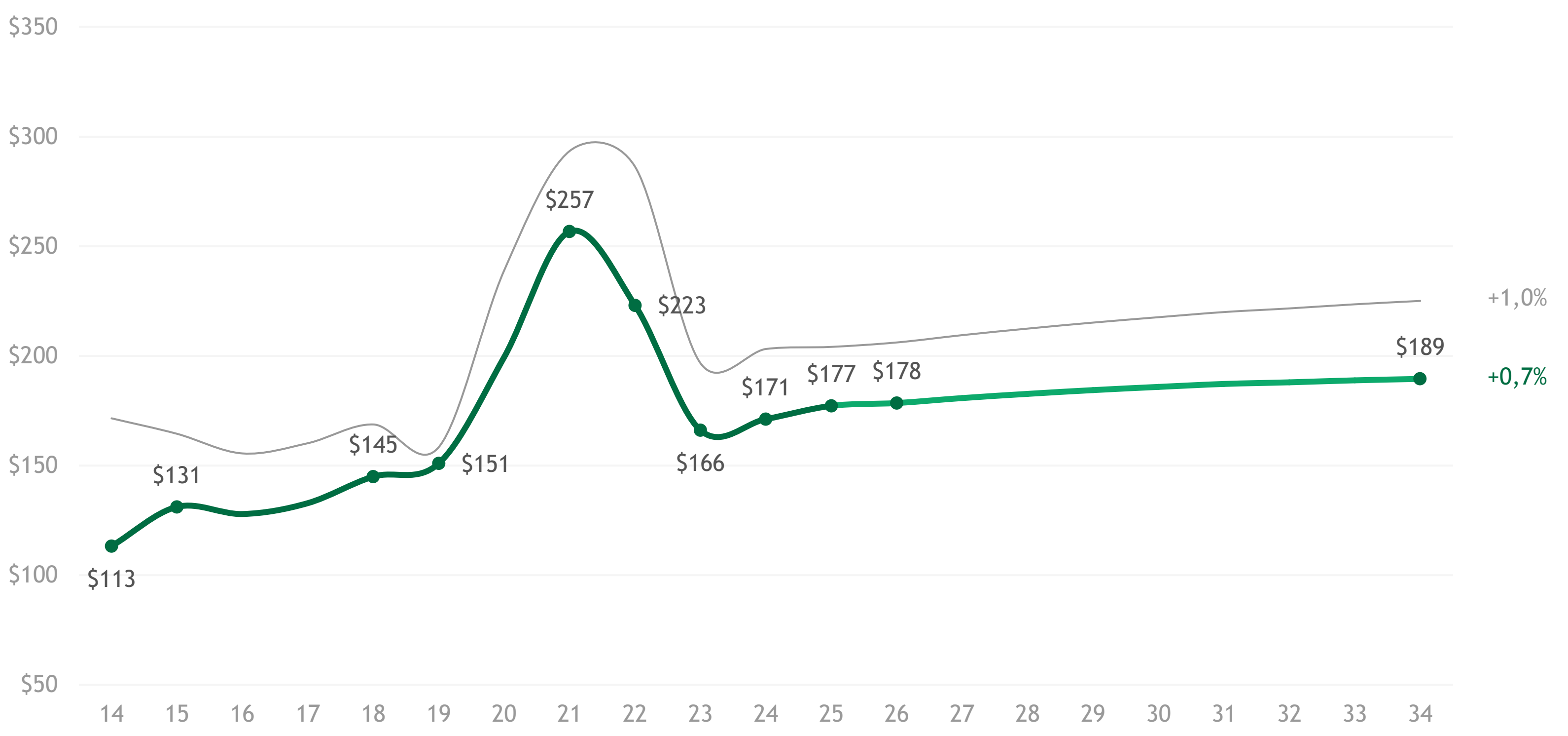


Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Although prices for Ukrainian corn have recovered from a sharp decline, they remain lower than global prices, which gives exports a competitive advantage

Dynamics of corn prices on the Ukrainian and global markets (in $ per tonne)

Ukraine | Global average price



Key facts

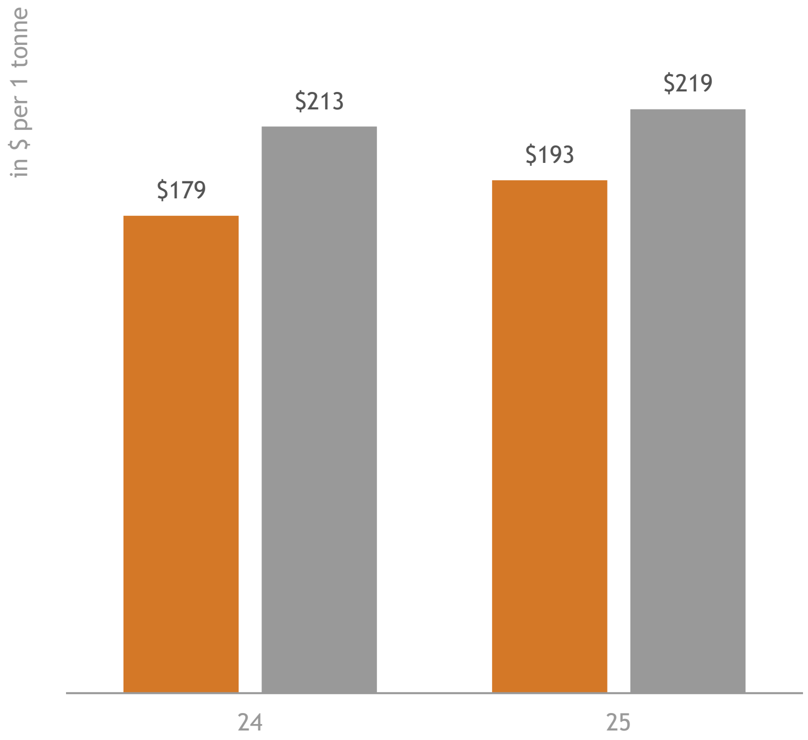
- Price dynamics for corn on the Ukrainian market show significant fluctuations in 2014-2025. Between 2014 and 2019, the price increased from $113 to $151 per tonne, reflecting a gradual stabilisation of the domestic market. The largest price surge occurred in 2021, when the price reached $257 per tonne due to global market conditions and supply shortages. In 2022-2023, there was a sharp decline from $223 to $166 per tonne, followed by a gradual recovery.
- In 2024-2025, the price in Ukraine rose to $171-177 per tonne, remaining consistently lower than the global average ($203-204 per tonne). In the long term (until 2034), moderate growth to $189 per tonne (+0.7% CAGR) is forecast, while world prices will reach $225 per tonne (+1.0% CAGR). This means that Ukraine will maintain its competitive advantage in the price segment, which supports its export positions.
- Thus, Ukraine remains an important player in the global corn market, offering lower prices than the global average, although the price gap is expected to narrow gradually in the future.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

The other grains market in Ukraine is characterised by rising prices, while maintaining a competitive advantage over global averages

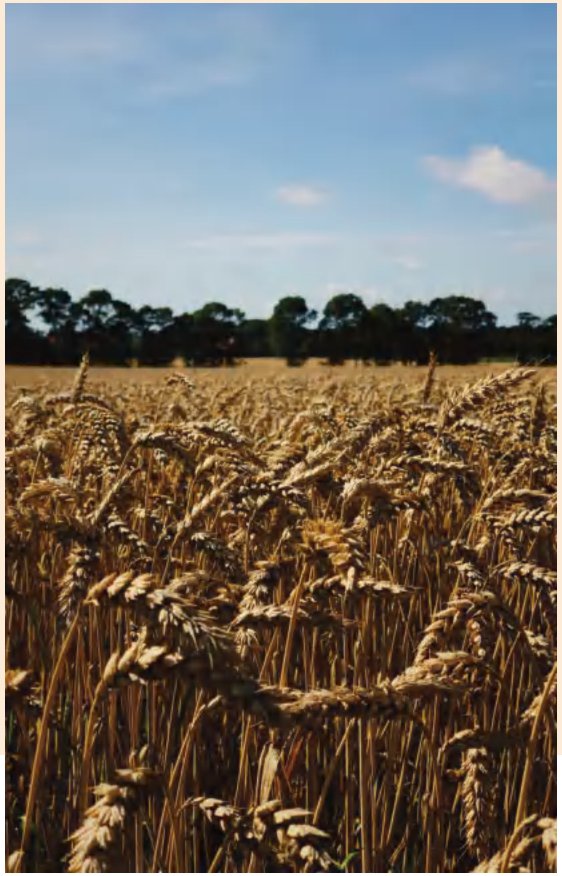
The cost of other grain crops on the Ukrainian market compared to the global average price

Ukraine | Global average price



Key facts

- In 2024, the average price of other grains in Ukraine was $179 per tonne, significantly lower than the global level ($213 per tonne). In 2025, Ukrainian prices rose to $193 per tonne, while the global indicator rose to $219 per tonne. Despite the positive dynamics, the gap between the domestic and global markets remains — approximately $26 per tonne in 2025.
- The increase in domestic prices can be attributed to general inflationary trends and the gradual recovery of production following previous fluctuations. Nevertheless, Ukrainian grain remains competitive in international markets, supporting export opportunities even when production costs increase.
- In the long term, Ukraine will retain its status as a supplier of more affordable products than global counterparts, but the gradual increase in domestic prices may narrow this gap and bring the market closer to greater balance.

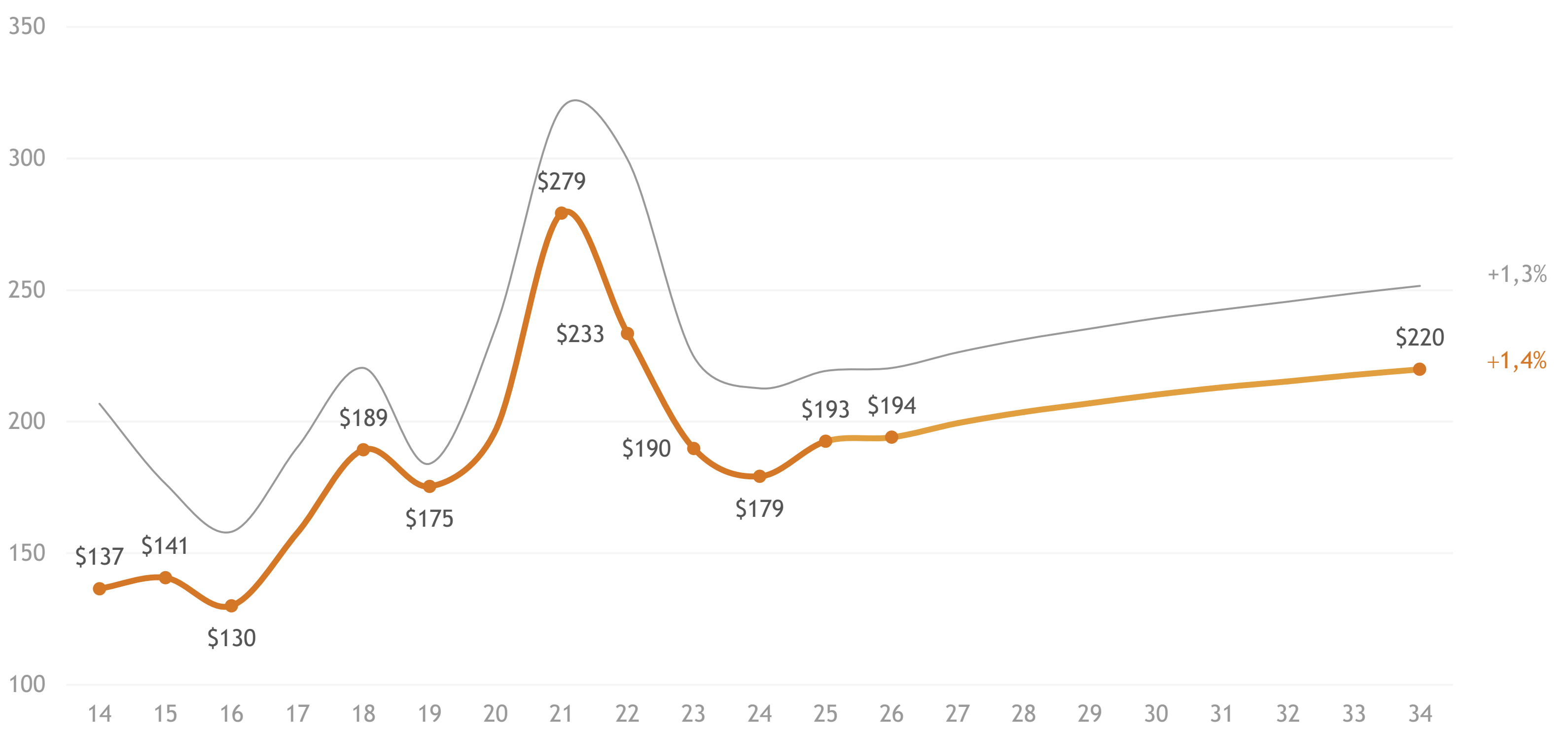


Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Prices for other grains in Ukraine are rising, remaining lower than global prices and ensuring export attractiveness in the medium term

Dynamics of other grains prices on the Ukrainian and global markets (in $ per tonne)

Ukraine | Global average price



Key facts

- The dynamics of prices for other grain crops in Ukraine during 2014-2025 shows significant volatility, with a peak in 2021 ($279 per tonne) and a subsequent sharp drop to $179 per tonne in 2024. In 2025, there is a partial recovery, with the price rising to $193 per tonne, which is still below the global level ($219 per tonne).
- In the long term, prices are forecast to rise gradually to $220 per tonne in 2034, with an average annual rate of +1.4%. This is slightly higher than the global rate (+1.3%), indicating a relative convergence with global market levels, although the gap of $20–30 per tonne is expected to remain.
