

BLCC RUSSIA NEWSLETTER

*MARCH 2016 MOSCOW №2

BLCCRUS.ORG NEWS

2016 SPRING EDITION

Dear BLCC Russia Member,

I have been living and working for over twenty years in Russia, and of course the country has in this period changed tremendously. And so has doing business in Russia, which became a very important trade partner for our countries. The trade goes of course both ways and actually Belgium and Luxembourg is importing about twice as much from Russia as it is exporting to this country. There are indeed mutual economic interests to further stimulate this trade.

As First Vice President of the "Belgian-Luxembourg Chamber of Commerce in the Russian Federation", I am often meeting Belgium and Luxembourg companies, both large and small, who do business here or plan to do so. And here, I wanted to share some observations:

First of all, it is clear that companies that invest are here to stay. We are here for the long run.

Actually, several companies which are members of our Chamber of Commerce plan to enter the market for the first time.

Moreover, the push of the Russian government for import substitution and localization offers new opportunities as well. We believe that our companies have a lot of expertise and technologies to offer for local manufacturing and modernization.

In Belgium itself there are such large companies as Solvay, Bekaert, Inbev, Lhoist, Puratos. Luxembourg is Arendt & Medernach, Astron, Accumalux, Gardian, Paul Wurth. All of them have already invested for years in the Russian market. They are all very committed to the market.

However, the true strength of the Belgian-Luxembourg's economy lies in what Germans would call the "Mittelstand", i.e.. our hundreds of small and medium sized companies. These companies often address a niche in the economy, but are very innovative and dynamic. And we see that also these companies really look to invest in Russia. But many of them are still having concerns.

I have myself have been leading the activities of Emerson in Russia for many years. The company has around 500meuro sales, similar of what they do in the UK or Germany. But in Russia, Emerson has to employ ten times as much lawyers and accounts just to cope with all the paperwork. While large companies can afford to hire an army of lawyers and accountants, for the smaller companies this is a very large barrier-to-entry. A simplification of business processes therefore is still really needed, both for Russian SME's themselves as well as for foreign companies. Belgian-Luxembourg Chamber of Commerce are always glad to share our experiences and views.

The other recipes to further attract investment are well known: rule-of-law, protection of shareholders' rights (also for minority shareholders), forcefully address corruption (which is a global problem), develop a sound banking system, etc. We appreciate a lot the hard work and progress that is being made by the Russian authorities.. Our member companies are dedicated to this market. We have a long tradition of successful cooperation with Russia and we look with confidence to the future as well.

To conclude, I invite you to participate in our future events, and I would be glad to see you at the annual Gala Reception of the Belgian-Luxembourg Chamber of Commerce which will have places on March 21 in Moscow!

Sincerely yours
Johan Vanderplaetse

BLCC Russia
First Vice President
Johan Vanderplaetse



Belgian-Luxembourg Chamber of Commerce in Russia

The Belgian-Luxembourg Chamber of Commerce in Russia has the role to promote economic and trade relations between the Russian Federation and the Belgium-Luxembourg Economic Union (BLEU). Located in Moscow, it is at your disposal to inform you and support you in your projects.

According to a signed agreement, BLCC in Russia (ТПБ/ЛР) is an Official Partner of the "Belgian-Luxembourg Chamber of Commerce for Russia and Belarus" (CCBLR) situated in Brussels.



BLEU - Russia Business forum 2016 in Moscow

"within the 10th session of Joint Intergovernmental Committee Russia-BLEU"

Belgian-Luxembourg Chamber of Commerce in the Russian Federation, Russian Ministry of Economic Development, Trade Representation of Russia in Belgium and Luxembourg and the Russian Chamber of Commerce was coorganizer of BLEU-Russia Business forum in Moscow President Hotel within the framework of the 10th session of the Joint Commission on Economic Cooperation between the Belgium-Luxembourg Economic Union (BLEU) and the Russian Federation.

The BLCC Russia (CCBLR Moscow) organizes and coordinates regular events in order to highlight business opportunities and market awareness considerations in Belgium, in Luxembourg and Russia.



February 18, in President Hotel, were reunited together: aviation and space, transport and logistics, innovation and investments, public health service and pharmaceuticals, energetics and petro-chemistry. (Page 5)



BLCC expanded the favorable relationship

The cooperation agreement between the North-West Development and Investment Promotion Agency and the Belgian-Luxembourg Chamber of Commerce was signed by Mr. Slava Hodko, the Chairman of "St. Petersburg Convention Bureau", head of sub-faculty of St. Petersburg subsidiary of the State University "Higher School of Economics" and Mr. Arkady Arianoff the Chairman of the Belgian-Luxembourg Chamber of Commerce in the Russian Federation.

The signature ceremony was held during the 10th session of the Joint Commission on Economic Cooperation between the Belgium-Luxembourg Economic Union (BLEU) and the Russian Federation.



BRBC are pleased to invite you to the next event, which will take place on March 9th

Discussion will focus on the challenges for SME's to set up and conduct business in Russia. The guest speakers will be Mr. Andrey Yakimov, General Manager of Metrotile, and Alexander Kondrashina, General Manager of Xenics.

The presentation will start at 19h00 at the residence of the Belgian Ambassador in Moscow. In order to attend, it is mandatory to register in advance, by sending a request as soon as possible by email: belgianrussianbusinessclub@gmail.com at the latest by Monday 7th March.

Access to the Residence will only be granted to people who have duly registered.

Customs workshop was organized by the Belgian-Luxembourg Chamber of Commerce for the businessmen working with Russia and Belarus and brought together the executives and experts from more than fifty European companies.

At January 26 in Brussels, the Belgian-Luxembourg Chamber of Commerce organized Custom's seminar for Benelux business people with Mr. Andrei Belyaninov, the director of the Federal Customs Service, and Mr. Christian Vandervaeren - Head of Belgium's General Administration of Customs and Excise (GAC&E), the workshop was followed by CCBLR annual cocktail.

Numerous projects related to the upgrading of the quality and efficiency of Russia's customs administration on the basis of IT were presented in detail in the course of the workshop. Some of them were related to the customs clearance of cargoes and the mutual recognition of the results of customs formalities.

European business executives were also familiarized with the changes in Russian customs laws in the light of enlargement of the Eurasian Economic Union and received firsthand information on all the issues arousing their interest.



Foreignerslife 2016



At 5th February, in Moscow World Trade Center (WTC) was held the Exhibition "Foreigners Life 2016" supported by Belgian-Luxembourg Chamber of Commerce in Russia.

This exhibition was the first event entirely dedicated to the life of foreigners and expatriates in Russia, consisting of exhibition, conferences, workshops.

New Russian Ambassador to the Grand Duchy



On February 17, H.E. Mr. Victor Sorokin, accompanied by his wife Mrs. Evgenia Sorokina, presented to His Royal Highness the Grand Duke Henri of Luxembourg, the Letters of Credence accrediting him as Ambassador Extraordinary and Plenipotentiary of the Russian Federation to the Grand Duchy of Luxembourg. Previously, he met HE Mr. Lucien Weiler, Court Marshall of the Grand Ducal Palace, as well as Mrs. Sandra Thein, Head of Protocol of the Ministry of Foreign and European Affairs of Luxembourg. The parties have committed to continue to develop friendly cooperation relationship between the two countries.

H.E. Ambassador of the Russian Federation to the Kingdom of Belgium Mr. Alexander ROMANOV TV interview.

Relations between Russia and Belgium keep developing despite sanctions imposed against Russia, even getting back to their 'pre-sanctions' level, Russian Ambassador to Belgium Alexander Romanov told Rossiya 24 television.

"I wouldn't say our bilateral contacts have declined because of sanctions. I think last year they even achieved the level existing before sanctions were imposed," the diplomat said. He also mentioned last year's visit to Moscow of Belgian Foreign Minister Didier Reynders and a return visit of his Russian counterpart Sergey Lavrov. An agreement abolishing double taxation was signed at these talks, Romanov said.

The Order of the Oak Crown, in the degree of Commander, was awarded by the Luxembourg's Deputy Prime Minister Mr. Etienne Schneider to the former Russian Ambassador to the Grand Duchy of Luxembourg Mr. Mark Entine.



H.E. Ambassador of the Grand Duchy of Luxembourg visited the Kaliningrad region



H.E. Ambassador of the Grand Duchy of Luxembourg, Mr. Pierre Ferring visited the Kaliningrad region with the one-day visit accompanied by a member of the Belgian-Luxembourg Chamber of Commerce. The visit-delegation also included Minister Counsellor of the Embassy Mr. Patrick Hemmer and Mr. Dmitry Reev, Representatives of Belgian-Luxembourg Chamber of Commerce's member company "Jan De Nul Group" specializes in the construction of the gas industry. Jan De Nul Group is involved in the construction of a plant to produce liquefied natural gas on the Yamal Peninsula.

Belgian-Luxembourg Chamber of Commerce and the economic activities of the Eurasian Union countries

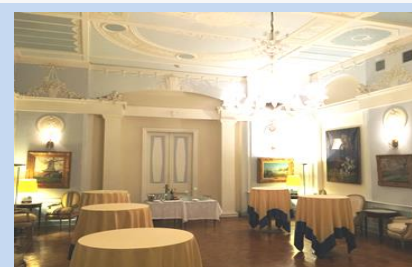


H.E. Ambassador of the Grand Duchy of Luxembourg to the Russian Federation and Head of trade and economic services of the Embassy of Belgium attended the presentation of economic and export potential of Belarus in the business and cultural center of the Belarusian Embassy in Moscow.

After the presentation representatives of Belarusian organizations and enterprises and their European partners exchanged opinion about the areas of development of mutual cooperation.



Belgian Embassy Reception for business delegation in Moscow



On February 17, on eve of the 10th session of Joint Intergovernmental Committee Russia-BLEU, co-chaired from the Belgian side, by H.E. Ambassador of the Kingdom of Belgium in Russian Federation Mr. Alex Van Meeuwen, the Belgian Embassy had organized a reception at the Moscow residence of the Ambassador to welcome the members of Belgian business delegation.

Head of BLCC Russia (CCBLR Moscow) Mr. Oleg Prozorov take part in the meeting with foreign associations at Russian Industry Development Fund



The main goal of the Fund is to grant loans on the stage of pre-banking financing of industrial enterprises (research and development activities, feasibility and financial feasibility studies, design and survey works).

An exclusive presentation of opportunities for members of the Belgian-Luxembourg Chamber of Commerce will be made soon.

Belgian-Luxembourg Chamber of Commerce in Russia has supported in Moscow InterContinental Hotel the presentation made by Belgian "Maasmechelen Village" - one of the Collection of Chic Outlet Shopping® Villages by Value Retail



Your invitation to 2016 BLCC Russia Gala-Reception

Belgian-Luxembourg Chamber of Commerce in the Russian Federation requests the honor of your presence to attend and participate in the CCBLR Moscow 2016 Anniversary celebration ceremony cocktail.

The Gala-reception will take place on Monday, March 21 at 04.00 PM in the prestigious hall of Congress Center of the Chamber of Commerce, 6, Ilyinka Street, Moscow.

Registration is required

RSVP

E-mail: Legal@CCBLR.com

Tel. +7 499 390 35 94



Installation of an arbitral Court within the BLCC in Russia (CCBLR Moscow associated office)

In order to allow Luxembourg Belgian as well as Russian companies to benefit from the numerous advantages of arbitration (i.e., rapidity, effectiveness, costs previsibility, as well as possibility to enforce the arbitral award in third States), the BLCC in Russia (CCBLR Moscow) has decided in November 2015, on the one hand, to launch its own arbitral Court (which the current Members of the BLCC in Russia (CCBLR Moscow) are warmly encouraged to use) and on the other hand, and probably more importantly, to develop a specific set of rules adapted for 'on-line' arbitration proceedings (recommended for example for transactions of less US\$ 75,000.00.-).

Both set of rules have already been approved. As a matter of evidence, these set of rules specify the rules applicable to the arbitral proceedings, as well as the fees and costs incurred in relation with the use of such an arbitral proceedings.

BLCC in Russia (CCBLR Moscow) remains at your full disposal in order to answer every question or query in relation with above-mentioned set of rules.

As a final remark, please note that BLCC in Russia (CCBLR Moscow) is currently preparing the list of arbitrators and has already appointed its President of the arbitration Court.



M^{es} Gaëtan ZEYEN

Mr. Gaëtan ZEYEN - President of the arbitration Court of BLCC in Russia (CCBLR Moscow associated office)

Gaëtan ZEYEN is Attorney-at-Law at the Brussels Bar. He specialised in both national and international arbitration. He has published several articles on arbitration and is currently President of the Belgian section of the European Court of Arbitration.

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Business Forum Belgium-Luxembourg Economic Union and Russia report

February 18, Members of BLCC Russia (CCBLR Moscow) took part in the 2016 Business forum Russia - BLEU. The event was held in Moscow in the framework of the X session of the Joint Commission for Economic Cooperation between the Russian Federation and the Belgium-Luxembourg Economic Union.

Forum was organized by the Russian Ministry of Economic Development, Trade Representation of Russia in Belgium and Luxembourg, the Russian Chamber of Commerce and the Belgium-Luxembourg Chamber of Commerce in Russia.

With a greeting to forum participants have addressed the co-chairmen of the Joint Committee: Deputy Prime Minister of Russia **Mr. Dmitry Rogozin**, Deputy Prime Minister of Luxembourg **Mr. Etienne Schneider** and Ambassador of the Kingdom of Belgium in Russia **Mr. Alex Van Meeuwen**.



First Vice-President of the Belgian-Luxembourg Chamber of Commerce in Russia **Mr. Johan Vanderplaetse** and Vice president of Russian Chamber of Commerce **Mr. Georgy Petrov** moderated the first session devoted to investment and innovation cooperation.

Project presentation were made by companies: Solvay, Arendt & Medernach, Astron, Bekaert, Luxinnovation, Health support, Health Care Belgium and Skolkovo Foundation.

Director General of the Belgian-Luxembourg Chamber of Commerce in Russia **Mr. Oleg Prozorov** and Director of the Luxembourg Chamber of Commerce **Mr. Jeannot Erpelding** had moderated the second session dedicated to the transport and logistics topics.

Project presentations were made by companies: CFL Multimodal, Pulkovo Airport, Katoen Natie, Ministry of Economic Development of Kaluga Region, Port of Ostend, Freeport Luxembourg, AirBridge Cargo, Logistics Cluster of Wallonia, Jan de Nul Group.



Belgian-Luxembourg Chamber of Commerce in Russia has a long-standing business relationship with the Russian Chamber of Commerce and the Chamber of Commerce of Luxembourg.
In November 2015 in Moscow was held the first international business forum "Belgium, Luxembourg – Eurasian EU".



INTERNATIONAL CONFERENCE ON SECURING INVESTMENT GROWTH IN RUSSIA

April 14-15, 2016

Four Seasons Moscow



Choose Russia!

Is taking place under the patronage of the
Investment Council under the Chairman of the
State Duma of Russia

Dear Member, Dear Partner, Dear Friend!

We are pleased to invite you to participate in the third InvestRus International Conference for Growth of Investments in Russia.

The objective of the InvestRus conference is to analyse legal compliance practices and develop recommendations for improving the current standards and regulations in place in order to foster investment supply and demand in Russia.

Representatives of federal and regional executive and legislative authorities, Russian and international business, banks, consulting and insurance companies, legal firms, investment funds and expert communities are regularly invited to the InvestRus International Conference.

Sergey Naryshkin

Chairman of the State Duma of the Federal Assembly of the Russian Federation

«Events like the InvestRus International Conference give us the opportunity to solve strategic challenges in securing investments. Furthermore, its participants from abroad do not come here simply to represent their own economic interests, but to uphold the values of international law, dialogue and partnership, and to underline the principles of a market economy and fair, open competition».

InvestRus Conference, 2015



NB: Members of the BLCC or partners: CCBLR, BRBC, LRBC have a preferential rate, please put us in copy in the email and indicate at the registration your membership!

The rules of participation are available on the official website: www.russia-invest.ru

Contact information

For additional information, please contact the delegate managers:

Maria Panchenko +7 (967) 513-79-98, info@russia-invest.ru (with copy to LEGAL@CCBLR.COM)

LRBC cordially invites you to attend International Women's Day Dinner

Venue: Cercle Munster, 5-7, rue Munster, L-2160 Luxembourg

Time and date: Thursday, 3rd of March 2016 from 6.30 p.m. to 10.00 p.m.

GUEST SPEAKER: Mrs. Tatiana VORONETSKAYA, CEO of "Rossfilm" Movie Company, producer, film director

SUBJECT: Successful woman in movie industry



PARTICIPATION FEE: free of charge for members; 50 € per person for non-members (the fee is payable on arrival in cash)

DRESSCODE OF CERCLE MUNSTER: Gentlemen - jacket and tie, no particular attire for ladies

RSVP by Monday, 29 February 2016 By Email: elitvinova@deloitte.lu (Ekaterina LITVINOVA)

2016 action plan of the Belgian-Luxembourg Chamber of Commerce in Russia (Preliminary version) *

No	EVENT	DATE	EVENT VENUE
1.	5th International Ecological Forum <i>Belgian-Luxembourg Chamber of Commerce partner - InterEcoForum it is an international conference of exchange of experiences and business between public and private sectors.</i> INFORMATION	3-4 March	Marbella
2.	BLCC Russia (CCBLR Moscow) Annual Gala Reception 2016 <i>Belgian-Luxembourg Chamber of Commerce in the Russian Federation requests the honor of your presence to attend and participate in the annual celebration ceremony cocktail.</i> INFORMATION	21 March	Moscow
3.	InvestRus International Conference <i>Conference is held annually under the auspices of the Investment Council under the Chairman of the State Duma of the Russian Federation with the support of Belgian-Luxembourg Chamber of Commerce in Russia, St. Petersburg International Economic Forum and the Foreign Investment Advisory Council.</i> INFORMATION	14-15 April	Moscow
4.	Belgium's and Luxembourg's business delegation visit to Astrakhan <i>Meeting with the Governor of Astrakhan Region A.A. Zhilkin and the Members of the Regional Government. Presentation of the investment attractiveness of Astrakhan Region. Individual meetings with the Members of the Regional Government in charge of the respective sectors (Trade, Investments, Industry, Healthcare, Agriculture, etc.) and business representatives (B2B). For more info please call BLCC Russia Director General Mr. Oleg Prozorov at +74993903594</i> INFORMATION	Last week April	Astrakhan
5.	TRANSRUSSIA <i>21st International Exhibition for Transport and Logistics Services and Technologies</i> INFORMATION	19-22 April	Moscow
6.	BLCC roundtable with "Titanium Valley" Special Economic Zone <i>New conditions for attraction of investment into the region's industry</i> INFORMATION	April	Moscow
7.	St. Petersburg International Economic Forum INFORMATION	16-16 June	St. Petersburg
8.	International Industrial Trade Fair INNOPROM-2016 INFORMATION	11-14 July	Ekaterinburg
9.	Joint Be-Lux Mission to Freeport of Vladivostok <i>Free Port of Vladivostok is the most ambitious project to stimulate the economy of the Russian Far East and the integration of Russia into the international economic relations system of the Asia-Pacific region.</i> INFORMATION	September	Vladivostok
10.	2nd International Business Forum Belgium, Luxembourg – EAEU <i>Belgium and Luxembourg Economic Union's business leaders are invited to participate in the 2nd International Business Forums in Moscow. These one-day forums will provide a unique and unprecedented opportunity to meet and network with senior business executives from Eurasian Economic Union. The invitation-only, high-level dialogue will engage decision makers for strategic discussions about trade and investment policies between EAEU and BLEU, as well as offer extensive business-to-business meetings.</i> INFORMATION	8 November	Moscow

***action plan is provisional, date and subject of the event can be modified.**
Members of the Belgian-Luxembourg Chamber of Commerce in the Russian Federation are invited to make suggestions for activities.

JOIN THE Belgian-Luxembourg Chamber of Commerce in Russia TODAY!

Please send your completed application by email to : Moscow@CCBLR.com

Belgian-Luxembourg Chamber of Commerce in Russia

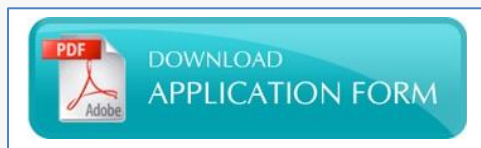
Novinskiy boulevard, 18 building 1, office 8

Moscow, 121069 Russian Federation

Phone: +7 499 390-35-94

Russian site: <http://www.CCBLR.com>

Global site: <http://www.BLCCRUS.org>



Business Name: _____
Contact Person: _____
Phone: _____ Fax: _____
Address: _____
Email: _____
Website: _____
Business Category: _____
Business Description: _____



We welcome you to become a member of BLCC Russia and become an active participant in our community.

The benefits you receive are in direct proportion to your involvement. A strong coalition of businesses working together will provide you with many benefits.

If you would like to become a member of the Belgian-Luxembourg Chamber of Commerce in Russia, but you still have questions, please contact us.

We look forward to working with you!

OUR 2016's VIP MEMBERS:

