

# BLCC in RUSSIA NEWSLETTER

\*December 2017 Moscow №6



CCBLR.COM

NEWS

## 2017 - 2018 EDITION

Dear fellow BLCC members,

It is with immense pleasure that I represent the BLCC Russia in the Kaluga Region (KR). Firstly, because it's an honour to add to the BLCC valuable and effective support for Belgian and Luxembourg businesses, and secondly, I am a resident and fan of this beautiful and fascinating region.

Whiles living and working in the CIS since 1992, and more specifically active in the industrial real estate development since 2006, the topic "localisation" has always been the main drive behind any of my professional activities. Under the leadership of governor of the KR, Anatoly Dmitriyevich Artamonov, the local legal environment was adapted and a "single window" strategy was implemented with the sole purpose to attract, serve and support foreign investment in the region.

Volkswagen, Samsung and Nestle were the first choose the KR to localise their production in Russia. Loreal, PSA, Volvo/Renault trucks, Lafarge and Continental tyres quickly joined. A couple of months ago, the Belgian company "Orac Decor" completed the list of over 160 industrial projects realised and/or in realisation in the KR since 2007.

Whereas the KR is no doubt the indisputable pioneer in implementing an attractive investment environment in Russia for foreign and local investors alike, many other regions are now flourishing based on its example. The competition between the regions today is fiercesome and very positive for the economy as a whole. There's never been such a wide choice of locations for implementing localisation projects in Russia. However, I humbly recommend you to join BLCC Russia and to include the Kaluga Region into the list of possible locations for a localisation project.

Whatever it is, if its about or in the Kaluga Region, please let us know! Happy New Year 2018!  
Sincerely,

*Philippe Nyssen*

Owner, GRAND LAITIER LLC

**BLCC Honorary Representative in Kaluga Region Philippe NYSSSEN**



### Belgian-Luxembourg Chamber of Commerce in Russia (BLCC)

The Belgian-Luxembourg Chamber of Commerce (BLCCR) is the unique active Benelux Business Association 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 Belgian, Luxembourgish and Russian business community.*



**That the taste of success will fill your  
business throughout all New Year 2018 !!!**



The snow has fallen, the tree is decorated, the presents are packed. No doubt, year-end Celebrations are on our doorstep!

In this magical time, the team of the Belgian-Luxembourg Chamber of Commerce in Russia wishes you a very happy holiday season. May this New Year 2018 bring you a lot of happiness and new projects.

2018 will be a very dynamic year. The Football World Cup will put Russia in a center stage and we are convinced it will get the wider business community thinking once again about the opportunities that doing business in Russia presents. Our Chamber of Commerce will of course have its part on every occasion to help make this happen!

**What are the outlook: It is time to join us!**

**We cordially invite you to become a member of BLCC Russia**

Please do not hesitate to contact us for any information by phone in the Russian Federation: +74993903594 or  
by phone for Kingdom of Belgium and the Grand Duchy of Luxembourg: +35227861101

**[Please click here to download the application form](#)**



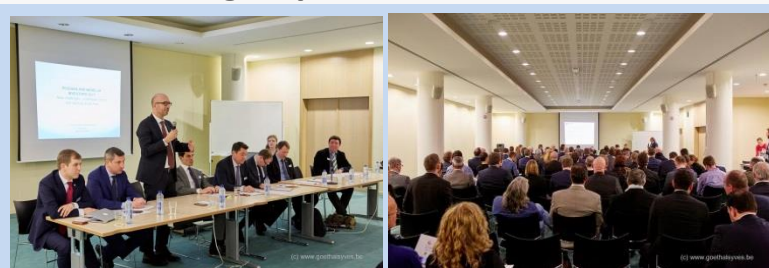
## The retrospective of our main events of the year 2017:

### BLCC - HSE memorandum



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

### Our 2nd Flagship Conference in Brussels



**Conference in Brussels was organized by BLCC Russia with support of Belgian Ministry of Finance (Customs & Excise).**

Speakers and participants (+180) 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.

In Brussels, the important cooperation agreement was signed by Belgian-Luxembourg Chamber of Commerce in Russia Director General Oleg Prozorov, and Russian Association of Industrial Parks Chairman Denis Zhuravsky. Thanks for support to RCB Bank Luxembourg and Stupino 1 Industrial Park.

### April 2017 successful BLCC Business Delegation to Kazan, Alabuga and Innopolis (Tatarstan)

The Prime Minister of the Republic of Tatarstan Alexey Pesoshin met with delegation of BLCC Russia. The meeting was held in the House of Government of the Republic of Tatarstan, the chairman of the Chamber of Commerce and Industry of the Republic of Tatarstan Shamil Ageyev, the assistant to the Prime Minister of RT Nazil Nasibullin, the deputy minister of industry and trade of the RT Almaz Khusainov took part from the Republic of Tatarstan. Within the framework of the three-day visit to Tatarstan, our members visited the Agency for Investment Development of the Republic of Tatarstan, Technopolis Khimgrad, Inopolis, two special economic zones (Alabuga and Innopolis), met with the leadership of the Ministry of Industry and Trade of the Republic of Tatarstan and OAO Tatneftekhiminvest Holding.



**Meeting with Prime Minister of the Republic of Tatarstan**



On first day, the Belgian-Luxembourg Chamber of Commerce in Russia visit to Technopolis "Himgrad" — a modern industrial complex designed to be placed on the territory of small and medium-sized companies in the field of chemistry and processing of polymer products. "Himgrad" is located in Kazan (Republic of Tatarstan)

BLCC Russia (CCBLR Moscow) trade mission to Tatarstan Republic — was also an adventure and vivid emotions. A great opportunity to gain new experiences and knowledge, to diversify the business programme -

— take a guided tour of the ancient city of Kazan. City of Kazan is famous for its unique and distinctive culture, architecture and history. We organized for participants of our delegation the guided tours included a visit to Kazan's most famous attractions — the Kazan Kremlin, Kul Sharif Mosque, visit the leaning tower Syuyumbike, old Tatar settlements and President Palace of Republic.



On second Day official visits, the Agency of investment development of Tatarstan made presentation of economic and investment potential of the Republic. A visit to the Chamber of Commerce and Industry of the Republic of Tatarstan, each member of our delegation presented his company and briefly told about the plans for investment and cooperation with the Republic of Tatarstan. Oleg Prozorov introduced all participants of the delegation. Maxim Khokhlov spoke about Solvay's plans to work with enterprises of the Republic of Tatarstan, in the development of composite materials, chemical industries, etc. The participants presented the company and plans for the development of cooperation, Representatives of the Ministry of Industry told about special economic zones, territories of perspective development in Naberezhnye Chelny and Nizhnekamsk. The Ministry of Industry noted that the program is currently under development. Innopolis, Alabuga



## BLCC Russia One Day Business Trip to Zelenograd SEZ

On May 2017, the Belgian-Luxembourg Chamber of Commerce in Russia trade delegation, comprising a number of businessmen visited the new Special Economic Zone "Moskva" at Zelenograd. The visit aims to strengthen the network of business cooperation and communication on the short and long term, increase expertise at the international level and enhance the trade cooperation with the CCBLR's members businessmen and investors.

The delegation was led by Oleg Prozorov - Director General of the Belgian-Luxembourg Chamber of Commerce in Moscow in the presence of Evie Ruymbeke - trade Counsellor at the Belgian Embassy to Russia and a number of officials at the Embassy. The delegation was briefed on a number of visions related to the projects. The tour included a field visit to the Mikron hi-tech plant (AFK Sistema), Angstrom-T factory and the new HQ of the zone. The delegation also familiarized with the tax exemptions list and investment benefits to attract and encourage business. The delegation viewed the advantages of the zone and the available investment opportunities, which seek to open investment, attract business and industries for the zone to serve the growth of the Moscow city area and contribute in creating job opportunities.



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## 4th BLCC annual Grand Gala Reception in Moscow 2017



BLCC 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 +400 attendees at the premier networking event in the Russian Federation. At this event we hosted outstanding individuals, companies and organizations.

## BLCC at the St. Petersburg International Economic Forum 2017

BLCC Russia is an official regional partner of the St. Petersburg International Economic Forum (SPIEF) - annual Russian business event for the economic sector, which has been held in St. Petersburg since 1997, and under the auspices of the Russian President since 2005. Each year, more than 10,000 people from over 120 different countries take part.





## BLCC Russia promising 2017 Business delegation to Vologda and Cherepovets with support of SEVERSTAL



Members of the Belgian-Luxembourg Chamber of Commerce in Russia, representatives of the Embassy of the Kingdom of Belgium in Russia, the heads of major companies in Belgium and Luxembourg have explored new opportunities for joint cooperation.

The program of the visit included working meetings with the First Deputy Governor, the Head of the regional government Anton Koltsov and the Mayor of Cherepovets Elena Avdeyeva, a visit to the Vologda plant of building structures and road cars, the Vologda plant of special bearings. Visiting of plant and meeting with Board of Management of Severstal.

The acquaintance of foreign companies with the industrial and investment potential of Vologda Oblast took place.



### Business breakfast between the representatives of BLCC business community and the Head of City of Nizhny Novgorod – Mrs Elizaveta Solonchenko

By BLCC Russia initiative, with support of HE Mr Regibeau, In the premises of the Residence of HE Kingdom of Belgium Ambassador in Moscow was held a business breakfast between the representatives of Belgian and Luxembourg business community and the Head of Nizhny Novgorod and the Chairman of the Nizhny Novgorod City Duma Mrs Solonchenko.

"The meeting was very fruitful. Belgian and Luxembourg companies participating in the meeting received answers to all questions of interest. I believe that in the near future we will be able to visit Nizhny Novgorod with the Ambassador of the Kingdom of Belgium, and to bring the business relations to a qualitatively new level", - shared the impressions of the meeting - the general director of the Belgian-Luxembourg Chamber of Commerce in Russia, Oleg Prozorov.

In the Moscow region of Ramenskoye, the Sibelco Russia workshop was opened to crush industrial minerals, the enterprise was put into operation in 2017 third quarter



SIBELCO NEW LINE OPENING

5th anniversary of Arendt & Medernach Moscow Representative office was celebrated in presence of Luxembourg Prime Minister Xavier Bettel





## Visit of Xavier Bettel and Étienne Schneider to the 6th Open Innovation Forum in Moscow



Prime Minister of Luxembourg, Minister of State Xavier Bettel and the Deputy Prime Minister of the Grand Duchy, Minister of the Economy, Étienne Schneider went to Moscow. The Prime Minister and the Deputy Prime Minister attended the Moscow's 6th International Innovation Development Forum, which this year's topic was "Digital Economy - Challenges of Global Transformation". BLCC was an official partner of the forum in Moscow and our logo is on the website of this significant event. Vice President of CCBLR Moscow Johan Vanderplaetse and Director General Oleg Prozorov were present at the Plenary Session of the 6th Open Innovation Moscow International Forum, where took part Prime Minister Xavier Bettel and Prime Minister Dmitry Medvedev. BLCC visited the Skolkovo innovation city. Belgian-Luxembourg Chamber of Commerce in Russia looks to identify areas of cooperation between the innovations hubs of our three countries. Belgian-Luxembourg Chamber of Commerce in Russia delegation visited the "Moscow School of Management SKOLKOVO" and held meeting with Andrei Sharonov - President of the Moscow School of Management SKOLKOVO and School management. Few actions was agreed on joint project, in particular on a one-day delegation of businessmen members of CCBLR (Brussels and Moscow). This graduate business school is located near Skolkovo, Moscow Oblast, in the close vicinity of the capital city of Moscow. The school, which was founded in 2006, is a joint project by major Russian and international business leaders.

### The architecture of the timeless suit in Moscow

In 1971, the Belgian brand Scabal commissioned the surrealist master Salvador Dalí, to create a series of 12 paintings on his vision of menswear for the year 2000.

Despite the expectations that time would lead fashion to venture into these realms of creativity, classic menswear didn't go through that critical transformation. It simply doesn't (and didn't) attract the same innovative churn as the women's fashion industry. Some one-off trends appear and change from season to season, but the true gentlemen style is classic and timeless.

The main item of the true 'gentleman' — an elegant well-fitted suit - may serve its owner for decades.

So let's try to define what characterizes an impeccable classic suit.

#### 1. Perfect Fit

A great suit is meant to accentuate the lines of the body (plus shadow any imperfections) — it needs to create a sharp and eternal elegant look.

#### 2. Perfect Fabric

Choosing the proper material is also very important. A correct choice will always be the one which meets the practical needs of the owner and will influence the fit, the comfort and even the lifetime of the suit.

#### 3. Canvas

Well-made suits will always use canvas technology.

A properly tailored, elegant suit, will be worth spending time and money upon, as it will reflect in the comfort and self-confidence of its owner, together with positive reflection of image. The difference between 'well' and 'perfect' fit is the tailoring.

Nevertheless, each body is unique and each gentlemen has his own style and preferences. If you would like to start the journey into the tailor-made cloth world, make sure you choose a well renowned company, where a personal consultant will professionally guide you through the process.

At Zenonni su Misura Moscow you will find Scabal fabrics, together with made-to-measure services and exceptional image consultancy.  
(<https://www.zenonni.com/moscow/>)



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During the visit of the Lipetsk Special Economic Industrial Zone, BLCC management visited the factory of Bekaert - the leader of steel wire transformation and coatings. 30% of all tires in the world are reinforced with Bekaert products. Bekaert speciality Dramix® steel fibers is used to reinforce over five million cubic meters of concrete every year.

We were personally received by Freddy BARTHOLOMEES, Director of BEKAERT plant Lipetsk (Honorary representative of BLCC Russia in Lipetsk region)





# Third Annual International Business Forum

The Forum Belgium and Luxembourg Economic Union - Eurasian Economic Union 2017 took place in Moscow on November 15, 2017. The forum was organized by the Belgian-Luxembourg Chamber of Commerce in Russia (BLCC Russia) with support of the Chamber of Commerce and Industry of the Russian Federation and our CCBLR partner office in Brussels. The forum was attended by +350 guests: entrepreneurs, representatives of government, public and academic circles of the three countries.



Plenary session



1<sup>st</sup> Business Session



2<sup>nd</sup> Business Session

Within the framework of the Forum, the Governor of Novgorod Region H.E. Mr Andrei Nikitin and Mr Oleg Prozorov, General Director, Member of the Board of the Belgian-Luxembourg Chamber of Commerce in Russia signed a memorandum of cooperation between the Novgorod Region and the Belgian-Luxembourg Chamber of Commerce.



## BLCC New Reality Conference in the Grand Duchy of Luxembourg, December 5



Dear readers, you may see full Conference video on YouTube: <https://youtu.be/1C7NdaSOLcU>

The "Belgian-Luxembourg Chamber of Commerce in Russia" with the support of Arendt & Medernach S.A. and RCB Bank held a conference about "New Reality" on new investment rules in a period of multitude restrictions, with special guest speakers from the Russian Analytical Credit Rating Agency (ACRA).

Ekaterina Trofimova, ACRA CEO, elaborated on specifics of the rating industry reform implemented in Russia and particulars of rating assignment under the national scale as well as about the Agency's development plan. Anouar Hassoune, Member of the ACRA Board of Directors (Luxembourg) took part in the presentation of the rating agency. In their presentations, Natalia Porokhova, Head of Research and Forecasting Group, and Kirill Lukashuk, Head of Bank Ratings Group, both ACRA, detailed the Agency's outlook for the Russian economy and the country's financial sector development prospects. Dmitry Larin, Head of Luxembourg Branch of RCB Bank Ltd., and Philippe-Emmanuel Partsch, Partner at Arendt & Medernach S.A. participated in the conference detailing the status of actual geopolitical restrictions with respect to specific investments. Max Kremer, Partner at Arendt & Medernach and First Vice President for Luxembourg of CCBLR Moscow moderated a series of questions and answers with the participants. Participants shared their opinion regarding the current situation and collaboration prospects in the financial sector between Russia and Luxembourg. Oleg Prozorov, CCBLR Moscow's CEO moderated the conference.

BLCC RUSSIA NEWSLETTER (by CCBLR MOSCOW ASSOCIATED OFFICE)

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

Please send your completed application by email to : [Moscow@CCBLR.com](mailto:Moscow@CCBLR.com)

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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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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:

