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BELGIUM

September 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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Please visit our website www.ccblr.org

Dear members, dear friends,

We hope that you had successful holidays. Please find the programme of our Chamber for the second semester 2011.

We look forward to meeting you at our next mission and conferences.

- **BELARUSIAN delegation, bouwondernemingen.secteur de la construction**
(Gent, September 7)
- **INTERNATIONAL BUSINESS WEEK. ING brings the world to you**
(Herentals, Brussels, 27-28 September)
- **ECONOMIC MISSION and SEMINAR in Nizhny Novgorod (Plastic-Oil & Gaz-Communication)**
(NNOV, Russia, October, 4-8)
- **BUSINESS CLIMATE in RUSSIA, Do's and don'ts when doing business**
(Brussels, October, 7)
- **INTERNATIONAL FORUM "RUSSIA - EU: High Technology and Innovation in Energy, Nano- and Biotechnologies, Aviation and Aerospace Technologies"**
(Brussels, November 16,)
- **CUSTOMS UNION Russia-Belarus-Kazakhstan**, conference, date to be confirmed
- **TRANSFER of TECHNOLOGIES**, visit in SKOLKOVO (Russia), TBC

We look for having the pleasure to meet you soon.

See all informations and applications form in this edition or web site www.ccblr.org

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“ECONOMIC MISSION in NIZHNIY NOVGOROD REGION 2011” UNIQUE GATEWAY TO THE RUSSIAN MARKET

INVITATION

**International Forum and Seminar:
“Meeting all-Russian and regional demand in PVC products
through expansion and innovations”
05 October 2011**

We are glad to invite you to participate in

the Belgian – Luxembourg Economic mission in Nizhniy Novgorod Region on 4-8 October 2011.

During your stay you will have opportunities of participation in:

- The 16th International Industrial and Economic **Forum and Exhibition “Russia United”**
- Specific seminars that will allow you to get a comprehensive understanding of the potential of the Russian regions in the fields of **“Communication”, “Cluster Plastic & Chemistry”, “Oil & Gas”**.
- The B2B sessions and round-table discussion on practical issues.
- Organised visits of leading enterprises of the NNOV region.
- Networking events with the possibility to meet the key opinion leaders and decision makers such as governors, ministers, officials, senior business executives of Russian Federation.

The forum’s traditional sponsors include the Russian Federation Government, the Administration of the RF President’s Volga Federal District Plenipotentiary, the RF Chamber Of Commerce & Industry and the Russian Union of Entrepreneurs and Industrialists.



DRAFT PROGRAM
“THE ECONOMIC MISSION in
NIZHNIY NOVGOROD REGION” AND SEMINAR
4-8 October 2011

DATE/TIME	ACTIVITY	PLACE
04.10.11 Free program		
	Arrival and welcome at Nizhniy Novgorod Airport and transfer by bus to the hotel for delegation	Hotel Nikola House
05.10.11 Official Opening of Russia United Forum & Exhibition		
08.00	Breakfast	Hotel Nikola House
09.00	Departure for the Forum (Bus)	Hotel
10.00	Official opening of “Russia United” Forum & Exhibition Speeches by The Belgian Ambassador in Russia, Mr. Guy Trouveroy and by the representative of Luxembourg GD.	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
10.30	Presentation of the potential in NNOV region by Minister of Investment Policy, Mrs Natalya Kazachkova	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
11.00	Round table for the delegation hosted by the Governor of NNOV Region, Mr Valery Shantsev and Vice Governor Dmitry Svatkovsky. Visit of the Exhibition	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
13.00	Lunch for the delegation	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
14.30-17.30	International seminar: “Meeting all-Russian and regional demand in PVC products through expansion and innovations” <i>*See more information below!</i>	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
14.45-17.30	B2B for the companies NOT interested by the Seminar “Cluster Plastic-Chemistry”	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
17.30- 18.30	Free time	
19.30-22.30	VIP Cocktail presided by GOVERNOR SHANTSEV	Coat of Arms Hall, Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
06.10.11 Economic Mission in NNOV		
08.00	Breakfast	Hotel
09.00	Departure to Kstovo and Bor (Lukoil-Rusvinyl-AGC Glaverbel) (Bus)	Hotel
10.00	Welcome Words by the Alexey Kovalenko, General Manager Lukoil NNOV, with the presentation about Lukoil’s projects of NNOV (the largest, the most modern, and environmentally friendly oil refinery in Russia), Q & A	Lukoil
12.00	Lunch offered by Lukoil	Lukoil Kstovo



13.30-14.30	Presentation and visit of Rusvinyl (J.V. SOLVAY-SIBUR) project: Cluster Plastic-Chemistry in NNOV Region	Rusvinyl Kstovo
15.00	Departure to Hotel Nikola House (Bus)	
16.00	Free time or Visit of the City (Kremlin, Museums)	Nizhny Novgorod
07.10.11 Economic mission in NNOV		
09.00	Breakfast	Hotel
09.30	Departure to the Yarmarka (Bus)	
10.00-12.00	Participation to the Forum: "Communication in the Russian Regions" **See more information below!	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
12.30	Lunch	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
14.00-16.30	<p>Round table: discussion "Investment and future trends" Round table discussions for suppliers of different product categories Welcome words by Dmitry Krasnov, president of NNOV Region CCI Welcome Words by Arkady Arianoff, general manager of CCBLR</p> <p>Presentation of the NNOV Region economic potential by NNOV CCI</p> <p>Presentation of each participants of the Belgian and Luxembourg delegation</p> <p>Break Coffee B 2 B (60 minutes) Q & A</p>	Nizhny Novgorod Fair (Yarmarka), Sovnarkomovskaya st., 13
17.00-18.30	Cocktail offered by Belgian Luxembourg CC for participants and authorities	
19.00	Free time or Visit of the Theatre	
08.10.11 Economic Mission in NNOV		
05.00	Departure to Airport (Bus)	Hotel
06.20	Flight to Moscow – arrival at 07.25	
09.40	Flight to Brussels – arrival at 11.10 am	

*** International Seminar:**

"Meeting all-Russian and regional demand in PVC products through expansion and innovations"

Organizers: Belgium-Luxembourg Chamber of Commerce for Russia, Administration of Nizhny Novgorod region, Nizhny Novgorod Fair, Solvay representation in Russia (CIS), OOO Rusvinyl
 Time: 05.10.2011, 14:30 to 18:00
 Location: Nizhny Novgorod Fair, Sovnarkomovskaya st., 13



Programme

1. Economic situation, development trends and investment climate and policy in Nizhny Novgorod region. What privileges are being proposed for PVC convertors.
Administration of N.Novgorod
2. Dzherzhinsk industrial agglomeration. Green/Brown field opportunities to house PVC Processing Cluster.
Administration of Dzherzhinsk, Sibur Neftekhim
3. How to shape organization structure and logistics of a "PVC Processing Cluster"?
Benjamin Alpern, Solvay head representative in Russia
4. Rusvinyl 330mt/year project status: how PVC processors would benefit from.
Pavel Rodionov, Rusvinyl sales and marketing director
5. Building/Construction market in Volga region and in particular N.Novgorod and neighboring oblasts: status and prospects of PVC applications (window profiles, decorature panels, pipes, flooring etc.)
Nikolay Gavrilov-Kremichev, Chairman of Building Regulation Association, Moscow
6. PVC Products in the region: current production and expansion prospects versus demand.
Benjamin Alpern, Solvay head representative in Russia
7. Innovations in PVC processing. Dzherzhinsk cluster as a PVC innovation test field?
Alexander Mamushkin, Rusvinyl Technical service manager
8. Panel discussion

Participants:

Valery Larionov, CEO, DPO Plastic, Dzherzhinsk
Andrey Tolmachev, Chairman, Chemkor PVC Pipeworks, Dzherzhinsk
Nikolay Gavrilov-Kremichev, Chairman of Building Regulation Association, Moscow
Vadim Lukonin, CEO, NII Polimerov, Dzherzhinsk
Valentin Guzeev, Dr. Prof., Dzherzhinsk
Pavel Rodionov, Rusvinyl sales and marketing director
Alexander Mamushkin, Rusvinyl Technical service manager
Sergey, director of Dzherzhinsk Petrochemical cluster
Representatives of N.Novgorod region and Dzherzhinsk administration
Belgian guests

Mediator: Benjamin Alpern, Solvay head representative in Russia

**** Concerning the Forum:**

The general exhibition of the International forum is dedicated to five sectors:

- Exhibitions of regions and cities of the Russian Federation
- Exhibitions of innovative and investment projects for Russian enterprises
- Industrial exhibitions presenting the major industrial sectors
- International exhibition of technology parks
- Expositions from foreign countries

Specialized projects of the forum:

- Congress "Strategic Resource of Russia - Innovative Development"
- Congress of Russian Folks (organizer - Russian Folks Assembly)
- All-Russian conference "Technology Park - Modern Evaluation of the Regional Industrial Complex Organization"
- All-Russian conference for oil-and-gas industry
- Program of tasting competitions



Application form for participation

“ECONOMIC MISSION in NIZHNIY NOVGOROD REGION” 04-08 October 2011

In order to register, please, send the application form **before 2011 September, 10**
attention: Maria Landenok email: maria.landenok-ex@solvay.com
with copy attention Arkady Arianoff: a.arianoff@cbl.org

- Your Name:
- Job Position:
- Company:
- Town:
- Field of Activity:
- E mail:
- Phone:

The Estimated Cost of the mission for four days: €1.900,00 (total cost)

- Registration fee: 400€ for the members, 600€ for no members CCBLR
- Flight Airbus Brussels-Moscow-Nizhniy Novgorod-Moscow- Brussels by Aeroflot : 334,18€ (price July 2010) (Departure from Brussels the 4th October at 12.00 am, arrival at NNOV: the 5th at 00.35 am), more information on www.aeroflot.ru
- All Transfers in Bus (see program) : 105€
- Hotel Nikola House 4 stars: 130€/1 night
- Organization by the Russian side of B2B: 200€
- Translators: 50€
- 2 lunches: 50€
- VIP evening the open day hosted by the Governor: 95€
- Belgian Luxembourg VIP Cocktail : 50€ (as participants you can invite freely some of your Russian customers)

NB: The other lunches, dinners and costs for the visa are not included. If needed, the visa formalities can be made with the assistance of the travel agency: <http://www.rta-eastwest.be>

If you want to take part in the economic mission and in the program, reserve Hotel or obtain more information, please contact Mr. Arkady Arianoff - E-mail : arkarian@yahoo.fr, phone: +32 (0) 473 948655

Today, I pay the registration fee of **Euros 400,00 for the Members or 600€, if no member!**
on the CCBLR account 210 0559990 61
IBAN: BE622100559990 – BIC: GEBABEBB with the mention Nizhniy Novgorod Region mission October

Signature (Name-Company)

Concerning the flights Brussels - Moscow - Nizhniy Novgorod – Moscow – Brussels

we suggest you:

- 1) 04 October 2011 - 12:00 Brussels - AEROFLOT / SU 236: Arr: 17:15 Moscow-Sheremetyevo, / Airbus A319
 - 2) 04 October - 23:30 - Moscow-Sheremetyevo - AEROFLOT Direct / SU 713,
Arr: 00:35 Nizhniy Novgorod - 05 October 2011, AIRCRAFTNAMES: SU9
 - 3) 08 October - 06:20 - Nizhniy Novgorod - AEROFLOT Direct / SU 714
Arr: 07:25 - 08 octobre Moscow-Sheremetyevo, AIRCRAFTNAMES:SU9
 - 4) 08 October - 09:40 Moscou-Sheremetyevo - AEROFLOT Direct / SU 235, Arr: 11:10 - 8 October 2011 Brussels / Airbus A319
- Total flights & taxes : 334.18 EUR (6 July 2011) www.aeroflot.ru



**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 to 21:00 in the Brussels Solvay office, 44, Rue du Prince Albert - 1050 Brussels (Belgium).

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.

This special event is reserved for a limited number (about 200) of participants. 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 programme and registration form.

We are looking forward to seeing you to this event.

DRAFT PROGRAM

16:00 Registration

16:30 Welcome addresses

- **Y.E. Bodrov**, Minister-Counsellor - Embassy of Russia to Belgium
- **Mr Paul Scheynen**, Vice President of CCBLR
- **Mr V. Gusev**, General Director of NTA "Technopol-Moscow"
- **Mr V. Golubev**, President of the Center of Russian business in Europe

17:00 Presentations of the European companies (12 minutes)

- "Flying day and night powered by the sun"
Mr C. Michel, Senior Vice President, Head of the Solvay / Solar Impulse partnership
- "Aeronautics"
Mr O. Gramaccia, Sales & Marketing Director of Samtech
- "Aviation"
Mr K. Vervoort, CEO of Fungu
- "Nanotechnologies"
Prof. Mr C. Claeys, Director Advanced Semiconductor Technologies at IMEC tbc
- "Biotechnologies"
Mr C. Grandfils, Director at University of Liège, CEIB and Biotechnology Consultant



NEWS FROM RUSSIA

* Canada's Magna to open car components plant in St Petersburg

Canada's Magna, one of the world's largest car components producers, will open a component factory in St. Petersburg this fall, Alexei Chichkanov, a city official, said.

"The company plans to locate a new plant on one of the already existing sites as part of its expansion plans," said Chichkanov, head of the St Petersburg investment and strategic projects committee.

In September 2010 Magna launched three plants in St. Petersburg. Two of them are managed by Cosym, a joint venture launched in 2006 by Cosym International, part of Magna International, and Shin Young Metal Ind. Co., South Korea's largest supplier of pressed parts, weld assemblies and tools.

Magna has also launched Magna Exteriors plants and a production plant in Kolpino, where about 25 employees produce inside and outside plastic parts for Ford and Nissan.

* MAKS (Avia salon Russia 2011) Belgian and Luxembourg Participants :

AIRTECH EUROPE SARL

Airtech is the world leading manufacturer and supplier of vacuum bagging and composite tooling materials serving the composite and tooling industry. Airtech supplies all standard and custom engineered vacuum bagging materials required for the manufacturing

A.E. PETSCHÉ CO

A.E. Petsche Company, a wholly owned division of Arrow Electronics, is a worldwide leader of high-performance interconnect products. Off-the-shelf products include wire, cable, connectors and harness management solutions.

ACROSOMA NV

Composite Tooling. Lightweight, high stiffness, minimal thermal expansion structures for positioning, assembling and transport of composite parts. Airfield Matting. Lightweight panels resisting extreme dynamic and static high pressures for runways

BARCO

Barco has developed a complete family of cockpit display products, ranging from Mission Displays up to Control Display Units and safety-critical Primary Flight Displays. Thanks to the unique MOSArt Modular Open System Architecture,

BEN-AIR FLIGHT ACADEMY (BAFA)

BAFA is the leading Flight Training Organization in Belgium. We train the pilots that fly commercial airlines and private jets, from "zero hours" until "airline ready"

BMT AEROSPACE INTERNATIONAL NV – EURAIR

BMT Aerospace International NV is manufacturing precise gears and transmissions for the aerospace industry and has subsidiaries located in Belgium (BMT Aerospace-Eurair in Oostkamp), the United States (BMT Aerospace USA in Fraser, Michigan)

FLEMISH AEROSPACE GROUP VZW

Flemish Aerospace Group (FLAG) is an association of companies located in Flanders (Belgium) and active in the aerospace markets. The organization has app. 70 members, who are active in most of the aeronautical sectors.

FN HERSTAL

FN Herstal provides airborne systems for multi-role helicopters and subsonic aircraft, supervises the installation of all its products, offers operator training and provides a high quality after-sales service to meet the customers' requirement.

FUNGU AIR

Aerospace, Security & Defence and International Disaster Relief Expertise and Consultancy. Strong cooperation with CRBE (Centre of Russian Business in Europe) in organising seminars and project preparation for EU framework programs

NUMECA — NUMFLO

NUMECA International develops automated, integrated and customized Computational Fluid Dynamics (CFD) software solutions. Since 1993, Aeronautics and Turbo machinery industries benefit from leading software and consulting services provided

**SAMTECH**

SAMTECH is a European company developing and marketing Computer Aided Engineering (CAE) solutions. They are based on the Finite Elements Method (SAMCEF) and Multi-Disciplinary Optimization (BOSS quartet).

SHUR-LOK INTERNATIONAL

Shur-Lok International is a world leader in the design and manufacture of critical performance fasteners which have become industry standards notably for aerospace, defence or racing.

SKYWIN WALLONIE

Skywin is the Aerospace cluster of the Walloon Region of Belgium. Gathering 100+ members around 3 strategic R&D axis such as: composite materials, more intelligent aircrafts or spacecrafts, more applications and services in Aerospace

TECHSPACE AERO

A Safran group company, Techspace Aero designs, develops and produces modules, equipment and benches for aeronautical and space engines: — low pressure compressors;— complex disks and casing for compressors and turbines;— oil system equipment

THALES ALENIA SPACE ETCA

Thales Alenia Space ETCA is a subsidiary of Thales Alenia Space, the European leader in satellite systems and a major player in orbital infrastructures. Thales Alenia Space ETCA is a Belgian company in the forefront of space sector.

VAN ASBROUCK RECRUITMENT

Van Asbroeck Recruitment has, since its launch in 1989, positioned itself as a recruitment company that specializes in international executive search for technical and scientific profiles: engineers in research, production, engineering, sales...

*** Volvo and Mercedes chief designer takes wheel at AvtoVAZ**

The former chief designer of Volvo Car and Mercedes, Steve Mattin, will start working for AvtoVAZ, Russia's biggest carmaker from October, AvtoVAZ President Igor Komarov said.

"We have signed a contract with Steve and he starts working from October 1," Komarov said, adding that a three-year contract with Mattin could be extended.

AvtoVAZ signed the deal with Mattin thanks to its French partner Renault, which owns 25 percent plus one share of AvtoVAZ and expects to raise its stake to 35 percent, he said.

British-born Mattin joined Volvo in 2005 after 17 years at Mercedes-Benz, where he was a senior design manager for projects such as the A-class and S-class cars.

At Volvo, Mattin helped update the brand's design language and assisted with models like the S-60, V-60 and XC-60.

*** Steelmaker Severstal first half profit hits \$1.12 bln**

Severstal, Russia's largest steelmaker, posted a \$1.12 billion first half net profit to IFRS after a \$593 million net loss in the same period last year on thanks to higher steel prices, Severstal said.

Severstal's revenues in the first six months of 2011 rose 27.1 percent to \$8.110 billion year-on-year, while the company's EBITDA grew 34.5 percent to \$2.043 billion, Severstal said in a statement.

"Our strong performance in the second quarter and the whole first half of the year 2011 again demonstrated the benefits of our vertically-integrated model, low-cost operations and focus on high growth and high margin segments," Severstal chief executive and core owner Alexei Mordashov said.

"Increases in the prices of major raw materials, coupled with a strong price environment on the global steel and gold markets, led to a significant EBITDA growth on the back of EBITDA margin at over 25 percent."



* MMK steel giant posts \$147 mln first half net profit

Magnitogorsk Iron and Steel Works (MMK) posted net profits of \$13 million in the second quarter, down 90.5 percent on the previous quarter, mainly due to increased raw material costs, the firm said in a statement.

Revenues grew nine percent to \$2.4 billion to IFRS, the company said.

EBITDA in April-June fell six percent to \$380 million quarter-on-quarter, while EBITDA margin dropped to 16 percent from 18 percent in the first quarter of the year.

The steelmaker, Russia's third largest, saw operating profit rose five percent to \$163 million, MMK said.

Debt, excluding funds and readily obtainable assets, amounted to \$2.5 billion, while total debt as of the end of June reached \$4.1 billion.

Overall capital investment in 2011 is expected at \$1.1 billion, compared to \$2.2 billion in 2010.

Cost inflation and further raw materials cost increase are not expected for the remainder of the year. Steel production is expected to grow in the third quarter, mostly driven by an expected increase in activity on both domestic and foreign markets, MMK said.

Iron ore contract prices rose about 30 percent quarter-on-quarter. Coking coal prices grew 15 percent, and scrap prices grew five percent. In the third quarter, the iron ore contract price will fall two percent, while coking coal and scrap prices are expected to remain stable.

Ria Novosti

* Pharmaceutical Russia

The round tables on Pharmaceutical cluster 2011 and International Pharmacy Engineering and Biotechnology Forum (2011) organized by St.Petersburg City Administration in cooperation with Restec. The following questions has been highlighted during the meeting.

Why Russia?

Russia is the largest pharmaceutical market in Central and Eastern Europe. Due to its population size (141 million) Russia accounts for just under a third of the total Central and Eastern European pharmaceutical market. According to the experts the Russian market is predicted to expand for 8.3% over the next few years. Russia's pharmaceutical market rose 18% on the year in 2009. The market is heavily reliant on imports as a result of the lack of locally manufactured innovative pharmaceuticals. Almost 70% of medication is been imported.

Governmental programmes and support

To reduce the dependence of the imported goods as well as to create new and develop already established businesses with high added value Pharma 2020 - a strategy for long-term development of the pharmaceutical industry - was approved. The Government of the Russian Federation has set goals, identified challenges and own potentialities.

The goal is to form key competencies in all areas of the pharmaceutical industry, ranging from R&D to marketing. The goal can't be achieved without the substantial support from the state, from the government. The process is divided into two parts.

Phase 1: help business in development, in the introduction of new products, in assisting with the release of new generally accepted standards

Phase 2: business itself will be able to reinvest in development.

What has been done so far

- substantial change in legislation. A new law on distribution of medicines came into effect on September 1, 2010. These are new rules for working in the Russian market. It states that the registration of medicines cannot take longer than 210 days. Until recently the registration of some medicines, especially domestic ones, took years. The law stipulates that foreign medicines must be subject to the same registration procedures as domestic medicines with the exception of clinical tests on volunteers. Russia will recognize clinical tests carried out in other countries if it has bilateral agreements with these countries.

- From January 1, 2014 the entire industry must comply with GMP standards. (GMP refers to the Good Manufacturing Practice Regulations. These regulations, which have the force of law, require that manufacturers, processors, and packagers of drugs, medical devices, some food, and blood take proactive steps to ensure that their products are safe, pure, and effective.

GMP regulations require a quality approach to manufacturing, enabling companies to minimize or eliminate instances of contamination, mixups, and errors. This in turn, protects the consumer from purchasing a product which is not effective or even



dangerous.) This would harmonize the Russian legislation with accordance to the worldwide practice. Presently only 30 of 400 licensed companies in Russia produce medicines in compliance with GMP standards. This opens opportunities for Dutch providers of GMP compliant technology and equipment.

Formation of clusters – St.Petersburg

St. Petersburg has a serious ambition to be one of the most active participants in the Pharma 2020 federal pharmaceutical industry development strategy.

The pharma cluster is established in three different locations:

- SEZ Noydorff : Companies: Biokad, Geropharm, Verteks
- SEZ Novo Orlovskaya : Companies: Novartis, Pharma Sintez, Vital, Verteks, Immuno Gem
- Industrial zone "Pushkinskaya". The city government will assign about 630 million rubles for engineering infrastructure of the industrial zone, such as roads, electricity, heating, gas and water supply: Cies: Samson-Med, Geropharm, Biokad, Neon, PharmHolding

The following Universities and R&D Institutes take active part in the formation of pharma cluster in St.Petersburg;

1. St.Petersburg State Chemical and Pharmaceutical Academy
2. Medical Faculty of the St.Petersburg State University
3. St.Petersburg State Technological University
4. Pavlov St.Petersburg State Medical University
5. St.Petersburg State Polytechnic University
6. State R&D Institute of highly pure drugs
7. Institute of Cytology
8. Institute of Toxicology
9. R&D Institute of Influenza
10. St.Petersburg Institute of Pharmacy
11. Mechnikov St.Petersburg state medical academy

Other 32 regions of the Russian Federation have announced the creation of either pharmaceutical clusters or technology parks on their territory.

Summary of most important events in Russia's pharma market, 2010

January

- SIA International purchases 25% of stocks of Apteki 36.6 Drugstore Chain. Investment: up to \$30-50 mln.
- Rapharma relying on Vnesheconombank Group's financial support announces construction of an antibiotics and antineoplastics plant in Lipetsk region. Investment: \$88 mln.
- Yury Gaisinsky, CEO of wholesale company Pharmcomplect, acquires 74% of stocks of Nizhniy Novgorod Drugstore Chain (46 drugstores and 25 drugstore outlets in Nizhniy Novgorod) for \$15 mln.

February

- Oriola-KD purchases remaining 25% of stocks of Foreti Oy that is the managing company of retailer Vitim (Staryj lekar Drugstore Chain) and wholesaler Moron for \$95 mln. · Biocad announces construction in St. Petersburg (Pushkino industrial zone) of a plant to manufacture APIs and monoclonal antibody drugs. Investment: \$20 mln.
- Geropharm invests \$33 mln in a pharma plant construction in St. Petersburg.

March

- Berlin-Chemie AG and Kaluga regional administration sign an investment agreement on a pharma plant construction. Investment: \$40 mln.

April

- State regulation of maximum drug selling price markups for retail and wholesale companies comes into force pursuant to Russia's Government Order # 2135-r dated 30.12.2009.
- Pharmstandard purchases 11.3% of Grindeks stocks later resold to an investment company. Investment: \$14-16 mln.

May

- Samson-Med announces construction of a plant in St. Petersburg pharma cluster. Investment: \$30-50 mln.

June

- Sanofi-Aventis launches its manufacture in city of Oryol on the basis of former insulin plant Bioton Vostok purchased in late 2009 for \$40 mln.
- Nycomed launches construction of a plant for manufacturing sterile solutions and solid drugs in Yaroslavl region. Investment: \$100 mln.



July

- The list of strategically important drugs to be manufactured in Russia was approved pursuant to Russia's Government Order # 1141-z. The list includes 57 drugs that need to start being manufactured locally before 2015.
- Novo Nordisk purchases a site for an insulin plant construction in Kaluga region. Investment: \$80-100 mln.

August

- Pursuant to Russia's Government Order # 650, the scope of responsibility was revised for Ministry of Health and Social Development (Minzdravsotsrazvitiya), Health Surveillance Agency (Roszdravnadzor), and Ministry of Industry and Trade (Minpromtorg). Minpromtorg will be licensing drug manufacture; Roszdravnadzor will be controlling preclinical and clinical trials, quality, manufacture, and other drug circulation stages; Minzdravsotsrazvitiya will assume some of Roszdravnadzor's former functions related to drug control and approvals, in particular drug registration.

September

- Federal Law # 61-FZ "On Drug Circulation in Russian Federation" comes into effect on 01.09.2010.
- Pharm-Sintez launches construction of a full-cycle plant for manufacturing cancer and diagnostic agents using its own APIs. Investment: \$13 mln.
- R-Pharm and Novartis Pharma announce a strategic partnership that will result in manufacturing Novartis Pharma multiple sclerosis drugs at R-Pharm's site.
- Vertex launches construction of a new plant in St. Petersburg as a result of its extended portfolio. Investment: \$33-40 mln.
- Russia's Government Order # 694 cancels state regulation of wholesale and retail markups to selling prices of non-VED drugs and medical devices.

October

- Akrikhin signs agreements with Emcure Pharmaceuticals Ltd (India) and Celon Pharma Ltd (Poland) in order to include anti-HIV/AIDS drugs into its portfolio.
- Minzdravsotsrazvitiya order # 805-n approves a new list of minimum admissible drug range for medical aid.
- Russia's Government Order # 1660-r approves the Federal Target Program for Russia's Pharma Industry Development till 2020 focused on supporting local manufacturers and import substitution. The Program's budget is earmarked for plant construction and modernization as well as GMP implementation. Investment: \$5 675 mln.

November

- Binnopharm and GlaxoSmithKline form an alliance for organizing manufacture of specific vaccines in Russia, including the first combination vaccine for preventing six infections.
- RIA Panda voices its intent to build a finished drug plant in Leningrad region. Investment: \$45 mln.
- EVER Neuro Pharma plans to build a drug packaging plant in St. Petersburg pharma cluster. Investment: \$3.5 mln.
- Federal Law "On Mandatory Health Insurance in Russian Federation" is signed that empowers a patient with a choice of an insurance company, clinic, and doctor.

December

- Novartis announces a plant construction in St. Petersburg Pharma cluster. Total 5-year investment: \$500 mln.
- R-Pharm and Hemogenomics Institute of Yaroslavl State Teacher's Training University make a research agreement for developing technologies for manufacturing a number of import substituting APIs. Total investment (R-Pharm's own funds and state subsidies): \$17 mln.
- Pharmasintez and Naprod Life Sciences (India) form an alliance for a cancer generics plant construction in St. Petersburg. Investment: \$55 mln.

*** \$10Bln of Investment in Tourism, But Few Ads**

The government wants to make Russia one of the world's most attractive tourist destinations and is proposing that private investors spend more than 200 billion rubles (\$7 billion) over eight years to do so.

The federal government would spend another 100 billion rubles on the effort, but less than 1 billion rubles would go to advertising. That would make any investment senseless, skeptics...

Prime Minister Vladimir Putin has approved the federal targeted program "development of inbound and outbound tourism up to 2018," according to the government's web site. Tourism makes up 6.5 percent of gross domestic product, but the World Economic Forum ranked the sector 59th out of 139 countries. "Our country's potential is only 30 percent utilized!" Putin said last month at a Presidium meeting while discussing the program, according to government.ru.



Russia has unique natural resources, and in almost every region there are interesting tourist attractions. But there is a lack of modern infrastructure, the program says. For instance, out of 2,000 kilometers of warm water coasts, only a third is suitable for recreation. If they are improved, the yearly number of visitors could grow from 10 million to 22 million.

Due to bad roads and a shortage of cheap hotels, only 5.6 million people visit historical and cultural landmarks annually. The state plans to develop tourism infrastructure in clusters, with organizations focusing on a particular region — designing, building, promoting and selling a tourism product. Clusters are planned for each federal district.

In the Northwest Federal District, there will be one covering parts of the Silver Ring; in the Central Federal District — the Golden Ring; in the Volga Federal District — the Great Volga cities; in the North Caucasus and Southern federal districts — the Krasnodar and Stavropol and Rostov regions, and Kabardino-Balkaria. In Siberia, year-round tourist destinations could be developed in the Sayan Mountains and on Lake Baikal.

The program's cost is 332 billion rubles, with some 96 billion coming from the federal budget, 25 billion from regions and the rest from private investors. Almost 95 percent of that total is earmarked for construction, though the program does not say exactly what will be built. The government wants the number of foreign tourists to increase 5.6 times over the eight-year period, with their share in the total amount of tourists going from 11 percent to 33 percent. But the government plans to spend domestically and internationally a meager 850 million rubles on advertising tourism.

It's impossible to achieve a result with such a small budget, said Grigory Trusov, president of the Kontakt-Expert consulting firm. "Countries usually use the CNN [television] channel as an initial step in promoting their tourism opportunities. That sum is only enough to air a small number of short clips.

"It's just crumbs, and without advertising, you can't count on a drastic influx of tourism, said Maya Lomidze, executive director of the Association of Tour Operators of Russia. This year, Turkey's Tourism and Culture Ministry announced that the country would be spending \$7 million on tourism advertising in Russia alone — 20 percent more than last year. Egyptian officials announced about \$3 million.

The results will depend not only on the program but also on the plans for developing road infrastructure, airports and accommodations, said Marina Udachina, director of the Institute for Innovations, Infrastructure and Investments. The cluster approach is justifiable, she said, because together it will be easier for regions to attract tourists. But without good marketing programs, even the biggest investments will not get a return, she said. People, especially foreigners, simply do not find out about the hotels and natural treasures available. "Thus we show that tourism is really not a priority," she said.

Vedomosti



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 an 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

* **Belavia concluded interline agreement with Belgian Railways**

The Belarusian national air carrier Belavia has signed a one-way interline agreement with Belgian Railways, which allows passengers of the Minsk-Amsterdam flight to travel from Amsterdam to Brussels or Antwerp on board of a high-speed train FYRA within one hour and 20 minutes. Passengers will be able to buy one digital airline ticket and transfer to any train on arrival in Belgium without buying additional railway tickets, the press service explained.

Belavia's digital ticket will be effective only the day the flight from Minsk arrives in Amsterdam and within 24 hours of the departure from Belgium.

* **Belarus' 2011 foreign trade targets to be met**

Belarus is set to meet the 2011 foreign trade targets, the head of the directorate for macroeconomic analysis and forecasting of the Belarusian Economy Ministry Anton Dolgovechny told reporters.

"The balance of foreign trade in 2011 will be within the projected corridor and even better," said Anton Dolgovechny. At the same time, according to the Economy Ministry, GDP will increase by 5 or 6% next year, which is below the forecast.

In January-July 2011, the GDP growth was reliant on domestic demand, which was not a good trend. But now it seems the situation is changing for the better. Since May 2011 (after devaluation) the effect of external factors on the GDP growth is becoming all the more noticeable. This is confirmed by the growth of exports, which is outstripping the growth of imports. In January-July, it is expected that exports will outperform imports by 12%. Moreover, a surplus of foreign trade in goods in July is expected to reach \$100-150 million, taking into account trade in services it will reach \$250 million.

Increasing influence of external demand on the GDP growth is also confirmed by the growth of exports in industrial products. In Q1, the ratio of exports to the industrial production was less than 50%, in Q2 it was already 59%, and in July, this figure is estimated at 64%, said Anton Dolgovechny. Thus, this fact indicates that the Belarusian industry is getting increasingly focused on exports, which is good for increasing the foreign trade surplus.

The representative of the Economy Ministry stressed that devaluation helped reduce the foreign trade deficit. "Thanks to devaluation selling to the foreign market has become more attractive," he said.

Anton Dolgovechny took note of the GDP growth next year. "As regards the forecast for the next year, we have outlined a number of scenarios for the GDP growth," he said. The ministry believes, however, that current imbalances have to be eliminated in order to meet the forecast. "We need to adopt right decisions to avoid today's negative expectations," he added.

"Next year we will be moving further on the way towards balanced economic recovery, with aggregate demand not surpassing GDP growth," Anton Dolgovechny said. Yet, he did not specify the GDP growth projections for the next year.

In his words, a draft social and economic development forecast for the next year is usually prepared by September. This time, keeping in mind the current situation, it is almost impossible to do. "We understand that at first we should decide on the country's further steps. This is why we suggest rescheduling the deadline for the preparation of the document," he stated.

BelTA

* **Belarus to get Russian gas at "integration discount" from 2012**

Belarus will receive Russian gas at a discount from 2012 in view of its membership of the Customs Union, Russian Prime Minister Vladimir Putin said at a meeting with his Belarusian counterpart, Mikhail Myasnikov on 15 August in Moscow. This is the common position of the Russian leadership, both its president and prime minister, Putin said. He added that the size of the discount would be decided at talks between companies from both countries. The price negotiating process will be synchronized with the acquisition by Gazprom of a second stake in Beltransgaz.

The state-owned shares of the Belarusian pipeline operator JSC Beltransgaz will be sold to Gazprom this year for 2,5 bln. USD as soon as a new contract for natural gas transit and supplies in Belarus in 2012-2014 is signed with Gazprom.



* New steps in creation of Single Economic Area of Belarus, Russia and Kazakhstan

Belarus, Russia and Kazakhstan plan to create a single economic area by 2012.

In July Russian President Dmitry Medvedev has ratified an accord on the regulation of natural gas transport systems of natural monopolies in Russia, Belarus, and Kazakhstan. The accord also outlines the methods by which prices and tariffs in gas transportation must be calculated. Under the agreement, Russia, Belarus, and Kazakhstan also plan to switch to equal profitability from domestic and export gas sales by January 1, 2015.

Medvedev also has signed a bill ratifying an agreement on ensuring access to services of natural monopolies in the electric power sector in the single economic area to be created by Russia, Belarus, and Kazakhstan. Under the agreement, the sides are to ensure unimpeded access to services of electric power monopolies on the condition that these services have a priority to be used for covering the countries' internal demand for power. The sides are also to ensure electric power transit under terms of earlier concluded deals on the condition that a priority is given to ensuring internal power balances of the national power system. The sides should also ensure non-discriminatory access to facilities of power monopolies on the condition that their services are used with the highest priority for ensuring national power systems' internal balances.

* Privatization earns about Br950 bln for Belarus' budget in 1H

In 1H 2011 Belarus' budget earned about 950 billion rubles (1 Euro = 7085 Br) from privatization, or 73% of this year's target.

Revenues from state property privatization, renting of state property, dividends, transfer of some profits from unitary enterprises and state corporations are supposed to reach 1.3 billion rubles in line with the task set by the government.

The Council of Ministers' resolution No 348 of March 21, 2011 approved a list of enterprises, state stakes in which will be sold in 2011-2013. The 2011-2013 privatization plan lists 245 open joint-stock companies, including state shares in 181 enterprises to be sold in 2011.

* Belarus invites foreign investors to participate in exploitation of potash deposits

The initial public offering of a minority package (10-15%) of JSC Belaruskali shares can take about two years. The government is looking for a company to carry out the IPO.

The state-owned Belaruskali is one of the world's largest potash manufacturers, holding about 14% of the world potash market. It employs about 20,000 personnel.

Belaruskali operates the Starobinskoye potash salts deposit. Belarusian Government invites foreign investors for exploitation of two other potash deposits in Gomel region, namely Oktyabrskoe and Petrikovskoe, which are estimated as the third largest in the world. Particularly, this project was discussed on 18 July by President Alexander Lukashenka at his meeting with Jean-Raymond Boulle, head of Luxembourg based "Boulle Mining Group".

* Belarusian Granit seeks contractor to build gravel processing line

The Belarusian state-run enterprise Granit will hold an open tender to choose a contractor to build a gravel processing line. The line will be able to process 20-40mm gravel and will cost 3.64 billion Belarusian rubles (1 Euro = 7085 Br).

Bidders are to submit offers till August 8, 2011. The enterprise will use its own funds to make the purchase between approximately August 8 and December 31, 2011.

Founded in 1975, the Belarusian state-run enterprise Granit is Europe's largest extractor and processor of granite that offers gravel and sand for the construction industry. The enterprise can turn out 10.5 million cubic meters of non-metal materials per annum, including 7.8 million cubic meters of gravel. The enterprise exports the products to Russia, Poland, Germany and the Baltic states.

* Dutch Campina interested in Belarusian dairy industry

The Dutch dairy products manufacturer Campina shows a serious interest in the Belarusian dairy industry. Belarusian Agriculture and Food Minister Mikhail Rusyi informed the President of Belarus about the fact as the Head of state visited JSC Verkhnedvinsk Maslosyrzavod on July 21.



* Belarus in talks with Polish company to build sugar refinery

Belarus is in negotiations with the Polish company Krajowa Spolka Cukrowa on building a sugar refinery in Belarus, which will be the 5th sugar plant in the country. According to Chairman of the Belarusian state food industry concern Belgospisheprom Ivan Danchenko the investment project costs about 350-360 million euros. The new sugar refinery will process 12,000 tonnes of sugar beet per day.

* Russia's MTS offers \$400-500 mln for Belarusian MTS, Belarus wants \$960-970 mln

The Russian company MTS offered U.S. \$300-500 million for the state-owned package of shares of the Belarusian-Russian mobile company MTS, while Belarusian authorities believe the value of their 51% shares is as large as \$960-970 million. Negotiations with other possible foreign investors are carried on.

* Belarusian-Russian MTS and NEC offer cloud computing services

Belarusian-Russian MTS and the Japanese corporation NEC now offer services based on cloud computing in Belarus, reads an MTS press release. The applications MTS offers include a bookkeeping package "1C: Enterprise", Publiclick (creation of commercials using mobile phones), VideoMost (Internet-based business class videoconferencing), Spontania (videoconferencing for any Internet-enabled computer).

* Belarus to Introduce 4G Cellular Mobile Communication Services by 2013

On 11 July the Government of Belarus adopted an Action Plan to introduce 4G cellular communication services by 2013, with extension of broadband Internet access capacity to 3 million ports.

The document also provides for upgrading and developing data transfer networks through using Ethernet technology for telecom traffic and for building FTTH (fiber to the home) fiber optic communication lines.

Belarus will now make additional effort in attracting foreign direct investment to introduce mobile broadband Internet access based on WiMAX, LTE and other technologies.

Besides, the Belarusian Government plans to eliminate state-owned telecommunications company Beltelecom's monopoly on routing international Internet traffic in 2011. The government has tasked the Communications and IT Ministry to ensure the cancellation of the monopoly's practice.

* Belarusian banks' incomes up 250% in Jan-Jun to Br28.37 tln

According to the National Bank of Belarus incomes of Belarusian banks rose 250% on the year in January-June 2011 to 28.37 trillion Belarusian rubles (1 Euro = 7085 Br).

Interest incomes rose 33.3% to 6.956 trillion rubles, commission incomes went up 70% to 1.675 trillion rubles, other incomes rose 7 times to 6.386 trillion rubles, other operating incomes increased 60% to 135.9 billion rubles, "reserve change" incomes rose 17.9 times to 13.118 trillion rubles, and repayment of written off debts decreased 10.8% to 98.6 billion rubles.

Belarusian banks' investment portfolio went up 46.9% in January-June to 10.265 trillion Belarusian rubles (Br).

Belarusian Priorbank (member of RZB-Group and a subsidiary of Raiffeisen International Bank-Holding AG) net profit increased 57.3% on the year in January-June 2011 to 192.139 billion Belarusian rubles (Br).

Belarusian Belgazprombank's net profit increased 20.2% on the year in January-June 2011 to 63.842 billion Belarusian rubles (Br). Belgazprombank's assets increased 80% to 5.14 trillion rubles. Belgazprombank is authorized bank of Gazprom group in Belarus. Russian Gazprom and Gazprombank control 49.02% each in Belgazprombank.

Belarus' Belvnesheconombank (Russian Vnesheconombank controls 97.42%) increased net profit 66.6% on the year to 53.916 billion Belarusian rubles. The bank's assets increased 60.8% to 7.867 trillion rubles, of them loans to clients doubled to 3.946 trillion rubles.



* **Belarusbank is the largest non-Russian bank in CIS Top 100**

The size of assets has made Belarusbank (99.7% is controlled by the state) the largest non-Russian credit institution in the CIS Top 100. As January 1, 2011 Belarusbank's assets stood at U.S. \$17.6 billion. The assets owned by the top five Belarusian rated banks amounted to \$35 billion.

Ukraine is the second country in the number of banks rated by the CIS Top 100. 15 Ukrainian credit institutions are ranked by the CIS Top 100. PrivatBank (number 13 in the CIS Top 100) has been named the largest bank in Ukraine, with assets at \$14.2 billion.

* **More new companies in Minsk**

Starting from 1 September 2011 it will be possible to register a new company in Minsk via Internet. Currently there are 46467 companies and 71566 entrepreneurs registered in Minsk. During the first half of 2011 3268 new companies and 5268 entrepreneurs were registered in Minsk, while 1205 and 3893 entrepreneurs liquidated.

* **Belarus' industrial output up 11.5%/yr in Jan-Jun '11 to Br116.687 tln**

Belarus' industrial output increased 11.5% on the year in January-June 2011 to 116.687 trillion Belarusian rubles (1 Euro = 7085 Br). The output of food products, including beverages and tobacco goods, rose 7.6% on the year to 21.969 trillion rubles. Production of coke, oil products and nuclear materials rose 21% on the year in January-June 2011 to 20.531 trillion rubles, of machines and equipment rose 15.6% to 10.939 trillion rubles, of metal products increased 15.2% to 8.412 trillion rubles. Production of vehicles and equipment increased 31% to 5.964 trillion rubles, of non-metallic mineral products, including cement, glass and lime, rose 11.1% to 5.811 trillion rubles.

* **Belarus sees grain harvest at 8.5 mln tns in 2011**

Belarus hopes to harvest 8.5 million tonnes of grain in 2011, including corn – 1.5 million tonnes more than in 2010. Areas under grain are 2.5 million hectares; including corn – 2.74 million hectares. Belarusian farms also plan to harvest 1.5 million tonnes of potatoes from 59,400 hectares. Malt barley harvest is projected at 212,000 tonnes, sugar beet barley at 4.2 million tonnes, and flax fiber at 60,000 tonnes.

* **Belarusian Railways to reduce tariffs on cargo transit to Kaliningrad ports**

Following a request of Kaliningrad Railways the Belarusian national railway operator Belarusian Railways has agreed to provide preferential tariffs on cargo transit to Kaliningrad ports. In particular, as from July 27 Belarusian Railways will introduce flat rates on ferrous metals transportation to Kaliningrad ports along the route Osinovka-Gudogai. Tariffs on Russian cargoes transit are reduced by 36%, or by U.S. \$7.89 per tonne.

* **The Belarusian government expects the country's GDP to grow 6.7%**

on the year in 2011, and industrial output, 7%. The forecast is made based on results of Belarus' socioeconomic development in the first six months of the year and trends observed in the first half of 2011. Farm output is projected to increase 4% on the year in 2011.

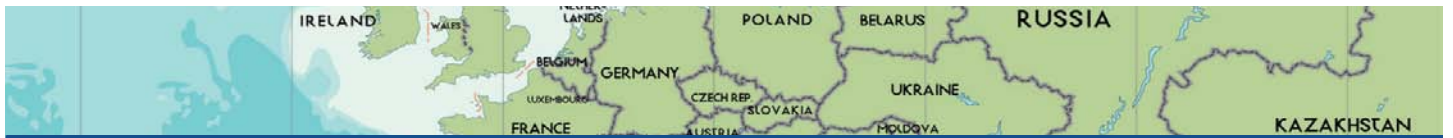
* **Belarus posts republican budget surplus at 1.1% of GDP Jan-Jun**

Belarus' Finance Ministry has posted a republican budget surplus of 1.1 trillion Belarusian rubles (Br) in January-June 2011, or 1.1% of GDP.

Republican budget revenues amounted to 18.1 trillion rubles in January-June, or 54% of the target for the whole year. Revenues from foreign economic activities amounted to 5.5 trillion rubles, 75.6% of the target, from the profit tax 1.3 trillion rubles, 55.9% of the target, from the value-added tax 6.1 trillion rubles, 45.1% of the target.

Republican budget expenditures reached 17 trillion rubles, 42.4% of the target for 2011. Expenditures on welfare, science, culture, healthcare, mass media, sports, education, etc. amounted to 3.8 trillion rubles, 43.2% of the target for 2011, national economy expenditures were at 2.9 trillion rubles, 38.4% of the target, and general state expenditures at 7.6 trillion rubles, 43.4% of the target.

Republican budget revenues are projected at 33.612 trillion rubles, and expenditures at 40.179 trillion rubles. Budget deficit is expected at or below 6.567 trillion rubles. (Br4,940 - U.S. \$1).



◆ CONFERENCE / SEMINAR / VISIT OF DELEGATIONS :

- **BELARUSIAN DELEGATION** in Gent

Zoals u reeds hebt vernomen organiseert Fedecom op **07.09 aanstaande** een netwerk receptie in **"International Club of Flanders-Sint-Pietersabdij" te Gent**. Wij doen dit ter gelegenheid van het officieel bezoek van een Wit-Russische delegatie bestaande uit enkele **vooraanstaande bouwondernemingen**.

De bouwsector verkent nieuw terrein in Wit-Rusland. Het land dat de brug slaat tussen Europa en Rusland. Het land dat onder economische bescherming van grote broer Rusland staat en toch een hoge levensstandaard biedt aan haar inwoners. Daar liggen de kansen open voor bouwbedrijven die op zoek zijn innovatie en nieuwe economische perspectieven.

Daarom organiseert Fedecom (Federatie van complementaire voltooing) van 7 september een kennismaking tussen België en Wit-Rusland. Dit is de uitgelezen gelegenheid voor de Belgische aannemers om hun netwerk te verruimen en de juiste contacten te leggen. De Wit-Russische delegatie kan van deze kans gebruik maken om haar expertise te vergroten. Doel is voor beide landen om een vruchtbare samenwerking op te bouwen.

U wilt alles te weten komen van deze nieuwe bouwmarkten? Zorg dan dat u er bij bent op de receptie op dinsdag 7 september, vanaf 19u in 'The Club Off Flanders' in Gent .

Comme vous le savez probablement, la Fedecom organise le **7 septembre prochain** une réception au **"International Club of Flanders-Sint-Pietersabdij" à Gand**. Ceci a lieu à l'occasion de la visite officielle d'une Délégation de Biélorussie composée **d'entrepreneurs du secteur de la construction**.

Le secteur de la construction est en plein essor en Biélorussie, pays qui est le lien entre l'Europe et la Russie. Pays qui vit sous la protection de sa grande sœur 'la Russie' mais qui offre un standard de vie certain à ses habitants. Ce marché ouvre de larges perspectives pour nos entreprises de construction qui sont à la recherche de nouveaux défis.

C'est pourquoi Fedecom (Fédération du parachèvement) organise le **7 septembre** une entrevue entre la Belgique et la Biélorussie. Ceci constitue donc une occasion unique pour les entrepreneurs belges de faire connaissance avec ces marchés et d'établir des contacts privilégiés. Pour la délégation biélorusse c'est certainement l'occasion d'améliorer son expertise. L'objectif est pour les deux pays de construire une collaboration fructueuse.

Vous désirez tout savoir sur les futurs marchés de construction ? Soyez présents lors de la réception du 7 septembre prochain à partir de 19h. au « International Club of Flanders ».

Patrick Noé, Directeur Fedecom/Fecamo/Stone
Nodigt u uit op woensdag 7 september 2011
in de International Club of Flanders - Sint-Pietersabdij Gent

Programma:

- 19.00 Verwelcoming door de heer **Karel Van Hoorebeke, Ereconsul van Wit-Rusland** met als consulaire ressort het Vlaams Gewest
- 19.15 Voorstelling van de Wit-Russische delegatie door de heer **Yuri Ambrazevich, Chargé d'Affaires, Embassy of Belarus in Belgium**
- 19.25 Presentatie door Manitou
- 19.40 Presentatie door Fedecom
- 19.55 Receptie: netwerking en ontmoetingen met de leden van de Wit-Russische delegatie en **the Belgian Luxembourg Chamber of Commerce for Russia & Belarus**

Eregast: **Mevrouw Anne-Marie Lizin, Erevoorzitter van de Senaat**

Adresse: 9000 GENT – Sint-Pietersplein 11

Verplichte registratie:

Gelieve uw aanwezigheid per email te willen bevestigen tegen uiterlijk 2 september 2011:

sabine.piedboeuf@confederatiebouw.be

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27 September: Herentals
28 September: Brussels
29 September: Ghent
30 September: Luxembourg

Please contact Ms Inge Stoop, ING International Relationship Manager, to get more information about this event:
inge.stoop@ing.be or ebd@ing.be

- Russia Luxembourg double tax treaty.

information on developments in relation to the Review of these developments may be found under the following link
<http://www.scribd.com/doc/62562921>

From the Russian perspective amendments, when implemented, will make Luxembourg much more attractive for establishing holding structures.

On a different note, I am pleased to share with you draft program of the International Tax Conference in **Moscow on 27 September**. Please find it under the following link <http://www.scribd.com/doc/62570232/>

For registration please contact Ms. Valeria Sovetova at svi@ufs-federation.com

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- BUSINESS CLIMATE in RUSSIA

Brussels, 7 October 2011

BUSINESS CLIMATE in RUSSIA
Do's and don'ts when doing business in Russia

A conference organized by
Transparency International Belgium and the Belgian Ministry of Foreign Affairs

Companies active in the Russian Federation face particular challenges apart from the sheer logistics of working in a country spanning 9 time zones. For example, there are language and cultural differences, complicated import-export practices, and widespread use of intermediaries, all of which can have an impact on questions of business ethics and compliance requirements. The speakers will share their concrete experiences and suggest practical solutions for overcoming such challenges. They will not only talk about the risks of doing business in the Russian Federation, but also about how managing those risks can be turned into an advantage under the developing public anti-corruption initiatives in the country.

The speakers are based both in the Russian Federation and in Belgium, and they represent the corporate world as well as the nongovernmental sector and the public administrations of both countries. This event will therefore offer a quite unusually broad and thus fascinating picture of the Russian business environment.

These speakers will share their experiences with conducting ethical business in the Russian Federation:

Elena Panfilova - Director of Transparency International Russia

Anja Siebel - Legal Counsel (EMEA) of the T.D. Williamson Group

Frans Thierens - Head of the Ethics & Fraud Unit at the KBC Group

Nabil Jijakli - Secretary General of the Belgian Export Credit Agency (Ducroire-Delcredere)

Jacques van Rijckevorsel - President of the Belgium-Luxembourg Chamber of Commerce for Russia and Belarus

You will have an opportunity to network over a standing sandwich lunch before hearing from the speakers and asking any burning questions you may have.

This conference is organized with the kind support of the Belgium-Luxembourg Chamber of Commerce for Russia and Belarus and of Agoria



Practical information

Friday **7 October** 2011

The conference will be preceded by a standing sandwich lunch from 1 to 2 pm, doors open at 12.30

The conference starts at 2 pm and ends at 5 pm.

Conference language: **English**. Simultaneous interpretation into French. Questions in Dutch and French are welcome

Address: Arenberg Room, Egmont Palace, Petit Sablon 8 bis, 1000 Brussels

Participation fee: 95 € to be paid in advance into bank account 310-0858211-41 of Transparency International Belgium, IBAN Number BE88 3100 8582 1141, SWIFT-BIC Code BBRUBEBB. Non-member companies benefit from advantageous fees for multiple delegates: 175 € for 2 delegates, 255 € for 3 delegates. For larger groups, please contact info@transparencybelgium.be.

This workshop is part of the *TI-B Corporate Package*. Corporate members benefit from a 40% reduction on all activities under the *TI-B Corporate Package*. Sponsors with gifts of the same value as the membership fee also benefit from a 40% reduction. Membership fees and gifts are tax deductible.

Information at <http://www.transparencybelgium.be/index.php?id=24&L=1%2527>

Students fee: 20 € Academics: 40 €

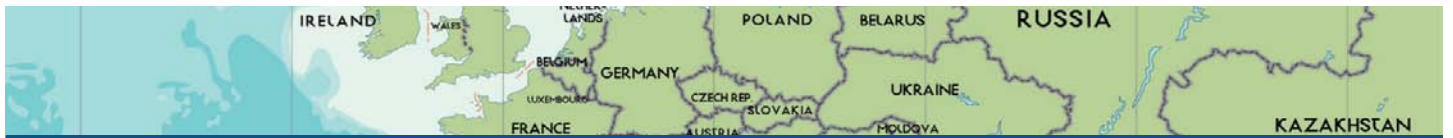
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Contact: Annemie Valgaeren, telephone +32-(0)2-509.00.31 or info@transparencybelgium.be



- VISIT OF RUSSIAN COMPANIES

Please be informed that we are going to provide for the visit of Russian companies engaged in **heavy-lift and heavy transport to the Netherlands and Belgium**. The meetings will be held from 12-16 September 2011 with tours in the ports of Amsterdam, Rotterdam and Antwerp.

Russian delegation already includes around 30 companies (and counting) representing TOP-50 Russian enterprises handling heavy and oversized cargoes:

Mortrans

<http://www.mortrans.ru/en/>

Group of Companies «RosTransLogistic»

<http://www.rostranslogistic.com/en/index.php>

TIS GROUP

<http://transinterservice.com/eng/home>

NSC, Arkhangelsk

<http://www.ansc.ru/Inf.shtml>

Full delegate list with contact details will be sent to you as soon as you register with us.

This visit is going to be a unique opportunity to meet the leading freight companies of Russia, interested in logistic service offered in Belgium and Netherlands. It will include meeting with transport companies of Netherlands (14th September 2011, Rotterdam) and Belgium (16th September 2011, Antwerp). Informal conversation in one of the restaurants will add value to mutual cooperation.

If you would like to take part in this event, please send your contact details (full name, position, phone, fax, E-mail). Registration fee makes up 350 EURO for a single person.

Stevedoring companies can also participate in excursions to terminals.

Our company is the only organizer of events in the sphere of heavy-lift transport and logistics in Russia and CIS countries. Annually we hold such conferences as Heavy-Lift Russia and CIS (Moscow, Russia, click [HERE](http://www.ibforum.ru/conf010-eng.php) for details: <http://www.ibforum.ru/conf010-eng.php>), Caspian Heavy Lift & Offshore (Baku, Azerbaijan) and Heavy Lift Black Sea (Odessa, Ukraine). We also publish Heavy Lift Russia magazine (<http://www.negabaryt.com/index-eng.php>).

With kind regards,

Sergei Evmenenko, The Chairman of the Organizing Committee www.ibforum.ru
tel. +79615108820 e-mail: sg@ibforum.ru e-mail: sergey.evmenenko@gmail.com

- DECOUVREZ DES SOLUTIONS DIGITALES 3D

qui vont révolutionner votre marketing et booster vos ventes

Plébiscitée par les plus grands acteurs de l'industrie, Serious Factory est une société éditrice de solutions applicatives digitales et 3D dédiées au marketing et à la vente. Sa mission est d'accompagner les entreprises de bout en bout dans leurs stratégies marketing de fidélisation et d'acquisition clients, ainsi que de formation.

Ses applications 3D — 3D Product Configurator™, 3D Space Configurator™, Espaces virtuels, Films, Advergames / Serious Games — sont désormais une référence en France pour les responsables marketing en quête de rentabilité, car elles vont au-delà de l'expérience utilisateur grâce à une immersion totale.

Serious Factory est au cœur de l'émergence de la 3D temps réel comme le nouveau media pour le web car il permet des expériences consommateurs immersives, ainsi qu'une communication et un marketing extrêmement innovants et efficaces.

Tous les cas, toutes les situations sont envisageables à partir du moment où votre cœur de métier et façons de procéder qui vous

caractérisent sont bien assimilées. Nous disposons des cellules compétentes pour ce faire.

Le plus simple est encore de venir nous rendre visite pour une démonstration en live de leur savoir-faire. De nombreux exemples vous seront montrés et la manière de procéder expliquée. Une véritable série de « cases stories » très actuelle !

RDV le 14 septembre prochain à 15 heures dans le showroom situé ...

352, Chaussée de Wavre à 1040 Bruxelles (Etterbeek)

(Il s'agit du piétonnier situé à côté de la Place Jourdan.)

