

BLCC in RUSSIA NEWSLETTER

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BLCCRUS.ORG NEWS

2016 WINTER EDITION

BLCC Russia
Director General
Oleg B. PROZOROV



Dear Members, Dear Friends, Dear Partners,

Our Chamber Executive Board and I, we are pleased to welcome you to this final 2016 Newsletter and also to our renewed website www.CCBLR.com accessible and interactive with professional graphics and compatible with all modern platforms (smartphones, Tablet, IPad, iPhone, OS Android, Windows phone, Apple etc.).

You will find our renewed website reorganized and revitalized with first class information on the Belgian-Luxembourg Chamber of Commerce in Russia (BLCC in Russia) and our ongoing activities on this business season 2016-2017.

You will not miss interest in contact us. It cannot be any other way since we exist for you – our reliable members and partners.

I use this opportunity to appeal all businessmen seeking economic opportunities in the foreign economic trade to establish partnership relations and visit our office in Moscow!

We are especially proud that Belgian-Luxembourg Chamber of Commerce in Russian Federation became this year's official partner of St. Petersburg International Economic Forum 2016 and Eastern Economic Forum-2016 in Vladivostok.

On November 8th, the BLCC second BLEU-EAEU International Business Forum demonstrated the great interest that European and Eurasian companies still in developing and maintaining of successful business relationships.

The Belgian-Luxembourg Chamber of Commerce in Russia counts on you and pledge to work to defend your interests and develop your business through our administrative, business networks and everyday actions!

Yours sincerely,

Oleg Prozorov

SAVE

**THE
DATE**



2nd Brussels Flagship Conference

"Russia and BeNeLux Investors"

**March 10 2017
in BRUSSELS**

with support of Federal Public Service Finance Customs and Excise

For more information about this important event please visit Newsletter page 6

Belgian-Luxembourg Chamber of Commerce in Russia (BLCC)

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 (ТПБЛР) is an Official Partner of the "Belgian-Luxembourg Chamber of Commerce for Russia and Belarus" (CCBLR) situated in Brussels.



II International Business Forum - 2016 Belgium & Luxembourg – Eurasian Economic Union

The Belgian-Luxembourg Chamber of Commerce in Russia organized its second International Business Forum on the topic "New World evolution - Smart mutual development of essential technologies and technical know-hows on united continents"

Many factors has been discussed during this important event - the working conditions of business in today's crisis environment, the prospects of cooperation of the Eurasian Economic Union and the Belgium-Luxembourg Economic Union, new investment cooperation issues in Russian Federation.

2nd Forum brought together at the Congress Center of the Russian CCI 300+ businessmen, representatives of government, diplomats, the public and the academic community.

The words of welcome were pronounced by:

President of the BLCC – Arkady ARIANOFF, Vice-President of the CCI of Russia Vladimir PADALKO, Chairman of the LRBC Ekaterina VOLOTOVSKAYA, Ambassador of Luxembourg in Russia - Jean-Claude KNEBELER and Minister-Counsellor at the Belgian Embassy - Michel VERSAILLES;

Moderators of the sessions were:

First Vice-President of BLCC Russia - Johan VANDERPLAETSE and Head of BLCC Russia - Oleg B. PROZOROV.

The key speakers participating in the discussions:

1st Forum Session:

Saadat ASANSEITOVA (EAEU), Vladimir PADALKO (CCI RF), Robin MACHIELS (Belgium Customs), Alexander SOKOLOV (Arendt & Medernach), Nikolay MILKIS – (COALCO), Iliya DIMITROV (Public Ombudsman), Carsten RUNDE (COMMERZBANK).

2nd Forum Session:

Evgeniy AVTUSHENKO (RusSez), Johan VANDERPLAETSE (Schneider Electric), Freddy BARTHOLOMEES (BEKAERT), Georgiy PETROV (CCI RF), Nikolay MAKOVLEV (Puratos), Vasco GONCALVES (SDNC), Maxim KHOKHLOV (Solvay), Sergey MOSUNOV (SMG), Ludeck PATOCKA (UCB Pharma), Maxim PAZDNIKOV (AIP), Serge SAMYGIN (DISPAK),



This year, success of the forum came from the strong support of our permanent historical partners: **Luxembourg Russia Business Chamber, Russian Special Economic Zones, Belgian Russian Business Club, Chamber of Commerce Industry of Russia** and also thanks to the generous companies: **Le Pain quotidien, SUN Inbev, Commerzbank and Brussels Airlines**, without omitting our noble media partners: **Russia Beyond The Headlines and Association of Industrial Parks**.



Johan Vanderplaetse

1st Vice President of BLCC in Russia, President of Schneider Electric Russia/CIS:

The treaty establishing the Eurasian Economic Union (EAEU) was signed on 29 May 2014 by the leaders of Russia, Belarus and Kazakhstan and came into force on January 1st, 2015. Since then, also Armenia and Kyrgyzstan joined this new economic union, which has as purpose to foster economic development and trade within and between its member states.

The EAEU has an integrated single market of 183 million people and a gross domestic product of over 4 trillion USD.

The EAEU introduces, just like its older 'brother' the EU, free movement of goods, capital, services and people and provides for common policies in the macroeconomic sphere, transport, industry and agriculture, energy, foreign trade and investment, customs, technical regulation, competition and antitrust regulation.

While the initial reaction to the creation of the Eurasian Economic Union was often sceptic, the EAEU has in the meantime shown to be viable project and has, indeed, made business across its member states much easier. As such, it also makes it easier for foreign investors to operate in a much larger economic zone, irrespective of in what member state the investments are made.

In order to address the socio-economic issues related to the EAEU, the Belgian-Luxembourg Chamber of Commerce in Russia has held on November 8th a forum at the Russian Chamber of Commerce and Industry. At the Forum, leading businessmen, state officials and diplomats could discuss openly the different aspects and challenges of the free economic zone, as well as its interaction with the EU and with Belgium and Luxembourg in particular.

A big thank you for all the attendants, and see you at the next BLCC forums!

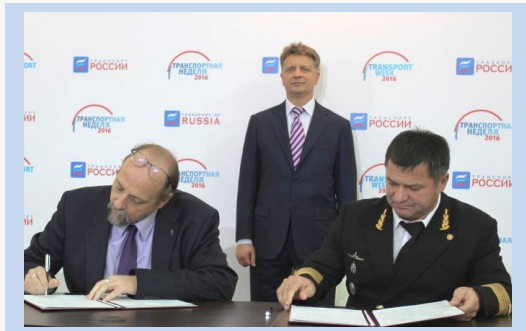
BLCC in Russia and "Perm Guild of bona fide enterprises" cooperation agreement finally concluded!

On the 2nd International Business Forum, the Belgian-Luxembourg Chamber of Commerce and the most important Ural region association "Perm Guild of bona fide enterprises" concluded an agreement, which would allow a borderless and close cooperation between responsible businessmen.

This historic agreement opens new opportunities for member companies not only in Belgium, Luxembourg and Russia but throughout the Eurasian economic space, as well as in the great European Union.



Understanding Memorandum



On the X International Forum "Transport of Russia" was signed a memorandum between the port of Ostend (Belgium) and FSUE "Rosmorport" (Russia). The document was signed by Mr Wim Stubbe in the presence of the Minister of Transport of the Russian Federation Maxim Sokolov.

The Belgian Luxembourg Chamber of Commerce was at the origin of this successful signing since 2012, when the delegation of Rosmorport had been introduced by Mr Arkady Arianoff to the Port of Ostend.



Vasco GONÇALVES

CEO and founder of SDNC sàrl (Luxembourg):

On November 8, the BLCC did an extraordinary event to promote Russia as an investment country, which I approve fully. I gave a talk of a project called 'EVA Smart City' – a research city. It is a plus-city, producing more energy than it consumes, a carbon-free city (no cars allowed) with autonomous, high speed pods through shallow tunnels.

Due to the nature of the city, it will provide high skilled job opportunities, among others (b/w 100 and 200 thousand) and a lot of financially opportunities, e.g. residential condominiums, tourism, cultural and recreational centers, retail, financial establishments, services, business offices, governmental offices, schools, green parks inside and outside ... These listed examples will reside on different floors in a skyscraper, repeated over to others, so people will have everything at hand. The skyscrapers will be connected either via pods or walking tunnels with some retail along the way. Outside the city there will be eco-industrial, farm parks with some road infrastructures, an autodrome...

Who should participate in this adventure? The project scope would suggest to form a board with all the 12 economic regions, including the Federal Government of the Russian Federation, banks, corporates, international experts...

Lots of thanks to the organizers of the BLCC 2016 Forum!

Working dinner with the Minister of Trade and Industry of the Russian Federation in Moscow

In Moscow, the Ambassador Extraordinary and Plenipotentiary of the Kingdom of Belgium to Russia, Mr Jean Arthur Regibeau and Deputy Head of Grand Duchy of Luxembourg Mission to Russia, Consul, Mr Gilles Bauer attended the working dinner with the Minister of Trade and Industry of the Russian Federation, Mr Denis Manturov.

The meeting was held on the premises of the Moscow Embassy of the Slovak Republic, (Slovakia currently presiding in the European Union)



Nikolay Makovlev

President of PURATOS Group Russia:

PURATOS Russia are very happy to be the member of BLCC. All business meetings organized by BLCC are quite efficient and business focused. During the second forum there were a lot of interesting introductions from officials. Also, there were a lot of engaging business discussions for all the parties to have a possibility to share success stories of doing business in Russia. Our company ZAO Puratos has been a member of BLCC for almost 3 years. On this forum we also had a chance to introduce our company and inform on our big investments to the Russian Federation for the last 12 years. We as a Puratos Group are one of the biggest producers of bakery and confectionery ingredients. We supply producers with our products from Kaliningrad to Vladivostok. The participants were informed on our last investments done by shareholders of Puratos NV, it's our new second factory that we opened in August, 2016.

This project allows us to increase our land bank in Russia for extra 40 000 m2 and to increase our production facilities for other 10 000 m2.

This project is a great example of collaboration between the Belgium investor and the government of Moscow Region and its new professional and enthusiastic team, which is lead by the governor of Moscow region, Mr. A. Vorobiev. As a big investor that invested almost 1,2 bln. Rub for the factory and equipment in 2015-2016, created more than 100 new working places, we received a full support from different ministries. It gave us the possibility to start the project in time and we spent only 15 months: for construction (13 months) and all other administrative things (for permitting and start up) took us only 2 months. This is the great example of a really success story of doing business in Russia, in Moscow Region.



Arendt & Medernach scooped the "Law Firm of the Year 2016"

BLCC member, the Arendt & Medernach scooped the "Law Firm of the Year" award at the 2016 Euromoney's Global Investor MENA Awards ceremony 2016.

The Law Firm of the Year award celebrates the success of Arendt & Medernach and its significant contribution to the financial services and asset management industries.

Arendt & Medernach is the leading independent business law firm in Luxembourg. The firm's international team of more than 300 legal professionals represents Luxembourg and foreign clients in all areas of Luxembourg business law from head office in Luxembourg and our representative offices in Dubai, Hong Kong, London, Moscow, New York and Paris



Oleg Prozorov -BLCC and Alexander Sokolov – Deputy Head of Arendt & Medernach Moscow office | Picture BLCC © 2014

BLCC are proud that UNESCO recognized Belgian art of brewing as part of the Intangible Cultural Heritage of Humanity

Making and appreciating beer is part of the living heritage of a range of communities throughout Belgium. It plays a role in daily life, as well as festive occasions. Almost 1,500 types of beer are produced in the country using different fermentation methods. Since the 80s, craft beer has become especially popular. There are certain regions, which are known for their particular varieties while some Trappist communities have also been involved in beer production giving profits to charity.



In addition, beer is used for cooking including in the creation of products like beer-washed cheese and, as in the case of wine, can be paired with foods to compliment flavours. Several organizations of brewers exist who work with communities on a broad level to advocate responsible beer consumption. Sustainable practice has also become part of the culture with recyclable packaging encouraged and new technologies to reduce water usage in production processes. Besides being transmitted in the home and social circles, knowledge and skills are also passed down by master brewers who run classes in breweries, specialized university courses that target those involved in the field and hospitality in general, public training programmes for entrepreneurs and small test breweries for amateur brewers.

BRBC Meeting of November 28, with sponsorship of BARCO.

BRBC regular meeting was began by an excellent presentation of Mr Johan VANDERPLAETSE - BRBC Chairman & 1st Vice President of BLCC in Russia and followed by the first public introduction in Moscow of the new Ambassador of Kingdom of Belgium in the Russian Federation - HE Mr Jean-Arthur REGIBEAU.



Meeting of Luxembourg Prime Minister Xavier Bettel with Russian Deputy Prime Minister Olga Golodets on working visit to celebrate 125 years of diplomatic relations.

The Deputy Prime Minister of the Russian Federation, Olga Golodets, paid a working visit to Luxembourg on 23 and 24 November 2016.

Luxembourg Prime Minister Xavier Bettel, received it in audience at the Hotel de Bourgogne.

According to the official statement, the discussions were focused on bilateral relations between Russia and Luxembourg.



Order of Friendship

On behalf of all members of the BLCC, we congratulate our French friend and colleague Philippe Pegorier - President of Alstom in Russia, former Chairman of the Association of European Businesses with award by the Russian "order of friendship" by President Vladimir Putin.

The Order of Friendship is a higher award for foreign nationals for special merit and for great contribution to the implementation of joint ventures with the Russian Federation, major economic projects and attracting investments into the economy of the Russian Federation.



Philippe Pegorier and Oleg Prozorov

Belgian-Luxembourg Chamber of Commerce Business Mission to Perm Region

Belgian-Luxembourg Chamber of Commerce in Russia Trade mission supported by LUKOIL has spend 3 days in Perm city. BLCC delegation participants learn about doing business in the Perm local market and gain exposure to the social and business cultures while experiencing first-hand the services offered by BLCC partners on the ground.

The structured mission program included business briefings, market and sector presentations/discussions, effective networking events, business-to-business meetings, site visits , face-face meeting with the Perm Government.

BLCC delegation visited the LUKOIL plant in Perm where the Chairman of the Belgian-Luxembourg Chamber of Commerce Arkady Arianoff signed the honorary guestbooks.

Was organized a presentation and site visit of NOVOMET - high technology enterprise of the Perm Region and visit of Kamkabel plant - the leading manufacturer of cables, wires and conductors in Russia.



On behalf of the Belgian-Luxembourg Chamber of Commerce, BLCC Head Mr Oleg Prozorov and Consul général of Belgium in Saint-Petersburg Mr Philippe CUMPS, congratulated the staff and partners of the St. Petersburg Chamber of Commerce with the 95 anniversary of the creation of this organization.

The solemn meeting devoted to the anniversary, was held in the Tauride Palace in St. Petersburg.



Ambassador of Luxembourg to Moscow HE Jean-Claude Knebler meets the Ambassador of Belarus to Russia HE Igor Petrishenko.

In Moscow, the Ambassador of the Grand Duchy of Luxembourg in the Russian Federation, HE Jean-Claude Knebler has meet the Ambassador of the Republic of Belarus in the Russian Federation HE Igor Petrishenko.

During the meeting the sides discussed, in particular, the intensification of bilateral cooperation in the economic sphere and the development of the legal base of bilateral relations.

The European Union is the second largest trade partner of the Republic of Belarus, it accounts for about 30 percent of export and one fifth of import.

BLCC FORUM TOMBOLA 2016 Two lucky winners thanks to Brussels Airlines



The winners of 2 Tickets Moscow-Brussels –Moscow (or with departure from Sankt-Petersburg became :

1. Mr. Stefaan STAPPERS from Deme Group (Belgium)
2. Mrs. Valentina LAPOCHKINA from Magazine "Mebelny mir"

ING BANK (EURASIA) JSC



ING BANK (EURASIA) JSC acted as a coordinator and documentation agent, as well as one of mandated lead arrangers and lenders for Segezha Group ("Group", a subsidiary of Sistema PJSC).

The funds will be used to finance Segezha Group investment programme, which includes long-term projects such as an overhaul of Segezha pulp & paper mills and construction of a new plywood factory in Kirov, as well as general corporate needs.

ING Bank acted as one of Joint Lead Managers and Bookrunners for the deal of EuroChem Group AG with a yield of 3.80%, the new benchmark US\$500 million Eurobonds.

EuroChem, one of the world's leading agrochemical companies had completed a tender offer for its outstanding Eurobonds due 2017 and a simultaneous new issue to finance the purchase of notes under the tender offer.

www.ING.ru

YOUR INVITATION:

Dear Member, Dear Partner, Dear Friend!

Please, save the date: March 10 in Brussels

2nd Brussels Flagship Conference 2017
"Russia and BeNeLux Investors"
with support of Federal Public Service Finance Customs and Excise

Investments should be made in a Country that invests in itself to create all the necessary conditions, developing the infrastructure, working to improve the quality of the business environment, reducing the cost of doing business, simplifying administrative procedures; everything to attract investors on its soil, and for investors to develop their projects and associate their ongoing growth with the stable economic environment.

Modern legislation and gain of the economic situation may give to a foreign company great success in the Country with large market potential and a relatively low taxes.

We will discuss everything from the rules of customs and certification, general conditions of trade to the huge opportunities presented by infrastructure projects.

For any additional information, please contact:

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or email: Legal@CCBLR.com

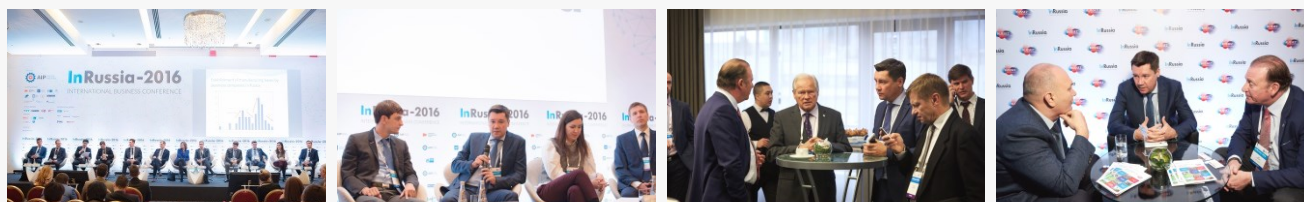


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BLCC at the «InRussia-2016» International business conference



In Moscow Swissotel Conference Centre, BLCC Director General, members of BLCC in Russia participated in the "InRussia" conference, a platform for businesses to discuss the intensive development of foreign companies, as well as the localization of production and development of innovation in Russia. Oleg Prozorov spoke at the panel discussion on "How to make in Russia," where the leaders of innovative businesses shared their views on creating new competitive products, the outlook of Russian companies in international markets, and the participation of foreign companies in the development of localization in Russia. Furthermore, the largest Belgian and Luxembourg companies operate in Russia and their employees are involved in the development of the industry on a global scale.

BLCC in Russia served as a business partner for the "InRussia" conference. The Conference is organized by the Association of Russian Industrial Parks.



PandionPartners
INTERNATIONAL MERGERS & ACQUISITIONS

Belgian-Luxembourg Chamber of Commerce in Russia member – PANDION PARTNERS' brand signals Acceleration of their Growth, Corporate Identity and Differentiated Value Proposition on the International M&A scene.

Munich, Germany – The integration of M&A Advisory Services in a broader Strategic approach has resulted in a strong expansion of Pandion Partners on the International M&A scene. This positions the group in the top of M&A Advisory companies.

The Unique Value Proposition of Pandion Partners:

Different to conventional M&A Advisory companies, the Pandion Partners members define M&A Advisory Service always as part of an overall 'Strategic Plan'. The objective is to position companies at a better and more sustainable advantage over their competitors with the ultimate goal to realize their ambitious objectives and goals.

Most of the Pandion Partners Advisors are former Business Executives: they have a long experience in leading organizations and companies allowing them to guide their clients with a Personal Approach through the complex and multi-cultural process to successfully close advisory transactions all over the world. As such they are also able to assist business leaders and company owners in their quest for a better strategy for the future. We call this the "InterLinked Approach".

The Expanded International Coverage:

The recent addition of new members in India, France, Canada & Turkey to the group and new candidate-members in the pipeline puts the group in the position to offer their services in all major regions in the world: the Americas (Canada, USA & South America), Asia Pacific (China, Hong Kong, India, Singapore), Europe and the Middle-East. This expansion together with the new Value Proposition has led to a growth in closed deals by 75% in 2015 versus 2014.

A New Corporate Identity to reflect the New Value Proposition:

In order to support the fast growth on the International M&A scene, Pandion Partners has decided to renew its Corporate Identity: next to a complete new website a new & modern logo has been developed in which the International offering and the unique "circle" of individual local M&A boutiques are symbolized.

The new Pandion Partners website is designed to assist actual and potential clients, institutions, company owners, CEO's, M&A managers and investors in making well-informed decisions about their M&A Strategy and the way Pandion Partners help them with this.

"We are proud of this new era in the Pandion Partners' history and are confident that we will deliver not only first class advisory services to our clients worldwide but also guide them through their strategy journey with our specialized approach," said Sebastian Moss, Managing Director of Pandion Partners.

About Pandion Partners:

The Pandion Partners Advisory Group, founded in 2000, consists of 14 different and independent companies dedicated to M&A, Corporate Finance and Strategy & Business Advisory Services. The growing group offers these services globally through its offices in Germany, Belgium, China, Italy, France, The Netherlands, Czech Republic, Poland, Brazil, Canada, Turkey, USA and India.

Visit www.pandionpartners.com to learn more.

For further information, please contact:

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T: +32 498 911 777 – E: m.feyen@pandionpartners.com

2) Your local contact for Belgium / Luxembourg: Marc Feyen, T: +32 498 911 777 – E: mf@interproconsulting.be

2017 action plan of the Belgian-Luxembourg Chamber of Commerce in Russia (Preliminary version) *

No	EVENT	DATE	EVENT VENUE
1.	CCBLR Brussels office New Year reception 2017	January, 23	Brussels
2.	BRBC and BLCC Business meeting with Deputy Chairman of the Moscow Region Government	February-March	Moscow
3.	2nd Brussels Flagship Conference 2017 "Russia and BeNeLux Investors" BLCC & CCBLR with support of Federal Public Service Finance Customs and Excise	March, 10	Brussels
4.	Annual BLCC Russia GALA-Reception Gala-Reception will take place in the prestigious CCI RF Moscow Congress Center.	March, 21	Moscow
5.	VI Inter EcoForum http://www.interecoforum.org/forum/o-forume	March, 26-27	Marbella
6.	ForeignersLife http://foreignerslife.com/ru/	April, 20-22	Moscow
7.	Business mission to Tatarstan (visit to Kazan and Alabuga)	April	Moscow, Kazan
8.	BLCC Russia Conference "Export to EU for Russian companies"	April – May	Moscow
9.	BLCC Russia special business event during Saint-Petersburg Economic Forum 2017	May - June	St-Petersburg
10.	Saint-Petersburg International Economic Forum 2017 https://www.forumspb.com/en/2016	June, 1-3	St-Petersburg
11.	Eastern Economic Forum https://forumvostok.ru/en/main-page/	September, 6-7	Vladivostok
12.	Business mission to Vologda and Cherepovets	October	Moscow, Vologda, Cherepovets
13.	Business mission for Russian companies to Belgium and Luxembourg	October	Belgium, Luxembourg
14.	3 rd International Business Forum "Belgium, Luxembourg – Eurasian Economic Union"	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

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Russian site: <http://www.CCBLR.com>
Global site: <http://www.BLCCRUS.org>

Please use the QR code on the right, which will lead you at the external link to download the membership application form from our web server:



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Grand Duchy of Luxembourg
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First Vice President
Kingdom of Belgium
Arnaud de Busschère

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 VIP MEMBERS:

