

November  
December  
2008

# East Inform

Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus, asbl  
Belgisch-Luxemburgse Kamer van Koophandel voor Rusland en Wit-Rusland, vzw

Chamber certified CCI Belgium

## Official Presentation of the PERM Region (Russia) in Belgium - INVITATION

On November, 27 at 10:00, Hotel Bristol St phanie, avenue Louise, 91, Brussels.

Dear Sir, dear Madam,

PERM Region Administration, CCBLR and Russian Embassy organize an **Official Presentation and Round-Tables** on new high investment potentials and prospects of one of the most highly developed and economically promising regions of Russia.

Please find below the program of the Presentation and points of business interests.

You will receive a complete information on the Perm Region and we are convinced that you will find your business niche during the various Round Tables.

**Please keep in mind that an Economic Mission in PERM will be organized by our Chamber in 2010, because Perm Region is one of the country's most important industrial centers, especially noted for heavy industry. The main industrial sectors are ferrous and nonferrous metallurgy, the chemical and oil industries, engineering (especially heavy engineering), and the forest, pulp and paper, and building material industries.**

*Engineering provides 43.7% of the city's gross output; the fuel industry provides 13.7%; and the chemical industry, 12.8%. Perm's industry is characterized by concentration in the defense industry. Ten major defense industry companies employ half of the region's industrial production workers.*

*Products manufactured by companies in Perm are in high demand in Russia and the CIS. Thirty companies deliver their products to 60 countries around the world. They export aircraft engines, petroleum products, cable, paper products, paints, power saws, power pumps, bicycles, telephone sets, Ski trailers, chemicals, synthetic cleaning agents, parts for forest industry equipment, component sets for cars, and other items.*

*The Perm region is a diversified industrial complex constituted of more than 500 enterprises. The segment of large and medium-sized companies of this region covers approximately 90% of the total output, the industrial petrochemical complex is based on chemistry and fuel industry, electric-power processing, engineering, metallurgy, machine building, wood. Machine-building is represented by companies oriented at instrument manufacture, machine-tool making, shipbuilding, aircraft industry, electrical industry, engineering, cable aircraft and rocket engines, gears, gas, spaceship control goods, and a wide range of consumer goods such as saws, excavators, electric and diesel locomotives, pumps, stoves, shunting bicycles, electric motors, kitchen ware, enamelled and other goods and competitive products. The overall level of socioeconomic, technological, and intellectual potential in Perm makes it possible to create the necessary conditions for the city to function effectively in a market economy. The formation of a Perm "technocity" offers a mean of using the natural resources and cultural potential of Perm and its suburban areas more effectively to develop nontraditional economic spheres such as tourism, including international tourism.*

We look forward to meeting you at this important event  
Truly Yours

Arkady Arianoff, General Manager CCBLR

Avenue Louise,  
500 Louisalaan, 500  
B - 1050  
Bruxelles-Brussel

GSM: +32 473 94 86 55  
Fax: +32 2 353 13 11  
E-mail: a.arianoff@ccblr.org  
http://www.ccblr.org

### Table of contents

Official Presentation of the PERM Region (Russia) in Belgium - INVITATION .....	1
The Official presentation of the Tyumen Region (Russia) .....	4
Fact-Finding mission to Russia .....	6
International Days .....	8
News from Russia .....	9
News from Belarus .....	12
Business proposals .....	15
Exhibitions / conferences .....	15
Jobs .....	17
Information on the Chamber of Commerce for Russia and Belarus (CCBLR) .....	20



Leading supplier  
of industrial steel  
buildings in Europe  
www.astron.biz  
p.ziai@astron.biz

## Programme:

- 10.00-11.00      **Registration** (conference hall, Bristol Hotel, tea, coffee, refreshments)
- 11.00-11.15      **Opening Ceremony & Welcome Words :**
- **Vadim Lukov**, Ambassador of the Russian Federation in Belgium
  - **Andrey Klimov**, Chairman of the State Duma Benelux group
  - **Werner Cautreels**, President of the Belgian Luxembourg Chamber of Commerce for Russia & Belarus
- 11.20-12.00      **Official Presentation of the "PERM Region"**
- **Oleg Chirkounov**, The Governor of the Perm region  
"Perm Kraï, the territory of success"
  - **Viktor Zamarayev**, Director General of the Perm CCI  
"potential, prospects for development & business"
  - **Yuri Utkin**, First Deputy Chairman of the Government of the Perm Region  
"The Perm region investment opportunities and specific investment projects"  
(Education, Healthcare, Infrastructure).
  - **Ilya Adamsky**, CEO of the Perm Region Investment Fund  
"Major investment projects"
- 12.00-12.30      **Speeches by Perm region business community and Belgium businessmen  
With perm region experience**
- **Alexander Leyfried**, CEO LUKOIL Perm, president of the committee  
Economic Policy of Perm
  - **Valery Zakoptelov**, General director RUSSIAN SODA COMPANY
  - **Andrey Motovilov**, Maire of Berezniki City
  - **Dmitry Andrianov**, General director of Prognoz (info techno, monitoring...)
  - **Vladimir Malanin**, Rector of the State University of Perm
- 12.30-13.00      **Questions & Answers**
- 13.00-14.30      **Lunch** for participants at the Bristol Hotel
- 14.30- 16.30      **Round-Tables: Presentation from Belgian companies, Q & A**
- **University**, V.Malanin, Rector of Perm State University
  - **Oil and Gaz**, A. Leyfried "New technologies of the petroleum production"  
general director of "Lukoil-Perm"
  - **Petrochemical**, V.Zakoptelov CEO Soda, and Igor Balabushkin, Solvay
  - **Projects and Investment**, I.Adamsky, CEO of the Perm Region  
Investment Fund
  - **Waste and Water Treatment**, A. Motovilov, Maire of Berezniki,
  - **Trade**, V.Zamaraev, the head of PermTradeChamber and Mr. Klimov, general director of "Perm fair"



### Registration:

Please send a mail, attention Olga Bogdanova at following e-mail address: [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com), with copy on: [cbblr@belgacom.net](mailto:cbblr@belgacom.net)

Please do not forget to mention the round table you have selected.

**“Please acknowledge your participation by November, 20”**

### Yes, I want assist to the Presentation of PERM Region

- I will assist at the presentation and the lunch

I choose the following round table:

- Oil and Gaz** “New technologies of the petroleum production” Mr. Leyfried, general director of “Lukoil-Perm”
- Petrochemical** Valery Zakoptelov CEO Soda and Igor Balabushkin, Solvay
- University**, Vladimir Malanin, Rector of Perm State University
- Waste and Water Treatment**, Andrey Motovilov, Maire of Berezniky,
- Trade** Mr. Zamaraev, the head of PermTradeChamber and Mr. Klimov, general director of “Perm fair”

Name.....

Company .....

Tel .....

Mobile .....

E-mail.....

Web site.....





**MIDI de l'EXPORT**

**Brussels, 2008 December, 9, avenue Louise, 500**

## **The Official presentation of the Tyumen Region (Russia)**

**As a consequence of the success of our mission to Tyumen in June 2007, the Tyumen Region Administration, the Belgian Luxembourg Chamber of Commerce for Russia and Belarus and BECI are organizing an Official Presentation and B2B meetings** to present the high investment potential of the region, its projects and prospects for the future.

Tyumen Region is one of the strategic regions of Russia: largest production of oil and gas in Russia, largest agricultural complex, north center of logistical and transport networks.

Tyumen Region ranks first in Russia in industrial output. Today Tyumen is an important centre for the gas and oil industries in Russia (87%). The living standards of Tyumen residents are second only to those of Moscow in Russia. Companies such as GAZPROM, LUKOIL have much of their activities centred in Tyumen.

The volume of investments in the fixed capital in 2007 amounted to 3160,4 million €

The growth rate of investments in the fixed capital surpassed the average level of the Russian Federation by more than twice as much.

