

# BLCC in RUSSIA NEWSLETTER

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CCBLR.COM

NEWS

## SPRING EDITION 2018

*Honorary Representative in the  
Lipetsk Region  
Freddy BARTHOLOMEES*



**Dear Members, Dear Friends, Dear Partners,**

5 years ago I came to Russia to become the general manager of Bekaert in Lipetsk. I had no idea what to expect about Russia in general and about doing business in Russia more specific.

2 years ago I prolonged with pleasure my stay in Lipetsk: business was going well, and working with the people in the plant exceeded my expectations in a positive way.

Bekaert choose the Special Economic Zone (SEZ) of Lipetsk to build a new plant in 2009 for a number of reasons: good central location versus the customers, ready availability of infrastructure/energy and tax advantages in the SEZ, and good support of the local administration. The concept of the SEZ worked very well in Lipetsk region and today a second SEZ is being developed in Yelets, about 100 km from Lipetsk city.

But it is people who made and continue making the real difference. We could bring the Bekaert culture around safety, quality, customer oriented way of working to the shopfloor. In return we get a passionate, target oriented, flexible and fast moving team. This mix of cultures and approaches resulted in strong operational results.

Today our own team members are our best promoters to attract new people to support our continuous growth plans. My conclusion: people can be the greatest asset of the business in Russia. Combined with the right approach and attitude, they become strong and loyal cooperators.

Last year October we had the pleasure to participate in the successful visit of BLCC to the Lipetsk region and our plant. We were glad to support one of the many excellent initiatives taken by BLCC to promote the economic development and cooperation with different regions in Russia. BLCC is a strong « *compagnon de route* » for everyone creating, starting or running a business in Russia.

Please, don't hesitate to contact them!

*Freddy BARTHOLOMEES,*  
General Director of LLC "Bekaert Lipetsk" ,  
BLCC Russia Honorary Representative in the Lipetsk Region

### Belgian-Luxembourg Chamber of Commerce in Russia

The Belgian-Luxembourg Chamber of Commerce (BLCC Russia) is the unique active Benelux Business Association in Russia. BLCC Russia 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.*



## Belgian Prime Minister during his visit to Moscow:

**"We should stop speaking about each other and again start speaking to each other"**



*Charles Michel with President Vladimir Putin, PM Dmitry Medvedev and Johan Vanderplaetse (BLCC Russia 1<sup>st</sup> Vice President)*

Belgian Prime Minister Charles Michel met with Russian President Vladimir Putin.

Vladimir Putin, during a meeting with Prime Minister of Belgium Charles Michel, expressed confidence that his visit would have a positive impact on the attitude of the two countries.

"We have a mixed Russian-Belgian-Luxembourg commission on economic cooperation. And in the near future there should be another meeting. I am confident that your visit, dear Prime Minister, will benefit our countries and our economies. We are very glad to see you, welcome" - Putin said.

Russian Prime Minister Dmitry Medvedev also had meeting with his Belgian counterpart Charles Michel, called his visit timely and stated that he was happy to discuss the current state of bilateral relations and the relationship with the European Union. Prime Minister Charles Michel also met in Moscow the businessmen members of the Belgian-Luxembourg Chamber of Commerce and our First Vice-President, Johan Vanderplaetse.

## BLCC and the Eurasian Economic Commission

On the premises of the Economic Commission of Eurasian Union, BLCC Russia CEO Oleg Prozorov held a working meeting with Sergey Shukhno, Director of the Integration Development Department of the Eurasian Economic Commission and Anton Azarov, the Head of the section for international interaction at the Development and Integration Department of the Eurasian Economic Commission.

The agenda for 2018-2019 was discussed and plans for joint activities of the Belgian-Luxembourg Chamber of Commerce in Russia and the Eurasian Economic Commission were stipulated.



## Interview with Communication Group "BUSINESS DIALOG MEDIA"



In early 2018, BLCC CEO Oleg Prozorov gave a broad interview to the Russian business media (Publishing and Communication Group "BUSINESS DIALOG MEDIA") in order to prepare a whole series of articles on Belgian and Luxembourg companies operating in Russia or working with the market of the Eurasian countries. An open discussion on perspectives and the accomplished challenges was published in video and print versions.

## BLCC Russia CEO awarded

In Moscow, in the Rachmaninov Hall on Bolshaya Nikitskaya Street, in a solemn atmosphere, Oleg Prozorov was awarded with special gratitude on behalf of the Russian Imperial House - for an exemplary service to the fatherland and the strengthening of international relations.



The award was presented by Alexander Zakatov, Head of the Chancellery of the Russian Imperial House.

## Working breakfast with Jan Balliauw



Johan Vanderplaetse (BLCC 1<sup>st</sup> Vice President) has organized in format of BRBC a dedicated business breakfast meeting on the eve of the visit of Prime Minister of Belgium to Moscow.

The event was attended by the GM's of Barco, Solvay, Le Grand Laitier, AWEX, ING, FIT and the Belgian embassy.



## Industrial partner dialogue



BLCC and members take it part in a Round-Table "Industrialisation, partners dialogue" in premises of Russian CCI in Moscow. Several important questions about the localization of foreign companies in Russia were mentioned. BLCC to consider important efforts that our official partner AIP makes for the development of industrial parks in Russia and their business climate.

## BLCC RUSSIA joined the CCBLR Brussels reception 2018

This year many of our members were present at the annual reception organized by the CCBLR Brussels. We were joined by our two first vice-presidents of BLCC Russia - Arnaud de Busschere First Vice President in charge of Belgium and Max Kremer the First Vice President in the Grand Duchy of Luxembourg. Also this very popular event was honored by the visit of the Honorary President of BLCC, His Imperial Highness the Grand Duke of Russia George Romanoff.



## BLCC RUSSIA working visit to the Liege Airport in Belgian Wallonia

BLCC exploratory business mission led by Oleg Prozorov visited Liege Airport and its authorities. The activities of the airports and possibilities for future cooperation were presented during the meeting with Mr José Happart, First Vice-President of the Liege Airport.

Liege Airport is the 8th largest cargo airport in the world and the largest in Belgium. In 2013 Liege Airport won the best cargo in the world.

The meeting was organized for BLCC by Mr Pino Dimonopoli, a consultant in charge of sponsorship and communication.



## XI session of the joint economic commission between the Belgian-Luxembourg Economic Union and the Russian Federation in Moscow



Within the Economic Commission Russia Luxembourg Belgium, in Moscow, negotiations were held between Minister of Foreign Affairs of the Russian Federation Sergey Lavrov and Deputy Prime Minister, Minister of Foreign and European Affairs of the Kingdom of Belgium, Didier Reynders.

The negotiators considered the possibilities for the further development of Russian-Belgian cooperation, taking into account the agreements reached during the official visit to Russia of the Prime Minister of Belgium, Charles Michel, on 29-31 January this year. On the Luxembourg side, Deputy Prime Minister and Minister of the Economy Étienne Schneider led the Luxembourg delegation to Moscow.

BLCC was represented at this "behind closed doors event" by the few Chamber's representatives Alexis Brouhns, Arkady Arianoff, Johan Vanderplaetse, Oleg Prozorov and Belgian, Russians and Luxemburgish businessmen that BLCC managed to register for the event. The discussions in the Commission focused in particular on strengthening cooperation in the field of innovation and identifying synergies in a multitude of economic sectors.



## BLCC on the way in series of international events with the Russian Investment Forum in Sochi

As an official regional partner, the BLCC was in Sochi at the Russian Investment Forum 2018.

The Russian Investment Forum in Sochi was the first in a series of significant international ones to be held in Russia in 2018. After the Sochi Forum, heads of governments and business leaders from across the world will gather again at the St. Petersburg International Economic Forum in St. Petersburg (24–26 May), and, later this year, at the Eastern Economic Forum in Vladivostok (6–7 September) and the Russian Energy Week in Moscow (3–4 October).

The key topic of this year's Russian Investment Forum was 'Envisioning the future.' The programme featured three topical modules: 'New Regional Policy: Improving Administration,' 'A Fresh Boost for Regional Business,' and 'Improving the Quality of Life.'



BLCC Russia is official partner of the Roscongress Foundation - a major organizer of congress and exhibition events in Russia, it was founded in 2007 with the aim of facilitating the development of Russia's economic potential and strengthening the country's image by organizing conventions, exhibitions, and public events.

## BLCC and Yaroslavl Signed a Memorandum of Cooperation



In the framework of Russian Investment Forum in Sochi, the memorandum of cooperation was signed between the BLCC and the Yaroslavl Oblast.

BLCC Russia CEO and Head of Yaroslavl Region Development Corporation signed on a Memorandum of Cooperation between the BLCC and the Yaroslavl Oblast.

Hence, aware of the need for more intensive and quality cooperation between Yaroslavl administrations and Belgian-Luxembourg Chamber of Commerce in the implementation of activities aimed at better and more efficient presentation of BLCC member's benefits they agreed that cooperation will be based on the principles of partnership and transparency. The Russian Investment Forum brought together representatives of the federal and regional authorities, leading economists and entrepreneurs, and the heads of major domestic and foreign companies.



CCBLR (Moscow and Brussels) members are invited to the St. Petersburg International Economic Forum 2018, which will take place in St. Petersburg on May 24–26.

SPIEF is the foremost international platform bringing together leaders to discuss the most pressing issues affecting global economics and finance. The Forum is held under the auspices and with the participation of Russian President.

The VIII St. Petersburg International Legal Forum will be held on May 15-19, 2018.



BLCC is a media partner of SPBILF - a unique international conference that brings together the leading minds of the legal profession.

The annual St. Petersburg International Legal Forum (SPBILF), founded in 2011, is organized with the support of the Ministry of Justice of the Russian Federation and the President of the Russian Federation. Over the years, the SPBILF has emerged as a foremost international platform for discussing a broad range of urgent questions confronting the contemporary international community of legal professionals.



### BLCC strengthens its cooperation with VLKVK

BLCC 1st Vice President Johan Vanderplaetse took part in the panel discussion at the event and reception of VLAAMSE KAMER VAN KOOPHANDEL voor Rusland, Kazachstan en Wit-Rusland in Antwerpen.

Bilateral Chambers of Commerce work in different ways and in different forms for the benefit of companies. BLCC and VLKVK are involved in this cooperation.

For example, in cooperation with VLKVK, BLCC member companies can benefit from the services provided in Flanders. Market analysis, customer search, legal, financial and tax consultancy and network events are the most frequently asked services.



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### Belgian-Luxembourg Chamber of Commerce and Russian Business Association "DELOVAYA ROSSIA"

BLCC and Delovaya Rossiya held a joint business breakfast to discuss the prospects for cooperation to bring Russian companies to European markets and to support Belgian and Luxembourg entrepreneurs in the Russian Federation.

Russians side were represented by Vice President of "DELOVAYA ROSSIA" Mrs Nonna Kagramanyan and its "Business Ambassador" for Belgium Mr Ashot Danielyan.

Mr Oleg Prozorov from BLCC suggested using the promising opportunities of the BLCC (CCBLR) office in Brussels to promote the export of Russian companies to EU, the event was supported by the representative of AWEX, Mr. Gerard Seghers.



### Relax on board with Flex&Fast

Fly in total comfort with the Flex&Fast class of Brussels Airlines. When you book your flight, you can choose your seat onboard, and the middle seat on your row will be kept free if possible. On the day of the flight, the benefits begin even before you board the plane. Saving you precious time, you will have access to the Fast Lane for the security check and you will be one of the first to board. On board, you will enjoy extra services including a complimentary snack or meal, drinks and the day's paper in English, French or Dutch. What's more, since the Flex&Fast rows are at the front of the aircraft, you will be one of the first to disembark the plane. And if you're someone who likes full flexibility when you travel, then Flex&Fast is perfect as it allows you, at no extra cost, to switch to an earlier or later flight that suits you better on the same day, or to request for a refund if you change your mind about travelling.

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## Visit to the "Medical City" in Tyumen

BLCC delegation of Belgian and Luxembourg business visited and familiarized with the Multipurpose Clinical Medical Center "Medical City" in Tyumen.

High-tech project "Medical City", located in the suburb of the Tyumen city becomes one of the centers of high medical technology in Russia. There are concentrated all innovations in the field of health, which allow early detection of the disease and provide appropriate treatment.



**BLCC and Tyumen Chamber of Commerce organized seminar about Belgium and Luxembourg potential for Russian companies, where our members companies made it presentation for local market.**



Seeing the potential in cooperation with Russian companies for our members, the participants offered their experience in promoting products in the Benelux countries.



## BLCC round table and B2B in the West-Siberian Innovation Center



Located in Western Siberia, this innovative research and development center hosts the skills and technologies and research groups working to recover, use and protect alternative sources of energy with total respect for the environment. The moderators of the table were the adviser of the Ministry of Economy of the Grand Duchy of Luxembourg Vladislav Kvasov is the 1st vice-president of the Belgian-Luxembourg Chamber of Commerce in Russia Mr. Johan Vanderplaetse. As results a preliminary agreement on the investment was found.

## A cooperation agreement



The agreement between BLCC and regional CCI was signed by the President of the Tyumen Region Chamber of Commerce and Industry Eduard Abdullin and the Director General, the Head of the Belgian-Luxembourg Chamber of Commerce in Russia, Oleg Prozorov.

## Official working meeting in Tyumen City

Official working meeting of BLCC delegation led by Johan Vanderplaetse with the Deputy Governor of the Tyumen region Vadim Dhumkov was held, our members - businessmen, official representatives of the Belgian Embassy and the representative of Luxembourg's Ministry of Economy discussed the formats of joint work and shared their impressions.



"Russia is not only Moscow, any foreign company has huge opportunities to develop its business in Russian regions, and Tyumen is one of the most dynamically developing territories, so we arrived in your city to get a closer look at the local market, and we were not disappointed, here in Tyumen there is a dynamic in everything", - shared his impressions BLCC 1<sup>st</sup> Vice President for Russia Johan Vanderplaetse.





## 5th Annual Gala-Reception in Moscow of the Belgian-Luxembourg Chamber of Commerce in Russia

BLCC Russia (CCBLR Moscow) organized its annual Gala reception 2018 in presence of HE Vladimir Chizhov, Russia's Ambassador to the EU. The Belgian-Luxembourg Chamber of Commerce Moscow Gala Reception was held in the prestigious Congress Center of the Chamber of Commerce and Industry of the Russian Federation next to the Red Square and the Kremlin. This exceptional evening brought together over 250 influential Business Professionals, Government and Diplomatic Officials and Belgium and Luxembourg Community Leaders in Russia who understand and believe in the power of consolidated Belgium, Luxembourg, Russia's Chamber of Commerce. Great thanks to our generous sponsors!



## Visit to the Antipinsky Refinery "NewStream"

Antipinsky Refinery, the main production enterprise of New Stream Group, was visited by the delegation of Belgian-Luxembourg Chamber of Commerce in Russia, headed by its 1<sup>st</sup> Vice President Johan Vanderplaetse. The honorary guests were personally met and accompanied in the visit by the general director of the refinery Gennady Lisovichenko.



During the visit, the delegation was given a tour around the company's facilities, after which the general director shared the corporate development plan.

## City of Antwerp urban mission to Moscow

An Antwerp delegation led by Mayor Bart De Wever was in business mission in Russia from 23 to 25 April visiting Moscow aiming to consolidate and expand the close trade relations between Russia and Antwerp. Russia has indeed been one of the most important trading partners for decades. The mission sets a strong focus on digital innovation, one of both partners' particular growth clusters.

Burgomaster of Antwerp Bart de Wever and Mayor of Moscow Sergei Sobyannin, signed a 5-year cooperation program on development of business, trade, industry and innovation.



"We want to realize partnerships between Antwerp and Russian companies and attract investors to invest in our Belgian city," said Burgmaster Bart De Wever.



The Belgian-Luxembourg Chamber of Commerce in Russia strongly supports this kind of bilateral cooperation initiative.

## Special Event dedicated to the 2018 FIFA World Cup in Russia

*We cordially invites you on June 14 in Luxembourg!*



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PROGRAMME

- 14h00** Accueil des invités sur le parterre intérieur du CASINO 2000  
Remise d'un cadeau de bienvenue
- 14h30** Cocktail de bienvenue
- 15h30** Installation dans la grande salle "CHAPITO-L'ATRIUM" pour assister sur écran géant à la cérémonie d'ouverture de la Coupe du Monde de Football
- 17h00** Retransmission du match d'ouverture "Russie - Arabie Saoudite"
- 19h00** Appétitif
- 20h00** Barbecue géant préparé par le Chef Cuisinier du CASINO 2000
- 22h00** Le repas sera suivi d'une animation, ambiance Russe et variée.

For more info, please contact Mr Jean Marie JURASZEK on 0033 685 136 767

## 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)

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**

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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!*