- Competitiveness remains a key concern for Ukrainian producers: lower domestic prices support exports, but at the same time, rising production costs may increase pressure on margins. To achieve this, it is essential to implement a strategic cost management plan and to diversify sales markets.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Conclusions and recommendations

Overall dynamics and comparison with European and global indicators

Conclusions and recommendations

General context and strategic conclusions

Ukraine remains one of the leading exporters of grain crops – before the full-scale invasion, it accounted for a significant share of global exports of wheat, corn and barley.

Despite negative shocks, the agricultural sector continues to be a major driving force in the Ukrainian economy, with grain being a significant component of the country's export earnings.

According to estimates by the Ministry of Agrarian Policy, grain harvests are expected to decline by approximately 10% in 2025 due to unfavourable weather conditions and military risks. According to other forecasts, an increase in the sown areas — in particular, winter wheat to 5 million hectares — could partially offset the losses in yield and, in a favourable scenario, return production volumes to 2024 levels.

At the same time, the industry has lost some of its global influence. In 2024–2025, grain production volumes fell by around 34% compared with the pre-crisis years of 2021–2022.

Systemic logistical bottleneck

After the start of the war, the disruption of Black Sea ports, the blockade of sea routes and the destruction or damage to infrastructure forced the industry to reorient its logistics routes to land, river and multimodal channels.

There are also significant bottlenecks in the domestic logistics chain, including delays in shipment (sometimes up to 10 days to form a train), inefficient coordination between the railway, transshipment stations and elevators, and high domestic transshipment costs.

It is estimated that the agricultural sector loses up to ~$10 billion each year due to logistical issues resulting in additional costs, discounts and sales below cost price.

Limited processing and low added value

Most of Ukraine's grain is used as raw material without undergoing further processing. This is particularly true of corn, soybeans, rapeseed and other oilseed / protein crops, where the potential for processing is consistently underutilised.

The absence of advanced processing capabilities has a detrimental effect on profit margins and reliance on external raw material markets.

Volatility of currency and credit conditions

In times of war and macroeconomic instability, access to credit — particularly on favourable terms — poses a significant challenge. Exchange rate fluctuations and the risk of devaluation also make planning and investment decisions more difficult.

State support (grants, compensation), international aid and institutional support are becoming increasingly important factors in stabilising the sector.

Global competition and external challenges

In terms of both volume and price competitiveness, Ukraine has to compete with major players such as the United States, Brazil, Argentina and Russia.

The risks are compounded by quality standards, environmental requirements, phytosanitary barriers and the instability of importers' trade policies.

Additionally, geopolitical factors and concerns about food security among importers may restrict market access.

Climate and exogenous risks

Crop yields are made more unstable by weather anomalies, seasonal shifts, local droughts or excessive precipitation, and soil degradation.

Climate change may also alter the suitability of certain land plots in the long term (according to machine learning studies analysing land suitability).

Given this, investing in climate-resilient technologies, irrigation systems and improved crop rotation structures is extremely relevant.

Strengths and advantages

- Strong production potential: many regions of Ukraine still have agricultural infrastructure, land resources and agricultural personnel.
- High product quality: Ukrainian grain and oilseeds often meet high international standards.
- Geographical proximity to the markets of the EU, the Middle East and North Africa gives Ukraine an advantage over its Far Eastern competitors.

These conclusions can be used to formulate recommendations for investors, state institutions, agribusinesses and international partners.

Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Conclusions and recommendations

Recommendations and priority action areas

1. Investing in the modernisation of logistics and infrastructure

Objective: to eliminate or significantly reduce the “transport tax”, increase the speed and reliability of routes, and minimise losses and costs.

- Establishment of logistics hubs on the western and southern borders.
- Developing railway terminals, increasing the throughput capacity of Ukrzaliznytsia, accelerating shipments (modern queue management systems, automated wagons, dispatching system).
- Modernising transshipment complexes, elevators, silos, and transport lines.
- Support for river export projects, development of river hubs and transshipment terminals for river-rail interaction.
- Use of multimodal routes (combining rail, road transport, and river chains).
- Creation of “logistics security corridors” with international guarantees.
- Attracting state funds, international donors, and private investments to reduce the financial burden on farmers.

Advantages: increased transport efficiency, minimised downtime, reduced costs, and increased competitiveness of Ukrainian grain.

2. Development of deep processing and vertical integration

Objective: to increase the share of value-added products, reduce dependence on raw material exports, and increase margins.

- Establishment of new or modernisation of existing plants for processing corn into starch, bioethanol, and feed components; soybeans into meal and protein concentrates; rapeseed into biodiesel and isolates.
- Developing the production of premium products: feed mixtures, functional ingredients for the food and feed industries.
- Forming “producer-processor” clusters with long-term contracts between agricultural enterprises and processors.
- Stimulation of exports not only of raw materials, but also of finished or semi-finished products (from seeds, flour, feed, etc.).
- Introduction of tax, customs and regulatory incentives – reduction of VAT on exports of finished products, investment depreciation preferences for processors.

Advantages: increased domestic added value, expansion of the export portfolio with higher margins, reduced sensitivity to fluctuations in world commodity prices.

3. Diversification of sales markets and geographical reach

Objective: to reduce the risks of dependence on individual importers and ensure stable demand.

- Activation of trade channels in Asia (China, Southeast Asia), Africa and South America.
- Participation in international exhibitions, product certification in accordance with import market requirements (phytosanitary and environmental standards).
- Conclusion of long-term contracts with importers – prepayments, forward agreements, price risk hedging.
- Use of bilateral trade agreements, diplomatic channels and state support as a catalyst for market expansion.
- Creation of centralised export cooperatives to consolidate producers’ products, reduce costs and improve logistical efficiency.
- Adapting to new directions: domestic markets of countries with growing demand, regional transit corridors, direct deliveries to end consumers.

