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**June**  
**2009**

# East Inform

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

**Chamber certified CCI Belgium**

For the activities, missions, ... please consult our web site:  
**[www.ccbler.org](http://www.ccbler.org)**

**According to Russians' opinion, this crisis is the best moment to develop your future business in Russia, building a friendly relationship.**

### Our next Activities

**JUNE, 28-30** Economic Mission in Moscow (Follow-up Belgian days Sochi 2014)  
**JULY, 1- 3** Economic Mission in KAZAN ( B2B for UNIVERSIADE 2013)  
**AUGUST, 27** Presentation in Brussels of the BELGIAN DAYS in BELARUS  
**SEPT, 27- OCT. 1-2** Economic Mission in Saratov and Volgograd  
**OCTOBER, 17-22** The DAYS of BELGIUM in BELARUS

### **Belgian Economic Mission in Moscow (2009 June, 28-30)**

In follow-up to last year's mission "Belgian Days" to Sochi, and together with **Agoria**, the **Belgian-Luxemburg Chamber of Commerce for Russia and Belarus** organizes a 3-day mission to Moscow on June 28, 29 and 30th.

Face-to-face meetings will take place with the key people of the company who play a major role in the organisation and procurement for the Olympic Winter Games, Sochi 2014 (**Olimpstroy**) and the **department responsible for the realization of the OWG Sochi 2014 in the Ministry of the Regional Development**.

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

**Previous cost of 1.650 €** for 3 days/nights in Moscow including Flights, Hotel, Organization B2B, transfers, translators,

### **Possible extension of the Mission to Moscow : visit of Kazan, the capital of the Republic of Tatarstan, 1<sup>st</sup> and 2<sup>nd</sup> July, 2009**

#### **WHY KAZAN?**

Kazan was chosen to host the **Summer Universiade-2013**. The city, possessing the required resources, facilities and personnel necessary is proud to organize such a global event.

Kazan has traditionally been a university city and only Moscow and Saint Petersburg have more students. The 30 largest universities and institutes in Russia, with more than 180,000 students from

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15 different countries, are located in Kazan . Many students from Kazan represent Tatarstan and Russia at international sports events. Kazan 's hosting of the Universiade will make it possible to completely realize their creative and sports potential. For further information, please, have a look at:

<http://kazan2013.com>

Kazan is the capital of the Republic of Tatarstan, which is one of the most economically, developed Republics of Russia. It is located in the centre of the largest industrial region of the Russian Federation , at the intersection of most important highways, connecting East and West, North and South of the country.

Fuel and petrochemical industries determine the Republic's profile. It is the production of crude oil, synthetic rubber, tyres, polyethylene and wide range of petrochemicals processing; there are large mechanical engineering enterprises that produce helicopters, aircrafts and engines for them. The Republic produces approximately 30 mln tonnes of crude oil per year, which is 6.7% from the Russia 's total. "Kamaz" trucks share on Russian market constitutes over 37%. Tatarstan produces also 40% of Russia 's polyethylene and one third of automotive tyres.

Oil extracting, petro- chemistry and oil refining, aircraft, automotive, mechanical and instrument engineering, military-industrial complex should become leaders in generation and implementation of high technologies.

Today, agriculture is a leading sector and has an important governmental support. The Republic now holds the 2nd place in grain after Krasnodar Region in the Russian Federation and ranks among the 3 leader regions of Russia in meat and milk.

**We are very pleased to invite you to join us to our special mission to Kazan** city on the 1<sup>st</sup> and 2<sup>nd</sup> of July, 2009. We believe your participation in the mission will allow building up your business network in the Republic of Tatarstan and will enhance your successful cooperation with the region.

In order to offer you the best conditions and business programme, please, answer to the present invitation **at your earliest convenience**:

- **MOSCOW**, Previous cost of 1.650 € for 3 days/nights in Moscow including Flights(Brussels-Moscow-Brussels), Hotel, Organization B2B, transfers, translators, cocktail in Belgian Embassy.

- **MOSCOW and KAZAN**, additional previous cost of 900,00 € for 2 days/nights in Kazan including flights (Moscow-Kazan-Moscow), transfers, hotel, B2B, translators, Cocktail.

### **Could you please let us know as soon as possible your participation**

For further information, please contact

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

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



## Mission Saratov-Volgograd

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

**Meetings with Regional Authorities & Officials**, with the members of the local Chambers of Commerce (1.900 members) and **representatives from the industrial sectors** of interest to their Belgian counterparts will be arranged. A particular attention is given to **business to business** contacts, **with visits to industrial sites** meeting your requirements (See below in the programme).

Several cultural (Belgian exhibitions and conferences on Belgian-Russian relationship) and tourist activities, including visits to impressive military museums, are also foreseen.

After our pre mission in February 2009, We are convinced that you will find your niche during this Economic Mission. We focus, but not exclusively, on Belgian and Luxembourg participants interested mainly in Technology for: **Agro business (including equipment end engineering), food transformation industry, petrochemicals, oil and gas equipment, construction and building materials, bio technology, automobile equipment, metal and machine building industry, special building materials, pharmaceutical products, industrial equipment (for mines and quarries, for the building materials industry, for the steel industry, for transport and logistics, e. g.), especially high-tech. Potential innovative investments or joint ventures will be proposed during the mission.**

**The number of available places is limited to 25 companies.** Please register your participation to this economic mission **for the 30 of June 2009** at the latest by sending us the attached participation commitment, duly fulfilled and signed. Your early expression of interest and specific wishes are kindly requested **by July 15, (in Russian language if possible).** **Do not forget to prepare your documentation in Russian. The total payment making reservation has to be paid on CCBLR account for September 4, at the latest, as we will have to ensure different reservations.**

**Financial incentives to such a mission are proposed by FIT Agency, Awex and Brussels Export**, who can support your commercial endeavours for prospection abroad, namely for example those you would make at the occasion of the current initiative, as far as eligibility conditions are respected and your file analysis proves sufficient possible economic opportunities. More information on this subject and the delays for introducing the files (generally 10 days) can be obtained from your Regional agency.

2009, SEPTEMBER, 27 - OCTOBER, 2  
**BELGIAN-LUXEMBOURG ECONOMIC MISSION**  
**"SARATOV - VOLGOGRAD"**

### **Programme:**

Organized by the Belgian Luxembourg Chamber of Commerce for Russia and Belarus, with the support of Belgian and Luxembourg ambassadors. With the support of the Belgian Ministry of Foreign Affairs, the Belgian Ministry of Defence, the Government of Saratov Region (Ministry for Investment Policy and Ministry of Culture), the Administration of Volgograd Region, the International Cooperation office of Volgograd region, the Agency of investments and development of Volgograd Region the Chambers of Commerce and Industry of Saratov and Volgograd, the Belgian Army Museum, the panoramic museum of Volgograd, the open-air military museum of Saratov and with financing possibilities by the Belgian Regions.

**The mission has been fixed in September- October: Departure on 27<sup>th</sup>, stay on 28<sup>th</sup> & 29<sup>th</sup> in SARATOV, the 30<sup>th</sup> on the road to Volgograd, 1<sup>st</sup> and 2<sup>nd</sup> in VOLGOGRAD.**

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



The Chamber believes with a strong conviction that there are enormous possibilities for the Belgian & Luxembourg companies to develop profitable business in the selected area.

Note: The effective organisation and prices of this mission is subject to a minimum number of 15 participants. However, we have already received a good number of preliminary marks of interest.

### **Programmed schedule of the Belgian& Luxembourg mission 2009:**

#### ***Sunday, September, 27<sup>th</sup>,***

- 08:30 Check-in at Brussels National
- 09:40 Departure from Brussels-National, Brussels Airlines flight to Moscow
- 15:25 Arrival at Moscow (Domodedovo airport)
- 17:30 Information and briefing with the participants coming directly from Moscow
- 18:30 Check-in
- 20:30 Departure with flight Saravia 6w-761
- 22:05 Arrival in Saratov. Transfer to **hotel ZHEMCHUZHINA\*\*\*\***, Sobornaja pl., 2, ph +7(8452) 33-9777, fax +7(8452) 33-9796 [www.pearl.hotelslovakia.ru](http://www.pearl.hotelslovakia.ru)

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

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

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

- 09:00-12:00 and 13:30-16:00 Individual contacts with the Russian enterprises and visits of the companies from the economic sector you will have chosen.
- 16:30 Cultural programme, visit of the Belgian Exhibition\* in the Open-air Military Museum (Park of Victory) (with the support of the Belgian Army Museum and the Belgian Ministry of Defence), Round trip through the city for those who wish.
- 18:30 Evening: free

#### ***Wednesday, September, 30<sup>th</sup>,***

- 08:30 Departure by Bus ("West European standard" with airco, etc...) to Volgograd
- Near 13:00 Installation at **Intourist Hotel Volgograd \*\*\*** 14, Mira Ulitsa Tel:+7 8442337713
- 14:30 After the lunch, Welcome word of the Chamber of Commerce and Industry of Volgograd.
- 15:00 Visit of Mamaev Kurgan (build in memory of the Battle for Stalingrad, now Volgograd and dominant height overlooking the city)
- 17:30 Visit of the City
- 19:00 Free time

#### ***Thursday, October 1<sup>st</sup>,***

- 09:00 Registration for meeting B2B in the hall of Hotel Intourist).
- 09:30 Reception by the Volgograd Region authorities (Ministry of Economy, Trade and Investment) and the President of the Volgograd CCI, short individual presentation of each Russian and Belgian companies.
- 10:30 Coffee break
- 10:45 Individual contacts with the Russian enterprises and factories (With the assistance of our Chamber and translators)
- 13:30-14:30 Business lunch
- 14:30-16:00 Presentation of the Volgograd Region by the Authorities (economy, industries, projects, incentives...)
- 16:00 Meeting with the press
- 17:00 Inauguration of the Belgian Exhibition in the Volgograd State panoramic museum "**Stalingrad Battle**".
- 19.30-22:00 Ship Cruising on the Volga River (Cocktail and walking dinner for all Belgian and Russian participants )



**Friday, October 2<sup>nd</sup>,**

08:00 Breakfast  
09:00-13:00 Visits of the companies, potential partners and factories  
13:00 Typical Russian lunch  
14:30 Departure for Volgograd Airport  
17:10 Departure by flight Aeroflot Airlines to Moscow (Sheremetevo airport)  
18:55 Arrival in Moscow. Immediate registering of the luggage  
21:10 Departure Aeroflot, Boeing flight to Brussels  
17:30 Arrival at Brussels National

Dear Sir, dear Madam,

We look forward to your presence at this mission and we remain,

Yours truly,

Arkady Arianoff

Daniel Stevens

## **INFORMATION ON REGIONS VISITED**

**Saratov Region** is part of the Volga economic district and is in third place within it in the scale of industrial development. Engineering and the chemical, oil refining, and food industries account for the largest share of production.

The largest companies in Saratov Region are the Balakovo Nuclear Power Plant (Balakovskaya AES), the Saratov Aircraft Plant (Saratovskiy aviazavod; produces Yak airplanes), and the Khimvolokno Production Association (PO Khimvolokno). The Volsk-16 chemical warfare test range, a major air base (Engels), and part of the Kapustin Yar test range are located in the region.

In the area of agriculture, the main crops are wheat, rye, corn, millet, barley, sugar beets, sunflowers, mustard, flax, and vegetables and cattle, pigs, sheep, and poultry are raised.

The region's leading engineering companies are located in the cities of Engels and Saratov. Their main products include machine tools, trolleybuses, farm machinery, bearings, diesel engines, and refrigerators.

The chemical and petrochemical industries are concentrated in Balakovo, Saratov, and Engels. They produce chemical and other fibers, general rubber goods, and mineral and phosphate fertilizers. The building material industry produces bricks, stone, and building blocks.

AO Saratovneftegaz explores for and produces oil and gas from the region's fields. Companies like AO Kreking, which produces refined oil, fuel oil, and bitumen for regional needs, is representative of the fuel industry.

Along with the Balakovo Nuclear Power Plant, the regional power base also includes the Saratov Hydroelectric Power Plant (Saratovskaya GES) on the Volga River. The parent company is OAO Saratovenergo.

The electronics and instrument-making industries are characterized by a high concentration of original technologies and specialists skilled in high-end production. These enterprises have associated research institutes and experimental design offices that work on high-level scientific developments.

The food industry of Saratov Region is the third largest in the Volga region. The meat and dairy industries have more than a 50% share in total output, and flour and cereal production accounts for the rest.

Companies such as Alternativa (batik-style silk goods) and the Dinamo sportswear factory (a wide range of cotton and synthetic goods) represent light industry. Saratov Region is Russia's largest producer of silk fabrics.

There are nearly 100 joint ventures with foreign companies registered in the region. Foreign participants include companies from the United States, Austria, Bulgaria, Hungary, Germany, Great Britain, Italy, Spain, India, Switzerland, Serbia and Montenegro, China, France, Poland, Greece, Canada, Israel, and Guinea-Bissau.



**Saratov Region's primary exports are raw materials and chemical and petrochemical products, mainly to the Netherlands, Switzerland, Turkey, and the United States. The region imports mainly high-tech instruments, medical equipment, plastics and plastic goods, pipe, inorganic chemical products, corn, grain, and clothing.**

**Official Site of the Administration of Saratov Region:** <http://www.gov.saratov.ru>  
**TENDERS:** <http://www.saratovnedra.ru>

**Volgograd Region is an industrial centre of southern Russia and is a member of the Volga economic district. The region's main industrial sectors are engineering and metalworking (tractors, ships, tower cranes, and bearings; equipment for the oil, electronics, and food industries; and drilling, warehouse transport, medical, and store equipment), fuel (oil and gas production), oil refining, chemicals and petrochemicals (including production of caustic soda and chemical fibers), and ferrous and nonferrous metallurgy.**

The building material, textile, woodworking, and food industries are also well developed in the region. The main types of industrial goods produced in Volgograd Region are steel pipe (148 000 tons), cement (1 270 000 tons), tractors (3575 units), roofing slate (224 million standard tiles), ceramic facing tiles (1 895 000 m<sup>2</sup>), meat and meat bird products (42 600 tons), whole milk products (59 700 tons in terms of milk), and vegetable oil (47 200 tons). The leading sectors of the industrial complex are chemicals and petrochemicals, power, engineering, fuel and food. Other smaller sectors include ferrous and nonferrous metallurgy; forestry, woodworking, and pulp and paper; building materials; and light industry. For the past two years, the production volume index for the city of Volgograd has been higher than in the region as a whole.

Despite this, Volgograd's industrial profile is undergoing significant changes, with ferrous and nonferrous metallurgy becoming increasingly important. More than 400 large and medium industrial plants with an annual output of more than 18 trillion rubles operate in Volgograd Region. The power, chemical and petrochemical, and engineering and metalworking industries account for 15-16% of total output; the food and fuel industries and ferrous metallurgy, for 9-12%; and the building material industry, ferrous metallurgy, light industry, and other sectors, for 6%.

Agriculture is well developed in the region, with 27 state companies, 150 joint-stock companies, 67 partnerships, 50 production cooperatives, and 12 900 farms currently in operation. The main agricultural products are wheat, sunflowers, mustard, potatoes, vegetables, melons, eggs, meat, milk, and wool.

More than 250 active joint ventures and foreign companies are registered in Volgograd Region. Companies with foreign investments are mainly involved in ferrous and nonferrous metallurgy, furniture manufacturing, lumber production, clothing, construction, and scientific research. Joint ventures provide various services, such as transportation, automotive maintenance, money transfers, etc. The region exports tractors and engines, steel pipe and cable, drilling rigs and oil production equipment, fishing boats, bearings, petroleum products, and cotton fabrics to Russian and foreign markets. Companies in the chemical and petrochemical industries supply car tires, petroleum products, synthetic resins, plastics, fibers and thread, and caustic soda among other products. The largest industrial facilities in the region include the following: Volgograd Cannery Shop No. 23 (Volgogradsky konservny tsekh No. 23), a commercial production firm which in five years has been transformed from a small shop for canning meat in glass bottles into a large meat-processing plant,

- AOOT Volgograd Tractor Plant (VgTZ), -OAO Red October Metallurgical Plant (Volgogradsky metallurgichesky zavod Krasny Oktyabr), - OAO Volzhsky Pipe Plant (VTZ),
- AO Mikhailovsky Engineering Works (Mikhailovsky mashinostrointelny zavod),
- AO Lukoil-Lower Volga Oil Company (Lukoil-Nizhnevolzhskneft), -AO Lukoil-Volgograd Oil Refinery (Lukoil-Volgogradneftepererabotka), -OAO Volzhsky Chemical Fiber Plant (Volzhskoe khimvolokno), -OAO Volzhsky Orgsintez, -AOZT Volzhskreznotekhnik, -AO Kaustik - OAO Khimprom,
- TOO Kamyshin Cotton Mill (Kamyshinsky khlopchatobumazhny kombinat im. A.N. Kosygina)

However, the situation in the region's industry is not entirely cloudless, since many companies are operating at a loss. The products of most companies cannot compete with the products of foreign manufacturers in structural perfection, quality, design, and operating and environmental characteristics. Furthermore, the government does not protect domestic producers from imports.

**Official site of the Administration of Volgograd Region:** <http://www.volganet.ru>



**Registration:** +32 473 94 86 55 - Fax: +32 2 353 13 11, email: [ccblr@belgacom.net](mailto:ccblr@belgacom.net), before June 30<sup>th</sup> please !

**Yes, I will participate at the mission Volga District in SEPTEMBER-OCTOBER 2009**

Company : .....

Address : .....

Name and first name : .....

Fonction : .....

Phone number : .....

Mobile : .....

E-mail : .....

Website : .....

Activity : .....

**I pay my participation of ..... Euros** on the CCBLR account **210-0559990-61**

IBAN :BE622100559990-61 - BIC : GEBABEBB

- The cost of € 1.950 or **€ 1.700 for our members** is to be paid on CCBLR account.

**Included:** air-conditioned bus Saratov-Volgograd, the transfers to the factories, hotels and airport, the hotel rooms (5 nights, breakfast included), the receptions, 2 lunches and cocktails, the excursions, the meetings, support, translators, badges, press, preparation of the mission, Collaboration of CCI Saratov and Volgograd.

