

BLCC in RUSSIA NEWSLETTER

*MARCH 2017 MOSCOW №5

BLCCRUS.ORG NEWS

2017 SPRING EDITION

BLCC First Vice President for Belgium
Arnaud de BUSSCHERE



Dear Members, Dear Friends, Dear Partners,

I'm glad to open this first newsletter of the year 2017 and I'm indeed grateful to all of you for your fidelity and your continued support.

In the beginning of a civil year, I would like to remind you that our Chamber of Commerce is a private organization financed by the memberships, and for that, I would like to thank all our Members. You allow us to exist.

This 21st March, we celebrated the 4th anniversary of our Chamber in Moscow. As every year, your enthusiasm was obvious and it gives us a lot of energy to continue our mission.

We also celebrated the 300 years anniversary of the visit of the Russian Tsar, Peter the Great on Belgian and Luxembourg lands, in 1717. It shows to us that our three countries have a long interest for each other and that our task is to continue building bridges between them.

Our Belgian and Luxembourg Members and Representatives are available to help any of our Russian Members wishing to create business opportunities in Belgium or Luxembourg.

During our last activities we all witnessed that, after a fallow period, the number of projects, investments, or contacts between Russia and EU is now significantly increasing.

I hope that these first signs of spring will benefit all of us.

Yours sincerely,

Arnaud de Busschère, Attorney-at-Law, BLCC Russia First Vice President for Belgium

Belgian-Luxembourg Chamber of Commerce in Russia (BLCC)

The Belgian-Luxembourg Chamber of Commerce (BLCCR) is the unique active business-platform of the Benelux countries in Russia. BLCCR has the role to promote economic and trade relations between the Eurasian Economic Union and the Belgium-Luxembourg Economic Union (BLEU).

Headquartered in Moscow, it is at your disposal to inform you and support you in your projects.

Not benefiting from any state subsidy and not subject to any administrative supervision, the BLCC in Russia is the legitimate, objective and independent voice of the Benelux-Russia business community.



4th BLCC annual Gala Reception - 2017

300 Years since the 1st Russian Imperial visit to Brussels

Belgian-Luxembourg Chamber of Commerce - *to always be among the best!*

1717



2017

ХЛЕБ НАСУЩНЫЙ

ABInbev

ZIEGLER

grand laitier

LUKOIL OIL COMPANY

SOLVAY

RCB

NautaDutilh



The Belgian-Luxembourg Chamber of Commerce was pleased to welcome its members and partners to the 2017 Annual Business Gala Reception. The reception was dedicated to the 300th anniversary of the first Russian Imperial visit to Brussels and the territory of the future Belgian-Luxembourg Economic Union in 1717.

We were extremely proud to host over 400 attendees at the premier networking event in the Russian Federation. At this event we hosted outstanding individuals, companies and organizations.

BLCC Director General Oleg Prozorov congratulated all BLCC members for their incredible contributions to making Russia a great location to work and live for Belgian and Luxembourg's businessmen.

BLCC Chairman Arkady Arianoff, Vice President of CCI RF Vladimir Padalko, Ambassador of the Kingdom of Belgium to the Russian Federation Jean-Arthur Regibeau and Ambassador of the Grand Duchy of Luxembourg in the Russian Federation Jean-Claude Knebel pronounced the greeting words for members of BLCC in Russia.

CCBLR Brussels Vice president Kurt Demeyere (NautaDutilh) presented the economic potential of Belgium and Luxembourg, focusing on the strengths of countries, such as tax advantages, quality of life, the place of exports in national GDP, Innovation and low cost of commercial premises.

During this event BLCC Chairman Arkady Arianoff, to celebrate his seventieth jubilee, was decorated with the Order of Saint Stanislas (a distinction which rewarded those who served exceptionally the interests of the Russian Empire) by the Director of the Chancellery of the Russian Imperial House Aleksander Zakatov on behalf of the head of the Imperial House of Russia, HIH Grand Duchess Maria Romanov and BLCC Honorary President Grand Duke George Romanov, and received the Honorary sign of the Chamber of Commerce and Industry of Russia for the long-term contribution to the development and strengthening of trade and economic cooperation between Russia, Belgium and Luxembourg.



We would like to extend our sincere appreciation to our generous sponsors: Lukoil, RCB Bank, NautaDutilh, AGC, Solvay, Ziegler, La Lorraine Group, Le Pain Quotidien, Inbev and volunteers who make this annual celebration possible. Their on-going commitment and support to community service exemplify the spirit of collaboration and cooperation that makes our Country exceptional.

Thank you all for joining us! The Chamber Board of Directors and staff applaud your contributions that continue to help Business Building community. We were honoured to share this exceptional evening of celebration.

CCBLR Brussels Reception 2017



Opening New Year reception on behalf of Belgian-Luxembourg Chamber of Commerce for Russia and Belarus took place in Brussels. The Russian Permanent Representative to the EU Vladimir Chizhov and the Ambassador to Belgium Alexander Tokovinin took part in the event.

During a conference, held before a cocktail, most interesting events planned by the Chamber for 2017 were presented to the guests. Among them a business mission to the Lipetsk region and an exhibition "Russia and Belgium: a History of Relationship from the Middle Ages to the Present" in Moscow.



BLCC Russia takes part in the partner RAA conference in Moscow on a presentation of the arbitration court for venture disputes.

Nowadays sanctions have turned into a tool of especially, economic pressure on certain countries, organisations and individuals. Economic sanctions have long been at the centre of heated debates in the international community, with the BLCC Russia as a leading business organisation in Moscow having unique expertise in this field.

Currently, this issue is especially urgent for our members. With the economic situation escalating, many countries are adopting more and more sanctions only to get retaliatory measures as an answer. There are the questions of risks and assessment of all possible actions to protect the interests of companies whose business has been affected by sanctions, including addressing national courts and international institutes for dispute resolution under international treaties.

BLCC Russia Europe Day at the Moscow Exchange

On the occasion of "Europe Day" organized by Grottbjorn, Russian entrepreneurs invested in large numbers the premises of the Moscow Exchange to of the bilateral Chambers of Commerce, those from Belgium and Luxembourg in Russia (BLCCR), from Great Britain (BRCC), Norway (NRCC), Italy (CCIR) and from Finland (SVKK).

In front of an audience of more than 140 participants. Mr. Oleg B. PROZOROV, Director General of the Belgian-Luxembourg Chamber of Commerce in Russia, did not miss, in his welcome remarks, to recall some key figures, evocative both of the development of economic exchanges between the three nations, And the importance of the prospects and resources offered by the Russian market and reciprocity of the EU market.Union)



Belgian-Luxembourg Chamber of Commerce in Russia this Spring - Focus on Tatarstan

The Luxembourg Ambassador to Russia Jean-Claude Knebler visited the Mission of the Republic of Tatarstan in Moscow.

He was received by Deputy Prime Minister of the Republic of Tatarstan - Plenipotentiary Representative of the Republic of Tatarstan in Russia Ravil Akhmetshin.

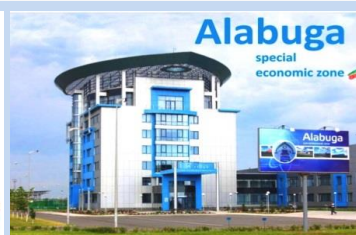
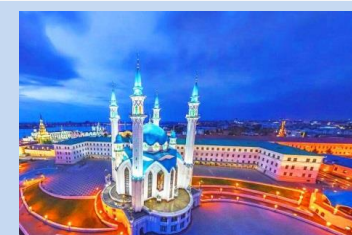
The meeting was attended by the Deputy of the diplomatic missions of Luxembourg Gilles Bauer.

On April 09-11 2017, the Belgian-Luxembourg Chamber of Commerce will organise a Business Delegation to the city of Kazan in the Republic of Tatarstan. The delegation will be led by BLCC First Vice President Johan Vanderplaetse, BLCC Director General Oleg Prozorov and representatives of Belgian and Luxembourg Embassies.

This mission is organized with support of H.E.Mr. Minnikanov, President of the Republic of Tatarstan. Special meeting will be organised in his presence. BLCC member companies demonstrated the inherent interest for this Russian region.

Moreover, the diversification of the Tatar economy figures as a priority on the agenda of the government and there is a high interest in skill-sharing with Belgium and Luxembourg in this domain.

The Republic of Tatarstan, a sovereign state subject to international law, is associated with the Russian Federation on the basis of the Treaty on mutually delegated powers. The Republic holds a population of 3.7 million people on a territory of 68'000 sqm located on the Eastern frontier of Europe at the confluence of the Volga and Kama rivers. As of today, 60% of the Tatar economy is based on crude oil and oil related projects. Furthermore, Tatarstan ranks as being a highly business friendly Russian Region offering numerous business opportunities for Belgian and Luxembourg companies. **More Info: +35227861101**



ALROSA intensifies diamond marketing and branding efforts

BLCCR board members, Antwerp World Diamond Centre Chairman Mr Stephane Fischler, the Ambassador of Belgium to the Russian Federation, H.E. Jean-Arthur Régibeau, the Governor of Antwerp, Mrs. Cathy Berx and the Management of ALROSA, was reunited for the Diamond Night at the residence of the Belgian Ambassador in Moscow.

Russian mining giant ALROSA is stepping up its marketing game beyond its contributions to the Diamond Producers Association, were told to BLCC Russia at ALROSA Night - a joint initiative between the Antwerp World Diamond Centre and ALROSA at the Belgian Ambassador's Residence in Moscow. The company's first move to promote ALROSA as a brand name was announced, the miner has renamed its foreign trading subsidiaries and affiliates, previously called ARCOS, as part of an initiative to create ALROSA's single corporate brand. The sales network offices now bear the name of ALROSA and their region of location, such as ALROSA Belgium. They will also carry out relevant rebranding. This decision was made to identify ALROSA with its own sales network and provide clients with the guarantee of origin and quality of rough and polished diamonds sold through the network.



BLCC Russia member company **Carat Duchatelet** has been created in 1968. Its main objective at first remains the same as today, meaning develop and produce very high standard level, personalized vehicles by combining refined interiors and high ballistic level protections. The finish in Carat Duchatelet vehicles is irreproachable in order to ensure the transport of very prestigious customers. Our main products are the following: Mercedes S Class, Maybach, Bentley, Range Rover, Toyota & Lexus. Customer's profile: 90% of them are royal family members and head of states over the world. The remaining 10% are international business men.

Those vehicles can be stretched, armoured, equipped with very exclusive interiors and the latest technologies. We also work with standard armoured vehicles, meaning they're not stretched and the inside remains original while the complete body is armoured.

The company mainly works with B6 and B7 armoured level. The thickness of a B6 glass is 39 mm while it's 71,5 mm for B7. The B7 armoured body can support 3 shots of armour piercing in a triangle of 12 cm. The B6+ can support 1 shot of armour piercing still in a triangle of 12 cm. The quality and level of protection are very important but not only. The possibility to escape in case of attack is also crucial and that's why Carat Duchatelet works with Michelin PAX tyres. Their run-flat system allows temporary use of the wheel although punctured over a distance of 80 km with a max speed of 80 km/h.

In 2000, Mr. Duchatelet sold the company while remaining active as sales director. For more than 10 years the company was part of Carat Duchatelet group. Beside the group included companies from France, Germany, Venezuela, Mexico, Columbia & Bahrein. In 2014, the company is bought by the businessman Mr. Rosette given the dissolution of Carat Duchatelet group. Since the recovery, the company turnover kept increasing exponentially. Mr. Rosette kept Carat Duchatelet values and created and/or reinforced additional services around the core business such as:



- Classic department: Restoration of old automobiles. The experience of Carat Duchatelet in activities like cabinetry, upholstery, bodywork and painting enables the workers to express themselves on old beauties.

- Trading: Present on the automotive market for about 50 years, Carat Duchatelet is able to find stock cars through its connections.

- After-sales department: fulfills demands of its customers concerning all types of parts on a daily basis. The company produces special parts to meet the needs of the vehicle, especially its weight. Since 2014, Carat Duchatelet has become official supplier of Michelin PAX element.

- APC products: APC stands for Armoured People Carrier. They are semi military vehicles. They're very useful for urban and extra urban zones for low and middle conflicts.

This diversity allows Carat Duchatelet to reinforce its present and its excellence within the automotive market.

Security and elegance are both in Carat Duchatelet's DNA. Our tailor made allows us to be there where other simply can't'.

Belgian-Luxembourg Chamber of Commerce memorandum of cooperation with the Higher School of Economics signed!

In presence of HE Ambassador of Belgium to RF Jean-Arthur Régibeau and the BRBC President (BLCC First Vice President) Johan Vanderplaetse, BLCC Russia signed a great Memorandum of cooperation with the Higher School of Economics. BLCC believe this agreement will allow students to take the practice, and further work in the leading Belgian and Russian companies. The purpose of the agreement. deepen the exchange of high qualification skilled manpower between Belgium and Russia!



RBCC and CERBA Moscow

BLCC director general Oleg Prozorov with Chamber member Skif Consulting CEO Dmitri Demidenko was Guests at the Russo-British Chamber of Commerce & CERBA Business Cocktail devoted to 150th Anniversary of Canada at the Moscow Marriott Hotel Novy Arbat.



2nd Flagship Conference for Russian and Benelux's investors in Brussels

"New challenges, underwater rocks and ways to avoid them"

Conference was organised by BLCC Russia and CCBLR Brussels with support of Federal Finance (Customs & Excise).

Speakers and participants discussed everything from the rules of customs and certification, general conditions of trade to the huge opportunities presented by infrastructure projects, at the end of the session, a B2B lunch was offered to our guests.

The historical cooperation agreement was signed in Brussels, Belgium, by Belgian-Luxembourg Chamber of Commerce in Russia (BLCCR) Director General Oleg Prozorov, and Russian Association of Industrial Parks (AIP) Chairman Denis Zhuravsky. Russian Trade Representative in the Kingdom of Belgium Anatoly Gorshkov, BLCCR Chairman Arkady Arianoff were present at the signing. Thanks for support to RCB Bank Luxembourg and Stupino 1 Industrial Park.



Cooperation between the Belgian-Luxembourg Economic Union and the Russian Federation.

HE Ambassador of the Grand Duchy of Luxembourg in the Russian Federation Jean-Claude Knebler has made working visit in the Ministry of Culture of the Russian Federation. He was received by the deputy Minister of Culture of the Russian Federation Mrs Alla Manilova.



HE Ambassador of Belgium to Russia Jean-Arthur Regibeau met with the Governor of the Leningrad region, Alexander Drozdenko.

Belgian and Russian sides discussed development of inter-regional cooperation, economic relations and exchanges in the humanitarian sphere. The meeting was held in the presence of the Consul General of the Kingdom of Belgium in St Petersburg Filip Cumps HE Jean-Arthur Regibeau promised to promote cooperation in various areas. Belgian Ambassador noted the importance of development of cooperation in the humanitarian sphere, including the links between universities, student and tourist exchanges, and confirmed its intention to strengthen such cooperation. Governor Drozdenko said that businesses involving the Belgian capital are successfully operating in the region and confirmed that the Leningrad Region is ready to provide further support to the initiatives of Belgian companies, including in the port area.



BLCC Russia director general accompanied by the large business delegation made working meeting with the Vice Governor of Vladimir District and President of the Chamber of Commerce and Industry of Vladimir region.

Ambassador of the Kingdom of Belgium in Russia Jean-Arthur Regibeau met with the rector of Volgograd State University Vasily Tarakanov.



Luxembourg Ambassador to Russia HE Jean-Claude Knebler met with the rector of Moscow State Institute of International Relations Anatoly Torkunov in presence of the Deputy of the diplomatic missions of Luxembourg in Moscow Gilles Bauer.



The sides discussed the potential for cooperation with educational institutions in Luxembourg, expressed their interest in the joint training of specialists in international relations, internships and academic exchanges. After the talks, a tour of the University was organized.



Within the framework of the third meeting of international participants of "Astana EXPO-2017." Ambassador of Luxembourg Jean-Claude KNEBELER and Chairman of the Board of JSC "NC" Astana EXPO-2017" Akhmetzhan YESSIMOV have signed an agreement for Luxembourg participation on the exhibition.



Wealth Management & Private Banking Summit - Russia & CIS

April, 26-27, 2017 in Marriott Grand Hotel, Moscow, is the main platform for discussing the industry's challenges. The summit always addresses the most challenging issues faced by Russian private bankers, wealth managers and family offices.

With fluctuations in global currencies, increase in oil price, information exchange agreements coming into force, and other external and internal factors the environment for Russian wealth creators is rapidly changing. All these changes will be analyzed by internationally renowned experts at the forthcoming Summit in April 2017.

The Belgian-Luxembourg Chamber of Commerce in Russia's members and partners can benefit from 15% discount by quoting 1117CCBL upon [online registration](#).

Russian & CIS Metals & Mining Summit 2017

Largest Conference for metals producers and miners in Russia, Ukraine, Kazakhstan & CIS.

Each year, the summit serves as a strategic platform for the largest metallurgical plants, gold and coal miners.

The conference provides timely updates on company plans, government policy and investments in one of the critical industry sectors for Russia and the CIS.

Attending the conference in April, 11-12, 2017 is a great chance to meet all decision-makers in one place and hear the latest updates, case-studies and news of the industry.

The Belgian-Luxembourg Chamber of Commerce in Russia's members and partners can benefit from 15% discount by quoting 1114CCBL upon [online registration](#).

If you have any questions please contact:

Olga Voirin
Switchboard: +7 495 232 4060 ext 31009
O.Voirin@adamsmithconferences.com

** Discount is not valid for persons who have already registered to participate at this conference and/or seminar(s). All discounts can only be applied at the time of registration and cannot be combined. All discounts are subject to approval.*

20th-22nd April 2017
Central House of Artist, Moscow Russia

First 250 entrance tickets free with promocode:
BLCCFL17

Make the most of your life in Russia!

FOR MORE INFORMATION CONTACT US:
+7 499 350 65 64
www.foreignerslife.com
contact@expolife-group.com

BLCC Russia will be present this year at the *Foreignerslife*

Foreignerslife - a 3-days event dedicated to expats, foreigners and global minded Russians.

Its main idea is to help visitors make the most of their life in Russia.

Foreigners and expats are faced with a lot of difficulties to find, for example, the right health insurance, relevant contacts for immediate or future relocation, information and support from professionals on how to launch a business, ideas/ suggestions on what to do during the weekends, and many more...

During Foreignerslife exhibition, not only Foreigners and Expats can discuss with professionals and make valuable business partnerships, but they get to know more about the country they live in

During this exhibition, will be present many of companies from varied fields of business: tax/audit, financial services, medical protection, fine quality food, education, relocation, activities to do during the weekend etc..

The key moment of the event is the Foreignerslife Forum. It is the unique place for foreigners to discuss different kinds of topics of interest: the future of the ruble, places to invest, the image of Russia. This year, the Forum agenda of the session is Investment in Russia: Challenges and Opportunities.

Foreignerslife is the place for foreigners, expats and Russian with a global mindset that want the make the most of their life here.

SPECIAL PROMOCODE FOR THE MEMBERS OF BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE & BELGIAN-RUSSIAN BUSINESS CLUB TO GET 250 TICKETS FOR FREE: **BLCCFL17**

For more information get to the web-site: FOREIGNERSLIFE or

To register for the Forum session please contact aygun@expolife-group.com

Two Mistakes Your Company Is Probably Making in Russia



GLOBAUDIT BUSINESS SERVICE
Audit, Consulting, Professional Recruitment,
Business Processes Outsourcing

Adding fixed costs

In our daily lives additional expenses probably don't set us back too much financially. For foreign business owners on the Russian market, however, adding on these fixed costs, such as an office in the downtown Moscow, new equipment or hiring a wave of new employees can be destructive. While brand new office sounds great, this is not a necessity. If it's not essential, then say 'no' to add these fixed costs. And, if you really need something, such as an office, equipment or additional personnel, consider outsourcing it or renting. Turn your fixed costs into variable costs. This will allow your firm to quickly and painlessly adapt to market fluctuations.

Not calculating hidden costs

Sometimes, when creating budgets, business owners from European countries overlook hidden expenses in Russia. Hidden costs can be devastating. These could include: Employee turnover, Payroll & Social taxes, Licenses & permits. There are many rules and regulations that you want to make sure your local managers know about. Professional consultants have the knowledge and experience to properly classify expenses, and are up-to-date on the latest tax & labor laws and can correctly manage finances and relations with employees. Mistakes occur when someone without this knowledge manages your company. And these mistakes may lead to fiscal penalties and misinterpreting facts about your company assets.

Dmitry Lavrov | Business Development Director | Globaudit Business Service LLC | Globaudit.com +7 495 951-6455



BG Fires | Bodart & Gonay... a new impulse for its 60th anniversary!

Since 60 years, BG Fires | Bodart & Gonay is designing and manufacturing wood and gas appliances, combining beauty of the flames, maximal production of heat and respect of nature.

Well known as robust, reliable with a high standard of efficiency, the first class appliances of the BG Fires range are the jewel of the houses for more than 3 generations.

Supported by a constant input of capital, the BGfires range is worldwide well known. More than 60 % of the business is dedicated to export, from US to Japan. We have narrow contact with countries lover of design, standing and luxury.

The CEO of **Carat-Duchatelet**, supplier of luxury limousine for head of states, Mister Jean-Paul Rosette has recently taken over this company. The aim of permanent high quality standards and the will of being technologically well ahead are guiding the behavior.

BG Fires is one of the few companies with a state-approved laboratory where the engineers can develop worldwide patented parts (EES), or being the leader of the low dust and CO emissions. It's R&D department is designing each year new products according to the most severe standards. The 2017 range offers 18 types of wood appliances (Infire, Concept and the lift door Phenix) and 5 types of gas appliances (Cosmos and Cinamon).

For sure, the BG Fires|Bodart & Gonay brand has a bright future, supported by a very motivated team.



1717

2017

**Торжественный Прием, посвященный 300-летию со дня первого
Высочайшего Российского Императорского визита в Брюссель.**

Dear Members, Dear Partners, Dear Friends! We would like to thank you once again for your attendance to our Annual Gala Reception 2017. Please find the web link on the event's photos: [FACEBOOK](#)
(Visualization does not require login to Facebook)

BLCCR 2017 action plan

by the Belgian-Luxembourg Chamber of Commerce in Russia (main events)*

1.	Arctic: Territory of Dialogue' 4th International Arctic Forum By BLCC partner – the Roscongress fondation	March, 27	Arkhangelsk
2.	ForeignersLife http://foreignerslife.com	April, 20-22	Moscow
3.	BLCCR Business / CEO mission to Tatarstan (visit to Kazan and Alabuga) INFORMATION	April, 9-11	Kazan
4.	BLCC Russia Partner Conference "Russian Export Day"	April, 20-21	Moscow
5.	One day business trip to the SEZ Zelenograd (Moscow) With support of the Government of Moscow	May, 19	Moscow (Zelenogradsky Administrative District)
6.	BLCC Russia special business event during SPIEF 2017 Expert round table: "What's Next For Russia-BLEU Economic Relations and Russia's Business Agenda, Access to Capital, Russia's Innovative Industrial Future"	June	St-Petersburg
7.	Saint-Petersburg International Economic Forum 2017 https://www.forumspb.com/en/2016	June, 1-3	St-Petersburg
8.	International Industrial Trade Fair INNOPROM	July, 10-13	Ekaterinburg
9.	AIR SHOW MAX - 2017 International aerospace salon with AWEX and FIT	August, 15-20	Moscow
10.	Eastern Economic Forum https://forumvostok.ru/en/main-page/	September, 6-7	Vladivostok
11.	BLCC Business / Trade mission to Vologda and Cherepovets	October	Vologda, Cherepovets
12.	Russian companies business visit to Belgium and Luxembourg	October	Belgium, Luxembourg
13.	3rd International BLCC Business Forum "Belgium, Luxembourg – Eurasian Economic Union"	November, 15	Moscow

***action plan is provisional, date and subject of the event can be modified.**

Members of the Belgian-Luxembourg Chamber of Commerce 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 Russian Federation: **+7 499 390-35-94**

Belgium and Luxembourg: **+352 27-86-11-01**

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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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 2017 VIP MEMBERS:

