

Industrial Weekly

Special edition from Russia

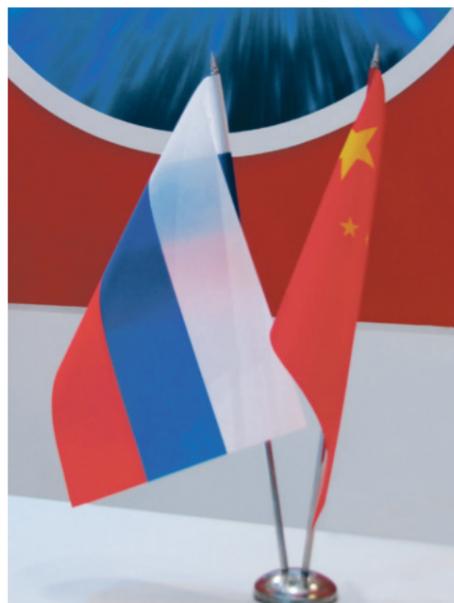
November 2016



Union of Innovation

Russia is the Partner Country at CIIF 2016

This year China International Industry Fair 2016 has the Partner Country, and this is Russia. This is the major initiatives that Russia confirm to be the first session of to CIIF which strongly promote the bilateral trade and specially the development of manufacturing industry. It is the good start of CIIF to embark on the mechanism in regard to the partner country, the country will take turns every year and the enrollment of the industrial power will definitely accelerate the internationalization of China International Industry Fair.



The 18th China International Industry fair (CIIF 2016) is going to be staged at National Exhibition and Convention Center (Shanghai). CIIF 2016 accommodates 8 leading international shows taking place under a single umbrella. Themed as "Innovative, Intelligent and Green" of CIIF 2016, the topics of CIIF covers metalworking and CNC machine tool, industrial automation & IT solutions, environmental protection, energy infrastructure, energy-saving vehicle and robotics.

Muti-channel preparation is underway from both undertakers, Russia is supposed to occupy gross area of 2,500 square meters which will showcase the high technology of manufacturing equipment. Also Russia as the partner country will do series of activities of bilateral Summit, the grand opening ceremony and relevant topic conference will be handled during the show. The most important, the organizer is planning to hold the match-making conference which also welcome the trade buyers in the field

of manufacturing to meet their business demand from China, Russia and other countries in the world.

The participation in the partner country's exposition is an opportunity to demonstrate domestic production and engineering products, relevant joint projects, investment potential, and export capabilities as well as to find partners and investors among Chinese enterprises, and to enter one of the world's most capital-intensive markets. The relationship between Russia and China is of key importance for

Russia's foreign policy. China is the main partner and ally of Russia both in military-political and economic spheres. According to the Federal Customs Service of Russia, the 2015 external turnover between Russia and China amounted to 63.6 billion USD.

The status of a Partner Country has been assigned to Russia, the delegation of which will be headed by Denis Manturov, Minister of Industry and Trade of the Russian Federation. The Russian delegation will include business leaders, CEOs of big companies, heads of federal and regional authorities. The Russian Federation will participate both in the exhibition and business program. The Russian exhibitors will become the nominees of a special prize — "China — Russia: Industrial Partnership," established by the Organizing Committee of the exhibition.

The jury will choose the best exhibit from the Partner Country, and the honorary members of the official delegations from both countries will present the award to the winner. The business program includes a Russian-Chinese Business Forum "Industrial Partnership: New Opportunities and Projects", as well as trade-related discussions dedicated to industrial automation, new investment projects, clean technologies, etc. The Russian-Chinese inter-governmental sub-commission on industrial cooperation, which is headed by Denis Manturov on the Russian part, will become one of the key events with the participation of the Partner Country.

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The eighth BRICS summit

Great prospects for mutual economic development

In the state of Goa (India) there was the eighth BRICS summit. On the summit's agenda were plans to strengthen the BRICS strategic partnership as a key international organization and develop multifaceted cooperation through the group.



The summit participants also discussed fighting international terrorism and reaching a settlement in Syria, bolstering global economic and financial stability, and improving the global governance system. In follow up of the summit, the BRICS leaders adopted a number of documents, including

the Goa Declaration and the Action Plan for its implementation. Among the documents

adopted were the Provision on the BRICS Customs Cooperation Committee, the Memorandum of Understanding between BRICS Diplomatic Academies, and the Memorandum of Understanding for the Establishment of the BRICS Agricultural Research Platform.

President of Russia Vladimir Putin in his speech at the summit said: This BRICS summit, as always, is taking place in a constructive and businesslike spirit. Credit for this goes to Prime Minister Modi, who has created an atmosphere that is at once informal and at the same time very constructive and conducive to work. This might seem just

a detail, but in reality it creates the conditions needed for good and productive contact that brings us concrete results.

The BRICS countries share close positions on current global and regional issues, call for resolute action to fight terrorism, and joint efforts to counter other serious threats and challenges in today's world.

We believe that international conflicts should be resolved exclusively through political and diplomatic means and we reject all forms of pressure using force and infringement of other countries' sovereignty.

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IN BRIEF

**COOPERATION
OF SMALL AND MEDIUM**

Minister of Economic Development of the Russian Federation Alexei Ulyukayev and Minister of Economy, Trade and Industry of Japan Hiroshige Seco have signed a memorandum concerning the establishment of the platforms for cooperation in the sphere of small and medium entrepreneurship (SME) between the Ministries of the two countries during the bilateral meeting within the framework of the «East economic forum». Signing of the document, mentioned highly above will become the bases for the realization of one of the points of the Strategic Partnership Plan between Russian Federation and Japan in case of expansion of the experience between Russian and Japanese SMEs, which was performed by Mr. Abe (The Prime-Minister of Japan) for Mr. Putin (The President of the Russian Federation) on May 2016.

The Memorandum on the establishment of the platforms will contribute to the qualitative improvement of the level of Russian-Japanese relations in the sphere of SME. According to the document Russian and Japanese sides will create the platforms, including the appropriate structures, which establish working groups on cooperation in the sphere of SME, venture financing, business innovation, food and other fields. The working groups will include relevant Ministries and Departments, government agencies, business - associations, public authorities, financial institutions, SME development institutions and other interested organizations. The platforms will carry out activities aimed at supporting the SMEs of their country, including the elaboration of the agenda of international cooperation, support in the sphere of finance, information, know-how of SMEs who are going to invest and to export into the counterpart state, organize bilateral meetings and events. The Sides also plan to organize business missions with the participation of SMEs on a constant basis.

**RUSSIA, CHINA
AND MONGOLIA**

12th Joint trade and economic forum of Russia, China and Mongolia took place in the city of Chita. The creation of economic corridor Russia-China-Mongolia prepared within the development Ufa agreements was the main topic during the plenary session. Vice-President of the CCI of Russia Vladimir Padalko took part in this forum.

According to the Vice-President inter-regional cooperation between Russia and China is characterized by high dynamics of development and extensive institutional structure of bilateral interaction. Currently 51 subjects of the Russian Federation are associated with China and have cooperation agreements; apart from this, 91 municipal corporations have twin-cities or partners in China.

Cooperation in trilateral format intensified at the highest level in latest time, reminded Vice-President of CCI of Russia. Fundamentally important was the signing of the program of the Economic corridor of the three countries which will be created by pairing the construction of the Eurasian Economic Union, the Silk Road Economic Belt and the Mongolian initiative called as "Steppe Way". The program was approved in June 2016 during the summit of SCO in Tashkent. According to Vladimir Padalko, three countries will have a common program of organizing a unified free trade zone in this integration block.