**Not included:** The aircraft tickets Brussels-Moscow-Saratov and Volgograd-Moscow-Brussels (assessed price **1.100 €** (tbc), taxes and handling fee included) has to be ordered and paid directly to the travel agency of your choice, or via online ticket. We suggest our members:

- RTA (Russian Travel Agency) 1000 Brussels, tel: 02 502 44 40, <http://rta-eastwest.be> - email: [rta.info@skynet.be](mailto:rta.info@skynet.be)

- Day One Travel bvba 9150 Kruibeke Tel. +32 (0)3 296.61.39, <http://www.dayonettravel.be> - email: [arlene@dayonettravel.be](mailto:arlene@dayonettravel.be)

**The other lunches, dinners and costs for the visa are not included. If needed, the visa formalities can be made either directly with the consulate, or with the assistance of RTA (with which our members enjoy a special price, please refer to our Chamber).**

## VIII International Investment Forum “Sochi-2009”

Taking into consideration the growing interest of Belgian & Luxembourg political, business, sports and scientific circles to take part in the international dialogue with the aim of exchange of the business experience and the global character of the forthcoming sports event in Russia – *Winter Olympic Games 2014*, **the CCBLR has the honor to invite you to become a participant in the VIII International Investment Forum “Sochi – 2009”, which will take place on September 17 - 20.**

Last year, the VII International Investment Forum Sochi-2008 hosted over 8000 participants from 40 countries, including representatives of federal legislative and executive authorities, Russian and foreign business and scientific leaders, diplomatic and trade missions, and the media.

As the result of the work of Forum, 112 agreements amounting to RUB 504 billion (13.8 billion Euro) were signed.

Doing our part, we have organised a special business program for the Belgian-Luxembourg delegation, composed of over 50 Belgian and Luxembourg representatives.

We believe your participation in the VIII International Investment Forum Sochi - 2009 will allow building up your business network and successful development of your projects in Russia.

In order to prepare in advance for the mission, we would need to receive your early agreement to attend the Forum and eventual expectations for business, BtoB meetings and cultural program so then we can make the appropriate contracts.

For further information, please have a look at the website [www.forumkuban.com](http://www.forumkuban.com), [www.forumkuban.ru](http://www.forumkuban.ru) or please send your questions at your earliest convenience to: Mr. Arkady Arianoff or Mrs. Olga Bogdanova [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com) +32 (0) 2 509 73 85 , +32 (0)475 66 51 06



*Sochi Forum 2008 Prime Minister Putin  
& Prime Minister Leterme at the Belgium stand*



## NEWS FROM RUSSIA

### \* Foreign investment in Russia down 30% to \$12 bln in 1Q09

Foreign investment in the Russian economy in the first quarter of this year was \$12 billion, 30.3% less than the same period of 2008, the Federal Statistics Service said. It said the share of foreign direct investment in the accumulated foreign capital was 42%, down from 48% as of March 2008.

The largest investors in Russia during the reporting period were the Netherlands, Luxembourg, Germany, Cyprus, the United States, and France. "These countries accounted for 76.2% of total accumulated foreign investment and 76.3% of total foreign direct investment," the federal service said. It said foreign investors prefer to invest in the mining of mineral resources, the manufacturing industry, consumer goods production, and the services sector.

### \* Russian Standard Vodka Launches in Belgium & Luxembourg

Continuing its rapid expansion into Europe, Russian Standard Vodka, the number one premium vodka in Russia, today announced its launch to the Belgian & Luxembourg market. Partnering with distributor Rémy Cointreau Belgium and Rémy Cointreau Luxembourg, Russian Standard Vodka is set to become the major player in the Belux premium drinks market. June 12<sup>th</sup>, Russian national day, has been symbolically chosen to announce the launch of Russian Standard both in Belgium and Luxembourg, making some of Russia's traditions available in our countries.

Russian Standard Vodka, the number one premium vodka in Russia, has climbed 8 spots to be ranked 44<sup>th</sup> on the "Top 100 Premium Spirits Brands Worldwide" list in 2008 by IMPACT magazine, a leading source for sales data on the global alcoholic beverage industry. Russian Standard Vodka sold a 2.1 million 9L cases in 2008 on a worldwide basis, marking a 13% climb from 2007. It is now available in more than 60 countries Worldwide.

Russian Standard Original is available in the best supermarkets near you (Indicated retail price: 12,99€ for a 70cl bottle)

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The largest investors in Russia during the reporting period were the Netherlands, Luxembourg, Germany, Cyprus, the United States, and France. "These countries accounted for 76.2% of total accumulated foreign investment and 76.3% of total foreign direct investment," the federal service said. It said foreign investors prefer to invest in the mining of mineral resources, the manufacturing industry, consumer goods production, and the services sector.

### \* Russia's strategic goals remain despite crisis

The government will not revise Russia's socioeconomic development program for the period until 2020, First Deputy Prime Minister Igor Shuvalov announced today.

Strategic goals remain the same; "we can bring Russia to a qualitatively new level by 2020," he stressed, listing the main parameters that he said Russia should reach despite the continuing global crisis. Among other things, the middle class is expected to rise to 50-60 percent of the country's working age population. Productivity of the leading industries will increase several times over, bringing the productivity factor in manufacturing to 4 (between 2 and 5-6 for other industries). Another strategic priority is to increase the life expectancy level in the country.

Russia's socioeconomic program until 2020 was prepared in early 2008. Calls have been made to revise the document in view of the crisis, but the government has decided to leave it unchanged.

A 2.2 percent decline in Russia's projected GDP for 2009 is comparable with other countries' figures, Economy Minister Elvira Nabiullina said today. Indeed, the United States expects to see a drop of between 2.6 and 3.5 percent, the EU countries are preparing for a 2.1-3 percent fall, and Japan's GDP is set to shrink by up to 5.8 percent.

Developing economies, which rely strongly on exports, will face more significant declines. So-called transition economies are no exception, with Ukraine expecting a 9-11 percent drop, while Latvia's GDP is projected to contract by 11 percent, and a 7-7.5 percent decrease is forecast for Hungary.



The Economy Ministry reported earlier that Russia's GDP was down 8 percent in January and February 2009, and on the whole, a 7 percent decline was expected in the first quarter of the year. Industrial production dropped 14.6 percent on average in the first two months of the year, plunging 16 percent in January and 13.2 percent in February. The manufacturing sector shrank by 21 percent in January and February (down 24.1 percent in January and 18.3 percent in February).

According to the government's revised socioeconomic development for 2009 approved on March 19, GDP is expected to drop 2.2 percent. The economic slowdown will continue in the first half of 2009 since the government's anti-crisis measures are expected to take effect only towards the end of the second quarter.

Over RUB 2 trillion (approx. \$58bn) has been allocated to Russia's strategic companies in the form of loans, First Deputy Prime Minister Igor Shuvalov said. He noted that the loans were provided through banks such as Sberbank, VTB and Vnesheconombank.

As of March 10, 2009, Sberbank issued over RUB 1.599 trillion (approx. \$46.4bn) worth of loans to strategic companies, VTB provided RUB 530 billion (approx. \$15.4bn), and Vnesheconombank more than RUB 500 billion (approx. \$14.5bn).

Of the total amount, RUB 47 billion (approx. \$1.4bn) was allocated to support the defense industry, and RUB 217 billion (approx. \$6.3bn) was issued to Russia's 32 largest agricultural companies on the government's list of strategic companies, while on the whole these companies estimate their needs for 2009 at approx. RUB 600 billion (approx. \$17.4bn). According to Shuvalov, the loans are being issued on very tough terms and at very high interest rates.

Medvedev expressed hope that banks would provide loans on better terms for borrowers. He also urged a speedy signing of state defense contracts, noting that loans were much too costly for the defense sector companies, and they must be replaced with government financing based on state defense orders. *RBC*

Russia's Industrial Production Index (IPI) dropped 14.6 percent in January and February 2009 compared to the same period last year, the Federal State Statistics Service reported.

### \* Une production conjointe avec Opel est possible sur les rives de la Volga (GAZ)

Le groupe GAZ pourrait "assurer" la construction de 180.000 automobiles du nouveau consortium Opel, filiale européenne du géant américain GM, en cas de faillite de ce dernier, a annoncé samedi dernier à RIA Novosti un représentant du constructeur automobile russe.

Magna et l'américain GM ont convenu de la reprise d'Opel par l'équipementier austro-canadienne, à l'issue de négociations à Berlin dans la nuit de vendredi à samedi, a annoncé le ministre allemand des Finances, Peer Steinbrück. "Nous sommes partenaire industriel du consortium. Les capacités de production de la nouvelle usine à Nijni-Novgorod (sur la Volga) permettent d'organiser la construction en commun de près de 180.000 unités par an", a expliqué le représentant de GAZ.

Selon lui, "grâce à l'infrastructure développée de cette place et au personnel qui a suivi des stages de formation chez Magna, Opel se verra offrir de nouvelles possibilités pour accéder au marché russe". "Pour le GAZ, ce sera une possibilité de s'initier à une expérience unique et d'utiliser ses capacités de production", a noté l'interlocuteur de l'agence.

Suite à ce marché, la société austro-canadienne obtiendrait 20% du capital du constructeur allemand, GM et la banque russe Sberbank 35% chacun, les salariés se réservant les 10% restant. Le groupe GAZ revendique le statut de partenaire industriel du nouveau consortium. MOSCOU, 30 mai - *RIA Novosti*.

### \* Nissan to open car factory in Petersburg on June 2

Nissan will officially open a car factory in St. Petersburg on June 2, the Japanese car giant said. "The official opening ceremony is planned for June 2. Nissan's plant was built in a new industrial zone in the northwestern part of St. Petersburg," Nissan said in a statement.

Investment in the Nissan factory is estimated at \$200 million. The new facility will employ 750 people and have the capacity to manufacture 50,000 cars per year.

The Nissan Teana will be the first model to be produced at the St. Petersburg plant. Nissan earlier said that the availability of a qualified workforce, a suitable location, a favorable business climate and support from the city's authorities were the factors behind the company's choice of St. Petersburg.



## NEWS FROM BELARUS

### \* Vladimir Putin: Belarus' economy grows despite crisis

Amid the global crisis, Belarus demonstrates a rather good economic performance, Prime Minister of the Russian Federation Vladimir Putin said as he met with his Belarusian counterpart Sergei Sidorsky in the run-up to the extended session of the Union State Council of Ministers.

According to Vladimir Putin, Belarus is among few states in the CIS and Europe that have posted GDP growth. He informed that at the meeting on May 28 Alexander Lukashenko said that in January-May 2009, the Belarusian GDP might grow 1.5% over the same period in 2008. Vladimir Putin underlined that this will happen amid the economic downturn in all the other CIS states.

"This attests to the great effort of the Belarusian government to overcome the global financial and economic crisis," the Russian Premier said.

### \* Foreign companies show growing interest in Belarus

Foreign companies are showing a growing interest in Belarus, Industry Minister of Belarus Anatoly Rusetsky told.

"We have felt that the interest on the part of foreign investors in Belarus has increased. We hold negotiations with more big companies, who have never been in Belarus before, on their participation in joint business, our investment projects," the minister said.

There are less available finances during this time of the crisis. "Yet, all understand that the CIS markets are quite large, therefore the activity has picked up significantly. No western investor has refused from implementing projects with the ministry," Anatoly Rusetsky added.

Anatoly Rusetsky took note of the joint project which is being carried out at the Brest Electric-Bulb Making Plant. The new project is aimed at producing high quality products which are in demand on foreign markets. Foreign investors pay special attention to the Belarusian Autoworks (BelAZ trademark). The Industry Ministry is having talks with potential partners. There are talks on implementing projects at the Minsk Automobile Plant with German companies. The minister would not reveal the name of the company, he just noted: "We hope for an alliance".

The Industry Ministry has decided to launch the production of various modifications of cars at the Unison Company. At present, the issue of financing is being discussed now. All in all, the cost of the project is estimated at \$60 million. The new plant will produce around 50,000 cars a year.

### \* Belarus, WB to sign \$125m loan agreement soon

Belarus and the International Bank for Reconstruction and Development that is part of the World Bank Group will soon sign an agreement to give Belarus a \$125 million loan for financing the project "Energy effectiveness enhancement", BelTA learnt from Chairman of the State Standardization Committee of Belarus Valery Koreshkov.

The World Bank is to send an official notification and a letter of invitation to Belarus after which the agreement might be signed. The World Bank Board of Executive Directors has authorised giving a \$125 million loan to Belarus for financing the \$193.1 million project "Energy effectiveness enhancement".

"It is the first WB project in Belarus of such a large scale, the loan is granted on favourable terms. Earlier we implemented joint projects in energy saving and social areas. The new project is designed not only to raise energy efficiency, but also to upgrade energy production facilities," Valery Koreshkov said. The funds will be allocated to six major objects.

The main goal of the project is converting existing heating boilers into cogeneration plants in several towns of Belarus. With modern gas turbine plants and gas engines in place, the conversion will provide around 90MW of additional electric power. The effectiveness of heating energy and electricity generation at these installations is supposed to grow by 30%. Preliminary estimations indicate that every year around 90 million cubic metres of natural gas will be saved, with CO<sub>2</sub> emission down by 165,000 tonnes per annum.

The project will be implemented by Belinvestenergoberezhnenie subordinate to the energy efficiency department of the State Standardization Committee of Belarus which is responsible for the national energy saving programme. The World Bank loan is supposed to be paid out within 16 years, with the payment of the loan principal delayed by six years. The implementation of the project will begin in 2009 and will take five years. Belarus joined the World Bank in 1992. To date, the World Bank's lending to Belarus has totaled \$443 million.



### \* Customs Union tariff will be fixed by June 9

The Customs Union tariff of Belarus, Russia and Kazakhstan will be fixed by June 9, First Deputy Chairman of the Government of Russia Igor Shuvalov said in a session of the Customs Union Commission in Minsk.

"Today only 5% of the Customs Union tariff positions remain unsettled. This work will be finished by June 9," Igor Shuvalov said. He noted that the experts of the three countries did a lot of work to coordinate the Customs Union tariff.

Igor Shuvalov added that the Customs Union Commission has been preparing a meeting of the EurAsEC Heads of Government that is due in Moscow on June 9. "We would like to confirm all the stages of the Customs Union formation, settle the issues related to customs tariffs.

### \* In January-April, Br1.1 trillion invested in Belneftekhim's fixed assets

In January-April, more than Br1.1 trillion was invested in the companies of the Belneftekhim concern, up 13.4% over the same period last year, Bronislav Sivi, deputy chairman of the Belneftekhim concern, told

Big investment projects in the industry include the upgrade at Belshina, the phthalic anhydride production upgrade at Lakokraska. Belaruskalii has recently launched the Krasnaya Sloboda mine. The plant of fossil wax is creating the production of oil hard wax, Grodno Azot continues the modernisation of the carbamide section.

Bronislav Sivi stressed that to counteract the global financial crisis in the petrochemical industry, the country has been taking necessary measures to utilize the production capacities as much as possible and to ensure uninterrupted operation of the companies.

In January-April 2009, Belneftekhim increased the manufacture of industrial products by 13.4% over the same period last year. As of May 1, the production of consumer goods was up by 2%. The ratio of ready-made products stocked at warehouses was 41.8% to the average monthly production, which is lower than in other industries. In January-April, new products accounted for 21.5% of the total production.

In Q1 this year Belneftekhim had a foreign trade surplus. The concern accounted for more than 37% of the country's trade turnover, for 48% of exports, around 30% of imports. Many companies subordinate to the concern have extended their reach into new markets.

The Belneftekhim petrochemical concern includes over 60 organisations. The company accounts for nearly 30% of Belarus' industrial production, almost 35% of the export. The concern produces more than 500 descriptions of petrochemical and chemical products. Over 70% of the products are exported.

### \* Remondis to set up glass recycling facility in Belarus

Germany's Remondis is interested in creating a high-technology broken glass recycling facility, BelTA learnt from Alexander Uspensky, director of the National Centre for Technology Transfer of Belarus.

The project was discussed during a visit of a Remondis delegation to Minsk on May 15. The foreign specialists presented Belarusian colleagues modern-day energy-saving and eco-safe German technologies which can be used in the project and got familiar with national innovations in waste recycling and reclamation. "We have provided the information to Remondis on the prospects and terms of operation in the Belarusian market. We are looking for a Belarusian company to team up with Remondis in the project," Alexander Uspensky. The new waste recycling facility will be set up in Minsk.

Remondis is one of the world's largest water and environmental service companies operating in 25 countries on three continents and employing more than 17,000 people. Year on year, Remondis collects, processes and markets 25 million tonnes of recyclable materials and feeds them back into economic cycle.

The National Centre for Technology Transfer of Belarus advances domestic scientific achievements to the home and foreign markets. The Centre operates offices in Minsk, Brest, Mogilev, Gomel, Novopolotsk, Grodno, Lida, Vitebsk. The Centre has been cooperating with companies and organisations of 20 countries and has over 50 cooperation agreements with them. The Centre posted on Web portal some 200 Belarusian and over 30 foreign technologies in 2008.



## \* La Tribune - par EMMANUEL GRYNSPAN, envoyé spécial à Minsk

Il l'avait baptisé « socialisme de marché ». Voici quinze ans, alors que ses voisins se convertissaient à un capitalisme pas vraiment tempéré, Alexandre Loukachenko imposait à son pays un modèle de développement sans équivalent dans l'ex-empire soviétique. Sa recette ? Une taxation implacable des entreprises, une omniprésence de l'État dans l'appareil productif, une industrie lourde très subventionnée et une agriculture organisée selon le modèle des bons vieux kolkhozes... Celui qui n'aurait jamais mis les pieds à Minsk pourrait penser, au vu de ce programme, que la Biélorussie avait en 1994 appuyé sur la touche pause, imposant à ses 9,7 millions d'habitants de vivre dans un musée à la gloire du soviétisme. À tort. Depuis 2004, la Biélorussie déclare une croissance supérieure à 8 % et un taux de chômage de 1,5 %. Et c'est le seul pays de l'ex-URSS à afficher un niveau de vie supérieur à celui qui prévalait avant la perestroïka.

Il suffit de se promener à Minsk pour s'en convaincre. Sur ses larges avenues, McDonald's côtoie les enseignes de prêt-à-porter comme partout ailleurs. Une capitale d'Europe de l'Est comme une autre ? Pas tout à fait. Car les rues sont ici d'une propreté impeccable et l'affichage publicitaire très discret. Quant à la discipline des citoyens, elle saute aux yeux : les conducteurs respectent le code à la lettre, les piétons ne traversent jamais au rouge, même si aucune voiture ne pointe à l'horizon, et l'on croise fort rarement des individus titubants sous l'emprise de l'alcool... Le contraste avec Moscou est radical. Serait-ce la peur de la matraque ?

**Lorsqu'elle dirigeait la politique étrangère** des Etats-Unis, Condoleezza Rice avait qualifié le maître du pays de « dernier dictateur d'Europe ». Alexandre Loukachenko n'est effectivement pas partageur. Il s'est gardé de privatiser, évitant d'avoir à composer avec des oligarques. Ses rivaux politiques, privés d'accès aux médias, se terrent ou s'exilent. Les élections sont systématiquement dénoncées comme ne respectant pas les standards de l'OSCE. Ancien directeur de kolkhoze, le chef de l'État est resté très soviétique dans ses manières. Il n'hésite pas à s'adresser, de sa voix criarde, à ses ministres comme à des cancrenors lors de ses apparitions quotidiennes à la télévision, distribuant menaces et ultimatums. D'où ce surnom de « Batka » (père Fouettard) dont la rue l'a affublé. Mais les observateurs soulignent qu'il ne faut pas se fier à son apparence fruste. Ce grand gaillard à moustache est très rusé.

**Il a d'abord compris qu'il ne pourrait pas s'émanciper de son voisin russe.** « Son modèle ne pourrait pas survivre sans l'énergie à bon marché que lui procure la Russie, explique un diplomate européen en poste à Minsk. Mais ces subventions indirectes ne sont pas le seul pilier de ce modèle à part. Il existe d'autres facteurs : la stabilité politique, une gestion correcte des ressources humaines par le gouvernement, qui fait en sorte de donner du travail à tous et maintient un système éducatif offrant un haut niveau de qualification à la population. » Mais alors pourquoi Alexandre Loukachenko se voit-il contraint d'entamer une perestroïka jusqu'alors honnie ? Tout simplement parce que la Biélorussie s'avère bien moins isolée qu'on pourrait le croire. Ses grosses entreprises d'État, comme le constructeur de camions et d'autobus MAZ, sont durement touchées par la crise mondiale. « La Russie absorbe 50% de notre production mais à cause de la crise, nos ventes ont baissé de 30%. Nous sommes forcés de trouver d'autres marchés », explique Andreï Zakhariuk, vice-directeur général de MAZ.

Pour se défendre des effets de la crise, la Russie n'hésite pas à recourir à des mesures protectionnistes. Les groupes d'État biélorusses savent qu'ils ont perdu le marché russe pour longtemps. « Nous ne pouvons pas vraiment compter sur l'aide du gouvernement », ajoute Zakhariuk. Le salut peut-il venir du privé ? Un brin désabusé, il explique que « si un investisseur vient, nous examinerons toute proposition ». Puis précise dans la foulée deux points susceptibles de les refroidir : « Nous voulons garder nos salariés [au nombre pharaonique de 38.000] et notre fonderie [intégrée à l'usine]. »

**Les investisseurs privés sont donc prévenus... Un peu plus de marché, mais guère moins de socialisme!** Pourtant cette perestroïka soulève l'enthousiasme dans le petit monde des affaires de la Biélorussie. « Depuis dix ans que je suis dans les affaires, c'est la première fois que je vois les choses vraiment bouger », s'exclame Alexandre Denisov, directeur général de Coca-Cola Beverages Belarus, qui a investi 100 millions de dollars dans le pays depuis 1994. « Il y a déjà une amélioration indiscutable. Une réforme générale du régime fiscal est en cours. » Les étrangers n'affluent pas encore, mais de nouveaux venus ont fait leur apparition. Austrian Telekom, Turkcell et le russe MTS ont récemment racheté les trois opérateurs mobiles du pays. Raiffeisen Bank s'est offert 95% de la banque biélorusse Prior et le secteur bancaire s'apprête à servir de test pour les privatisations à venir. Une délégation du Medef s'est rendue à Minsk en janvier et la Société Générale, déjà présente en Biélorussie via sa filiale russe Rosbank, manifeste de l'intérêt pour une grande banque d'État.

La tourbe et le bois sont les seules ressources naturelles de la Biélorussie. Mais le pays peut compter sur d'autres atouts pour assurer sa croissance future. « La Biélorussie constitue un bon point de départ pour les exportations vers le vaste marché russe, souligne Viktor Strachuk, senior manager chez Deloitte à Minsk. Il y a aussi beaucoup de place à prendre dans la distribution, dans tous les formats. Ikea et Metro par exemple tentent depuis un bon moment d'entrer. Le déclic viendra avec l'autorisation pour les étrangers d'acheter des terrains, ce qui est une question de mois. » Aux yeux d'Alexandre Denisov, « la Biélorussie est un marché équivalant à celui de la Grèce. En termes de volume, la croissance est à deux chiffres dans tous les segments. Je suis très optimiste. Nous envisageons des acquisitions dans d'autres segments ».



