



Andrey Stavnitser

Co-owner and CEO of TIS Group of Terminals

[TIS Group of terminals](#), [Neptune](#), [DP World TIS Pivdennyi](#), [P&O Maritime Ukraine](#), [SD Capital](#)

BRIEF BIOGRAPHY:

I studied commerce at Harrow House School in the United Kingdom and I completed a degree in International Business at the University of Montana, Zug, Switzerland. In addition I have an Executive MBA in HCMS from the French Institute in Moscow. Finally, I also hold a degree in Management from ONMU, Ukraine.

I started my career at TIS in 2001 as an Assistant to the Chief Dispatcher. I went on numerous positions within TIS before becoming the CEO in 2007.

TIS is the biggest port in Ukraine by turnover – performance has increased sixfold since I became the CEO.

It is also the biggest investor into Ukrainian infrastructure.

In 2015 my team signed a deal with Cargill – the largest US food corporation – to build the most modern Neptune grain terminal. EBRD and IFC banks are partners on this project which has a capex of over 150 million USD.

In 2016 I founded the investment company SD Capital (Shuttle Diplomacy Capital).

In 2018 my company LB Shipping entered into a JV with P&O Maritime which turned into the largest tug operator in Ukraine. The brand evolved to become to P&O Maritime Ukraine.

In 2020 DP World, the leading global port operator, purchased a controlling stake of 51% in my TIS Container Terminal. This is the biggest M&A in the history of Ukrainian infrastructure and it was fulfilled by the SD Capital team.

Thus, with my assistance, 3 global investors entered the Ukrainian market in the last 3 years: Cargill, P&O Maritime and DP World.

I am the [Honorary Consul of Austria in Odessa](#), a member of the Board of the Aspen Institute Kyiv and also a member of the Board of Ukrainian Jewish Congress.

Why do you think membership in the American Chamber of Commerce is important for business operating in Ukraine?

Firstly, because Ukraine is a young democracy, it still lacks transparency and there is much work still to be done. AmCham is one of the few effective business-associations that really does have the credibility to address authorities, courts, the Government and to rectify unfair processes.

For business we need long-term stability and a reputable Association to protect our values, irrespective of what goes on in politics.

Last but not least – my dedication is to attract investors, global strategic companies, to Ukraine. I strongly believe that international players bring with them high standards, qualifications and rules, which have the power to change whole industries. However, investors must be protected and supervised in Ukraine and that is where ACC has a crucial role to play.

What motivates you to be a Chamber Board Member?

I feel that I have a lot to offer and to contribute to the ACC in terms of its activities with regard to the investment climate, protecting investments, logistics. In addition to this I have significant experience in the infrastructure, agriculture and food-processing sectors.

My most recent experience is managing the Anti-covid response centre in Odessa. This initiative united private business in the entire region, driven by the same big goal. By their combined efforts, it achieved astonishing results

So my goal is to try and add that unique synergy into other processes within Ukraine's economy.

Why do you feel you are qualified to serve on the Chamber Board? What skills would you bring to the Board?

I have been doing business in Ukraine for more than 20 years. Together with my team, I have doubled the turnover of TIS, convinced DP World to purchase business in Ukraine and also invested along with Cargill during the toughest years of Russian aggression. I believe that my strongest skill is so called 'shuttle diplomacy' – bringing different parties together to achieve common goals. I am going to use all of my diplomacy and influencing skills, my network and my understanding of what business needs are.

How have you been active in the Chamber over the course of the last two years?

TIS has been a member of ACC since 2011. We are members of the Infrastructure Committee and regularly participate in legal discussions as well as contributing to the drafting of all kinds of laws, where our subject matter expertise is helpful. We also often arbitrate among various stakeholders in Infrastructure.

What activity or Committee would you participate in and be responsible for?

The Infrastructure Committee is definitely the one of highest priority for me. I also could contribute to the Committee of Agriculture, as this is the second industry where we have the biggest exposure to. In addition, the questions concerning Anti-Monopoly regulations are nowadays important for lots of businesses too, as well as helping to protect investments.
