



“Switzerland is one of the most appealing jurisdictions to do business in Europe. It is a 'window' through which companies access European clients and the global market.”

VALERIYA LESHCHENKO
Managing Director, UMP Trading



CHARACTER OF STEEL

Connecting continents

Since 2009, UMP Trading supports international contracts of Energomashspetsstal, the largest Ukrainian manufacturer of steel forgings. In 2010, both companies merged with the largest Russian holding Rosatom. After that UMP Trading started to procure foreign equipment and other products for the largest Russian state corporation. Today, UMP Trading is known in more than 50 countries worldwide. The manufacturer's export activities are developing thanks to efforts of the trading partner responsible for promoting and selling goods all over the world: in Europe, Asia, the US, and the Middle East. UMP Trading takes care of logistics and transportation, insurance, financing of major transactions, as well as of demand and supply. With some of the world's largest international holdings such as General Electric, Arcelor Mittal, and BHEL among its clients, UMP Trading sells so called forgings and castings of special steels that account for about 90% of the company's profits.

A magnet for business

At first, UMP Trading took care of Energomashspetsstal sales on the Italian market. However, faced with a high tax burden and bureaucracy, Valeriya Leshchenko soon moved the business to Switzerland. A convenient geographical location in the canton of Ticino helped save close contacts with the established client base in Italy. Other advantages of Switzerland include a favorable entrepreneurial atmosphere, efficient government, developed financial and banking systems, liberal regulations and, finally, loyal attitude of authorities to document management. Since the very first year of doing business in Switzerland, UMP Trading received consultations from important business institutions, for example from the Swiss banks. Moreover, the company does not spend money on translation and maintains records in Italian, which is a big advantage for a trading business in which 95% of the contracts are executed in English. UMP Trading hired highly qualified specialists with essential competences among the Swiss and Italian workforce. Step by step UMP Trading grew its staff to five people who already have work permits in Switzerland and speak at least three foreign languages besides Russian.

FACTS

COUNTRY OF ORIGIN
Ukraine

SECTOR
Trading, commodities

PRODUCT
Steel forgings

UMP TRADING SA

LOCATION
Lugano (Ticino, Switzerland)

umptrading.com



ОФИЦИАЛЬНАЯ
ПРОГРАММА

Switzerland. 
Trade & Investment Promotion.