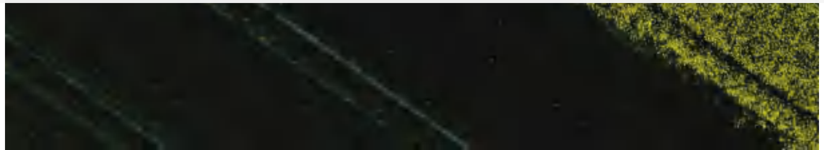
Advantages: risk distribution, stable demand, ability to respond to market shocks.

4. Partnership models and local alliances

Objective: to lower barriers to entry, increase local adaptability, and leverage local knowledge and networks.

- Establish joint ventures with Ukrainian agricultural holdings, cooperatives, and logistics operators to implement joint projects (elevators, terminals, processing).
- Support regional agricultural clusters where the concentration of producers, processors, logistics, and services creates synergy.
- Engaging local businesses in infrastructure projects – co-financing, concessions.
- Joint projects with international companies: technology partnerships, knowledge transfer, investment agreements.
- Forming public-private partnership (PPP) programmes for large-scale infrastructure and processing projects.
- Use of regional experience, knowledge of local conditions and socio-political characteristics to reduce risks.

Advantages: reduced logistics costs, faster adaptation to local conditions, reduced risks, better communication with local authorities.



Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

Conclusions and recommendations

Additional highlights and risks

Political and military instability

Investment reliability is complicated by the risks of war: the destruction of infrastructure, landmines and the shelling of roads. Investment decisions must consider the risks of force majeure and the possibility of rapid changes in conditions.

Regulatory uncertainty

Frequent changes in the regulatory environment (export quotas, customs rules, restrictions, licensing changes) create uncertainty for market participants. Clear, transparent and stable government policy is essential for long-term development.

Competition and substitution in foreign markets

Following a decline in production volumes, competitors have the opportunity to increase their market share. It is vital to react quickly, offer a range of products and identify niche markets.

Concentration of risks on several crops

Excessive focus on wheat or corn can increase vulnerability. It is worth considering a strategy of introducing crop rotation, increasing the share of oilseeds or foreign grain crops with promising demand.

Credit risks and financing

The high cost of capital and limited access to affordable credit represent constraints for large-scale projects. It is worth considering venture capital mechanisms, state support and loan guarantees.

Climate change, land degradation

It is possible that, in the long term, some areas may experience a decline in productivity due to climate change. It is imperative to consider adaptive measures and diversification of the land portfolio.

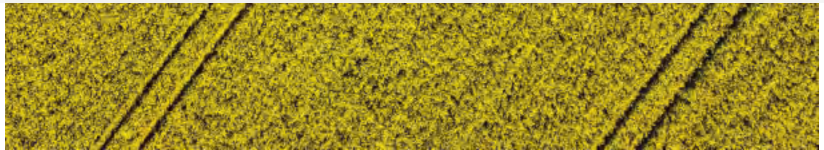
Conclusions and summary

The Ukrainian grain market is currently experiencing a period of transition: On the one hand, the country’s robust production potential, product quality and geographical advantages create a solid foundation for further expansion. On the other hand, logistical challenges, limited processing capacity, financial constraints, climate change and global competition represent significant barriers to growth.

To realise this potential and transition from raw material expansion to a sector with high added value and stable incomes, it is necessary to focus on five priorities: infrastructure modernisation, processing development, agrotechnological transformation, market diversification and partnership models.

For investors, this represents an opportunity to enter a sector with significant growth potential, particularly in the logistics and processing sectors, provided that risks are managed competently.

For the state, this is a strategic mission: to create a favourable investment and regulatory climate, and to provide support and guarantees so that Ukraine can maintain and strengthen its role among the key players in the global grain market.



Source of information: OECD-FAO Agricultural Outlook 2025-2034; BDO Analysis.

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