



Member of
Belgian Chambers

**November
December 2011**

East Inform

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

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BELGIAN – LUXEMBOURG MISSION INNOVA in MOSCOW DECEMBER 12, 2011

A “one day” Mission in collaboration with Skolkovo

Table of contents

Belgian-Luxembourg Mission INNOVA in Moscow	1
International Forum “RUSSIA - EU: high technology and innovation in energy, nano- and biotechnologies, aviation and aerospace technologies”	3
News from Russia	6
Elinar	9
News from Belarus	10
Conference / Seminar / Exhibitions	12
Job offer	13
Jobs search	14
Culture	16
Information on the Chamber of Commerce for Russia and Belarus (CCBLR)	17

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**BNP PARIBAS
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INVITATION



On behalf of Science and Technology Association “Technopol-Moscow” and Belgium-Luxembourg Chamber of Commerce for Russia and Belarus, it is our pleasure to invite you to become participant in the “International Mission Innova” in Moscow, the 12 of December 2011, in the premises of Skolkovo Foundation, MOSCOW, Krasnopresnenskaya nab., 12, Entrance 6.
The attendance is by registration only.

Draft PROGRAMME

As part of the programme “Transfer of Technologies and Innovations” and in collaboration with Technopol Moscow, the Belgian Luxembourg Chamber of Commerce for Russia and Belarus organizes the first Mission INNOVA in Moscow:

December 11	12.20	Departure from Brussels SU236 arrival in Moscow SVO: 18.50 Transfer to Hotel (tbc)
December 12	8.00	Breakfast
	9.00	Departure from Hotel
	10.00	Welcome by the direction of Skolkovo and presentation of Skolkovo Projects.

- Specific conference presenting the Russian Technologies and opportunities to invest in sectors such as Nano and Bio Technologies, Aviation, Automotive, Chemical, Health and Pharmaceutical sectors. Specific support of Russian Authorities.

12.30	Lunch
14.30	Round-table discussion on practical issues with Russian specialists in your sector of activity
17.00	Meeting with our Ambassadors
18.30	Free time or Cultural Programme



December 13	8.00	Departure from Hotel to the Airport
	11.15	Departure from Moscow SU 236
	11.55	Arrival at Brussels Airport

WHY SKOLKOVO ("The Russian Silicone Valley")?

Skolkovo is an extremely important project within the economic modernization policy of Russia, which is supported by the Russian President :” ...Russia has a good foundation, a powerful scientific and educational base. The Skolkovo Project aims to commercialize innovative ideas that are created in our institutions. Our goal is integration into the international innovation environment, so I will not hide the fact - we are interested in attracting partners from Belgium. The Belgian and Luxembourg companies are interested in investments and cooperation within research projects that are at early stages in Russia, and Skolkovo is the most suitable platform for such an interaction....”

The Skolkovo project will focus on research in five priority spheres, such as nuclear technologies, energy efficiency, software, biomedicine and space. In this regard, Belgian and Luxembourgische investors’ readiness to cooperate is certainly of paramount importance. These are pharmaceutical and green energy companies a mutually beneficial cooperation between the two sides. As far as energy efficiency is concerned, the goal is to adapt European technologies to Russian realities.

President of Skolkovo, Viktor Vekselberg pointed out, for his part, the rich experience of Belgian companies in a number of areas of scientific research and industrial production, specifically in pharmaceuticals, biology and chemistry. “I know that many Belgian companies have experience in some of these sectors, particularly in the sphere of pharmaceuticals - biological and chemical, and that is why we will surely find common interests,” he stressed.

Right now, Skolkovo is in the process of negotiating with dozens of companies. Expanding a mutually advantageous collaboration with foreign firms remains the key priority of Skolkovo. Several US companies are currently mulling joining the Skolkovo project.

<http://i-gorod.com>

We are looking forward to seeing you at our mission, CCBLR Management

REGISTRATION Fees: 250 € (Second participant from the same company: 100 €)

We kindly ask you to fill in the registration form and send it till **November, 30, 2011** on maria.landnok-Ex@solvay.com with a copy on a.arianoff@ccblr.org.

REGISTRATION FORM OF PARTICIPANT

First Name, Last Name

Company

Phone

Email

Web site

Today I pay the registration fee of Euros 250,00 for the members or 300 €, if no member ! on the CCBLR account 210 0559990 61. IBAN: BE622100559990 – BIC: GEBABEBB with the mention “Mission Innova Moscow”: 12 December 2011 for MR YOUR LAST NAME



**STEERING COMMITTEE OF THE BRUSSELS INTERNATIONAL FORUM
"RUSSIA - EU: HIGH TECHNOLOGY AND INNOVATION IN ENERGY,
NANO- AND BIOTECHNOLOGIES, AVIATION AND
AEROSPACE TECHNOLOGIES"
November 16, 2011**

INVITATION

On behalf of Science and Technology Association "Technopol-Moscow", Belgium-Luxembourg Chamber of Commerce for Russia and Belarus, Center of the Russian business in Europe, the Russian Chamber of Commerce and Industry, Russian Embassy in the Kingdom of Belgium,

it is our pleasure to invite you to become participant in the International Forum "RUSSIA - EU: high technology and innovation in energy, nano- and biotechnologies, aviation and aerospace technologies" **taking place on November 16, 2011 from 16:00 - 21:00 in the Brussels office of Solvay Campus, Rue de Ransbeek, 310 - Neder Over Hembeek -Brussels**

The Forum will be held within the framework of the Declaration on partnership of the Russian Federation and the Kingdom of Belgium from December 08, 2010. The international forum will bring together representatives of government, academia, industry, business, banks, insurance companies. Participants will share their experiences and learn about the latest developments in the fields of energy, nano- and biotechnologies, aviation and aerospace technologies, they could also discuss the possible cooperation between the scientific community and business.

Below, please find the list of participants coming from Russia who will meet you during the Networking Cocktail.

The attendance is by invitation only.

Please send us your possible questions and the completed registration form before November 10, 2011 on our e-mail addresses: maria.landenok-Ex@solvay.com with a copy to a.arianoff@ccblr.org. Please find below the draft program and registration form.

We are looking forward to seeing you at this event,
CCBLR Management

PROGRAM

16:00 Registration

16:30 Welcome addresses

Y.E. Bodrov,	Minister-Counsellor - Embassy of Russia to Belgium
Mr P. Scheynen,	Vice President of CCBLR
Mr S.Dudushkin,	Vice President NTA "Technopol-Moscow"
Mr V. Golubev,	President of the Center of Russian business in Europe

16:50 "Aeronautics"

Mr Y. Koptev, Chairman of the Scientific and Technical Council of state Corporation "Rostechologies"

17.05 "Flying day and night powered by the sun"

Mr C.Michel, Senior Vice President, Head of the Solvay / Solar Impulse partnership

17.20 "Bio Sciences"

Mr W.Cautreels, Ph.D., President and CEO of Selecta Biosciences, "Success story"
Project with Rusnano signed October 27, 2011



List of Russian Participants:

Oleg	Perezhogin	Head of Corporate Banking International Division	Absolut Bank
Daniel	Poelman	Vice President of Corporate Banking Department	Absolut Bank
Andrey	Kulikov	Head of Sales, Corporate Banking International Division	Absolut Bank
Boris	Galkin	Head of Regional projects group, PR department	ROSNANO
Natalia	Yablonskene	Head of Education projects department	ROSNANO
Valerii	Nikolaev	General director	Co Ltd "Galen"
Aleksey	Kuznetsov	Deputy general director	Co Ltd "RUSHIMBIO"
Alexander	Medvedev	Deputy director	Co Ltd "Liotech"
Olga	Semenova	Corporate education programs manager	Management School "SKOLKOVO"
Pavel	Luksha	Program manager	Management School "SKOLKOVO"
Mikhail	Romanenko	Projects head, projects management head	ROSNANO-inform
Sergey	Pozdeev	Target markets department head	LSC "Novomet-Perm"
Andrey	Fedorov	New technique group head	LSC "Novomet-Perm"
Igor	Popkov	CEO	RusChemBio LLC
Lev	Kocherga	Head of department of complex projects	Virial LLC
Sergei	Agafonov	Assistant to CEO	Virial LLC
Evgeny	Sivaev	Head of Commercial Department	Virial LLC
Maria	Vanifatova	Vice President	SYGMA.innovations
Denis	Gorbatyuk	Director of Strategic Development	Optogan JSC
Anton	Sorokin	Chief commercial officer	Plackart JSC
Alexander	Frolov	CEO	Inform
Mikhail	Romanenko	Project manager	Inform
Pim	van Geest	Program Manager	Nyenrode University
Andrzej	Hajdasinski	Professor of Transformational Outsourcing and Innovation	Nyenrode University
Katherine	Kucherenko	Project Fellow	Nyenrode University
Larissa	Katayeva	Project Fellow	Nyenrode University
Yelena	Kharitonova	Project Coordinator, Eindhoven-Brussels	Caravan Cultura Art Agency
Iskander	Ioussoupov	Ministre-Représentant de la République du Tatarstan en France	
Denis	Levhenko	Head of International Cooperation, JSC « RTI » (AFK »Sistema »)	Energy, Space, Telecommunication
Valery	Golov	Pro Rector	Ivanovo State Power University
Roman	Tourkenich	Academician, Head of Information support Administration	"M.F. Reshetnev Information Satellite Systems" JSC
Vladislav	Fadeev	General Director	"The International Centre for Conversion of Technologies"
Mikhail	Lifshitz	Chairman of the Board	Technopark Skolkovo, LLC
Sergey	Beketov	Deputy General Director	"GazTechnologia" CJSC
Vitaly	Khanychev	Head of department	"Central Research Institute "KURS" OJSC
Sergey	Dudushkin	Vice President	STA "Technopol-Moscow" and Gorodissky (patent)
Vadim	Goussev	General Director	STA "Technopol-Moscow"
Ekaterina	Shalikhova	Manager	STA "Technopol-Moscow"
Tatiana	Morozova	Manager	STA "Technopol-Moscow"
Youri	Koptev	Chairman of the Scientific and Technical Council of state of Rostechtechnology	Corporation "Rostechtechnologies"



NEWS FROM RUSSIA

* Russia: End of transition period for current Hygienic Certificates

SGS would like to use this opportunity to remind you of the legal changes in the field of sanitary certification in the Russian Federation.

As a result of the creation of the Customs Union between Belarus, the Russian Federation and Kazakhstan on 1 July 2010, Russia adopted innovations in its sanitary certification regulations and established a transition period. This transition period expires at the end of this year, therefore current Russian Hygienic Certificates will no longer be valid after 31 December 2011.

In order to avoid difficulty and to ensure seamless continuation of your export activities to Russia as of 2012, we recommend you contact your certification body in due time. The key issue is whether and how your products are going to be certified under the new sanitary regulations. It may well be possible to convert your current Hygienic Certificate into the new type of Certificate of Sanitary Registration.

