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March 2011

# 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

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## **The Mission to the Russian Federation, presided by His Royal Highness Prince Philippe of Belgium, close to departure date : Less than one month to go!**

After the successful Mission in June 2006, High Royal Highness Prince Philippe of Belgium, will be leading now 5 years later, again a very important delegation to the Russian Federation.

More than ever Belgian and Russian public and private sectors become conscious of the complementarity of the economic structures and the opportunities arising thereof for both sides. Therefore it is no surprise that registrations have proven a very large interest for participating in the Mission. 405 Registrations came as well from large as from smaller companies and from all sectors of activities.

It is obvious that the presence of HRH Prince Philippe and the support of the Federal and Regional actors dedicated to helping the participants to benefit from the unique occasion to establish contacts otherwise out of reach, will either permit to find the ideal partner either boost progress in ongoing partnerships.

The chamber is of course fully aware of the capabilities of the Belgian entrepreneurs and convinced that the Russian market offers much room for enhancement of our to-day's economic relations but believes on one hand that Russians may not be sufficiently informed of the level of performance of Belgian technology and the creativity of the Belgian entrepreneurs and on the other hand that Belgians may not be sufficiently aware of the strategic priorities of the Russians.

Keywords are modernization and diversification to be realized through stimulating research centers, education, innovation, world class quality standards and high productivity. Importing foreign technology is beyond any doubt instrumental in accelerating this process.

Within the official program, the Chamber offers the participants in the Mission, the possibility to participate in a workshop (organized in co-operation with The Russian Chamber of Commerce and Industry, ESSENSCIA, IRT Industrialists Round Table EU-Russia) on the modernization of the Russian economy, where Belgian Captains of Industry will demonstrate to the very high level Russian decision makers from the public and private sector, that in a number of specific sectors, Belgian's state of the art technology can face the competition of any other alternative from any country.

Presentations of business leaders will address important development areas like healthcare, nanotechnologies, biotechnologies, information technologies, pharmaceuticals and petrochemicals, etc.

The Russian delegation has been invited to brief the Belgian participants on what they are expecting and to focus on what in their view, is the best gateway to effective contribution to the growth of the Russian economy, stressing the short term priorities and commenting the longer term objectives.

Participants will be able to debate and exchange views, experiences and perspectives about the industrial and commercial opportunities in Russia. They will also be able to liaise with policy makers in order to foster economic cooperation.

The networking cocktail will permit to meet and to discuss with the Russian CEO's.

When ? : April 4, 2011 from 17:00 to 20:00 and it will take place in the Congress Center of the Russian Chamber of Commerce and Industry. This workshop will not only contribute to the credibility of the speakers but to the credibility of all participants and even Belgian entrepreneurs in general. Personal invitations will be distributed.

Places are limited and will be awarded on a first come, first serve basis!

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## INVITATION

Moscow, Workshop on Modernization of the Russian Industry within the official programme of the Belgian Economic Mission to Russia presided by His Royal Highness Prince Philippe of Belgium

Dear Sir, dear Madam, dear Participant of the Belgian Mission in Moscow,

On behalf of the Belgian-Luxemburg Chamber of Commerce for Russia and Belarus (CCBLR), the Russian Chamber of Commerce and Industry (RCCI), the Belgian Federation for Chemistry and Life Sciences Industries (ESSENCIA), EU-Russia Industrialists' Round Table (IRT EU-RUSSIA), it is my pleasure to invite you at the Workshop on Modernization of the Russian Industry organized in the frame of the Belgian Economic Mission to Russia taking place on April 3-8 2011 in Moscow and Saint-Petersburg.

Presentations of busines leaders will adress importaint development areas like healthcare, nanotechnologies, biotechnologies, information technologies, petrochemicals technologies.

A separated special meeting will be organized during the Workshop with the Russian Railways (RZD)

Participants will be able to debate and exchange views, experiences and perspectives about the industrial and commercial opportunities in Russia. They will also be able to liaise with policy makers in order to faster economic cooperation.

This special event is reserved for limited number of high level participants (about 150) and by invitation only. The attendance is free.

The date of the Workshop is set to **April 4, 2011 from 17:00 to 20:00 pm**. The meeting will take place in the Congress Center of the Russian Chamber of Commerce and Industry (**Ilyinka str., 6, Moscow**). Please find below the draft programme and Registration form.

I look forward to seeing you in Moscow.

Yours sincerely,

**Jacques van Rijckevorsel**

President of the Belgian-Luxemburg Chamber of Commerce for Russia and Belarus

**RSVP by 21 March 2011** to [arkarian@yahoo.fr](mailto:arkarian@yahoo.fr), [ccblr@belgacom.net](mailto:ccblr@belgacom.net) tel:+32473948655

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**Draft programme 4 April 2011**

**Venue: Russian Chamber of Commerce and Industry  
Ilyinka street, 6, Moscow**

- 16:45 Registration
- 17:15 Opening Speech by His Royal Highness Prince Philippe of Belgium
- 17:30 Speech by Arkady Dvorkovich, Chief Economic Advisor to Russian President Dmitri Medvedev.
- 17:45 Speeches
  - by the President of RCCI, Sergey Katyrin
  - by the President of CCBLR, Jacques van Rijckevorsel
  - by the President of IRT, EU-RUSSIA, Anatoly Chubais
- 18:00 Russian presentations: ROSTECHNOLOGY, ROSNANO, SIBUR and S.Tsakunov (leading expert of the Russian government for industrial strategy)
- 18:40 Belgian presentations: UCB, LMS, IBA, IMEC
- 18:30 Parallel meeting between Russian railways and Belgian companies
- 19.20 Questions & Answers
- 19.40 Drink
- 20.30 End

**REGISTRATION**

**Places are limited and will be awarded on a first come, first serve basis!**

**Please send you registration before the 21 March attention Arkady Arianoff by mail: [ccblr@belgacom.net](mailto:ccblr@belgacom.net)**

Name and First Name: .....

Company: .....

Function: .....

Email: .....

Tel: .....

Web site: .....

\* On the same topic, CCBLR organize also the same day a private dinner, presided by His Royal Highness Prince Philippe of Belgium and in presence of the First deputy Prime Minister Igor Shuvalov.

Business leaders from Belgium and Russia will be able to debate topical industrial issues, exchange views on the economic prospects, discuss promising projects and create links for stronger economic cooperation.

The 5<sup>th</sup> of April, In support of AGORIA, CCBLR organizes a visit and B2B in the Headquarter of LUKOIL (Reserved only to the companies from Oil and Gaz sector.)



## 23/03/2011, LA RUSSIE ET LA BIÉLORUSSIE AUJOURD'HUI : possibilités, défis et contraintes

Avec la participation de Monsieur **Arkady Arianoff**, de la Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus, de Monsieur **Romain Bory**, directeur de Informacorp et de Monsieur **Joos**, avocat, bureau VanHoorebeke à Minsk.

### Développer ses affaires en Russie et Biélorussie : une opportunité à saisir.

Ce séminaire informe les entreprises sur les formalités à l'import, sur les aspects logistiques et tente de répondre aux questions suivantes :

*Quelle stratégie vais-je entreprendre : ventes ou achats en direct ou via des agents ou distributeurs, comment contacter ces partenaires, par quels canaux de marketing puis-je promouvoir mes produits, quelles régions sont économiquement intéressantes ? Quelles sont les possibilités pour ouvrir une société en Russie ?*

#### **Programme :**

- 11h00 : Accueil
- 11h30 : Présentation et intervention de la Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus
- 12h25 : Témoignage de René Branders, CEO de FIB BELGIUM, de son expérience récente en Russie
- 12h45 : Séance de questions-réponses
- 13h00 : Networking-lunch avec des spécialités russes
- 14h00 : Clôture

#### **Informations pratiques :**

- Date : le mercredi 23 mars 2011
- Heures : de 11h à 14h
- Lieu : A la CCIBW à Nivelles
- Tarif : 35,00€ pour les membres - 50,00€ pour les non-membres

#### **Contact :**

- Dominique Verleye - 067/89.33.32 - [dominique.verleye@ccibw.be](mailto:dominique.verleye@ccibw.be)
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- Copie pour Maria Landenok (CCBLR) - [maria.landenok@gmail.com](mailto:maria.landenok@gmail.com)



## Seminarie “Business communicatie in Rusland”

Gent – donderdag 24 maart 2011

Martelaarslaan 17

9000 Gent

Als voorbereiding tot de prinselijke missie naar Rusland (3 tem 8 april) organiseert Voka Oost Vlaanderen ism de Belux Kamer van Koophandel voor Rusland en Wit-Rusland een seminarie rond **business communicatie in Rusland**.

U krijgt dieper inzicht in de Russische business cultuur en krijgt tips aangereikt om de interculturele communicatie met mogelijke zakenpartners vlotter te laten verlopen.


*Wat is de rol van een vrouw aan de onderhandelings tafel? Do's en don'ts bij het eerste contact.*

*Hoe verloopt het onderhandelingsproces?*

Rusland experts geven hun visie, aangevuld met 2 praktijkgetuigenissen.

De netwerking nadien biedt u de kans andere deelnemers aan de Rusland missie alsook in Rusland geïnteresseerd bedrijven te ontmoeten.

### **Programma**

- 15u00 Verwelkoming
- 15u05 Onderhandelen in Rusland : do' en don'ts door Jeroen Ketting, **Larive International**
- 15u45 Business Communicatie door Natalia Gurova , **Newton21**
- 16u05 Praktijkgetuigenis door Johan Verbeeck, **ElaN Languages Moskou** 
- 16u20 Praktijkgetuigenis “20 jaar zaken doen in Rusland” door Steven Palstermans, **Swift**
- 16u40 Vraag & antwoord
- 16u50 Netwerkreceptie

### **Datum**

Donderdag 24 maart 2011

Van 15u tot 16u50

### **Locatie**

**Lieven Bauwensbuilding**

**Martelaarslaan 17**

**9000 Gent**

### **Kostprijs**

Gratis

### **Inschrijven**

Inschrijven vóór vrijdag 18 maart 2011.

e-mail: [nathalie.vandekerchove@voka.be](mailto:nathalie.vandekerchove@voka.be)

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## NEWS FROM RUSSIA

### \* Russia's Chamber of Commerce has a new president, Primakov steps down

March, 4, RCCI has elected a new president **Sergey Katyrin** to replace the previous long-lasting head Evgeny Primakov who has led the Chamber for 9 years. The 56-year old Moscow-born Katyrin has business education. He's been working in the Chamber since 1991. Yevgeny Primakov said: "I have served two terms. I think this is quite enough," he said. Primakov, 81, became CCI president in December 2001. Primakov held many positions in the Soviet Union and Russia, such as the SVR director (1991-96), foreign minister (1996-98), and prime minister (September 1998 through May 1999), and director of the World Economics and International Relations Institute (1985-1989).



S. Katyrin



E.M. Primakov

### \* Direct foreign investment into Russia down 13.2% to \$13.8 bln in 2010

Direct foreign investment in Russia fell 13.2% in 2010 to \$13.810 billion, the Federal State Statistics Service said end February. Overall foreign investment grew by 40.1% last year to \$114.746 billion. "The amount of accumulated foreign capital in the Russian economy reached \$300.1 billion as of the end of 2010, an 11.9% increase year-on-year," service said in a statement. The bulk of investment, 58.3%, was returnable investment compared with 55.5% in 2009. The share of direct investment was 38.7% compared with 40.7% a year earlier, while the share of portfolio investment stood at 3.0%, down from 3.8% in 2009.

### \* Tycoon Kerimov becomes largest individual shareholder of VTB

Russian senator and tycoon Suleiman Kerimov has bought \$500 million worth of shares in Russia's second largest bank, VTB, the Vedomosti business daily said.

"Kerimov's representative confirmed that the businessman's two funds acquired a stake of more than 1.5% in VTB, worth \$500 million," Vedomosti said. "He also said Kerimov used his own funds to acquire the shares."

The tycoon applied to buy 5% in VTB shares, but got less than he expected, sources close to the deal told Vedomosti.

The paper wrote that Kerimov would continue his participation in the government's privatization program, which includes a 7.6% stake of the country's top bank, Sberbank. Kerimov will bid for the whole stake during the sale, which is to start in the second half of the year. (Russia's top bank Sberbank will announce its privatization strategy soon with a share sale possible in the second half of 2011, Sberbank head German Gref said.)

The government plans to sell 7.6% of the 57.6% of Sberbank owned by the central bank in 2011-2013. The sale is part of a mass privatization which began on Monday with the sale of a 10% stake in the country's number two bank VTB for 95.7 billion rubles (\$3.3 billion).

"In the next few months we (Sberbank and the central bank) will announce a privatization strategy and will try to place some time in the second half-year," Gref said adding they were still undecided whether the 7.6% stake will be fully or partially sold in 2011.

"The price of the stake will be double the price of VTB's 10% stake," Gref said.

Gref said Sberbank would keep dividends at 10% of Sberbank's net profit in 2011-2013.

"By the middle of 2013, we will change all the technology and IT-platform of the bank 100%," he said, adding that investment was high, which is why the bank "cannot pay a lot in dividends." "We will increase the dividend payout very gradually over time, but this is a strategy issue," Gref said.)



### \* AvtoVAZ, Novolipetsk Steel sign deal on rolled steel supplies

Novolipetsk Steel, Russia's fourth largest steel producer, has signed a one-year contract with the country's biggest car maker AvtoVAZ to supply 175,000-195,000 tons of rolled steel to the auto giant, Kommersant business daily reported end of February, quoting sources close to the firms.

From April 2011, Novolipetsk Steel will supply AvtoVAZ with 12,000-13,000 tons of cold-rolled steel and 2,500-3,000 tons of zinc-coated rolled steel per month, a source told Kommersant. The companies declined to comment officially, but an AvtoVAZ top manager has confirmed to Kommersant that Novolipetsk Steel will replace Severstal's rolled steel shipments to the auto giant and that the price of steel "is lower than the price set by Severstal and suits both parties."

At the end of 2010, AvtoVAZ lodged a complaint with the Federal Antimonopoly Service (FAS) against Russia's largest steelmaker Severstal, which currently supplies AvtoVAZ with 60% of its rolled metal, for boosting prices by 30%. Severstal has said it had to increase prices because of rising international raw materials prices. The FAS did not uphold AvtoVAZ's complaints and found no violations by Severstal then.

AvtoVAZ has announced that it plans to cut rolled steel purchases from Severstal by 75% while the steel producer has said it may reduce supplies to the auto giant by 50%, from 200,000 tons to 100,000-120,000 tons.

Magnitogorsk Iron & Steel works, another key supplier for AvtoVAZ, has said, however, it will be unable to boost rolled steel supplies to the auto giant because its production capacity are fully loaded. Therefore, Novolipetsk Steel has remained the sole metals plant in Russia that can meet AvtoVAZ's requirements for rolled steel, the paper said.

Novolipetsk Steel previously had a contract with AvtoVAZ but cancelled it in 2009 over payment delays, the paper said.

VTB Capital analyst Vladimir Bespalov told the paper that the basic price of steel might be close to market prices because the deal was initiated by AvtoVAZ but the steel producer could offer a discount because AvtoVAZ had been in the focus of the government's measures to prop up the auto giant.

The contract with AvtoVAZ is of interest for Novolipetsk Steel because it may boost the steel maker's steel supplies to the domestic market, Kommersant quoted Renaissance Capital analyst Boris Krasnozhenov as saying.

A top manager of a Russian metals company has said, however, that partnership with AvtoVAZ would not bring any tangible benefits for Novolipetsk Steel because "these contracts are more social in nature than commercial". (PS: NovoLipetzsk -Dufenco in Belgium.)

### \* Ford, Russia's Sollers to invest \$1.4 bln in joint venture

Russian carmaker Sollers and U.S. auto giant Ford will invest \$1.4 billion in a new joint venture to 2020, which will double Ford's market share in Russia within five years, Russian business daily Kommersant said end of February.

On February 18, Sollers signed a memorandum of understanding on setting up a car production joint venture with Ford in Russia, halting talks on setting up a joint venture with Italian car maker Fiat SpA. The issue of intellectual property had been a major stumbling block in negotiations with the Italian auto maker because Fiat refused to grant its Compact White platform to Sollers, Kommersant said.

Sollers and Ford will assemble six vehicle models at their joint venture. The Russian auto maker will start producing two models, the Explorer off-road vehicle and the Transit van, at its facilities in Tatarstan in 2012, the paper said, referring to presentation materials prepared by the joint venture.

The joint venture will also produce a B+ type sedan, which will be an absolutely new model, which has never been presented on any of the markets. This new compact car has been developed by Ford as a rival to the VW Polo and other low-end cars sold in Russia but will appear on the market only in 2014, the paper said.

The JV will also produce Ford's modernized sedan and Kuga vehicles at the Sollers plant located in Naberezhnye Chelny, while Explorer and Transit vehicles will be assembled in Yelabuga starting from 2012. The company will launch the production of Kugas and B+ sedans in 2013 and 2014 respectively. The expected 2016 annual output, including the Ford-Vsevolozhsk plant, which will also become a part of the joint venture, will total 300,000 cars.

The main goal of the Sollers-Ford joint venture is to raise Ford's market share in Russia to 9% from the current 4.7%, Kommersant said. Sollers declined to comment on the presentation.

### \* Sukhoi Superjet enters race for Delta Air Lines contract

Russia's Sukhoi has entered a bid with its Superjet 100 airliner to a request for proposals from America's Delta Air Lines for as many as 200 narrow-body aircraft, according to sources quoted by FlightGlobal.com.

The Superjet will be among five bidders for the Delta contract, including the Bombardier C series and Airbus A320neo.

The Superjet 100, marketed in the United States by Alenia North America, was awarded Russian type certification earlier in February.

Mexican low-cost airline Interjet ordered 15 Superjet 100s in January.



### \* GM to double output at St Petersburg plant to 60,000 cars

General Motors (GM) plans to increase output at its plant in St Petersburg to about 60,000 vehicles in 2011, up from 29,000 cars last year, General Motors Auto Chief Executive Officer Romuald Rytwinski said on February.

"We hope to boost output in 2011 and reach 60,000," he said.

The company plans to launch the production of an Opel-Astra modification in addition to the currently produced hatchback, Rytwinski said, but declined to name the exact car body modification.

The GM plant, established in St Petersburg in 2008, launched commercial production at the beginning of 2009. The plant currently produces Chevrolet Captiva, Opel Antara, Chevrolet Cruze and Opel-Astra vehicles.

### \* Russia may ease foreign investment in food industry

Russia may ease access for foreign investment in its food industry, following government amendments submitted to the State Duma, Russia's lower house of parliament, changing a key law regulating foreign investment in the country's strategic enterprises, the Duma said. Russia passed a new law limiting foreign investment in so-called strategic enterprises in 2008, before the global financial and economic crisis struck the country. The law requires government approval for major deals involving foreign investment in strategic enterprises, which include oil, gas, the nuclear industry, arms production, fisheries, aerospace, the media, and also food companies dealing with infectious agents and radioactive sources.

Some Russian companies, however, such as cheese-making and dairy plants, are licensed to use bacteria to make their products while other companies hold licenses to use radioactive sources to operate X-ray, medical and other equipment.

The amendments would exclude some activities linked to the use of infectious agents and radioactive sources from the list of strategic operations and eliminate excessive administrative barriers for foreign investors in the food industry.

### \* Russia's Yo-Auto to start production of hybrids in 2012

Russia's Yo-Auto, a joint venture between truck maker Yarovit and Onexim investment group, owned by billionaire Mikhail Prokhorov, will start production of Yo-Mobile hybrid cars in the second half of 2012, Chief Executive Officer Andrei Biryukov said on Thursday.

"We will launch production of Yo-Mobile cars at the St Petersburg plant in the second half of 2012. Annual output in the first stage will amount to 10,000 cars," Biryukov said, adding that the company was coordinating legal issues and discussing the possibility of launching assembly plants in other regions.

"Our plan is that assembly plants will be located in all major regions depending on the number of consumers."

In December, Prokhorov presented three prototypes of the Yo-Mobile hybrid car, including hatchback, van and cross-coupe vehicle models. Yo-Mobile cars will cost 350,000-450,000 rubles (\$11,865-\$15,255)

Deputy Minister Trade and Industry Andrei Dementyev said in January that Yo-Mobile was a promising project, but he doubted the implementation period was realistic.

*Ria Novosti*

### \* A taste of Russia: Russians and rules

"Russian interpretation of rules can be interesting. If you see a 'No Swimming' sign, you can be sure that people will be swimming there. If you see an emergency exit, you can rest assured that it is either being used as a regular exit or locked up and useless in case of emergency. If you see a trash container, you usually will find trash next to it. If you see a 'No Smoking' sign, you will see that the largest congregation of smokers is gathered within a two meter radius of the sign. When standing in a long line at the airport's passport control, the Russianized foreigner might try the empty line for diplomats and will be pleasantly surprised that nobody says a word. Russians need their freedom. To understand Russia, you should understand that most Russians have a practical and informal attitude towards rules. This can sometimes be exasperating to foreigners but once you get used to it, you will occasionally see the benefits." (Jeroen Ketting)

This not only concerns rules. Every culture has its own approach to authority and the importance of personal relations. People have different perspectives on time and various understandings of individual responsibility. This has an impact on regular business practices such as effective management approaches, "négotiation technique", planning and internal procedures. Things that might work here but not in England, for instance. In addition to Elan's network of expert translators, business skills and language trainers, the company can now provide you with cross-cultural training for expats. More info: [info@elanlanguages.ru](mailto:info@elanlanguages.ru)



## NEWS FROM BELARUS

### \* Belarus in talks with Belgium, France, Japan over flax processing

Belarus is in talks with companies from Belgium, France and Japan over creation of joint enterprises to process flax rotted straw and flax fibers, Minister of Agriculture and Food of Belarus Mikhail Rusyi said at a session of the CIS Intergovernmental Council for Agriculture.

Mikhail Rusyi reported that several important meetings with Belgian companies took place this week 10.

Negotiations with the Japanese partners have been held recently too.

"Flax growing is subsidized worldwide," the minister said. Currently, for example, Belgium and France reduced areas under flax and its production. Belarus is become the third largest producer of flax.

The minister also drew attention to the fact that export prices for flax fiber are currently quite favorable for Belarus. In particular, export prices for short flax fiber number two have increased twice.

"Belarus needs to install high-technology lines for flax processing," said Mikhail Rusyi. There are also plans to set up a flax holding company.

### \* Strabag, Tsentr create joint venture to produce technological equipment

The Austrian company Strabag SE and the research production association Tsentr of the National Academy of Sciences of Belarus are working to establish a joint venture for the production of technological equipment. The founding documents of the joint venture were signed in Minsk on 4 March,

The share of the Austrian company in the new joint venture is 60%, that of Belarus 40%.

By creating the joint venture Strabag, one of the largest companies in Europe, will implement its know-hows in Belarus, Tsentr director general Vladimir Borodavko told reporters. One of the terms of the joint venture is to start the production of manufacturing equipment at enterprises of the National Academy of Sciences, and enterprises of the Industry Ministry and Ministry of Housing and Utilities, Vladimir Borodavko said. Equipment will be made for those companies that implement projects in biotechnology, recycling of household waste.

According to Vladimir Borodavko, the Austrian company plans to invest a few hundred millions of Euros in innovative projects in Belarus. The expert said that Belarus is planning to implement projects to construct seven waste bio-processing plants. These plants will be located in Minsk. They will process household waste and sewage.

According to Vladimir Borodavko, Strabag implements projects in energy, construction of biogas units, roads and buildings. Belarus is interested in every of these areas.

Strabag Managing Director Thomas Buchner noted that the company is very interested in cooperation with Belarus. The company is currently participating in the construction of a garbage recycling plant in Brest. The first part of the project was competed in autumn 2010. The second part is slated for June this year.

The expert praised the recent improvements in Belarus's business climate. "We are ready to invest big," Thomas Buchner stressed. In his words, the amount of funding will depend on the opportunities that Belarus will offer.

Strabag is one of Europe's leading concerns with an annual turnover exceeding €13 billion. The company specializes in the industrial, road and treatment facility construction, renewable energy.

### \* Belarus' forestry exports up 38% in January-February

In January-February the Belarusian forestry industry exported goods and services worth \$19.5 million, up 38.3% as compared to the same period last year, BelTA learned from the Belarusian Forestry Ministry.

Foreign trade went up mainly due to the increase in export prices on products. Pine, spruce, birch, sawn timber, chip fuel, sawdust and chop wood are especially popular on the market. Although physical volumes of export deliveries have been on the increase too. Belarusian forestry companies export to 23 countries. The top importer of Belarusian industrial wood among non-CIS countries is Poland. Germany imports sawn timber. Belarus has been building up export to Lithuania, Latvia, Belgium, and the Netherlands. In Q1 2011 there are plans to export goods to Russia, Ukraine and Azerbaijan.

Belarusian forestry companies are expanding into new markets as well. In January-February China imported 20,000 cubic meters of wood. For Belarusian companies China is a new market which can become the most promising one. The parties signed a contract to deliver 35,000 cubic meters of wood. Shipments are carried out via the Odessa port. Ukrainian companies provide



Belarus with logistics services. There are plans to deliver wood to China via the Klaipeda port.

In Q1 2011 the Belarusian forestry industry looks to export \$27 million worth of products, which is up 20% over the same period last year. Belarus delivers wood to Europe by railway and automobile transport.

In 2011 the export is expected to increase by 10% from 2009. In 2010 the sales of products increased 1.8 times over 2009 to the total of \$106 million.

### \* Decree No 75 provides additional opportunities for regions to raise foreign investment

Decree No 75 "On external borrowings of local government and self-government bodies" provides additional opportunities for the regions to raise foreign investment, BelTA learnt from the deputy chief of the financial department of the Minsk City Hall Nikolai Dubovik. He noted that prior to the issuance of the decree it was only the central government bodies who could issue and place bonds in foreign markets. Now such right has been granted to oblast executive committees, Minsk City Hall within the limit of the debt established by the local budget for the relevant financial year. Foreign loans will be channeled into investment projects.

Attracting investment to the regional economy, including FDI on a net basis, is one of the most important tasks in 2011 and five-year period considering large-scale projects that are to be implemented in material production and infrastructure development. The share of the budget should be significantly reduced. Thus there is a need to seek other sources of funding.

"In this regard, decree No 75 is very important. It serves as another mechanism to attract foreign investment," Nikolai Dubovik said.

According to the economy committee of the Minsk City Hall, Minsk Oblast is already working to attract foreign investment and is the country's leader in this matter. The oblast has implemented investment projects involving foreign investors, attracted foreign credit lines and tied loans, etc. In 2011, according to the social and economic development forecast, Minsk Oblast is set to raise more than \$1 billion in foreign investment. Decree No 75 was published on 28 February and applies to the relations established from 1 January 2011.

### \* Belarus to build pharmaceutical plants in cooperation with international brands

Belarus plans to build cutting-edge pharmaceutical plants in cooperation with international brands, Prime Minister of Belarus Mikhail Myasnikov said when speaking to MPs

"We are planning on launching construction of new turn-key cutting-edge pharmaceutical plants in cooperation with global brands. Together with the development of the microbiological sector, which is virtually non-existent in Belarus, and also with the production of phyto- and veterinary preparations, this will help build up a new industry," Prime Minister believes.

Mikhail Myasnikov also stressed that the Program of Government's Activities focuses on the development of the agricultural sector. "The goal of increasing agricultural export up to \$7.2 billion with the \$4 billion trade surplus in the next five-year period means that we have to compete as equal with such transnational giants as Danone, Nestle, Parmalat and others," the Prime Minister noted.

### \* Commerzbank looks to expand cooperation with Belarus SMEs

Commerzbank (Germany) looks to step up its operations on the Belarusian financial market, Commerzbank's representative Per Fischer said in an interview with the ONT TV Channel.

"We focus on small and medium business in Belarus," said Per Fischer. According to him, the Bank "has always thought highly of Belarus". In 1993, Commerzbank opened an office in Minsk. It is small, just five employees. But Commerzbank is the only one from similar western financial institutions to have opened an office in Belarus. A year ago, Commerzbank acquired the shares of the Belarusian Bank for Small Business.

"Today, we are very pleased with our representative office in Belarus. And I will say more: we hope to step up our operations on the Belarusian financial market," Per Fischer said. In 2010, the Bank experts have noted the economic growth in Belarus and some positive developments here. "This is what our customers, partners tell us too," he said. In this regard, the German bank expects to move forward. Moreover, Belarus has opened up the structure of its industry, "it has become more accessible for Europe." Germany is also interested in Belarusian highly-qualified specialists, which, according to the German official, is a huge potential for both the Bank and its clients.

The cooperation between Commerzbank and Belarus has already yielded results, Per Fischer believes. The Bank cooperates with 26 banks of Belarus. "On the German-Belarusian financial market we serve nearly 30% of all trade and industrial transactions, we open financial and credit lines for Belarusian banks and finance the industrial sector," Per Fischer said. In his words, the major objective for the Belarusian economy is industrial modernization. German producers and exporters of mechanical engineering are world leaders in this area, and they are often the main partners of Belarus. "We are making our contribution to the modernization of the Belarusian economy, and are ready to do it in the future" as this cooperation is mutually beneficial, he said.

Commerzbank was founded in Germany in 1870. The Bank headquartered in Frankfurt am Main is the second-largest bank in Germany. Its total assets are nearly €400 billion. The Bank serves about 8 million clients in 40 countries.





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18/04/2011 - 19:30

# VLADIMIR FEDOSEYEV

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Young postgraduate specialist in International Relations, EU-Russia cooperation, international commerce and business affairs is looking for a position of export/import assistant, administrative employee or interpreter.

**Professional profile:** 2-years work experience (internships included) in political and business analysis, project coordination, administrative issues, interpretation, translation, research, sales. Work experience in public administration (Russian Parliament, Russian regional administrations, Belgium Foreign Affairs Ministry), in European think-tanks.

**Education and training :** postgraduate studies in Political Sciences, Master degree in European Affairs, License degree in International Relations, training in tourism, journalism, management, languages.

**Personal skills :** Strong communication skills, good administrative capacities, team spirit, responsible, active, diplomat, excellent ability to analysis, used to work in international environment.

**Languages :** fluent Russian, French, English, basic Spanish.

Please feel free to contact me by e-mail [balansia@mail.ru](mailto:balansia@mail.ru) or by mobile +32 491 084 082

### **IVANOVA Maryna**

Employée administrative polyvalente, spécialisée en commerce et comptabilité, je recherche un travail dans la région liégeoise.

EXPERIENCES: plus de 10 ans comme gérante d'une petite entreprise au Belarus

FORMATIONS: Ecole Supérieure de Commerce (Minsk, Belarus), comptabilité (CEFORA, Liège, Belgique)

LANGUES: russe (langue maternelle), français (bonne connaissance), neerlandais (base)

Curieuse, rigoureuse, persévérante, je suis dotée d'une bonne capacité d'organisation. Je peux faire preuve d'autonomie, mais j'ai le goût du contact et j'apprécie le travail en équipe.

CONTACT: Email: [maryna\\_ivanova@hotmail.com](mailto:maryna_ivanova@hotmail.com) Tel: +32485400097

### **STRATIYENKO Oleksiy**

I am a responsible and hard-working person who is looking for a position in Luxembourg as an export/import assistant, an investment banking assistant or a translator for post-soviet countries.

Education: Master's degree in Banking Industry in Odessa State Economic University (Ukraine); Bachelor's degree in European Management in School of Management Strasbourg (France).

Experience: bank internship; working experience as a translator. Languages: fluent

in French, English, Russian (native language) and Ukrainian . Mobile: +33 6 58 59 96 74 (France)

E-mail: [o.stratiyenko@gmail.com](mailto:o.stratiyenko@gmail.com)

### **STROYKOVA Elena**

Belgian, engineer, mother tongue Russian & Ukrainian, bilingual French and mastering spoken and written English, understanding of many Slavic languages is seeking a Sales Assistant position in an export service oriented countries of Eastern Europe.

**E-mail:** [e.stroykova@gmail.com](mailto:e.stroykova@gmail.com); **tel. +32495494588**

### **MANOVA Ksenia**

I am enthusiastic about joining your team and being useful as an assistant in Russian and international law, a translator, an administrative employee.

**Education:** Master's degree in Business Administration in the University of Nantes (France); Nizhni Novgorod State University, specialization in international law; Nizhni Novgorod Linguistic University, translation department (English and French);

**Working experience:** an internship in the management of human resources; working experience as a legal advisor, translator.

**Languages:** fluent in English, French and Russian (native language). I'm creative, responsible, open-minded with capacity of analysis and problem solving, quick learner.

**Contacts: e-mail:** [ksenia.manova@gmail.com](mailto:ksenia.manova@gmail.com) , **tel:** + 32 499 901156

### **GUIITON-SIBEN Estelle**

French-qualified lawyer, specializing in international business law, with practice in Belgium (Antwerp) and extensive knowledge of Russian law, looking for a job in the private sector or in a law firm.

**Work experience :** International business law (dispute resolution, banking, competition, distribution, regulatory, company law, M&A, insurance) in leading law firms and in the private sector / Internships in the judiciary in Russia.

**Education :** Master in Russian law, Master in international business law, Master in political sciences related to Russia and the CIS.

**Languages :** French (mother tongue), English and Russian (fluent), Dutch (good knowledge)

E-mail: [estellesiben@gmail.com](mailto:estellesiben@gmail.com) / Tel: +32477044295



### **RAMANISHYNA Alesia**

Looking for a job in EU policy and/or EU project management sector or in companies dealing with post-soviet countries.

**Education:** Graduate in International Law; post-graduate and Master in European studies (EU policy advisor & EU project consultant); Experience in the EU Commission and private sector.

**Languages:** Russian (mother tongue), Belarusian (fluent), English (fluent), Italian (fluent), French (good), German (good). I am a quick learner, sociable and adaptable, used to work in the multicultural environment.

**Mobile:** +32 4888 23 535 (Belgium). If not available: + 375 29 636 79 56 (Belarus). **Email:** [alesia.ramanishyna@hotmail.com](mailto:alesia.ramanishyna@hotmail.com)

### **VOICHUK Natalya**

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### **STAVILA Cristina**

I am a young, dynamic, responsible and motivated person who is looking for a position in Luxembourg either as an administrative employee, translator or an export/import assistant for the former URSS countries.

I have a solid background as a translator and in depth experience with 3 languages: Russian, Rumanian and French, I am fluent in English and I have notions of Italian.

As far as my computer skills are concerned, I am versed with Microsoft Office Software (Word, MS Excel, and Power Point). Mobile number: +352 69 1150 620

E mail: [flamingogo777@hotmail.fr](mailto:flamingogo777@hotmail.fr)

### **LEBURTON Tatiana**

I am a hard-working, well organised, dynamic, responsible and motivated person who is looking as an administrative employee, secretary, export/import assistant, insurance broker, translator.

**Education :** Educational Institution, foreign languages, French and German Teacher

**Work experience :** in the fields of insurance, public administration, teaching.

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

**Email :** [tatiana-leburton@hotmail.com](mailto:tatiana-leburton@hotmail.com)

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