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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](http://www.ccbler.org)

## The Belgian-Luxembourg days in Russia

Under the high patronage of the Minister of Defence of Belgium, Mr Peter De Crem, who shown much interest and will do all endeavours to join us together possibly with another Belgian Minister, the ambassador of Belgium in Russia Mr Bertrand de Crombrugghe, the ambassador of the Grand Duchy of Luxembourg in Russia Mr Gaston Stronck, the General Manager of the Army Museum of Army and Military History, Mr Dominique Hanson, and the president of the Belgian Luxembourg Chamber of Commerce for Russia and Belarus Mr Werner Cautreels, have the pleasure to invite you to join them for the "Belgian-Luxembourg Days in Russia" that will take place in SARATOV and VOLGOGRAD (Volga District) from September 27<sup>th</sup> to October 2<sup>nd</sup>, 2009. After our Pre-mission of February 2009, we are now convinced that you will find your new business niche during this Economic Mission.

**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 (See below in the programme). Several cultural (Belgian exhibitions and conferences on Belgian-Russian relationship) and tourist activities, including visits to impressive military museums, 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 quarries, 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 companies.** Please register your participation to this economic mission **for the 30 of June 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 July 15, (in Russian language if possible). Do not forget to prepare your documentation in Russian. 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.

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2009, SEPTEMBER, 27 - OCTOBER, 2  
**BELGIAN-LUXEMBOURG ECONOMIC MISSION**  
**“SARATOV – VOLGOGRAD”**

**Programme:**

Organized by the Belgian Luxembourg Chamber of Commerce for Russia and Belarus, with the support of Belgian and Luxembourg ambassadors. With the support of the Belgian Ministry of Foreign Affairs, the Belgian Ministry of Defence, 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 27<sup>th</sup>, stay on 28<sup>th</sup> & 29<sup>th</sup> in SARATOV, the 30<sup>nd</sup> on the road to Volgograd, 1<sup>st</sup> and 2<sup>nd</sup> in VOLGOGRAD.**

**In addition to B2B meetings and visit of factories, the Chamber has yet organized meetings and cocktails with Vice Governors, Ministries and Chambers of Commerce and Industry.**

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, 27<sup>th</sup>,***

08:30 Check-in at Brussels National  
09:40 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](http://www.pearl.hotelslovakia.ru)

***Monday, September 28<sup>th</sup>,***

08:00-09:00 Briefing during breakfast  
09:00-12:00 Reception by the Saratov authorities, and the Chamber of Commerce and Industry.  
12:00 Lunch  
13:30-17:30 Individual contacts with the Russian enterprises.  
19:30 Cocktail and walking lunch offered by CCBLR. The Belgian companies have the possibility to invite some Russian companies (free of charges)

***Tuesday, September 29<sup>th</sup>,***

09:00-12:00 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, 30<sup>th</sup>,***

08:30 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 1<sup>st</sup>,**

09:00 Registration for meeting B2B in the hall of Hotel Intourist).  
09:30 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)  
  
13:30-14:30 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 2<sup>nd</sup>,**

08:00 Breakfast  
09:00-13:00 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

Daniel Stevens

## **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 m<sup>2</sup>), 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 Otkyabr), - OAO Volzhsky Pipe Plant (VTZ),
- AO Mikhailovsky Engineering Works (Mikhailovsky mashinostrointelny 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 Volzhskreznotehnika,-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:** +32 473 94 86 55 - Fax: +32 2 353 13 11, email: [ccblr@belgacom.net](mailto:ccblr@belgacom.net), before June 30<sup>th</sup> please !

**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 Kruibekke 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).**



## Opportunities in the Volga economic district highlighted In Brussels

### **The Chamber has welcome on April 15, 2009 at the BECI Building, the Vice-Governor of Volgograd Region and the CEO of the Agency for Investments and Development of the Region**

It may be indicated, (and in many cases there is no alternative), to rely on regional information, from third parties, but there is no doubt that direct information gathered from local decision-makers is of the essence and must never be overlooked.

Therefore the Chamber tries systematically to work along the line the members are already familiarized with. It is a four steps approach :

- studying, analyzing documentation, capitalizing on experience and know how available in the Chamber
- pre-mission on site
- invitation to Belgium of valuable contacts
- mission with potential investors, suppliers, subcontractors, consultants etc.

We were convinced that Volgograd and Saratov were hiding still underexplored opportunities and that a pre mission would permit to confirm the possibilities and to define the priorities.

The pre-mission has been executed in March by Mr. Daniel Stevens and Mr. Arkady Arianoff, and they were strongly impressed by the efforts and the efficiency of the local management at all levels, to make their stay a very productive one.

Moreover the local Government of Volgograd accepted enthusiastically our invitation to send high-level representatives to Belgium to meet potential Belgian business partners in April. For the Government of Saratov the timing proved unfortunately to be not convenient, but anyway they provided us with a highly valued presentation.

As speakers for Volgograd we enjoyed the presence among us of his Excellency Anatoly BROVKO vice Governor of the Volgograd region and the Head of the Agency for Investment and Development in the Volgograd Region, Mr. Evgeny SEMIKIN.

The message was more than clear :

"Our Region is less affected by the crisis than many others,  
we have a central position and excellent logistics,

agriculture remains important but we have to diversify our industry.

We want to go fast and we know that if we want to register fast progress we have to acquire foreign technology. Therefore financial reserves should be used in the first place to implement this strategy."

Now it is up to our members to go to the Region and to look for their own and to participate in the Chamber's mission September 27 – October 2, 2009.

All presentations (including overview of interesting projects) are electronically available at first request to [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com)



## SOCHI 2014

In follow-up to last year's mission "Belgian Days" to Sochi, and together with **Agoria**, the **Belgian-Luxemburg Chamber of Commerce for Russia and Belarus** currently evaluate the possibility of a 3-day mission to Moscow on June 28, 29 and 30<sup>th</sup>, depending on your interest.

The idea would be to have a number of 2-hour face-to-face meetings with the key people of some of the following organisations/companies who are playing a major role in the organisation and procurement for the Olympic Winter Games, Sochi 2014: Olympstroï, Gazprom, Baselement, Interros, Transstroy, Glavstroy, Altius development, Federal Tchernomorsky Agency, Tonnelyni Otryad,...

These organisations could explain what their plans are, what they are looking for and how they would like to work with suppliers. You on the other hand could explain what your company has to offer and how you have contributed to the success of previous major sporting events.

We will offer you also the possibility to visit Krasnodar and Sochi in order to meet the local authorities and other B2B !

**Previous cost of 1.650 €** (if 20 participants minimum) for 3 days/nights in Moscow including Flights, Hotel, Organization B2B, transfers, translators,

**Could you please let us know, before May 19 :**

1. If you would possibly be interested to join such a mission?
2. Which organisations/companies you would preferably like to meet in that case
3. Whom within these organisations you would like to meet? (function or name)
4. If you would be interested to extend the mission with a visit to Sochi and/or Krasnodar ?

Much looking forward to your feedback.

Best regards,

**Arkady A. ARIANOFF**  
**The Belgian-Luxemburg Chamber of Commerce for Russia and Belarus**  
[ccblr@belgacom.net](mailto:ccblr@belgacom.net) [www.ccblr.org](http://www.ccblr.org)

*& Patricia Desmeth on behalf of*  
**Peter Demuynck**  
**Director AGORiA International Business**  
**Director Belgian SportsTechnology Club** [www.agoria.be](http://www.agoria.be)



## NEWS FROM RUSSIA

### \* New challenges ahead for Russian economy

*Officials are gearing up for global currency devaluation game*

The current wave of optimism on international stock markets will soon subside, Finance Minister Alexei Kudrin said at the annual board meeting of the Economy Ministry today, warning that Russia was set to see new depths of the global financial downturn. The devaluation race was named as one of the most imminent risks for national economies. Yet the government is sticking to its economic modernization plans, seeing it as the optimal way of getting through the crisis.

This time, both ministries' officials forgot their usual rivalry, characteristic of such joint sessions, and put up a united front. "So far we have been coping successfully with the unfolding crisis," stated Deputy Prime Minister Igor Shuvalov. At the same time, he admitted that Russia would suffer from volatile export prices this year, coupled with "other difficulties of which we know little."

Growth on global stock markets will not last long, Kudrin agrees, predicting "a new downward correction and new stock falls" ahead. His grim forecast was not long in coming, with Russian shares sinking today following a few days' rally. The global economy is at a crossroads: "We'll wait and see whether the U.S. administration is in a position to overcome the financial crisis."

Economy Minister Elvira Nabiullina is more concerned about currency devaluation, seeing "the risk of a global devaluation race" as one of the new challenges provoked by certain countries' attempts to stimulate their national economies. "The launch of this mechanism can be no less dangerous for the world economy than protectionist measures," she asserted.

The rouble has already lost more than 40 percent of its value against the U.S. dollar, while it retained stability against the currencies of certain countries, including Britain, Turkey, Sweden and Korea, and even strengthened against Ukraine's hryvnia and the Polish currency. And now, it seems to be the dollar's turn to lose value. "A devaluation race is possible," confirmed Oleg Vyugin, chairman of the Board of Directors of MDM Bank. The United States has already turned on its cash printing machines, and this is the only way out for the U.S. economy. In the long term, however, this is fraught with high inflation.

If all these measures do in fact work and the American economy shows signs of recovery, investors will return to the U.S., and Europe will be lagging behind, Vyugin believes. "In this case, the U.S. will be able to slash borrowing and stop printing money," he said. Europe is unlikely to resort to such measures, which means that the dollar will be depreciating, while the euro will be on the rise. If the U.S. economy does not revive, investors will flee the country. "This will mean defeat for the United States. They are now risking it all," Vyugin explained.

Elaborating on the internal challenges of the Russian economy, Kudrin predicted a second wave of financial problems soon due to delinquent loan payments. Deputy Economy Minister Andrei Klepach confirmed that a second wave could come in the autumn, but he said there was also a chance to avoid that thanks to the government's support for banks, which will amount to RUB 555 billion (approx. \$16.67bn) in 2009. He stressed that the money must reach the real sector.

The Economy Ministry expects the national economy to decline 2.2 percent this year. Officials hope for internal growth factors, including import replacement, to take effect towards the end of the year. "However, if we do not take decisive efforts to change the structure of our economy now, our prospects of recovery will hinge on the performance of other economies, including those of the U.S., China and Europe," Nabiullina warned.

For his part, Audit Chamber head Sergei Stepashin stressed the importance of domestic demand, which he views as a far more important factor than production in the current situation. He described the current economic crisis as one of overproduction, and urged the government to shift its focus from supporting corporations to supporting people.

Analytical department of RIA RosBusinessConsulting

\* **Unilin Flooring (Quick Step)** created its own branch in Russia. **Ahlers** Logistics won the contract to organize the logistics on the Russian market. First containers arrived from the production facility in Wielsbeke, Belgium.

Russia's largest diamond company **Alrosa** will supply uncut diamonds worth 370 million euros (\$492 million) to **Belgium** under an agreement signed with the Antwerp World Diamond Center, the Belgian newspaper Metro.

Under the agreement, Alrosa, which accounts for 97% of Russian and 25% of global diamond output, will supply uncut diamonds to 15 Antwerp companies until the end of the year.

"This is fantastic news for Antwerp," the paper quoted Philip Claes, the center's spokesman, as saying.



Freddy J. Hanard, the centre's president, welcomed Alrosa's decision to resume operations in Antwerp, saying that this clearly demonstrated that Alrosa trusted the Antwerp World Diamond Center.

**The Antwerp World Diamond Center** coordinates the work of the Belgian diamond sector.

**IBt s.a., Belgium** based company, announces the successful conclusion of the negotiations on the creation of a Russian joint venture. The agreement related to the formation of NanoBranchyTech, a Russian company based in Moscow. The new company will focus on innovative technologies for the **treatment of cancer** by brachytherapy in the Russian Federation.

Sun **InBev** officially launched its new \$195m **brewery** in Irkutsk Region's town of Angarsk. The company started construction in Sept 2006. The brewery's annual capacity is 1.8 million hectolitres.

From April 1st, 2009, **FIB BELGIUM sa** has a new representative in RUSSIA. The new agent is CABMASH-METIZ. A contract of furniture is confirmed between Severstal and FIB.

Other references in Russia:

- BELORETSK IRON AND STEEL WORKS,
- MAGNITOGORSKYKALIBROVOCHNY ZAVOD,
- MECHEL "BMK",
- NSMMZ,
- PROMMETIZ (via STEULER),
- ZAO SKM (Mechel Group).

German car manufacturer **BMW** is expanding the range of its vehicle models produced at the Avtotor plant in the Russian city of Kaliningrad.

France-based merger PSA **Peugeot Citroen** has announced \$4m plans to build a service center in Novosibirsk.

Canadian auto component manufacturer Magna is to build a \$26m **auto component plant** in Kaluzhsky region. Under plans, the plant would supply auto components to the nearby Volkswagen plant in the same region.

## \* SOCHI 2014 OLYMPIC GAMES

Portugese developer Imorbi II - Investimentos Imobiliarios SA has announced \$165m plans to build a hotel and residential complex in Sochi.

**Gazprom** has announced plans to invest over \$2bn in construction of Olympics facilities in Sochi.

Investment company Yevraziysky and water supply company Yugvodokanal are to invest \$168m in **water sewage systems** revamps in Sochi city.

Sochi-based Doninvest has unveiled \$728.5m plans for construction and upgrades at sea **passenger terminals** in Sochi after winning a tender for the move.

## \* Exportations belges à destination de la Fédération de Russie, classées selon les principaux groupes de produits– 2008/ Belgische uitvoer naar de Russische Federatie gerangschikt volgens de voornaamste productgroepen – 2008

De Russische Federatie stond in 2008 als **13<sup>de</sup>** gerangschikt op de lijst van de belangrijkste klanten van België, na Zwitserland maar voor Turkije. De Belgische **export** steeg met **13,7%**, van EUR 3.268,3 miljoen in 2007 tot EUR 3.717,5 miljoen in 2008. De Russische Federatie nam aldus 1,1% van de totale Belgische verkopen voor haar rekening.

In 2008 werd de Belgische export naar de Russische Federatie gedomineerd door 4 secties die samen 65,8 % van de totale uitvoer vertegenwoordigden. Het betreft meer bepaald de volgende productgroepen:

de **chemische producten**; met EUR 702,7 miljoen vertegenwoordigde deze sectie 18,9% van de Belgische uitvoer;

de **machines en toestellen**; de uitvoer en het aandeel van deze sectie bedroegen respectievelijk EUR 692,9 miljoen en 18,6%;

het **transportmateriaal**; met EUR 655,6 miljoen nam deze productengroep 17,6% van de leveringen voor haar rekening en

de **kunststoffen**; met een aandeel van 10,7% beliep de export van deze sectie EUR 399,3 miljoen.

Van de 10 belangrijkste exportsecties boekten er 8 een vooruitgang die schommelde tussen 1,3% en 107,0%.



Na een eerdere stijging met 84,6% in 2007 namen de **minerale producten** een sprong van 107,0%. Zij werden op afstand gevolgd door het **transportmaterieel**, dat een groei met 27,6% optekende. In 2007 waren de verkopen van deze productengroep reeds gestegen met 21,6%.

De sectie **textiel**, waarvan de verkoop in 2007 met 3,7% was gestegen, is er niet in geslaagd deze prestatie te herhalen. In 2008 viel de uitvoer van deze sectie terug met 15,1%.

**En 2008**, la Fédération de Russie s'est rangée **13<sup>e</sup>** sur la liste **des principaux clients** de la Belgique, après la Suisse mais devant la Turquie.

Les **exportations** belges sont passées de EUR 3.268,3 millions en 2007 à EUR 3.717,5 millions en 2008, soit un accroissement de 13,7%.

La Fédération de Russie s'est adjugé 1,1% des ventes totales de la Belgique, tous pays confondus.

En 2008, les exportations de la Belgique à destination de la Fédération de Russie ont été dominées par quatre sections qui se sont adjugé ensemble 65,8 % des ventes totales à ce pays. Il s'agit plus précisément des sections ci-après:

**les produits chimiques**; avec EUR 702,7 millions, cette section s'est adjugé 18,9% de nos exportations;

**les machines et appareils**; les exportations de cette section se sont attribués 18,6% de nos livraisons et les ventes se sont élevées à EUR 692,9 millions;

**le matériel de transport**; avec des exportations de l'ordre de EUR 655,6 millions, ce groupe de produits a pris à son compte 17,6% des livraisons à la Russie;

**les matières plastiques et ouvrages**; s'adjugeant une part de 10,7%, cette section a vu ses exportations se chiffrer à EUR 399,3 millions.

En ce qui concerne les dix principales sections à l'exportation, huit sur dix s'inscrivent en progression avec des taux de croissance oscillant entre 1,3% et 107,0%.

Après s'être accrue déjà de 84,6% en 2007, la section des **produits minéraux** a vu ses ventes faire un bond de 107,0%. Elle est suivie de loin par le **matériel de transport** qui affiche une croissance de 27,6%. En 2007, les ventes de ce groupe de produits avaient déjà progressé de 21,6%.

La section des **matières textiles** dont les ventes s'étaient accrues en 2007 de 3,7% n'a pas réussi à renouveler cet exploit. En 2008, les exportations de cette section ont fléchi de 15,1%. *source: ace*



# TARGETING RUSSIA?

## EXPORTING INDUSTRIAL EQUIPMENT OR CONSUMER GOODS? PLANNING TO BUILD A FACTORY OR OPEN A RETAIL OUTLET ?

CE MARKING AND MOST INTERNATIONAL QUALITY STANDARDS ARE NOT RECOGNISED BY THE RUSSIAN AUTHORITIES. THEREFORE, MANY PRODUCTS IMPORTED INTO RUSSIA ARE LIABLE TO NATIONAL RUSSIAN CERTIFICATION OR LICENSING SYSTEMS.

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WHEN YOU NEED TO BE SURE



## NEWS FROM BELARUS

\* 30 April 2009, the Ambassador of the Republic of Belarus in the Kingdom of Belgium Vladimir Senko presented the official document – exequatur – to Karel Van Hoorebeke, proving that Mr. Van Hoorebeke becomes a Honorary Consul of Belarus in Flanders Region with his office in Gent.

The Ambassador of Belarus hailed consent of the Belgian Ministry for Foreign Affairs to Mr. Van Hoorebeke's appointment. He expressed his hope that the Honorary Consul will make his active input in promotion of practical co-operation between the two countries.

Mr. Van Hoorebeke is advocate and he has good experience of work in the sphere of business relations between Belgium and Belarus. Now, as the Honorary Consul, he is officially responsible for promotion of trade-and-economic, political and cultural relations between the Flanders Region and the Republic of Belarus.

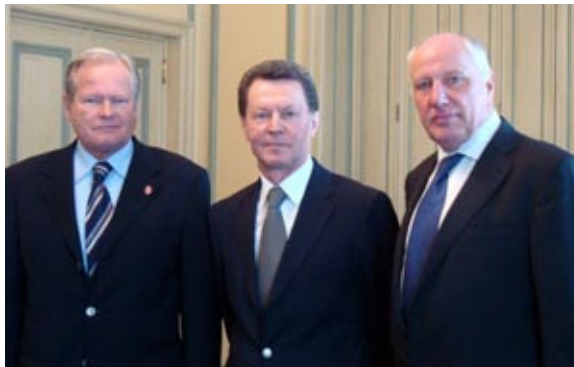
With appointment of the Honorary Consul Belarus and Belgium receive a new driving force for better usage of their potential in economic co-operation. For Belgium, who has one of the largest trade turnover in the world (10th position among all countries), Belarus remains between the most unknown country. That is why it should be reminded that Belarus have equal with Belgium population size (ca 10 mln. people) and it is just 1 400 km by road between the two countries. Almost half of Belarus' 207 sq.km territory is covered by wood, which seems to be clear enough that Belarusian wood-processing industry should be an active supplier for Belgians of a wide range of products, starting from simply sawn wood and including high-style furniture and wooden houses.

Quite a bad current economic situation can surprisingly become the right moment for establishing profitable trade with different components for automotive industry (Belarus is among European leaders in production of tractors, trucks, heavy-duty dumpers, buses etc.; for placed in Belgian automobile plants it will be good to find more economically effective suppliers in order to cut costs, not jobs).

True partnership relations could be established between Belgian and Belarusian chemical and pharmaceutical industries. For example, the Netherlands annually buy Belarusian petrol and diesel worth ca 3 bln. Euro. Besides, Belarus produces plastics, fertilizers, chemical fibres, etc.

Belgian construction companies should better study the possibility to import Belarusian construction materials, especially metal (reinforcement, tubes, profiles, hardware), construction wood and ceramics.

At the same time fast growing (almost 10% annually within several last years, including in 2008) Belarusian economy needs Belgian technologies and machinery for equipping its industry. Belgian investments are also welcomed in Belarus and could find there a good profitability and fast pay-back period taking into account prognoses that CIS economies will start their recovering sooner than the West.



From left to right:  
A. Arianoff, CCBLR,  
V. Senko, Ambassador of Belarus,  
K. Van Hoorebeek, Hr Consul.

### \* Financing of Belarus' investment projects up 27.2% in Q1

In Q1 2009, the volume of foreign investment raised to finance Belarusian investment projects reached \$400.3 million, up 27.2% from the same period in 2008, of them direct investment hit \$129.4 million or up 18.7%. This data is provided by governmental bodies, other organizations accountable to the government, the Minsk City Council and FEZ administrations, BelTA learnt from the press service of the Economy Ministry.

As of April 25, 55 investment projects were financed via foreign investment.

The major projects include starting the float-glass production at Gomelsteklo (\$35.7 million was invested), renovation of aircraft fleet (\$10 million) – an airplane was purchased in operating leasing by Belavia company, reconstruction of Minsk CHP-plant 5 (\$51.2 million) by Minskenergo, technical upgrade programmes of Grodo Azot for 2006-2010 (\$17.7 million), construction of a plant producing crop-protecting agents in the Pukhovichi region (\$9.3 million) by Avgust-Bel company.



Early this year the Economy Ministry made a schedule of considering foreign investment proposals. It includes 114 proposals to the tune of more than \$19 billion from 31 countries. The main countries that may allocate funding are Russia (19 projects amounting to a total of \$10322.1 million), Great Britain - seven projects to a total of \$2175.4 million, China – eight projects to a total of \$1110.1 million, Iran – five projects \$748.7 million, Italy – four projects \$708.1 million, the UAE – five projects \$700 million.

As of April 25, preliminary agreements on more than \$11 billion worth of investments were reached as regards 62 proposals. Belarus has already raised \$62.38 million under twenty projects. The biggest are the modernisation of Minsk CHP-plant 2 (\$18.8 million has been raised out of the \$40 million required), the construction of a plant protecting agents facility in the Pukhovichi region (\$12.7 million out of \$16.4 million), the construction of a sports-tourist gulf compound (\$18.8 million out of \$434.9 million). Belarus' government bodies continue negotiations with foreign investors on 47 investment proposals amounting to \$7.7 billion.

### \* Belarus to build 9m square meters of housing in 2010

Nine million square meters of housing is to be built in Belarus in 2010, Chairman of the Board of the National Bank of the Republic of Belarus (NBRB) Piotr Prokopovich told reporters on April 30.

In line with the task set by the head of state, the National Bank and the government are drawing up a programme to considerably increase the volume of housing construction in 2010. "At present we are considering a possibility to commission 9 million square meters of housing in 2010 while 6 million square meters is to be constructed in 2009," Piotr Prokopovich said.