The city of Chita was chosen for conducting trilateral forum because this territory is close to our neighbors: China and the Mongolian Republic. Moreover, Chita region absorbs preferences and problems inherent most border areas. Vladimir Padalko said that on the forum we will see the willingness to seek points of contact between enterprises, firms and companies of three countries, allowing us to obtain the practical benefits of cooperation in the neighboring areas.

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"In terms of the Russian-Chinese relations, our countries face an ambitious task: to increase the commodity turnover to 200 billion USD by 2020," noted Denis Manturov, while preparing for the meeting of the Subcommittee. "This is a serious challenge for our economies. The task is a complex one, and in order to fulfill it, we must look for new growth points of the trade and economic collaboration, support and development cooperation in key sectors, industrial included," — emphasized the Minister.

It is already known that Minister of Industry and Trade of Russia Denis Manturov, President of UAC PJSC Yuri Slyusar, Deputy General Director of Rostec Corporation Dmitry Shugaev, as well as other representatives of the large business will report during the plenary session. According to the organizers of the Russian par-



Denis Manturov

icipation in the Fair, Formika Group, heads of several Russian regions including President of the Republic of Tatarstan Rustam Minnikhanov and Governor of the Tula Region Alexey

Dyumin confirmed their involvement in the events. The Russian delegation will also include heads of major Russian enterprises. They intend to present their companies at the Fair as well as to take part in the business program.

On the Chinese part, the plenary session will be attended by Minister of Industry and Information Technology of the PRC Miao Wei, CPC Shanghai Municipal Committee Secretary Han Zhen, the head of Lifan Group Mou Gang, and executives of other Chinese companies.

In addition to the Russian-Chinese business forum the business program also includes sectoral discussions dedicated to industrial automatization, new investment projects, clean technologies. One of the key events with the involvement of the partner country will be Russian-Chinese Intergovernmental Subcommittee for industrial collaboration, headed on the Russian side by Denis Manturov.

We must teach to think big

At the investment forum in Sochi support of Russian non-resource exports has become one of the key issues discussed during panel discussions and roundtables, including with the participation of Dmitry Medvedev, Prime Minister of the Russian Federation.

During the press scrum Petr Fradkov, CEO of the REC, answered numerous questions from journalists of the leading Russian media. Particularly, journalists were interested in the results of development of e-commerce, in particular, performance of the national pavilion on Tmall Global.

The head of REC said that just for the first week of work the Russian national pavilion on Tmall Global gained about 1 million views, over 15,000 Russian goods were purchased. This, in his view, allows assuming feasibility of further development of this export tool.

"We hope to keep the positive dynamics of visits. Right now, we are elaborating the concept of expanding the range of products — primarily due to eco-cosmetics, souvenirs, toys, jewelry, perhaps, watches, said Petr Fradkov.

The journalists noted that the development of trade with China is now one of the most pressing issues, and asked whether REC plans to develop export of travel services for Chinese consumers.



Petr Fradkov

"We are in constant dialogue with the representatives of Alibaba Group, and one of the tracks of our cooperation is the promotion of Russian travel products in the Chinese market. We are talking about entering one of Alibaba platforms — AliTrip. We plan to launch a number of tour packages by the end of 2016," Petr Fradkov said.

He also noted that travel products will focus on objectively existing demand in the Chinese market — these will be tours primarily to

Moscow, St. Petersburg, Sochi and major cities of Siberia. Representatives of the media also took interest in the projects of the Russian Export Centre with Iran. Petr Fradkov said that Eximbank of Russia, a subsidiary of the Russian Export Centre, plans to finance the agreement on supply of railway cars of United Wagon Company to Iran estimated of 1 billion rubles by the end of the year. In addition, another REC subsidiary - EXIAR insurance agency also has projects with Iran. In the spring of 2016 EXIAR insured delivery of agricultural machinery by Rostselmash to Iran. Furthermore, EXIAR develops cooperation with the Railways of Islamic Republic of Iran (RAI): in April the parties signed a memorandum of cooperation.

In the conversation with journalists the CEO of the REC emphasized that the main objective of the Russian Export Centre Group is not simply to support individual exporters, but to create favorable conditions for the development of export activities.

"Russia should confidently declare itself as a full-fledged member of the global economy and provider of competitive products. Export oriented production must become a priority objective of the development of these industries, and for this purpose we must do everything so that our businessmen learn to think big, not to withdraw unto the internal market." (Petr Fradkov).

Promising region for investment

During the Eastern Economic Forum the President of the CCI of Russia Sergey Katyrin moderated two business dialogues: "Russia — South Korea" and "Russia — ASEAN". The first event was also attended by the South Korean President Park Geun-hye.

Cooperation with South Korea and the ASEAN countries are actively developing, Sergei Katyrin. The basis of Russian exports to South Korea is raw material, however, the export of Russian food today has grown more than 200 percent compared with the previous year. The parties are constantly searching for new areas for cooperation and intend to actively develop joint projects in the fields of automotive industry and logistics.

Cooperation in the field of trade and investment between Russia and South Korea is constantly expanding. South Korea, of course, will increase their participation in projects of development of the Far East, together with the Russian businesses. Promising areas include the development of land transport, the fishing



Sergey Katyrin

industry, coal mining, reconstruction and construction of ports and highways. Russian and South Korean sides are interested in strengthening cooperation in high-tech areas in the establishment of joint ventures.

"There is also a huge potential for development of relations with ASEAN countries (Burma,

Indonesia, Malaysia, Thailand, Cambodia, the Sultanate of Brunei Darussalam, Vietnam, Philippines, Laos and Singapore)," said Sergey Katyrin.

This was discussed in May this year at the Business Forum and the Summit of ASEAN-Russia in Sochi. As a result of the May summit of the Sochi Declaration of Strategic Partnership and Development of the ASEAN-Russian relations in the political, economic and cultural spheres and in the field of security was signed.

The Far East region, given the current situation of transport infrastructure is in need of comprehensive cooperation with ASEAN countries and with countries of the Asia-Pacific region, declared the head of the CCI of Russia.

The Delegation of the CCI of Russia, headed by Sergey Katyrin, took part in the plenary session "Discovering the Far East", which was attended by Russian President Vladimir Putin, Japanese Prime Minister Shinzo Abe and South Korean President Park Geun-hye, where Issues related to the development of the Far East region were discussed.

The eighth BRICS summit

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Some very important agreements have been prepared for today's meeting. The Goa Declaration and the Action Plan for its implementation, which we will approve today, are comprehensive documents that set out the key tasks for the coming year and beyond. We also value greatly the fact that the Indian presidency has ensured continuity and has taken into account the initiatives that Russia put forward in Ufa a year ago.

I note that the BRICS countries' role in the global economy continues to grow. In 2007, we accounted for less than 24 percent of global GDP, but this year, we account now for more than 31 percent. The five BRICS countries are active participants in developing multilateral decisions and agreements that will accelerate global growth and trade and help to resolve the unemployment issue.

The BRICS countries work together fruitfully within the World Trade Organization and the G20 and share common positions on global development and reforming the global financial and economic architecture.

The New Development Bank and the Contingent Reserve Arrangement have begun their practical work. The Development Bank has already approved the first five investment projects in the clean energy sector, one project in each member country. We hope that the bank will actively develop project financing in the BRICS countries' national currencies.

One of the key tasks now is to adopt a development strategy for the bank. We must decide on the geographical and sectorial priorities and then start drafting the criteria for new members' accession to the bank and set the main parameters for its investment portfolio.

The launch of the Contingent Reserve Arrangement gives our countries opportunities to better protect our currencies from financial market fluctuations. Starting from February, the BRICS countries' central banks have opened special correspondent accounts in our national currencies.

At this time of intensifying international competition, we call on our partners to step up trade and investment cooperation between the BRICS countries. This will enable us to make use of the advantages we gain from the mutually complementary nature of our economies and will reduce each country's vulnerability to unfavourable changes in the global economic situation.

I remind you that at the Ufa summit a year ago, our countries adopted the BRICS Economic Partnership Strategy through to 2020. We hope that the roadmap for BRICS investment cooperation and the action plan for its implementation will be ready for adoption very soon and we will be able to start the strategy's practical implementation.



We think that our countries could pursue more effective industrial and technology cooperation. We need to move to a practical plane the initiatives to establish a BRICS foundry industry union, build a centre for processing and storing electronic data, and develop professional training. It is important to continue work on the proposal to establish a BRICS energy agency. We support India's proposal to launch an internet resource for small and medium-sized businesses in the BRICS countries.

We see great potential for developing cooperation in the e-commerce sector. This is one of the fastest growing economic sectors in the world today. We therefore need to develop a unified approach to regulating activities in this sector and creating an environment for barrier-free online commerce between our countries.

We see good prospects too for cooperation in the peaceful use of outer space. To give just one example, if we unite the observation data from our remote Earth surface probe satellites, the BRICS countries could make a great contribution to resolving problems facing humanity today, such as global climate change, natural disasters, and protecting the environment.

We think it would be useful to speed up efforts to harmonize customs procedures, including exchanging experience on introducing a one-stop-shop approach for foreign economic actors, working together to unify anti-monopoly regulations, and move towards closer production norms and technical standards.

I note the active and practical contribution the BRICS Business Council is making to our work. I think we need to bolster cooperation between our countries in the healthcare sector, with the aim of exchanging experience on preventing and stopping the spread of dangerous infectious diseases such as Ebola in Africa and the risks associated with Zika in a number of Latin American countries.

Moscow will host the High-Level Global Conference on Tuberculosis in November 2017. It will examine measures to fight this and other dangerous epidemics. We invite all of the BRICS countries to take part.

Our humanitarian cooperation is picking up the pace now. India has proposed a number of initiatives in the area and they have our support.

Russia's initiative, the BRICS Network University, has begun its practical work, with 56 universities in our different countries joining the project over this first year of work. I am sure that the university will be an important tool for carrying out multilateral education, science and innovation projects.

Let me conclude by saying that we are ready to continue our close cooperation with our BRICS partners. I want to express sincere thanks to India's prime minister, Mr. Modi, for the enormous work our Indian friends have put in to preparing and organizing this summit.

On the sidelines of the BRICS Summit in Banaulim Vladimir Putin met with President of the People's Republic of China Xi Jinping. After a short one-on-one conversation, the talks continued in an expanded format. The heads of state shared their opinions on the situation in Syria. Vladimir Putin informed his Chinese counterpart on the latest developments. During the conversation, the parties noted the similarities in their positions on the need to fight terrorism, and emphasized the inadmissibility of any interference in Central Asia's affairs. They also stressed the necessity of further cooperation in preventing international terrorism from penetrating Central Asia and reaching the rest of the world through it.

Additionally, the leaders of the two countries discussed the situation on the Korean Peninsula and spoke out for its denuclearization. Overall, the similarity between Russia's and China's positions on key international issues was highlighted. President of Russia Vladimir Putin said: Mr. President, dear friend, colleagues, it is a pleasure to see you. I would like to stress that our contacts on the political level, at the level of governments, ministries, agencies and leading companies are developing very intensively. As always, we traditionally have an opportunity to hold a bilateral meeting on the sidelines of, in this case, the BRICS Summit, and we are very glad of it.

President of the People's Republic of China Xi Jinping said: I am also very glad to meet with you here, in Goa, once again, my old friend, President Putin. Elections to the State Duma of a new convocation have been successfully held in your country recently. United Russia won a convincing victory, which creates a good solid political foundation for Russia's further stable development. My sincerest congratulations. Stability in Russia in a rapidly changing world is beneficial both for the world and for China.

Last month you took part in the G20 Summit in Hangzhou, China, and made a huge contribution to the summit's success. We also held a

productive bilateral meeting and reached important agreements on the development of Chinese-Russian relations, comprehensive partnership and strategic cooperation at a high level.

As permanent members of the UN Security Council, we must further consolidate our cooperation within multilateral structures. We must address key issues from the position of our joint coordination and cooperation, and hence work towards a more just and rational world order through joint efforts.

At the meeting of the BRICS leaders with members of the BRICS Business Council president of Russia Vladimir Putin marks: Business, as we know, plays a key part in resolving the BRICS countries' current tasks of ensuring sustainable development and speeding up economic growth. The BRICS countries' governments take into account their business communities' views when drafting plans for trade, economic and investment cooperation between the group's members. In this context, the Business Council, established in 2013 at Russia's initiative, has a particularly important role to play. Not only did the Council start working smoothly, it also began proposing very useful ideas and initiatives.

For example, business representatives started sending in proposals on removing excess administrative barriers, optimizing customs and technical regulations, technical standardization, simplifying visa procedures for businesspeople, and many other problems that make it harder to do business.

Working together closely with business representatives, we developed the BRICS Economic Partnership Strategy, which, I remind you, was adopted last year at the BRICS summit in Ufa, in Russia. We will now build on this strategy with the new investment cooperation roadmap currently under preparation. We



hope that business will take a most active part by giving our undertakings substance through concrete projects.

We consider it important to establish close contacts and cooperation between the Business Council and the New Development Bank. We hope to see relevant recommendations from the business community on expanding project activity with the bank.

The BRICS countries represent a very large consumer market that includes three billion people, big reserves of raw materials and energy resources, and a developed science and technology base.

Russia will continue its efforts to facilitate economic rapprochement between the BRICS countries and lay the ground for launching new business projects, and we invite businesspeople from all of the BRICS countries to work on our market and develop partnership ties with Russian companies.



"Gorodissky & Partners": Russian-Chinese cooperation forges ahead

Any unbiased observer will note that cooperation between Russia and China has moved forward at a rapid pace. According to analysts the relations between the two countries have never been so good. Mutual understanding between Russia and China has increased their economic and political relationships. The figures for 2015 show that Russian exports to China hit the figure of over \$33 billion while Chinese exports to Russia were more than \$34 billion. And that, in the situation where Russia has not yet recovered from the economic crisis. The enhanced collaboration has the goal of strategic partnership and for that purpose Russia and China develop their relations in all directions. China has become a second important market for Russian exports while China is importer No 1 on the Russian market.

China exports to Russia a large variety of goods. Russia reciprocates by exporting mainly raw materials and semi-finished products (oil, gas, steel and non-ferrous metals and timber). Lately however Russia increases the share of machines and equipment exported to China.