For assistance in this matter and for further enquiries, please do not hesitate to contact us.

Contact: jozef.somers@sgs.com - Direct phone number: +32 (0) 3 545 44 23

* ULYANOVSK: Belgian-Luxembourg Economic Mission, end of September 2012

Main industries: Aircraft manufacturing, car and machinery manufacturing, confectionery, brewing, pet care products, construction materials.

Why Foreign investors come to Ulyanovsk?

It's one of the best investment laws in Russia, offering investors excellent breaks on all kinds of taxes, including income tax and land and transportation taxes. Most important, Ulyanovsk finance the creation of infrastructure in industrial zones from the regional and city budgets. So when an investor comes to a site, he only needs to build facilities, set up equipment and start to implement the project. The Techno Park of Dimitrovgrad is a perfect sample.

Ulyanovsk is a convenient place for foreign investors to work?

Hard to attract foreign investors without creating world-standard living conditions in the city. So maintaining roads and transportation infrastructure and developing the restaurant business, culture and sports are a priority. More than 3 billion rubles (\$107 million) were invested in the municipal budget to improve living conditions in 2011, including 2.5 billion rubles for road maintenance.

Sectors most rapidly developed in Ulyanovsk?

Machinery and car manufacturing, the aviation industry, health care and the whole consumer sector, including the restaurant and hotel business.

(Construction of a Hilton hotel as well as another five four- and five-star hotels.)

CCBLR will organize an OFFICIAL PRESENTATION of ULYANOVSK and DIMITROVGRAD, in Brussels, the 26 of January 2012, in presence of H.E. the Governor S.I. Morozov and two Ministers of Ulyanovsk Region.

* Duma moves to ease rules on foreign investment in strategic sectors

The Russian State Duma, the lower house of parliament, passed in a third and final reading on Tuesday a bill which eliminates some administrative barriers for foreign businessmen who want to invest in strategic sectors of the economy.

Investors will not have to agree with the government the purchase of less than 25 percent of shares in firms involved in subsurface resource use. Previously they had to agree any acquisition of more than 10 percent.

Deals in the shares of companies operating in strategic industries will not need government permission, if the deals involve Russian citizens.

The law rules out the need to approve deals in which government-certified international financial institutions are participating.

However, the new bill gives the Defense Ministry up to 30 days to issue a conclusion on whether a deal threatens national security, up from 20 days currently.



* Medvedev calls for light aviation take-off in Russia

Russian President Dmitry Medvedev called for a revival of light aviation in Russia on Tuesday, including purchases of foreign aircraft in the absence of domestically-produced equipment.

"Light aviation has degraded and revived as much as it probably could have in the central part of Europe, but it absolutely cannot survive in a country like Russia," he said at a meeting with activists from the ruling United Russia party after the issue was raised by Emergencies Minister Sergei Shoigu.

Medvedev reiterated that in Russia there are 28,000 locations where it is possible to travel to only by helicopter or airplane. "We need to revive light aviation. We have good provision for it here. If there aren't the right aircraft for some reason, or they don't work, we need to get foreign ones," he said.

He noted that replacement of the ageing Antonov An-2 biplane had not happened and the intended replacement, the turboprop An-3, had not made any progress.

* Russia 'better prepared' for new crisis than in 2008

The Russian government and the Central Bank are better equipped to handle a potential financial crisis today than they were in 2008, Deputy Finance Minister Alexei Savatyugin said.

"Even in a worst-case scenario we are better prepared today," he told the Russian Money Market 2011 forum hosted by RIA Novosti.

The 2008 crisis was caused by the financial problems of private corporations whereas today the principal threat is posed by sovereign states and their budgets.

"In 2008 the government and the Central Bank had to devise support measures as they went along," Savatyugin said. At present Russia has the entire gamut of tools needed to effectively respond to possible crises, he said. "We won't think up anything new compared to what we did two years ago," he said.

If the price of oil falls to \$90 per barrel the Central Bank's monetary instruments should be enough to deal with the situation, the deputy minister said.

If it falls to \$60 to \$75 per barrel, "additional capitalization of system-critical banks and enterprises in the real sector of the economy would be needed," Savatyugin said.

RIANOVOSTI

* SELECTA Biosciences Inc.

A biopharmaceutical company developing an entirely new class of targeted vaccines and immunotherapies, today announced that it has secured new funding from RUSNANO, existing investors, and additional new investors. RUSNANO, a \$10-billion Russian Federation fund that supports nanotechnology advances, entered as a significant new investor in Selecta in this new \$47.25 million financing which will broaden Selecta's research and development (R&D) capabilities and advance its new class of vaccines and immunotherapies.

Selecta will use the proceeds from these financings to accelerate its pipeline of products and expand the applications of its Synthetic Vaccine Particle (SVP™). The company is expanding its capabilities by establishing a wholly-owned subsidiary in Moscow, Russia. The increased ability to grow Selecta's pipeline and improved international market access provide competitive advantages for Selecta to build its business.

RUSNANO invests in Selecta Biosciences and BIND Biosciences to develop and commercialize vaccines and cancer drugs through expanded operations in Russia.

Anatoly Chubais, chairman of the Executive Board of RUSNANO, commented, "RUSNANO seeks to invest globally in companies with the highest technology potential. We are excited to attract these two leading nano medicine companies..."

"This transaction enables us to expand our global footprint while significantly strengthening Selecta's pipeline of novel vaccines and immunotherapies," said Werner Cautreels, Ph.D., President and CEO of Selecta Biosciences (and Past President of CCBLR). "Our capabilities in Russia give us a competitive position for complementary R&D and manufacturing expertise, as well as the



ability to incorporate the needs of patients in emerging markets into our product profiles for vaccines to treat conditions such as nicotine dependence and infectious diseases.”

