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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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Russia – Belgium: Business forum and round tables on Innovations and Technologies / IPR / Certification & Customs 17 November 2010, Brussels, Belgium

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On the threshold of the World Exhibition on Innovation, Research and New Technologies "Brussels – Innova", the Belgian-Luxembourg Chamber of Commerce for Russia and Belarus (CCBLR), the Federation for the Technology Industry "Agoria" and Science and Technology Association "Technopol-Moscow" will organize the **Business forum and round tables on Innovations and Technologies / IPR / Certification & Customs** which will be held in Brussels on 17th November, 2010.

Who should attend:

- scientific organizations and industrial enterprises;
- investors, financial and credit organizations, venture funds;
- consulting and legal companies.

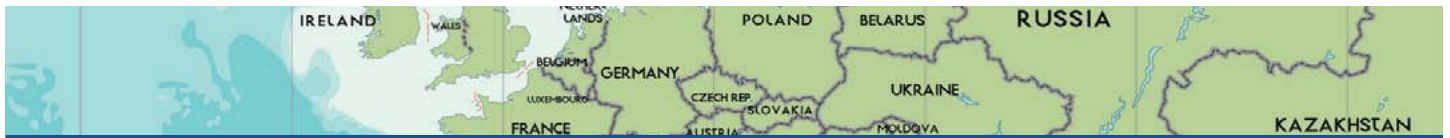
Forum objectives:

- Assistance to innovative development of the countries at the European and national levels;
- Assistance to searching of partners and promotion of innovative products and services on the Belgian and Russian markets;
- Assistance to establishment of direct contacts between inventors and potential investors or manufacturers;
- Discussion of a problem of legal groundwork for cooperation in the field of protection of IP and transfer of technologies, and latest modifications in the legislation of the Russian Federation concerning IP protection.

<http://www.agoria.be/newsletter/agoria/newsletters/arec/ccblr1.JPG>

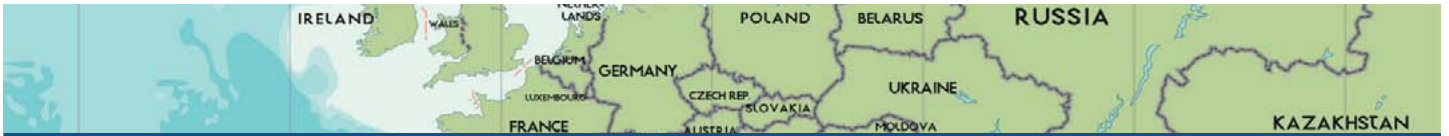
Invited speakers:

- Trade mission of the Russian Federation in Belgium and Luxembourg
- Ministry of Education and Science of the Russian Federation
- LP Law Firm «Goroditsky and Partners»
- Federal Service for Intellectual Property, Patents and Trademarks of the Russian Federation
- Chamber of Commerce and Industry of the Russian Federation
- Certification company SGS.



Program:

09.30 – 10.30	Registration of the participants. Coffee/Tea
10.30 – 11.00	Opening ceremony. Welcome word :
	Sergey Kouznetsov - General Commercial Representative of Russian Federation in Belgium & Luxemburg
	François de Hemptinne - Manager Central & Eastern Europe, Agoria International Business
	Valery Medvedev - President, STA « Technopol-Moscow »
11.00 – 12.45	Jacques van Rijckevorsel - President of the Belgian-Luxembourg Chamber of Commerce, Member of the Executive Committee & Group Manager of Solvay Plastics Sector
	Plenary session:
	1 - "Russian Federation policy in the field of innovations and new technologies. State support programs for innovative organizations", Representative of Management of the Ministry of Education and Science of the Russian Federation
	2 - "IP protection problems in Russia and the legal groundwork for international cooperation and transfer of technologies", Representative of IP Law Firm "Gorodissky & Partners"
	3 - "Certification issues", Representative of the Certification company SGS
12.45 – 13.30	4 - "Examples of the practical implementation of the cooperation with foreign organizations in the field of innovations", Representative of the Chamber of Commerce and Industry of the Russian Federation
	5 - "Customs", Representative of the Russian Government, Department Customs Service
12.45 – 13.30	Lunch
13.30 – 15.00	Round Tables on IP, Certification and Customs issues
15.00 – 16.00	Round Tables Presentation of new technologies
16.00 – 16.30	Wrap-up
16.30	Networking Cocktail



Registration fee:

85 Eur (+VAT 21%)	- for members of Agoria & CCBLR
160 Eur (+VAT 21%)	- for non-members of Agoria & CCBLR

Contacts:

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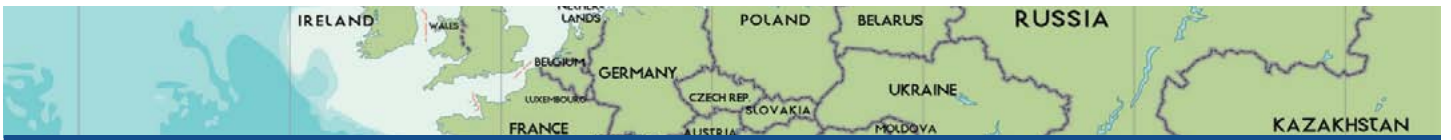
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Please send the following registration form to
marta.vangenderen-ex@solvay.com after the 6th of September
with a copy at ccblr@belgacom.net

Name & Surname	
Company	
Telephone & Mobile	
E-mail address	
Website	
Yes, I will attend lunch, morning and afternoon sessions	(yes / no)
Any other relevant information or comments?	



Barriers to a Western Partnership

A Russian point-of-view

Are Russia and the West ever capable of becoming close allies and partners?

For centuries, Russian society had been split between Slavophiles and pro-Westerners. The Russian Empire viewed Europe largely as a military, political, ideological and economic threat and remained on guard, never opening up completely.

In 1917, the Bolsheviks shook the country to its foundations. Inspired by Marxism — an ideology that was imported from West — they were committed internationalists who dreamed of a universal brotherhood of nations under the flag of socialism and communism. But their dreams were soon shattered. The capitalist West, despite having pockets of socialist and communist sympathizers, was, on the whole, hostile toward communism. As a result, the Bolsheviks evolved away from the original goal of international socialist revolution and toward Soviet nationalism and geopolitical dominance in countries in Africa, Asia and Latin America that were traditionally anti-U.S. and anti-Western. After 1945, the combination of geopolitical and ideological antagonism eventually led the Soviet Union and the West into the Cold War.

Soviet leader Mikhail Gorbachev, President Boris Yeltsin and other pro-Westerners tried to put an end to the Cold War and integrate Russia into the “civilized family of nations.” Now, 20 years after the end of the Cold War, what is hindering a close partnership between Russia and the West?

First, the memory of the Cold War plays a big role. For Russians, the West as a whole was their enemy, and many Russians still believe that the West has aggressive and hostile intentions toward Russia. The eastward expansion of NATO and U.S. attempts to establish a global hegemony only confirmed Russia’s suspicions of U.S. intentions

Second, geopolitical disagreements have been another obstacle in U.S.-Russian relations. Russia has a long tradition as a superpower and will never agree to play a subservient role in global — much less European — affairs. In addition, one factor that severely aggravated U.S.-Russian relations is that Washington never fully recognized Russia’s right to be a regional leader in the former Soviet space.

Third, opposing political positions inhibit the partnership. The West opposes what it views as growing authoritarianism in Russia, while Moscow suspects that the West, under the false pretext of “supporting democratic institutions,” meddles in Russia’s internal affairs with one goal: to destabilize and perhaps even break up the country.

Fourth, economic disputes between the West and Russia also complicate the relationship. As an energy supplier, Russia favors high prices for its oil and gas. As a consumer, Europe wants low prices. Russia strives to dominate the European energy market, but Europe tries to prevent it. Because of the relative backwardness of Russia’s economy, disputes constantly arise regarding product quality and environmental standards. Many Russian goods receive discriminatory treatment in European markets, and Western businesspeople grumble at the adverse and often lawless business environment in Russia.

Finally, Russia’s high level of corruption and organized crime scares European and U.S. investors away. Russia is also perceived as a channel for drug trafficking and illegal immigration from Eurasia.

But despite these significant obstacles, there is still a lot of potential for strengthening Russia’s partnership with the West. The driving force behind this natural convergence is Russia’s pressing need to modernize and diversify its economy. Post-Soviet Russia is committed to build a market economy and a democratic society. As a result, for the first time in history, the Russian economic, social and political models are not antagonistic to the Western model. For its part, the West has an objective — if not self-serving — interest in seeing Russia become a well-functioning civil society with a prosperous market economy.

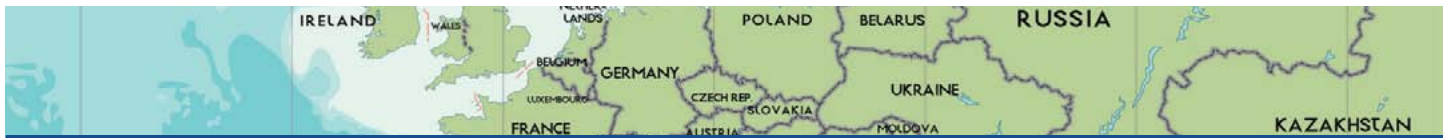
The process of globalization and modernization necessarily means that Russia will never return to Soviet-style isolationism. The economic centers of the modern world — Europe, the United States, China, India and Southeast Asia — are becoming increasingly dependent on one another. If Russia were to reject economic ties with those power centers, the country would become so weak that it would disintegrate.

In addition, common security risks and threats — mainly terrorism — will naturally bring Russia and the West together to fight the common enemies on all fronts.

One other factor that will help the partnership is that Russia will gradually cure itself of its complex as a “defeated superpower” and will come to terms with its more modest geopolitical role in the global arena. For its part, the West will cease to view Moscow as a geopolitical rival.

Thus, the outlook for improving ties with the West is very positive. At the same time, however, Russia will never fully integrate into Western civilization in the same way that France, Britain and Germany have done. Because of its traditions (which are more aligned with the East than the West), the country’s enormous size and its geopolitical ambitions, Russia will remain an independent power center that will never be firmly in the East or the West, but at the same time it can play an important balancing role between the two.

By Yevgeny Bazhanov, Mr. Bazhanov is vice chancellor of research and international relations at the Foreign Ministry’s Diplomatic Academy in Moscow.



FOR OUR MEMBERS HAVING PAID THEIR YEARLY FEES

INVITATION

We have been agreed by the **d’Arenberg Foundation** to invite **all our members** having paid their yearly fees to the colloquium that will take place on November 5, 2010 at the Royal Academy.



**Russian Federation-European Union,
a Partnership for the Future ?**

Friday, November 5th 2010

**Palace of Academies, rue Ducale 1, B-1000 Brussels
Free entry for our members**

Symposium organized by the Arenberg Foundation and the Universities of Leuven and Louvain
Conference by H.E the Ambassador of the Russian Federation to NATO **Dimitri Rogozin**

History Prize Award ‘Duke d’Arenberg’



The Arenberg Foundation



The InBev-Baillet Latour EU-Russia Chairs at the Katholieke Universiteit Leuven and the Université Catholique de Louvain

Have the pleasure to invite the members of CCBLR

- To • the **Symposium** ‘ Russian Federation-European Union ’
- the **Conference** given by H.E the Ambassador of the Russian Federation to NATO Dimitri Rogozin
- the **History Prize Award** ‘ Duke d’Arenberg ’

Friday, November the 5th 2010, between 2 pm and 7pm



H.S.H. Jean Duke d’Arenberg.

Program



Symposium: Russian Federation-European Union, a Partnership for the Future ?
Chair: Minister of State Mark Eyskens

- 2.00 pm **Foreign and Security Policy**
Prof. Dmitry Danilov, Institute of Europe, Russian Academy of Sciences, Moscow
Prof. Katlijn Malfliet, Dean of the Faculty of Social Sciences, Director of the InBev-Baillet Latour EU-Russia Chair at the Institute for International and European Policy, KULeuven
- 2.40 pm **Energy Interdependence**
Dr. Konstantin Simonov, General Director, National Energy Security Fund, Moscow
Prof. Tanguy de Wilde, President of the Louvain School of Political and Social Sciences, Director of the InBev-Baillet Latour EU-Russia Chair at the European Studies Institute, UCL
- 3.20 pm **Business and Investment Opportunities in Russia**
Mr. Viktor Kalmykov, Deputy Permanent Representative of the Russian Federation to the E.U.
Dr. Bernard Snoy, Professor at the European Studies Institute, UCL,
 Former Director of the European Bank for Reconstruction and Development
- 4.30 pm Coffee Break
- 5.00 pm **Conference** by H.E the Ambassador of the Russian Federation to NATO, Dimitri Rogozin
Questions - answers: *Minister of State Mark Eyskens*
- 6.15 pm **History Prize Award ‘ Duke d’Arenberg ’:**
Hans Baeté: ‘Miradal’
Dr. Martin Wrede: ‘Ohne Furcht und Tadel - Für König und Vaterland?’
- 7.00 pm **Reception at the Palace of Academies and exhibition** organized by
the Arenberg Foundation, Enghien, the Belgian Royal State Archives, Brussels and the Katholieke Universiteit Leuven

Please answer before October 20th to:
Arenberg Foundation, 6-8 rue de l’Yser, B-7850 Enghien – tel/fax + 32 (0)2 395 91 41 – aca@skynet.be

Mr/Mrs and

Company / organization:

Will attend / will not attend to:

- The Symposium ‘Russian Federation – European Union’ at 2:00 pm
- The Conference given by H.E. Ambassador Rogozin at 5.00 pm
- The Prize Award for History ‘Duke of Arenberg’ at 6.15 pm
- The following Reception at the Palace of Academies at 7.00 pm

Friday November 5th – Palace of Academies, rue Ducale 1, B-1000 Brussels



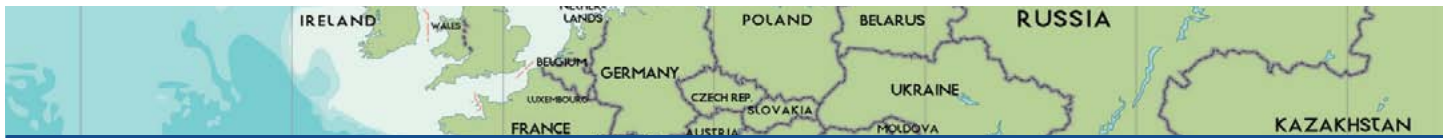
COMMUNICATION IN RUSSIA TODAY

More and more Western European companies are interested in Russian market. To be successful on this market it is necessary to understand the **business environment**.

- The wide-world economic crises provoked in Russia the changes of expectations and needs. Moreover, it pushed to the main transformations in the state policies. The current country-wide development priorities include: education, technology, and equipment.
- Previewed GDP growth in 2010 is 4-4,4%. In the 2nd quarter of 2010 it was 5,2%. For comparison: in Belgium previewed DGP growth in 2010 is 1,8%; 2nd quarter result was 0,7%.
- The Russian market is very big and diverse:
 - 88 regions (you might consider them as almost different countries)
 - Climate difference (from +45° till -50°)
 - 11 time zones

What to expect from and how to approach your potential client:

- Your client wishes to understand the price, your product advantages and how to get the same quality product for lower price. Be prepared for **bargaining**.
- **Big state-owned enterprises:**
 - Activities are strictly regulated
 - Directly accountable to higher authorities up to the Government or the President of Russia
 - Decision making process:
 - Getting information from you about your product
 - Internal discussions
 - Test-drive of your product (if possible)
 - Budgeting
 - Official launch of a Call for Tender
- **Large private companies**
 - Decisions are more independent than in public institutions.
 - But they also have several limitations associated with the Charter of the company, antitrust legislation, company policy etc.
 - Decision making process:
 - Getting information from you about your product
 - Collection of additional information (contact with your actual clients, desktop research, etc.)
 - Test-drive of your product (if possible)
 - Additional questions about your product
 - Budgeting
 - Defense of your project towards the top company's authorities
 - Decision => Long contract
- **Small business**
 - More rapid decision making process
 - Personal contact is extremely important
 - Can become very big very fast
 - Decision making process:
 - First information from you about your product
 - Desktop research



- Discussion with your former clients
- Testing product
- Internal discussion
- Further negotiation: price, delivery conditions, etc.
- Internal discussion
- Several rounds of additional demands and conditions
- Checking compatibility of working styles (personal contact is very important)
- Budgeting and budget negotiations
- Contract
- Small and Medium Businesses in Russia are extremely sensitive to the outside changes. This is connected with higher risks for such enterprises in the country's dynamic market.

While decision process (which might be terribly long) is on you have to stay in the client's information field.

Information Sources in 2010

TV: More than 350 TV channels among them 16 nationwide, 117 satellite and cable, 7 international, 180 regional and 30 small town TV stations.

Newspapers & Magazines: More than 50 thousand printed media. According to last year's data, Russia has 27,425 registered newspapers and weeklies, 20,433 magazines, 787 journals, 1297 digests, and 214 publications on magnetic media.

Radio: Not including Internet Radio, there are 1,883 radio stations in Russia.

Online media: Internet penetration is 35%. We classify the TOP-1000 in 50 fields. The rest were not counted.

Digital Social Media

- Most executives still doubt about the new media
- Large-scale promotion and development of new media

BUT :

- President has own blog
- Governors have own blogs
- Deputies and the authorities as well

Events and Awards: Industry-wide and Industry-classified. Not only in Moscow.

For more information please take contact with:

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Développement de partenariats avec la Russie

La Chambre de Commerce Belgo Luxembourgeoise pour la Russie et le Bélarus (CCBLR), en collaboration avec la BECI et le groupe de communication Newton 21, a organisé le 29 septembre 2010 un séminaire intitulé : «Communication en Russie». Ce séminaire avait pour objet des échanges commerciaux entre la Belgique et la Russie.

Cet événement avait également pour objectif d'encourager la création de nouveaux partenariats, ainsi que l'augmentation des exportations en dehors de l'U.E.

Toutefois, afin d'obtenir de tels résultats, il était primordial d'informer minutieusement les candidats potentiels, aussi bien des caractéristiques du pays, que des moyens à mettre en œuvre pour promouvoir son entreprise.

De ce fait, un panorama du paysage communicationnel Russe, de ses tendances, de son environnement légal et des outils communicationnels nécessaires furent autant de sujets abordés lors d'une présentation qui fournit à l'audience les connaissances essentielles requises pour l'installation de son entreprise à l'étranger.

Ce fut aussi l'occasion d'initier de nouveaux accords et collaborations entre des participants qui partageaient déjà un intérêt commun, à savoir le désir d'explorer de nouvelles opportunités commerciales à l'étranger en général et en Russie en particulier.



NEWS FROM RUSSIA

* Thales Alenia Space to supply components for Russian satellites

Satellite manufacturer Thales Alenia Space signed a three-party agreement with two Russian space enterprises to supply electronic components for three communications satellites, the company said. The space enterprises are the Russian Satellite Communications Company (RSCC) and Information Satellite Systems - Reshetnev Company (ISS - Reshetnev).

"Thales Alenia Space will be the communications payloads supplier. The satellite will be based on an Express 1000 platform provided by JSC 'ISS - Reshetnev Company' and the satellites will be integrated and tested in ISS' premises in Krasnoyarsk," Thales said in a statement.

The Express AM8 will operate at 14°W for a 15 years' lifetime. The payload power is about 5.9 kW. AM8 will carry 24 active C-band transponders covering Europe-Africa and America, 16 active Ku-band transponders covering Europe-Asia, Africa, North and South America and 2 active L-band transponders. It is to be orbited in 2013.

The Express AT1 will operate at 56°E for a 15 years' lifetime. The payload power is about 5.6 kW. AT1 will carry 32 active Ku-band transponders over west and east Russia.

The Express AT2 will operate at 36°E for a 15 years' lifetime. The payload power is about 3 kW. AT2 will carry 16 active Ku-band transponders over west Russia. The satellites are to be launched in late 2012.

Thales Alenia Space is a joint venture between France's Thales (67%) and Italy's Finmeccanica (33%). It has worked with Russian enterprises for more than 15 years, starting with the Sesat program.

The company's revenues in 2009 totaled 2 billion euros (\$2.7 bln), and it has a total of 7,200 employees in 9 industrial sites in France, Italy, Spain and **Belgium**.

Thales Alenia Space Belgium is to supply the electrical cores (power conditioning & distribution units – PCDUs) for the 48 satellites of the forthcoming Globalstar 2nd generation constellation. The PCDUs built by Thales Alenia Space Belgium will distribute the electrical power from the two sources on board the satellites, namely the photovoltaic solar panels and the batteries (during a solar eclipse) and also manage the storage of surplus power from the solar panels in the satellites' batteries. For Thales Alenia Space Belgium this project represents 125 000 hours of work.

* Russia's investment paradox

Although investors around the world praise Russia as a tourist destination, they stop short when it comes to investing their money in our markets.

The latest UNCTAD world investment report ranked Russia among the five most attractive investment destinations. Experts from the United Nations Conference on Trade and Development canvassed 236 transnational corporations and 116 investment agencies, coming up with a list of the most attractive countries for foreign direct investment, where China, India, Brazil and the United States came ahead of Russia.

In reality though, investors are doing the opposite: according to UNCTAD data, total FDI in Russia was \$130 billion in 2007-2008 and \$38 billion in 2009, before plunging another 11% to \$5.4 billion in the first half of this year - about the monthly FDI amount in China.

Direct investment might remain a problem because Russia has not yet recovered from the global downturn, and investors have good reason to be cautious when buying assets or building industrial facilities, but market speculators seem to be ignoring this country as well, even though there are objective reasons to intensify investment in Russian paper.

The dollar is ceding positions: once the Federal Reserve System expressed worry about deflation, the markets immediately swung toward commodities. While the dollar plunged 4.5% against the currency basket and 6.5% against the euro in two weeks, gold and silver beat their years-old highs, and other metals gained between 10% and 20%. Oil went up as well. Analysts at international investment banks keep praising emerging markets, especially commodity markets.

Their forecasts materialize everywhere but in Russia. Russia's RTS market index remains 40% below its 2008 high and seems in no hurry to move upward.



Last week, the funds that have invested in Russia grew a mere \$100,000, not much compared with other BRIC countries, Reuters said. China's funds raised \$502 million in a week, India's \$303 million and Brazil \$58 million.

This situation is even more of a paradox because, apart from the generally favorable situation on emerging markets, Russia has other advantages that should attract investors. Russian paper is undervalued, and the macroeconomic situation is good enough. Russia, unlike many other countries, spent its own reserves rather than borrowing to support the national economy through the recession. Russian companies have emerged from the plunge as net creditors due to government support, and the country's gross sovereign debt is below 10% of its GDP. *Kommersant*

* India says seeks long-term diamond supply contracts with Russia

New Delhi and Moscow are negotiating long-term contracts to supply diamonds from Russia and the opening of an office for Russian diamond monopoly ALROSA in India, the Indian Trade Ministry said.

Indian Trade Minister Anand Sharma has this week met with his Russian counterpart Viktor Khristenko. Sharma "is satisfied with the bilateral discussion of possible rough diamond supplies to India under long-term agreements and the opening of an ALROSA office in India," the ministry says.

A source close to the negotiations said the Indian initiative had to be discussed with ALROSA first.

"India doesn't want to buy diamonds on a tender basis, but wants to sign long-term intergovernmental diamond supply contracts with Russia, while the Russian side said that ALROSA is a large company, so the issue should be first of all discussed with the company itself," the source told RIA Novosti.

According to Indian statistics, excluding arms deals, in 2009-2010 financial years, Indian-Russian trade amounted to \$4.54 billion, while the goal is to reach \$20 billion by 2015.

Last year India agreed direct diamond supplies with Namibia to raise the competitiveness of the Indian jewelry industry, centred on in the city of Surat in the west of the country. *RIAN*

* European Bank to buy into Russian Trading System

The European Bank for Reconstruction and Development (EBRD) plans to buy a 10% stake in the Russian Trading System (RTS), a stock market established in 1995 in Moscow, consolidating various regional trading floors into one exchange.

EBRD plans have scared Russian officials so much that they are now drafting a bill which will require foreign institutions to receive approval for the purchase of 5%-plus stakes of infrastructure organizations. *Rian*

* Regions to be rewarded for attracting investors

Financial aid to the regions should depend on how well local administrators attract private investors, believes the Ministry of Economic Development.

The size of interbudgetary transfers to the regions from the federal budget must depend on their steps to improve the investment climate, Sergei Belyakov, director of a department at the Ministry of Economic Development, said at the IX International Investment Forum Sochi-2010. The ministry will make the appropriate proposal at a State Council meeting to be held before the year's end. Federal measures alone are insufficient to improve the investment climate, he explains. "The regions have different start-up conditions but they all hope for budget financing. That is a sponger's philosophy and local authorities should be weaned from it." Interbudgetary transfers make about one-sixth of all revenues in regional budgets. The regions' efforts to improve their investment climate are currently not taken into account in providing help to them, but such a coefficient can be introduced for grants or subsidies, says a Finance Ministry official, depending, for example, on the contribution made by small businesses to the regional economy.

The basic issue is what the federal center will consider measures to improve the investment climate, says Perm Territory Governor Oleg Chirkunov. He is echoed by an official from the administration of the Volgograd Region, who says the region does not fear novel ideas: they are now establishing a development corporation and a mortgage fund and spending money on infrastructure. The investment climate depends, above all, on the regions, says Alexander Galushka, vice-president of the public organization Delovaya Rossiya. The State Council meeting will make public its program for improving the investment climate: the list of



initiatives includes "Improvement of the administrative environment, the lifting of tariff and infrastructure barriers, tax and financial incentives, boosting demand for new products, and providing investors with suppliers and personnel."

The Economic Development Ministry's proposal could provide one of the most effective levers for improving the investment climate, believes Alexander Andryakov from the Economic Expert Group (EEG): the coefficient should be adopted for subsidies, leaving out grants to balance the budget. *Vzglyad*

* Sberbank to buy into Troika

The bank plans to complete the deal in two stages

According to RBC Daily, Sberbank is poised to ink a deal on the acquisition of a share in Troika Dialog Group in early October (October 4-5). The deal will be completed in two moves: the bank will initially buy 32-33 percent of the group's shares for \$450m-500m, and each of the shareholders from among the company's partners will divest half of his or her stake. As the next move, Sberbank will have bought out a controlling stake in Troika by 2012. South Africa's Standard Bank, meanwhile, will retain its interest in the full service investment bank and asset management company (36.427 percent).

A source in Troika Dialog put the group's current value at \$1bn, meaning that the stake will be priced at a ratio of 1.5-1.6 to the group's capital, while a ratio of 2 would be highly unlikely.

Ruben Vardanian will continue as the chairman of the company's board of directors, and the future of other top managers will largely hinge on the new shareholder's stance. Yet, one of the deal's key terms is that twenty of Troika's leading senior executives must not leave the company for another year or two and draw clients away. This was Sberbank's binding condition, with the default likely to foil the acquisition of the controlling stake by the bank in the second stage, RBC Daily wrote citing sources in the bank.

Troika's shareholders have considered three different sale options: to Sberbank, to shareholders holding partner statuses within the company, or to Standard Bank. As RBC Daily reported, the government unofficially disapproved of the sale of a controlling stake in Russia's largest broker to any foreign partner, even a South African bank. Standard Bank bought into Troika in the heat of the crisis – spring 2009 – for \$200m extended in the form of a convertible loan, with the group getting the bank's Russian subsidiary in return. Sberbank is now buying a similar stake in Troika for a much larger amount than Standard Bank did.

In 2007, Vardanian almost let JP Morgan gain control of the group for \$2bn when the sides were negotiating the sale of 75 percent plus one share. All terms of the deal were finalized, but Vardanian changed his mind at the last minute. There has been only one major change in the group's shareholding structure: in 1997, the Bank of Moscow acquired 80 percent in the company, but Vardanian and his business partners managed to buy the company back in 2002.

Meanwhile, according to RBC Daily, Onexim and Renaissance Investment Bank approached Sberbank with an offer of 50 percent minus one share in Renaissance. Yet, as a source in Sberbank indicated, "This option is now off the table." Sberbank, Standard Bank, and Troika Dialog all declined to comment yesterday.

Analytical department of RIA RosBusinessConsulting.

* Lukoil leaves Gazprom in its wake



The oil company reaches a gas supply deal with China

Lukoil has powered past Gazprom in its talks on gas supplies to China – the company is tipped to sign a respective memorandum with China National Petroleum Corporation as early as late September. According to RBC Daily, Gazprom was not too pleased with the efforts – which was reportedly the topic of a recent meeting between the oil company's chief Vagit Alekperov and the gas giant's CEO Alexei Miller.

Last week, Alekperov announced the upcoming signing of the memorandum setting forth the exact volume and timeline for the deliveries. He did not specify what resources Lukoil would use to honor its commitments, however.

A source close to the talks revealed that Lukoil would start supplying gas from Uzbekistan in roughly 2014 as its production steps up. The source also cited the fact that Gazprom had



repeatedly downplayed the importance of Central Asian gas for the monopoly. Furthermore, with the falling demand, the gas giant has been cutting back on gas purchases from other producers, Lukoil included, which forced the producers to seek out other markets for their gas. In this situation, Lukoil opted for an alternative route – a route to China, considering the pipeline from Turkmenistan via Uzbekistan and Kazakhstan to China was already in place and available for use. “The only thing left is to settle the price and volume,” the source noted.

Gazprom has been in gas talks with the Chinese side for years, with the latest round of negotiations held in July 2010. In March 2006, Gazprom and CNPC inked a deal for the supply of 68bn cubic meters of gas, with two alternative routes – the western and the eastern one. No final decision on the routes or the timing has been made so far, but to make supplies possible, a new pipeline– Altai – is to be built in the first stage, to carry 30bn-40bn cubic meters a year.

Meanwhile, Lukoil plans to supply some 20bn cubic meters of gas a year, making the company a strong rival for Gazprom. According to the source, the gas monopoly – clearly not too happy about the development – was aware of the talks between Lukoil and CNPC; Alekperov and Miller met on the eve of the official announcement. As the source acknowledged, Gazprom most likely made its discontent with the situation quite clear. Notably, however, the companies never actually confirmed officially that the matter of Lukoil’s gas deliveries to China had been brought up at the meeting at all.

Spokesman for Gazprom Sergei Kupriyanov said Friday that the gas giant would make no official comment on the Lukoil-CNPC deal, while withholding any details about the Miller-Alekperov meeting.

According to General Director of the Center for Political Information Alexei Mukhin, the Lukoil-CNBC deal may have very well been the result of Russian authorities stepping in. Quite possibly, the Russian government brought Lukoil to China’s notice in a bid to support all the important players on the market, Mukhin explained.

Analyst at the Bank of Moscow Denis Borisov agreed that Lukoil would emerge as Gazprom’s major competitor, what with the latter failing to finalize the supply terms with China. Lukoil was apparently satisfied with the terms that Gazprom – with Europe as its alternative destination – still finds unacceptable, the expert explained. The deal with China will enable Lukoil to use up all of its Central Asia-based resources.

Analytical department of RIA RosBusinessConsulting

*** Marriott to capture Russian market with 25 new hotels**

Marriott International plans to open 25 new hotels across Russia within the next two-three years, the company’s Vice President and Area General Manager, Michael Stengel said. The company plans to open one of its Courtyard hotels in the Urals city of Kazan in early 2011. Later in the year, further hotels are planned for Moscow, Krasnodar, Krasnoyarsk, Irkutsk and Ufa.

Marriott International is a luxury hotel group with modern facilities ranging from conference business halls to spa salons and fitness centers.

The company already has 11 hotels in Moscow, St. Petersburg and Samara.

Marriott International also operates and franchises hotels under other brands, such as the Ritz-Carlton. In 2010, Moscow’s Marriott Grand won the World Travel Award for Russia’s Leading Conference Hotel.



NEWS FROM BELARUS

* Belarus first bank management fund to be opened at Belinvestbank

Belarus is going to set up its first bank management fund (BMF), according to the Information Office of the National Bank of the Republic of Belarus (NBRB).

It will be the bank management fund Capital at Belinvestbank. The relevant note on registration of its investment declaration and regulations was included by the National Bank of the Republic of Belarus on 24 September 2010 into the list of bank management funds in line with NBRB Resolution No 397 of 23 September 2010.

According to the National Bank, Belinvestbank should make available the information on the registration of the investment declaration and regulations of the BMF Capital in the National Bank as well as other information concerning the activity of the fund at its website or publish it in the national publication media not later than ten days after its official registration.

A reminder, the functioning of the bank management funds in Belarus is governed by Decree No 131 of 3 March 2010 "On testing a bank management fund in the Republic of Belarus". Such funds mean trust management enabling the bank to unite cash assets and/or securities of the individual and corporate clients on the basis of shared ownership and their further use for acquisition of financial assets provided in the investment declaration and regulations of the funds.

Bank management funds based on banks can use all the advantages of the banking infrastructure (highly-qualified experts, depositary, branch network, common banking audit and inside control), what reduces management costs. It, therefore, provides trustees with a chance for higher income which is not subject to taxation according to Decree No 131.

As far as the bank management fund is a new instrument in attracting funds of individual and corporate clients, Decree No 131 envisages its testing at two banks, Belinvestbank and Priorbank, in order to examine in detail all positive and negative sides.

According to the NBRB, the need for the fund management funds in Belarus is driven by a widespread development of new efficient mechanisms expanding the banking potential in attracting and depositing cash assets. Individual and corporate clients will get access to an alternative of the traditional instruments of the financial market.

BELTA

* Belarus aims for foreign trade surplus by 2014

Belarus should secure a foreign trade surplus by 2014, Prime Minister of Belarus Sergei Sidorsky told a session of the Council of Ministers end of September.

The session summed up Belarus' social and economic development in January-September 2010 and discussed measures required to accomplish the development goals for January-September 2010 and the year as a whole. The ministers also talked over ways to reach a surplus of the foreign trade in goods and services in 2011-2013 and the progress in fulfilling Belarus President Directive No. 3.

According to Sergei Sidorsky, this year's development targets are quite hard to hit but are feasible if local resources and ministries are mobilized. "Reaching a foreign trade surplus by 2014 is the task me and you have to accomplish in the next five-year term," said the Prime Minister. He added that virtually all ministries, government agencies, concerns and oblast executive committees have adjusted their decisions regarding these matters. In particular, they have agreed on specific steps that will be taken in 2011-2013 to secure a foreign trade surplus.

The head of government also remarked that it is necessary to reach new parameters of the export-oriented economy and its innovation-based development next year. The relevant legal base is being prepared as well as a government resolution on developing the innovation component in the next five-year term. It can be diverted only to reduce the foreign trade deficit, he added.

Speaking about Belarus President Directive No. 3, Sergei Sidorsky said that the current five-year term is about to end. Tasks had to be performed during the five-year term to reduce GDP's energy consumption. "Goals relating to local fuels and renewable energy sources have been set, important documents have been passed. We will have a look at the most important areas of the fulfillment of this directive," he said.

BELTA



* CIS free trade zone treaty to be signed in early 2011

The draft agreement on CIS free trade zone is to be coordinated this year and adopted in the first session of the Council of the CIS Heads of Government in early 2011, CIS First Deputy Executive Secretary Vladimir Garkun said end of September.

The previous agreement was adopted in 1994. Over 20 amendments have been introduced since then. According to Vladimir Garkun, the country needs a new legislative basis regarding trade in the CIS. It also needs to unify some current standards that have been adopted in the Commonwealth.

The Council of the CIS Permanent Plenipotentiaries submitted the issues related to the development of the draft agreement on free trade zone to the Council of the CIS Heads of Government on 23 September. The CIS Heads of Government were also invited to discuss the preparation for an exhibition dedicated to the 20th anniversary of the CIS and a preliminary draft interstate targeted program for the CIS innovation cooperation through 2020.

"We are living in the 21st century where the issues of innovation development dominate. I think these issues will receive even bigger attention within the CIS," Vladimir Garkun noted.

The participants of the session discussed the activity of the Council of the CIS Heads of Security and Special Service Bodies. It was set up in 1997 to secure effective cooperation against the international organized crime, and implement the security-related decisions of the Council of the CIS Heads of State and the Council of the CIS Heads of Government.

Since 1994 the Council has held 28 sessions, considered 148 issues in competence of special service bodies. The bulk of the issues were also considered by the Council of the CIS Foreign Ministers, the Council of the CIS Heads of State and the Council of the CIS Heads of Government. The Council is in close cooperation with the CIS special services in combating international terrorism and other manifestations of extremism. The Council holds regular counterterrorist exercises.

The next session of the Council of the CIS Permanent Plenipotentiaries will take place on 7 October 2010.

BELTA

* Belarus' foreign trade forecast for 2011-2015 approved

The Government of Belarus has approved the forecast of the foreign trade balance in goods and services of the Republic of Belarus for 2011-2015.

The targets in terms of the foreign trade in goods and services have been set for the government bodies, oblast executive committees and Minsk City Hall. Thus, the Industry Ministry is projected to reach a trade surplus of \$3.5 billion in 2011, \$4.1 billion in 2012, \$4.8 billion in 2013, \$5.6 billion in 2014, \$6.4 billion in 2015. The Ministry of Architecture and Construction will build a trade surplus from \$220 million in 2011 to \$315 million in 2015.

The Energy Ministry is expected to reach a trade surplus worth \$45 million in 2011 and bring it up to \$275 million in 2015 excluding imports of natural gas and electricity, goods and services related to the construction of the nuclear power plant. The Belneftekhim concern will increase a trade surplus from \$2080 million in 2011 to \$4520 million in 2015 taking into account exports and imports of oil and oil products of companies-residents in Belarus.

Trade surplus will also increase across the concerns. Bellesbumprom will build it up to \$515 million in 2015, Bellegprom to \$390 million, Belbiopharm - \$220 million, Belgospishcheprom - \$220 million. By 2015 it will be only the Healthcare Ministry that will have a trade deficit (\$200 million). In 2011 the trade deficit is projected at the level of \$240 million. It will be gradually reducing through 2015.

Governmental bodies, oblasts executive committees and the Minsk City Hall have been made responsible for the implementation of the foreign trade forecast in goods and services.

An action plan to implement the foreign trade forecast will be annually worked out by 1 November.

A reminder, the deficit of foreign trade in goods and services for 2010 is projected within \$4.6-4.7 million. In January-July it made up \$2933.7 million.

◆ **CONFERENCE / SEMINAR :**

**- Compass project Rusland & Oekraïne
Van november 2010 tot maart 2012**

Voor het derde jaar op rij start Voka Oost-Vlaanderen dit najaar een businessclub Rusland & Oekraïne op. Met deze Compass businessclub begeleidt Voka U op een intensieve, kwaliteitsvolle en betaalbare manier bij het zaken doen met deze landen.

PROGRAMMA

U wordt uitgenodigd voor een 5-tal individuele meetings of workshops. Daarin wordt uw businessplan geanalyseerd door een team van Rusland experts en zij adviseren en ondersteunen U tijdens het volledige traject . Dit team bestaat oa uit professor Koen Schoors (UGent), een vertegenwoordiger van de Russische Kvk, advocaten gespecialiseerd in Russisch recht, ondernemers met jarenlange ervaring op deze markten,...

Om uw businessplan een grotere kans op slagen te geven, selecteren wij voor u een aantal specifieke businesscontacten. Dit gekoppeld aan een intensieve begeleiding bij de ontwikkeling van deze relaties, garandeert een reële internationalisatie.

Bovendien ondersteunen we de Prinselijke missie van april 2011 naar Rusland. Bedrijven krijgen de kans om lokale contacten, FIT-vertegenwoordigers en andere organisaties te ontmoeten.

Anderzijds organiseert Voka Oost-Vlaanderen een 5 tal seminaries over Rusland of Oekraïne. Deze seminaries behandelen diverse aspecten van het zaken doen met deze landen . Zij geven U de mogelijkheid om een zo breed mogelijke kennis over deze markten te verwerven en ervaringen uit te wisselen met collega-ondernemers Meer info via Businessclub Rusland & Oekraïne. <http://www.voka.be/oost-vlaanderen/aanbod/Pages/CompassProjectruslandoekraïne.aspx>

Nathalie Van de Kerchove

Projectcoördinator Internationaal Ondernemen Voka-Kamer van Koophandel Oost-Vlaanderen

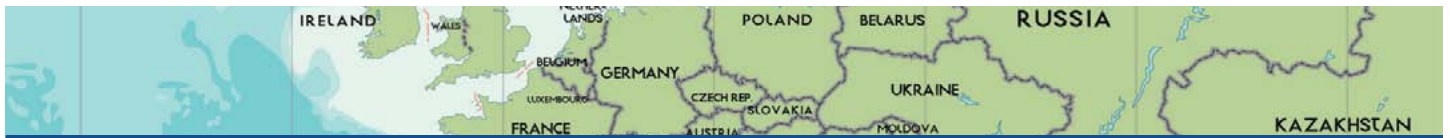
Martelaarslaan 49 - 9000 Gent Tel: 09/ 266 14 43 Gsm: 0473/ 66 08 28

Email: Nathalie.Vandekerchove@voka.be

◆ **EXHIBITIONS :**

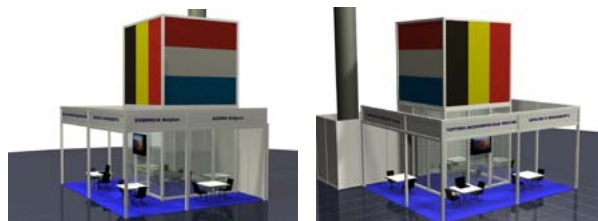
**- Programme of the BELGIAN LUXEMBOURG DAYS in PERM
XII international specialized exhibition «OIL. GAS. CHEMISTRY»
October, 26-29, 2010 Perm, the Exhibition center «PERMSKAYA YARMORKA**

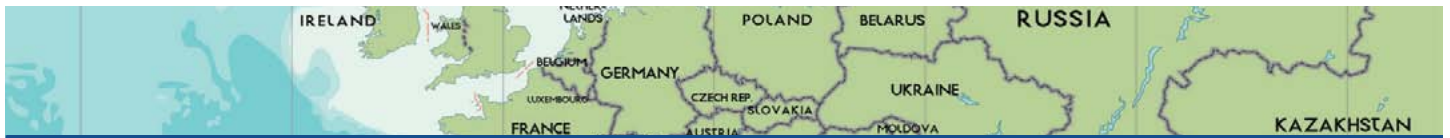
TIME	ORGANIZED BY : THE BELGIAN LUXEMBOURG CHAMBER OF COMMERCE FOR RUSSIA AND BELARUS	PLACE
On October, 26th		
11.00-12.00	The Press conference devoted to opening of the exhibition	Conference hall 2
12.00-13.00	Solemn opening of the exhibition. The general review of the exhibition	
13.00-14.00	Presentation of the stand of the Chamber of commerce of Belgium and Luxembourg for Russia and Belarus. Acquaintance to the exhibition of representatives of the Belgian delegation.	The second pavilion
16.00-17.00	Seminar «communications Questions. The price of the actual commercial information in modern business». Company « Newton-pr » Russia-Belgium	Conference hall 2
17.00-18.00	Seminar «Financial aspects of activity of the commercial companies in Russia». «The absolute Bank» (KBC group) Belgium	Conference hall 2
18.30-22.00	Evening reception for all the participants of the exhibition and trade-economic mission of Belgium and Luxembourg. The EXHIBITION CENTER «Permskaya yarmorka»	Restaurant "Big Ben"



On October, 27th		
10.00-11.00	<ul style="list-style-type: none"> - Official opening of trade-economic mission of Belgium and Luxembourg in Perm - Presentation of investment potential of the Perm edge. - Presentation «AGORIA Carbon Energy Club» (the Belgian federation of oil and gas) - Presentation «ESSENCIA» (the Belgian federation of chemical and natural sciences) - «Trade Relations between Russia and Belgium», by Paul RAES, custom attaché at the Belgian Embassy in Moscow. - Presentation of the companies of Belgium and Luxembourg - The government of the Perm edge, the Ambassador of Belgium in Russia, the Ambassador of Luxembourg in Russia, the Chamber of commerce of Belgium and Luxembourg for Russia and Belarus, the Perm Commercial and industrial chamber 	Conference hall 2
11.00-11.30	<p>Break. Free dialogue of representatives of trade- economic mission of Belgium and Luxembourg in Perm with participants and visitors of an exhibition and actions of the business program «Permskaya yarmorka»</p>	Conference hall 1
11.30-13.00	<p>Conference «the Perm mineral oil - an excellent product!» Open Company «LUKOIL-PERMNEFTEPRODUKT», «Permskaya yarmorka»</p>	Conference hall 2
13.00-14.00	<p>Briefing following the results of conference «the Perm mineral oil - an excellent product!». Survey of an exposition of an exhibition «Oil. Gas. Chemistry» Open Company «LUKOIL-PERMNEFTEPRODUKT», «Permskaya yarmorka»</p>	Conference hall 2
14.00-15.00	<p>Seminar «Protection against corrosion in industrial and civil building. Polisiloksanovye materials of manufacture of Morozovsky chemical plant – universal materials for protection of metal, concrete, ferro-concrete. Methods and application practice». Open Company the Trading House « »</p>	Conference hall 1
12.00-13.30	<p>Seminar «Pneumatic control systems of closed - adjustable armature» Open Company «», Chelyabinsk</p>	Conference hall 1
15.00-17.00	<p>B2B «A stock exchange of business contacts» representatives of the Perm and Belgian enterprises and businessmen. Chamber of commerce of Belgium and Luxembourg for Russia and Belarus The Perm Commercial and industrial chamber</p>	Conference hall 2
18.30-20.30	<p>Buffet table for participants and guests of trade- economic mission of Belgium and Luxembourg</p>	Hotel Zhemchugina
On October, 28th		
10.00-15.30	<p>Continuation of work of trade- economic mission of Belgium and Luxembourg in Perm. Departure in the Head quarter of «LUKOIL ». Presentation of the enterprises of the Group of companies LUKOIL in the Perm edge. Presentation of the Belgian and Luxembourg Companies, Lunch, visit of the museum Lukoil, visit of a unit of production(100 Km from Perm)</p>	Company «LUKOIL-PERM» office
On October, 29th		
	<p>Finishing actions of an exhibition. Exhibition closing</p>	

Belgian Luxembourg Stand in Perm





◆ **Business proposals :**

- P A R M A

Limited liability company, 620102, Palmira – Tolyatti st, 32, Ekaterinburg , Russia

"PARMA" Ltd is the structural subdivision of "Urals Drag Met-Holdings", One of the basic forms of the activity of the firm "PARMA" is the providing of services on the realization of rare-earth metals both in Russia and abroad. We offer production to your attention. Complete list on demand Tel.: +7 (343) 351-06-01; Fax: +7 (343) 351-06-13 e-mail: Lotov@ciff.ru

- T O D I : A new Indoor Leisure Project near Brussels. Unique in the World.

Whenever people talk or dream about diving and snorkelling, it involves clear warm water, colourful fauna and flora, an abundance of large and special fish and safe conditions. Think of the wonderful images in nature documentaries on TV, mostly recorded at beautiful exotic diving locations and which contrast sharply with the diving possibilities in Belgium. The project Todi wants to jump on the bandwagon when it involves the increasing demand for authentic free-time experience, the decreased number of diving locations and the poor diving conditions in Belgium and other countries. By analogy with the success of the indoor ski runs, it will be possible at Todi's to dive in optimal and safe conditions or to snorkel in a large aquarium with an average temperature of 25°.

The Project:

- 1/ The realisation of a giant, indoor and heated aquarium of 40 metres long, 16 metres wide, 15 metres deep, divided into several levels and passages which a focus on fauna, comprising about 1,000 colourful tropical freshwater fish such as freshwater rays, arowanas and cichlids.
- 2/ An exhibition on the origin of diving linked to an educational project about several kinds of fish (origin, reproduction, nutrition, ...).
- 3/ A new concept of filtering (without chlorine) which has already drawn much interest from the swimming pool industry and the large aquariums (internationally).
- 4/ An instruction pool of 20 metres long, 10 metres wide and 5 metres deep which enables us to train beginning divers and snorkelers and which helps divers to train in optimal conditions or to further perfect their skills.
- 5/ Catering facilities with a lounge, restaurant, terrace and brasserie. Apart from that, a few more rooms and a shop.

Analysis of other activities:

- Apart from diving and snorkelling, people can also participate in numerous other diving-related, water-related or other activities. Diving-related activities involve diving and snorkelling trainings and a visit to the aquarium by means of a diving bell or breathing observation bubble. Existing clubs or associations can train weekly in the pool or aquarium as well.
- Water-related activities involve swimming, aqua gym, aqua biking, fin swimming, lifeguard swimming and apnea diving.
- Furthermore, it is possible to fitness and to relax in the sauna, to enjoy a massage, to relax in a hydro bath or to rest on a deckchair at the rim of the indoor filtering pond.

Location:

The project will be realised in the Bloso (Sports administration department of the Flemish Government) domain in Hofstade-Zemst, Belgium, a 'water park domain'. That is a well indicated top location, between Antwerp and Brussels, less than one kilometre from the motorway.

Estimate of the investment cost:

The total cost price amounts to € 13.010.409

Situation

- The Flemish Government has decided on the 4th of June 2010 to grant us °1,000,000 strategic investment support.
- Project supported by Padi, Befos, Nelos, Bloso, Flanders DC, the Government, University of Antwerp and media partners.
- Todi was awarded the second price on the Bizidee Business Plan Competition on May 27th, 2010 and used as an example by Flanders District of Creativity.

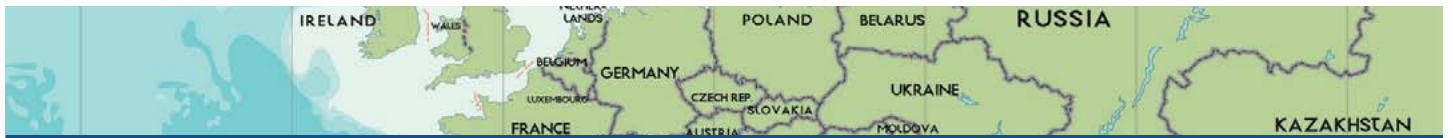
Marketable

Todi is a concept that can be easy implemented in Russia and other countries. It's a great attraction and a unique opportunity to bring tropical scuba diving into Russia.

Looking for investors

We are looking for additional investors or partners that would like to invest in this prestige project that is also internationally marketable.

For more information about Todi you can visit our web-site : www.todi.be or e-mail: info@todi.be



◆ Jobs :

BOGDANOFF Olga

PROFESSIONAL PROFILE

4-years international experience in Project Development, EU Public Affairs, Communications, Expertise and Consulting.

PROFESSIONAL OBJECTIVE

Seeking for similar responsibilities with the perspective of career growing in multinational environments, large size companies, International Associations.

PERSONAL SKILLS

Results oriented, objective driven, strong communication skills, remarkable ability to analysis and solve problems, responsible, capable of maintaining a good relation with the partners and staff members, active, quick learner, diplomat and open-minded
Fluent in French, English and Russian. Having a good hand at computer. European Driving License.

Please feel free to contact me by e-mail: olgabogd@yandex.ru, or mobile: +32 475 665 106

THEIS Oxana

Graduated with two Master's degrees in economy and in management, i have a general-purpose experience of more than four years in various areas of business and markets.

Thanks to my professional experience, I have obtained and developed numerous skills. Having business acumen, I have already led numerous commercial projects in Russia, as well as in France.

My position as import manager was very instructive. Contracts were concluded with several international enterprises from such countries as France, Italy, Switzerland , and China. We were also very successful in Russia, exceeding our expectations .

Autodidact, trilingual (Russian/French/English), flexible, a rapid learner and mobile, my pronounced taste for the challenge and my motivation always allows me to attain my objectives.

Today, I'm looking for a job and address myself to JOBS of EAST INFORM in the hope that I can find an enterprise which I may convince of my enthusiasm to join its team.

Email: oxana.theis@free.fr Tél.: (+33)631480041

YUZHKOVA Svetlana

32 years, based in Liège (Belgium), Russian-French-English

Looking for a job at home (Full equiped remote office) in an organization dealing with Russia: translation, commercial contacts, administrative work.

Education: Master degree in Russian, French and English. Russian is my mother tongue, perfect knowledge of French and good knowledge of English.

Experience: 5 years at Leroy Merlin and 1 year at Gefco both in Moscow.

More information on request. Mobile: +32 (0)495 521 571 +32 (0)495 521 571 - Email: svety2004@yahoo.fr

DRUTSKOY Ilyena

· I'm an experienced executive with general management and administration experience and assistance to director/CEO in multinational corporate or branch office environments in the IT, public and professional services sectors.

· I have good C-level vision with analytical skills and strong capabilities in management of change and start-ups. I am an excellent communicator and team worker, with a coaching management style. I'm dynamic and flexible with a high level of stress resistance.

· Bilingual English and French, fluent Russian and working knowledge of Italian and Dutch.

· Educated to MA level in Political Science with a BA equivalent in Law.

· Detailed CV and references on request.

Contact at : idrutskoy@hotmail.com or +32 476 50 80 14

Liudmila KAZAK

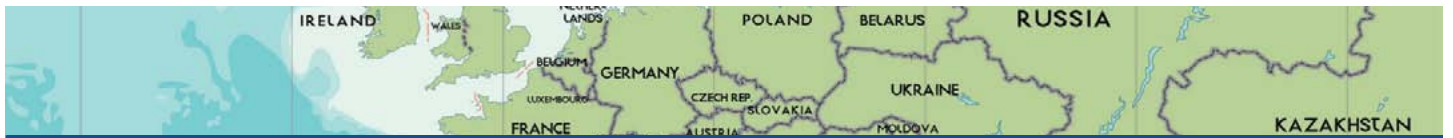
Young and motivated, international oriented I am looking for a position in Belgium as administrative employee or import/export assistant

Personality: good communication skills, strong administrative, responsible, flexible, open

IT-Skills : Microsoft Office(Excel, Outlook, PowerPoint, Word)

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

Full CV upon request Tel : +32 499/24.95.73 Email : ludmilakazak@gmail.com



DZYUBA Alexandre

International sales and business development Manager. Results driven, proactive, customer focused, stress resistant. 10 years experience in international business. Fluent English, French and Russian.

Please call +32495329295 or email: aleks.dzyuba@gmail.com

VELIYEVA Elmira

Looking for a job in an organization dealing with EU affairs and/or working with the former USSR countries.

Education: Graduate in International Law (Belarusian State University); post-graduate European studies (European College of Parma Foundation); Master in Advanced European Studies (Università degli Studi Suor Orsola Benincasa). **Experience** in EU institutions.

Languages: Russian (Mother tongue), English (fluent), Italian (fluent), French (good).

E-mail: velieva@list.ru **Mobile:** + 32 488 650 077 (Belgium) +375 297 505121 (Belarus)

GILLET Amandine

I just come back from Nizhny Novgorod, Russia, where I spent 9 months in the frame of an European voluntary service where I was working for a Time Bank. In this organization, I was responsible for the communication with clients, I had administrative tasks and organized international seminars funded by the Council of Europe.

French is my mother tongue and I also speak English and Russian. I have a Master in multidisciplinary translation from English and Russian into French with a specialization in economic, scientific and legal translation. I also worked as a freelance for a translator in Moscow and in an international language school where I had to use my languages daily. I am looking for a company that needs my skills and experience.

Detailed CV and references on request. Contact : gillet_amandine@hotmail.com Mob: +32 498 41 50 64

SREDNITSKAYA Nadzeya

Looking for a position in Belgium of Administrative Assistant or Export/Import Assistant.

Education: Master Degree in Applied Foreign Languages and in European Studies at Paris - Sorbonne University.

Experience: 3.5 years as Personal Assistant within a training centre in Paris.

Currently in a traineeship within an European association (CEDEC)

Languages: Russian (mother tongue), French (bilingual), English(fluent), Polish (basic)

Contact: +32 484 769 261, email: n.srednitskaya@gmail.com

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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.
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1 year, 10 n°s : **1.000 € /year**
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- **Press Release: free for the members**

.....

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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
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Date: Signature:

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

.....

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

Avenue Louise, 500 - 1050 Brussels
 Tel: +32(0)473 94 86 55 Fax: +32(0)2 353 13 11
 e-mail : ccbllr@belgacom.net

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