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2009

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

For the activities, missions, ... please consult our web site:
www.ccbler.org

**We invite you at the Official Presentation in
Belgium of the VOLGOGRAD and SARATOV
Region (Russia – VOLGA District)**



**APRIL, 15 at 10:00,
avenue Louise, 500, Brussels**



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Dear Sir, dear Madam,

VOLGOGRAD Region Administration, SARATOV Region and CCBLR organize an **Official Presentation and Round-Tables** on new high investment potentials and prospects of one of the most highly developed and economically promising region of Russia: **The VOLGA District**.

Please find below our invitation, the programme and a short presentation on business opportunities.

You will receive a complete information on the Volga Region and about the requirements and necessities of this region and we are convinced that you will find your business niche during the **Economic Mission in Volgograd and Saratov** that will take place **from September 27th, 2009 to October 2nd, 2009**.

The Volga Region is one of the country's most important industrial centre, especially noted for heavy industry. The main industrial sectors are ferrous and nonferrous metallurgy, the chemical and oil industries, engineering (especially heavy engineering), Metallurgy and building material industries.

Saratov Region is part of the Volga economic district and is in third place within it in the scale of industrial development. Engineering and the chemical, oil refining, and food industries account for the largest share of production.

Saratov Region has a variety of subsurface resources, including gas, oil, salts, and building materials,

There are nearly 100 joint ventures with foreign companies registered in the region. Foreign participants include companies from the United States, Austria, Bulgaria, Hungary, Germany, Great Britain, Italy, Spain, India, Switzerland, Serbia and Montenegro, China, France, Poland, Greece, Canada, Israel, and Guinea-Bissau.



Saratov Region's primary exports are raw materials and chemical and petrochemical products, mainly to the Netherlands, Switzerland, Turkey, and the United States. The region imports mainly high-tech instruments, medical equipment, plastics and plastic goods, pipe, inorganic chemical products, corn, grain, and clothing.

Volgograd Region is an industrial centre district. The region's main industrial sectors are engineering and metalworking (tractors, ships, tower cranes, and bearings; equipment for the oil, electronics, and food industries; and drilling, warehouse transport, medical, and store equipment), fuel (oil and gas production), oil refining, chemicals and petrochemicals (including production of caustic soda and chemical fibres), and ferrous and nonferrous metallurgy. The building material, textile, woodworking, and food industries are also well developed.

More than 400 large and medium industrial plants with an annual output of more than 18 trillion roubles operate in Volgograd. Agriculture is well developed in the region, with 27 state companies, 150 joint-stock companies and 12 900 farms currently in operation. More than 250 active joint ventures and foreign companies are registered in Volgograd Region

We look forward to meeting you at this important event.

Truly Yours,
Arkady Arianoff, General Manager CCBLR

Programme:

- 10.00-11.00 **Registration** (avenue Louise, 500 – Brussels)

- 11.00-11.15 **Opening Ceremony & Welcome Words**
 - **Vadim Lukov**, Ambassador of the Russian Federation in Belgium *(tbc)*
 - **Werner Cautreels**, President of CCBLR

- 11.20-12.00 **Official Presentation of the "VOLGOGRAD Region"**
 - **Anatoliy Brovko**, The Vice Governor of Volgograd Region
Presentation of the Volgograd Region (Economy, potential, trade, opportunities)
 - **Evgeny Semikin**, Chief Executive – Agency of investments and development of Volgograd Region Major and specific investment projects for the development of Volgograd region

- 12.00-12.30 **Presentation of the "SARATOV Region"**
 - **Alexander Zhandarov**, Deputy Chairman of the Government Saratov region *(tbc)*

- 12.30-13.00 **Question and Answer**

- 13.00-14.30 **Walking Lunch** for participants

- 14.30-16.30 **3 Round-Tables: Presentation from Belgian companies, Q & A**



Registration:

Please send a mail, attention Arkady Arianoffat following e-mail address: ccblr@belgacom.net
With copy on a.arianoff@ccblr.org

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

Please acknowledge your participation by April, 11.

Yes, I will assist to the Presentation of Volgograd and Saratov Region

I will assist at the presentation and the lunch , **I will pay 20€ at the entrance against receipt**

I choose the following round table:

- Vice Governor (Investment and Trade)
- CEO Agency for investment and development
- Chamber of Commerce

Name :

Company:

Tel:

Mobile:

E-mail :

Website :



Participation in the VIII International Investment Forum "Sochi-2009"

Brussels, 30 March, 2009

Dear Madam, dear Sir

Taking into consideration the growing interest of Belgian & Luxembourg political, business, sports and scientific circles to take part in the international dialogue with the aim of exchange of the business experience and the global character of the forthcoming sports event in Russia – *Winter Olympic Games 2014*, the CCBLR has the honor to invite you to become a participant in the VIII International Investment Forum "Sochi – 2009", which will take place on **2009 September 17 - 20**.

Last year, the VII International Investment Forum Sochi-2008 hosted over 8000 participants from 40 countries, including representatives of federal legislative and executive authorities, Russian and foreign business and scientific leaders, diplomatic and trade missions, and the media.

As the result of the work of Forum, 112 agreements amounting to RUB 504 billion (13.8 billion Euro) were signed.

Doing our part, we have organised a special business program for the Belgian-Luxembourg delegation, composed of over 62 Belgian and Luxembourg representatives.

We believe your participation in the VIII International Investment Forum Sochi - 2009 will allow building up your business network and successful development of your projects in Russia.

In order to prepare in advance for the mission, we would need to receive your early agreement to attend the Forum and your expectations for business, B2B, meeting with the Governors or Ministers of Regions of your interest and cultural program. So then we can make the appropriate contracts.

Please find herewith the invitation form to be sent **before May 1** to :

olga.bogdanova@solvay.com with copy on ccb1r@belgacom.net

Contact information:

Arkady Arianoff & Olga Bogdanova

+32 (0) 2 509 73 85

+32(0) 473 94 86 55

+32 (0)475 66 51 06



Attendee Information

Name:

Surname:

Company:

Telephone/mobile:

Email address:

Website address:

I will attend the Sochi forum Sept. 17-20 2009

Yes

No



Conclusions of the seminar “INVESTING IN RUSSIA IN THE CURRENT ECONOMICAL SITUATION”

confirm that considering a withdrawal from the Russian market now,
might be the worst of all possible strategies

More than 85 representatives of companies from a large variety of sectors attended the international conference organised by our Chamber in the auditorium of Solvay in Brussels, the 25 of March 2009.

There is probably unanimity that the global crisis we are facing, has been fueled by the banking sector, therefore obviously the bankers cannot be but part of the solutions. Moreover bankers are privileged witnesses of what is happening inside the companies, that have to rely on them for their liquidities.

We believe that it was a logic choice from the part of the chamber to invite especially highly qualified speakers from the credit and insurance sector and to focuss also on some fiscal aspects.

The chamber wanted of course to give the audience a complete picture of the economic evolution in the Russian Federation which means that both, the perception from outside and the perception inside the country should be highlighted.

Mr Cyril Pineau-Valencienne, among others former Chief Representative of Credit Agricole Indosuez in Russia demonstrated clearly that indeed the Russian banking system is facing hard challenges, but that the present situation may lead to an acceleration of the reform process, resulting in more solvability and efficiency.

The speaker from our National Export Credit Guarantee Institution commented some obvious weaknesses of the Russian economy, like for exemple the wellknown monocity problem, where measures should be taken to diminish the dependance of a whole region on the production of one type of products.

But the essence of the message was that in the scale of one to seven, whereby the best risks are in category one and the worst in seven, the Institution still classifies Russia in category 2 for the short term and in 3 for the long term.

This means that the Belgian exporters and investors willing to find insurance cover are not before a high hurdle and heavy premiums.

The Russian Federation has been building up strong currency reserves and as long as the crisis is not lasting too long and energy prices continue to stabilize, the country should be able to face its commitments.

The Economic Counsellor at the Russian Mission to the EC stressed that the figures that will be published in the coming weeks for 2008 and early 2009 will prove that the Federation is resisting satisfactorily to the crisis and that the Russian Government is following the situation very closely and is taking the necessary measures. The Government has identified the problems and will not hesitate to support sectors and companies whenever it judges that public action should complete private efforts.

The lawyers who have been invited for commenting the fiscal aspects of the crisis, confirmed that, although details have not been totally worked out, one may say that, based on what is known about the positions of both governments, finally the longlasting negotiations have been leading to an agreement on the principles to be laid down.

The treaty about avoidance of double taxation should be finalized at the latest early 2010.

Belgians should bear in mind that if worst comes to worst, compliance with the Belgian requirements for writing off assets, is of the essence for limiting the negative effect of the loss.

The last speaker was Mr Harald Stoffaneller, Paris based director of the leading foreign bank in Russia, the Austrian RZB Bank. He confirmed what was said by the previous speakers by commenting a case that is probably quite representative for what is happening in the market.



The volumes of the credits are shrinking as banks become much more cautious, rollover at maturity is not at all automatic anymore, the margins to cover the risk on top of the funding cost are rising and more and more collateral has to be constituted.

During the Q and A time it became clear that most people in the audience shared the analysis of the speakers although the feeling seemed to be that not enough attention had been paid to the opportunities offered by the crisis.