* Rusnano’s project portfolio over 500 bln rbl - Rusnano head

Russian state nanotechnology corporation Rusnano has approved co-financing of 134 projects worth 533.5 billion rubles (\$17.5 billion), Chief Executive Officer Anatoly Chubais said. “This is a serious volume,” Chubais said at a news conference ahead of a Nanotechnology international forum which will take place in Moscow on October 26-28.

“We should drop pessimism and rejection,” he also said, answering a question about an alleged absence of demand for innovations in the country.

Rusnano’s investments amount to 220.8 billion rubles in the projects to be carried out in 37 Russian regions.

* No double dip expected, but Russian companies prepare

Although Russian companies do not expect a double dip recession, preparations for this eventuality are nonetheless underway. Financial markets were the first to feel that things were getting worse: growth gave way to volatility and quite a few Russian companies had to postpone their plans to tap foreign stock markets. Among them were Euroset, Chelyabinsk Tube-Rolling Plant, Russian Helicopters, Koks, and Severstal’s gold producing unit Nord Gold.

Financial market turmoil forced the government to roll back its large-scale privatization plans. A highly anticipated sale of a 7.6% state stake in the country’s largest bank Sberbank, as well as a sale of state stakes in other large companies will not take place this year.

Russian banks, which will bear the brunt of a crisis, are fortifying their liquidity in order to allay the shocks of a new crisis wave, should it hit. There is no shortage of liquidity now, but bank demand for it is running high. Loan and deposit interest rates are also on the rise.

Another sign of the looming crisis is a gradual reduction of advertising spending. Although it is too soon to speak about a decline on the global advertising market, its expansion is slowing down. ZenithOptimedia downgraded its forecast of full-year global advertising spending growth to 3.6% from 4.1% projected in July.

Russia’s largest retailer X5 Retail Group was among the first to come out with a pessimistic forecast. The retailer predicts pressure on consumer buying activity amid a deteriorating macroeconomic environment.

The number of vacancies on the labor market is in decline. The sectors that are experiencing a contraction in demand, primarily retail, have reduced the number of vacancies, Yury Virovets, the president of online recruiting service HeadHunter, commented. Airlines, which are among the first to be adversely impacted by an economic downturn, also expect the situation to get worse. Sky Express, for example, has stopped hiring office staff and flight attendants, and cut the number of routes and the frequency of flights.

“The next year will be gloomy for the sector, despite positive forecasts. In our view, overall growth in 2012 will be not as lackluster as projected by analysts due to a reduction in the number of air carriers, routes, regular and chartered flights and number of passengers,” Sky Express said.

Russian metals companies are moderately optimistic. They either expect no double dip recession or assure that they are bracing for it. With the exception of Mechel, which has cut capital expenditures and abandoned a number of investment projects, other industry players are not going to revise their plans.

An MMK spokesman said: “There are definitely risks for a slowdown in the global economy, but our production volumes are comparable with the levels in September and the price level suits us. The current situation is sustainable.”

Norilsk Nickel subscribes to this point of view. The company does not intend to cut back on planned investments as it sees no contraction in demand for its products.

The country’s largest aluminum producer Rusal stays calm because it sees no fundamental reasons for a marked deterioration on the aluminum market. The aluminum giant is prepared for cost-cutting measures, should the need arise, a company spokesperson said.

Mobile operators are also confident because the previous crisis showed that their business is less exposed to external financial factors and consumers do not cut back at all or reduce spending only slightly on mobile services. The Big 3 operators, MTS, VimpelCom and MegaFon, said they would not revise down their investment programs.

The sentiments of Russian companies can be best described by First Deputy Prime Minister Igor Shuvalov’s phrase: “We expect no crisis, but we are prepared for it.”

RBC



Многофункциональный промышленный округ

«КОТОВО»

в Наро-Фоминском муниципальном районе Московской области

Multi-Functional Industrial Area «KOTOVO» in Naro-Fominsk District of the Moscow Region



The Multi-Functional Area «KOTOVO» is situated in Naro-Fominsk district of the Moscow region.

The Moscow region is the most developed industrial regions of Russia with high scientific and educational potential. The up-to-date face of the region is built up by cities producing competitive industrial products, cities of science fulfilling scientific researches and applied projects of global importance.

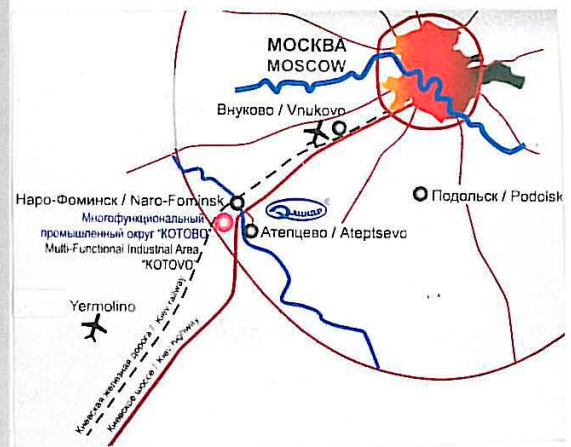


In the Moscow region, resources are fully available in fields such as hi-technology, machine industry, new materials, construction, processing food, healthcare or mass consumption products.

