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Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus, asbl
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CCBLR's FESTIVE NEW YEAR RECEPTION : A PREAMBLE TO A PROMISING AGENDA

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Although there are only 24 hours in a day and responsibilities of political leaders and C E O 's become more and more complex in a globalized very demanding environment, the program for our year opening event proved to be convincing to such an extent that we had even more participants than last year, when CCBLR enjoyed already an impressive assistance.

Expectations were high, but we have the good feeling that we were able to offer to the audience an instructive evening in an atmosphere, instrumental to constructive networking.

Our President Mr Jacques van Rijckevorsel, looked a few minutes back to the past, but focused essentially on the future.

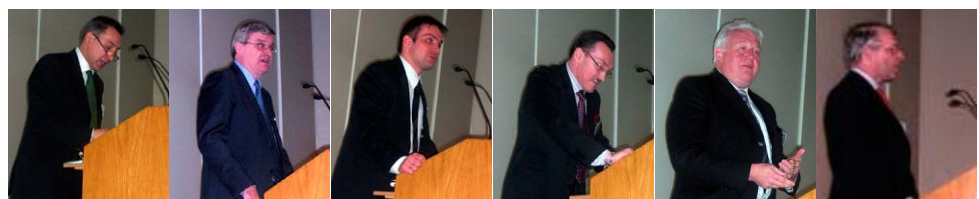
2011 will be marked by the Mission of H.R.H. Prince Philippe to Moscow and Saint-Petersbourg, in which CCBLR will take an active role. Together with his partners in Russia and in Belgium, the chamber is preparing a high level conference with round tables for a limited number of key-sectors that are on the priority list of the Russian Government.

The function will be followed by a dinner presided by H R H Prince Philippe.

Moreover, after the successful CCBLR Mission to Perm in the fourth quarter of 2010, during which very interesting contacts could be established with LUKOIL, it seemed more than indicated to repeat this initiative at the highest level in Moscow, capitalizing thereby on the highly valued presence of H.R.H. Prince Philippe.

CCBLR believes that the momentum created by the Royal Visit may not fade away and must be the start of a structured analysis of the technologies Russian industry is looking for and which ones the Belgian industry is offering.

Our companies are well placed to contribute to the acceleration of modernization and innovation, diversification and reducing dependence on oil and gas, as expected by the Russian authorities.



Ambassador
Romanov

Ambassador
Trouveroy

Councillor
Aleksandrovich

Iskander Ioussoupov
(Tatarstan)

Freddy Van de Spiegel,
Chief Economist
BNP ParibasFortis

Jacques van
Rickevorsel,
Président CCBLR



Therefore CCBLR invites all Belgian companies with exceptional high-tech know how to mark as from now, their interest in participating in the Forum in Moscow organized by CCBLR in cooperation with longstanding specialized Russian partners.

You find the full agenda with the preliminary information on our website.

A third mission will go to Nizhnyi Novgorod where CCBLR feels at home.

Let us limit ourselves to two impressive reasons.

Our Missions to Nizhnyi Novgorod in the past and the visits of delegations from Nizhnyi Novgorod to Belgium permitted to establish excellent introductions at the highest possible level but since SOLVAY started an investment in the region for a value exceeding one billion Euros , the local authorities are more than ever aware of the fact that Belgian partners may give a tremendous boost to local development. It is obvious that the fact that the CEO of Solvay Plastics has accepted to take the chair of CCBLR has note gone unnoted in the Region.

The speeches of the ambassadors H.E. Alexander ROMANOV and H.E. Guy TROUVEROY confirmed the excellent political and economic relationship between our two countries, the importance of the Royal Mission and the strategic choices of both Governments .

The Russian strategy to pave the way to a prosperous competitive Russia through sustainable development, is among others evidenced by the energy deployed to turn the Skolkovo (Russian Silicone Valley) initiative into a great success.

Mr. Alexander Aleksandrovich, Counsellor / Chief of the Trade and Economic Section of the Republic of Belarus, highlighted the impressive economic growth figures and the opportunities arising from the presence of the country in the new customs union (Russia, Kazakhstan and Belarus)

Our members know that CCBLR is demanding permanently attention for the potential of the Regions, other than Moscow and Saint-Petersbourg.

It was therefore no surprise that the floor was given to Mr. I. Ioussopov, the Permanent Representative for France, Belgium and Luxembourg, presently having his office in Paris.

During a well documented exposé, the audience became aware in a limited period of a time of the impressive potential under all aspects (a.o. logistics, industry, tourism) of this strategically located region.

Last but not least the bankers shed their light upon the economy and the speaker

Mr.F. Van De Spiegel, Chief Economist BNP PARIBAS FORTIS demonstrated clearly that it is too early to conclude at this point in time that we are on the road of a steady recovery and that although you can predict what the impact on the economy can be of changing parameters, that the globalization, political instability, unpredictable government measures, change the parameters overnight and affect the validity of the predictions.

Psychological reactions on communications and rumors may thwart objective conclusions.

The second speaker of BNP PARIBAS FORTIS, Mr.L. Poirion of Corp. & Transaction Bkg Europe, introduced us into the structure of the Russian network and the integration thereof in the global bank structure, into the philosophy behind the structure and the way to take advantage of it.

A copious walking dinner, enhanced by gypsy music, was setting the right scene for networking and concluded the start of what will be a year with a series of captivating activities. Thanks to BNP PARIBAS FORTIS for their precious collaboration.

It will not be so easy to break next the year the record of 266 registrations.

P.S.



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

Avec la participation de Monsieur **Arkady Arianoff**, de la Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus et de Monsieur **Romain Bory**, directeur de Informacorp

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

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

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

Programme :

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

Informations pratiques :

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

Contact :

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- Laurélia Van Brussel - 067/89.33.39 - laurelia.vanbrussel@ccibw.be
- Copie pour Maria Landenok (CCBLR) - maria.landenok@googlemail.com



Seminarie “ Business communicatie in Rusland”

Gent – donderdag 24 maart 2011

Martelaarslaan 17

9000 Gent

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

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

Wat is de rol van een vrouw aan de onderhandelingstafel? Do's en don'ts bij het eerste contact. Hoe verloopt het onderhandelingsproces?

Rusland experts geven hun visie, aangevuld met 2 praktijkgetuigenissen.

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

Programma

15u00 Verwelkoming

15u05 Onderhandelen in Rusland : do' en don'ts door Jeroen Ketting, **Larive International**

15u45 Business Communicatie door Natalia Gurova , **Newton21**

16u05 Praktijkgetuigenis door Johan Verbeeck, **ElaN Languages Moskou**



16u20 Praktijkgetuigenis “20 jaar zaken doen in Rusland” door Steven Palstermans, **Swift**

16u40 Vraag & antwoord

16u50 Netwerkreceptie

Datum

Donderdag 24 maart 2011

Van 15u tot 16u50

Locatie

Lieven Bauwensbuilding

Martelaarslaan 17

9000 Gent

Kostprijs

Gratis

Inschrijven

Inschrijven vóór vrijdag 18 maart 2011.

e-mail: nathalie.vandekerchove@voka.be

Please send copy on cbblr@belgacom.net

Info

Bel Nathalie Van de Kerchove op 09/266 14 43 of nathalie.vandekerchove@voka.be



NEWS FROM RUSSIA

* Delegation of Krasnodar

Delegation of Krasnodar region will participate in the "MIPIM-2011" in Cannes, France. The region will present at its stand the most important investment projects of commercial and recreation buildings, as well as building projects for Sochi 2014 Olympics. You have the possibility to meet the Krasnodar delegation. The requests and further informations at: pr@investkuban.ru or tel. +7 861 253-14-48; +7 861 253-42-80.

* Moscow may invite foreign firms to join subway, road construction

Foreign companies may receive contracts on construction of subway and road infrastructure in Moscow in line with plans to increase the volume of construction in the Russian capital, a deputy mayor said.

"The volume of construction [in Moscow] has already doubled, and we will have to use additional sources. It is highly possible that we will invite foreigners to join some of the construction projects," Marat Khusnullin said in an interview with the Vedomosti daily published on Wednesday.

Khusnullin mentioned subway and road construction among these projects.

The official said Moscow authorities planned to build 75 kilometers of subway lines in five years.

Moscow Mayor Sergei Sobyanin earlier pledged to allocate 50 billion rubles annually on the subway construction until 2015. He also urged building subway stations under standard design rather than as individual projects.

* Gazprom may use Belgian underground gas storage

Russia's gas giant Gazprom may use underground gas storage in Loenhout in Belgium, Gazprom said following a meeting between its CEO Alexei Miller and Belgian Prime Minister Yves Leterme.

The two sides discussed cooperation between Gazprom and Belgium's Fluxys gas transportation company, including possible supplies of Russian gas to Belgium and its transit to third countries.

"The parties noted the strong potential for long-term cooperation between Gazprom and Belgian energy companies to meet the increasing demand for natural gas on the European continent," Gazprom said.

Belgium imports all the gas it consumes - about 17 billion cubic meters. In 2009, Gazprom sold 3.3 bcm to Belgium.

* Gov't launches VTB share offering

Russian state-controlled bank VTB is set to start offering a part of the government's stake amounting up to 10 percent to Russian and foreign investors.

Investment banks Merrill Lynch, Deutsche Bank, and VTB Capital will take bids from investors. Before that, VTB's management is expected to hold a road show for investors. Based on the current price of the bank's stock on Micex, the price of a 10-percent stake in VTB, is RUB 106.4bn (approx. USD 3.6bn). The offering is expected to be finalized in February. The government also announced that it had no plans to sell any additional stakes in VTB for at least three months after the completion of the offering.

Several days ago, Deputy Prime Minister and Finance Minister Alexey Kudrin announced that the government planned to sell 20 percent in VTB in 2011 in two stages. The government originally planned to sell a 10-percent stake in 2010, but the deal did not go through.

Earlier, the government announced its plans to sell up to 30 percent in VTB in 2010-2012. According to some reports, it may also consider cutting its ownership share in the bank to less than the controlling stake. The government currently owns an 85.5-percent stake.



* Rosneft-BP tie-up may prove best deal of year

Russian president's aide Arkady Dvorkovich said that the planned asset swap between Russian state-controlled oil major Rosneft and UK-based oil company BP stood out on the global market. According to Dvorkovich, the deal, if completed successfully, is expected to fuel investors' interest in the Russian government's assets to be put up for sale in the next few years.

"The deal is absolutely logical, judging by its commercial feasibility. I think that it stands out on the global investment market in general. It may become, if things turn out well, one of the star deals of this year," Dvorkovich said during an online press conference. The deal is in line with the government's plans, Dvorkovich said, adding that the government had been showing interest in oil asset swaps with foreign companies since 2006.

"This was a quite logical step not only in terms of an asset swap in the oil and gas sector, but also in terms of privatization. Let me remind you that the president and the government announced large-scale privatization plans involving major stakes in state companies, including Rosneft," Dvorkovich said. Rosneft even left VTB Bank behind – the first asset on the privatization list," he added.

On January 14, Rosneft and BP announced plans to set up a joint venture to explore the Russian Arctic, specifically three oil and gas fields in the Kara Sea. Rosneft is expected to hold a 67-percent stake in the venture and BP will control the remaining 33 percent. Rosneft will also get a 5-percent stake in BP in exchange for its 9.5-percent stake.

Rosneft obtained licenses for these fields in 2010. Their reserves are estimated at 5bn tonnes of oil and 10 trillion cubic meters of gas.

RBC

* Russia-Ukraine aircraft building JV may open in March

A joint venture of the Ukrainian aircraft building concern Antonov and the Russian United Aircraft Corporation (UAC) may begin operating already in March, UNIAN news agency quoted Antonov chairman Dmytro Kyva as saying. The Russian and Ukrainian premiers, Vladimir Putin and Mykola Azarov, signed an agreement on the joint venture in October.

"The company may begin work next month already," Kyva said. He said the joint venture had already been approved by the Russian anti-monopoly authorities and the government.

The new company was set up to promote the jointly built Antonov aircraft to the market and oversee the pricing policy and aircraft maintenance. The joint venture will also draw up proposals on how to further integrate Russian and Ukrainian aircraft building industries.

Russia and Ukraine will own the joint venture on a parity basis, and the board will have 12 members. The agreement is valid for four years after the first board is elected.

* Renault-Nissan-AvtoVAZ to open assembly line in Far East

The Renault-Nissan-AvtoVAZ motor alliance is considering opening a vehicle-assembly factory in Russia's Far East, Primorye Governor Sergei Darkin said.

He said a delegation from the alliance was currently in the area to assess the situation on the ground.

"It will study the feasibility of the project's implementation and look at sites where assembly facilities could be set up," Darkin said. The alliance looks to use existing production manufacturing facilities and infrastructure, he continued, adding that several sites - in the cities of Slanyanka, Arsenyevka, Artyom, Nakhodka, Ussuriisk and Partizansk - had been proposed.

"These include former military vehicle maintenance and defense-industry enterprises," the governor said.



* Moscow ranked as Europe's 3rd largest property investment market

Moscow became Europe's third largest property investment market after London and Paris in 2010, Cushman&Wakefield real estate consulting firm said in its survey.

The survey included four cities in Europe in addition to Moscow, eight in Asia and seven in North America.

The findings revealed that Moscow was still a major favorable city for investment, with real estate transactions in the Russian capital accounting for 94% of Russia's overall volume, the company said, adding that investment in Moscow's real estate amounted to \$3.5 billion last year.

Russian investors are a major driving force on Russia's real estate market at this stage as they have a better feel for the market and are prepared to take high risks in exchange for high returns. Foreign transactions on the Russian real estate market last year accounted for 14% of activity before the global financial crisis hit Russia in late 2008, the survey said.

The survey said, however, it was too early to speak about a rebound on the regional real estate market.

Large-scale national projects, like the 2014 Winter Olympics in Russia's Black Sea resort city of Sochi and the 2018 World Soccer Cup in Russia theoretically may cause an upsurge in Russia's regional centers but it will take several years for the Russian economy to recover and for investors to return to the Russian regions, the survey said.

* Ernst & Young opens new office in Kazan

International auditing and consulting firm Ernst & Young is opening a new office in Kazan, according to a company press release. "Tatarstan is one of the most advanced and innovative regions in Russia. For many years we have cooperated with the regional government and businesses. The office will help us promote our practice in Tatarstan," Alexander Ivlev, Managing Partner, Ernst & Young, Russia, was quoted as saying in the release.

* Foreign investors should trust Russia, Shuvalov tells Browder

Foreign investors should focus on positive developments in Russia and work together with the government to improve the state of affairs further, First Deputy Prime Minister Igor Shuvalov told Bill Browder, co-founder of Hermitage capital investment fund.

When asked whether other foreign firms, like PepsiCo, which has recently bought Russian dairy and juice maker Wimm-Bill-Dann for \$5.8 billion, could encounter problems similar to those faced by Hermitage, Shuvalov said that the past was important and not always happy, but foreign investors should trust people in Russia.

Browder fell out with Russian authorities after publicly berating large companies over their treatment of minority shareholders and was barred entry to Russia in 2005 on "national security" grounds. Hermitage subsequently disposed of all its Russian holdings. Browder then accused several figures in the Russian Interior Ministry of using some of his fund companies to defraud Russian taxpayers of millions of dollars.

In 2009, Sergei Magnitsky, a lawyer who advised Hermitage and had investigated the actions of the Interior Ministry, and was then arrested by the same people, died in custody from untreated medical complications. In mid-December, the European Parliament called on EU members to impose sanctions on Russian officials involved in Magnitsky's case.

Speaking at the World Economic Forum, Shuvalov said Russia needed to cut government holding in companies and to attract new generation professionals to manage the privatized property.

He also said he hoped that Magnitsky's case would be taken to court.

Ria Novosti



NEWS FROM BELARUS

* **President of Belarus Alexander Lukashenko has made several personnel decisions on 4 February**

The President announced his intent to appoint the following individuals to key administration posts:

Andrei Yevdochenko – Ambassador Extraordinary and Plenipotentiary of the Republic of Belarus to the Kingdom of Belgium, Permanent Representative of the Republic of Belarus to the European Union and the European Atomic Energy Community, Permanent Representative of the Republic of Belarus to the North Atlantic Treaty Organization on concurrence.

* **Deutsche Bank sees good cooperation opportunities in Belarus**

Deutsche Bank sees good opportunities for developing cooperation with Belarus in investment banking, chairman of the board at Deutsche Bank Joerg Bongartz told reporters on 10 February.

"We hope that there will be opportunities for cooperation in the field of privatization. We can act as a consultant on capital market transactions. Here, the opportunities are great. We need to see when and how we can use them," Joerg Bongartz said.

Deutsche Bank also cooperates with the Belarusian banks and enterprises on the placement of Eurobonds. "We are holding such negotiations. I would not name specific Belarusian companies but this process is fairly clear: the state was the first to enter the international market so that it could be followed by companies and banks," said Joerg Bongartz.

Deutsche Bank is discussing the ways for BelAZ to advance onto international capital markets. Deutsche Bank is part of a working group that handles the preparations on the part of BelAZ for the relevant transactions.

Joerg Bongartz recalled that Deutsche Bank has been working in Belarus for almost 20 years. "For many years we have worked in export-import operations, trade finance. We were also engaged in medium-term finance of export credit agencies," Joerg Bongartz said. In recent years we have explored other opportunities for cooperation: the investment banks, advising on a series of transactions. Deutsche Bank acted as financial advisor of Sberbank of Russia in the acquisition of Belarusian BPS-Bank. Deutsche Bank was also one of the organizers of the debut issue of Belarus' Eurobonds.

Joerg Bongartz expressed hope that the Belarusian summit of capital markets will intensify the dialogue between Deutsche Bank and the Belarusian government, companies that need additional resources and that are planning to advance to the international markets.

* **Belarus to boost metal cord production to 150,000 tonnes a year**

The production of metal cord in Belarus will increase to 150,000 tonnes a year, First Deputy Industry Minister Ivan Demidovich said at a meeting of the Industry Ministry on 10 February,

The project to increase metal cord production at the Belarusian Steel Works is under development now. It will be implemented in the current five-year period. To date the Belarusian Steel Works produces 100,000 tonnes of metal cord a year, the plant's output is set to reach 150,000 tonnes.

Ivan Demidovich mentioned other innovation projects, which will be implemented in the current five-year period. One of them is the project to build a flat steel plant. There are plans to revamp other metallurgy plants.

The production of caterpillar tractors was established at the Mozyr Machine-Building Plant. The plant started the serial production of caterpillar tractors. There are plans to produce 1,000 tractors a year. "We hope this will ensure good export and MTZ development," Ivan Demidovich said.

Minsk Automobile Plant (MAZ trademark) starts manufacturing cabins, thus the plant can penetrate new markets and strengthen positions on the existing ones.

Gomselmash is developing conceptually new hi-tech grain harvesters with the capacity of 20 tonnes of grain per hour.



* PwC begins operations in Belarus

PricewaterhouseCoopers, the international network of consulting and auditing, begins its operations in Belarus. The company's office has opened in Minsk. It is planned that PwC will offer a full range of services (earlier its clients had to apply to PwC offices in neighboring countries).

The opening of an office in Belarus will enable PwC to keep an eye on the changes in the legislation and to provide more effective professional services to corporate clients, Mike Kubena, CEO, PwC Central and Eastern Europe, told reporters.

Among the factors which led to the company's arrival on the Belarusian market he named the growing interest of large global businesses to Belarus and its capabilities, and the attractiveness of the Belarusian market, which has recently increased due to recent changes in law and economy. "We are watching the changes in the market and we are sure we came here at an appropriate time," Mike Kubena said.

In turn, the managing partner of PwC in Lithuania and Belarus Christopher Charles Butler noted that the arrival of the company on the Belarusian market creates more competition and thus gives an impetus to the development of additional services in this market. It is expected that PwC in Belarus will operate on the same principles as in any other country as PwC is distinguished by its own signature style, methods and standards of work.

The arrival of one of the world's largest consulting and auditing networks in Belarus creates good prospects for attracting new foreign investment in the economy.

Director of the PwC Office in Belarus Oleg Gvozd added that the major types of services to be provided by PwC in this country will be audit, legal advice, tax advice, general advice and training program. "We are also making plans with the government on our involvement in government programs," Oleg Gvozd said.

So far the office employs over 10 professionals. Oleg Gvozd added that if needed PwC can invite specialists from the offices in Lithuania and Moscow.

As regards the potential clients of the PwC Office in Belarus, Oleg Gvozd stressed that it might be companies from different economic sectors. He also stressed: "We have been taking every effort to become a full-fledged member of the group of the auditing companies that provide services in the Belarusian banking system".

The PwC Office in Belarus will conduct audits in accordance with Belarusian standards and the International Accounting Standards. PricewaterhouseCoopers is a global consulting and auditing network. The company provides auditing, consulting and tax services. PwC is one of the "Big Four" accountancy firms.

PwC was founded in London in 1849. Today the company is headquartered in New York. It employs over 160,000 professionals in 154 countries. It reported \$26.6 billion in proceeds in 2010.

* MAZ, BelOMO holding companies to be set up in 2011

The Industry Ministry of Belarus plans to open holding companies at MAZ and BelOMO in 2011, Deputy Industry Minister of Belarus Vitaly Prima told a video briefing on 11 February.

The ministry is also considering an opportunity of setting up a holding company at the Integral Company.

Vitaly Prima noted that the first holding company was opened at the Horizont Company in 2010. The holding company comprised 11 subsidiaries including Midea-Horizont, Horizont Digital Television Institute, Aeston Horizont, BELIT Plant, Horizontproyektstroj, Horizont Trading House, Horizont Logistics, Horizont Plant of Electronics and Household Appliances.

Last year, the first stage to establish holding companies was completed by MAZ, Minsk Motor Plant, and BelOMO. After their corporatization all production units of these enterprises contributed 75% plus one share to the statutory fund. "In fact, that was the first phase of the establishment of holding companies on the basis of these joint stock companies. The work on establishing the holding companies will continue. We will develop these companies for their continued effective operation," said Vitaly Prima.

The work on creating corporate structures for the production of electronics, automotive, road construction, mining and agricultural machinery in the system of the Industry Ministry started back in 2003. These structures were operational at MTZ BMZ, MAZ, Horizont, Integral and BelOMO. "But life goes on," Vitaly Prima said. The actual work on creation of holding companies began



after adoption of Decree No 660 "On some issues of establishment and activities of holding companies in the Republic of Belarus," on 28 December 2009.

Decree No 660 lays down the conditions for the organization of transparent financial structures consolidating the profits derived from the activities of the holding companies with the state's share and redistribution of these profits into commercial, industrial and social programs.

*** Minsk plans 60 new hotels by 2015**

The number of hotel rooms in Minsk is expected to increase 2.5 times by 2015, BelTA learnt from the public services department of the Minsk City Hall.

The hotel services market ascension in the Belarusian capital is directly linked to the forthcoming 2014 IIHF World Championship in Minsk. 60 sites have been so far allocated for future hotels. The construction of seven hotels is underway. They rest are in the pre-design process.

The specialists of the department attach great attention to the implementation of a large-scale hotel project in Minsk. The city authorities hold meetings with potential investors almost every week.

Today in Minsk there are 28 hotels designed for 3,200 rooms. There are eleven 2- to 5-star certified hotels in the Belarusian capital.

*** Iranian investors will implement projects of about \$1.5 billion in Belarus**

This was stated by Ambassador Extraordinary and Plenipotentiary of Iran to Belarus Seyyed Abdollah Hosseini on February 10. According to him, Iran is interested in developing investment cooperation with Belarus. Thus, the diplomat informed that the new projects of over \$1 billion worth are currently under negotiation.

Belta

*** Minsk Motor Plant to start producing small-power engines by 2013**

Minsk Motor Plant (MMZ trademark) will launch the production of small-power plants in two years, learnt from the Industry Minister of Belarus Dmitry Katerinich.

In his words, the company has decided to launch the production of precision cast iron, which is used for engine manufacture. The company is now in talks with the investors over the purchase of license and joint company to manufacture diesel engines with the capacity from 8hp to 60 hp. The engines will be installed on low-power tractors, which are in demand overseas. For instance, Pakistan is ready to purchase up to 20,000 small-power (30hp) tractors.

In addition, MMZ plans to manufacture engines for high-power tractors BelAZ dump trucks. A group of experts headed by the general designer has been created for this purpose, Dmitry Katerinich said.

Minsk Motor Plant was founded in 1963 and reincorporated in 2009. It makes part of the Industry Ministry of Belarus. The company produces engines for commercial carriers, tractors and special-purpose vehicles.



◆ CONFERENCE / SEMINAR :

- Voka Oost-Vlaanderen

Voka Oost-Vlaanderen organiseert een 5 tal seminars over Rusland of Oekraïne. Deze seminars behandelen diverse aspecten van het zaken doen met deze landen . Zij geven U de mogelijkheid om een zo breed mogelijke kennis over deze markten te verwerven en ervaringen uit te wisselen met collega-ondernemers Meer info via Businessclub Rusland & Oekraïne.

<http://www.voka.be/oostvlaanderen/aanbod/Pages/CompassProjectruslandoekraïne.aspx>

Nathalie Van de Kerchove, Projectcoördinator Internationaal Ondernemen Voka-Kamer van Koophandel Oost-Vlaanderen, Martelaarslaan 49 - 9000 Gent Tel: 09/ 266 14 43

Gsm: 0473/ 66 08 28 Email: Nathalie.Vandekerchove@voka.be

◆ EXHIBITIONS / CULTURE :

Le Centre Culturel et Scientifique de Russie, Rue du Méridien 21, 1030 Brussels - tel : 02/219 0133

Consultez le site : www.centreculturelrusse.be

◆ BUSINESS PROPOSALS :

- DEGA AG

DEGA AG's primary business is the **development of Industrial Parks** and we are proud to be one of the first (if not the only ones) to have ever conceived and successfully finished an industrial park with common infrastructure, 35 km east of Moscow in the town of Noginsk. We have by now 19 clients of which 11 are operative (names like Bayer AG and METRO Group) and we are in process of constructing the new production site and central distribution centre for Oriflame.

We have taken a complete fresh approach for the Russian market by offering not only the common infrastructure, but also by tailor made building their facilities (80% of the buildings in Noginsk have been built by us) with a Turn Key approach that includes all permits, if necessary even the exploitation permit, this way helping our clients to avoid having to deal with the Russian red tape.

In Noginsk we are now selling the last smaller plots (even though we still have an expansion opportunity of another 45 HA) and have signed in November a strategic cooperation agreement with the authorities of Ryazan, securing already 125 HA for our next project, which will be more or less a copy paste of what we have done in Noginsk.

Our experience and that of our clients show that if approaching Russia the right way, it is no problem what so ever to build an industrial reality in Russia without facing any of the notorious problems people associate doing business in Russia with.

In addition, we are about to team up with several companies to form a kind of business concierge service that would help newcomers to enter in the market having at hand a number of reliable and trustworthy entities that will lead them through all processes and minimizing red tape.

On that project we most likely will also have PWC on board as a strategic partner.

With the same team we are also planning a road show throughout the Benelux and UK, with the aim to show companies the real potential of the Russian market and that one can ignore the reputation Russia has and do normal business for as long as one approaches the market the right way.

We also plan to hold a seminary in Moscow and Noginsk for business that do have a serious interest in setting up shop in Russia.

With all the above activities, we would be very keen to establish some sort of cooperation also with you where we can take you on board on our road shows and you can feel free to hook up with us in organizing road shows to our Industrial Park in Noginsk. We would also be able to organize a meeting with the Governor of Ryazan for trade delegations that are being organized by you, we have found him and his administration to be extremely investment friendly and the location is ideal.

With the Group of companies and also having PWC on board, we will be able to paint a completely different picture of doing business in Russia than the stereo type image Russia has to date, as we can show that it is indeed possible to do successful business in Russia.

Peter Richter, e-mail: p.richter@dega-ag.com <http://www.dega-ag.com/noginsk2/>

◆ **JOBS OFFER :**

- **SGS Belgium NV**

WHEN YOU NEED TO BE SURE



SGS Belgium NV, behoort tot de groep Soci t  G n rale de Surveillance s.a. Gen ve, wereldmarktleider op het gebied van kwantitatieve en kwalitatieve inspecties van goederen en diensten.

Vanuit de hoofdzetel te Antwerpen biedt haar afdeling **SGS Russian Certification Services** bedrijven toegang tot Russische statutaire keuringssystemen zoals GOST R certificering en RTN permitting. Voor dit team zoeken wij momenteel een:

Project Coordinator

Functie

In het kader van de certificeringsdiensten die SGS levert aan Benelux bedrijven die betrokken zijn bij investeringsprojecten in Rusland:

- co rdineert u zelfstandig de uitvoering van certificeringsdossiers
- fungeert u als centraal aanspreekpunt voor alle betrokken partijen en regisseert u de werkzaamheden van SGS en haar Russische onderaannemers
- leidt u de stromen van technische documenten in goede banen

Effici nte en effectieve meertalige communicatie is hierbij de sleutel tot succes.

Bij dit alles wordt u gecoacht door de Project Manager.

Profiel

- Master "Vertaler Russisch / Engels" of equivalent door ervaring
- Zeer goede beheersing van het **Russisch**, mondeling en schriftelijk
- Goede beheersing van **technisch Engels en Russisch**
- Goede beheersing van het Nederlands, Frans is een plus
- Goed georganiseerd, administratief sterk
- Zeer vertrouwd met MS-Office omgeving
- Werkervaring is niet noodzakelijk
- Service-minded

Wij bieden

- een grondige opleiding
- een uitdagende functie met ruime autonomie
- interessante doorgroeimogelijkheden
- passende arbeidsvoorwaarden in overeenstemming met uw capaciteiten en ervaring

Interesse ? Stuur uw motivatiebrief met recent curriculum vitae naar SGS Belgium, Noorderlaan 87 te 2030 Antwerpen, t.a.v. Heidi Aerts en bij voorkeur via e-mail : heidi.aerts@sgs.com



◆ JOBS SEARCH :

MANOVA Ksenia

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

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

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

Languages: fluent in English, French and Russian (native language). I'm creative, responsible, open-minded with capacity of analysis and problem solving, quick learner. **Contacts: e-mail:** ksenia.manova@gmail.com , **tel:** + 32 499 901156

GUITTON-SIBEN Estelle

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

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

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

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

E-mail: estellesiben@gmail.com / Tel: +32477044295

RAMANISHYNA Alesia

Looking for a job in EU policy and/or EU project management sector or in companies dealing with post-soviet countries. **Education:** Graduate in International Law; post-graduate and Master in European studies (EU policy advisor & EU project consultant);

Experience in the EU Commission and private sector. **Languages:** Russian (mother tongue), Belarusian (fluent), English (fluent), Italian (fluent), French (good), German (good). I am a quick learner, sociable and adaptable, used to work in the multicultural environment. **Mobile:** +32 4888 23 535 (Belgium). If not available: + 375 29 636 79 56 (Belarus).

Email: alesia.ramanishyna@hotmail.com

VOICHUK Natalya

Professional private banker, MBA, with 10 years experience in client relationship management and 5 years of managerial experience in Russian banks.

Looking for a job in sales, investment banking, project management.

Experienced in sales, fund raising, dealing with HNWI, managing clients portfolio, trading on Russian Stock Exchange, starting and running new branches of investment banks, coaching sales personnel, marketing, PR.

Languages: Russian, English, French.

email: voichuk@yahoo.com

STAVILA Cristina

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

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

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

E mail: flamingogo777@hotmail.fr

BOGDANOV Alex

MBA, PhD. Looking for projects in Russia and Benelux.

Expertise in Business Development and Finance with large FMCG, Food and Non-Food Retail, Big-4, Banks and Start-ups.

Strong interpersonal skills through a facility of ten foreign languages and extensive travel.

Extensive experience in Emerging markets (ex-USSR) and in EU.

tel + 32474433535, email a.bogdanov@yahoo.com

LANDENOK Maria, M.A.

Master of Arts "European Public Management", Specialist of Document Management

Work experience : five years work experience (also internship) at various Russian and German organisations in the fields of public administration, teaching, intercultural communication and events management

Education and training : Universities of Applied Sciences of Ludwigsburg and Kehl (Germany), P.A. Stolypin Volga Region Civil Service Academy (Russia)

Languages : Russian (Mother tongue); German and English (fluent); French (basic)

E mail : maria.landenok@googlemail.com



CCBLR is dedicated to assisting the Belgian and Luxembourg companies to expand their business to Russia and Belarus and to improve business performance in Russia. Our team of professional bilingual, has years of experience in both countries, and we can develop and implement a strategy based on your individual needs.

Services provided by CCBLR :

- **Trade Missions:** CCBLR organizes both Inbound and Outbound Trade Missions to establish a greater network of private and public sector entities and provide firsthand knowledge of trade relations to our members. Trade Missions identify multi sectors for growth in infrastructure development, transportation, telecommunications, petroleum industries, chemistry, automotive, aeronautic, machines-works, etc...
- **We organize seminars and conferences**
- **We provide consultancy services.**
 - **Identification of the potential business partners - Market Studies:** Identification of your competitive advantage, market size, key players and growth forecast.
 - **Customized business reports on the enterprises working at the Russian market:** knowing your partners credentials and records is critical in achieving your business success in the new market.
 - **Accreditation of Representative offices and affiliates in Russia, registration for legal entities incorporated and existing under the Russian laws:** We offer reliable, quick and price competitive service as we deal directly with the Russian authorities such as the Ministry of Justice and State Registration Office. We work so efficiently with the Russian authorities that, when establishing a representation office, it is not even necessary for you to come to Russia as we will handle all the paperwork from distance so that you save a lot of time and travel expenses.
- **Banner and advertisements on the web-site and monthly newsletter: "EAST INFORM"**
East inform is send each month to 3.000 enterprises, 300 Russians Companies and 250 Administrations
- **Job Opportunities:** qualified professionals in several areas.
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Company:

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I WANT TO BECOME MEMBER for 12 months and transfer
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Date: Signature:

Please, in order to send each month our activities and our newsletter "East Inform", could you give us the name and e-mail addresses of the people who are in charge of Russia.

.....

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