

October  
2007

# East Inform

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

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## The "Days of Belgium" in Nizhny Novgorod Region September, 11 - 16, 2007

From the 12th to the 16th of September 2007, the "Belgian Days" happened in the Nizhny Novgorod Region. The Belgian delegation was lead by the Extraordinary and Plenipotentiary Ambassador of the Kingdom of Belgium with the Russian Federation Mr. Vincent Mertens de Wilmars. The Belgian delegation was composed of 62 peoples of which delegates from 19 member companies of our Chamber of Commerce, and 12 Belgian exhibition stands were presented on the Nizhny Novgorod Forum "All Russia United" (about 2000 Visitors to the Belgian stands and 1000 to the Cultural programme). The Belgian part of the Fair was decorated with our national colours, and panels on the economic relationship between Belgium and Russia and giving information on big Belgian companies like SOLVAY were exposed: Solvay has indeed recently decided to invest in Nizhny Novgorod with Sibur a world size investment of 650 million €.



On first rank, our president Werner Cautreels, Ambassador Mertens de Wilmars welcoming to the Belgian stands the Vice-Governor, and our Vice-president Daniel Stevens. On 2<sup>nd</sup> rank (partly hidden) our director Dimitri de Heering.

On September 12, the Ambassador of Belgium and our Chamber have welcome, at the official opening of the Fair, the **vice-governor of Nizhny Novgorod** and they have presented him the various Belgian stands. A VIP dinner followed, with the Ambassador and managers of Belgian Sponsor companies. A « walking diner » offered by the Belgian Ministry of Foreign Affairs **in the Governor's Palace** in the Nizhny Novgorod Kremlin gathered about 225 personalities.

On 13 September, **the Governor, Mr. Shantsev** received in his Palace the Belgian delegation composed with the Ambassador, businessmen and our Chamber. In the afternoon, the **Business Forum** took place in the premises of the Chamber of Commerce and Industry of the Nizhny Novgorod Region with the attendance of Ambassador Vincent Mertens de Wilmars, the president of the Belgian-Luxembourg Chamber of Commerce for Russia Mr. Werner Cautreels, the deputy of the Trade



The Governor Shantsev receiving the Belgian delegation in his Palace in Nizhny Novgorod Kremlin. On the right, Mr Soenko from the Russian Trade Rep in Brussels.

Representation of Russia in Belgium Mr. Oleg V. Saenko, the Vice-Minister of Investment Policy of the Region Mr S. L. Zymin, etc. The Forum was followed by business-to-business meetings between representatives of both Belgian and Russian companies.

In the frame of the Round Table «Investment and Economic Policy in Nizhny Novgorod Region», Vice-Minister Zymin made a presentation of the industrial and economic potential and the investment projects of the Region (A copy of the presentation CD can be obtained by our members).

Eleven Belgian companies took part in the works of the Forum, interested in cooperation with the Region in various fields like machine construction, electricity, car construction, building, logistics, information technologies and telecom, food and beverages, and banking services.

According to the Regional Chamber of Commerce, the local business circles presented the «International airport of Nizhny Novgorod», the group «Metek-energo», and companies like «Nizhny Novgorod factory M.V. Frunze», «Pravdinsky radioreleiny Zavod», building company «Decor Construction», «Podshipnik», «Elektro-systems», «Pustyn», «Sormovskaya Kuznitsa», «Magma-Opt», «Liana NN», «Idilia NN», «Gaz», «Mann» etc.

«ADB Siemens» expressed their interest in developing cooperation with «MANN» for the modernizing the airport infrastructure and renovating the visual signalling equipment.

«Vesuvius» company examines the possibility of producing fire-proof material for the metallurgic industry in the Nizhny Novgorod Region. They have been conducted by the Vice-Minister Zimin to visit to visit lands and agreed with him about a cooperation on further deepening this question..

«Codipro» company and the CCI of the Region agreed upon exchanging information in order to arrange contacts between «Codipro» and enterprises of the car industry and the Association of producers of auto components of the Region.

«Schreder» seems to have interested the Nizhny Novgorod administration for developing a cooperation in producing lighting equipment for the roads, industries and infrastructures, and they had interesting meetings with representatives of «Mietek-energo», a company acting in the same field.

«Ghyselinc NV» company expressed interest in developing cooperation in supplying fully automatic devices for tire assembly and tire pumping to the car industry. On September 14, their president, Mr W. Ghyselinc, went to the company «Gaz-Volga», where he visited assembly lines of light commercial cars and met the principal engineer and the purchase manager of this company, who recently got from GM the agreement to invest 1.7 billion \$.

In the frame of the business forum, our Chamber presented also an exhibition on the history of the economic development of the Belgian-Russian relationship: Information panels reflected fragments of the historical past of this relationship, and its contemporary developments, underlining the growing presence of the biggest Belgian companies on the Russian market. A particular attention was given to «Solvay» company, who realized the biggest Belgian investment in the recent years in Russia with their investment in Nizhny Novgorod Region.

During the Forum our Chamber expressed interest to increase cooperation with the Chamber of Commerce of Nizhny Novgorod, and both sides declared their readiness **to organize next year a business mission from Nizhny Novgorod Region to Belgium.**



A part view of the business to business meetings at CCI.



Mrs Iakovlevskaya in the Belgian Stand at the Fair.

### A few words on the cultural programme

**Six exhibitions in various important places in the city presented cultural aspects of contemporary Belgium:** Paintings with "The Painter of the Silence" (Jef Diels, State Art Museum), cartoons and comics with "Press Cartoon Belgium" (Press Center of the Fair, and Lobachevsky University) and "Belgian Children's Comics", photos with "Just a daily life of Belgium", sculptures with "Anne Spetschinsky, sculptor. The Dialogue...", without forgetting the Fragment of the exhibition "Belgian-Russian Industrial Relationship".

#### Eleven Master-Classes were also presented:

- Philippe Samyn, Architect, "Belgian Contemporary Architecture"
- Jeannine Hermans, Painter, "Belgian Traditional Juvenile Arts"
- Gennady Durnajkin, Director, "Miracle of Belgian towns"
- Gennady Durnajkin, Director, "Post-Apocalyptic world of the brothers Van Eyck" and "Visiting Belgian Towns"
- Martijn Heylen, TV Journalist, "Belgian TV Journalistic"



- Erik Van Der Jeught, Certified Public Auditor, "Belgian practical application of Certified Public Audit", in 2 Universities
- Dmitry Silvestrov, Translator, Belgian literature: Filip De Pillecyn "People beyond the Dam" and Paul Claes "The Son of the Panther"
- Karel Anthierens, President, "Cartoons in Belgian Press"

Also several **concerts** took place, with Vadim Piankov (a "Russian Jacques Brel" living in Belgium), "Coming back home", "Scora", Jazz-quartet, etc. Three Belgian **films** were presented : "The Alzheimer Case", "Steve+Sky", and "Jam", and a **performance** took place, Belgian Music on the Russian silent film "Aelita" (Y. Protazanov, 1924)

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In a word, with still 5 big receptions, a superb catalogue and public relation material from the Ministry remitted to more than 2200 peoples, these "Belgian Days" contributed a lot not only to facilitate the business of the Belgian participants, but also to give an excellent image of contemporary Belgium to the so numerous Russian attendants of the Nizhniy Novgorod Fair. Thanks, among others, to a press conference, this was reflected not only by journalists, but also by the 2 TV reportages, 6 appearances on TV news, by 31 advertisements and articles in the Nizhniy Novgorod Region, 9 reportages in "Gazet van Antwerpen", etc.

The Days of Belgium, which have been based on an active cooperation between diplomats, businessmen, and men of science and culture, have shown a most advantageous image of Belgium and at the same time have given our businessmen a quick but deep knowledge about the geographical and economic potential, investment projects, and wide acquaintances in the administrative, business and cultural circles of the Nizhniy Novgorod Region.

A favourable human and business atmosphere without bureaucratic barriers gave on both sides confidence on a further positive development of the cooperation between the Nizhniy Novgorod Region and Belgium.

*We thank again the Belgian Public Federal Service of Foreign Affairs, the Embassy of Belgium in Russia, and the Government of Nizhniy Novgorod Region for their support, and all the sponsors of these events, in particular Solvay, InBev, AGC Flat Glass Europe and Sibelco, as well as, for the cultural part, the travelling provider, "Day One Business Travel", the logistical provider: "Airpartners", and in particular Artgroup International and her president **Mrs Olga Iakovlevskaya** who did not spend in vain about 6 months in preparing the success of the cultural part of these Belgian Days, contributing to the success of this event organized by our Belgian-Luxembourg Chamber of Commerce for Russia and Belarus.*

## Economic mission of the Brussels Capital Region to St Petersburg

From 20 to 23 September 2007, an economic mission to St Petersburg was organized by Secretary of State Brigitte Grouwels, member of the government of the Brussels Capital-Region, in collaboration with the Community of harbour industries and the Harbour of Brussels. The main purpose of this economic mission was to increase business contacts between St Petersburg and Brussels in order to give sea traffic a boost between both regions.

Throughout the economic mission, the Secretary of State Grouwels highlighted the importance of the Brussels Capital-Region as a potential trading partner and explained the part that could be filled by the Harbour of Brussels.

The Harbour of Brussels can be reached by seagoing ships through the Harbour of Antwerp. Indeed, it is ideally located: firstly because it is the harbour of the capital of Europe which offers the perfect gateway for seagoing ships right to the heart of Western Europe. But also because the Harbour of Brussels allows ships to reach a densely populated area with an important consumer market. Furthermore, the region of Brussels and its hinterland is well connected thanks to many waterways, motorways, a rail network and an international airport. And last but not least, Short-Sea-Shipping, also called "freeways upon sea" can, in this respect, further be developed.

Secretary of State Grouwels and the Harbour of Brussels both intend establishing shipping lines on a more frequent basis between Brussels and St Petersburg through new potential contacts or the already existing ones. They chose the Harbour of St Petersburg mainly because the contacts with Russia already make up a significant part of the sea traffic in the Harbour of Brussels. The Harbour of St Petersburg is one of the fastest growing harbours and belongs to the most dynamic of the Baltic Sea. That's why the Brussels Capital-Region clearly wants to gain a foothold in such an expanding harbour.

In this way, the Brussels government created a favourable framework for the companies which took part in the economic mission. They got the opportunity to get into contact with local companies of St Petersburg which will eventually increase the shipping traffic between both regions.

The Region has thanked our Chamber of Commerce (CCBLR), the Chamber of Brussels (CCIB), FIT Agency and Brussels Export for their assistance in the organization of this mission, which gathered a delegation of 47 persons.



*Signature of the agreement protocol between the ports of Saint Petersburg and Brussels. Minister Brigitte Grouwels at the departure for the visit of Ust-Luga port.*

## The world is not ready for free investment

Much has been said at the APEC forum in Sydney, Australia about the need to open the borders for the free flow of goods and capitals.

Russia is doing all it can to speed up its entry into the WTO, an organization whose main mission is to encourage free trade in the world. In the meantime, a process opposite to world integration is developing at an accelerated pace – the leading economies are closing their doors to foreign investment.

On September 19, the European Commission is going to publish a document limiting investment from third countries to the European energy sector (only recently the EU talked about its forthcoming liberalization). Some provisions of the drafted document are already known. Thus, the European Commission suggests a number of measures against attempts by foreign companies to acquire gas and electricity distribution networks in the EU.

These measures may include more rigid procedures for permits to get energy assets in the EU or even a ban on the acquisition of energy infrastructure for non-EU members. Moreover, the EU has started talking about a principle of reciprocity in energy investments. In other words, only those countries which open their energy markets for the EU, will be allowed to buy its energy assets. This concept is glaringly at variance with the EU's own laws on competition.

It is clear that these measures will be primarily directed against Russian energy companies, which have huge markets in the EU and are interested in buying its distribution networks.

But the EU is going to limit not only Russian investments and not only in energy. Europe is afraid of big investment funds with government stock from China and other newly-rich Third World countries, which are striving to invest in the EU economies. Germany, for example, is going to change its laws to block problematic foreign investment which threatens national interests. Last June, the United States adopted a law which allows it to prohibit any deal with a foreign investor if it prejudices national security. America is particularly cautious about direct Arab investment.

But why have the Europeans and Americans become so concerned about foreign investment now? The reason is obvious – Russia, China and the Gulf countries do not want to their huge foreign trade proceeds to stay idle in gold and currency; they are trying to invest them at an advantage in companies in industrialized countries. But the latter do not want foreign investment. When the developing economies were a unilateral target of Western investment, the world's leading countries stood for an open doors policy. But as soon as there appeared signs of a reverse process, Europe and the United States have immediately recalled the need to pursue national interests and keep strategic heights in the global economy.

For their part, emerging economies are no longer ready to swallow all Western investments without discrimination. The Russian government, for example, has made it clear that it intends to reserve the leading role in the energy sector for the domestic companies. In late August, China, which has made an economic leap largely because of its complete openness to foreign investment, has introduced anti-monopoly legislation to restrict it.

The world has made a full circle. A free global investment market is not here yet. Everyone wants to invest money abroad, barring foreign investment at home.

(RIA Novosti economic commentator Oleg Mityayev)

*The opinions expressed in this article are the author's and do not necessarily represent those of CCBLR*



## Russie – Mission économique plurisectorielle Samara, du 11 au 14 novembre 2007

L'Agence Wallonne à l'Exportation et aux Investissements Etrangers (AWEX) organise en collaboration avec Bruxelles Export et le Cluster Auto-Mobilité de Wallonie, une mission plurisectorielle, ciblée sur les secteurs automobile, machines et biens d'équipement et secteurs parallèles. Cette mission se déroulera du 11 au 14 novembre 2007 à Samara - Russie.

La ville de Samara est le cœur administratif, industriel et culturel de la région de la moyenne Volga.

Samara constitue un nœud de transport important, entre la partie européenne de la Russie, la Sibérie et l'Asie centrale (notamment le Kazakhstan).

La construction automobile, l'industrie aérospatiale et pétrochimique sont les domaines d'excellence de l'oblast. Le centre scientifique et technique d'AvtoVaz, le géant automobile russe, est le plus grand complexe scientifique et technique de l'oblast. L'oblast de Samara comptait en 2003 30800 petites entreprises, ce qui place la région à la 4ème place russe après Moscou, Saint-Petersbourg et l'oblast de Moscou.

La production industrielle de Samara connaît une croissance tout à fait remarquable.

La Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et le Belarus y a mené une mission en octobre 2006 et les acteurs « autos » de cette région connaissent et apprécient déjà la technologie belge.

Ainsi **AvtoVAZ**, le plus grand fabricant russe d'automobiles. Il fait partie des trente plus grands constructeurs automobiles du monde entier. La société prévoit la construction d'usines en Algérie, Jordanie, au Soudan, à Cuba, en Equateur et au Pérou. Au total il existe environ 400 fournisseurs d'automobiles et de sociétés assurant le SAV des LADA en Europe de l'Est, Scandinavie, Allemagne, France, Suisse, aux Pays-Bas, en Espagne, Italie et autres.

Le groupe AvtoVAZ comprend de nombreux fournisseurs de composants, de grossistes et de détaillants ainsi que d'entreprises assurant le SAV. En 2006, AvtoVAZ a signé un accord avec Magna qui va gérer le travail avec les équipementiers et aidera l'usine à élaborer des nouveaux modèles.

**SOK**, fondé en 1994 dans la région de Samara, le groupe SOK est un grand producteur russe de voitures légères et un important équipementier russe (le groupe contrôle plus de 30 entreprises). En octobre 2006, SOK a annoncé la création d'une JV avec le groupe slovène TPV qui produira des sièges pour la Lada Kalina d'AvtoVaz. Fin 2006, SOK a pris la décision de créer une JV avec l'allemand PEGOFORM pour la production de panneaux de bord en plastique.

**GAZ**, cette usine automobile est contrôlée par l'ancien holding RusPromAvto, le groupe GAZ a assemblé 214.251 véhicules, soit 6.3% de plus qu'en 2003. Parmi ses véhicules : 65.686 voitures (+15.7%), 117.043 véhicules utilitaires (+8.1%) et 31.522 minibus (-13.2%).

La production de composants automobiles s'est accrue de 25.2%. En 2006, GAZ a signé un accord avec Magna.

### Les équipementiers :

**Technoplast** : Produit des pièces plastiques pour l'automobile en partenariat avec Faurecia

**Itelma** : NPO Itelma produit des faisceaux automobiles sous licence pour Avtoframos en partenariat avec VALEO

**Magna** : Equipementier en cours de négociation avec GAZ et avec AVTOGAZ en vue de la conception de nouveaux véhicules, ce qui l'amènera à prendre en charge la gestion de la chaîne des fournisseurs.

En tant qu'équipementier, Magna poursuit plusieurs projets d'implantation industrielle en Russie.

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## RUSSIE : salon international de la construction MosBuild - Batimat Moscou, 1 au 4 avril 2008

**L'Agence Wallonne à l'Exportation et aux Investissements Etrangers (AWEX) organise un stand collectif dans le cadre du salon de la construction MosBuild, qui se déroulera du 1er au 04 avril 2008 à Moscou, Russie.**

La Russie, qui s'est rapprochée géographiquement de l'Union européenne depuis l'élargissement, connaît depuis l'« après crise de 1998 » des chiffres de croissance tout à fait remarquables avec un taux de croissance moyen de plus de 6,3% sur ces 5 dernières années.

L'industrie du bâtiment, en particulier, a enregistré une croissance continue et compte actuellement parmi les secteurs économiques les plus dynamiques.

Moscou est un énorme **chantier de construction** (la ville couvre une superficie de 994 km<sup>2</sup> et sa population est de 8,6 millions). Un nouveau programme de développement de la ville prévoit des constructions ambitieuses d'ici 2020.

Les autorités moscovites sont essentiellement préoccupées par les investissements dans les infrastructures touristiques, les services et la restauration des monuments.

Par ailleurs, d'autres facteurs contribuent à ce formidable essor du secteur de la construction :

- **Le site retenu pour les Jeux Olympiques d'hiver 2014 se situe à Sochi**, Russie. Dès lors, de grands projets vont être mis en route et il faudra entre autre fournir aux différents chantiers les matériaux de construction nécessaires.
- outre la situation économique générale, l'augmentation des revenus et l'émergence d'une classe moyenne ont stimulé la demande de biens immobiliers.
- on a ainsi assisté à un « boom » au niveau du secteur résidentiel.
- les logements existants ont besoin d'être modernisés. Les clients sont devenus plus exigeants sur la qualité des matériaux utilisés.

On s'attend à ce que cette demande en matériaux de construction se renforce dans les prochaines années, avec une croissance de 10% par an.

### MOSBUILD

Le salon, qui existe depuis 13 ans, représente aujourd'hui le salon professionnel le plus grand et le plus influent de la Russie pour le génie civil et l'industrie du bâtiment.

La manifestation attire de nombreuses marques russes et internationales connues.

On a recensé pour cette édition 2007, quelques 1500 exposants et plus de 40000 visiteurs.

MosBuild réunit, dans un même espace, 15 expositions séparées.

Le salon des équipements et des matériaux de construction se déroule dans l'Expoentr' Krasnaya Presnya. Durant les dernières années, et ce pour faire face à la demande grandissante de machines et de matériaux de construction, les surfaces du centre d'exposition ont été agrandies. Ainsi, un autre site d'exposition a été créé (le site Crocus Expo) qui regroupe principalement les secteurs de la décoration intérieure.

Le salon MosBuild offre d'excellentes possibilités de nouer des contacts et de multiples occasions d'établir de nouvelles relations.

- Le salon MosBuild attire un large éventail de visiteurs; on compte entre autres, des ingénieurs, des entrepreneurs du bâtiment, des architectes d'intérieur, des architectes, des négociants, des détaillants, des grossistes, importateurs et distributeurs.
- Le salon MosBuild est enfin organisé par le groupe ITE (International Trade Exhibitions), connu, en particulier, pour son travail en Russie et dans les pays de la CEI.

La localisation traditionnelle, où se trouvera la collectivité wallonne, accueillera les thèmes suivants :

- matériaux de construction, équipements pour la construction, isolation, outils, produits chimiques pour la construction, roofing, adhésifs, briques, etc. ;
- Hardware : équipements pour la construction (grues, foreuses, pompes, etc.) ;
- Heat Vent : conditionnement d'air, ventilation, chauffage, climatisation ;
- Ceramic & Stones : céramiques, pierres et marbres, carrelages, mosaïques, façades ventilées, faïences murales ;



- Samtechnika : sanitaires, accessoires pour sanitaires, plomberie, saunas ;
- Garden : décoration de jardin, équipements pour jardinage, piscines, fontaines, éclairage pour piscines et pièces d'eau, bordures, décoration, équipements pour jardins d'enfants et pour sports d'extérieur ;
- Une deuxième localisation présentera :
- Interior : recouvrement de sols et plafonds, panneaux de séparation, éclairage, feux ouverts, peintures, ameublement, design ;
- Decotex : papier peint, textiles décoratifs, rideaux, tentures ;
- Windows & Doors : portes, fenêtres et châssis, équipements de production de portes et fenêtres, portes de garages, verre.

Vous trouverez davantage d'informations sur le site du salon que vous atteindrez via : [www.buildingshows.com](http://www.buildingshows.com)  
contact : Geoffrey PARKS (tél.02.421.86.63 – fax 02.421.87.23 – e-mail : [g.parks@awex.be](mailto:g.parks@awex.be))

## Flanders Investment & Trade organises a multi sectoral trade mission to Saint Petersburg in November 2007

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27/11/2007 - 30/11/2007

Location:Russia-SAINTPETERSBURG

Type:Trade mission

Contact: Frederik De Potter : [frederik.depotter@fitagency.com](mailto:frederik.depotter@fitagency.com)

## Mosbuild - Moscow

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Introduction: F.I.T. organizes from 1 up to 4 April 2008 a Product Sample Booth for building materials and interior decoration in Moscow. Mosbuild is located in the Expocenter Krasnaja Presnja. Mosbuild can annually trust on more than 2,500 exhibitors from Russia, Europe, the CIS & Asia. 40% of the exhibitors are coming from abroad. The total exhibition space counts more than 120.000m<sup>2</sup> divided to 2 areas: Expocenter and Crocus. The previous edition brought up to 150,000 professional visitors together active in the construction, interior decoration, architecture and design. Why should you participate ? To take part with F.I.T. on a Product Sample Booth is the ideal and the most profitable deal to get introduced to the Russian market. F.I.T. takes the organization, logistical and the administration tasks of the exhibition entirely for herself. Formalities for you as a exhibitor are restricted up to the minimum.

Date: 1/4/2008 - 4/4/2008

Location: Russia-MOSCOW

Contact: André De Rijck : [moscow@fitagency.com](mailto:moscow@fitagency.com)



## International Conference

### Innovative management of business in Russia: administrative, economic and legal aspects

**Moscow, October, 25th, 2007**

**On October 25th, 2007**, within the framework of the Forum «Economy of Russia in the XXI century: development priorities» the International Conference «Innovative management of business in Russia: administrative, economic and legal aspects» will take place.

The Parliament Center «High-end technologies, intellectual properties» of the State Duma of the Russian Federation and The business magazine «Economy of Russia: XXI century» established in 2000 under the auspices of the Ministry of Finance of the Russian Federation, and the Ministry of Economic Development and Trade of the Russian Federation are organize the Conference.

Conference is sign event for subjects of the Russian Federation, heads of the enterprises, investment structures, scientific circles, representatives foreign the business-communities, focused on innovative model of the development, indirectly incorporated model in the program of priority national projects.

Conference gives a unique opportunity to join participation in development of a state policy in scientific and technical and innovative activity.

Moderators of conference will offer the point of view on the future of innovative process, and also will share strategy of work and practical development.

The newest innovative development in various branches of economy, a science and formation will be presented to attention of participants of Conference.

Maria A. Silakova Chief adviser of the Parliamentary Center of the State Duma of the Russian Federation.  
Email: [economy@ruseconomy.ru](mailto:economy@ruseconomy.ru)



## Invitation for a Business conference

### “Russian Telecom Sector: opportunities for international cooperation”

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The Embassy of the Russian Federation in Belgium in cooperation with interested Belgian companies and organizations prepares a business conference “Russian Telecom Sector: opportunities for international cooperation” which will be held on 30 November 2007 at the Embassy.

The conference will cover a wide range of issues related to business opportunities in the most dynamic telecom market of Europe:

- an overall view of the current state and prospects of development of the Russian market of cellular and fiber-optic telecommunication networks;
- an assessment of requirements in financial resources and new technology on the part of the Russian telecom sector and of its major participants;
- development plans of leading Russian telecom operators (cellular and fiber-optic);
- presentation of interests and potential of European companies interested in the Russian market;
- opportunities for cooperation between Russian and foreign companies on the telecom markets of Europe, Asia and the Middle East.

The conference will be attended, among others, by senior officials of such companies as Siemens, ThalesAlenia Space, TransTeleCom (Russia’s biggest fiber-optic telecom operator), UralSvyazInvest. Participation of other major Russian telecom firms is to be confirmed.

The Belgian business will be represented by AGORIA, Belgacom, Fortis Bank, KBC Bank and other companies active in the telecommunication sector, and by regional export agencies.

The Embassy will be glad to organize, in addition to the conference, bilateral contacts between Russian and foreign participants. The working language of the conference will be English.

The conference is planned for 10.00-13.00, followed by a buffet lunch.  
The program of the conference will be available later.  
Registration of participants will be closed on October 31, 2007.

Contact person at the Embassy: Mr. Alexander Milyutin, Economic Attaché of the Embassy (tel. 02-3743400, fax. 02 3742613, e-mail: alex-milyutin@yandex.ru).



## APPLICATION FORM BUSINESS CONFERENCE

### RUSSIAN TELECOM SECTOR: OPPORTUNITIES FOR INTERNATIONAL COOPERATION

Avenue De Fre 66, 1180 Brussels; 30 November 2007, 10.00.

Company name:	
Company activity:	
Name(s) of participant(s):	
Contact information: tel.: fax: e-mail:	

**Please send this application form by fax 02/3742613 to the attention of Mr Alexander Milyutin or by e-mail [alex-milyutin@yandex.ru](mailto:alex-milyutin@yandex.ru)**

**IMPORTANT:** Companies are advised not to send more than one representative due to limited number of seats. Please be aware that there is no parking lot available for the participants.



## ASTRON Buildings S.A.

**ASTRON Buildings S.A.** of Luxembourg, has recently completed supply and erection of an 8 000 m<sup>2</sup> production facility for company '000' TECOS, in Russia. The factory will produce different categories of PVC sidings for buildings.

The Greenfield project in Redkino, Tver region, was financed by **TECO Group** of Belgium. This is a cooperation between two CCBLR members.



TECO is one of many West European investors who chose ASTRON for supply and erection of their buildings in Russia and other Eastern European countries.

ASTRON is the largest supplier of industrial and commercial steel buildings in Europe, with more than 40 years of experience, and over 35 000 reference buildings.

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## NEWS FROM RUSSIA

### \* New prime Minister

#### **Victor ZOUBKOV, Président du Gouvernement de la Fédération de Russie**

Né le 15 septembre 1941 au bourg d'Arbat, district de Kouchva, région de Sverdlovsk.

1958-1960 - le serrurier du complexe industriel « Severonikel », ville de Montchegorsk, région de Mourmansk.

1960-1965 - étudiant de la faculté de l'économie à l'Institut de l'agriculture de Leningrad.

1967-1985 - employé aux sovkhoses de la région de Leningrad aux postes du chef de section, du vice-directeur, du directeur, du directeur général de l'Association des sovkhoses « Pervomaïskoe », (district de Priozersk, région de Leningrad).

1985-1991 - président du Comité exécutif de la ville de Priozersk, le premier vice-président du Comité exécutif de la région de Leningrad.

1992-1993 - vice-président du Comité des relations étrangères de la mairie de Saint-Petersbourg.

1993-1999 - chef adjoint et le chef de l'Inspection fiscale d'Etat à Saint-Petersbourg.

1999-2001 - vice-ministre des impôts et des taxes de la Fédération de Russie, le chef du département du Ministère des impôts et des taxes de la Fédération de Russie à Saint-Petersbourg.

2001-2004 - premier vice-ministre des finances de la Fédération de Russie, le président par intérim du Comité de la surveillance financière de la Fédération de Russie.

2004-2007 - chef du Service fédéral de la surveillance financière de la Fédération de Russie.

Le 14 septembre 2007 nommé le Président du Gouvernement de la Fédération de Russie par le décret du Président de la Fédération de Russie.

Spécialiste de formation supérieure. Candidat en économie.

Possesseur du titre honorifique « L'économiste mérité de la Fédération de Russie ».

Titulaire de plusieurs décorations d'Etat.

#### **Victor ZOEBKOV, Voorzitter van de Regering van de Russische Federatie**

Geboren op 15 september 1941 in het dorp Arbat, Koesjwagewest van de Regio Sverdlovsk.

In 1958 – 1960 was hij bankwerker bij het Severonikel fabriek in de stad Montsjegorsk van de Regio Moermansk.

In 1960 – 1965 studeerde hij economie bij de Landbouwhogeschool te Leningrad.

In 1967 – 1985 werkte hij als Hoofd Afdeling, Vice-Directeur, Directeur en Directeur-Generaal bij de Vereniging van de Staatsboerderijen Perwomaïskoje in het Priozerskgewest van de Regio Leningrad.

In 1985 – 1991 was hij Voorzitter van het Stedelijk Uitvoeringscomité van de stad Priozersk en was hij Eerste Vice-Voorzitter van het Uitvoeringscomité van de Regio Leningrad.

In 1992 - 1993 was hij Vice-Voorzitter van het Comité voor de Externe Betrekkingen bij het Stadhuis van Sint-Petersburg.

In 1993 - 1999 was hij Vice-Directeur van de Federale Belastingdienst en Hoofd van de Staatsbelastingdienst voor Sint-Petersburg.

In 1999 – 2001 was hij Vice-Minister van de Russische Federatie voor de Belastingen en Heffingen en Hoofd van de Directie van het Ministerie van de Russische Federatie voor de Belastingen en Heffingen te Sint-Petersburg.

In 2001 – 2004 was hij Eerste Vice-Minister van Financiën van de Russische Federatie en Voorzitter a.i. van het Comité van het Financieel Toezicht (Monitoring) van de Russische Federatie.

In 2004 – september 2007 was hij Hoofd van de Federale Dienst van het Financieel Toezicht (Monitoring).

Op 14 september 2007 werd hij door het Besluit van de President van de Russische Federatie de Voorzitter van de Regering van de Russische Federatie benoemd.

Hij heeft een diploma hoger onderwijs. Doctor economische wetenschappen.

Hij heeft de eretitel van Verdienstelijke Econoom van de Russische Federatie.

Hij werd beloond met de staatsonderscheidingen.

### \* Sochi investment forum rakes in cash

One hundred and sixty-nine investment agreements and memorandums of understanding worth a total of \$22 billion, or RUR 560 billion, were signed at the Sixth International Investment Forum in Sochi, which was held from September 20 to 23, acting Economy Minister German Gref announced at the final news conference in Sochi.

The Fourth Russian-Chinese Investment Forum, which took place at the same time, meant another nine agreements worth \$1.12 billion, Gref said. Combined with the results of the Sochi-2007 forum, the total sum topped \$23.3 billion. Gref noted that 132 agreements worth \$17 billion covered investment projects in the Krasnodar region, including \$8 billion worth of projects in connection with preparations for the 2014 Winter Olympics in Sochi.

8,826 people took part in the forum, including the heads of five official foreign delegations, 38 heads of regional administrations in Russia, 6 members of the Russian government and about 50 top managers of Russian and foreign companies. Seventeen investment projects financed from the Investment Fund were shown at the forum's exhibition.



German Gref expressed hope that by 2014, the Sochi Investment Forum would reach the level of MIPIM, Europe's largest commercial real estate convention.

For his part, acting Deputy Prime Minister Alexander Zhukov said the forum's impressive results were due to Russia's improved investment climate, which has stimulated an inflow of foreign capital, and the ability of regional officials to present their investment projects, providing full details for potential investors. Zhukov added that Sochi's preparations for the 2014 Olympics were another important factor.

### \* **Kommentaar van de persdienst van de Ambassade van Rusland in België**

De laatste tijd luiden vaak in Belgische en internationale pers de oproepen om de discriminerende beperkingen in te voeren tegen de Russische investeringen in de energiesector van de EU. De aanleiding is dat er "geen reciprociteit in de toelating van de Westerse bedrijven aan de energiesector van Rusland is". Maar is dat echt het geval? Hier zijn de feiten.

De geaccumuleerde directe investeringen van de Russische bedrijven in de EU-landen (in alle sectoren) bedraagden tegen het einde van 2006 5,85 miljard dollar, terwijl de geaccumuleerde directe investeringen van de EU-landen in Rusland over dezelfde periode bedraagden 46,08 miljard dollar, dus 7,9 keer zo veel.

Meer nog, de hoofdbestemming van de investeringen is juist de Russische energiesector (terwijl men in de VS en de EU het over het "wegjagen" van de buitenlandse investeringen uit die sector heeft). ExxonMobil investeerde in Rusland in 2005 aan 2,65 miljard dollar, Royal Shell aan 1,3 miljard dollar, British Petroleum aan 1,4 miljard dollar, Conoco Philips aan 1,5 miljard dollar. In de eerste negen maanden van 2006 werd door de buitenlandse firma's in de Russische energiesector aan 4,45 miljard dollar geïnvesteerd.

De buitenlandse bedrijven zijn momenteel in Rusland met 13 projecten bezig in de winning van olie en gas.

Het winningvolume van de olie door de buitenlandse maatschappijen in Rusland (hun aandelen in de joint ventures meegeteld) bedraagde in 2005 naar schatting van de Russische deskundigen 57,8 miljoen ton, wat komt neer op meer dan 12 procent van het totaal volume oliewinning in ons land. De grootschallige gaswinning in het kader van het Sakhalin-2 project waaraan ook de bedrijven uit de EU deelnemen wacht nog op haar beurt. De Russische firma's zoals bekend nemen intussen niet deel aan de winning van de koolwaterstoffen in de EU. Juist daarom vraagt de Russische zijde om een niet-discriminerende toegang van onze bedrijven tot de distributienetwerken van de EU-landen als om een gelijkaardige vergoeding. Waarom is dan het Russische standpunt onrechtvaardig, gezien dat er zichtbaar onevenwicht is in de investeringsverhouding van het business van beide partijen in elkaars energiesector?

### **Commentaire du service de presse de l'Ambassade de Russie en Belgique**

Ces derniers temps on entend dans la presse belge et internationale les appels à l'introduction des restrictions discriminatoires pour des investissements russes dans le secteur énergétique et de combustibles de l'Union Européenne. « Le manque de la réciprocité en ce qui concerne l'accès des sociétés des pays occidentaux dans le domaine énergétique et de combustibles de Russie » en est la raison. Est-ce que c'est vrai ? Voilà les faits.

Les investissements accumulés directs des sociétés russes dans les pays de l'UE (dans tous les secteurs) à la fin de l'an 2006 constituaient 5,85 milliards de dollars. Les investissements accumulés directs des pays de l'UE en Russie pour la même date faisaient 46,08 milliards de dollars, c'est à dire 7,9 fois plus.

Avec tout cela, c'est notamment le secteur énergétique et de combustibles de Russie qui est l'objet principal des investissements (sur fond des raisonnements dans les pays de l'UE et aux Etats-Unis à propos de « l'expulsion » des capitaux étrangers de ce domaine). En 2005 Exxon Mobil a investi en Russie 2,65 milliards de dollars, Royal Dutch Shell - 1,3 milliards de dollars, British Petroleum - 1,4 milliards de dollars, Conoco Philips - 1,5 milliards de dollars. En janvier-septembre 2006 des sociétés étrangères ont investi 4,45 milliards de dollars dans le secteur énergétique et de combustibles de Russie.

Des sociétés étrangères réalisent actuellement en Russie 13 projets dans l'industrie pétrolière et de gaz.

En 2005 le volume de la production du pétrole par des compagnies étrangères en Russie (y compris leur part dans des compagnies mixtes) constituait, selon des experts russes, 57,8 millions de tonnes, ce qui représente plus de 12 pour cents de la production globale du pétrole dans notre pays. Il y a aussi à l'ordre du jour la production ambitieuse de gaz dans le cadre du projet « Sakhaline -2 » où participent des compagnies de l'UE. Il est connu, cependant, que des compagnies russes ne participent pas dans la production des hydrocarbures dans l'UE. Voilà pourquoi la partie russe propose, à titre de compensation équivalente, de garantir l'accès non-discriminatoire des nos compagnies aux réseaux de distribution des pays de l'UE. Où est, donc, l'iniquité de la position russe, en tenant compte du déséquilibre évident dans la présence des investissements des deux parties dans leurs secteurs énergétiques et de combustibles ?



### \* Russia to invest more in energy

The Russian government will allocate substantial funds for the development of the energy sector in 2008, acting First Prime Minister Sergei Ivanov said at the Sixth International Investment Forum at the Black Sea resort of Sochi.

RUR 170 billion (approx. \$6.8bn) will be allocated to the Federal Grid Company, RUR 120 billion (approx. \$4.8bn) to Rosenergoatom, and RUR 75 billion (approx. \$3bn) to Hydro OGK.

Ivanov said that the fuel balance would be shifting towards nuclear, hydroelectric and coal generation. The government, he said, would continue cooperation between the public and private sectors, applying it in all infrastructure industries.

Steps have been taken to establish price limits for natural monopoly products, Ivanov announced. The system is based on investment return equal to yields in industries with similar risk levels.

Turning to macroeconomic figures, Ivanov noted that state investment in the national economy over the next two years would amount to 3.8 percent of the GDP, rising to 4.5 percent by 2015.

RUR 900 billion (approx. \$36bn), or 16 percent of total budget expenditure, will be allocated for investment programs in 2008, according to Ivanov. The First Prime Minister stated that the government was opening fundamentally new opportunities for business in the infrastructure sector, creating mechanisms for coordinating the development plans of Russia's largest corporations with state investment priorities. This will greatly boost returns from infrastructure construction projects, Ivanov believes.

The Sochi forum is scheduled to last until September 23. In addition to Ivanov, members of the forum will be addressed today by Ma Kai, Chairman of China's National Development and Reform Commission, whose report is titled "Experience of development and financing of China's transport infrastructure", and Shigeo Katsu, Vice-President for the Europe and Central Asia Region of the World Bank, with his report "International Experience in Reforming of Infrastructures. Expectations and Results."

Russian President Vladimir Putin is also taking part in the forum. He will meet with the chiefs of Russian and foreign companies to discuss investment possibilities in Russia's infrastructure, including in the transport, energy and telecommunications sectors.

### \* AVTOVAZ to join state technology corporation

Along with Russia's state arms exporter Rosoboronexport, the Russian technology state corporation will also include Rosoboronexport's affiliates, among them helicopter maker OPK Oboronprom, RussSpetsStal, VSMPO Avisma and AVTOVAZ, Russia's largest carmaker, Rosoboronexport General Director and AVTOVAZ Chairman of the Board Sergei Chemezov said, according to information materials prepared for the First All-Russia Scientific and Practical Conference "Pressing Issues Facing Mechanical Engineering Development in Russia."

Rosoboronexport, a state-owned enterprise, will be transformed into an open joint-stock company, after which 100 percent of its stock will be transferred to the authorized capital of the Russian technology corporation. All companies currently managed by Rosoboronexport will hold IPOs by 2012, according to the conference materials. VSMPO-Avisma, AVTOVAZ and Oboronprom are scheduled to have IPOs in 2009. President Vladimir Putin submitted the bill "On the Russian Technology state corporation to promote design, production and export of hi-tech products" to the State Duma on Wednesday. The first reading of the bill will be held before October 15.

According to the bill, the new corporation is designed to promote the design, production and export of hi-tech products by supporting Russian designers and producers of industrial products on world markets. Other goals include the creation of a sales network for hi-tech industrial productions, intellectual products, services and information, as well as attracting investment into Russia's industrial and defense sectors. The technology corporation will have a Supervisory Council, the Executive Board and General Director.

Speaking at the conference, Chemezov said his company could sell a blocking stake to a strategic partner. Earlier this week Chemezov said Rosoboronexport was going to sell part of its stake in AVTOVAZ. He said the company was in talks with Alexei Mordashev, the majority shareholder in Russia's largest steel company Severstal, and Alisher Usmanov, who owns half of Metalloinvest, the leading Russian mining and metallurgy company. Chemezov said AVTOVAZ needed a partner to provide high-quality steel for automobile production. "We want to sell less than 25 percent," he said.

Rosoboronexport will retain a blocking stake of 25 percent plus one share in AVTOVAZ once cross shareholding has been unwound. "After the unwinding of cross shareholding, Rosoboronexport plans to sell up to 25 percent of its stock through a public offering," Chemezov said.

He added that Rosoboronexport was in strategic partnership talks with Italy's Fiat and France's Renault. The arms exporter will choose a strategic partner before the end of the year, according to Chemezov. The partner will be offered to buy 25% + 1 share in AVTOVAZ. "We value the whole company at about \$4 billion," he said.

AVTOVAZ, based in Togliatti, was registered on 5 January 1993. In 2007, it expects to produce 959,700 automobiles and assembly sets, including 125,000 Lada Kalina cars, over 210,000 Lada Samaras, 35,000 Lada 4x4s and 8,000 Lada 112 Coupes. RBC.



### \* Investment forum in Sochi attracts 10,000 businessmen

6th International Investment Forum, which opens Thursday in Russia's Black Sea resort city of Sochi, has attracted about 10,000 Russian and foreign businessmen.

The event, previously known as the Kuban economic forum, is targeting future investment in the development of infrastructure in Sochi until 2020 and construction of sports facilities in the city in preparation for 2014 Winter Olympics.

Last year, the forum resulted in business deals worth \$5 billion. That record is expected to be beaten this year.

In addition, the participants will discuss investment opportunities in Russia's Far East, particularly in Vladivostok, which could host a summit of the Asia-Pacific Economic Cooperation organization (APEC) in 2012.

### \* Investment forum in Sochi produces \$22 billion in deals

Business contracts worth \$22 billion were signed during an investment forum in Russia's Black Sea resort of Sochi, the acting economics minister

The Sixth International Investment Forum in Sochi, previously known as the Kuban economic forum, attracted about 10,000 Russian and foreign businessmen and was originally expected to generate \$10 billion in deals.

"During the 6th International investment forum in Sochi, 169 agreements and memoranda worth 560 billion rubles or \$22 billion were signed," German Gref told a news conference.

The forum has been focused on future investment in the development of Sochi's infrastructure up to 2020, and the construction of sports facilities in the city in preparation for the 2014 Winter Olympic Games.

Sochi won its bid to host the 2014 Winter Olympics in early July after a close race with South Korea's Pyeongchang and Austria's Salzburg.

Gref said investors have been secured for the construction of all objects of infrastructure that had been included in the 2014 Olympics preparation list. RIA



## NEWS FROM BELARUS

### \* Belarus supports IAEA in nuclear energy programs - official

Belarus believes nuclear energy is a possible way of developing its energy production and supports IAEA efforts to assist member states' nuclear programs, the Foreign Ministry press service said Thursday.

The press service quoted Viktor Gaisenok, deputy foreign minister, as saying at the 51st General Conference of the International Atomic Energy Agency: "Belarus is among the states interested in concrete dialogue on issues related to launching their national nuclear energy programs under the auspices of the IAEA."

Gaisenok spoke in favor of unrestricted access to nuclear energy for any country committed to the Nuclear Non-Proliferation Treaty.

He said Belarus intended to continue cooperation with the UN nuclear watchdog to enhance international non-proliferation guarantees.

### \* Nizhniy Novgorod hosts Belarus National Exhibition

On September 12-16, the National Exhibition of the Republic of Belarus is being held in Nizhniy Novgorod (the Russian Federation) within the framework of the International Industrial Economic Forum "United Russia". Attending the exhibition are 69 companies and organizations of the ministries of industry, energy, agriculture and foodstuffs, the State Committee on Science and Technology, Belarus' National Academy of Sciences, concerns Belneftekhim and Bellegprom.

The Belarusian delegation is led by Deputy Prime Minister Andrei Kobyakov.

On September 13, the 3rd session of the Business Cooperation Council of the Republic of Belarus and the Nizhniy Novgorod oblast and a meeting of Andrei Kobyakov and Valeriy Shantsev, the Governor of the Nizhniy Novgorod oblast, are expected to be held. The Belarusian delegation will pay a visit to OAO GAZ.

Issues related to implementation of the documents of the 2nd session of the Business Cooperation Council, development of industrial cooperation, cooperation in nuclear energy and technological modernization of agricultural production, development of commodity distribution networks, exhibitions and fairs holding will be high on the agenda of the forthcoming session.

As for the sphere of the interregional cooperation, the sides intend to sign agreements on establishing twin town relations between the Belarusian towns of Molodechno, Borisov and the Russian towns of Bor and Pavlovo of the Nizhniy Novgorod oblast.

### \* Socioeconomic Development of the Republic of Belarus

The first half of 2007 saw Belarusian economy continuing to perform rather well.

On the first half of the last year, **Belarus' Gross Domestic Product** grew 8.6 %. This rate keeps Belarus in the lead among the closest neighbours. The **reference guide of the Eastern Committee on German Economy (Central and Eastern Europe, Yearbook 2007)** indicates that in terms of **GDP per capita** Belarus (5,852 Euros) comes out ahead of most CIS countries and several new EU members, in particular, Bulgaria (3,270 Euros) and Romania (4,500 Euros);

**The Industrial Output** grew 7.7 %. The chemical and petrochemical industries showed a growth of 118 %, engineering and metal working - 112.6 %, building materials output - 114.9 %;

The production of **Consumer Commodities** grew 5.8 %, of them **non-food-related commodities** - 11.9 %;

The inflow of **investments into the capital assets** reached 120 %. The housing construction in January-May accounted for 19.9 % of the total investments. The **CIS Inter-State Statistics Committee** indicated in the report "On Socioeconomic Development and Trade and Economic Relations between the CIS Member States in the first quarter of 2007" that the Belarusian budget earmarked the largest volume of investment (21.4 %) for the capital assets among the CIS member states;

The residential spaces commissioned through all sources of funding reached 2.363 thousand square metres and grew 14.3 %; The Output of Agricultural Produce grew 5.2 %;



In January-May the real **revenues of the population grew** 117.2 %. In terms of the **middle-level and minimum salary**, Belarus keeps the leading position among the CIS countries and in terms of **pensioning** comes ahead of all of them;

In January-May **the inflation rate in the consumer market** was 3.2 % which brought Belarus into the lead among the CIS countries;

The **depreciation of the Belarusian rouble** against the US dollar was 0.2 % which demonstrates stability of the national currency;

The **foreign trade in goods** rose 18.5 % in January-May; the **exports** of Belarusian goods grew 15 %;

The **Unemployment Rate** (as of late June 2007) was 1 % of the economically active population. **The European Commission's special paper "European Economy"** (June 2007) indicates that Belarus has shown **one of the lowest unemployment rates** in Europe along with growing salaries. The report concludes that this reflects **stable economic growth** and **general socially oriented policies** of governance.

### \* Exhibition "BusWorld 2007"

The Embassy of the Republic of Belarus has honour to inform, that the Belarusian buses for city transportations meeting the most recent European requirements will be displayed at the International Exhibition "BusWorld 2007", that will take place 19-24 October 2007 in Kortrijk (Belgium).

The Embassy invites you to visit our stand 12A in pavilion 4 to get acquainted with the advantages of the Belarusian passenger transport facilities.

MAZ 203 bus is the most modern large class model for city transportations.

Having inherited all the better qualities of low-floor buses of the previous generation, MAZ 203 bus has a number of essential differences that place it on the essentially new technical level. Bus is equipped with an information system, equipment for transportation of disabled people.

For the description and photos of the Belarusian buses contact person in the Embassy: First Secretary Samusenko Alexander, tel 02/340-02-70 , fax 02/340-02-87

## Priority list of international projects 2008-2009

Name of the project	Venue	Dates 2008
<b>Junwex St. Petersburg</b> Exhibition of jewellery technologies and equipment	St. Petersburg, Lenexpo Fairgrounds	30.01 – 03.02.
<b>St. Petersburg Technical Fair</b> Exhibitions – Metallurgy; Casting; Metalworking - MWTE; Privex; Compressors. Pumps. Valves; Bearings; Plastec; In-Plant Logistics. Storehouse; Subcontracting; IT in Industry; Industrial Automation	St. Petersburg, Lenexpo Fairgrounds	11.03. – 14.03.
<b>ICTA</b> International components and technologies for automobile industry	St. Petersburg, Lenexpo Fairgrounds	11.03. – 14.03.
<b>Russian Oil, Gas and Energy Forum</b> Exhibitions – Neffegasexpo; Oil Refining and Petrochemical Industry; Auto Filling; Atomtech; Biofuel Russia	St. Petersburg, Lenexpo Fairgrounds	08.04. – 10.04.
<b>Interstroyexpo – International Construction Forum</b> Exhibitions – Interstroyexpo; Teplovent; Power Supply and Electrical Engineering; Water Supply; Windows. Doors. Gates; Finishing Materials; Interior Solutions; Sanitary Ware; Roofing and Insulating Materials; Smart House; Building Materials, Equipment and Tools; Country Housing; Building Machinery; Russian Building Industry	St. Petersburg, Lenexpo Fairgrounds	22.04. – 26.04.
<b>Power Industry and Electrical Engineering</b> Power industry equipment and technologies. Electrical machinery, devices	St. Petersburg, Lenexpo Fairgrounds	13.05. – 16.05.
<b>New Russian Style</b> Jewellery wholesale trade fair	Moscow, Gostiny Dvor	22.05. – 25.06.
<b>Infosecurity, Documation, StorageExpo</b>	Moscow , Expocentr	September
<b>Roads. Bridges. Tunnels</b>	St. Petersburg, Mikhailovsky Manege	24.09 – 26.09.
<b>International Forestry Forum</b> Exhibitions – Forestry of Russia; Tekhnodrev; Transles; Wooden Construction; Regions of Russia. Forestry Complex Investment Potential; IPPTF	St. Petersburg, Lenexpo Fairgrounds	07.10. – 10.10.
<b>Moscow International Furniture Industry Congress (MIFIC)</b>	Moscow, All-Russian Exhibition Center	November
<b>InterBuildCoN - International Building Industry Forum</b> Exhibitions – Architecture. Town Planning. Restoration; Investment and Real Estate; Special Building Materials and Equipment; Construction Engineering; Facades and Finishing; WoodCont; GreenCont; IT in Construction; Russian Regions: potential of construction sector	Moscow , Expocentr	November
<b>Intertunnel, Exporail, TI Expo</b> (transport infrastructure), <b>TransCon</b> (transport construction: roads and bridges, ports and terminals, airports)	Moscow , Expocentr	March 2009

\*As of 24 Aug 2007, the list is subject to change

For further information about the projects, please visit [www.restec.ru](http://www.restec.ru) or contact International Department of RESTEC directly.

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Education & Trainings : "EHSAL" European University- BBA program (Belgium). "IELTS" test British Council (Belgium). "European Union Choir" –Brussels. British Council –Conversation class (Azerbaijan)

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skill: manager import-export

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### **KULIK Anna**

Masters in European Law (R.Schuman University) and in Comparative Law (Institute of Higher European Studies of Strasbourg) ; Certificate of Excellent Performance in "Energy and Environmental Policy : Technology, Business & Government" (Bryant College, USA).

Experience : Research Assistant at the EPP-ED Group of the European Parliament (Brussels), legal service of ONILait (Paris) ; Legal consultant in business, foreign investments and customs law at Businessconsult Ltd (Minsk, Belarus). Perfect knowledge of Eastern European markets. Bilingual French-Russian. Fluent in English and Belarusian. Looking for an appropriate position. For further informations: anna\_kulik@hotmail.fr ; + 32 473.72.34.64.

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### **AGADZHANYAN Arena**

born 1966 Stepanokert (Nagorno-Karabach), Pedagogische State University of Rjazan ,Russia, (History& English); former journalist, Courses of Dutch in LBC, VDAB, VUB in Brussels . Sworn interpreter. president of the Flemish Association of Russian-speaking people. Many contacts, ability to work with Russian businessmen, knowledge of the Russian system, well organised and adaptable. I enjoy working with people.

I look for a job preferably for a company active in Russia.

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