The Naro-Fominsk district has become for the last years one of the most intensively developing districts of the metropolitan area because the Government of Naro-Fominsk district has created attractive conditions for investments. New enterprises have been created with Russian or foreign capital. Naro-Fominsk district is on the top of the rate of the Moscow region thanks to the sustained development of industry and agriculture. Approximately 300 enterprises of machine building, electro-technical, light, food, processing, timber, and woodworking industry are successfully operating in the district.

The “KOTOVO” area is also next to the Kaluga region where world-renowned companies such as Samsung Electronics or Volkswagen have heavily invested and are now running important plants. West of KOTOVO, there are sites of “REXAM Beverage Can Naro-Fominsk”, a can producer having the world-largest volumes of production, and tan American cosmetics company “AVON Beauty Products”.

The residential area of “KOTOVO” will include four types of buildings: multi-storey buildings, low-rise apartment buildings, townhouses and cottages; the total area of the ready houses will be 425-500 thousand sq.m. It is planned to build three schools, 5 kindergartens and other institutions such as libraries, hospitals, physical training institutions, etc.





NEWS FROM BELARUS

* In 2010-11, the EBRD has invested a total of €85 million in Belarus.

The European Bank for Reconstruction and Development (EBRD) invests in 29 countries from central Europe to central Asia to support the development of market economies and democracies. As the EBRD region was hit by the global economic crisis, the Bank has stepped up its efforts to secure vital economic activities.

The EBRD is the single largest investor in the region. Its investments also mobilise significant foreign direct investment into its countries of operations. The EBRD invests mainly in private enterprises, usually together with commercial partners. It provides project financing for the financial sector and the real economy, both new ventures and investments in existing companies.

It also works with publicly -owned companies to support privatisation, the restructuring of state-owned firms and improvement of municipal services. The Bank is owned by 61 countries and two intergovernmental institutions. It maintains a close political dialogue with governments, authorities and representatives of civil society to promote its goals.

* The EBRD in Belarus

In view of the recent political developments in the country, the Bank has adopted a calibrated strategy for Belarus, focusing on supporting the private sector, particularly small and medium-sized enterprises (SMEs) or the privatisation of state-owned companies. The EBRD has a wide sector coverage including financial institutions, manufacturing and services, agribusiness, energy efficiency and water sector.

The Bank provides local and foreign investors with long-term loans and minority equity investments starting from € million.

For more information about financial support available to private investors in Belarus and EBRD contact details: www.ebrd.com/belarus

* Belarusian ruble weaker against US dollar, euro, Russian ruble

After a regular trading session at the Belarusian Currency and Stock Exchange the exchange rate of the Belarusian ruble dropped against the US dollar, euro, and the Russian ruble on 2 November,

The Belarusian ruble lost Br50 against the US dollar, with one US dollar now buying Br8,580. The volume of trade stood at \$50.053 million, \$38.807 million up from 1 November. The volume of applications for selling and buying US dollars went up \$46.542 million and \$50.962 million respectively. The supply stood at \$33.729 million on 1 November, with the demand at \$44.933 million.

The exchange rate of euro increased by Br20 to Br11,800 on 2 November. In comparison with 1 November the supply of euro plummeted from €3.374 million to €1.648 million. On 2 November the demand for euro stood at €2.968 million, the volume of trade shrank to €2.908 million (€7.273 million on 1 November).

On 2 November the exchange rate of the Russian ruble edged up by Br2 to Br280. The volume of trade exceeded RUB1.055 billion, with the supply close to RUB1.240 billion and demand over RUB1.057 billion.

* Customs Union members to facilitate Belarus' entry into WTO

Belarus' accession to the World Trade Organization can be accelerated if other Customs Union member states join the organization sooner, said Belarusian Deputy Foreign Minister Alexander Guryanov as he presented a bill on ratifying the treaty on the Customs Union's operation in a multilateral trade system on 4 November.

The official believes that if Russia and Kazakhstan join the WTO sooner than Belarus does, they will help Belarus join the organization. He added that the WTO is expected to decide on Russia's accession in December.

Russia is working hard to join the WTO fast, said Alexander Guryanov. All the confirming documents have been acquired. The last



session of the working group on Russia's accession to the WTO is supposed to take place in November 2011. A WTO ministerial conference will take place in Geneva in December. Russia's accession to the WTO may be authorized then.

Belarus and Kazakhstan continue putting efforts into joining the WTO. "Unfortunately, we are advancing at a different pace but our steps are coordinated," said the Deputy Foreign Minister. A single delegation of the Customs Union member states has been set up to negotiate their accession to the WTO. "It is clearly understood that Customs Union member states should be in WTO. It will raise the respect for our integration association," remarked Alexander Guryanov.

*** World Bank suggests ways to improve Belarusian government spending**

The World Bank suggests ways to improve the effectiveness of Belarusian government spending, WB representatives told.

The World Bank presented a new report "An overview of government spending in Belarus: reformation of budgeting and taxation for the sake of restoring sustainable economic growth". The report is the first part of a two-stage overview of government spending that offers fiscal reforms of priority areas of the budget policy. The World Bank recommends reducing the government's control over the economy, reducing the share and raising the effectiveness of the public sector in Belarus, taking measures to soften the consequences of the reforms for the most vulnerable population strata.

Despite the considerable consolidation over the last three years government spending still accounts for about 44% of the GDP, about three percentage points above the region's average and nearly 5% above that of countries with a similar level of revenues per capita, said the head of the expert group in charge of preparing the report. Complex reforms of the budget and taxation sphere are advised in the future.

The report outlines recommended changes in pension coverage, social protection, energy services, agriculture, suggests reforms that can save budget money as large as up to 4% of the GDP in the mid-term perspective.

For instance, the program for reforming agriculture requires implementation of mutually related fiscal and structural reforms, including cuts in state support for agriculture.

Higher prices for energy resources imported from Russia seriously affect the energy market. An analysis confirms that complex reformation of the energy policy is necessary by reforming tariffs and strengthening the regulatory environment of the energy industry for the sake of creating more favorable conditions for private investments and competition.

Belarus has one of the largest-scale social aid systems in the region, with 2.7% of the GDP spent on supporting nearly half of the country's population. The social aid system should re-route money into individual-targeted programs.

The experts believe that the ageing population will increase the burden of Belarus' pension system. The pension system is supposed to preserve financial stability in the long term in view of the expected demographic changes. The World Bank suggests raising the retirement age, replacing pension indexation triggered by higher salaries with pension indexation triggered by higher prices, reducing pension tax and introducing provisional accumulation accounts.

Belarus became a member of the World Bank in 1992. The World Bank has allocated \$865 million to Belarus for the sake of implementing 12 projects. About 30 national programs have been supported with grants to the tune of \$22.8 million. Apart from loans the World Bank offers consultative aid for economic policy matters and technical aid to the Belarusian government in carrying out structural reforms for the sake of resuming sustainable economic growth.

Belta



◆ CONFERENCE / SEMINAR / EXHIBITIONS:



December 05-09, Moscow, Expocentre

Web-site: <http://www.agroprod mash-expo.ru/en/>

- St. Petersburg Technical Fair, 13 – 15 March, 2012

RESTEC Exhibition Company invite you to **St. Petersburg Technical Fair, 13 – 15 March, 2012** one of the leading industrial events for **Russian Technical and Metallurgical sector**. www.ptfair.ru

St. Petersburg Technical Fair – as one of the main Russian industrial show annually represents a profound knowledge of technical issues and global cross-cutting topics. It showcases over 500 companies from all over the world and attracts 8.200 trade visitors, covering the full process from metal production to engineering in automotive industry and metalworking, from enterprise infrastructure to innovations at all levels:

- Metallurgy and Casting
- Metalworking
- Mechanical engineering
- High Technologies. Innovations. Investments (Hi-Tech)
- Non-metals for industrial purposes
- Fasteners
- Services for industrial enterprises

The 7th edition of **PTFair** features a comprehensive program of specialised events organised along with the exhibition:

- Industrial Congress
- St. Petersburg International Partneriat (dedicated to interregional and international cooperation for small and medium business)
- B2B Meetings and Technological Tours to enterprises

The North-Western Federal District with its centre in St. Petersburg is considered as a strategically important one, because of its ports and close location to Europe, which gives a perfect basis to launch or expand successful business in Russia.

PTFair is officially supported by:

- Office of the President of the Russian Federation in the North-Western Federal District
- The Government of St. Petersburg
- The Ministry of Industry and Trade of the Russian Federation
- The Chamber of Commerce and Industry of the Russian Federation
- Russian Union of Industrialists and Entrepreneurs
- The Leningrad Region Chamber of Commerce and Industry

Anna Bezpalaya

International Department

RESTEC® Exhibition Company

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- MOSBUILD –Moscow 10-13/ 04/ 2012

<http://www.awex.be/fr-BE/Nos%20services%20C3%A0%20l%27export/Programme%20d%27actions/Pages/2012-PECO-CEI-RUSSIE-MOSBUILD-BATIMAT.aspx>



◆ **JOB OFFER:** *Best* Medical Belgium

- Key Accounts Manager

Function: Key Accounts Manager (H/F)

Responsibilities of the function:

As a member of the sales force, the Key Accounts Manager has the responsibility to help in developing the business and is responsible for achieving the sales figures for the territories that he/she is in charge.

Description of the function:

There will be 2 distinct aspects of the position:

- Sales for Eastern European/former Soviet block/the orient
- Key liaison with key partners in those areas

The responsibilities of the function are:

- In charge of establishing sales objectives, forecasts, strategies and tactics for the assigned territory.
- Develop action plan(s) to achieve sales targets through monitoring and communication with partners, finding adequate means to reach sales figures.
- Manage and be responsible for the distribution network. Follow, develop, manage and motivate distributors, find new distributors in order to establish close cooperation between them and the business strategy.
- Establish and maintain strategic relationships with major customers, with major distributors and key accounts.
- Negotiate trade agreements, distribution agreements and set performance targets.
- Identify and evaluate new opportunities for expansion in existing and potential markets, develop strategies to realize such opportunities.
- Collaborate with other departments, especially Financial dept. in debt management, QA dept. in claims resolution and Customer Service dept. in relation with distributors.
- Collaborate with current supply partners in Russia to ensure timely delivery of product.
- Find potential supply opportunities for both finished and raw material.

Ideal Profile:

- Sales and Customer Service Experience
- Negotiation experience a plus
- Trilingual French - English - Russian
- Experience in B2B Sales
- Has a worldwide view and is interested in Industrial and Technical products.

Contact person:

Adamski Karin – Karin.adamski@bestmedical.be

Best Medical Belgium S.A. Avenue de l'Espérance – Z.I. 6220 FLEURUS



◆ JOBS SEARCH :

ROGOZINA Oxana

Young and talented post-graduate specialist in International Relations and Commerce, I am looking for a job as export/import assistant, International Relationships manager, or administrative agent. I would be an asset for your company if you want to develop your activities in Belgium, or in Russia, Belarus and Ukraine.

Education: Catholic University of Louvain (Be) - Political Science, Zhejiang University (CN), Vrije Universiteit Brussels (Be)- Business Development.

Work Experience: Retail, non-profit organizations, Walloon Agency for Export and Investment, Brussels Airlines.

Languages: Fluent: **French, English, Russian**, Ukrainian; Intermediate: **Chinese**; Basic: Dutch. Personal skills: team player, strong communication skills, pro-active and dynamic nature. Feel free to **contact** me: oxanarogozina@gmail.com, +32 472 286308.

ROZUM Maryia

Young post-graduate specialist in EU International Relations, European Affairs and International Law is looking for a job in Brussels in an organization dealing with EU affairs and/or working with the former USSR countries (I have the right to work in Belgium).

Education: MA in EU International Relations, College of Europe, Brugge; BA in International Law.

Experience: European Commission, consultancy in Brussels. Languages: Russian (mother-tongue), fluent in English, French, Italian, basic German. Contact: maryia.rozum@coleurope.eu; +32 485 118 508

SYCHEVA Irina

Young specialist in International communications, investment in realty, operations with realty, commercial realty and ground areas is looking for a job in Nizhniy Novgorod or Moscow regions.

Education - Lobachevsky State University of Nizhniy Novgorod - commerce in external economics (trading business), finance (in paper currency sphere)

Working experience: coordinator of «The Days of Belgium in Russia. Nizhniy Novgorod region», project manager in international projects, operations with realty, manager of sales promotion

Personal skills: Team spirit, strong communication skills, diplomat, well-organized, active, punctual, positive. Russian-English. Ph. +7 920 29 666 21 Email: sychva@mail.ru

VAN GENDEREN Marta

Young passionate graduate of European Studies looking for a position in Marketing, Consultancy, Public Affairs and Public Relations. **EDUCATION:** Bachelor European Studies- The Hague University. Thesis: the Effectiveness of Dutch trade missions to Russia. Two internships related to business in Russia

LANGUAGES: Bilingual Polish and Dutch. Good command of English. Intermediate command of French and Russian

CONTACT DETAILS: vangenderen.marta@gmail.com, +32 474 303 527

BAINOVA Olga

Young graduate in the field of languages with a thorough knowledge of International Relations. I am seeking a position that includes translation or multilingual communication. I have a particular interest in the sectors of energy, environment and medicine.

Education: MA in translation (Russian-German), International School of Interpreters (FTI-EII), University of Mons; additional MA in multilingual negotiation, Institute of Language Sciences, University of Mons. **Experience:** internship at AWEX. **Languages:** Russian (mother tongue), fluent in French and German, Polish (good level) and basic Arab.

Contact : olgabainova@yahoo.fr; + 32 477 06 27 09

VINAHRAVA Viktoryia

Looking for a job/internship. Education: Political and Administrative studies. College of Europe, Bruges, Belgium. 2.University Montesquieu Bordeaux IV, International law. 3.Belarusian State University: MA International law Experience: 1. Assistant, University Bordeaux IV, France. 2. Interpreter. Museum of Modern Art, Bordeaux 3. Intern: United Nations High Commissioner for Refugees, Minsk, Belarus 4. Intern: International NG Association for Scientific Research, Information and Educational Programs "Evolutio" Activity. Languages: English, French, Russian. Contact:vinahradava@gmail.com; +32 4852 03 076.



POLIVTSEVA Elena

Looking for a job in EU project management or in European companies dealing with post-soviet countries. **Education:** Master degree in European Studies, License degree in International relations. **Professional experience:** European non-governmental organizations, Russian public sector, project and event management, business analysis, sales, translation, research. **Languages:** Russian – mother language; English, French – fluent; German, Dutch – basic. **Personal skills:** quick learner, motivated, pro-active, used to work in international team. Contacts: elenapolivtseva@yahoo.com, +32 49 68 71 094

SLINGENEIJER DE GOESWIN Bernard

Young postgraduate in Marketing is looking for a position of export/import assistant, administrative, representative employee.

Education : Basic school-leaving qualification secondary sectors (high schools), management of company and cabinetmaking, Technician's diploma in personal computer, Graduate in Marketing.

Professional profile : More than 10 years in administrative, logistics and commercial. I have worked many years with Interim agencies. I am capable of realizing the classification and the filing of files. I am also capable of managing titles, coupons and bonds or still of taking care of the management the mail. I know also how to make follow the invoicing and deal the orders

Personal skills : Strong communication skills, good administration capacities, team spirit, responsible, active, positive, diplomat, open minded, used to work in international environment.

Languages : French & German (mother tongue), English (fluent), Dutch, Russian (good) Chinese (good basics).

Mobile : + 32 (0) 477 87 54 98 **E-mail :** bslingeneyer@yahoo.com

Dzyuba Aleksandr

INTERNATIONAL SALES MANAGER/EXPORT MANAGER/BUSINESS DEVELOPMENT MANAGER is looking for a new challenge. More than 10 years experience in Sales+MBA. English, French, Ukrainian, Russian, studying Dutch. Successful exporting to a variety of different countries and cultures. Distribution networks and direct sales. Results focused and strategic minded. If you need to boost international sales please mail aleks.dzyuba@gmail.com or call +32 495 32 92 95.

VERHOLEN Anne-Lyse

Young graduate in languages, I am looking for any position in the field of the multilingual communication, administration, translation...

Education: Master in languages and literature (russian-german), Free University Brussel. During my studies I spent 5 months in Moscow and did an internship (1month) in a trading company.

Languages : French (mother tongue), Russian (good), German (good), English (good), Dutch (basics).

Mobile phone : +32485404086 **E-mail :** annelyse.verhollen@gmail.com

USTIYANYCH Andry

Young graduate in political science (International relations) and law looking for a job (ready to work in Belgium or abroad) in a company or an organization dealing with the former USSR countries.

EDUCATION: Master's degree in political science (International relations), University of Liège (Belgium) and Bachelor's degree in law, HELMO, Liège (Belgium)

EXPERIENCE: Internship in BNP PARIBAS Fortis, RANDSTAD, SPANOLUX and CONSULATE GENERAL OF BELGIUM in Saint-Petersburg (Russia)

LANGUAGES: French, Russian, Ukrainian (mother tongue), English (fluent), Polish (good basics) MOB: +32499 41 29 73 ; E-MAIL: andriy.ustiyanych@student.ulg.ac.be

◆ **CULTURE :**

Le Centre Culturel et Scientifique de Russie,
Rue du Méridien 21, 1030 Brussels - tel : 02/219 0133
Programme of the month : www.centreculturelrusse.be

- Soirée « Patrimoine Russe »



FONDATION INTERNATIONALE A.S. POUCHKINE
INTERNATIONALE A.S. POESJKIN STICHTING
INTERNATIONAL A.S. PUSHKIN FOUNDATION
МЕЖДУНАРОДНЫЙ ФОНД А.С. ПУШКИНА

Fondation Internationale A.S. Pouchkine,
en coopération avec l'Association Européenne Russophone

sous le Haut Patronage de son Excellence Monsieur Alexandre
Romanov, Ambassadeur de Russie,

Programme

19h00 – 19h45 : Accueil/Cocktail
19h45 – 20h15 : Discours de bienvenue par
Madame M. Pouchkine et Monsieur A. Romanov,
Ambassadeur de Russie
20h15 – 20h45 : Pianiste Timur Sergeyenya ♪
20h45 – 21h45 : Buffet
21h45 – 22h00 : Remise des prix « Patrimoine Russe »
♥ Promotion de la culture russe ♥
♥ Coopération avec la Russie ♥
♥ Bienfaisance pour la Russie ♥
22h00 – 23h00 : Buffet desserts
Café et mignardises
Tirage de la tombola. Durant la soirée, nous serons
accompagnés par Piotr Izbash et son orchestre
Dress Code: Tenue de Cocktail

a le plaisir de vous inviter à la soirée

« Patrimoine Russe »

qui se tiendra
le vendredi 2 décembre 2011 à 19h00
à l'hôtel Sofitel Europe,
1 Place Jourdan, 1040 Bruxelles

Participation aux frais:
65,- Euros par personne

Les recettes de la soirée sont entièrement versés aux
œuvres de bienfaisance, soutenues par la fondation

Amis et connaissances sont les bienvenus

MERCI D'EFFECTUER VOTRE RÈGLEMENT avant dimanche le 27 novembre

Par virement bancaire:
Fondation Internationale A.S. Pouchkine

Compte ING: 363-0232514-45
IBAN: BE443630 2325 1445
BIC: BBRUBEBB

Objet: Soirée « Patrimoine Russe »

!!! Veuillez préciser les noms des personnes pour lesquelles vous faites les réservations.
Les personnes ne pouvant pas assister à la soirée, s'ils le souhaitent, peuvent faire un don à la Fondation.

* A. Pouchkine, Vice-President de la Fondation Internationale A.S. Pouchkine
alexandre@pouchkine.org ou

* M. Baeten, Chargée de Mission à la Fondation
Internationale A.S. Pouchkine
Marie-ann@corpsservice.eu ou 0499/ 56 56 74
www.pouchkine.org



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 multilingual professionals, 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.
- **We provide substantial discounts** for our services to the members of CCBLR.
- **We contribute to transforming your strategy into reality.**



Request for Membership (12 months)

- Companies with 50 or more staff members: **350 €**
- Companies with less than 50 staff members: **250 €**
- Honorary membership: **1.250 €**
- Banner in our Web Site www.ccbllr.org: **1.000 €**
- Logo in "EAST INFORM" first page 1 year, 10 n°s: **1.000 € /year** (East inform is sent each month to 1.500 Enterprises, 300 Russians Cities and 250 "Administrations")
- "Combi": Honorary member + Banner + Sponsor EAST 12 month: **2.500 €**
- 1 page in East Inform: **450 €** (1/2 page in East Inform: **250 €**)

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Company:

Address:

.....

Postal code & city:

Contact person:

Function:

Phone number general:..... Mobile:

Phone direct:..... Fax:

E-mails:.....

Activity and website:

I WANT TO BECOME MEMBER for 12 months and transfer
 Euros on the account number: **210-0559990-61**
 IBAN: BE622100559990-61 - BIC: GEBABEBB

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.

.....

**The BELGIAN-LUXEMBOURG CHAMBER of COMMERCE
 for RUSSIA and BELARUS, Certified FCCI abroad Belgium**

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Maria Landenok, [assistante de direction](mailto:maria.landenok-ex@solvay.com), maria.landenok-ex@solvay.com

WEB SITE : <http://www.ccbllr.org>

PRESIDENT/VOORZITTER :

Jacques van Rijckevorsel, General Manager of Solvay's Plastic Sector S.A.

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Georgi Chochitaichvili, General Manager Eastern Stars Group S.A.

Jean-François Heris, President AGC Flat Glass Europe (Glaverbel group)

Koen Schoors, Professor economics, Ghent University

Andréï Voskoboï, representative for Benelux and France, Chamber of Commerce and Industry of the Russian Federation