This includes power engineering equipment (\$684 million, up 83.6%), aircraft (\$107.24 million, up 4.3%), electric equipment (\$50.74 million, up 18.2%). Together with natural resources the growing turnover of goods and products shows successful Russian strategy to diversify the targeted markets. This may be exemplified by the aggregate turnover of goods Russia has with China which grew from 5% in early 2000s to 12% in 2015.

Russia has become one of the leading producers of agricultural products. It exports grain to a number of countries in Asia and Africa. Up to the recent time the exports of agricultural products to China were insignificant due to sanitary barriers. Of late however the situation took a turn for the better and those problems have been solved. It is expected that Russian producers will export about 500,000 tons of grain to China by the end of the current year. Similar problems were faced by meat and poultry exporters. Here also certification problems are being solved and it is expected that permission to export meat will be obtained by the end of the year. This will inevitably require registration of trademarks and other IP in China by Russian producers.

The shift in the structure of Russian export is complicated by several circumstances. The Chinese market is mostly unfamiliar to the Russian business. It needs consultative and consultative support. The language barrier and unfamiliar business patterns present a hurdle which many a company find problematic. Many find it difficult to collect marketing data. In this situation the need for legal support is of special importance. The most promising fields of cooperation are information technologies, the transfer of industrial technologies and development of new materials.

Among the first priorities in developing the transfer of technologies is protection of intellectual property. In this connection "Gorodissky & Partners" is the first choice for Chinese as well as for the Russian business. In order to promote Russian technologies and goods "Gorodissky & Partners" is well prepared to patent inventions and register Russian trademarks in China. "Gorodissky & Partners" began their professional carrier in 1959 and now make one of the oldest Russian teams in intellectual property issues. The company is specializing in protecting intellectual property of local and foreign firms in Russia. Besides, the law firm is also active in the adjacent fields, such as evaluation of intellectual property and taxation issues because M&A deals, disposal of intellectual property often hinge on the combination of IP and financial matters. The firm is well-known worldwide. It is among the ten of the biggest law companies in Europe and has a wide network of branch offices in various regions of Russia and in Ukraine. It assists foreign companies in doing business in Russia and helps the Russian companies to acquire a platform in other countries including China. Proper handling of intellectual property is a sound legal basis which guarantees efficient and successful international business related to investments both in Russia and China. This is especially important for the transfer of technologies.

In this regard "Gorodissky & Partners" is the most experienced and biggest law firm in Russia in terms of supporting foreign and Russian companies including investors. As a matter of fact, the firm is competent in all legal activities regarding intellectual property, from handling patent and trademark applications up to supporting and protecting IP, including routine and less frequent assignments. The list of activities is quite impressive; it includes drafting applications to register intellectual property, handling patent and trademark applications during prosecution in patent office, licensing, protection of right holders, tax planning and optimization, due diligence of intellectual property, support of license agreements, evaluation of intangible assets and so on. The company provides reliable services in all above-mentioned issues. For the purpose of protection of Russian intellectual property in China "Gorodissky & Partners" work in close cooperation with a number of Chinese law firms which provide legal advice to Russian companies entering the Chinese market.

The company has lots of work to do. For one thing, any merger or setting up a joint enterprise requires objective assessment of partners' contributions and competent ensuring IP rights of every IP subject matter. Meanwhile, it is no secret that today intangible assets of many innovative companies cost more than tangible ones. Developing a technology requires modern innovative equipment the



Vladimir Biriulin,
Russian patent attorney
and partner at Russian law firm
"Gorodissky & Partners"

investor is ready to deliver. Such equipment, as a rule, uses new exclusive technology solutions which have to be protected against being unlawfully duplicated.

Being in possession of the biggest team of professionals in Russia (over 450 members including over one hundred Russian patent and trademark attorneys and lawyers, more than forty Eurasian patent attorneys "Gorodissky & Partners" has an unrivalled experience. The specialists of this particular company were the first to be involved in protecting intellectual property back in Soviet era. Thus, the company understands specifics of making and operation of Russian legislation in terms of intellectual property. In order to provide information on the Russian IP law to Chinese companies "Gorodissky & Partners" takes part in BRICS Intellectual Property Forum, the last one having been organized in China in 2015. It also regularly intervenes in annual Chinese IP Summits.

As economic cooperation develops intellectual property becomes more and more important for business development being often a core asset.

"GORODISSKY & PARTNERS" IS WELL-KNOWN WORLDWIDE. IT IS AMONG THE TEN OF THE BIGGEST LAW COMPANIES IN EUROPE AND HAS A WIDE NETWORK OF BRANCH OFFICES IN VARIOUS REGIONS OF RUSSIA AND IN UKRAINE. IN OCTOBER 2015 "GORODISSKY & PARTNERS" OPENED A BRANCH OFFICE IN VLADIVOSTOK. THE OFFICE IS ENGAGED IN A WIDE RANGE OF LEGAL ACTIVITIES ON BEHALF OF FOREIGN CLIENTS. THE NEW OFFICE HAS DEFINITELY MADE IT EASIER TO LEGALLY SUPPORT PACIFIC REGION COMPANIES.

Presence of the Russian goods on the Chinese market will entail the need for not only registration of intellectual property in China but also for possible contracts on the disposal of IP. Importance of a properly prepared agreement can hardly be overestimated. A properly drafted license or assignment agreement will ensure a seamless operation of business while the opposite is fraught with serious problems for both sides in the contract. Here again, "Gorodissky & Partners" may provide invaluable support for the partners in business.

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Industrial cybersecurity



Kaspersky Lab will present its unique industrial cybersecurity solutions at the Russia-China business forum on Industrial Cooperation: New Opportunities and Projects on Nov. 2 in Shanghai. The Forum will be held as part of the main China International Industry Fair CIIF-2016.

Head of Business Development and Critical Infrastructure Protection at Kaspersky Lab Andrey Suvorov and Director of Kaspersky Lab China Alvin Cheng will present on Industrial Cyberthreats — New Discipline for

the Board of Directors. Suvorov and Cheng will talk about advantages and practical application of Kaspersky solutions in China.

“Previously, industrial systems were protected from security breach due to their physical isolation. Nowadays, they are typically connected to the internet, which makes them vulnerable to cyberthreats. For example, on multiple occasions, hacker attacks caused major disruptions in power supply, thus vividly showing that industrial cybersecurity had to become a priority. When tackling the issue, it is important to bear in mind that it warrants a special solution because ensuring the continuity of technological processes in this case is more important than data integrity and accessibility.

We developed a set of industrial security measures that incorporates a special safety solution, practical industrial cybersecurity training, and expert support for complex projects throughout their lifecycle. From now on, Chinese enterprises will be able to benefit from our industrial security solutions,” Suvorov emphasized.

Kaspersky experts will use an actual automatic process control system (APCS) model to simulate a cyberattack on a technological process and demonstrate a solution by Kaspersky that identifies and prevents incidents in the loop of cyber physical systems that can result in significant losses.



According to CIIF Business Program Director Anton Atrashkin, “Cybersecurity is currently one of the most relevant topics. Kaspersky experience will appeal to both Russian and Chinese enterprises. In China, one company is closely cooperating with industrial organizations, local integrators, and regulators.”



Compact laser system

MiniMarker2 — M20A4 Laser System has been developed in compliance with the international laser safety standards specially for the main industrial exhibition CIIF-2016. The equipment may be used to engrave and cut thin metal sheets, to produce 3D metal objects and to perform other types of metal work.

“We are planning to build good, strong, lasting business relationships with Chinese partners in the field of laser machine tool industry with the aim of future effective interaction in the Chinese equipment market, — says Sergey Gorny, CEO of the “Laser Center”. — Due to their exceptionally high quality, our products continue to raise genuine interest of laser technology specialists worldwide. “This year

the Shanghai business agenda includes a number of meetings with Chinese businessmen as well as negotiations with senior representatives of the Pudong New Area Commission of Science and Economy, which are planned to be held before the official opening of the Exhibition.

The “Laser Center” has already had an experience of equipment supply to Chinese enterprises. Participation in the Shanghai Expo will strengthen contacts and identify the areas of focus in equipment adaptation to the Chinese market. Rapid evolution of modern China to a high-tech power house requires technologically advanced equipment. MiniMarker2 Laser Systems completely meet these requirements and CIIF-2016 is the most convenient platform for the interaction of all stakeholders.



MiniMarker 2 systems possess unique technological capabilities, and are effectively used in different manufacturing processes. They are widely applied at many enterprises all over Russia, including the machinery and machine tool industries, manufacturing of automotive components, advertising and jewelry industries. The systems of the same type are also supplied to many businesses in the USA, Germany, Israel, Denmark and Norway.

PLM Ural for chinese market



PLM Ural, a major Russian IT company that specializes in industrial software, will take part in China's Main Industry Fair CIIF-2016 that will be held on November 1-5 in Shanghai. Company representatives promise that PLM Ural will bring its best industrial IT solutions to China.

“The Shanghai fair provides us with a great opportunity to showcase and promote our

industrial software solutions to Chinese enterprises”, points out Deputy General Director of PLM Ural Vladislav Zhernakov.

“Just like the rest of the world, China is interested in accelerated product development and efficient use of resources because under current market conditions it is important to manufacture products fast and simultaneously maintain high quality standards and meet customers' requirements. Thus, manufacturers seek to acquire efficient instruments that would facilitate the resolution of production issues. For example, they need to identify defects quickly and eliminate their cause or check a project for errors at the design stage and ensure required performance. Computer based engineering provides a reliable instrument for meeting these goals”, the company representative emphasized.

Since 2016, PLM Ural has been operating its Engineering Center that provides comprehensive support to industrial enterprises and organizations regarding the development and



manufacturing of complex products. The Center prioritizes structural and technological analysis based on modern CAE software solutions.

Until recently, PLM Ural has worked predominantly with Russian enterprises, but now the company is ready to advance its computer engineering services onto other markets, especially in China.

At the CIIF-2016, PLM Ural experts plan to establish contacts with representatives of Chinese enterprises from various industries, identify current challenges for the Chinese industry, and offer engineering and technological calculations for the development of high-tech products in aircraft, transportation, and engine engineering.

IN BRIEF

EXPORT POTENTIAL RUSSIAN'S REGIONS

Development of export potential of the regions has become one of the issues of the presidium of the Council for Strategic Development and Priority Projects under the chairmanship of Dmitry Medvedev, Prime Minister of the Russian Federation. The event was attended by Petr Fradkov, CEO the REC. Speakers noted the importance of the development of exports of small and medium-sized enterprises mainly concentrated in the regions of the country, as well as support for export projects at the regional level by key development institutions, including the Russian Export Centre.

Igor Shuvalov, First Deputy Prime Minister, said that representatives of large business during business meetings talk about their stable export dynamics and growth of exports, therefore, in the first place, export support should be provided to small and medium-sized businesses. According to him, today the Russian Export Centre should attach special focus to this objective. Anatoly Artamonov, Governor of the Kaluga Region, said the establishment of the Russian Export Centre as an institution for support to export-oriented enterprises was a significant step.

RUSSIAN EXPORTS TO THE BRICS COUNTRIES

“In Russian exports to the BRICS countries the share of high value-added products is increasing,” — this was announced in New Delhi (India) by Sergey Katyrin, the President of the CCI of Russia and the head of the Russian Chapter of the BRICS Business Council. He gave a speech at the opening ceremony of the BRICS Business Forum “Joint solutions for the benefit of everyone.”

It is a pleasant fact, stressed Sergei Katyrin. It shows the trends of diversification of cooperation in the framework of the five countries and the implementation of the development opportunities offered by the BRICS. Today, the cooperation between the BRICS countries is growing rapidly, particularly in the field of industry, energy, agriculture, infrastructure, information and computer technologies. At the same time, said Sergey Katyrin, in the current difficult conditions of the global markets, BRICS countries need solutions that ensure an inclusive economic growth of the five states. We are talking about joint solutions for the benefit of everyone, and that is the topic of today's discussion.

LEGAL AND PRACTICAL ASPECTS

Pepeliaev Group law firm will be part of the Russian delegation at the Main China Industry Fair CIIF-2016. The second day of the Russia-China business forum will include the workshop for top managers of major Chinese companies on How to Build a Plant in Russia: Legal and Practical Aspects.

“For a long time, we have been working on developing our business in China. A year ago we announced the opening of the Chinese Desk and our representative offices in Beijing, Shanghai, and Guangzhou,” says Rustem Akhmetshin, Senior Partner at Pepeliaev Group, explaining the firm's interest in the Chinese market, “Participation in the CIIF is an opportunity to establish business connections, meet new potential partners, and share experience with other companies. We hope that China International Industry Fair will be efficient and useful for all participants.”

Pepeliaev Group partners will explain what needs to be taken into account for the creation of corporate structure and project funding, address core aspects of recruitment and customs and tax preferences for residents of special economic zones, and discuss start-up procedures and industrial security regulations in Russia.



Space Rescue
Systems Ltd.

Secure rescue at any height

Unique autonomous rescue parachuting back-pack system for emergency escape



Fig. 1

Russian "Space Rescue Systems Ltd." (SRS, Khimki, Moscow) offers a unique and unrivaled system for personal rescue from nearly any high building. This is Autonomous Rescue Parachuting Pneumo Back-pack System (SPARS®). There is no doubt in the near future this system is going to be a must-have in skyscrapers construction all over the world.

The rescue parachuting device SPARS® project is devoted to a creation of a unique technology of pneumo-framed aerodynamic devices for emergency rescue of untrained persons from high-rise facilities.



Fig. 2

The SPARS® General Specifications

1. Total Assembly Weight — 25 kg
2. Rescue Payload Weight — 45 ÷ 120 kg
3. Descent Elevations — 5 ÷ 1000 m
4. Landing Velocity — 5 ÷ 7 m/s
5. Landing Angle — < 30°
6. Footboard Barrier Elevation — 1.5m
7. Descent Time — 3 ÷ 150s
8. Ready-to-use Time — 45 ÷ 60s
9. Launch Initialization Time — 15 ÷ 20s
10. Inflating Gas — Air;
11. General Dimensions:
 - a. Assembled — 900x450x300mm
 - b. In Descent mode — 6,500x2,700mm (without dome).

Actual Landing Impact Loads:

- Acceleration directions:
- "chest-to-back" — up to 8 ÷ 10 g
 - "side-to-side", "head-to-pelvis" — up to ± 6g
 - Acceleration Exposition Time — less than 0.5 s
 - Acceleration Growth Velocity — less than 500 1/s

User's age — 18 ÷ 70 years

Within the period of 2006-2014 private innovation company SRS, Ltd has designed, developed, tested and produced a pilot run of SPARS® personal rescue parachute pneumo-transformable devices dedicated to emergency evacuation of people from high-rise facilities if a traditional evacuation is impossible. Descending SPARS® general view is shown on Fig. 1.

SPARS® technology meets the EMERCOM requirements for high-rise emergency escape apparatus (GOST R 22.9.08-2005; GOST R 12.4.206-99) and provides for the following unique capabilities, never implemented before:

1. Emergency evacuation of an untrained person having weight of 45-120 kg, from heights of 5-1,000 m;
2. Ready-for-use in 45-60 sec;
3. Self-sustained operation and independently selected escape route;
4. User-friendly operation for untrained persons and fully automated rescue procedure right from start;
5. Personal protection against external hazards during evacuation;
6. Secure injury-free landing on any urban-area surface;
7. Appropriate weight of a back-pack-type carried device (not more than 25 kg);
8. Alternative of emergency escape (so-called "last resort" facility).

An assembled SPARS® is a back-pack (900x450x300mm) with easy-to-use suspension system (Fig. 2).

In cooperation with 18 leading Russian and foreign aerospace companies under SPARS® project SRS Ltd. has fulfilled full-scale research and development activities to develop the project from conceptual proposal stage to releasing operating prototypes unparalleled anywhere in the world.

SPARS® unit for individual use had required a special certificate basis. In this regard National Standard GOST RO 4240-001-2012 specifying medical and technical requirements for injury-free operation by untrained persons rescued by means of new type SPARS® shock-absorbing systems entered into force in July 1, 2013.

To have certification tests performed a special Hybrid-III (USA) crush test dummy-based anthropomorphous (bionic-like) instrumentation station has been developed and created, which has no equals in Russia.

A full cycle of comprehensive calculations and testings (Fig. 5) to validate design properties and performance has been performed. SPARS® operational reliability is 98.7%.

SPARS® has its Technical Data Sheet (TU 801130-5047075064-01-10), and working design documents issued. Under



SRS Ltd requirements Russian gas-filling systems (GFS) manufacturing company has mastered Autonomous Two-Stage GFS for SPARS® (TU 8042-017-45307693-2013).

The SRS Ltd. Intellectual Property Rights on SPARS® and its "know-hows" have been completely protected within Russia (8 Patents, 3 Trade Marks) and abroad under PCT (Patent Cooperation Treaty) procedures in 13 countries all over the world. 2 "umbrella" requests for SPARS® have entered national level in 13 countries and covered 78% skyscrapers and 95% potential SPARS® manufacturers. 8 Patents of the US, China, Japan, South Korea, Singapore, the Ukraine, Indonesia, Malasia have been already received.

Three Russian EMERCOM Certificates were received for SPARS®. "Aerospace medicine and military ergonomics" R&D Institute of Russian Air Force has granted an official approval for SPARS® physical adaptability.

General market estimations made in 2011 by EMPORIS GmbH under SRS Ltd. Request, shows there are over 7,303 finished and 2,500 under construction skyscrapers worldwide with the heights of 100-828m and over 50,000 buildings having height of 50-100m. Taking that analysis into account the SPARS® Project may have potential market capacity of up to €600-700 million annually.

Furthermore, the estimated potential SPARS® market capacity is worth over \$3 billion in commercial sector alone.

Currently SPARS® is searching for a strategic partner and/or investor to make the product commercial, set up its production and sales all over the world.

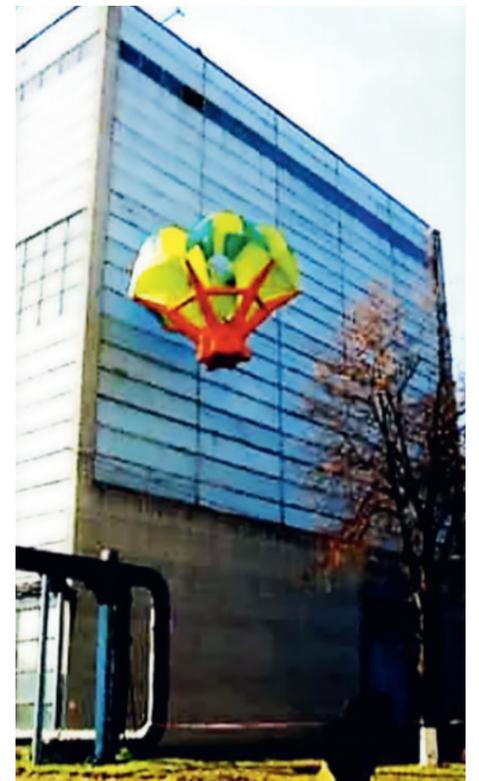


Fig. 4

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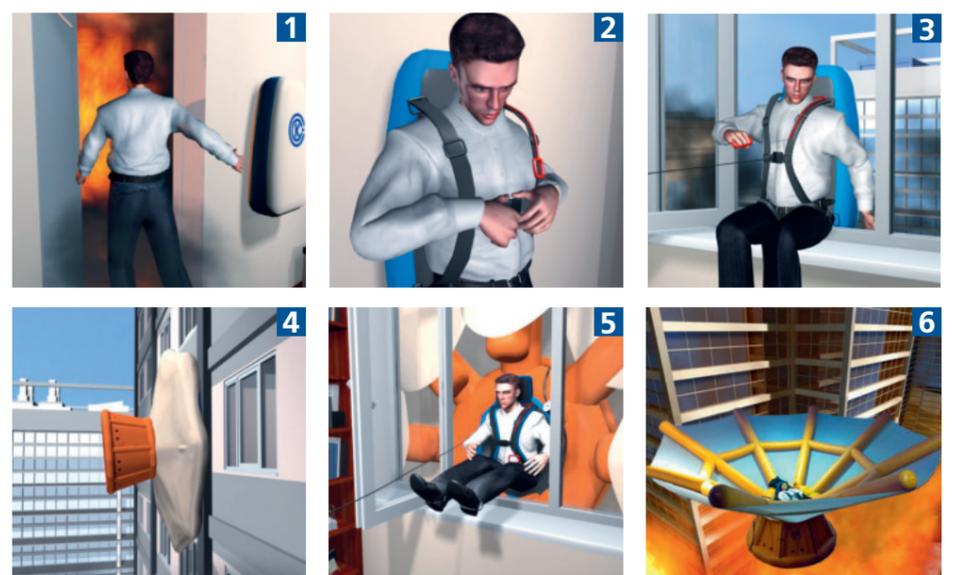


Fig. 3



Fig. 5

Sino-Russian Widebody

Among the top programs in the world of commercial aviation

Farnborough Aerospace International 2016 airshow in the middle of July served United Aircraft Corporation (UAC) as the place to inform the aviation community of achievements and plans to do with the Sino-Russian Widebody jetliner. Addressing the international media, UAC president Yuri Slyusar named the Sino-Russian Widebody — along with the Sukhoi Superjet 100 regional jet and the Irkut MC-21 narrow body airliner — among the top programs Russia is pursuing in the domain of commercial aviation. This new effort has recently received a boost from the top political level.



Yuri Slyusar

§This happened during the June visit of Russian president Vladimir Putin to Beijing. In presence of him and Xi Jinping, the Russian and Chinese ministers signed a pack of documents laying down the legal foundation for co-development and joint production of the new aircraft. On behalf of the Russian Federation, the documents were signed by minister for industry and trade Denis Manturov. Besides, some more documents were signed by UAC and COMAC leaders. They established a joint venture. The new structure will see to development, production, marketing and customer support for the Sino-Russian Widebody.

“We have held numerous, protracted consultations on possible shaping of the future aircraft with airlines from Russia, China and Southeast Asia — effectively, the whole of the market we can realistically access. These consultations took place during the marketing phase of the program. The latter has enabled us to determine and freeze main parameters of the new aircraft to do with its passenger capacity and range. The baseline version will seat 280 passengers and have a range of twelve thousand kilometers”, UAC president said.

Deliveries are planned to commence between 2025 and 2027. The exact timing will be determined by what innovations and technologies the engineers choose to employ on their new design. “Hopefully, the Sino-Russian Widebody will feature a wing of a high aspect ratio made of composite materials. The wing will be made using the most advanced technologies that are currently being attested at the Irkut MC-21 narrowbody jetliner. Besides, the engineers are considering a number of some other innovations.”

During Q&A session UAC president acknowledged that at an early stage of negotiations, the Russian side offered the Ilyushin Il-96 as the platform for development of the Sino-Russian Widebody. He also acknowledged that the Il-96 option came with some strong points, including U.S. FAA certification already in place, 70,000-hour lifetime and experience of revenue flights. “Together with our Chinese colleagues, we discussed issues to do with in-depth modernization of the Il-96. Later, however, we came to a common decision to drop this and start instead with a clean sheet design.”

Consequently, the Sino-Russian Widebody shall be designed from scratch. “Our new aircraft is going to be a completely new design, not based on any existent models — neither Russian, nor Chinese”, according to Slyusar. Touching on the main principles of the interstate agreements and industrial cooperation agreed between Moscow and Beijing, UAC president said that Russia and China will execute the project “on equal terms”. Both intergovernmental and industrial documents signed recently legislate that the two partners shall carry out their joint effort on the principle of parity, providing investments on “50/50” basis.

“Today it is rather difficult to calculate the exact cost of the program with a probable error confined to one Rouble or Dollar. Various estimates give the cost of the program in the range between 13 and 20 billion U.S. dollars depending on what expenses are included in the grand total. Shall we include the costs of existing plants and those being built? Shall we include the costs of aftersales support centers and MRO stations that both COMAC and UAC are erecting round the globe? Naturally, the grand total differs depending on what we include into the equation. What I can say this time is that the estimations by our employees and their Chinese colleagues start from U.S. dollar 13 billion.”

The industrial part of the effort is still under discussion, but the partners seem to have a common vision how it should be organized. The Sino-Russian Engineering Center that will see to the aircraft development is to be based in the Moscow region. “Among other options, we are considering using the newly erected UAC headquarters complex in the town of Zhukovskiy. The construction effort is drawing to a close, so that these new buildings with a floor space of 43 thousand square meters shall be available at the year-end. They can be used for housing of the joint Sino-Russian Engineering Center that will see to the development of the wide-body aircraft.”

The final assembly line is likely to be set up in Shanghai on the base of the existing plants that COMAC and its patron AVIC have already erected in and around the city. “These are well-equipped high-tech facilities in whose construction the Chinese side has invested a lot. Today, these are employed in the interests of the ARJ-21 and C-919 programs. The decision on using them in the interests of the Sino-Russian Widebody program arises from the fact that their location is close to the main anchor market, and the marketplaces that are expected to generate most of future sales.”

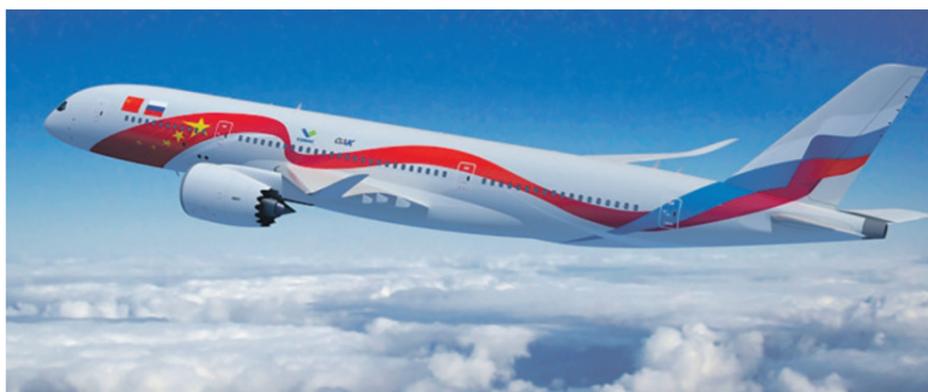
Having said that, Slyusar made a rider that the scheme of the industrial cooperation described above “is not something we agreed

on 100% percent, but rather the logic of the ongoing processes”. He further stressed that both sides have their strong points, so that using those to the benefits of the joint program is in everybody’s interest. “I do not exclude the possibility that in future we will address this issue again. We can do that at the next stages of program materialization — there is still time for that.”

In the matter of the Sukhoi Superjet 100 and Irkut MC-21, the Sino-Russian Widebody development program will be executed in accordance to Boeing’s “eight gates” system. According to it, preparations to production shall start at Gate 3, which is to be past in the 2018-2019 timeframe. Earlier, it was suggested that the Sino-Russian Widebody would feature PD-35 turbofans being developed by the Perm-based Aviadvigatel design house. The PD-35 is an up-scaled derivative of the PD-14 powering the MC-21. In his turn, UAC president believes that, initially, the aircraft may well use existing engines or their derivatives from General Electric or Rolls-Royce. “These companies have engines with the thrust required, at 35 tons. We have sent them requests for information. At the same time, we are discussing a program on creation of a brand-new high-thrust turbofan as a joint effort with our Chinese partners. It is too early to speak about it, and yet I hope that the new widebody jet shall become available with a suitable engine of our own. Never before have Russian companies developed such a powerful engine! This means that the proposed PD-35 is going to be quite a challenge. Should our engine makers go forward and succeed, we will certainly consider their product.”

Judging by the recently announced design targets (transporting 280 passengers 12,000 km), the Sino-Russian Widebody is aimed at the market niche now occupied by the Airbus A330. Depending on maximum takeoff weight and cabin options, the A330-200 transports 253-293 passengers 11,950-12,350km. The recent version of the A330-300 with the gross weight of 242 tons takes 300 passengers 11,300 km. Technically, through extensive use of lighter airframe of composite materials, the Sino-Russian Widebody can achieve a critical advantage in fuel consumption over these models, but Airbus is considering “neo” option that would improve fuel efficiency by 14%. Boeing has already developed the Boeing 787-9 featuring extensive use of composites. It seats 280 passengers in a three-class cabin, and transports them up to 15,000 km. Apparently, UAC and COMAC are aiming their new jet at a distinct market niche already taken by the duopoly. Unless the Sino-Russian Widebody offers a considerable boost in fuel performance and maintenance costs, or/and a markedly lower fly-off prices, it will unlikely pose a threat to the duopoly in this rather competitive market segment.

Vladimir Karnozov



IN BRIEF

VALLEY OF TITAN

Titanium Valley SEZ will attend CIIF-2016 as part of the Russian delegation representing Sverdlovsk Region. The main participation goal is the development of relations with international companies that specialize in metal processing and industrial automation. Moreover, the Fair will provide opportunities for expanding business communications with Chinese enterprises and industrial associations that started at the Russia-China EXPO held at INNOPROM-2016. Titanium Valley leadership will meet with potential investors and present the SEZ site at the industry specific session on Investment Projects in Russian Regions. Titanium Valley SEZ is one of eight industrial and production SEZs in Russia. Out of all national special economic zones, Titanium Valley offers the most attractive tax benefits. Its priority areas include titanium products, accessories and equipment for metallurgical companies, oil and gas machine building and aerospace industry, and construction materials.

SBJ FOR ROYAL THAI AIR FORCE

JSC Sukhoi Civil Aircraft (SCAC) held a roll-out ceremony of two Sukhoi Business Jet (SBJ) aircraft built for Royal Thai Air Force (RTAF). The aircraft will be providing VIP transportation services for Thai top officials and government leaders as well as to the High Command of Thailand. The two SBJs are the company’s first business jets acquired by an overseas customer. The version of the SBJ designed for RTAF has three sections differing in comfort level: a 4-seat VIP area, a 6-seat business class area, and a passenger compartment for 50 people. The aircraft ensure maximum passenger comfort, including communication and Inflight-Entertainment systems. The SBJ’s flight range is over 4500 km. The aircraft, including the interior, were assembled in Russia. In-service maintenance support for the RTAF jets will be provided in Thailand. The aircraft are delivered to RTAF as part of the bidding and procurement process for which SCAC was awarded a contract in 2014.

RUSSIA AND INDIA PRODUCE KA-226T

Under the terms of the intergovernmental agreement, the joint Russian-Indian enterprise created by Russian Helicopters, JSC Rosoboronexport and India’s HAL Corporation must arrange the localization of production and supply of 200 light multirole Ka-226T for 9 years. The first 60 helicopters will be produced in Russia, and the production of the remaining 140 helicopters is being planned in India. In addition to the assembly, the agreement provides for maintenance, operation, repairs and technical support cooperation.

The joint venture is set to create facilities for repairs and maintenance of helicopters produced in India in 5 years, and facilities for the overhaul within 7 years after deliveries of the first batch of helicopters. The light multirole helicopter Ka-226T with a coaxial main rotor system has a maximum takeoff weight of 3.6 tons and up to 1 ton payload. The main distinguishing feature of the helicopter is its modular design. A passenger cabin can be easily installed onto the Ka-226T, which allows to transport up to 6 people, or it can be replaced with various special equipment modules. The helicopter is characterized by simplicity of operation, high precision hover, excellent maneuverability and handling, easy maintenance, and also by large power capacity and maximum safety. The Ka-226T’s flight performance characteristics, its reliability and efficiency, as well its advanced technical equipment, such as modern avionics and safety features, have all made it one of the best helicopters in its class.

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 - catalogs of the Russian participation;
 - development of exhibition booth designs;
 - production and building of booths;
 - development and production of souvenir handout products
 - development and issue of printed products (leaflets, brochures, catalogs, etc.);
 - development and implementation of your PR campaign (before, during and after the performance);
 - photography, video recording of the work of the exhibition, preparation of plots and videos after the exhibitions;
 - preparation and holding of events within the framework of the exposition (press confer-

ences, briefings, roundtables, presentations, contests, etc.);

- organization and performance of group tours and trips to the exhibition;
- preparation, writing and execution of reports on exhibitions;
- arrangement of the press center activities of the collective Russian expositions;
- organization and release of daily shows during the work of the exhibition;
- placement of publications in various industrial editions, including:
 - Oboronno-promyshlenny kompleks RF journal (Russian defence industry complex, in Russian, 96 pages, circulation 15 thousand copies). Performance analysis of the state defence order by the Russian defence industry enterprises, innovative solutions in the interests of the Russian MoD, import substitution program in the defence complex, cooperation in R&D, procurement of advanced arms for army and navy, engineering infrastructure, etc.
 - Russian Aviation & Military Guide journal (in English, 48 pages, circulation 10 thousand copies). Each issue of the journal is dedicated to export proposals made by enterprises of the

Russian defence industry complex, achievements in foreign economic activity, analysis of the service policy, issues of creating joint production in the territory of the partner countries in armaments cooperation. Additional distribution – embassies of the countries – Russia's partners in armaments cooperation, international business cooperation organization;

- Promyshlennyi Ezhenedelnik (Industrial Weekly, in Russian, A2 format, 8 to 16 pages, average circulation 35 000 copies) – an independent all-Russian inter-industry newspaper. It was first published on December 16, 2002. It is an official publisher of acts of the Russian Ministry of Industry and Trade;
- creation of films about company/enterprise (history, today, prospects and development, etc.), video interviews with the management and best specialists, product videos, production process and presentation video sketches about propose services;
- organization of various events with photography and video recording dedicated to the subject;
- producing and performance of corporate films and videos of various formats;



- production of educational videos, trainings, video support during conferences;
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The form and procedure of work in all areas of cooperation will be defined in each certain case subject to the set objectives.

Galand has business contacts with ministries and departments, Russian defense and law enforcement agencies, civil and defence enterprises and mass media which is a guarantee of an effective result of our joint work.

We are interested in mutually beneficial cooperation and are always open to discuss any business proposals.

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BRICS interbank cooperation mechanism

During the BRICS summit in Goa, India, member banks of the Interbank Cooperation Mechanism and the New Development Bank signed a Memorandum of understanding. The document was executed by the heads of Vnesheconombank, Brazilian Development Bank (Banco Nacional de Desenvolvimento Economico e Social (BNDES), China Development Bank (CDB), Eximbank of India, Development Bank of Southern Africa and the New Development Bank.

The Memorandum defines main areas of interaction and provides for the possibility of cooperation between the banks for the purposes of effective implementation of priority projects in the BRICS states. Particularly, this involves cooperation in spheres of investment, project finance, mutual provision of guarantees, foreign exchange operations, bond issuance, interaction in the HR field and knowledge sharing.

The BRICS Interbank Cooperation Mechanism was formed as a result of signing of a Memorandum on Cooperation by BRICS nations' development and export support institutions in 2010. In 2011, Development Bank of Southern Africa (DBSA) joined the Mechanism. The Memorandum is mainly designed to promote all-round, long-term, interbank cooperation between partners in order to enhance trade and economic relations between BRICS member nations as well as provide support for socially valuable and regional projects. The BRICS bank partners include the Brazilian



Development Bank (BNDES), State Corporation 'Bank for Development and Foreign Economic Affairs (Vnesheconombank)', the China Development Bank (CDB), the Export-Import Bank of India (Eximbank of India), the Development Bank of Southern Africa (DBSA).

During the BRICS Summit in Goa, India, BRICS Interbank Cooperation Mechanism (ICM) member banks held an annual meeting. The heads of the banks discussed the basic mechanisms for making settlements and providing funding for projects in currencies of the BRICS countries, prospects of placement on the Russian stock market of ICM member banks' bonds denominated in Russian rubles and foreign currencies, including currencies of the BRICS countries and reviewed the results of operation of the New Development Bank.

In his speech Vnesheconombank's Chairman Sergey Gorkov pointed out: "The ICM partner banks have created the basis for successful collaboration in a wide range of fields, including agreements for development of financial cooperation. It is time that we move to the next level of cooperation and fill the framework with relevant projects and meaning." Today Vnesheconombank has been implementing together with the BRICS financial partners over 10 projects on a bilateral basis. It should be noted that the China Development Bank (CDB) is Vnesheconombank's main partner.

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