Entering the Russian market became a lot cheaper, rents are going down, prices of construction materials are lower, labour force is better available and less expensive, inflation should be under control and global local consumption is expected to grow, whereby however cheaper products may be privileged.

The walking lunch offered the participants the chance to have a direct contact with the speakers and to exchange views and experiences.

Our chamber express his sincere thanks to the speakers for their highly-valued lectures and to the participants for their continuing interest in the chamber's activities and their constructive contributions.

Paul Scheynen, VP, Treasurer



Alexandre Podsevalov



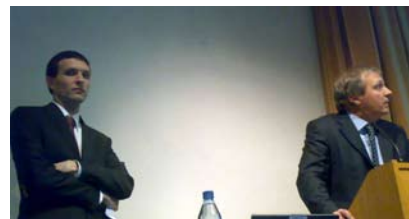
Ben Deboeck



Cyril Pineau-Valencienne



Harald Stoffaneller



Kurt Demeyere & Benoît Malvaux



2009, SEPTEMBER, 27 - OCTOBER, 2 **BELGIAN-LUXEMBOURG ECONOMIC MISSION "SARATOV - VOLGOGRAD"**

Our Chamber gives you now the opportunity to establish or deepen relations with Russian Authorities and Enterprises :

Meetings with Regional Authorities & Officials, with the members of the local Chambers of Commerce (1.900 members) and representatives from the industrial sectors of interest to their Belgian counterparts will be arranged. A particular attention is given to business to business contacts, with visits to industrial sites meeting your requirements. Some cultural and tourist activities are also foreseen.

We focus, but not exclusively, on Belgian and Luxembourg participants interested mainly in Technology for: **Agro business (including equipment and engineering), food transformation industry, petrochemicals, oil and gas equipment, construction and building materials, bio technology, automobile equipment, metal and machine building industry, special building materials, pharmaceutical products, industrial equipment (for mines and carreers, for the building materials industry , for the steel industry, for transport and logistics, e. g.), especially high-tech. Potential innovative investments or joint ventures will be proposed during the mission.**

The number of available places is limited to 25 peoples. Please register your participation to this economic mission **for the 4th of September, 2009** at the latest by sending us the attached participation commitment, duly fulfilled and signed. Your early expression of interest and specific wishes are kindly requested **by August 15, (in Russian language if possible).** **Do not forget to prepare your documentation in russian (see incentives below).** **The total payment making reservation has to be paid on CCBLR account for September 4, at the latest, as we will have to ensure different reservations.**

Financial incentives to such a mission are proposed by Fit Agency, Awex and Brussels Export, who can support your commercial endeavours for prospection abroad, namely for example those you would make at the occasion of the current initiative, as far as eligibility conditions are respected and your file analysis proves sufficient possible economic opportunities. More information on this subject and the delays for introducing the files (generally 10 days) can be obtained from your Regional agency.

Programme:

Organized by the Belgian Luxembourg Chamber of Commerce for Russia and Belarus, with the presence of Belgian and Luxembourg (tbc) ambassadors. With the support of the Belgian Ministry of Foreign Affaires, the Government of Saratov Region (Ministry for Investment Policy and Ministry of Culture), the Administration of Volgograd Region, the International Cooperation office of Volgograd region, the Agency of investments and development of Volgograd Region the Chambers of Commerce and Industry of Saratov and Volgograd, the Belgian Army Museum, the panoramic museum of Volgograd, the open-air military museum of Saratov and with financing possibilities by the Belgian Regions.

The mission has been fixed in September- October: Departure on 27th, stay on 28th & 29th in SARATOV, The 30nd on the road to Volgograd, 1st and 2nd in VOLGOGRAD.

In order to finalise Business to Business contacts with Russian potential partners, your early expression of interest and specific wishes are kindly requested and the final confirmation (payment) by September, 4. Please also send us documentation in Russian language on your company. Do not forget that you can get some financial support from your Region for translation expenses, document printing in Russian, etc.

In addition to B2B meetings, the Chamber has yet organized meetings and cocktails with Vice Governors, Ministries and Chambers of Commerce and Industry. The attendances to the mission of a Belgian minister and both the Belgian and Luxembourg ambassadors are foreseen.

The Chamber believes with a strong conviction that there are enormous possibilities for the Belgian & Luxembourg companies to develop profitable business in the selected area.

Note: The effective organisation and prices of this mission is subject to a minimum number of 15 participants. However, we have already received a good number of preliminary marks of interest.



Programmed schedule of the Belgian & Luxembourg mission 2009:

Sunday, September 27th,

- 8:30 Check-in at Brussels National
- 9:40 Departure from Brussels-National, Brussels Airlines flight to Moscow
- 15:25 Arrival at Moscow (Domodedovo airport)
- 17:30 Information and briefing with the participants coming directly from Moscow
- 18:30 Check-in
- 20:30 Departure with flight Saravia 6w-761
- 22:05 Arrival in Saratov. Transfer to **hotel ZHEMCHUZHINA******, Sobornaja pl., 2, ph +7(8452) 33-9777, fax +7(8452) 33-9796 www.pearl.hotelslovakia.ru

Monday, September 28th,

- 8h-9h Briefing during breakfast
- 9h-12h Reception by the Saratov authorities, and the Chamber of Commerce and Industry..
- 12:00 Lunch
- 13h30-17h30 Individual contacts with the Russian enterprises.
- 19:30 VIP Cocktail and walking lunch offered by CCBLR. The Belgian companies are the possibility to invite some Russian companies (free of fees)

Tuesday, September 29th,

- 9-12 a.m. and 13:30 - 16:00 Individual contacts with the Russian enterprises and visits of the companies from the economic sector you will have chosen.
- 16:30 Cultural programme, visit of the Belgian Exhibition* in the Open-air Military Museum (Park of Victory)(with the support of the Belgian Army Museum and the Belgian Ministry of Defence), Round trip through the city for those who wish.
- 18:30 Evening: free

Wednesday, September 30th,

- 8:30 Departure by Bus ("West European standard" with airco, etc...) to Volgograd
- Near 13:00 Installation at **Intourist Hotel Volgograd ***** 14, Mira Ulitsa Tel:+7 8442337713
- 14:30 After the lunch, Welcome word of the Chamber of Commerce and Industry of Volgograd.
- 15:00 Visit of Mamaev Kurgan (build in memory of the Battle for Stalingrad, now Volgograd and dominant height overlooking the city)
- 17:30 Visit of the City
- 19:00 Free time

Thursday, October 1st,

- 9:00 Registration for meeting B2B in the hall of Hotel Intourist).
- 9:30 Reception by the Volgograd Region authorities (Ministry of Economy, Trade and Investment) and the President of the Volgograd CCI ,short individual presentation of each Russian and Belgian companies.
- 10:30 Coffee break
- 10:45 Individual contacts with the Russian enterprises and factories (With the assistance of our Chamber and translators)
- 13:30 to 14:30 Business lunch
- 14:30-16:00 Presentation of the Volgograd Region by the Authorities (economy, industries, projects, incentives...)
- 16:00 Meeting with the press
- 17:00 Inauguration of the Belgian Exhibition in the Volgograd State panoramic museum "**Stalingrad Battle**".
- 19.30-22:00 Ship Cruising on the Volga River (Cocktail and walking dinner for all Belgian and Russian participants)

Friday, October 2nd,

- 8:00 Breakfast
- 9:00-13:00 Visits of the companies, potential partners and factories
- 13:00 Typical Russian lunch
- 14:30 Departure for Volgograd Airport
- 17:10 Departure by flight Aeroflot Airlines to Moscow (Sheremetevo airport)
- 18:55 Arrival in Moscow. Immediate registering of the luggage
- 21:10 Departure Aeroflot, Boeing flight to Brussels
- 17:30 Arrival at Brussels National



Dear Sir, dear Madam,

We look forward to your presence at this mission and we remain,

Yours truly,

Arkady Arianoff
General Manager

Daniel Stevens
Vice president

INFORMATION ON REGIONS VISITED



Saratov Region is part of the Volga economic district and is in third place within it in the scale of industrial development. Engineering and the chemical, oil refining, and food industries account for the largest share of production.

The largest companies in Saratov Region are the Balakovo Nuclear Power Plant (Balakovskaya AES), the Saratov Aircraft Plant (Saratovskiy aviazavod; produces Yak airplanes), and the Khimvolokno Production Association (PO Khimvolokno). The Volsk-16 chemical warfare test range, a major air base (Engels), and part of the Kapustin Yar test range are located in the region.

In the area of agriculture, the main crops are wheat, rye, corn, millet, barley, sugar beets, sunflowers, mustard, flax, and vegetables and cattle, pigs, sheep, and poultry are raised.

The region's leading **engineering companies** are located in the cities of Engels and Saratov. Their main products include machine tools, trolleybuses, farm machinery, bearings, diesel engines, and refrigerators.

The chemical and petrochemical industries are concentrated in Balakovo, Saratov, and Engels. They produce chemical and other fibers, general rubber goods, and mineral and phosphate fertilizers. The building material industry produces bricks, stone, and building blocks.

AO Saratovneftegaz explores for and produces **oil and gas** from the region's fields. Companies like AO Kreking, which produces refined oil, fuel oil, and bitumen for regional needs, is representative of the fuel industry.

Along with the Balakovo **Nuclear Power Plant**, the regional power base also includes the Saratov **Hydroelectric Power Plant** (Saratovskaya GES) on the Volga River. The parent company is OAO Saratovenergo.

The electronics and instrument-making industries are characterized by a high concentration of original technologies and specialists skilled in high-end production. These enterprises have associated research institutes and experimental design offices that work on high-level scientific developments.

The food industry of Saratov Region is the third largest in the Volga region. The meat and dairy industries have more than a 50% share in total output, and flour and cereal production accounts for the rest.

Companies such as Alternativa (batik-style silk goods) and the Dinamo sportswear factory (a wide range of cotton and synthetic goods) represent **light industry**. Saratov Region is Russia's largest producer of silk fabrics.

There are nearly **100 joint ventures with foreign companies** registered in the region. Foreign participants include companies from the United States, Austria, Bulgaria, Hungary, Germany, Great Britain, Italy, Spain, India, Switzerland, Serbia and Montenegro, China, France, Poland, Greece, Canada, Israel, and Guinea-Bissau.

Saratov Region's primary exports are raw materials and chemical and petrochemical products, mainly to the Netherlands, Switzerland, Turkey, and the United States. The region imports mainly high-tech instruments, medical equipment, plastics and plastic goods, pipe, inorganic chemical products, corn, grain, and clothing.

Official Site of the Administration of Saratov Region: <http://www.gov.saratov.ru>

TENDERS: <http://www.saratovnedra.ru>



Volgograd Region is an industrial centre of southern Russia and is a member of the Volga economic district. The region's main industrial sectors are engineering and metalworking (tractors, ships, tower cranes, and bearings; equipment for the oil, electronics, and food industries; and drilling, warehouse transport, medical, and store equipment), fuel (oil and gas production), oil refining, chemicals and petrochemicals (including production of caustic soda and chemical fibers), and ferrous and nonferrous metallurgy.

The building material, textile, woodworking, and food industries are also well developed in the region. The main types of industrial goods produced in Volgograd Region are steel pipe (148 000 tons), cement (1 270 000 tons), tractors (3575 units), roofing slate (224 million standard tiles), ceramic facing tiles (1 895 000 m²), meat and meat bird products (42 600 tons), whole milk products (59 700 tons in terms of milk), and vegetable oil (47 200 tons). The leading sectors of the industrial complex are chemicals and petrochemicals, power, engineering, fuel and food. Other smaller sectors include ferrous and nonferrous metallurgy; forestry, woodworking, and pulp and paper; building materials; and light industry. For the past two years, the production volume index for the city of Volgograd has been higher than in the region as a whole.

Despite this, Volgograd's industrial profile is undergoing significant changes, with ferrous and nonferrous metallurgy becoming increasingly important. More than 400 large and medium industrial plants with an annual output of more than 18 trillion rubles operate in Volgograd Region. The power, chemical and petrochemical, and engineering and metalworking industries account for 15-16% of total output; the food and fuel industries and ferrous metallurgy, for 9-12%; and the building material industry, ferrous metallurgy, light industry, and other sectors, for 6%.

Agriculture is well developed in the region, with 27 state companies, 150 joint-stock companies, 67 partnerships, 50 production cooperatives, and 12 900 farms currently in operation. The main agricultural products are wheat, sunflowers, mustard, potatoes, vegetables, melons, eggs, meat, milk, and wool.

More than 250 active joint ventures and foreign companies are registered in Volgograd Region. Companies with foreign investments are mainly involved in ferrous and nonferrous metallurgy, furniture manufacturing, lumber production, clothing, construction, and scientific research. Joint ventures provide various services, such as transportation, automotive maintenance, money transfers, etc. The region exports tractors and engines, steel pipe and cable, drilling rigs and oil production equipment, fishing boats, bearings, petroleum products, and cotton fabrics to Russian and foreign markets. Companies in the chemical and petrochemical industries supply car tires, petroleum products, synthetic resins, plastics, fibers and thread, and caustic soda among other products. The largest industrial facilities in the region include the following: Volgograd Cannery Shop No. 23 (Volgogradsky konservny tsekh No. 23), a commercial production firm which in five years has been transformed from a small shop for canning meat in glass bottles into a large meat-processing plant,

- AOOT Volgograd Tractor Plant (VgTZ), -OAO Red October Metallurgical Plant (Volgogradsky metallurgichesky zavod Krasny Oktyabr), - OAO Volzhsky Pipe Plant (VTZ),
- AO Mikhailovsky Engineering Works (Mikhailovsky mashinostroitelny zavod),
- AO Lukoil-Lower Volga Oil Company (Lukoil-Nizhnevolzhskneft), -AO Lukoil-Volgograd Oil Refinery (Lukoil-Volgogradneftepererabotka), -OAO Volzhsky Chemical Fiber Plant (Volzhskoe khimvolokno), -OAO Volzhsky Orgsintez, -AOZT Volzhskrezinotekhnika, -AO Kaustik - OAO Khimprom,
- TOO Kamyshin Cotton Mill (Kamyshinsky khlopchatobumazhny kombinat im. A.N. Kosygina)

However, the situation in the region's industry is not entirely cloudless, since many companies are operating at a loss. The products of most companies cannot compete with the products of foreign manufacturers in structural perfection, quality, design, and operating and environmental characteristics. Furthermore, the government does not protect domestic producers from imports.

Official site of the Administration of Volgograd Region: <http://www.volganet.ru>



Registration:

Yes, I will participate at the mission Volga District in SEPTEMBER-OCTOBER 2009

Company :

Address :

Name and first name :

Fonction :

Phone number :

Mobile :

E-mail :

Website :

Activity :

I pay my participation of Euros on the CCBLR account **210-0559990-61**
IBAN :BE622100559990-61 - BIC : GEBABEBB

- The cost of € 1.950 or **€ 1.700 for our members** is to be paid on CCBLR account.

Included: air-conditioned bus Saratov-Volgograd, the transfers to the factories, hotels and airport, the hotel rooms (5 nights, breakfast included), the receptions, 2 lunches and cocktails, the excursions, the meetings, support, translators, badges, press, preparation of the mission, Collaboration of CCI Saratov and Volgograd.

Not Included: The aircraft tickets Brussels-Moscow-Saratov and Volgograd-Moscow-Brussels (assessed price **1.100 €** (tbc), taxes and handling fee included) has to be ordered and paid directly to the travel agency of your choose, or via online ticket. We suggest our members:

- RTA (Russian Travel Agency) 1000 Brussels, tel: 02 502 44 40, <http://rta-eastwest.be> - email: rta.info@skynet.be

- Day One Travel bvba 9150 Kruibeke Tel. +32 (0)3 296.61.39, <http://www.dayonettravel.be> - email: arlene@dayonettravel.be

The other lunches, dinners and costs for the visa are not included. If needed, the visa formalities can be made either directly with the consulate, or with the assistance of RTA (with which our members enjoy a special price, please refer to our Chamber).



NEWS FROM RUSSIA

* Strategic companies backed by state

Over RUB 2 trillion (approx. \$58bn) has been allocated to Russia's strategic companies in the form of loans, First Deputy Prime Minister Igor Shuvalov said at a meeting with Russian President Dmitry Medvedev on Monday, Vesti TV channel reported. He noted that the loans were provided through banks such as Sberbank, VTB and Vnesheconombank.

As of March 10, 2009, Sberbank issued over RUB 1.599 trillion (approx. \$46.4bn) worth of loans to strategic companies, VTB provided RUB 530 billion (approx. \$15.4bn), and Vnesheconombank more than RUB 500 billion (approx. \$14.5bn).

Of the total amount, RUB 47 billion (approx. \$1.4bn) was allocated to support the defense industry, and RUB 217 billion (approx. \$6.3bn) was issued to Russia's 32 largest agricultural companies on the government's list of strategic companies, while on the whole these companies estimate their needs for 2009 at approx. RUB 600 billion (approx. \$17.4bn). According to Shuvalov, the loans are being issued on very tough terms and at very high interest rates.

Medvedev expressed hope that banks would provide loans on better terms for borrowers. He also urged a speedy signing of state defense contracts, noting that loans were much too costly for the defense sector companies, and they must be replaced with government financing based on state defense orders.

Shuvalov said that the government would meet later this week to discuss the system of state contracts that take into account the latest amendments to the 2009 budget. *RBC*

* Top 100 banks saved from bankruptcy

Since October 1, 2008, Russian banks have repaid \$50 billion worth of loan payments, Finance Minister Alexei Kudrin said at a banking conference in Moscow.

"Russia's top 100 banks have been saved from bankruptcy," he stated. Describing the overall situation in the country's banking sector, Kudrin said it had stabilized thanks to the Central Bank's efforts. To illustrate his statement, he cited Russia's international assets and liabilities of approx. \$147 billion and \$150 billion, respectively. The fact that the figures have come so close to each other is a sign of stabilization, according to the minister.

Vnesheconombank chairman Vladimir Dmitriyev informed the conference members that his bank was prepared to provide an additional RUB 50 billion to RUB 60 billion (approx. \$1.5bn to \$1.8bn) in subordinated loans to Russian banks. Vnesheconombank has issued RUB 257 billion (approx. \$7.6bn) in subordinated loans, which are provided on terms of co-financing by shareholders and on the condition that the funds will be lent to real sector companies.

The Finance Ministry and the Central Bank do not see any point in creating a fund of bad assets, Kudrin said. "We have taken a cautious stand, watching developments on international markets," he explained.

Europe and the United States adopted two different approaches: the U.S. has to set up a fund for problem assets, but in Europe an individual approach is applied to each bank, according to Kudrin.

"The problem of buying bad assets is the problem of the price for bad assets," he said. At this point, the Central Bank and the Finance Ministry see no need for such a fund, preferring instead an individual approach to each bank.

* Half of Russian cities hit hard by crisis

At least 50 percent of Russian cities have suffered severely from the global economic downturn, Regional Development Minister Viktor Basargin told State Duma deputies. At the same time, the situation remains stable in 10 percent of the cities.

"In some municipalities, the real sector and the social sphere have certainly been affected by the crisis, but it cannot lead to irreversible consequences," he said, noting that roughly 40 percent of municipalities were in this situation.

Approximately 56 percent of Russians reported a decrease in their incomes over the past month, as an opinion survey by the Russian Public Opinion Research Center (VCIOM) shows.



Thirty-nine percent said their incomes were unchanged, and 2 percent even saw their incomes rising despite the crisis.

Savings have been affected, too, with only 6 percent saying they had savings, down from 15 percent a year ago. The number of those reporting a decrease in savings rose from 18 percent in 2008 to 29 percent in 2009. Seventy-two percent said they were not saving at all, up from 68 percent last year. Most of these respondents were people with not even enough money for food (92 percent). Twenty-three percent said they were saving, down from 26 percent a year earlier. Most of these were members of the middle class (46 percent).

The percentage of Russians living below the poverty line – those with not even enough cash to buy food – climbed from 8 percent in February 2008 to 14 percent in February 2009. The number of the poor – those who have enough cash for food but not clothes – increased from 28 to 32 percent. At the same time, the percentage of those with enough cash for food and clothes but not for durable goods shrank from 46 to 39 percent.

* Ruble to remain stable, official says

The upper end of the ruble's trading band against the euro/dollar basket will not be changed, First Deputy Prime Minister Igor Shuvalov said at the Council of Lawmakers meeting.

"There are no reasons for this policy to be changed by anyone," he maintained. Shuvalov also pointed out that the Central Bank's method of gradual ruble devaluation by expanding its trading band was absolutely correct and very professional. Central Bank officials, with whom he met shortly before the meeting, assured him that there were no grounds for changing the established limits.

Meanwhile, speaking in Vienna yesterday, Central Bank Chairman Sergei Ignatyev came out against currency controls, noting that such measures could even have an adverse effect. He expressed hope that his colleagues both in the Central Bank and government shared his position.

According to Ignatyev, Russia's forex market has stabilized, and the Central Bank's interference is no longer needed. "The ruble's exchange rate stabilized back in early February, and we have been carrying almost no interventions for more than a month already. The market is currently balanced, and the ruble has even been strengthening over the past few days," he said, noting that the Central Bank was easily complying with its obligation to keep the ruble within RUB 41 against the bi-currency basket.

On January 23, 2009, the Central Bank set the upper end of the ruble's trading band against the euro-dollar basket at RUB 41. The official ruble/euro exchange rate set by the Central Bank for March 14-16 is 44.9258 RUB/EUR, and the ruble/dollar rate is 34.8316 RUB/USD. Thus, the bi-currency basket is currently worth RUB 39.374.

A new anti-crisis plan will be presented at a government meeting on March 19, according to Shuvalov. "The document is ready, we are finalizing it, and it will be presented soon," he said.

The new anti-crisis plan, which will supplement the 2009 budget, will be discussed publicly, involving public organizations and experts. "We will try to be fast and do it within the next few weeks," Shuvalov added. He also said that the government would consider amendments to the 2009 federal budget next week.

In total, the anti-crisis measures taken by the government and the Central Bank will reach 12 percent of GDP, Prime Minister Vladimir Putin announced yesterday. He said Russia has adopted one of the biggest anti-crisis programs in the world. "The government's measures alone are estimated at 4.5 percent of GDP, and together with the Central Bank's efforts it will be 12 percent of GDP," Putin explained. At the same time, he reiterated the government's commitment to its social obligations even despite the crisis. *RBC*

* World Bank predicts 4.5% decline in Russia's GDP in 2009

Russia's gross domestic product (GDP) may decline by 4.5% this year, the World Bank said in a revised report published on Monday 30 March.

"With a much worse global financial outlook and oil prices in the \$45 a barrel range, Russia's economy is likely to contract by 4.5% in 2009, with further downside risks," the World Bank said in its Russian Economic Report.

The Bank's previous estimate, released in November last year, predicted 3% growth in Russia in 2009.

Russia's GDP grew 5.6%, year-on-year, in 2008, the country's top statistics body said in February.

Most of the global economic crisis's adverse effect on Russia is expected to be concentrated in the first two quarters of 2009, the



World Bank said in its report.

"As the crisis continues to spread to the real economy around the world, initial expectations that Russia and other countries will recover fast are no longer likely," the report said.

According to the report, the current crisis in Russia is likely to be deeper in terms of growth deceleration and longer than the 1998 turmoil.

However, "Russia's sound management of public finances and large fiscal and reserve buffers provide important cushion," the report said. *Ria Novosti*

* Global financial crisis not yet peaked in Russia - aide

Russia has not yet seen the peak of the global financial crisis, although the most acute period has passed, a presidential economic aide said on Saturday 28 March.

Arkady Dvorkovich told journalists, "I agree with the assessment made by Ulyukaev [first deputy chairman of Russia's Central Bank] that the worst of the crisis is over, but it does not mean that we have reached the bottom."

He also said that the restructuring of debt held by Russian banks and companies could be completed by the middle of summer or towards the coming fall.

"Nothing is preventing the final process of restructuring process finally from being completed towards the middle of summer, but the fall is a more realistic time," Dvorkovich said, adding that this would be an indication that the crisis had hit its peak.

* German firms to invest \$12 billion in Russia in 2009 - Prikhodko

Germany intends to invest about 9 billion euros (\$12 billion) in projects in Russia in 2009, a Russian presidential aide said Saturday shortly before the president's visit to Berlin. Germany is a leader in terms of the volume of **foreign investment in Russia (See below please)**. The flow of German investment into the Russian economy last year doubled compared with 2007 to \$10.7 billion.

"In 2009, German companies plan to implement investment programs in Russia to a total of around 9 billion euros. The participants in the new projects include such 'heavyweights' in the German economy like Siemens AG, Daimler AG," Sergei Prikhodko told journalists prior to the G20 summit, due in London next week.

He said in 2008 the high dynamics of trade turnover had been maintained, with turnover reaching the \$67.2 billion mark, up 25.2%.

Experts say that the global financial crisis could see German-Russia trade growth in 2009 slowing slightly as the downturn takes hold. *Ria Novosti*

* X-Press Container Line discontinues its feeder service to Saint Petersburg

Feeder operator X-Press Container Line is hard hit by the crisis. Due to the decreasing traffic, the shipping company has discontinued its services from Zeebrugge to Saint Petersburg. Feeder services entirely depend on cargo brought in by large deep-sea ships and are therefore particularly vulnerable to the effects of the current crisis.

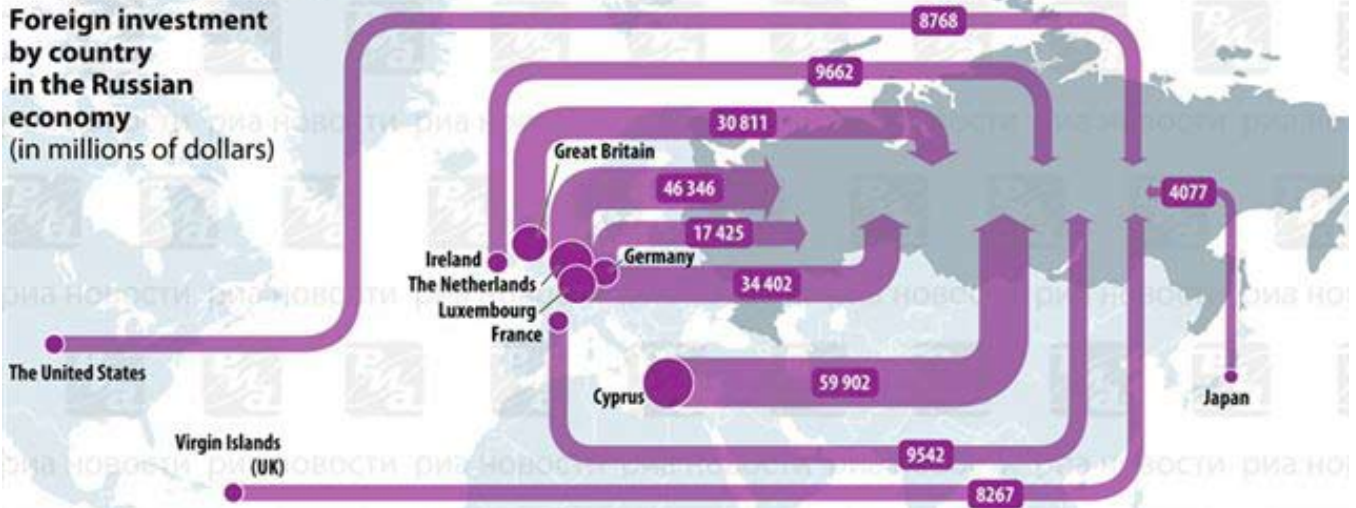
Line agent Best & Osterrieth is hoping that the X-Press Container Line will again call at Zeebrugge once the economy catches up. From the Herfurth Group, to which Best & Osterrieth belongs, currently only a single feeder service leaves the port of Zeebrugge, namely the weekly Feederlink service to Immingham in the UK. The shipping agent for this service is Herfurth & Co. +32 50 59 05 50 www.sdsbo.com



