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Report Highlights:

Despite the war following Russia's full-scale invasion of Ukraine, Ukraine's retail, food processing, and food service sectors are functioning. The retail sector is trying to maintain an assortment of imported products. Fish and other seafood, beef, nuts, food ingredients, whiskey, beer, snacks, and pet food imports are growing. After the economy and imports contracted in 2022, the situation is recovering in 2023. A decrease in consumer purchasing power and a focus on cheaper product tiers pushes many U.S. imports into the high-end segment. Ukraine is adopting many EU import regulations as they align their regulatory system as part of EU accession negotiations. The food and agricultural products import situation will remain dynamic with logistics challenges until the war is over.

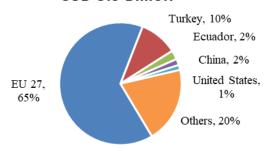
Market Fact Sheet: Ukraine

All sectors of Ukraine's economy have been impacted by the full-scale invasion in February 2022. In 2021, Ukraine's GDP was US\$200 billion. The economy has begun recovering in 2023 by 3.5 percent, after a 29 percent drop in 2022. Ukraine's 2022 per capita GDP of US\$4,534 transfers into US\$12,671 in purchasing power parity. Although Ukraine's total imports of food and agricultural products dropped in 2022 by almost a quarter to US\$6.26 billion, an increase of almost 20 percent is expected in 2023. Imports from the U.S. also declined in 2022 (to \$191 million) but have returned to almost pre-war levels in 2023. The EU is Ukraine's major trading partner.

Imports of Consumer-Oriented Products

Ukraine's major food/agriculture imports are tobacco, palm oil, pet food, wine, cheese, dairy, fresh fruits, miscellaneous food preparations, as well as sunflower seeds for planting.

USD 3.9 Billion



Source: Trade Data Monitor

Food Processing Industry

Domestically processed food and beverages totaled US\$16.8 billion in 2022, which is 40 percent of total manufacturing. Small and medium-sized enterprises dominate the market, with a few large processors responsible for the majority of sales in beer, soft drinks, hard liquors, condiments, and confectionery sectors.

Food Retail Industry

Ukraine's retail sales dropped by 38 percent in 2022 due to the outflow of reguees as well as drop in disposable income, but they are recovering in 2023. Ukrainian chains are well-established, possess significant market power, and offer different retail formats and service levels for consumers of different incomes and preferences. E-commerce has been developing fast in Ukraine since COVID-19.

Quick Facts 2022

Imports of Consumer-Oriented Products

\$3.86 billion

List of Top 10 Products That Have Seen Gains in 2023

1) Distilled Spirits	6) Cocoa Products
2) Wine	7) Salmon
3) Egg Products	8) Tree Nuts
4) Canned food	9) Food Ingredients
5) Beer	10) Pet Food

Food Industry by Channels (USD billion) 2022*

Food Exports - \$ 2.9 billion Food Imports - \$ 3.9 billion

Top Ukrainian Retailers

1.ATB 2.Fozzy Group
3. Metro Cash & Carry 4.Auchan
5.Varus 6.Velmart
7.Novus 8.Tavria V

GDP/Population

Population: ~31.8 million; GDP (billions USD): \$160.5;

GDP per capita (USD): \$4,534

Sources: World Bank, Trade Data Monitor, UkrStat.gov,

Strengths/Weaknesses/Opportunities/Challenges				
Strengths	Weaknesses			
 Retail, food processing, and food service sectors are resilient. U.S. products are viewed as high-quality products by Ukrainians. 	 Decrease in consumer purchasing power and focus on cheaper product tiers push U.S. imports to the highend segment. Logistics and cold chain reliability due to attacks on critical infrastructure and border blockades 			
Opportunities	Threats			
-There is an opportunity for economic revival and the possibility of further development of the food sectorUkraine's tech savvy population and ecommerce platforms	 Unpredictable and ongoing war, duration and depth of post-war recovery. U.S. exporters face competition from zero import duty products from the EU and Canada. EU regulations limit market access for some U.S. products. 			

Data: Trade Data Monitor (TDM), State Statistics Service of Ukraine. Note: *Ukraine restricted the publication of many statistical indicators due to war-related reasons.

SECTION I. MARKET SUMMARY

The Ukrainian economy has exhibited remarkable resilience despite the ongoing war after's Russia's full-scale invasion in February 2022. After a 29 percent GDP drop in 2022, the economy is expected to grow in 2023 and 2024. Ukrainian currency has also recovered after a large devaluation and remains stable in 2023, facilitating imports of needed agricultural and food products. Due to the refugee crisis driven by the war, Ukraine's population decreased from 41.3 million pre-war to (estimated) 31-32 million, with corresponding consumer market shrinkage. War-time foreign trade has been hindered by blocked ports in the Black Sea and Azov Seas. Direct foreign investments in Ukraine resumed in 2021 after the COVID-19 pandemic but remain depressed in 2022-23 due to war risks. Generally lower-priced products and products with an optimal price/quality ratio will have a better sales perspective in all segments. However, quality requirements remain quite high as the domestic industry competes with many imports offering similar products at lower prices. Foreign suppliers should find a niche market for their products and be prepared to face competition from domestic suppliers.

Ukraine continues to work on regulatory reforms and some progress has been achieved. The Ukrainian marketplace has become more predictable and business-oriented. Many of the new norms and regulations are similar to EU rules. |In an attempt to minimize trade risks, many foreign products enter the market through local importers and distributors. Although new rules have made trade more transparent, the EU-like regulations have, in some cases restricted market access. Following the war, there are also new EU transit requirements and some cases of blocked entry to Ukraine at EU border crossings, which can make exporting more unpredictable. Ukraine became an EU candidate country in 2022 and opened accession negotiations in December 2023. Upon full membership, all import regulations will be in full compliance with the EU ones.

Country Overview

Ukraine's global imports of agricultural and related products dropped by almost 25 percent in 2022, valued at \$6.26 billion, as incomes dropped and many Ukrainians left the country. In 2023, they are expected to rebound by 20 percent but remain below the prewar level. Consumer markets remained strong during the war. The 2022 imports of consumer-oriented agricultural products declined by just 20 percent and may recover to the prewar level completely in 2023, establishing a new all-time record level.

The population of Ukraine has been on a gradual decline since 1993, with a prewar sharp decrease of 2.3 million people in 2014 due to the loss of control over the Crimean Peninsula and some territories in the east. Russia's full-scale invasion in 2022 has caused the biggest migration crisis in Europe since World War II. The number of people who fled Ukraine is close to one-quarter of the prewar population of 41.2 million (9.0-10.5 million refugees and migrants). Women and children are the core of the displaced population, as border crossing for the majority of men aged 18-60 is restricted during martial law.

Around 5.9 million people are internally displaced within Ukraine, mainly in the central and western areas of Ukraine. Employment for displaced people can be difficult, and the corresponding income losses had a direct impact on consumption patterns. Although the consumption of staple food products has remained stable or even increased, the consumption of high-value products decreased notably. Ukraine's market focus on cheaper products may continue until the war ends.

Table 1: Major Economic Indicators

INDICATORS	2017	2018	2019	2020	2021	2022	2023*
GDP (% Growth)	2.4%	3.5%	3.2%	-3.8%	3.4%	-29%	4.0
GDP per capita, PPP (USD)	11,860	12,632	13,345	13,087	14,219	12,671	13,000
Inflation (% Growth)	13.7%	9.8%	4.1%	5.0%	10%	26.6%	10.6
Exchange rate (Hryvnas)	26.7	27.3	25.7	26.9	27.3	35.6	38.1
Total Imports from U.S. (Billions of USD)	2.5	2.9	3.3	2.9	3.4	2.1	3.0
Total Exports to U.S. (Billions of USD)	0.8	1.1	0.9	0.9	1.6	0.9	0.8

Sources: World Bank, The National Bank of Ukraine, Ukraine's State Budget 2023, Trade Data Monitor, *forecast

In the prewar period, a large number (2.5-3.0 million) of Ukrainians were employed abroad, with remittances being an important part of the country's GDP (10.4 percent in 2022), fueling consumer demand. Remittances from abroad dropped slightly from \$14 billion in 2021 to \$12.2 in 2022.

Foreign macroeconomic assistance and direct aid programs remained the main income-supporting factor during the war. Although shifted toward cheaper products, demand for imported food and agricultural products in Ukraine remains strong, with some import categories close to their historical highs in 2023.

The Ukrainian financial sector survived the challenges of the early months of the war as the National Bank of Ukraine (NBU) imposed additional controls over the financial and banking systems. In 2023, inflation is expected to remain in low two-digit numbers (a substantial drop from 27 percent in 2022). Stable macroeconomic performance resulted in a negligible (close to zero) poverty rate.

At the beginning of the war, the Ukrainian currency – the Hryvnia (UAH), had been experiencing devaluation, but the NBU worked to reduce it. After a year and a half of fixed exchange rates (two different rates were in place), NBU lifted most of its controls in October of 2023. Currency exchange predictability was the key factor responsible for the economic recovery of 2023, especially for importers.

The minimum wage monthly salary is around 6,700 UAH (\$190). The share of food expenditures in 2021 was nearly half of all households' spending and is likely to be higher in 2022 and 2023. According to the Cabinet of Ministers, real disposable incomes contracted in 2022 by 16 percent. The early months of the war were responsible for the decrease, and incomes started to recover in the second half of 2022. Increased social transfers and military personnel salaries are believed to be the major factors fueling

income growth. Consumer purchasing power is likely to exhibit modest 3-4 percent growth in 2023, with further growth in 2024-25.

The food industry experienced a sharp drop after the war started in 2022 but recovered quickly in 2023. For most staple foods and mid-price range food products, 2023 demand recovered almost to the pre-war level. Demand for many high-end products remains sluggish. There continues to be strong demand for imports of tree nuts, fish and other seafood, beef, wine, beer, whiskies, fresh, canned, and dried fruits. Some of these products are staple foods consumed daily. The food processing industry may have increased demand for imported ingredients as many input ingredients are not produced domestically.

Advantages and Challenges Facing U.S. Products in Ukraine

Advantages	Challenges
U.S. products are perceived as quality, highend, unique products. Ukrainians have a positive attitude toward the United States.	A decrease in consumer disposable income and purchasing power due to currency devaluation, high inflation and unemployment, has led to a structural shift in consumption towards cheaper products.
Recent improved SPS regulations and removal of TBTs, accompanied by anti-corruption efforts, and a single window for importers led to some simplification of customs procedures.	Trade and logistics risks due to the potentially unpredictable war developments, arbitrary custom valuation practices, and some blockaded border crossings make importing food more costly and complex.
Retail chains aim to diversify suppliers to maintain products assortment and predictable supply of goods.	Strong competition in the local market from domestic producers and increasing imports from the EU. Consumers tend to buy "made in Ukraine" more often.
The average import tariff level for intermediary and consumer-oriented and processed food products is low.	Ukrainian regulatory framework based on EU regulations limits imports. Transit through the EU became the only food import route, therefore imposing EU transit regulations on all imported products.
Presence of international fast food and franchising restaurant chains in Ukraine that use standard procurement systems and that source some food ingredients from the U.S.	High distribution and shipping costs, logistic constraints, and long delivery timelines are the result of blocked ports, closed airspace, and sometimes also unpredictable blockades of some Ukraine-EU borders.
The retail sector is trying to maintain the U.S. assortment and even to widen it despite the economic situation.	Electricity outages due to targeted attacks of the energy infrastructure in 2022-23 have had a negative impact on retail, food processing, and food service operations.

SECTION II. EXPORTER BUSINESS TIPS

Local Business Practices and Customs

Nearly all U.S. food and agricultural exporters work through Ukraine-based subsidiaries, importers, or buyers. Importers are typically responsible for the entire logistical chain and inland transportation. Due to frequent changes in Ukrainian legislation, customs clearance rules, and SPS and veterinary procedures, it is common for the Ukrainian partner to handle all logistics. Imports by air are currently restricted, as Ukrainian airpace is closed due to security reasons. Imports by sea have been hindered as major seaports have generally been blocked through most of the war. However, imports via rail and road through western Ukraine are possible.

Ukrainian market research for specific product groups can be difficult to access. Some Ukrainian retailers have very sophisticated consumer data research through their loyalty programs. There are branches of international research companies that can provide paid ad-hoc research. Ukraine does not have large food trade shows. Mass-market products have a smaller chance of attracting an importer's attention than unique products. Exporters of high-value-added products must note that larger Ukrainian retail chains have very efficient product selection strategies. Many chains do not work with independent distributors. Instead, they use their own procurement centers, procuring directly from suppliers. They may start importing through a distributor and then later refuse distributor service and shift toward direct imports if sales potential appears to be good. Independent importers supply mainly niche products and new-to-market products that have higher market risk. Independent distributors often face high shelving and marketing fees. Large national retailers are also effective in the development of private labels. Some retailers have multiple private label lines covering low-tier, mid-tier, and high-tier price categories.

General Consumer Tastes and Preferences

Consumer preferences differ significantly among various incomes and age groups. Young consumers tend to experiment with new products, but many of them remain at the "tasting level." Middle-aged and elderly consumers often treat new products with caution. Consumers of all ages and income groups are highly patriotic in their choices and often prefer domestic brands over imported ones. This trend strengthened during the war. In 2022-23, people switched to cheaper brands even more often. Consumers are focusing on essentials only and have reduced luxury purchases.

The geographic proximity of the EU influences Ukrainian consumer preferences. Tourism in the EU, combined with the growing popularity of European cuisine, creates consumer demand. There are small convenience stores with imported EU products only, mostly in Western Ukraine. With the beginning of the war, many chains increased imports of substitutes for some domestically produced products (i.e., salt, baking powder, candies, pasta, etc.) from neighboring countries because of disrupted logistics and damaged infrastructure. Some foreign and well-established local geographic indications (GIs) are recognized by consumers. Under the DCFTA, Ukraine committed to EU practices in the recognition and

registration of GIs, which covers a wide range of GI-protected products. The shift of Ukraine's regulatory environment toward the EU further improves the EU's food products position.

Ukrainians are very familiar with organic products, though often associated or understood to mean they were produced by a small farmer-produced. In 2018, Ukraine developed legislation related to organic claims (see <u>Ukraine Food and Agriculture Import Regulations and Standards Report 2023</u>), and steps toward a certification system were initiated in 2019. Consumers know the EU's Green Leaf logo, and it is officially accepted as equivalent to Ukraine's organic certification. However, USDA's organic certification is not officially recognized despite the EU-U.S. organic equivalence agreement. The concept of "locally produced" is not popular yet in Ukraine, but some upscale retail chains are using an association with a farmer or a small company name.

The trend toward a health-conscious diet is slowly emerging in Ukraine and is mainly found in urban areas and among high-income consumers. A new food labeling law that highlights the nutritional value of food products was implemented in Ukraine in late 2019 (see <u>FAS FAIRS Labeling Report 2021</u>).

SECTION III. IMPORT FOOD STANDARDS & REGULATIONS AND IMPORT PROCEDURES

For explanations of Ukrainian food import regulations, prospective exporters should refer to FAS Kyiv's Food and Agricultural Import Regulations and Standards (FAIRS) Annual Report.

Being an EU official membership candidate since February 2022, Ukraine is modifying its food safety regulations to align them with European regulatory norms. The process began in 2014 with the signing of the Deep and Comprehensive Free Trade Area Agreement (DCFTA) with the EU that imposed additional obligations for compliance of Ukrainian food safety rules with EU rules. Several Ukrainian laws and regulations implemented after DCFTA adoption declared Ukraine's adherence to both "international and/or EU norms." Major regulatory efforts conducted in the last three years have made Ukrainian food import regulations more EU-aligned. Many U.S. products require the use of bilateral certificates which have been negotiated with Ukraine for market access. An abbreviated review of Ukrainian import regulations and food standards is provided below:

Import Regulations

A detailed overview of Ukraine's import regulations is provided in the FAS Kyiv FAIRS Annual Report. The report contains multiple links to specific FAIRS reports that explain labeling, packaging, food additives, organic and novel foods requirements, sample shipment, and import inspection procedures. All products of animal origin and seafood need to be accompanied by a bilateral health certificate without exception. For U.S. products, please refer to the USDA FSIS Export Library for specific products which can be exported to Ukraine. For the explicit list of HS headings that need to be accompanied by international certificates, refer to the GAIN FAIRS Certificate Report. Processed food products imported into the customs territory of Ukraine must be accompanied by an "international

certificate or another document issued by the exporting country competent authority." The law does not provide other options.

Ukraine implemented a single food safety authority model for its food and animal safety control, as well as consumer protection. The single regulatory agency is called the State Service of Ukraine on Food Safety and Consumer Protection (SSUFSCP). The SSUFSCP is responsible for the safety of veterinary drugs, feed, products of animal origin for food and non-food consumption, other processed and unprocessed food products, and phytosanitary/plant issues and plant quarantine.

In response to Russia's invasion, Ukraine passed the Regulation of Foreign Economic Activity Under Martial Law, which can impact the customs clearance of goods and the work of customs authorities. Given this, it is highly recommended that U.S. exporters check with their Ukrainian counterparts on any recent changes in the requirements or procedures of goods importation to Ukraine.

Import Procedures

An imported products will not be granted clearance until all requirements are met. In 2018 Ukraine implemented a "Single Window Customs Clearance System" that allows for one-point document submission. For food safety clearances an importer must submit a bill of lading (for all products), an original shipment document, an original international certificate (veterinary or phytosanitary certificate when applicable), and a properly completed product entry document (Common Veterinary Entry Document for products accompanied by veterinary certificates or Common Entry Document for all other food products). Exporters should check the full list of customs clearance document package needed with their importer in country.

SECTION IV. MARKET SECTOR STRUCTURE AND TRENDS

Retail Sector

The share of organized retail trade including supermarkets and convenience stores exceeds 70 percent of Ukraine's internal trade. Family-owned small shops are responsible for over 20 percent. The market share for open-air markets is less than seven percent, although their role in sales of raw pork, beef, and traditional dairy products remains significant. E-commerce is an emerging channel for food shopping. Historically, consumers have been buying more non-food items than food products online. In big cities however, consumers use grocery delivery, including directly through the chain's delivery system, more often. Further retail development will require spatial expansion into smaller towns and rural areas. Most retail chains lost stores and distribution centers in occupied territories due to missile attacks. Although a small number of stores were opened in 2022-23, most investments in the retail sector have stopped.

High rent costs and utility bills, substantial interruptions of supply chains, and the energy crisis are among the main negative factors that impact retail operations now. Prolonged electricity outages all over Ukraine in the winter of 2022 had a negative impact on retail operations. Retailers are forced to

find alternative energy sources, such as generators, to maintain the necessary storage conditions, especially for fresh and super-fresh categories. If there are further energy crises, the demand for fish, meat, and dairy products could drop due to the lack of reliable storage conditions.

The proportion of imports in wholesale and retail chains varies both by specific commodity group and by the type of trade enterprise. In the last five years (2016-21), imported food products increased their presence in retail turnover from 18 to over 22 percent. Seafood, fresh and processed fruits, cheese, alcoholic drinks, coffee, and confectionery occupy the largest share of food imports.

Food Processing Sector

The Ukrainian food processing industry (manufacturing of food products, beverages, and tobacco products) accounts for around 16 percent of total manufacturing (2021) and employs nearly five percent of the Ukrainian labor force. The Ukrainian food processing industry relies heavily on small and medium-sized enterprises (SMEs). However, a few large processors are responsible for the majority of sales. Such large processors particularly dominate in beer, soft drinks, hard liquors, condiments, and the confectionary sectors, and Ukraine has a well-developed dairy and poultry sector. Due to war, and corresponding manufacturing contraction, imports of intermediate agricultural products declined by 28 percent in 2022, but increased by 58 percent (Jan-Aug data) in 2023.

Ukraine is a large importer of agricultural inputs needed for its growing agricultural sector. In the longer term, imports of some inputs such as planting seed are expected to shrink as large international suppliers build domestic production facilities and distribution centers in Ukraine. Others (livestock genetics, tree shrubs, vegetable seed) are expected to grow as their exports remain profitable. Imports of some inputs are defined by low-cost-driven consumer markets. For example, as one of the largest vegetable oil exporters in the world, Ukraine imports significant quantities of palm oil that are substituted for more expensive domestic sunflower oil and butterfat in the confectionery industry.

HRI Sector

At the start of the war, international food service chains suspended their operations, but gradually resumed them within a few months. The reopening of international businesses contributes to the Ukrainian economy. The hotel/restaurant/catering sector occupies nearly 3 percent of the total service industry turnaround. The state institutional sector is a significant food product consumer. Schools, hospitals, the army, state penitentiaries, and other government institutions have their own procurement guidelines. The use of new centralized, more transparent procurement systems significantly simplifies access to this market.

International tourism in Ukraine stopped in 2022 due to security reasons and closed air space. Domestic tourism is still in place, mostly with a focus on cheaper formats. At the beginning of the war, many hotels served as shelters for internally displaced people.

The economy and energy crises and the decrease in consumer demand are key challenges for the hotel, restaurant, catering sector. In winter months, cafes and restaurants often serve as hubs for consumers

during electricity outages as people are looking for a warm place to work and charge their electronics. Establishments with generators have more chances to increase sales; however, the cost of electricity by generator can be much higher, which can have an impact on incomes and prices in the long-term. Some industry representatives believe that restaurants will transform into cheaper formats and will focus on quick service, fast delivery, and affordability instead of a high-end interior.

SECTION IV. AGRICULTURAL AND FOOD IMPORTS

Table 2: Ukraine's Top Seven Food/Ag Imports from the United States, USD Million

HS Code	Commodity Group	2018	2019	2020	2021	2022	Jan-Aug 2022	Jan-Aug 2023
120600	Sunflower Seeds (planting)	74.8	104.2	94.1	77.4	61.3	44.1	54.6
03, 1604	Seafood	65.0	67.4	81.1	73.6	57.6	32.1	39.2
80211/2	Almonds	10.9	16.9	19.4	21.5	15.6	9.3	14.2
210690	Food Preparations	12.8	14.4	20.5	23.6	10.5	6.5	9.0
220830	Whisky	8.5	9.8	10.0	12.9	7.3	3.1	8.3
230990	Animal Feed	2.8	5.1	4.8	6.1	5.5	3.2	5.0
120991	Vegetable Seeds for Sowing	5.1	6.9	7.7	5.5	3.4	1.6	2.4
	Other Products	432.6	503.4	539.5	524.4	353.9	225.2	302.4
	Total	612.4	728.1	777.2	744.9	515.1	325.2	435.1

Source: Trade Data Monitor, BICO Ag. and Ag. Related

BEST PRODUCT PROSPECTS CATEGORIES

Ukraine imports many products from the United States such as frozen fish and seafood, nuts, cereal products, snacks, beef, pork, food ingredients, and other prepared food products. Purchases of hake and Alaska pollock have seen major growth, as a lower-priced fish option for retail and food service. There are emerging trends in urban areas and niche products that currently sell in small quantities but have significant sales potential as Ukraine's economy recovers.

Demand for healthy, organic, and natural foods is in place in big urban areas as well as for niche products that target specific health issues, such as diabetes or demand for gluten-free products. Likewise, demand is growing for vegetarian and vegan products. Before the war, high-quality and highend food products demonstrated an increase in sales and significant prospects. Seafood, high-end alcohol products, and quality beef products also have longer term sales potential. U.S. food and beverages have their own target audience, and have the potential to expand in the future.

Table 3: Best High-value, Consumer-Oriented Product Prospects Categories

In the market and have good sales potential	Not present in significant quantities, but which have good sales potential	Not present because they face significant barriers
 Fish and seafood, especially salmon, hake, Alaska pollock Beef Nuts Dried fruits (cranberries) Alcohol (whiskey, beer) Snacks Pet food Pomegranate juice Vegan and vegetarian products 	 Premium dessert products such as premium chocolate bars and cookies Wine Sauces Organic food Gluten free products Plant-based proteins 	 Cheese and ice-cream due to difficulties with logistics which increases price Fresh fruits/vegetables due to strong competition from EU countries, Turkey, Georgia. Products containing GMOs as no genetically engineered varieties are registered for food or feed use in Ukraine

SECTION VI: KEY CONTACTS AND FURTHER INFORMATION

United States Department of Agriculture	Links to key resources:
Embassy of the United States of America	<u>Ukraine Import Tariffs</u>
Foreign Agriculture Service – Kyiv	<u>Ukraine: Country Commercial Guide by U.S.</u>
	Foreign Commercial Service
E-Mail: agkyiv@usda.gov	State Statistics Service of Ukraine
Website: www.fas.usda.gov, www.fas-	Ministry of Economy of Ukraine
europe.org	State Service of Ukraine on Food Safety and
	Consumer Protection

For questions or comments regarding this report, or assistance exporting to Ukraine, please contact the United States Foreign Agricultural Service in Kyiv - agkyiv@usda.gov; http://www.fas.usda.gov

Attachments:

No Attachments