All in all over **30 large investment projects** with the total volume of investments exceeding **7,5 milliard Euros** are under implementation in Tyumen region

**Industrial sectors of utmost importance:**

largest agricultural complex, north center of logistical and transport networks, Oil and Gas, high added-value technologies in the material transformation sector; hotel, exhibition complex and logistic centres construction projects; light industry (including plastics and wood objects production); cars, computers, office equipment assembly; airport development; shipbuilding and ship transport development projects; fish farms and fish industry, construction and construction materials.

**Priority-driven investment sectors of Economic:**

- Agriculture and the food-processing industry;
- Light industry;
- Timber Processing Complex;
- Commercial Real estate ;
- Biotechnologies;
- Pharmaceuticals;
- Building industry;
- Mechanical Engineering; general engineering;
- Transport, logistics.

**Basic components of the favorable investment climate in Tyumen region:**

- Geographical situation and availability of natural resources;
- Efficient market infrastructure;
- Qualified personnel;
- Presence of major investors in the region («main players»);
- Up-to-date system of the state support of investment activity.



### Programme 09.12.08

10.30-11.00	<b>Registration</b>
11.00-11.15	<b>Welcome Words :</b> Werner Cautreels, President CCBLR Jean-Philippe Mergen, Director International Department BECI Vadim Lukov, Ambassador of RF in Belgium
11.15-12.15	<b>Official Presentation "Tyumen Region"</b> By the Vice- Governor of Tyumen Region and by the Head of the department of Investment Policy, Mr.Vadim Shumkov and Mr. Denis Anilov
12.30-13.00	<b>Questions &amp; Answers</b>
13.00-14.00	Walking Lunch for participants
14.00-14.45	<b>Presentation of Priority-driven investment projects</b>
15.00-17.00	<b>Presentation one by one of the projects</b> Agriculture and the food-processing industry, Timber Processing Complex; Biotechnologies, Pharmaceuticals, Building industry, Light industry, Mechanical Engineering, General Engineering, Commercial Real estate, Transport, logistics

### Registration:

Please send a mail, attention Olga Bogdanova at following e-mail address: [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com), with copy on: [cbblr@belgacom.net](mailto:cbblr@belgacom.net)

Please do not forget to mention the round table you have selected.

**Please acknowledge your participation by November, 28**

- I want assist to the Presentation of TYUMEN Region
- I will assist at the presentation and the lunch
- I will assist at the presentation one by one of the projects

Name.....

Company .....

Tel .....

Mobile .....

E-mail.....

Web site.....





Belgian-Luxemburg Chamber of  
Commerce for Russia and Belarus



## Fact-Finding mission to Russia (8-12/12/2008)

### Medical equipment in Russia : business opportunities in growing demand

Experts expect Russia's medical equipment market to expand 9% annually and reach US\$2.7 billion by 2011. Additionally, as incomes grow, healthcare is becoming a greater spending priority for Russians, opening up opportunities for Western and in particular Belgian manufacturers of medical equipment. Russian manufacturers cannot compete at the high end of this market, making Russia's healthcare infrastructure an especially attractive target.

Why?

- Russia has agreed to substantial tariff reductions for medical equipment following WTO accession – Russian tariffs on these products will average 5%.
- According to one report by the U.S. Commercial Service, the U.S. ranks #2 in terms of market share (22%) in the Russian market for imported medical equipment.
- Western countries maintain a competitive edge, for example, in surgical equipment and supplies, orthopedic implants, and disposables.
- In 2006, Western exports to Russia of medical, dental, orthopedic and x-ray equipment and other parts grew 70% to US\$50 million

Therefore, Agoria Hospibel invites you to participate to a 5 day mission to Russia including Moscow & Saint Petersburg.

### Mission objectives

- Highlight the unique opportunity **to network** and get connected with **key persons** in the Russian Medical equipment industry through an agenda covering private businesses, policymaking (political) consultants and latest R&D (national research labs, universities etc.), and get an insight into how these three groups interact in Russia
- This mission is designed to **showcase Belgian excellence** in Medical Equipment Research & Development, and commercialisation.

Specific areas of interest will include:

- **Local Authorities**
- **Public & Private hospitals**
- **Agents & distributors**
- **Project developer Mossib ([www.mossib.ru](http://www.mossib.ru)) (tbc)**
- **1 Day visit to the 18th int'l exhibition of Health Care, Medical Engineering: ZDRAVOOKHRANENIYE**



## Proposed program

- Sunday 07/12/2008  
Transfer Brussels (09:05) – Moscow (via München) (16:10) with Lufthansa
- Monday 08/12/2008 – Wednesday 10/12/2008 - Moscow
  1. Focus on Administration(1/2 day)
    - Meeting with representatives of the Federal service on surveillance in healthcare and social development ([www.Roszdravnadzor.ru](http://www.Roszdravnadzor.ru))
    - Meetings with representatives of the Regional Agency for Health & Social Development
  2. Focus on the 18th int'l exhibition of Health Care, Medical Engineering & Pharmaceuticals ZDRAVOOKHRANENIYE ([www.zdravo-expo.ru/](http://www.zdravo-expo.ru/) - in English & Russian) (1day)
  3. Focus on Hospitals: (1/2 day)
    - Meeting with representatives of 1 public hospital and 1 private hospital.
  4. Focus on Import / Export cases (1/2 day)
    - Meeting with representatives of distributors and agents like Intermedservices / ReepI / RosslynMedical
- Thursday 11/12/2008 – Friday 12/12/2008 - St Petersburg
  1. Focus on Administration (1/2 day)
    - Meeting with representatives of the Federal service on surveillance in healthcare and social development
  2. Focus on Hospitals: (1/2 day)
    - Meeting with representatives of 1 public hospital and 1 private hospital.
  3. Transfer Saint Petersburg (17:05) – Brussels via München (22:15) with Lufthansa

## Need more information and registration

Please contact :

**François de Hemptinne**  
Area Manager Central & Eastern Europe  
Agoria

Tel. 02/706 79 39  
E-mail : [francois.dehemptinne@agoria.be](mailto:francois.dehemptinne@agoria.be)

Mr. Arkady Arianoff  
General manager  
CCBLR

Tel : +32 473948655  
E-mail : [arkarian@yahoo.fr](mailto:arkarian@yahoo.fr)



# INTERNATIONAL DAYS

## Invitation “Conference and Meeting”

**“Investment opportunities in Russia” by Mr Paul Scheynen**  
Vice-president of the Belgian-Luxembourg Chamber of Commerce for Russia and Belarus  
**Saturday 22 November 2008 at 12.00 am in Brussels**

**Meeting place: stand of Russia and Belarus at 11.45 am – drink offer at 12.30 pm**

The Belgian-Luxembourg Chamber of Commerce for Russia and Belarus has the pleasure to invite you to a conference and meeting within the framework of the International Days. We have also the pleasure to welcome you before or after the conference on our stand during the 2 days.

The “International Days” are a two-days-event with more than **25 conferences** and **50 stands** of embassies, national and international institutions, enterprises,...This exhibition is an unique meeting place to be informed about international enterprising (start or develop an economic activity abroad), about working and living abroad.

- Date **Friday 21 – Saturday 22 November 2008, 11.00 am – 18.00 pm**
- Location **King Baudouin Stadium (Heysel), Brussels, parking free of charge**
- Visitors **Exhibition and conferences for managers, self-employees, private persons**
- Entrance **8 € private persons**  
**15 € + vat enterprises with invoice**  
\*Entrance fee has to be paid cash (no electronic payment possible). Please fill in the information-form (on website) and present it at the entrance. There is no registration to participate at the conferences and the exhibition. Inscription is only necessary for the participators of the seminar HR-managers (with Kluwer editions) and for the enterprises which will support the seminar for engineers (with KVIV and FABI).