La démonstration qui laissera place aux questions et réponses se terminera vers 17 heures.

Merci de confirmer votre présence par retour de mail ou en téléphonant

- phone 02 230 9590 - mobile 0476 521 060 Daniel C. Renson

◆ BUSINESS PROPOSALS / JOBS :

- Ecole de musique Tchaikovsky (asbl) cherche une secrétaire-réceptionniste

(coordinatrice des professeurs) pour 20heures/semaine à pd septembre 2011. Connaissance français, anglaise (russe et néerlandaise), Microsoft office, Windows, Internet. (Bonne connaissance).

0496 48 87 80 (Nataliya Chepurenko); info@e-m-t.be. Av.G Henri 257, 1200 WStL Bruxelles.

Музыкальная школа имени Чайковского ищет секретаря

секретаря (координатора учебного процесса) на 20ч/в неделю (Официальный контракт на 1 учебный год с возможностью продления) начиная с сентября 2011. Знание: французского, английского, русского в совершенстве (нидерландского приветствуется), Microsoft office, Windows, Internet. 0496 48 87 80 (Наталья Чепуренко); info@e-m-t.be. Av.G Henri 257, 1200 W St L Bruxelles.

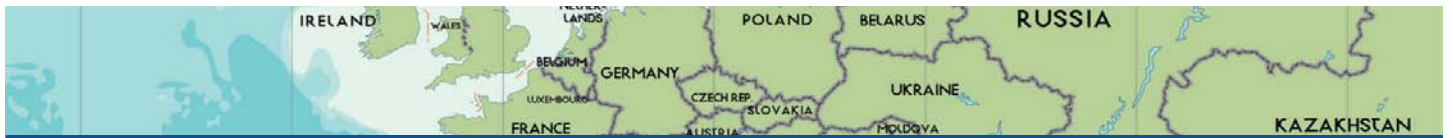
- LLC Kuban-ALKO

I am a representative of LLC Kuban-ALKO, a Russian-based company, a big distributor of canned food, which imports more than 600 containers a year. We are constantly looking for new suppliers and sellers. I appeal to you in order to demand a list of exporters of canned food, operating on the territory of your country. Could you please, e-mail me the list as quickly as possible.

Here is the list of goods we import:

1. Canned pineapples (580ml, 850 ml, 3100ml)
2. Canned mushroom (marinated) Shutaki, Nameko, Suilus (580ml, 3100 ml)
3. Canned sweet corn (212 ml, 425ml)
4. Canned baby corn (370 ml)
5. Canned olives (300ml, 425ml, 3100 ml)
6. Canned cucumbers (370 ml, 720 ml)
7. Canned peaches (425 ml, 850 ml; dice, halves)
8. Canned tomatoes (cherry) (720 ml)
9. Canned champignons (mushrooms) (314 ml, 425 ml, 580 ml, 850 ml, 3100 ml)
10. Canned peas (drained) (310 ml, 400 ml, 420 ml)
11. Canned pepper marinated (620g, 680g)
12. Canned tomato paste (250g, 380g, 500g, 1000g)
13. Canned kidney bean (400g, 425g)

I am looking forward to your early reply. Please, contact me via e-mail (zybina.so@ugrus.com) or Skype (Sofya Zyбина).
Yours faithfully Purchase Manager Sofya Zyбина.



- NANOTECHNOLOGIES in MEDECINE www.trackpore.com

INNOVATE TECHNOLOGY as Economic Model

"HEMOFENIX" DEVICE ADVANTAGES:

Therapeutic plasmapheresis in different medical areas, i.e. obstetrics and gynecology, narcology, intensive care, autoimmune diseases, pediatrics, disaster medicine;
Donor plasmapheresis in Blood service

Continuous membranous plasmapheresis with HEMOFENIX device is provided with the single-needle technique. The volume of sterile extracorporeal contour is 60ml.

The donor plasma received with the "HEMOFENIX" device and ROSA plasmaphilter corresponds to the requirements of the Blood Service. The optimum proportion of price and quality makes "HEMOFENIX" device available for smaller medical centers and nsfusion departments.

" DISPOSABLE STERILE MEMBRANE PLASMA FILTER PFM-01-TT"

The plasma filter is designed to be used in membrane plasmapheresis for detoxication in acute and chronic illnesses and to collect plasma.

The plasma filter is to be used in the 18 – 35°C temperature range in health centres, blood collecting and transfusion stations, in Ambulance and Emergency Medicine services. .

"ROSA" PLASM FILTER ADVANTAGES:

High efficiency and reliability , Hard shell and stable filtration process,
Pass of erythrocytes is excluded, Blood elements are never damaged,
Donor plasma characteristic matches the European ,Pharmacopoeia requirements

TRACKPORE TECHNOLOGY CORPORATION

Volokolamskoye shosse, 73, Moscow, 125424, Russia Tel. /Fax.: +7 495 649 31 69
E-mail: trackpore@trackpore.ru, www.trackpore.com, www.trackpore.ru

◆ **JOBS SEARCH :**

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

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

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 :** bslingeneijer@yahoo.com

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

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 (with 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.

ODOU Karolien

Young motivated soon to be graduated student in the fields of Translation, Multilingual & Business Communication and Copywriting is interested in employment in Moscow. My education has enabled me to speak and write fluently in English, Russian and Dutch in business environments and I am accustomed to multitasking and team work **Education:** Bachelor in Applied Linguistics (English – Dutch – Russian) University College Ghent and Master in Multilingual Communication (English – Dutch – Russian) University College Ghent (graduation in July) **Languages:**Dutch (mother tongue), Russian (fluent), English (fluent), German (good), French (basics) **Mob.:** +32 477 23 58 51 **E-mail:** karolienodou@hotmail.com

Vorobyev Boris

Senior marketing leader, with 13 years of experience in the leading companies (Procter & Gamble and Wimm-Bill-Dann, NYSE-traded Russia's largest Food company with \$3 billion revenue), with international marketing experience across CEE, India and extensive experience in Russia, in looking for the position of Marketing Director / Strategy Director or as project consultant.
Experience/skills
Portfolio strategies for multi-brand and multi-category businesses; Brand building; Geographical expansion / white space launches; New brand development and entrance into new categories; Leadership of multifunctional team (R&D, Finance, Product Supply, Market Research, Trade Marketing).
Contact details: Vorobyevboris@hotmail.com;
<http://www.linkedin.com> – Vorobyev Boris, mobile phone - (+7 916) 169 65 59;(+7 916) 156 96 11

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 please call + 375 29 636 79 56.
Email: alesia.ramanishyna@hotmail.com

◆ **CULTURE :**

- **Exposition**
Paysages du Bélarus



Œuvres de
Adolphe Gugel, Kastus Kachan, Valery Chkarubo,
Gennady Zavizzionni, Vladimir Khadarovitch, Tatiana Tchernik-Arkipova et
Vladimir Sulkovski .

Sous le patronage de S.E. Monsieur Andrei Yeudachenka, Ambassadeur du Bélarus

Villa Maintenon Level 13 Europe Sprl
Pauline et Andrew Fielding - Avenue Montjoie 98 - 1180 Bruxelles

Du samedi 24 septembre au dimanche 16 octobre 2011
L'exposition est ouverte les samedis et dimanches de 15h00 à 19h00

- **Cycle « Mémoire musicale de la Russie impériale » Le 25 septembre 2011 à 15.00**
Ecole de Musique Tchaïkovski - Concert-récital en langue russe
En collaboration avec la Fondation pour la Préservation du Patrimoine Russe dans l'Union européenne.

Un programme exceptionnel de musique et de poésie russes avec Nathalie Bourmeister et Victoria Lepko

Salle des Conférences de l'Hôtel communal
2, avenue Paul Hymans - Woluwé Saint-Lambert

Prix des places : 15 € par adulte (premier drink et zakouskis compris), 5 € par enfant.

Réservations souhaitées

par email : a.schoro@skynet.be ou par tél au n° 0495 534 062

Confirmer les réservations par virement sur le compte ING 310-1446138-51 de la FPPR, en précisant la date du concert, votre nom et le nombre de places.

- **Théâtre**

Notez par ailleurs que vu son succès, une prolongation de la pièce de théâtre «*День отдыха*» de **В. Катаев** sera assurée en la même salle le dimanche 2 octobre 2010 suivant à 17 heures.

Réservations et renseignements : 0498 440 980 (Nathalie Reingardt) ou 0488 424 593 (Anne Nedossekin).

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



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 €**)

.....
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**

Avenue Louise, 500 - 1050 Brussels

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

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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