

A Ukrainian company specializing in the processing of natural stone from Ukrainian deposits is looking for partners across Europe

Summary

Profile type

Business Offer

Company's country

Ukraine

POD reference

BOUA20250330003

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• World

Contact Person

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Term of validity

30 Mar 2025**30 Mar 2026**

Last update

30 Mar 2025

General Information

Short summary

The main specialization of the Ukrainian company is the production of ritual, construction and decorative products from the different stone of Ukrainian deposits. The company is looking for partners under subcontracting, distribution service and commercial agency agreements.

Full description

The company was founded in 2004, in the Zhytomyr region, it is the northern territories of Ukraine, which are characterized by large deposits of natural stone. SMEs have been operating in the Ukrainian market for more than 20 years and successfully export their products to several countries.

The company has successfully established a commercial network in Ukraine, constantly developing and increasing the number of customers. The company participated on the basis of subcontracts in the execution of government orders. Natural granite stone is a stone with high resistance to climatic conditions, suitable for outdoor use and safe for indoor use. This versatility allows them to be used in a wide variety of areas, both for private and business projects, and to turn the softness of the finish into a wide range of products.

The main specialization of the company is the industrial production of ritual (memorial complexes and components), construction (curbs, cobblestones, rubble) and manual production of decorative (countertops, benches, wall and floor panels, railings, columns, balusters, statues, souvenirs). In addition, the company sells slabs of various sizes and

raw materials (stone cubes).

Qualified staff provides a high-quality degree of processing - cutting, forming and finishing of natural stone (basalt, granite, granodiorite, gabbro and labradorite).

Potential partners can be companies engaged in the construction, production of creative or artistic products or through direct sales or distribution. Companies that have an interest in establishing production relationships based on subcontracts are also considered.

Cooperation will take place on the basis of a signed contract, depending on the chosen type of partnership. The Ukrainian side assists partners in building a transport and logistics route in the implementation of export-import operations. Long-term partnerships will help both partners increase their own presence in international markets and expand the business.

The company seeks to establish subcontracting, commercial agency and/or distributors services agreements.

Advantages and innovations

The company is well known in the market for the quality of its materials and products that meet international standards. Competitive advantages:

- 1) proximity to quarries of the developed deposits with large stocks of natural stone creates a positive effect on the duration of delivery and pricing policy of the company;
- 2) use of various technologies of processing of natural stone gives the chance to use it both for internal and external works;
- 3) available production facilities provide flexibility for the production of products to individual order. The offered products are characterized by a wide choice of colours and types of stone;
- 4) timely modernization of technical equipment and machinery ensured a stable position in the domestic market;
- 5) experience of international cooperation and location in the immediate vicinity of the road of international importance Kyiv-Chop allow timely delivery of orders.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

No IPR applied

IPR Notes

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

The company is looking for reliable partners among small and medium-sized enterprises to conclude subcontracting, commercial and distribution agreements that are interested in long-term cooperation, regardless of the country of representation. The potential partner is expected to be a reliable and responsible player in its own market, both wholesale and retail. The partner should understand the conditions under which the extraction and processing of natural stone happen.

A potential partner company can be someone who:

- 1 - works in related fields such as construction/building and furniture production, architectural and design studios or sells stone products and is interested in purchasing finished products - ritual, construction and decorative products.
- 2 - is a manufacturer of granite products and needs semi-finished products (slabs) or raw materials (stone blocks).
- 3 - are distributors, sales representatives and commercial agencies. The partner company must understand the nature and amount of operating and logistics costs that may be associated with the distribution of natural stone in their own country.

The Ukrainian company is expecting the partner to be experienced in the specified branch. The partner must have a development strategy and willingness to further improve its operations along with the cooperation with the Ukrainian company.

Type of partnership

Commercial agreement

Type and size of the partner

• **SME 50 - 249**

Dissemination

Technology keywords

• **02006001 - Materials, components and systems for construction**

Market keywords

• **09007003 - Distribution of building products and systems**

• **09007001 - Construction companies**

• **09007002 - Manufacture of construction materials, components and systems**

Targeted countries

• **World**

Sector groups involved

Media

Images

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