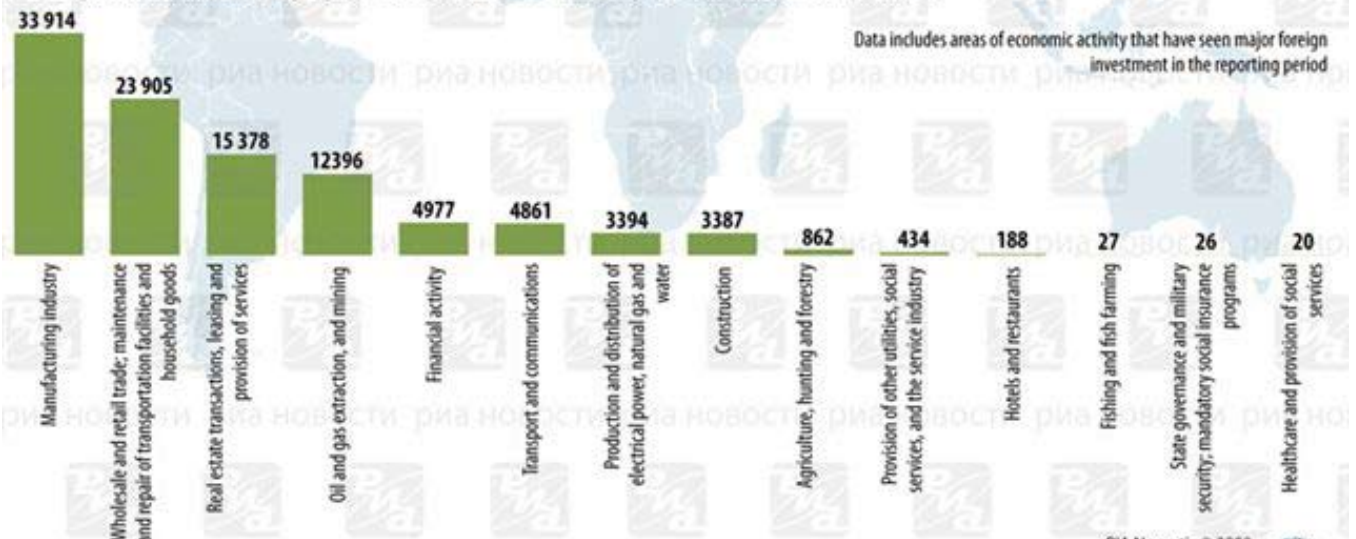
Foreign Investment in Russia's Economy in 2008

In 2008, foreign capital in the Russian economy totaled more than \$264 billion, including more than \$103 billion in foreign investment

Foreign investment by country in the Russian economy
(in millions of dollars)



Foreign investment by type of economic activity (in millions of dollars)



Source: Federal Statistics Service

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NEWS FROM BELARUS

* 42 projects to be financed from Union State budget in 2009

Forty-two projects will be financed from the Union State budget in 2009, Deputy State Secretary of the Union State Sergei Shukhno told mass media on March 26, BelTA informs.

The projects will cover various areas, from agriculture and industry to hydrometeorology. Sergei Shukhno emphasized the significance of Union State projects in the area of high technologies: space, super-computer development, nanotechnologies and a project concerning general medicine with the use of stem cells. "The Union State should develop a common scientific potential," the Deputy State Secretary believes.

As for the measures to counter the consequences of the global crisis, Sergei Shukhno reminded reporters about the plan of anticrisis measures adopted by the Supreme State Council that rules out protectionism. "The major goal of the Union State is the development of the united economic area," the Deputy State Secretary said.

Sergei Shukhno has also stressed that the formation of the Customs Union is underway. The two sides have recently signed a plan of action in the customs area according to which many points of the customs clearance were shifted from the internal borders of Belarus and Russia to the Union State border.

* Foreign investors to implement 114 projects in Belarus worth \$19 billion

Foreign investors intend to implement 114 investment projects in Belarus, BelTA learnt from the press service of the Belarusian Economy Ministry.

The Belarusian head of government affirmed a schedule to consider investment proposals. The approved proposals will be implemented which will result in the inflow of more than \$19 billion of foreign investment in the country. The ministry officials did not specify which projects will be implemented and within what time framework. They pointed out that the investment proposals the Belarusian side received cover almost all economic fields: industry, power engineering, construction, and transport.

A list of investment projects which implementation is scheduled for 2009 has already been adopted. It encompasses 128 investment projects worth \$2.1 billion. The most ambitious projects include the reconstruction of three cement plants (\$148 million worth of foreign investments are to be raised for that purpose in 2009), establishment of float-glass production at Gomelsteklo (\$65.1 million), reconstruction of Minsk CHP plant No. 2 equipped with advanced steam-gas power unit (\$28.1 million), reconstruction of Minsk CHP plant No. 5 (\$141.7 million).

Apart from that, with a view to raising foreign investments Decree No. 2031 was adopted by the Council of Ministers at the end of 2008. This decree approves a list of 115 investment projects that are to be implemented, including those that involve foreign investment.

The Economy Ministry reminded that according to Decree No. 458 of August 29, 2008, the capital investment is to grow 23-25% in 2009. The government set an objective to raise Br49.5 trillion worth of capital investment in the Belarusian economy in 2009. The amount of foreign investment to be attracted is \$3.3 billion, including \$1.5 billion of direct investment. The loans that will be provided by Belarusian banks for the productive sector are to amount to Br9.1 trillion.

The list of the most important investment projects which are to be carried out in 2009 includes 81 projects worth Br3.1 trillion. Experts have established the performance indicators of the investments in the fixed assets.

According to the Belarusian National Statistics Committee, in 2008 Belarus received \$6.526 billion of foreign investments. Some 59.1% of them are foreign investments from legal persons without departmental affiliation (\$3.853 billion). In 2008, the direct foreign investments made up \$2.279 billion (34.9% of the total foreign investments), up 74% as against 2007. Other foreign investments exceeded \$4.244 billion, up 3.4% as against 2007. The indirect foreign investments made up \$1.7 billion.

In 2008, the Belarusian National Statistics Committee registered the dynamics of investment inflow from Russia (\$2.167 billion, or up 19% as against 2007), Switzerland (\$1.225 billion or up 100%), Austria (\$945.6 million or up 59%), Cyprus (\$555.7 million or up 47%). At the same time, the British investments dropped by 17% (\$713.8 million), the German investments – by 62% (\$116.8 million).



* Transport and logistics centre to be set up in Grodno by 2012

A transport and logistics centre will be set up in Grodno by 2012. The project will be implemented by the Grodnoinvest Free Economic Zone. The Westnamus-Logistic foreign company, which will invest in construction of the centre, is expected to get registered with the zone shortly, BelTA learnt from Alexander Ponomorev, head of the FEZ Administration.

The transport and logistics centre will be set up in line with the government concept of the national transport and logistics system development. The centre will be located in the Grodno industrial area Auls. It will occupy 14.3 hectares. The centre will provide services dealing with the stockholding, customs clearance, forwarding. In the future, the centre will have safekeeping warehouses that will help the region settle the problem of intermediate warehousing. Railway cargoes going from Europe to Russia, Kazakhstan and other countries and vice versa will be re-loaded in Grodno from narrow (European) gauge to wide gauge and otherwise.

The Grodno transport and logistics centre will employ robotics technology and other equipment. Apart from transport terminals and warehouses, the centre will have auto services, a filling station, a motel and other facilities for drivers.

* German investors invited to partake in mechanical engineering projects in Belarus

First Vice Premier of Belarus Vladimir Semashko has invited German investors to partake in mechanical engineering projects in Belarus. Vladimir Semashko made the relevant statement when he met with Thomas Jurk, Vice Premier, Minister for Economy and Labour of the federal land Saxony (Germany), in Minsk on March 27.

Vladimir Semashko handed over a file with projects that German investors may partake in. "Here are projects for any taste and budget," he added. The list includes the production of tractor generators in Borisov, BelAZ retooling (\$180 million), production of caterpillar tractors Belarus.

In addition, Belarus is interested in inviting foreign investors to build a modern exhibition and trade centre in Minsk.

At present relations between Belarus and Germany are on the rise. Belarus is interested in cooperation with Germany. "I think it is our mutual interest," Vladimir Semashko is convinced.

Since 2004 Belarus-Germany has increased by 280%. The two countries have the common goal of continuing to increase the figure.

Vladimir Semashko cited positive example of the credit and investment cooperation between Belarus and Germany. He mentioned the establishment of a juice and baby food enterprise in the town of Vysokoye, Brest oblast.

The First Vice Premier said he was confident the first official visit of the Saxon delegation to Belarus will boost the future development of the trade and economic relations. "We are dreaming about Belarusian buses used in Leipzig", said Vladimir Semashko and asked the German side to support the project. Machine building can become a priority branch of the economic cooperation between Belarus and Germany, the First Vice Premier said. The sides can develop cooperation in the areas of chemistry, petrochemistry, information technologies, science and education. Belarus is interested in making parts for German companies. "It will enable us to use the capacities of our enterprises in full and will give you an opportunity to purchase high-quality and reasonably-priced products," Vladimir Semashko underlined.

He said that Belarus is actively renewing its key assets. With this in mind the country is taking steps to raise investments and is interested in the German capital.

Vice Premier, Minister for Economy and Labour of the federal land Saxony (Germany) Thomas Jurk said he was satisfied with the results of the visit. He remarked that many companies which heads came to Belarus with the delegation cooperate with Belarusian companies. They had visited BelAZ, MAZ, and MTZ. "We saw how Belarusian companies are overcoming the consequences of the global crisis and are trying to establish the foundation which will enable them to emerge from the crisis even stronger than before," Thomas Jurk noted. He added that German import to Belarus is mainly made up of Saxony products. The German side is interested in the dynamic development of the bilateral trade with Belarus, he underlined.

In 2008 Germany was Belarus' fourth largest trade and economic partner following Russia, the Netherlands and Ukraine. In 2008 the bilateral trade rose 24.2% to reach \$3.6 billion. Belarus' export went up by 11.1% to \$812.4 million while the import rose by 28.6% to \$2.8 billion. The trade deficit totalled \$2 billion. In particular, in 2008 supplies from Saxony increased by 160% in comparison with 2007 — from €5 million to €16 million. Belarus moved from the 50th to the 38th position on Saxony's foreign trade partners list.



Belarus' major exports are semi-finished products made of ferrous metals (9.7% of the export to Saxony), machinery construction products (5.2%), tractors (4.9%), chemical products (3.5%), tinned vegetables (3.3%). Belarus imports machinery construction products (19.5%), machine-tool equipment (6.6%), automobile parts (5.4%), bearings and gears (4.3%).

In January 2009 export to Germany rose by 13.7% over January 2008 to \$49.5 million, with import down by 4.6% to \$121.6 million. Germany is Belarus' main supplier of high-technology equipment, which is used in modernisation of production facilities of Belarusian companies.

Credit and investment cooperation plays an important role in the Belarusian-German relations. Since 1992 Germany has extended more than \$550 million in loans to Belarusian companies. In 2008 Belarus attracted \$116.8 million of German investments, including \$93.7 million of direct investment (up 3.3 times).

There are 338 companies in Belarus with German capital including 189 joint ventures and 149 foreign companies. There are 76 offices of German firms. The biggest ones are BASF AG, Lufthansa, Bayer AG, Siemens AG, Autorann, German Economy Office, and Fresenius.

Six Belarusian companies have offices in Germany. These are Minsk Tractor Works (Belimpex Handels GmbH in Leipzig), Belarusian Steel Works (Belastahl Aussenhandel GmbH in Berlin), Belmagistralavtotrans (Belmagistralavtotrans Spedition GmbH in Alzey), the national air company Belavia (Frankfurt am Main), the Belarusian Chamber of Commerce and Industry (Leipzig), Belneftekhim Concern, and Belarusbank (Frankfurt am Main). *Belta*

* Union State diesel automobile engineering programme successful

The implementation of the Union State programme "Diesel automobile engineering development till 2008" has been successfully completed, head of the Belarusian representative office of BelRusAvto company Mikhail Shalimo told BelTA.

A report on the programme's implementation is supposed to be discussed at a regular session of the Council of Ministers of the Union State of Belarus and Russia.

The Union State diesel automobile engineering programme was launched in 2005. It has accomplished its goals. Euro-3 compliant engines and automobiles have been designed, with their batch production launched. Preparations for switching to manufacturing Euro-4 engines and automobiles as from January 1, 2010 have been made.

During the programme implementation in 2005-2007 instruments were designed and the production capacity was created to enable Belarusian and Russian companies to batch produce Ecological Class 3 automobiles as from January 1, 2008, the date specified by a relevant technical regulation.

Headquartered in Moscow, the Central Company of the Interstate Financial Industrial Group BelRusAvto was the main designer and the executor as well as the connecting link in the programme implementation. A representative office of BelRusAvto has been working in Belarus since 2004.

The main Belarusian participants of the programme were MAZ, Minsk Engine Plant, and Minsk Wheel Tractor Plant. The Russian side was represented by KamAZ, Avtodiesel (Yaroslavl Diesel Engine Plant), Yaroslavl Diesel Equipment Plant, Yaroslavl Fuel Equipment Plant, Tutayev Engine Plant, OAO Ural, and other companies.

It was the second diesel automobile engineering development programme. The first one was in effect between 1998 and 2002. It allowed combining efforts of the two countries in order to stabilise the operation of the automobile industry. Facilities were set up to start manufacturing Euro-2 automobiles and engines. The technological advance to achieve Euro-3 was secured.

At present the preparation of proposals for the third diesel automobile engineering development programme is in progress. The programme is supposed to last till 2014.

The new Union State programme will focus on the timely fulfilment of technical regulations by Belarusian and Russian companies for transition to manufacturing Euro-4 and Euro-5 vehicles and components. There are also plans to implement measures aimed at reducing the consumption of oil-based motor fuel, greenhouse gas and pollutant emissions, at increasing the technological level of automobiles.

In order to achieve these goals, the new programme envisages joint science-intensive innovation projects meant to improve technical capabilities of future automobiles. The development and assimilation of hybrid power plants in future vehicles tops



the list of things to do. These technologies allow meeting international ecological and safety requirements, energy and resource-saving requirements thanks to a considerable increase in fuel economy, reduction of harmful emissions and improvement of the safety of the vehicle design. *Belta*

*** Belarus seeks affiliated membership in European standardization bodies**

Belarus would like to get a status of an affiliated member in European standardization bodies, Nikolai Zhagora, director of the Belarusian State Institute of Metrology.

The issue was on the agenda of the first round of consultations between Belarus and the European Commission on technical regulation, standards and assessment of compliance. An agreement was reached to assist Belarus in getting an affiliated member status in the European standardization bodies CEN, CENELEC, ETSI. The affiliated membership will enable Belarus to speed up the work on bringing the state standards in line with European requirements. Belarus will be also able to get familiar with new technical requirements of the European Union in the stage of their development.

CEN is the European Committee for Standardization, CENELEC – the European Committee for Electrotechnical Standardization. ETSI produces globally applicable standards for Information and Communications. Only EU countries can be members of these organisations. Belarus can apply for affiliated membership only. This will also enable Belarus to take part in the work of the technical committees of the European organisations on designing new standards. This will give advantages to Belarusian companies which export products to the EU countries, Nikolai Zhagora said. *Belta*

*** CIS finance ministers to coordinate efforts to counteract global crisis**

The finance ministers of the CIS member states have agreed to coordinate their efforts to counteract the global financial crisis, Russian Vice Premier, Finance Minister Alexei Kudrin told reporters during a session of the heads of the financial departments of the CIS countries in Moscow on March 31.

He noted that the macroeconomic policy, which is carried out by Russia, has influence on the rest of the CIS countries. Many of the states – members of the Commonwealth coordinate their policy with Russia in terms of trade turnover, investments and loans. The CIS member states will take the measures to support the banking system, provide help to the countries with lower incomes, protect their markets, migration policy.

Speaking about the reformation of the international financial architecture, Alexei Kudrin underscored that it is necessary to use the CIS national currencies in mutual payments. It is not only Russian rubles, he noted.

The finance ministers of the CIS member states have approved the proposals which Russia is going to introduce before the G20 Summit in London on April 2.

The next session of the CIS finance ministers is expected to be held in Moscow in September.

*** Lidagroprommash and Mechanical Plant Kalachinsky (Omsk oblast)**

Lidagroprommash and Mechanical Plant Kalachinsky (Omsk oblast) have set up the Omsklidagromash joint venture, Belta learnt from Lidagroprommash deputy director Andrei Zakharchuk. The constituent documents were signed March 12.

The Belarusian side owns a 51% stake in the new venture. Omsklidagromash will mainly be engaged in assembling Belarusian grain combine harvesters. The first ten sets will be shipped to Omsk in April. All in all, the new venture is expected to make 50 vehicles in 2009 and increase the output to 150 by 2011.



**- THE "POUCHKINE 210 ANNIVERSARY GALA EVENING"
AT THE RUSSIAN EMBASSY IN BRUSSELS ON FRIDAY 24/04/2009...**

(*RTA Russian Travel Agency will offer a trip to Moscow)

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Best regards

Alain Caris-Reynders

Directeur RTA – EAST-WEST, Administrateur CCBLR (Chambre de Commerce Belgo-Luxembourgeoise pour la Russie)

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5. Concrete blocks production equipment (Poyatos Export S.A., Spain).
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 - a tank semitrailer;- a loader;
 - 3 forklift trucks Heli CPQD15 (FG 15); - fuel storage tank.
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◆ **EXHIBITIONS/ CONFERENCES :**

- Zakendoen met Oekraïne: de essentie **Gent – donderdag 23 april 2009 – van 15u tot 17u**

Beste ondernemer,

Oekraïne is economisch zonder twijfel één van de meest boeiende landen in Oost Europa, en het alternatief bij uitstek voor landen zoals Hongarije, Tsjechië, Bulgarije en Polen. Oekraïne vormt dé brug tussen Europa en Rusland en is een goedkoop en nabij alternatief voor China.