**Mais cette ouverture se heurte à de multiples écueils.** Viktor Strachuk ne le cache pas aux investisseurs potentiels : « Le problème principal pour les étrangers, c'est le standard de comptabilité qui est d'une complexité extraordinaire. Là où il faut un comptable dans un autre pays, il en faut ici deux ou trois pour venir à bout du travail. Les PME réclament principalement une simplification de la comptabilité, de l'obtention des licences. »

La régulation des prix et le niveau élevé des taxes font aussi grincer bien des dents. « Le gouvernement nous considère comme des vaches à lait », se plaint Alexandre Denisov. « Il augmente parfois sans préavis de manière drastique certaines taxes, ce qui nous semble parfaitement injustifié. La taxe sur l'eau a ainsi été multipliée par 100 en l'espace de trois ans. »

**C'est du côté des PME que les critiques** se font les plus véhémentes - mais aussi anonymes, par crainte de représailles administratives! « Faire du bénéfice est quasi impossible », se lamente Vitali, ancien entrepreneur devenu chauffeur de taxi. « Dès que l'administration s'aperçoit que vos affaires marchent, elle vous tombe dessus avec des contrôles permanents. Le gouvernement aspire tout en inventant sans cesse de nouvelles taxes. Dans ces conditions, peut-on vraiment parler de l'existence de sociétés privées? »

Pour réussir sa perestroïka, "Batka" va devoir apprendre à user plus souvent de la carotte que du bâton.

**La Tribune**

◆ **BUSINESS PROPOSALS :**

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

Some initial data according to the project:

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

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

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

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

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

For further information don't hesitate to contact DDr.Vladimir Medvedev  
 Tel.: +7 843 258 16 26  
 e-mail: medvedev-mail@mail.ru

**- Our company "Vittopgran DLC" (Vitebsk, Belarus)**

was established 2005. Since that time the basis activity is production of wood pellets. Nowadays production capacity is about 250-300 tons of wood pellets. Our enterprise is built near one of the biggest sawmills of the country, that is our partner and the main raw material supplier over a period of 3 years.

At the moment the total output is exported to Western Europe (Denmark, Poland, Germany, Italy, Lithuania, Latvia). Our clients are small- and middle-scale companies working with ultimate consumers.

We realize that bioenergetics is a very important economic sector in Belarus as well in whole Europe, we aim at further development in this branch.

Our company is searching for a partner for implementation of a joint project in modernization of existing production line or installation of a new enterprise.

We are open for discussing other projects in bioenergetics branch.

We have enough experience in mounting and operation of equipment facilities, in development of logistics and infrastructure, also we have well-connection to local authorities and good clients database.

Please contact us directly by interest.

Best regards,  
 Dmitry Bragin, director and Svetlana Suslova sales manager

Frunze avenue 16-2-3 210023 Vitebsk Belarus  
 Tel.: + 375 29 6132526, + 375 29 6111822 Fax: + 375 212 627916  
 E-Mail: vittopgran@inbox.ru, vittopgran@yahoo.com



## ◆ **EXHIBITIONS/ CONFERENCES :**

- <http://www.expocentr.ru/en/> :

### **ELEKTRO'2009 8-11/06/09**

The 18<sup>th</sup> International Exhibition for Electrical Equipment for Power Engineering, Electrical Engineering, Electronics, Energy and Resource Saving Technologies, Household Electric Appliances

### **MIR STEKLA'2009 8-11/06/09**

The 11<sup>th</sup> International Exhibition for Glass products, Manufacturing, Processing and Finishing Technology

### **MIOGE 2009**

23.06.2009 - 26.06.2009

The 10<sup>th</sup> International Exhibition of the Oil and Gas Industries

### **OIL AND DIAMONDS'2009**

23.06.2009 - 26.06.2009

Jewelry Exhibition

### **MODERN BAKERY MOSCOW'2009**

23.06.2009 - 26.06.2009

The 15<sup>th</sup> International Trade Fair for Bakery Equipment & Food Ingredients

### **KHIMIA'2009 28-9 /2-10 2009**

The 15<sup>th</sup> International Exhibition of Chemical Industry and Science

## ◆ **JOBS :**

### **FEDOTOVA Liubov**

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

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

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

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

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

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

### **NACKMAYR Anna**

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

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

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

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

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

### **DAMMAN Annick**

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

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

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

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

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

**BREUER Nicolas**

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

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

**PRONINA Yulia**

**Higher education:** Master in translation, University of Mons, Belgium.

**Languages:** Russian, French, English, Spanish.

Professional experience: administrative assistant, translator, commercial manager.

Internship in conference interpreting (NATO, Council of Europe, UN)

**Objectives:** To find a job in international company

+32478652004, [pronina\\_julia@hotmail.com](mailto:pronina_julia@hotmail.com)

**FONTAINE Cécile**

Looking for a full-time position.

**Education:** I am finishing a **Master degree** in multilingual communication at ULB (University of Brussels). I will be on the job market from **Septembre 2009**.

**Languages:** **fluent in French** (mother tongue), **Russian, English** and good level in Polish and Dutch.

**Qualities:** I am very **sociable and well-organized**.

**Experience:** I have performed my 3-month internship at the Russian centre for culture and Sciences in Brussels, different student jobs. I also have spent a year in Russia and 4 months in Scotland.

**Contact:** [cecile\\_fontaine9@hotmail.com](mailto:cecile_fontaine9@hotmail.com), or 0472/75 93 89

**POPOWSKI Alexandre**

**Broad executive experience in Russia** (since 1990) : Pharmaceuticals, Chemistry, Medical devices, Lightning, Consulting.

Presently **looking for middle term, short term missions** in Russia/CIS.

Also interested in Russian companies working in Belgium and/or companies working with Russia from Belgium/Europe.

CV sent upon demand

E-mail for contact : [alexandre.popowski@yahoo.fr](mailto:alexandre.popowski@yahoo.fr)

**SHADRIKOVA Arina**

looking for a position in the sphere of International relations, cultural or educational exchanges.

**Specialist in the Regional studies** (Europe), graduated in 2005 at the Tver State University (Russia), the Faculty of management and sociology. **PhD program in Political Sciences at the State University – Higher School of Economics (2009)**.

1 year as Researcher at the Chaire Inbev-Baillet Latour "Union européenne et Russie" at Catholic University of Louvain.

**Researcher** on various aspects of global governance and international multilateral institutions activities.

**Author** of series of articles on this topic as well as on the role of the civil society organizations in political development.

**Languages:** Russian, English, German, French.

**Contact** e-mail: [sarina\\_2003@list.ru](mailto:sarina_2003@list.ru) or 0473 39 01 22 (Belgium) or +7 926 452 04 63 (Russia)



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# COMPOSITION & FONCTIONNEMENT SAMENSTELLING EN TAAKVERDELING

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