The list of stands and conferences are on the website of International Days. Last update 18–11–2008.

- International Days: [www.international-days.org](http://www.international-days.org) [www.international-jobs.be](http://www.international-jobs.be)
- In collaboration with **Vlaamingen in de Wereld** [www.viw.be](http://www.viw.be) +32 (0)2 / 201 73 84  
**Union Francophone des Belges à l’Etranger** [www.ufbe.be](http://www.ufbe.be) +32 (0)2 / 217 13 99





## NEWS FROM RUSSIA

### \* Financial crisis explodes myth of Russia as energy superpower

Russians are discussing ways to fight the financial crisis at home and have no time to think that the global crunch may explode the myth of Russia as an energy superpower, a Russian analyst writes in the *Nezavisimaya Gazeta* daily.

Yekaterina Kuznetsova, director for European programs at the Center for Post-Industrial Society Studies, said oil prices had been falling for the fourth month in a row and were unlikely to start growing again in conditions of economic uncertainty and looming recession.

Falling incomes and the liquidity crisis have forced such large companies as Rosneft, LUKoil and TNK-BP to ask the government for loans. This will increase their indebtedness, but not investment in exploration and production, Kuznetsova said.

Analysts say Russia needs to increase oil export by at least 55 million tons (404.25 million bbl) a year to operate the Eastern Siberia-Pacific Ocean oil pipeline at a profit, which is impossible because its oil production is falling.

The foreign policy atmosphere is not favorable for establishing major energy alliances with Europe, the analyst said. The latest evidence of Europe's displeasure with Russia is the decision of the EU, the largest consumer of energy and the main source of new technologies for geological exploration in Russia, to cut the number of EU-Russia summits to one a year.

Although oil prices have been high for years, Russia has not used the oil windfalls to establish itself in other energy markets. It has not built the infrastructure or accumulated enough oil and natural gas for alternative markets, Kuznetsova said.

The global natural gas trade is gradually moving from traditional pipeline supplies to LNG deliveries by sea. According to Royal Dutch Shell, the LNG demand has been growing by 7%-10% annually, whereas the figure for natural gas is only 2%-3%.

Over 25% of gas sold on the global market is supplied in the liquefied form. Gazprom's reliance on pipelines, which are expensive to service and will become vulnerable if gas reserves become exhausted, is again pushing Russia into a technological and political dead end.

The petrodollar shower over Russia effectively stopped all attempts to introduce energy saving systems. Russia, which is lagging far behind Europe in this respect, spends four to six times more energy on production than the European countries.

Instead of introducing effective energy saving technologies, the Russian authorities regularly raise domestic gas prices, which has never affected producers before. However, the financial crisis will break this vicious circle, the analyst concludes. *Gazeta.ru*

### \* Real sector takes priority

*Funds allocated for the real sector must remain in Russia*

Having injected cash into the national banking system, the government is now focusing on the real sector. Prime Minister Vladimir Putin has outlined measures to support the country's car making, agriculture, trade and construction industries. The details of the plan will be published soon. Putin also has warned against attempts to misuse the funds allocated for the real sector. The Central Bank will ensure compliance with Putin's instructions.

Prime Minister Vladimir Putin met economy officials yesterday evening to discuss anti-crisis measures for the real sector. Two weeks ago he assigned the government to prepare proposals to help the key sectors of the national economy. "We are heeding the proposals of the business community, but in their turn businesses should retain their civilized rules of business conduct, the quality of corporate governance, and responsible approach to consumers, society and the state," Putin said in opening remarks to the meeting.

The government's proposals can be divided into three groups. The first is aimed at preventing corporate bankruptcies through more transparent reorganization procedures and reformed collateral law.

The second group is designed to enhance the system of state orders, offering price preferences for domestic producers and more efficient ways of supporting corporations in various sectors, especially in construction. First Deputy Prime Minister Igor Shuvalov said earlier that the government decided to bolster demand for housing. About RUB 100 billion (approx. \$3.7bn) will be allocated to provide accommodation for those living in dilapidated houses and for military personnel.

Among other things, officials also plan to use customs duties to protect Russia's car making and agriculture. GAZ, one of Russia's largest automakers, hopes that car import duties would be raised. Freezing electricity and railway costs for two years could also help domestic carmakers.

To shore up its agriculture sector amid global recession, Russia has to follow a tough line in WTO talks, insisting on a 10-year moratorium on Russia's import duties on agricultural products, says Sergei Kamo, General Director of IPF-Agro. "Moreover, it is necessary to lift all restrictions on grain exports for Russian producers," he added.

The interests of oil companies will be respected, too. Putin was expected to announce the government's final decision on oil export duty cuts, but this did not happen – apparently, officials failed to agree on new export duties.

The third group of proposals address the needs of small and mid-sized businesses. Putin promised more loans from state banks to such businesses, as well as an opportunity to lease federal property on favorable terms. Measures taken by the Russian government will only work if the speculative outflow of funds from Russia is cut off, Putin is convinced. "Russian money must work in Russia," he emphasized. In this respect, Putin said, it was justified to strengthen the Central Bank's control over banks that received state support.



Experts say the proposed measures have long been needed. "Because of the crisis they will have to be implemented within a short timeframe," noted Valery Mironov, chief economist at the Development Center.

There is no guarantee, however, that all measures will be put into effect, warns Evgeniya Gavrilenkova, at Troika Dialog. "If inflation was not 15 percent but 3-4 percent, no subsidies would be needed," she reckons. Besides, not all measures are good for the economy in general. "Price preferences for domestic companies are only justified if they produce competitive equipment. We should not forget importers who supply high-quality equipment to the Russian market," the expert believes.

*Analytical department of RIA RosBusinessConsult*

### \* Finance Minister allays oil price fears

The Russian government will perform its social obligations regardless of oil price levels, Finance Minister Alexei Kudrin assured State Duma deputies. It is a priority for the government to ensure stability under any oil prices, even if they are low.

"We do not fear the price of oil at \$40 or \$50 a barrel, all social obligations will be respected, money will not disappear, reaching consumers, and public sector salaries will be paid on time, as well as pensions and other social payments," he emphasized.

"We are well-prepared for this situation," Kudrin noted, at the same time adding that the federal budget and national funds would not offset all risks connected with the global demand for oil, metals and coal.

The Russian economy does depend on the prices for these products, they influence real incomes, salaries and the size of the lending market in Russia, the Finance Minister admitted. In this difficult situation the Russian government is able to support certain companies. Among other things, the government should help those who are losing their jobs, providing them with benefits and an opportunity to retrain and find another job. Earlier, Kudrin predicted that the average price of oil would not drop below \$70 a barrel in 2009.

Sergei Ignatyev, Chairman of the Central Bank of Russia, also addressed State Duma deputies today, saying that the Central Bank expected consumer inflation to slow down over the next few months. The M2 money supply grew 10.4 percent from January to August 2008, down from 24 percent in the same period last year. "The money supply is growing slower thanks to reduced inflow of private capital into Russia and lower food and oil prices on international markets," he said. Ignatyev estimated the 2008 inflation at about 13 percent. The net inflow of foreign capital in September reached \$19 billion, while the net outflow of private capital amounted to \$26 billion, banks' obligations to foreigners dropped \$3 billion last month. Kudrin said earlier that the financial crisis would help curb inflation in Russia, which is expected to be below 11.8 percent.

The Russian lending market is decreasing, and the money supply is growing much slower, which could mean a lower inflation next year, confirmed Alexei Ulyukayev, Senior Deputy Chairman of the Central Bank. According to analysts at Deutsch Bank, the slower growth of money supply is already taking effect on prices. At the same time, the emergency cash injections into the financial system will add to inflation, they warn.

The Russian stock market has seen mixed trading today. On the MICEX, the gainers included Gazprom, Uralsvyazinform, MTS, Gazprom Neft, and Rostelecom. Other leading blue chips have been declining. As a result, the MICEX edged down 1.5 percent to 716 points. The RTS was up 0.85 percent at 765 points. Rosneft rose more than 4 percent, and Gazprom went up, too. The downward correction on the market will be insignificant, Marina Samokhvalova, an analyst at Kapital Investment Group, told RBC TV. The impressive rally was expected to end with a correction. The indices will remain at their current levels, or they could decline slightly, she reckons. It is difficult to make recommendations right now as the market is unpredictable, says Konstantin Cherepanov, at KIT Finance. Yet, Rosneft and LUKoil seem to be undervalued compared to foreign oil firms. If demand resumes for Russia's oil and gas sector stocks, investors should buy Rosneft and LUKoil's shares: these companies are in the lead, free of the risks faced by other companies, Cherepanov concluded.

RBC

### \* Severstal to supply Volkswagen

Russia's steelmaker Severstal has established a joint venture with Spanish auto component producer Gestamp Automoci3n to build a plant manufacturing auto stamp parts.

Gestamp will control the JV with 74.98%, while Severstal will hold a blocking stake (25.02%). The partners will build a 100 million euro pressing shop in Kaluga and begin production in 2010. Severstal said in a statement that it would supply rolled steel sheets. Gestamp was unavailable for comment.

Traditional customers for Gestamp's stamp parts include global automobile manufacturers which have already built, or are building, plants in Kaluga, such as Volkswagen and Peugeot Citroen. The former has already begun production of Volkswagen and Skoda models, using imported components. It plans to produce a total of 150,000 vehicles a year.

The company also plans to launch full-cycle production, including welding and spraying of car bodies, in the first half of 2009, said a Volkswagen Rus spokesman. The plant will also produce Japanese Mitsubishi models.

The Peugeot Citroen PSA is currently preparing a construction site for a plant to produce 115,000 vehicles a year starting from 2011.



Volvo will build a truck plant in Kaluga producing 10,000 trucks a year. Ivan Bonchev, an auto industry expert with Ernst & Young, said Gestamp only planned to cater to the Volkswagen project, as 100 million euros would only be enough to produce 100,000 component sets a year.

The Severstal-Gestamp venture will also own a half share in a stamp plant in the Leningrad Region, which the Spanish company is building jointly with British Stadco, said Stadco's Managing Director Andrew Morris. He did not elaborate on Severstal's role in the project, however, and Severstal declined to comment as well.

The 200 million euro plant is due to produce 100,000 auto body sets by 2015. The first 66 million euro production line already built by Stadco will start production in November.

Severstal is the second Russian steelmaker to launch a stamping business. Last year, the Magnitogorsk Iron and Steel Works (MMK) acquired a 75% stake in Interkos IV, a company making large stamped parts, press-tools and pressed parts.

The partners plan to build a 300 million euro production facility near the Shushary-2 industrial estate which houses a Toyota plant and two more plants under construction by GM and Suzuki. The new stamping plant will go on stream in late 2009.

*Nezavisimaya Gazeta*

### \* KamAZ net profit up 21.7%

Russia's largest truck producer KamAZ said on Friday its net profit calculated to International Financial Reporting Standards (IFRS) increased 21.7% year-on-year in the first half of 2008 to 4.2 billion rubles (\$155 million). Sales rose 15.5% to 51.3 billion rubles (\$1.9 billion) in the reporting period.

KamAZ also posted losses of 180 million rubles (\$6.8 million), calculated to Russian Accounting Standards, in the third quarter of 2008, against 1.3 billion rubles (\$49 million) of net profit in the second quarter, due to rising metals and component prices. KamAZ, based in the Volga Republic of Tatarstan, produces more than 30 models of trucks, as well as trailers, buses, tractors and spare parts. It also manufactures engines, power units, and components. The company has assembly facilities in Poland, Kazakhstan, Azerbaijan, Ethiopia, Vietnam and Ukraine.

*CCBLR is not responsible for the content of outside sources.*

### \* Accreditation of foreign companies, Work's Visas, Invitation, ...

The Chamber of Commerce and Industry of the Russian Federation handles accreditation of foreign companies in the entire territory of Russia.

In issuing Permissions to foreign companies and organizations to open offices in the Russian Federation, the CCI of Russia acts as an organization dealing with matters of accreditation on the basis of the law "On Chambers of Commerce and Industry in the Russian Federation". Issuing of such Permissions is one of the Chamber's statutory function performed by its Foreign Firms Accreditation Department. (<http://www.tpprf.ru/ru/main/accreditation/akkred/>)

For over 15 years more than 5 000 foreign companies from 97 countries obtained permissions from the CCI of Russia authorizing them to open their representative offices in the Russian Federation. Foreign companies accredited to the CCI are permitted to use the unique structure of the Chamber of Commerce and Industry of the Russian Federation in establishing business contacts with Russian partners across the country through 171 regional chambers of commerce and industry united into a nation-wide system.

Department for Foreign Companies Accreditation

Department Director – Yury N. Denisenkov. Phone.: +7 (495) 620-02-14

Deputy Department Director – Nikolai A. Kouznetsov. phone: +7 (495) 620-02-21 Fax: +7 (495) 620-01-70

E-mail: [daif@tpprf.ru](mailto:daif@tpprf.ru) web site : <http://www.tpprf.ru/ru/main/accreditation/akkred/>

The Representative Office may enjoy, for the entire period of accreditation, the Russian CCI's Foreign Company Accreditation Department services connected with issuing of personal accreditation to foreign personnel, passport/visa and customs support, as well as the services of enterprises and organizations of the Russian CCI's Chamber's system.

To obtain information concerning issuing of multiple visas pursuant to the Agreement between Russia and the EU please visit our web-site: <http://www.tpprf.ru/ru/main/accreditation/akkred/dviza/>

Contact person: Yury I. Chernikhov Telephone: + 7 (495) 620-02-62

The Foreign companies accredited at the CCI of Russia may use the services provided by structural divisions of the Russian Chamber:

-Business Information Department - Department for International Cooperation

-Economic Security Department - The Contract and Legal Department

-Exhibition and Fair Department - The Arbitration Center -Services to entrepreneurs

More: <http://www.tpprf.ru/>



## NEWS FROM BELARUS

### \* Belgium's Corporate Resources keen to partake in Belarus' privatization

**Belgian consulting company Corporate Resources International Inc.** has been studying opportunities to take part in the privatization in Belarus, Director of the company **Claude Potelle**, an expert-consultant in such international organizations as the UN, EU, OSCE and others, said at a meeting in the Belarusian Science and Industry Association (BSIA).

The participants of the meeting focused on the issues related to the implementation of the Belarusian state privatization programmes with a possible participation of the Belgian company. The two sides considered attraction of foreign investments in Belarus with the assistance of Corporate Resources International Inc. and the Regional Investment Assistance Fund (BSIA-investfund).

The participants exchanged the opinions on the course of the privatization in Belarus, its outlook, possibilities to provide Belarus with technical and financial aid in the area of the international organizations including UNIDO.

After Claude Potelle's visit to Belarus, the Belarusian Science and Industry Association sent proposals-recommendations to Deputy Prime Minister of Belarus Andrei Kobyakov concerning the preparations for selling shares of the Belarusian open joint-stock companies and increasing financing attractiveness of the Belarusian investment projects.

### Foreign real estate funds may get interested in Belarusian commercial assets in a year or two

Foreign real estate funds may get interested in Belarusian commercial assets in a year or two, Roman Osipov, director of the investment consulting office of investment company Uniter, said during the first international conference "Management of Commercial Real Estate. Building or Purchasing. Renting and Participation Ownership" on October 29.

In his words, so far no deals to buy commercial real estate have been made in Belarus. Nevertheless, there are plenty of funds, including European Union ones, interested in investing into readily available commercial real estate. One can expect such deals to be made in a year or two. Despite the global financial crisis foreign real estate funds have money and they are likely to make investments, including investments in Belarus, noted the expert.

In his words, the global financial crisis will not seriously affect the commercial real estate market of Belarus due to a lesser degree of loans taken by Belarusian companies in comparison with Russian ones. Apart from that, the construction of commercial real estate in Belarus has had quite conservative views regarding taking out loans and issuing shares. "In most cases such facilities were built using proprietary funds of investors. Borrowing usually didn't exceed 50% of the construction cost. Therefore the risk of the global financial crisis impact on this part of Belarus' market is suspended for now," said the expert.

The representative of Uniter company also outlined options of successful investing into commercial real estate in Belarus. The involvement of investors in the project is one of the options. In the best case scenario investors should be involved during the design stage. If investors are expected to get involved in the project, a limited liability company is the most convenient legal form for the construction company. It is also desirable to set up its own design service, a construction management directorate, which will be in charge of ensuring the delivery of construction materials among other things. The establishment of a proprietary maintenance management company is desirable as well.

At present the Belarusian commercial real estate market has several drawbacks. Comparatively long construction terms are one of them. While in Lithuania and Latvia construction lasts 1.5-2 years, in Belarus it can take as long as four years and more to build a facility with the area of 6-20 thousand square metres. Roman Osipov attributed it to the lack of building capacity. There are few private construction companies and they are poorly financed. State-run construction companies build a lot and the state order is rather high. There are also problems with supplying construction materials for building commercial real estate.

### \* Belarus looks to West to avoid Russia's friendship

Belarus is in talks with the International Monetary Fund on a \$2 billion reserve loan. The discussions began in capital, Minsk, on Monday.

Belarusian President Alexander Lukashenko decided to ask the IMF for assistance amid his skidding relations with Russia, after he despaired of getting a similar loan from Russia as well as a discount on its natural gas, while Western friends are ready to do right by him.

Over nearly 15 years in office, Lukashenko has shown an incredible ability to maneuver in unfavorable waters. Today, he finds new prospects opening up for him.



Fyodor Lukyanov, editor-in-chief of the Moscow-based magazine *Russia in Global Affairs*, believes the global financial instability will affect the lineup of forces in the post-Soviet countries as strongly as the Russian-Georgian conflict did.

"Both crises, each in its own way, have shown that pressure will be mounted on the former Soviet republics to force them to make certain geopolitical choices. While the August armed conflict emphasized force, this time it is a question of who will be able to help the CIS out of the current economic plunge. And the benefactor will naturally want something in return," the political analyst wrote.

Lukashenko is desperately trying to avoid Russian economic serfdom.

His range of possibilities has been shrinking ever since Vladimir Putin became president. Moscow has been indicating with increasing clarity that it had no intention of further paying for assurances of eternal friendship, but expected real rapprochement for its subsidies. Russia's pressure was all the more effective for lack of alternative, because the West regarded Lukashenko as an outcast.

But the situation has changed now. Europeans have worked out a different approach: why ask more of Belarus than of other CIS countries? According to Lukyanov, Europe's earlier bias against Lukashenko came from looking at Minsk in the context of Eastern Europe, with a hypothetical prospect of EU membership.

However, if they treated Belarus as simply a part of the CIS - an alliance of Central Asian republics, Azerbaijan and Russia with which Europe is maintaining an active dialogue, they found that Belarus wasn't much different. They decided they could defreeze relations, especially after Lukashenko made a couple of pro-Western statements.

Admittedly, the Belarusian leader might find himself in debt to two creditors, Russia and the IMF, if he achieves the "balance" he wants. On the other hand, it is the only chance amid the current financial panic to obtain the funds while avoiding total dependency. And, as competition for influence on the former Soviet republics is still on, he might even hope for better loan conditions.

*RBC Daily*

### \* No systematic crisis phenomena in Belarusian banks

There are no systematic crisis phenomena in Belarusian banks at present, Deputy Chairman of the Board of the National Bank of the Republic of Belarus (NBRB) Vasily Matyushevsky told media on October 30.

"So far Belarusian banks don't need systematic support from the National Bank. We don't have systematic crisis phenomena," he said.

Vasily Matyushevsky stated, it has been more and more difficult for people to get bank loans recently. "It is logical. The world has been affected by the crisis for more than 1.5 years now. It cannot but affect the availability of loans for Belarusian banks and this is why the banks now practise a more careful approach to issuing their loans," he stressed.

"We are monitoring the situation on the Belarusian financial market, looking into possible scenarios and are ready for the negative processes, which are going on across the globe at present," said the official.

### \* New accents in Belarus foreign economic policy prompted by global crises

Belarus will shift accents in the foreign economic and financial areas in the period of the global crisis, Economy Minister of Belarus Nikolai Zaichenko said at the session of the Council of Ministers on October 28.

He noted that Belarus should prevent the slowdown of the economic growth. The priority task therefore is to step up cooperation with foreign investors interested in investing their money in the Belarusian economy.

In order to raise the efficiency of foreign economic activity the governmental bodies should avoid any risks. The budget and foreign currency reserves spending should be optimized and limited to immediate needs. Foreign trade partners should be pressed for discounts and payment deferment, the minister said.

The imported equipment should be put into operation in due time and used with the highest efficiency possible. Every top manager should focus their efforts on the reduction of accounts receivable for exported goods.

According to Nikolai Zaichenko, "there is nothing unusual about these requirements, these are classical approaches, they are employed by every careful manager at every enterprise."

The National Bank and the banking system as a whole should quickly undertake additional measures to secure the stability of the Belarusian ruble, ensure continuous financial support of the productive sector of the economy, and preserve gold and currency reserves. Such approaches will help countervail the damage that may be brought about by the global financial crisis, the minister said.



### \* Brest oblast to present 8 projects at Belarusian Investment Forum in London

The Brest oblast is expected to present eight projects at the Belarusian Investment Forum in London, Dmitry Semenovich, the head of the investment department of the economy committee of the Brest Oblast Executive Committee, told BelTA.

The Brest oblast will present a project on the construction of a plant on production of 30 million bricks a year and a project on the production of frozen fruits and vegetables. The first project at the amount of \$24 million is expected to be carried out by the Pruzhany Construction Materials-Making Plant. The second project at the amount of \$2.1 million is expected to be carried out by the Kobrin Canning Plant.

Autotour will present a project on the construction of tourist centre "Alexandria" with a hotel.

The Administration of Free Economic Zone Brest prepared three projects for the Belarusian Investment Forum in London. The projects concern the production of polycarbonate with the participation of a foreign investor, the production of medical preparations and the production of medical equipment. To carry out the project, Free Economic Zone Brest will provide foreign investors with plots of land to construct companies with all the necessary utilities.

The Belarusian Investment Forum in London will be held on November 16-19. Attending the forum will be high-ranking officials of the Republic of Belarus, representatives of the government bodies and also foreign organizations operating in the country. The forum is organised by the National Investment Agency of Belarus with the assistance of the Ministries of Economy and Foreign Affairs, British Eventica Company with the assistance of the Embassy of the Republic of Belarus in Great Britain. The forum will be held with the assistance of the Council of Ministers of Belarus.

### \* Smolensk Auto Aggregate Plant, MAZ to set up joint venture

The Smolensk Auto Aggregate Plant (SAAP) and the Minsk Automobile Plant (MAZ trademark) are going to set up a joint venture to produce special-purpose equipment, SAAP Director Vladimir Novikov told Belarusian and Union State reporters who are on a press tour of the Smolensk oblast.

"The Smolensk Auto Aggregate Plant and MAZ are currently discussing the setting up of a joint venture. Our road special-purpose vehicles and, probably, fuel servicing trucks will be based on MAZ chassis and produced in Belarus," the director said. In his words, a joint venture can be set up at the Slutsk plant, a MAZ subsidiary. The work on setting up of the joint venture will be launched in 2009; the two sides have now been coordinating technical issues, conditions and pre-contract preparations. The Smolensk Plant will deliver necessary units, bodies and aggregates for assembling special-purpose vehicles in Belarus.

The Smolensk Auto Aggregate Plant supplies the Minsk Automobile Plant with change gearboxes for MAZ-206 buses. MAZ accounts for nearly 9% of SAAP exports to Belarus.

### \* More than Br260bln to be assigned for modernization of construction branch of Gomel oblast in 2009-2015

More than Br260 billion is expected to be assigned for the technical modernization of the construction branch of the Gomel oblast in 2005-2015, BelTA learnt in the Committee for Construction and Architecture of the Gomel Oblast Executive Committee.

At present, the consumption of fixed capital of the regional construction branch reached 65% (tower cranes (almost 90%), excavating machinery (70%), autocranes (more than 85%). The modernization of the material and technical base will allow the construction companies of the Gomel oblast to increase labour productivity and construction volumes.

From 2009 to 2015, more than Br260 billion will be assigned for purchasing of more than 1 thousand units of construction machinery for the companies of the Belarusian Ministry of Architecture and Construction which operate in the region.

BELTA

*CCBLR is not responsible for the content of outside sources.*



## ◆ **BUSINESS PROPOSALS :**

### - **Ideal for your investment project in Russia**

#### **We are a reputable Belgian industrial group**

We have a **20ha industrial land plot for sale, with all permits and utilities**. Situated in the city of **Yaroslavl**, easily accessible from both Moscow and Saint-Petersburg. Ready for construction of your factory and warehouse.

Contact: A.Arianoff [ccb1r@belgacom.net](mailto:ccb1r@belgacom.net) who will transfer.

### - **Company VR Group LTD**

Due to the expansion of business the Russian trade company VR Group LTD. (Moscow) is interested in cooperation with companies which are specialized in production of lactic starters, probiotic cultures, natural rennet, blue moulds, autochthonous natural starters. These starters are used in manufacture of dairy products such as yoghurt, sour cream, cottage cheese, kefir, any type of cheese.

If you own the information about such companies-manufacturers, please send it by e-mail ([vrgroup@inbox.ru](mailto:vrgroup@inbox.ru)) or by phone in Moscow +7 495 921-4017.

### - **AK BARS Bank**

first bank in Tatarstan, AK Bars is in the list of 20 Russian banks

Dear Mr. Arianoff

It was a pleasure to meet you at Sochi-2008 forum and I hope that you benefited from your time there .We are pleased to know that your Chamber are in good relations with companies from Luxembourg and Belgium which might have a significant common area of interest in terms of investment projects proposed by AK BARS Bank and we look forward to further detailed cooperation with you.

As we have discussed I'm sending our investment project portfolio for you kind review and an offer for a joint activity. We would be glad to give all necessary comments. <http://www.akbars.ru/en/search/?q=investment+proposal>

Thanks again for your time and I look forward to working together in the future.

[www.akbars.ru/en](http://www.akbars.ru/en)

**Ilya Velder**, Deputy Director, Project Financing Dept. [ivelder@akbars.ru](mailto:ivelder@akbars.ru)

**Baglai Igor**, senior manager Investment marketing, IR, Project Financing Dept. [baglai@akbars.ru](mailto:baglai@akbars.ru)

AK BARS BANK

Tel: 007 843 239 73 61;

Mob: 007 919 692 10 65

Fax: 007 843 239 73 68

## ◆ **EXHIBITIONS/ CONFERENCES :**

- **Le 57<sup>ème</sup> Salon Mondial de l'Innovation**, de la Recherche et des Nouvelles Technologies "**Brussels-Innova**" ouvre ses portes du **13 au 15 novembre 2008** à Bruxelles Expo. Beaucoup de participants russes y présenteront leurs inventions en divers secteurs de sciences et technologies.

L'accès direct vers l'information de ce salon est réalisé par les sites d'Internet:

[www.brussels-innova.com](http://www.brussels-innova.com)

### - **RUSLAND VANDAAG: MOGELIJKHEDEN, BEPERKINGEN, UITDAGINGEN**

**2008 November, 18 till december, 9**

**Wat te denken van het Rusland van vandaag?** Beziit het de nodige politieke stabiliteit om de economische groei te dragen? Welke mogelijkheden biedt de Russische markt? Wat zijn de grootste knelpunten? Hoe zullen de relaties tussen Rusland en Europa zich verder ontwikkelen? Waar liggen de uitdagingen voor wie zaken doet in Rusland?

Het Rusland Platform biedt met deze reeks panelavonden de mogelijkheid tot ontmoeting en discussie. In het kader van de



Leerstoel InBev-Baillet Latour die sinds 2000 aan de K.U.Leuven onderzoek over EU-Rusland relaties ondersteunt, slaan we met dit Rusland Platform de brug tussen de academische wereld en de zakenwereld. We bieden een reeks van 4 panelavonden aan waarin experts hun ervaringen en inzichten in de Russische markt delen met de aanwezigen. Na elk panelgesprek zal er ook voldoende tijd worden voorzien voor vragen, discussie en networking. We hopen U op het Rusland Platform te mogen begroeten,

Prof. Dr. Katlijn Malfliet en Dr. Ria Laenen

#### 4 panelavonden:

##### **“De bedrijfscultuur in Rusland” – 18 november 2008**

Een aantal grote spelers uit de Belgische bedrijfswereld zijn al jarenlang actief op de Russische markt. Tijdens deze eerste panelavond komen zij hun ervaringen delen over de bedrijfscultuur in Rusland. Kwamen zij in aanraking met de Russische mafia, de hoge graad van corruptie? Of is hun verhaal er eerder één van optimisme?

Opening van de reeks panelavonden door: Katlijn Malfliet (K.U.Leuven)

Panelleden: Alain Beyens (InBev), Christian Leysen (Ahlers), Paul Wyckaert (Beckaert)

##### **“De financiële sector in Rusland” – 25 november 2008**

De laatste jaren kan Rusland indrukwekkende groeicijfers voorleggen. Houdt de groei van de Russische economie aan in de komende jaren? Hoe staat het met de institutionalisering van de banken? Hinkt de Russische financiële sector nog steeds achterop? Over deze vragen buigen we ons tijdens de tweede panelavond.

Inleiding: Marc Franco (EU Delegatie Moskou)

Panelleden: Bert Derudder (KBC), Jan Dewijngaert (GIMF), Evgeny Vinokurov (Eurasian Development Bank)

##### **“Mogelijkheden voor kmo's in Rusland” – 2 december 2008**

Middenstand is in de Russische maatschappij een relatief onbekend begrip, terwijl kmo's in Vlaanderen vaak als de motor van de economie worden genoemd. Tijdens deze avond hebben we het over de ervaringen van enkele Vlaamse kmo's in Rusland en over de Russische kmo's die stilaan ook hun plaats verwerven op de Russische markt.

Panelleden: Marnix Bierlin (Flanders Investment&Trade), Luc Heylands (Europower Generators), Rudy Nelissen (Brickworks Vandersanden), Koen Vanheusden (Agentschap Buitenlandse Handel)

##### **“The Russian Energy Sector in the EU” – 9 december 2008 (in English)**

When Russia temporarily shut down the gas delivery to Ukraine in 2006, Europe became aware of the high level of dependency on gas supplies from Russia. Ever since, energy is high on the agenda of every EU-Russia summit. Gazprom, Lukoil and other Russian energy companies increasingly profile themselves as multinationals who do not only want to maintain their dominant position within Russia but also aim at conquering the European markets. Is Russia a reliable energy supplier for the EU? Has Russia been using its energy policy as a political instrument? These are the topics for discussion during the closing session of the series. This final session will be open to a broader audience.

Speakers: Yuri Lavrov (LUKOIL Belgium), Ruta Baltaus (EU Directorate General for Energy and Transport, European Commission), Ria Laenen (K.U.Leuven).

#### Praktisch

De eerste 3 panelavonden worden gehouden in de Faculty Club, Groot Begijnhof, Leuven, telkens van 18u30 tot 21u. Voertaal: Nederlands. De inschrijvingsprijs bedraagt 50,- euro per panelavond (broodjesmaaltijd, drink en documentatie inbegrepen).

**De vierde panelavond gaat door in Auditorium Jean Monnet aan de Faculteit Sociale Wetenschappen, Parkstraat 47, 3000 Leuven van 19u30 tot 21u30.**

Voertaal: Engels. Deelname aan deze laatste panelavond is gratis, maar inschrijving vooraf is noodzakelijk.

Inschrijven kan via e-mail naar [ria.laenen@soc.kuleuven.be](mailto:ria.laenen@soc.kuleuven.be) met vermelding van welke panelavonden u wenst bij te wonen. Uw registratie is pas definitief na ontvangst van betaling van het inschrijvingsgeld via overschrijving op rekeningnummer 734-0066603-70 met gestructureerde mededeling: 400/0001/77770 en vermelding van uw naam.



## - FOOD INDUSTRY 2009

### 5. International Exhibition for food processing, packaging, cooling, refrigeration

June 02. - 05. 2009 Minsk, Belarus

With progressive European integration, Belarus is now an immediate neighbour of the European Union on one side and the high growth CIS markets of Russia and Ukraine on the other. Given this and the still relatively low labour costs there, Belarus is a very interesting prospect for the food processing industry.

With a population of approx. 10 million, Belarus is a future market for machinery from the food and packaging industry. The modernisation of this sector is just at an initial stage and state-owned enterprises have predominated to date. As these are often vertically integrated, there are excellent opportunities for supplying them with complete solutions from manufacturing to packaging.

The Belarusian import of food and packaging machinery amounted to a total volume of 127 million Euros in 2007, which is an increase of 16.7% compared to the previous year.

The main supplying countries of these products were Italy (37.6 million), Poland (23 million) and Germany (21.7 million)

In 2009, the trade fair Food Industry from 02-05 June 2009 will again offer the only international exhibition forum for food processing industries in Belarus.

#### Exhibition profile:

**FOOD INDUSTRY:** Technologies and equipment for food processing, Spare parts and after-sale services for food processing equipment, Ingredients, food additives and spices, Storage room equipment, systems and technologies, Transport and logistics, Industrial automation systems, Resource-saving technologies, Environmental protection, Industrial safety, working clothes, consultation, training, research, specialized publications, mass media, advertising

**MICROCLIMATE & COLD :** Industrial refrigerating machines and installations, Fast freezing equipment and ice generators, Refrigeration equipment for food stores and supermarkets, Start-up and adjustment work, assembling, after-sales service and repairs of refrigeration equipment, Component of refrigeration systems, Spare parts, components, service equipment, tools for refrigeration machines, designing, computation, selection of refrigeration, equipment for food industry and commerce, Ventilation and air-conditioning systems

**PACKAGING AND LABEL:** Packaging machinery, Packages, materials and accessories, Package manufacturing machinery, Packaging industry services.

Take this opportunity and participate at the only one exhibition for food processing in Belarus!

Please send us the basic documents for Food Industry 2009

Please send us a non-binding offer for \_\_\_\_\_ sq.m. with/without stand construction

Please reserve for us a space of \_\_\_\_\_ sq.m. with / without stand construction

Company, Contact, Phone, Fax, E-mail:

**Kontakt: IFWexpo Heidelberg GmbH E-Mail: [j.topulli@ifw-expo.com](mailto:j.topulli@ifw-expo.com)**

**Mrs. Jola Topulli-Ferger Tel: +49-6221-13 57 12 Fax: +49-6221-13 57 23**

#### ◆ **JOBS :**

##### - **Competence Center Engineering, Construction and Maintenance**

For our development in Asia and with a view to strengthening its team, our Competence Center Engineering, Construction and Maintenance located in Brussels is looking, for our operations in Russia, for

##### **A Resident Construction Manager (Nijni Novgorod Area)**

###### **Function:**

Lead large scale industrial construction site for chemicals and plastics in Russia with focus on cost, schedule, quality and safety aspects.



- You will lead a large size construction site in Russia (Nijni Novgorod area)
- You will manage a team of engineers and construction supervisors who will follow-up construction progress in all the various disciplines such as civil, structural steel, mechanical & piping, electrical, instrumentation up to Mechanical Completion and Handover to the Owner
- You will ensure an outstanding communication between various actors such as : Owner specialists, construction supervisors, Plant representative and Engineering Contractor representative.
- You will have an assignment in the area of Nijni Novgorod.

**Profile:**

- You have an experience of 10 years in international Construction Management in the process industries.
- You are a team player with the required leadership, rigour, pragmatism and decision making
- You have outstanding communication and negotiation skills
- You have good technical background
- You consider Safety on construction site as a very important issue.
- You are fluent in English and ready to work and live in a culturally diverse environment in Russia.
- Knowledge of Russia language is an advantage

Sarah Drion  
BSC People Development Operations Belgium  
+322 509 72 50  
[sarah.drion@solvay.com](mailto:sarah.drion@solvay.com)



**Corman SA, in Goé** (near Verviers/Liège-Belgium), is a subsidiary of the worldwide French food group Soparind-Bongrain. Our Belgian team of more than 500 collaborators produce and sell a wide range of high quality butters and creams for the food industry, professionals and consumers. In order to develop our activities in the business unit 'Food Industry' we are looking for a (m/f)

**AREA SALES MANAGER (ref. 8039)  
Central and Eastern Europe**

Function

- You continue to develop our commercial activities and our wide product range in Central and Eastern Europe.
- You prospect the Food Industry market in order to make new clients and to launch new products/applications.
- A commercial assistant will sustain you and you collaborate with the marketing and R&D department.
- Your office is in Goé (Belgium) but you will travel 50% of your time.
- You report directly to the Business Unit Manager 'Food Industry'.

Profile

- Higher education.
- Commercial experience.
- Experience in the food industry is surely an asset.
- Trilingual Russian-French-English.
- Willing to travel.

Our offer

- Flat organisation structure offering you a large autonomy and international career opportunities
- Management function for the market leader in butter and cream specialities.
- Corman has a strong corporate image in the professional market et is well known for its exquisite quality.
- Attractive salary package including a company car and fringe benefits.

Interested in working at Corman ? Send your application to [info@tracomm.be](mailto:info@tracomm.be)  
or give Hans Goemaere a call on +32 (0)473 50 55 54 for more information.

[www.corman.be](http://www.corman.be)



### KIM Irina

Master degree in Modern Languages, English-French-Russian (Brussels University ULB), BA at the Pedagogical University of Tashkent, Russian-Korean (Uzbekistan). Fluent PC user. Languages: Russian (native), English, French, Dutch, Korean. Driving licence B.

Work experience: Sales Representative (Uzbekistan), Sales Operator at Artemis Europe (Gent, Belgium), completing and retrieving database for Tasis and Curatores (Brussels).

Dynamic, responsible, communicative, customer oriented, excellent organization skills, highly motivated and hard working. I'm looking for a job (experience) in an international environment (logistics, trading...), particularly at Eastern and Central Asian Market.

Contacts: E-mail: [irenakim@hotmail.com](mailto:irenakim@hotmail.com), GSM: +32(0)494819188

### BASHTANENKO Ina

Looking for an internship/full-time position

**Education:** Master's degree in Foreign languages (teacher of French and English languages) Bachelor's degree in Psychology, Master's degree in International Management, Foreign Trade

**Work experience:** Agency for Foreign Trade - Trade missions department: participation in organization of joint economic missions headed by HRH Prince Philippe; Union of vineyards – export business manager : mission realized in France and Russia

**Languages:** Russian (mother tongue), French (fluent), English (fluent)

**Mobile:** +32.495/20.65.29 [ekaterina@andrebe.com](mailto:ekaterina@andrebe.com)

### KOLESNIKOV Yaroslav

2008 - On the French "LODI Croup" Company's invitation worked on probation at the chemical industry: Management department office service.

2007 – On the invitation of the Italian "Ropatec" Company worked on probation for the secure functions of the energy sources industries.

2007- The State Management Academy to the Russian Federation President. Specialty: systems analysis, control and processing information (branch: state and municipal administration). Diploma ( PhD) for the scientific degree.

2005- Russian Analytic Agency "Public Mind Ecology Club", scientific manager. 2003-2003- 2005 – Russian Ministry for the Civil Defense Affairs and Emergency Situations, The Control Center of the crisis situations' senior engineer for the software program department..

2003 -Russian State Military Academy for the Emergency Situations and the civil defense. Qualification: engineer- mathematician. Languages: Russian, English, French.

email: [kolesnikov@smtp.ru](mailto:kolesnikov@smtp.ru) ph: +7 495959-5993, Mob.+7 901 5162704 & + 7926 707-3725.

### SOUBRY Liesbeth

This June I graduated with honours from the Faculty of Translation Studies at the Hogeschool Gent. I have a master degree in Multilingual Communication, English and Russian, which focusses on communicating in a foreign language within a business context.

In 2006 I spent 3 months studying Russian in Minsk, Belarus, and in 2007 I did a work placement at the Aston University in Birmingham, where I worked as a receptionist. In the past I have worked as a cashier and a receptionist. These jobs taught me how to communicate well with people in all kinds of different situations.

This February I am going to study Russian in Moscow for 5 months. That is why I am looking for a temporary job until then. If possible, I would like to find a job in which I can communicate in Russian, English (and/or French) as much as possible. My main assets are that I am good at working with others and I learn quickly.

[liesbethsoubry@gmail.com](mailto:liesbethsoubry@gmail.com) Telephone: +32 (0) 9 386 49 72 +32 (0) 497 84 54 09

### CHERENTSOV Konstantin

Active, assiduous, decisive, productive, creative, familiar with all kinds of Data-processing bachelor student in 3rd (last year) in EPHEC looking for an internship: 2 February – 15 May 2009 with following full-time job.

**Objectives:** To apply on the ground recently acquired knowledge, to facilitate integration on the professional field, to valorise Russian language knowledge.

**Responsibilities:** Market Research, Marketing actions strategy, Sales Strategy Development, Prospecting, Participation in International Trade Fairs, Promotional supports preparation, Customer's relation managing, Supply sources.

**Languages:** Russian(native), French(second), Dutch(good knowledge), English(good knowledge).

**Education:** BA (International Trade), Dutch evening lessons, secondary's (Belgium, Russia).

**Contact:** [k.cherentsov@yahoo.fr](mailto:k.cherentsov@yahoo.fr) +32(494)13.77.19



# Request for Membership

**BELGIAN-LUXEMBOURG CHAMBER of COMMERCE  
for RUSSIA and BELARUS  
Certified CCI**

Avenue Louise, 500 1050 Brussels - [www.ccbler.org](http://www.ccbler.org)  
Tél : 0473 94 86 55 - e-mail : [ccbler@belgacom.net](mailto:ccbler@belgacom.net) [arkarian@yahoo.fr](mailto:arkarian@yahoo.fr)

- **REQUEST for MEMBERSHIP ( 12 months )**  
Company: 250€ - Honorary membership: 1.250€
- **Banner in our Web Site [www.ccbler.org](http://www.ccbler.org):**  
1.200€/First Year (1.000€ next)
- **Logo in "EAST INFORM" first page**  
1 year, 10 n°s: 1.000 €/year  
(East inform is received by 1.350 Belgian Enterprises,  
300 Russians and 200 Administrations)
- **"Combi": Honorary member + Banner**  
12 months: 2.000€
- **"Combi": Honorary member+ Sponsor EAST**  
12 months: 1.800€
- **"Combi": Honorary member + Banner + Sponsor EAST**  
12 months: 2.500€

PS : Banner : please in .swf format

Company: .....

Address: .....

Postal code & city: .....

General Manager: .....

Contact person: .....

Position: .....

Phone (general): ..... Mobile: .....

Phone (direct line): ..... Fax: .....

E-mail: .....

Website: .....

Number of employees: .....

Activity: .....

**I WANT TO BECOME MEMBER** for 12 months and  
transfer ..... euro on the account number: **210-0559990-61**  
IBAN: BE622100559990-61 - BIC: GEBABB36A

Date: ..... Signature: .....



## COMPOSITION & FONCTIONNEMENT SAMENSTELLING EN TAAKVERDELING

---

### CONTACT : Генеральный директор

Arkady Arianoff, +32 473 948 655 [ccbbl@belgacom.net](mailto:ccbbl@belgacom.net) or [a.arianoff@ccbbl.org](mailto:a.arianoff@ccbbl.org) - Fax: +32.2 353 13 11

Olga Iakovlevskaya, [Project manager](#), [olga.iakovlevskaya@telenet.be](mailto:olga.iakovlevskaya@telenet.be)

Olga Bogdanova, [Assistant to the General Manager](#), [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com)

**WEB SITE :** <http://www.ccbbl.org>

### PRESIDENT/VOORZITTER :

Werner Cautreels, CEO of Solvay Pharmaceuticals and member of the Executive Committee of Solvay S.A.

### COMITE DE DIRECTION / DIRECTIE COMITE :

Daniel Stevens, [vice-président et secrétaire général / vice-voorzitter en generaal-secretaris](#), consultant, secteur bancaire / raadgever voor de banksector +32 474 69 07 97 [dstevensric@skynet.be](mailto:dstevensric@skynet.be)

Paul Scheynen, [vice-président et trésorier / vice-voorzitter en penningmeester](#)  
+32 495 82 96 60 [pscheynen@yahoo.com](mailto:pscheynen@yahoo.com)

Chamber of Commerce of the Grand-Duchy of Luxembourg, [administrateur / bestuurder](#) : représentée par / vertegenwoordig door : Sabrina Sagramola + (352) 423939-316 [comex@cc.lu](mailto:comex@cc.lu)

Dimitri de Heering, [administrateur / bestuurder](#), consultant, energy sector, + 32 2 733 82 56, [dimitri.deheering@skynet.be](mailto:dimitri.deheering@skynet.be)

François de Hemptinne, [administrateur / bestuurder](#) - Area Manager, Agoria, +32 2 706 79 39, [francois.dehemptinne@agoria.be](mailto:francois.dehemptinne@agoria.be)

Jean-Philippe Mergen, [administrateur / bestuurder](#) - Director International Department – BECI  
[jpm@beci.be](mailto:jpm@beci.be)

Frederik Peels, [administrateur / bestuurder](#) - lawyer, Dewey & LeBoeuf LLP  
[fpeels@deweyleboeuf.com](mailto:fpeels@deweyleboeuf.com)

### AUTRES ADMINISTRATEURS / ANDERE BESTUURDERS :

Nina Carree, [vice-présidente/vice-voorzitter](#), Senior Consultant, DROUOT CONSULTANTS

Guy Deconinck, [vice-président/vice-voorzitter](#), vice chairman, SIBELCO Ramenskyi Unit

Alain Caris-Reynders - Russian Travel Agency (RTA), +32 2 502 44 40

Christian Zenner, Director, STEINWEG NV - [c.zenner@be.steinweg.com](mailto:c.zenner@be.steinweg.com)

Georgi Chochitaichvili, area manager, Corman S.A.

Jean-François Heris, President AGC Flat Glass Europe (Glaverbel group)

Koen Schoors, Professor economics, Ghent University

Andréï Voskoboï, representative for Benelux and France, Chamber of Commerce and Industry of the Russian Federation