Enkele cijfers:

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- EU - Oekraïne Free Trade Zone voor import en export van uw goederen
- Gemiddelde groei van het BNP +6%

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We selecteerden hiervoor 3 ondernemingen : Ahlers (logistiek), Sioen Coating (coaten van synthetische weefsels) en Reynaers Aluminium (bouwmaterialen).

**Programma**

- 14u30 Ontvangst
- 15u00 Verwelkoming door Stefan Derluyn, manager Internationaal Ondernemen Voka
- 15u10 Inleiding door Willy De Buck
Directeur Centraal & Oost-Europa/Rusland van het Ministerie van Buitenlandse Zaken
- 15u40 Praktijkgetuigenis van Ahlers door Marc Eekels (verantwoordelijke Oekraïne)
Ahlers is sinds 1999 actief in Oekraïne en opende in 2007 een nieuw logistiek centrum.
- 16u05 Praktijkgetuigenis van Sioen Coating door Jan Mortier (General Manager)
Wereldleider in coaten van synthetische weefsels en via distributeur actief in Oekraïne.
- 16u30 Praktijkgetuigenis van Reynaers door Frank Goudman (Export Manager)
Sinds 1994 actief in Oekraïne en hebben eigen filiaal in Kiev.
- 16u55 Q & A
- 17u00 Netwerkreceptie

Praktisch

- Donderdag 23 april – van 15u tot 17u00 met aansluitend receptie
- Locatie: Vergaderzaal Christelijke Mutualiteit, Lieven Bauwensbuilding (gelijkvloers), Martelaarslaan 17, 9000 Gent
- Kostprijs: Voka-leden € 100 (excl 21%BTW) – Niet-leden € 150 (excl 21%BTW).
- U kan 50% van het inschrijvingsbedrag terugkrijgen via de KMO portefeuille !

Inschrijven

- Kan via de antwoordfax op keerzijde en dit liefst voor 15 april 2009.
- U heeft zich ingeschreven, maar kan er helaas niet bij zijn? In dit geval vragen we u ons ten laatste op vrijdag 17 april te verwittigen via nathalie.vandekerchove@voka.be. Indien wij geen tijdige schriftelijke annulatie ontvangen, zijn wij genoodzaakt het volle bedrag per persoon aan te rekenen voor de organisatorische kosten en catering-service.

Wij hopen u talrijk te mogen begroeten!

Stefan DERLUYN
Manager Internationaal Ondernemen

Karel UYTTERSROT
Gedelegeerd Bestuurder

- ST. PETERSBURG, ENERGETIKA & ELEKTROTECHNIKA MAY 19-22, 2009

The International specialized exhibition "Energetika & Elektrotechnika" is the largest event of such kind in the North-Western region of Russia.

Over 400 companies from 14 countries, namely: Armenia, Belorussia, Germany, Denmark, Italy, China, Poland, Russia, Turkey, Ukraine, Finland, France, Czechia, Switzerland – participated in the exhibition of 2008. The number of the participant exceeded 10 000 people.

EXHIBITION SUBJECTS: Power engineering, Power machine building, Electrotechnical equipment, Gas-, heat-, and power supply systems, Machinery and equipment for housing and communal services, Automated process control systems, Measurement and control instrumentation and systems, Software, Energy-saving and a power-efficient equipment and technologies, Safety of the power facilities and environmental safety, Development and investigations Phone/fax: +7 812 321 26 30, -32, E-mail: l.smetanina@lenexpo.ru, www.energetika.lenexpo.ru

- ST. PETERSBURG CHEMISTRY FORUM 16/06 – 18/06, 2009

Official support: Saint-Petersburg Government, Government of the Leningrad region, Russian Union of Chemists, Russian Chemistry Society named after D.I. Mendeleev, Central Scientific Research Institute of Structural Materials «Prometei», Russian Research Center «Applied Chemistry», Union of Industrialists and Entrepreneurs of St. Petersburg.

«Equipment for chemical industry», «Plastics, rubbers, composite materials», «Raw materials and reagents», «Chemistry for construction».

Accompanying events: Assembly of the Russian Union of Chemists, International conference «Land and harvest», International conference «New technologies and materials for corrosion protection», round-table discussion «Paint materials and coatings for automotive industry», Competition for the best product among participants of the Forum, Topical presentations Презентации по тематическим направлениям

Tel: +7 812 321-26-31, 321-27-22, e-mail: chemforum@lenexpo.ru, www.corrosion.lenexpo.ru, www.chemistry.lenexpo.ru

- AGRORUSS 21.08–30.08.2009

International agricultural exhibition and trade-fair.

The aim of the exhibition is to support the realization of the State Program for the development of agriculture and regulation of



the market of agricultural products, supplies, foodstuffs in 2008-2010

The program of the exhibition includes 4 sections: specialized exhibition, business program, trade-fair, cultural and entertaining events.

Specialized exhibitions: «Agricultural machinery», «From field to counter» – foodstuffs and drinks, equipment», «Fish and seafood», «Everything for orchard and garden», «Chemistry and biotechnologies in agriculture », «Salon of autonomous power systems », «Rural house-building. Wooden house-building», «Agroecology», exposition of breeding stock, fur animals and poultry.

Tel: +7 812 321-26-54, e-mail: N.Golubeva@lenexpo.ru, farmer@lenexpo.ru, www.agrorus.lenexpo.ru

- BIG URAL CONSTRUCTION COMPLEX THE 15TH INTERNATIONAL SPECIALIZED EXHIBITION - 13 – 15 October 2009

Dear Sir or Madam,

The exhibition society «Ural Exhibitions – 2000» would like to invite you to participate in the 15th specialized international exhibition «Big Ural Construction Complex», held under the auspices of the Government of the Sverdlovsk region, the Ministry of international and foreign economic relations, the Territorial Administration of the Russian Building Society in the Ural Federal District, «Territorial Management of Gosstroy of Russia in the Ural Federal district of the Russian Federation», the Ministry of Building and Architecture in the Ural region and the Union of Building Industry Enterprises of the Sverdlovsk region.

The aims of the exhibition are:

- To present and promote modern technologies, equipment and materials for industrial and civil building;
- To share the experience of home and foreign companies in building, architecture and industrialization;
- To develop and consolidate new business relations between local and foreign companies, due to their participation in the theoretical and practical events of the specialized exhibition.

Main directions of the exhibition:

- New technologies in building and architecture.
- Construction engineering and vehicles.
- Building and reconstruction materials.
- Building tools, fixing elements and hardware.
- Windows, doors.
- Communication systems and equipment.
- The plumbing equipment and bathroom accessories.
- Sanitary ware.
- Low-rise building.
- Paints and varnishes, building chemistry.
- Means for an engineering infrastructure of big and small cities: systems of heat supply, power supply, water supply, ventilation and air-conditioning.
- Devices for commercial account control of energy carriers, means of automation.
- Pumps, compressor stations, cleaning machinery.
- The software of construction work.
- Real estate. Investment programmes.
- Land improvement.

Region: Yekaterinburg is the third largest city of the Russian Federation and it is the capital of the Ural region, situated 1600 km from Moscow. Yekaterinburg and its region are considered to be the second economically important zone in Russia. The investment in the region is increasing rapidly with major foreign companies establishing their Trade offices. Both the Ural region and Yekaterinburg city officials have encouraged foreign investment and created a receptive business climate. It is also a third city in Russia, after Moscow and Saint Petersburg, in the number of foreign Representatives, such as US Consulate General, Consulate General of Great Britain, Germany, China, France, Bulgaria and Czech Republic. Due to regional geographic position on the border between Europe and Asia, this region has become a big industrial, economic and trade center. The regular flights of local and foreign air companies connect Yekaterinburg with 24 countries of the world. The construction complex and the production of building materials in the Ural region are on the range of new stage of development. After the crises year of 1998, the stabilized foundation has been formed for the future growth in the sphere of building. This has happened firstly due to the consumer growth among the population, providing simultaneously the need for new residential accommodation. Secondly, due to the growth of business need in the objects of new commercial and industrial property. The number of newly built residential accommodation in the Ural region has therefore, steadily grown in the last few years. The overall growth in the sphere of building provided a gigantic need in the new technologies. The construction complex represents the main aspect of major development in the Ural region.

The exhibition program includes: presentations of home and foreign companies, different conferences, master – classes and competitions. **You are welcome to organize your own presentations.**



Terms of participation:

The price depends on the configuration of the stand. For detailed information about stand configuration, additional equipment and other services, please, refer to the price list.

Registration of participants: You should fill in the application form for participation and submit it to the address of the Organizer by e-mail or by fax. According to your application the account will be given to you.

Services provided:

- There is a bus route «hotel – fair grounds – hotel» in use;
- The reservation of the rooms in the best hotels is organized.

The place of carrying out: World Trade Centre, 44 Kuybishev St., Yekaterinburg, Russia

Exhibition Manager: Vera Savintseva Yekaterinburg, Phone/Fax: +7 (343) 370-33-74, 370-33-75, 355-51-95

e-mail: savintseva@uv2000.ru , <http://www.uv2000.ru>

- RUSSIAN INDUSTRIALIST 09 – 03/10, 2009 + 28/09 – 01/10, 2010

International industrial forum "RUSSIAN INDUSTRIALIST" has annually been held since 1997.

The logo of the Forum is "When industry lives, so does Russia"

The Forum is organized to support in: formation of the national policy for industrial development in Russia; formulation of the definite proposals for federal and regional purpose-oriented programs; solution of the current questions of technical, energy, and transport re-equipment of enterprises; application of the innovations and achievements of science, engineering and technology to production; quality improvement and increasing of the competitive ability of products; development and expansion of the subcontracting contacts; training of professional personnel; demonstration of the best products with the purpose of promoting them on to international and regional market outlets.

SPECIALIZED EXHIBITIONS:

- PROMEXPO
 - TECHNOEXPO
 - MACHINE BUILDING. LATHES. METALWORKING.
 - INSTRUMENT AND EQUIPMENT.
 - RADIOELECTRONICS AND INSTRUMENT ENGINEERING
 - NANOTECHNOLOGIES
 - MECHATRONICS AND ROBOTICS
 - SUBCONTRACTING
 - AUTOMASH
 - TRADE-FAIR OF CONSIGNMENT INDUSTRIAL FACILITIES tel:+7 (812)325-67-78, 325-67-79,
- e-mail: promexpo@lenexpo.ru, rospromspb@lenexpol.ru, www.promexpo.lenexpo.ru

- MECHATRONICS AND ROBOTICS 30/09 – 03/10, 2009 + 28/09 – 01/10, 2010

International scientific-and-research exhibition and congress

Official support: Central Scientific and Research Institute of Robotic Systems

Tel: + 7 812 329-22-84, e-mail: m-r@mail.lenexpo.ru

- AUTO+AUTOMECHANIKA. SAINT PETERSBURG 28/10 – 01/11, 2009 + 27/10 – 31/10, 2010

International exhibition of vehicles, car workshops, service stations, spare parts and accessories.

The exhibition is held within the international project «Automechanika Global» which includes 11 exhibition organized in different countries of Europe, Asia, Africa and Latin America.

«Auto+Automechanika. St. Petersburg» is the joint project of JSC "Lenexpo" and exhibition company «Frankfurt Messe», organized under the auspice of the Government of St. Petersburg, JSC "ASM-holding" (Association of vehicle manufacturers of Russia and countries of CIS ассоциацией), and first-rate international unions : ASA (Association of manufacturers of automotive products) and EGEA (European Association of manufacturers of garage equipment), АРАК (Association of manufacturers of automotive components).

The largest in the North-Western region of Russia annual automobile exhibition «Auto+Automechanika. St. Petersburg» has been held since 1993. In 1995 it was awarded with the label of the Russian Union of Exhibitions and Fairs (RUEF), and since 2001 it has received the UFI label (Global Association of Exhibition Industry) which approves the recognition of the exhibition as one of the most significant events. As predicted by the visitors, the exhibition is the largest, most representative and popular automobile exhibition in the North-Western region of Russia.

Tel:+7812 321-27-21 , fax: +7 (812) 321-27-19, e-mail: aam@lenexpo.ru, www.aam.lenexpo.ru



◆ JOBS :

PRONINA Yulia

Higher education: Master in translation, University of Mons, Belgium.

Languages: Russian, French, English, Spanish.

Professional experience: administrative assistant, translator, commercial manager.

Internship in conference interpreting (NATO, Council of Europe, UN)

Objectives: To find a job in international company

+32478652004, pronina_julia@hotmail.com

KRAPIVINA Anna

Young but with 3 years of work experience and having had permission to work in Europe without restrictions, I am looking for EU-Russia cooperation projects, as well as Belgium - Russia commercial projects.

Competences: In my previous jobs I did a lot of analysis and reporting, and since the biggest part of my jobs was on projects, I have developed the organisation skills, sense of responsibility and got used to working under pressure.

Work experience in Italy: Revenue manager in an Airline Company; Auditor; Business analyst in a Management Consulting Company

Work experience in Belgium: Trainee in the European parliament in Brussels until 28 February 2009

Education: Master's in European Affairs at the European College of Parma, Degree in Business Administration at the University Bocconi of Milan

Languages: Russian (mother tongue), Italian, English, French, Spanish

Contact: tel. +32 / 0487605694, email: krapi@gmail.com; anna.krapivina@europarl.europa.eu

DONCHENKO Iryna

For companies interested in working with Russia or the former USSR countries

I am about to complete the course **International Trade** and I ready to work in the following fields: Prospecting of new market potential - Preparation of the Trade Fairs and presentation of the products in those – Customer search - Drafting contracts & negotiations - Sales & customer support in Russian.

I would welcome an opportunity to do an internship for 4 weeks.

About myself: fluent Russian, Ukrainian, good knowledge of English and Dutch.

I can work independently as well as a team player; ready to travel.

+32 499 28 33 08 Email : idonchenko@yahoo.co.uk

TRIBUKHOVSKAYA Irina

Transport Forwarding Manager/Shipping Agent TN - TRANS- Logistics management in the context of freight transport : receiving and tracking orders, organization of road trans-establishment, preparation of accompanying documents and invoices.

Education: 2 week's workshop about « Organization and management of the transport forwarding ».

Bachelor of Human Sciences / Aggregation in French and English. State Language's University, Minsk (Belarus)

Languages: Russian:mother tongue, Belarus:mother tongue, French:fluent, English:fluent.

Windows (XP, Vista) OS, Internet use in order to search for information's, E-mail, Microsoft Office (Word, Excel, Powerpoint,etc...)

33 years old, Mobile phone : 0479/57.55.13, irina@dommel.be

IGNATOV Nikita

Young (26) and motivated graduate searching for an innovative company that would allow me to learn more on one side, but where he would be able to realize his skills and knowledge acquired at university and previous experience especially in the field of business administration, strategy development and business development.

Education : ICHEC ;Bachelor in Business Administration (2-nd year) and MAI, Moscow, Russia (Leading Moscow Institute in technical sciences) MSc Engineering Major in engineering of the medical equipment.

Experiences: -EuropaOne:Provided support to the management in the field of domains of development and upgrading its IT-systems. -WYG International Limited. As a part of the studies programme analyzed a British management consulting company. - Cultural center of Woluwé-St-Pierre: organization of three modern art expositions.

Competences: Organizational skills: **Experience** assisting organizations with their activities bringing people together, supporting organization of events and management of their activities.International profile. **Languages:** Russian (native), French (very good), English(good). +32 473 194 753, **Email:** amenus.pack@gmail.com



SHUMKOVA Nadezhda

I'm currently in the 1st year of Master in International Management in ICHEC Management School. For the next school year (my last year of studies), I'm looking for an internship which can be organized in 3 following ways.

- 1) 1 full month in the summer 2009 (July or August) and 2-3 full months starting from February 2010
- 2) 2 days/week from September to December 2009 and 2-3 full months starting from February 2010
- 3) 1 full month in the summer 2009 (July or August), 2 days/week from September till December 2009 and 2-3 full months starting from February 2010.

I'm originally Russian, but also speak a few European languages. Therefore I'm very interested in a position where I could use my language skills as well as knowledge in management and finance. Moreover I've been working as Guest Relations of the Conrad hotel in Brussels for 1,5 year now, so a position with some human contact would be very much appreciated.

GSM: 0486.40.88.29 e-mail: nadezhda.shumkova@googlemail.com

PROZOROV Oleg B.

Looking for an internship/full-time position. Permanent resident in Luxembourg since 2002. Work permit without restrictions.

Professional Skills and knowledge: Fluent in French, English and Russian. Ability to work with other people. Team spirit. Ability to coordinate and administer the projects. Skills and technology competences acquired in different areas. Skills covering word processing, spreadsheets, database, browsing the Internet etc... The sense of responsibility, accuracy, great analytical capacity. High learning ability, professional ethics, know-how to resolve the conflicts.

Work experience : 2008 - Export sector. Marketing and development. NOBLE PARTNERS SA Luxembourg. **2002-2007** Managing Director. Software quality control, project management. STELLA ATLUX S. A. Luxembourg. **1997-2001** Conseiller Marketing. Project management. AGENCE IMMOBILIER Villerupt France. **1993-1996** Sales Director. Import, Export, Customs. Analytical reports. MB INVEST BVBA Antwerp Belgium.

Email : atlux@pt.lu tel. +(352) 661 444 661

RYBIN Konstantin

I would offer my services to a company active in promoting their technologies on the Russian or European markets.

My responsibilities at Desmet Ballestra Group, market leader in developing and distributing technology of crude oil extraction, purification, modification and energy sector.

Function: Sales Support Engineer - **My responsibilities** included: Making offers using Desmet Ballestra technology and client requirements, Follow up sales projects in Europe, Integrating and implementing group technology into sales strategy.

Fluent in Dutch, English and Russian, **passive knowledge** of French and German

Mobile phone: + 32 (0) 474 96 20 38

Email: konstantin.rybin@gmail.com



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12 months: 2.500€

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Company:

Adress:

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Postal code & city:

General Manager:

Contact person:

Position:

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Phone (direct line): Fax:

E-mail:

Website:

Number of employees:

Activity:

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CONTACT : Генеральный директор

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

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

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

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Guy Deconinck, [vice-président/vice-voorzitter](mailto:guy.deconinck@sibelco.com), 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

Georgi Chochitachvili, General Manager Eastern Stars Group 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