According to him, the amount of material resources needed has already been calculated. The involvement of financial and credit resources is being considered as well. "Naturally, it will require substantial financial and credit resources. It is a special and challenging task. These issues are currently being studied together with specialists, but in the near future the proposals to speed up the housing construction will be submitted to the head of state for consideration," the head of the National Bank underlined.

"The increase in housing construction almost 1.5 times is a difficult task. But I think that we will be able to solve it within 2009. It will settle many social issues, reduce the waiting list of people in need of better housing in large cities, will contribute to the economic growth of the country," Piotr Prokopovich said.

### \* MAZ ships 10,000 buses to Ukraine

Minsk Automobile Plant shipped another bus to its Ukrainian dealer on April 29, bringing the total number of buses supplied to Ukraine to 10,000. It was a medium-capacity MAZ-206 bus, MAZ Director General Nikolai Kosten said during the official ceremony.

"The bus division of Minsk Automobile Plant has turned only 17. A lot of efforts have been channelled into creating it but nowadays the company is known across the globe," said the Director General.

MAZ-206 buses are designed for small towns and medium-traffic routes in major cities. Its frame loading pattern is based on ribs, ensures maximum durability and safety of the bus. The model has 25 seats in an 8.6-metre salon, a low-floor (340mm above the road), is compliant with ecological standards, has a kneeling system and is fit for people with disabilities.

The MAZ bus division was set up in 1992. The first bus was assembled a year later. By 2000 the output capacity reached 500 buses a year. In 2006 the total number of manufactured buses reached 5,000.

### \* MZKT to inject Br60bn in technical upgrading in 2009-2010

The Minsk Wheel Tractor Plant (MZKT) plans to put at least Br60 billion in its technical upgrading in 2009-2010, chief engineer of the company Andrei Golovach told reporters on April 25.

Andrei Golovach said that the company launched the upgrading programme in 2007. In 2007, MZKT got a Br25 billion state subsidy and another \$25 million were allotted as a preferential loan. In 2007-2008 the company used nearly Br40 billion and installed 73 items of the up-to-date equipment.

The new equipment has enhanced the quality of the products and increased labour productivity. Due to the implementation of new technologies, the industrial output raised by 44% in 2007-2008. Power consumption fell 18%.

The Minsk Wheel Tractor Plant produces road and off-road vehicles of heavy payload, trailers and special wheel chassis for transport companies of the construction, oil and gas, engineering areas, multiaxis chassis for the Far North. The company was founded in 1991. (BelTA)



## Participation in the VIII International Investment Forum "Sochi-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 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-Luxemburg delegation, composed of over 50 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 eventual expectations for business, BtoB meetings and cultural program so then we can make the appropriate contracts.

Please find herewith the invitation form to be sent at your earliest convenience to:

[olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com)

For further information, please have a look at the website [www.forumkuban.com](http://www.forumkuban.com), [www.forumkuban.ru](http://www.forumkuban.ru) or contact us:

Mr. Arkady Arianoff  
Mrs. Olga Bogdanova

[olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com)

+32 (0) 2 509 73 85

+32 (0)475 66 51 06

**Invitation Form**



**Attendee Information**

(Please fill in the form)

Name: .....

Surname: .....

Company: .....

Telephone/mobile: .....

Email address: .....

Website address: .....

**I will attend the Sochi forum September 17-20, 2009:**

- Yes
- No

◆ **BUSINESS PROPOSALS :**

**- The Administration of Verknii Uslon (Republic of Tatarstan, Russian Federation) is looking for partners** to realize a project of breeding and processing of turkey-meat. The project includes an incubator, mixed feed plant, a complex of 18 poultry farms, and a slaughterery.

Some initial data according to the project:

- capacity of the complex - 32 T living weight ;
- annual level of sale - approx. USD 62,8 Mio
- annual income at full capacity - approx. USD 10 Mio
- net profit - 16%
- investment on the 1 stage - USD 32,7 Mio

USD Mio	Incubator	Mixed feed plant	Poultry farms	Slaughterery	Total
Investments into major means	2,2	4,7	10,2	11,8	28,9
Circulating capital	0,06	1,8	1,6	0,36	3,82
Total capital (increased through 10% of reserve)					32,72

To reach the max output were planned further investments between 2,8-8,4 Mio annually. The profit in the first 7 years is destined for the extension of the own capital and investment.

The area Verknii Uslon is located 30 km far from Kazan (1,2 Mio) – the capital of the Republic of Tatarstan. and 800 km far from Moscow.

The Russian meat-market is characterized by high dynamism of development of production and consumption. The rate of growth till 2012 is estimated by 8%. The consumption level at present makes out 60 Kg per head. The growth of poultry production is estimated by 10-12% a year. The meat production in Russia is not sufficient that's why 30% of meat are imported. At the moment turkey –meat is produced by 5 companies with the common volume of 80 T a year.

For further information don't hesitate to contact DDr.Vladimir Medvedev

Tel.: +7 843 258 16 26

e-mail: medvedev-mail@mail.ru

**- STROYINDUSTRIYA LTD**



Founded in 2004, **Stroyindustriya Ltd** is one of the leading construction materials producers in UFA, Russian Federation.

Our production facilities include:

1. 14800 sq. meters of leased ground area.
2. A building with storage rooms and offices (was built in 1979, the area is 2537.3 sq. meters).
3. A room for chemical additives storing.
4. A concrete mixer machine "Mixomat THZ 2250-1" (TEKA Maschinenbau GmbH, Germany).
5. Concrete blocks production equipment (Poyatos Export S.A., Spain).
6. Two grounds for inert materials heating in winter time.
7. A vehicle fleet composed of:
  - 6 concrete mixer trucks;- 2 haulage trucks; a tractor;
  - a tank semitrailer;- a loader;
  - 3 forklift trucks Heli CPQD15 (FG 15); - fuel storage tank.
8. A laboratory.

**We would like to offer partnership and collaboration.**

**Our contact details:** Stroyindustriya Ltd, Tel/fax: +7 347 273 18 21, +7 347 276 50 93

E-mail: [beton2005@list.ru](mailto:beton2005@list.ru) [www.stroi-blok.ru](http://www.stroi-blok.ru)

**Our partner in Belgium:**

Eastern Stars Group S.A. Tel/fax: +32 87 53 13 13 Mob: +32 476 32 51 71

E-mail: [esg.info@skynet.be](mailto:esg.info@skynet.be) [www.esg-sa.com](http://www.esg-sa.com)



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

## ◆ **CONCERTS :**

### - Le Choeur russe "VOLGA" dirigé par Andreï Malinine vous invite cordialement à son concert de musique folklorique russe

**Samedi , 16 mai 2009**

Le Choeur Volga est constitué d'une trentaine de jeunes chanteurs d'origine russe venus de Paris.  
Son but: faire connaître la culture russe à travers ses chansons.

**Ce concert a lieu le 16 mai 2009 à 20h à Bruxelles, salle "Le Fanal" (Rue Joseph Stallaert, 6, Bruxelles).**

Prix des places en prévente: 8€ à payer sur le compte ING: 377-0079330-21  
avec en communication votre nom, prénom et adresse email pour vous confirmer la réservation.  
Prix des places sur place: 10€

Pour tous renseignements, vous pouvez nous contacter par mail à l'adresse suivante:  
[choeurvolgabxl@hotmail.com](mailto:choeurvolgabxl@hotmail.com) ou par téléphone au +32.486.52.63.23.

Marie Bennigsen, Tatiana Runge et Hélène Bennigsen

## ◆ **EXHIBITIONS/ CONFERENCES :**

### - Organizing committee of The Second International Conference «Commercial Real Estate in Belarus: Possibilities and prospects for investors» Republic Belarus, Minsk, 20-22 of May 2009

Ladies and gentlemen!

We would like to inform you about **The Second International Conference «Commercial Real Estate in Belarus: Possibilities and prospects for investors»**, that will be held in Minsk, Republic Belarus, on the 20th -22nd of May 2009 in a conference hall of exhibition centre "BELEXPO" (27, Y. Kupali, Minsk).

The main practical goals of conference, that aimed to development of real estate market in Belarus:

Assistance to potential investors who want to invest in development of commercial real estate in Belarus, supply information about legal conditions and participants of this market;  
Creation of platform for views, ideas and opinions exchange between specialists, analysis and discussion of modern ways of finance of commercial real estate, consider of optimal ways of investment attraction in projects and objects of real estate;  
Strengthening of cooperation and business partnership of market of real estate participants as well as potential investors, representatives of bank and finance sector, builders, agencies of the real estate, insurance, developer, consulting, legal and other companies.

Carrying out of action on behalf of its Organizing committee:

Association of legal entities "Republican Confederation of Entrepreneurship", PA "Minsk Capital Association of Entrepreneurs and Employers", Entrepreneurship supporting centre "Centre XXI century", "EuroDevelopment" Co. etc.

The preliminary conference program is available on web-site: [www.allminsk.biz](http://www.allminsk.biz), [www.ssrp.ru](http://www.ssrp.ru)

On the 6<sup>th</sup> of May 2009 Republican fair-exhibition on consumer goods "Let's buy Belarusian goods!" and annual meeting of Republican industrial enterprises association "BeIAIE" will be held.



WELCOME TO THE CAPITAL OF BELARUS AND THE COMMONWEALTHS OF INDEPENDENT STATES!  
Chairman of Organizing committee Chairman of Presidium of ALE "Republican confederation of entrepreneurship"

**Vladimir Karyagin**

Republic Belarus 11, Serafimovicha str., Minsk, tel. + 37517 2982438, 2982446 fax +37517 2982438  
[www.allminsk.biz](http://www.allminsk.biz) e-mail: [souz@allminsk.biz](mailto:souz@allminsk.biz)

**- Internationaal Ondernemen                      Uitnodiging**

**Verkopen op de Russische markt**

Gent – donderdag 28 mei 2009 – van 15u tot 17u40

Beste ondernemer,

Rusland was de afgelopen jaren één van de meest attractieve markten voor Vlaamse ondernemers. Vanaf 2010 worden opnieuw sterke groeicijfers (4.5%) verwacht. De Russische markt is echter enorm groot (140 miljoen inwoners, 17 miljoen km<sup>2</sup>) en een aanwezigheid op die markt vergt doorzettingsvermogen.

Dit seminarie wil de Vlaamse ondernemer informeren over **het verkopen op de Russische markt:**

- Welke strategie volg ik? Rechtstreekse verkoop of via agenten/distributeurs?
- Welke vakbeurzen zijn er? Hoe leg ik contact met mijn partners?
- Welke marketingkanalen bestaan er om mijn product te promoten?
- Welke regionale focus dien ik te leggen?

Het seminarie biedt u zowel theoretische toelichting als praktijkervaringen van collega ondernemers en is een onderdeel van het Compass Russia project.

**Programma**

- 14u30 : Onthaal
- 15u00 : Verwelkoming door Wim Keygnaert, Voka
- 15u05 : Evelien Staelens, Area Manager Flanders Investment & Trade
- 15u30 : Praktijkgetuigenis door Piet Vandergunst, Deceuninck Plastics
- 16h00 : Succesfactoren bij verkopen in Rusland door Jeroen Ketting, The Lighthouse Group
- 16h40 : Praktijkgetuigenis door Luc Heylands, CEO Europower Generators
- 17h10 : Aanbevelingen voor Vlaamse Ondernemers in Rusland door Prof. Dr. Koen Schoors, Vakgroep Economie Universiteit Gent:
- 17u40 : Netwerkreceptie

**Praktisch**

- Donderdag 28 mei 2009 van 15u tot 17u40 met aansluitend netwerkreceptie
- Locatie: CM (vergaderzaal gelijkvloers) Martelaarslaan 17, 9000 Gent
- Kostprijs: Voka-leden: 100 € (excl btw) per persoon - Niet-leden: 150 € (excl btw)  
(via de KMO portefeuille kan 50% korting bekomen worden)

**Inschrijven**

- Kan via de antwoordfax op keerzijde en dit liefst vóór woensdag 20 mei 2009.
- U betaalt na ontvangst van onze factuur.

U heeft zich ingeschreven, maar kan er helaas niet bij zijn? In dit geval vragen we u ons ten laatste op maandag 25 mei 2009 te verwittigen op het adres [steven.vandewalle@voka.be](mailto:steven.vandewalle@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 cateringsservice.

Wij hopen u talrijk te mogen begroeten!

Stefan DERLUYN  
Manager Internationaal Ondernemen

Karel UYTTERSROT  
Gedelegeerd Bestuurder



**Verkopen op de Russische markt** Donderdag 28 mei 2009  
**BEVESTIGING VAN DEELNAME:** Graag vóór maandag 25 mei 2009 faxen naar 09/266.14.41 t.a.v. Steven Van de Walle of mailen naar [steven.vandewalle@voka.be](mailto:steven.vandewalle@voka.be)

Dhr./ Mevr.: .....  
Bedrijf : .....  
Functie : .....  
E-mail : .....  
Adres : .....  
Tel : .....  
Fax : .....  
Ondernemingsnr. (B.T.W.nr.) .....  
Activiteit : .....  
Aantal werknemers : .....

**Vergezeld van**

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Handtekening : .....

**Deelnameprijs:**

- 100 € (excl. 21% BTW) per persoon voor Voka-leden.
- 150 € (excl. 21% BTW) per persoon voor niet-leden.
- Gratis voor deelnemers Compass Rusland project.

## - URAL EXHIBITIONS

**The second half a year 2010**  
Russia, 620027 Yekaterinbourg, Sverdlova str., 11A, oφ. 505.  
Тел/факс: +7 (343) 3555195, 3703374  
E-mail: [savintseva@uv2000.ru](mailto:savintseva@uv2000.ru), <http://www.uv2000.ru>

**2009, October 20-22, Yekaterinburg**, exhibition complex, 145 Gromova street  
Scientific and Industrial Forum "TECHNICAL UPGRADE OF MACHINE-BUILDING ENTERPRISES IN RUSSIA. SPECIAL LASER AND OPTICAL TECHNOLOGIES Scientifically-practical conference;

- \* Metal-cutting machinery;
- \* Press-forging and cast-molding equipment;
- \* Universal, special-purpose and precision machinery;
- \* Machines for electric, physico-chemical, plasma and other types of treatment;
- \* Tool management and fixtures of all kinds for machinery;
- \* Repairs, restoration, upgrade of machinery and equipment and extending its potential;
- \* Diagnostic equipment;
- \* Instrumentation equipment and devices, including equipment for non-destructive testing;
- \* Scientific and technical projects concerning quality, reliability, precision and long life;
- \* Software in machine-building;
- \* Systems of continuous automation of production;
- \* Systems of automated design and computer-aided manufacturing;
- \* Issues of cost-effective use of resources and environmental control in machine-building;

- \* Literature on the subject and scientific literature.
- \* The Optometrist-electronic instruments and equipment for all branches of industry and scientific studies;
- \* Optical production technologies;
- \* Optovolokonnoe equipment, instruments and completing;
- \* The Optometrist-mechanical instruments and equipment;
- \* The Fiber-optic relationship, components and technologies;
- \* The Optical measurements, diagnostics, sensors;
- \* Optical goods of the public consumption;
- \* Lazer technologies of the processing material;
- \* Lazer systems for technological designing;
- \* Lasers, lazer systems and lazer safety;
- \* Sensors, detectors, instrumentation;
- \* Systems of the fixing, processing and issues of the scenes;
- \* Preparation specialist, service and consultation facilities;
- \* Software lazer-optical systems.

### PARTICIPATION IN THE FORUM

#### Speakers at the Conference:

- **Participation with an extended report:** information report at the Forum (up to 15 minutes), the speaker will be provided with projection equipment, notes of the report and brief information about products and services provided by the enterprise in the



official catalogue of the Forum and the exhibition, 1 copy of the catalogue, participant's nametag, participation of 2 representatives of the company in the reception on the occasion of the start of the Forum and the exhibition ..... **4000 Roubles.**

- **Participation with a short report:** report at the Forum (up to 5 minutes), participant's nametag (1 person), the speaker will be provided with projection equipment ..... **free**

**Participants of the Exhibition:**

- **Registration fee to participate in the exhibition:** information about the products and services of the enterprise will be published in the official catalogues of the Forum and the exhibition, 1 copy of the catalogue, participant's nametags, participation of 2 representatives of the company in the reception on the occasion of the start of the Forum and the exhibition ..... **5000 Roubles.**

- **Display at a standard stand:** stand panels spacing 1m x 2,5 m; table, 2 chairs, wall socket 220 V, 3 kW. Minimum exhibition space - 4 m<sup>2</sup> ..... **5000 Roubles per m<sup>2</sup>**

- **Display without stand:** 1 table, 2 chairs, a sign with the name of the company. Minimum exhibition space - 3 m<sup>2</sup>. ..... **4000 Roubles per m<sup>2</sup>**

- **Remote participation** (information on products and services will be placed in the official catalogue of the Forum and the exhibition, 1 copy of the catalogue, advertising brochures will be available at the registration table)..... **5000 Roubles.**

**The prices stated include the cost of:** renting exhibition space and equipment, installation of the equipment, general advertisement and safe-keeping during off-hours, cleaning the exhibition space.

**Participants of the exhibition will be entitled to arrange their own special events at their stand and inviting audience for free.**

- **Extra services and equipment** ..... **rates upon request**

- **Additional accreditation of company representatives** (nametag, work at the conference and the exhibition, participation in the reception given on behalf of the Forum Organization Committee)..... **800 Roubles per person**

**Audience of the conference and visitors of the exhibition:**

- **Participation as a listener at the conference and a visitor of the exhibition:** participant's nametag ..... **free**

- **Extended participation as a listener at the conference and a visitor of the exhibition:** 1 copy of the catalogue, participant's nametag, informal communication (participation of 1 representative of the enterprise in the reception on the occasion of the Forum and the exhibition opening)..... **800 Roubles per person.**

**Please note:** All prices given include VAT. (1 €= 45 Roubles)

**To register** as a participant please fill in the application and agreement and send it together with information to be published in the catalogue of the exhibition **by October 4**, transfer payment for participation in the Forum and the exhibition **by October 9**. The application can be accepted later than the specified date, but in this case the organization committee cannot guarantee publishing the information in the catalogue.

**Operations of the Forum:**

October 19, Monday, 10 a.m. – 6 p.m., arrival of participants, installing equipment and arranging exhibition space, agreeing upon the order of presentations accompanying the reports at the conference.

October 20, Tuesday, 10 a.m. – 5 p.m – operations of the forum: 10 a.m - official opening of the exhibition

October 21, Wednesday, 10 a.m. – 5 p.m. – operations of the forum; 10 a.m. – official start of the conference

October 21, Thursday, 6 p.m. – the official reception on behalf of the Organization Committee of the Forum.

October 22, Thursday, 10 a.m.- 5 p.m – operations of the conference and the exhibition,

October 23, Friday, dismantling the equipment, departure of participants

**Please contact us for further information:**

Universal Exhibitions Association (Universalnye Vystavki)

Phone/fax: (343) 355-00-49, 355-01-49, e-mail: [daria@unexpo.ru](mailto:daria@unexpo.ru), <http://www.unexpo.ru>

The Union of enterprises of defense industry in the Sverdlovsk region ,

Phone/fax: (343) 353-57-07, e-mail: [souzop@ural.ru](mailto:souzop@ural.ru), <http://www.vpkf.ru>

Union of Machine-Building Enterprises of the Sverdlovsk region

Phone/fax: (343) 374-59-78, e-mail: [souz@mail.e-burg.ru](mailto:souz@mail.e-burg.ru), <http://www.mashsouz-so.ru> [olgan@2-u.ru](mailto:olgan@2-u.ru)



## ◆ JOBS :

### FEDOTOVA Liubov

After 8 years of work experience in Russia, I am now looking for a job in a company in Belgium with commercial connections with Russia or in EU – Russia cooperation projects.

**Work experience:** I was Head of sales department in a company dealing with importation of products from China: trade analysis and product research; organizing fairs; staff management; budgeting and writing financial reports.

I also have a long experience as a Company lawyer: organization of shareholders' meetings; share issue; due diligence; arbitration; creation of companies.

**Education:** Master of Law (State University, Russia).

**Languages:** Russian - mother tongue; French – fluent; English – spoken.

**Contact:** +32.(0)488.67.59.45; email: [fedotova.liubov@gmail.com](mailto:fedotova.liubov@gmail.com)

### Anna Nackmayr

German national of Russian origin, experienced in Russian-European cooperation projects looking for professional challenge

**Education:** Univ. Diploma International Relations, St.Petersburg; B.Sc. Business Administration and Economics, Hagen, Germany

**Experience:** Project management, event organisation, St. Petersburg State University; Cooperation with international suppliers, contract negotiations and contract management, Siemens Power Generation, Berlin; EU public procurement contracts and finance, European Parliament, Brussels

**Languages:** Russian, English, German, Dutch, Estonian, French

Tel: 0032 478221805; [nackmayr@skynet.be](mailto:nackmayr@skynet.be)

### DAMMAN Annick

**French speaking interpreter with excellent interpersonal skills, focused on the objective**, dynamic and responsible, computer literate, fluent in English and Russian.

**Objective:** Any position in which I could help the company develop its contacts abroad.

**Education:** Master's degree in interpretation – Ecole d'Interprètes internationaux, Mons. Nursery school teaching degree.

**Work experience:** 2001-2003: Sales representative - VSM Belgium (pharmaceuticals) ; 1998-2001: Sales person - EQUIFORM (pharmaceuticals) ; 07-10/1998: Administrative assistant

**E-mail :** [annickdamman@hotmail.com](mailto:annickdamman@hotmail.com) **Mobile :** +32.495.531.56

### BREUER Nicolas

Multilingual specialist of the Russian and other emerging markets, graduate of the Royal Navy Academy of Belgium and the **Solvay Business School**. Working experience abroad at UCB in operations, BD, strategy and marketing. Sociable, efficient, disciplined, job-oriented, networking-lobbying specialist, Internationally mobile. **6 years experience in CIS**, looking for new challenge in CIS, or a job linked to it from Europe.

Nicolas +32494578402 and in Russia +7 964 7001111. [Nicolas\\_breuer@hotmail.com](mailto:Nicolas_breuer@hotmail.com)

### Yulia Pronina

**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](mailto: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:** +32 / 0487605694, email: [krapik@gmail.com](mailto:krapik@gmail.com); [anna.krapivina@europarl.europa.eu](mailto:anna.krapivina@europarl.europa.eu)

### IGNATOV Nikita

searching for an innovative company that would allow me to learn more on one side, but where I would be able to realize my skills and knowledge acquired at university and previous experience especially in the field of business administration, strategy development and business development.

**Education :** ICHEC and MAI, Moscow, (Leading Moscow Institute in technical sciences) MSc Engineering Major in engineering of the medical equipment.

**Experiences:** - Europa One: 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 cy.

**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).

**Email:** [amenus.pack@gmail.com](mailto:amenus.pack@gmail.com) **Mob:** +32 473 194 753



# Request for Membership

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

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

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

PS : Banner : please in .swf format

Company: .....

Address: .....

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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transfer ..... euro on the account number: **210-0559990-61**  
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Date: ..... Signature: .....

# COMPOSITION & FONCTIONNEMENT SAMENSTELLING EN TAAKVERDELING

## CONTACT : Генеральный директор

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

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

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

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

## PRESIDENT/VOORZITTER :

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

## COMITE DE DIRECTION / DIRECTIE COMITE :

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

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

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

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

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

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

Willy De Cook, [Directeur honoraire d'administration / Member of the board](#)  
[wdecook@skynet.be](mailto:wdecook@skynet.be)

## AUTRES ADMINISTRATEURS / ANDERE BESTUURDERS :

Nina Carree, Senior Consultant, DROUOT CONSULTANTS

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

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

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

Georgi 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