



Global Prospects

Political & Business Renaissance of Russia-Egypt relations



Russia and Egypt endure the renaissance of the relations between two countries — both politic, and economic. The international situation and global tendencies of the last time prompt only a right way — a way of friendship, cooperation and development of mutually beneficial relations. Trade and Industrial Dialogue Russia — Egypt will take place in Cairo and it will be the largest contribution to development of the relations between two countries. The event will demonstrate the investment and export potential of Russia, will contribute to strengthening of business contacts, as well as to the expansion and diversification of trade and economic cooperation between the Russian Federation and the Arab Republic of Egypt.

There are no doubts that the most powerful impulse was given to development of the relations between two countries during Vladimir Putin's two-day official visit to Cairo invited by the President of the Arab Republic of Egypt Abdel Fattah el-Sisi in February this year. In the first day of the head of states visited the Cairo opera. Next day the Russian-Egyptian negotiations during

which prospects of further development of all complex of the bilateral relations, topical international issues were discussed took place. In the presence of heads of states a number of documents on bilateral interaction, including about cooperation in nuclear power and attraction of investments were signed. Within visit Vladimir Putin also met the Patriarch Aleksandriysky and Africa Feodor II.

The two presidents were discussed ways to advance bilateral relations, in addition to regional and international issues of mutual concern. They will also exchange views regarding the developments in the Middle East, the situations in Syria and Libya and how to push forward the peace process between the Palestinians and Israelis. This will be President Putin's first visit to Egypt in ten years and it will follow the meeting presidents held in the Black Sea resort of Sochi, Russia, in August 2014.

Russian President Vladimir Putin's visit to Egypt was concluded with agreements to set up a nuclear power plant, a free trade area and the first Egyptian sovereign investment fund.

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Russian KAMAZ in Africa

67 KAMAZ trucks have been delivered to the UN World Food Programme in Uganda. The Russian trucks will assist the WFP's transportation service to provide needy countries with humanitarian aid.



The KAMAZ trucks are Russia's in-kind contribution to the UN World Food Programme. Sergey Shishkin, the Russian ambassador to Uganda; Musa Ekveru, Ugandan Minister for the Prevention of Disasters; and Michael Dunford, Director of the WFP in Uganda, attended the ceremony for the transfer of the trucks.

The new KAMAZ vehicles have become part of the regional fleet for the UN World Food Programme, which is based in Kampala and carries out operations in Uganda and neighboring countries. 53 KAMAZ trucks were immediately sent to help with the supply of products and humanitarian aid in South Sudan, and the rest will be used in Uganda.

The Russian government allocated more than 720 million rubles from the federal budget to purchase trucks for the needs of the United Nations. A total of 218 trucks will be transferred to the World Food Programme.



St. Petersburg International Economic Forum, 18-20 June, 2015

SPIEF gathers the leading decision-makers of the emerging economic powers to identify and deliberate the key challenges facing Russia, emerging markets, and the world at large, while engaging communities to find common purpose and establish frameworks to forge solutions which will drive the growth and stability agenda. The St. Petersburg International Economic Forum (SPIEF) was founded in 1997 and since 2006, it has been held under the auspices of the President of the Russian Federation. Over the past decade, the Forum has developed into a leading global business network, attracting over 7,500 international and Russian participants, including government and business leaders from the emerging economic powers as well as leading global voices from academia, the media, and civil society.



IN BRIEF

STATISTICS

For a long period of time Egypt is a leading partner for the USSR and Russia in the Middle East and Africa. With the assistance of the Soviet Union 97 industrial objects were built in Egypt, including the High Aswan Dam, Helwan Steel Works plant, Nag-Hammadi aluminum plant, which continue to play an important role in the Egyptian economy. After the collapse of the Soviet Union the business cooperation subsided but the last years witness the steady growth.

According to the Russian customs statistics, the commodity turnover between the Russian Federation and the Arab Republic of Egypt in 2014 exceeded 4,6 bln \$ which is a 80% growth comparing to 2013 (2 bln 945 mln \$). The Russian exports to Egypt exceeded 4,1 bln \$ (91% growth comparing to 2013). The main articles of the Russian export are oil and petroleum products (26%, 1.1 bln \$, 1.5 mln tonnes), cereals (24%, 0.98 bln \$, 3.8 mln tonnes), wood (10%, 431 mln \$, 0.8 mln tonnes), iron (10%, 412 mln \$, 0.8 mln tonnes), ground transport and spare parts for it (7%, 283 mln \$), sunflower oil (7%, 288 mln \$, 365 thousand tonnes) etc.

Egypt delivered to Russia over 520 mln \$ of products (24% growth comparing to 2013). The main articles of Egyptian export to Russia are oranges and other citrus (36%, 182 mln \$, 198 thousand tonnes), potato (34%, 172 mln \$, 308 thousand tonnes), onion (6,8%, 34.7 mln \$, 66.8 thousand tonnes), apparel and textile (6,4%, 32.6 mln \$) etc.



According to the Russian Federal Agency for Tourism (Rostourism), in January-September 2014 Egypt was visited by 2.18 mln Russian citizens (in January-September 2013 – 1.65 mln visitors, 32% increase), including 1.89 mln tourists and 2.5 thousands of business travelers. The Arab Republic of Egypt keeps its second place among the countries of the world most visited by Russians. At the same period only 11761 Egyptians visited Russia.

The intergovernmental Russian-Egyptian Commission on trade, economic and scientific cooperation is co-chaired by the Russian Minister of Agriculture Mr. Nikolai Fedorov and Egyptian Minister of Trade, Industry, Small & Medium Projects Mr. Mounir Fakhry Abd El Nour. Their last meeting was held in Moscow in September 2014.

The potential projects of mutual interest include the modernization of objects previously built with the assistance of Soviet specialists, including Aswan hydroelectric plant, establishment of special industrial zone for manufacturing Russian agricultural machinery for distribution in the Middle East and Northern Africa. Other projects include activity of Russian automotive industry in Egypt and Africa, delivery of liquefied natural gas by Gazprom, further supply of wheat, participation of Rosatom in the possible building of nuclear power plant.

Global Prospects

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With bilateral relations between Cairo and Moscow seeing a closeness that brings to mind their Nasserist-era courtship, the visit of Russian President Vladimir Putin show a number of important economic cooperation deals.

Topping the list is an agreement in the energy sector, where Egypt is currently facing a crisis that led to recurrent nationwide blackouts last summer. The two sides have agreed to cooperate in the construction of a nuclear power plant in Dabaa, on the northwestern coast overlooking the Mediterranean. An Egyptian delegation is scheduled to travel to Russia to negotiate the technical and financial terms of the agreement with representatives of Rosatom, the Russian state nuclear energy corporation.

Putin and Al-Sisi also agreed to create a free trade area between Egypt and the Eurasian Customs Union (ECU), which includes Russia, Kazakhstan and Belarus. The agreement would allow customs-free export of Egyptian agricultural and industrial goods to the ECU, which would boost Egypt's trade.

The agreement between the Russian Direct Investment Fund (RDIF) and the Egyptian Ministry of Investment to enhance investment cooperation between the two countries was also high on the agenda of the visit. RDIF is a \$10 billion fund established by the Russian government to make equity investments, primarily in the Russian economy.

The RDIF will support the establishment of an Egyptian investment fund, according to a yet another agreement. According to the agreement, the RDIF will provide wide-ranging advice to the Ministry of Investment, including expertise on setting up the fund, the co-investment model, management structure and investment strategy. The RDIF will also provide support in attracting international investors to the fund through its own experience in establishing partnerships with other leading sovereign funds.

Kirill Dmitriev, CEO of the RDIF, told Al-Ahram Weekly that Egypt was a country with major investment potential in a number of sectors and one of Russia's key economic partners in the Middle East. "The intended fund will attract international investment from countries other than the Gulf Cooperation Council (GCC) to invest in Egypt, as Saudi Arabia, the UAE and Kuwait already have substantial financial investments in Egypt, — he said. — I am confi-



dent that this new fund will become an invaluable tool to attract foreign investment to the country.

The RDIF was established in 2011 by the Russian government to carry out investment primarily in Russia, alongside reputable international financial and strategic investors. Egypt intends to create its own sovereign investment fund in cooperation with the RDIF, following in the footsteps of other countries that have shown an intention to launch investment funds based on Russian experience and to employ the co-investment model that RDIF operates under. "We are ready to offer Egypt our full support," Dmitriev said.

Despite the war on terrorism currently underway in the region, Egypt is well placed to attract foreign investment through the new fund. "Through the new Egyptian investment fund, the government will put money in different projects, which will encourage foreign investors to seek partnerships with the government and to invest their money in Egypt," Dmitriev said.

Bilateral trade between Egypt and Russia has increased over recent years, going up by almost half in 2014 over a year earlier and amounting to more than \$4.5 billion. Dmitriev said that agriculture would likely see the largest investment in the immediate future. "Egypt is a country with major investment potential in a number of sectors and the fund will help to create investment opportunities in these sectors, including agricultural infrastructure as Egypt is the world's biggest buyer of wheat. We see major stability in Egypt under president

Abdel-Fattah Al-Sissi, which will attract investment," he said.

Russia provides about 40 per cent of the grain consumed in the country, while it imports much of its fruit and vegetables from Egypt. The RDIF continues to explore power generation projects in the region, and it has brought companies interested in power generation and agriculture to Egypt. "Our intention to support Egypt in establishing its own investment fund does not mean we have stopped searching for attractive investment opportunities in Egypt," he clarified.

From the beginning the RDIF has been considering different investment opportunities in the country, he said, and many Russian companies, especially in the energy, chemicals or automotive sectors, have shown interest in the Egyptian market. "We are working on several projects and will announce them on completion. We are bringing a large delegation of major Russian companies with us that are very interested in doing business here."

"They will discuss a number of specific projects in the energy, agriculture and logistics sectors, enhancing food security and promoting sustainable growth in the region," he said. The recent decline in the value of the Russian currency, the ruble, has also triggered the idea of using the national currencies to settle bilateral trade debts. Settling accounts in national currencies will contribute to creating more favourable conditions for the millions of Russians who spend their holidays in Egypt, as the decline of the value of the ruble has led to reduced purchasing power for many Russians.

"This measure will open up new prospects for trade and investment cooperation between our two countries, reducing dependence on current trends in world markets," President Putin said in an interview with the daily Al-Ahram. Dmitriev confirmed that the idea was being discussed by representatives of the two governments. "I consider it to be extremely helpful for the development of bilateral trade between our nations," he said. Russia has already switched to a similar settling mechanism with China, one of Russia's main trading partners.

"The mechanism has already proved its efficiency, so I think it's only a matter of time before Russia and Egypt use the national currencies to settle bilateral trade. Egypt is our key trading partner in the region and the largest importer of Russian wheat. I'm confident that the implementation of the new settlement mechanism will help to intensify bilateral trade," Dmitriev said.

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Russia increasing high tech exports



Denis Manturov

As far back as a year ago Russian President Vladimir Putin ordered to have non-energy products export increased at least 6% annually. According to him, to get it done the state economic structure must be changed. Statistically there are indeed significant improvements in high tech production under auspices of Russian Ministry of Industry and Trade headed by Denis Manturov. Provided that in the country a wide range of measures have been created to support suppliers of knowledge-intensive products it is fair to say that shift of emphasis towards high tech export is a steady and long-term trend.

Minister of Industry and Trade Denis Manturov who is the head of Russian delegation in 'Russia-Egypt Trade and Industry Dialogue' business mission to be held in Cairo in May 25–26, 2015, has recently approved results achieved by the Ministry in 2014. According to these results despite hard times, Russian industry has

been showing stable growth especially in engineering, military and industrial complex etc.

2014 industrial production index is 101.7% as compared to 2013. As to manufacturing the index is 102.1%. Besides, there was increase in upward trend by the end of the year: 104.1% in December 2014 as com-

pared to December 2013 and 109.2% as compared to November 2014.

In 2014 as compared to 2013 there was increase in all kinds of manufacturing except for textile and clothing (97.5%); leather, leather goods and footwear (97.2%); wood-working and woodware (94.7%); machinery and equipment (92.2%); electrical appliances, electronics and optics (99.5%).

In December 2014 there was production increase in a number of industries such as chemical (100.1%); rubber and plastics (116.4%); metallurgy and finished metal manufactures (104.4%); machinery and equipment (101.2%); electrical appliances, electronics and optics (106%). In January-November Russian external turnover amounted to \$459.4 billion, wherein \$422.7 billion of export and \$263.4 of import.

In 2014 the output by military industrial enterprises has increased 15.5% (in comparable prices of 2014) mostly due to increase of military products volume. The gain of production as compared to the same period of the previous year is seen in all defense industries such as electronic (24%), aircraft (17.1%), shipbuilding (14.4%), ammunition and specialty chemicals (13%), rocket and space (8.6%), conventional arms (5.4%).

Within the year defense-oriented enterprises have performed technical re-equipment, reconstruction of some production as well as trial and engineering facilities. In 2014 76 facilities were commissioned including aircraft industry (11), shipbuilding (15), conventional arms industry (6), ammunition and specialty chemicals (11), electronic industry (32), metallurgy and heavy engineering (1). Over 270 industrial technologies have been developed to produce competitive high tech goods.

Russian shipbuilders have also shown good results. There are works underway to build new diesel electric ice-breakers of various profiles and power as well as 22220 60MW nuclear-powered ice-breaker. 20870 floating power unit is still being built. Mixed navigation tankers are being mass produced. The production of nuclear-powered and conventional submarines, surface battleships is underway. Thirty civil ships and offshore marine facilities have been manufactured and delivered to customers. About 150 civil ships are still under construction. 'Sevmashpredpriatie', JSC has handed over for commercial use the first world ice-resistant platform MLSP 'Prirazlomnaia' in Barents Sea.

Russian aircraft industry has also performed well. Within 2014 it has

produced 31 Sukhoi SuperJet-100 short-range passenger aircraft including 11 for export; five An-148 short-range passenger aircraft; three Tu-214 medium-range passenger aircraft; 37 helicopters including 20 for export.

A market-oriented production of machinery and equipment, electrical appliances, electronics and optics, agricultural and forestry equipment as well as vehicles has been developed in a normal pace. Growth index in these industries has reached 108.5%. Thus, in 2014 mainline locomotive units production has amounted to 109.1%, passenger carriage — 107.7%, earthmovers — 107.2%.

As to power engineering the major progress has been made in gas (110.8%) and hydraulic (156%) turbines production. Heavy engineering production output has amounted to 101.3% by 2013. In 2014 production index of metallurgy and finished metal goods amounted to 100.6% as compared to 2013 including 113.6% of production of specified metallurgy goods. The production of cast iron has accounted for 102.9%, steel — 102.2%, primary aluminum — 104.4%, finished rolled iron — 103.4%. The production of steel pipes in 2014 amounted to 113.6%, refined copper — 110.8%.

From mutual trade to mutual investments



Mikhail Orlov

Russian-Egyptian Business Council is one of the sponsors for "Russia-Egypt Trade and Industry Dialogue" in May 2015. Established less than year ago today it is a powerful organization of Russian businessmen committed to develop cooperation with Egypt. We have interviewed the Chairman of Russian-Egyptian Business Council, President of "Ambika" Group, Mikhail Orlov.

— Mikhail, to what extent are Russia and Egypt interested in each other today?

— Very much interested. Perhaps, like never before in the short history of mutual relations. For one thing, these are two very big markets involving 144 million population of Russia and 95 million in Egypt, meanwhile fast growing. Besides, entry to Egyptian market gives a chance of immediate entering the market involving about 1.5 billion would-be customers. This is because Egypt is an active member

of a number of international unions and thus Russian manufacturers get into African and Arab countries. Meanwhile Egypt is much interested in Russian market though still having little knowledge of it. It is interesting in terms of investments among other things. Egypt considers Russian business not only as a supplier but also as a would-be partner, common projects investor, a source of technologies so much required in Egypt today.

— Are you talking primarily about big projects or medium business?

— The situation is unique since today there is space in Egypt for Russian enterprises of any format. Here everyone wishing to cooperate and evolve can find own niche. Certainly, first of all we envisage large-scale projects within the areas in which Russia is a world leader, such as nuclear power, power-plant engineering etc. However, let us assume that Russian agricultural engineering can also propose competitive equipment in Egypt. Of course, there is competition in this regard, world manufacturers are present here, but today's market conditions are very favorable for Russian business. Besides, we have real things to offer with regard to wide range of products from grains to engineering.

— What do you mean by favorable conditions?

— Today market conditions are mutually beneficial for both Russia and Egypt. It is related to many economical and global political factors, it can be long talked about but the fact is that today the most favorable conditions are available to develop direct business relations. There is a good reason for Russian business mission being established in Cairo, which was actively prepared and performed by our Russian-Egyptian Business Council among others.

Let me assume that the relations between the two countries, Russia and Egypt, have never been so constructive, good minded and long-term. We have passed some test stage and now we are progressing to a new stage of cooperation as to different industries and areas. We need as soon as possible to begin seriously considering the existing technical obstacles to relations being developed and help overcome these obstacles. Actually for this purpose "Russian-Egyptian Dialogue" business mission has been created. Our Russian-Egyptian Business Council is fully engaged in it.

— Are there any mental obstacles for mutual understanding?

— There are nearly none, but if there are some they can be easily overcome. The main thing is that we are both looking forward to establishing new business relations. Meanwhile if you look at it open-mindedly we have much in common. We should not forget that both Russia and Egypt are multiconfessional countries, the second largest religion in Egypt is Orthodoxy. By the way, there are many orthodox relics in the country.

— What do you think is the most important thing in business relations development?

— Now the most important thing is to build "bridges" for dialogue in different industries and areas so that Russian and Egyptian businessmen could meet, communicate, discuss possible lines of cooperation etc. Afterwards, when the communication comes to a critical point, it will itself turn into certain projects, contracts, supplies. Generally speaking, the May business dialogue in Cairo is also one of such bridges dedicated to gathering interested people of both countries. That is why the program includes primarily industrial

business panels. We want to minimize platitude in favor of specific proposals and discussions.

— You have been much cooperating with Egypt. To what extent do they enjoy it?

— Egypt is a very favorable country for us. Russian representatives are much welcomed and respected there. Moreover, there is no other country in the world like Egypt, where Russian representatives are so kindly disposed. I repeat, today there is a unique situation when Russia and Egypt could combine efforts and develop business on the most active basis expanding its presence in many countries of the region. All is open for development!

— Are there indeed no obstacles?

— Of course, there are, even a great deal. However, all these obstacles can be overcome; these are only technical things. Providing coordination of efforts of different departments, we are able to solve all problems rather quickly. As a matter of fact, our Russian-Egyptian Business Council is involved in assisting settlement of such technical difficulties. Certainly, we have no real power, but can advise, suggest, show correct paths of development for both government institutions and businessmen of both countries.

— What is your goal?

— There are several goals. To assist in developing mutual trade. To assist Russian businessmen entering Egypt. Meanwhile we understand that commercial relations is just the first step. The relations grow and turn into partnership. The next step is investments. I am looking forward to the soonest establishing both ways investment flow. There will be much to gain from it for all of us.

Afrocom is in creative growth

The Coordinating Committee for Economic Cooperation with Sub-Saharan Africa



Presently, the African continent is regarded as one of the most dynamically developing regions and also one of the most promising regions of the world. Undoubtedly for Russia, African countries are becoming increasingly important and are viewed as a priority area of foreign economic activities. Rapid growth rates of African countries' economies, as well as a unique resource potential, make the continent attractive for investors, and among other things, for those from Russia.

The Coordinating Committee for Economic Cooperation with Sub-Saharan Africa (Afrocom) was created in 2009 to assist in promoting Russian business interests in the African continent. It unites more than 90 Russian entities including ministries, agencies, organizations and companies representing big, small and medium business. Afrocom forms the basis for infrastructure of business ties with African countries and encourages interaction between the state and business to expand Russia's economic presence in Africa. Vnesheconombank Chairman V.A. Dmitriev is also the Committee's Chairman.

Over the past few years, economic relations between Russia and Africa has been witnessing a significant upturn in investment cooperation. Russian investors are primarily interested in energy and exploring deposits of natural resources. Today, major lines of Russia's investment in Africa include mining, as well as initial processing of extracted mineral resources. Admittedly oil and gas complex, comes top on the agenda of the Russian-African cooperation.

In future, apart from interaction in mineral resource and oil areas, for Russia, economic cooperation with Sub-Saharan countries could serve as a strong leverage in overcoming resource-based specialization of the Russian economy. African markets present a benign environment for exports of Russian industrial goods, machine engineering and defense industry produce, as well as for exports of innovative technologies, scientific-technical, medical, educational and other services.

Presently, a possibility of establishing a state development institution designed to support Russian business in Sub-Saharan Africa and to develop Russian-African trade and economic relations is under consideration. The given entity would encourage investment in key strate-

gic projects including infrastructure sectors. The African continent is an important line of Russia's engagement in assisting international development. Work along this line will significantly contribute to enhancing economic growth and social well-being of the poorest countries of Africa, as well as to support sustainable development of infrastructure.

Establishing mutually rewarding political, trade-economic and cultural relations is essential for ensuring Russia's interests both on the African continent and globally. Major lines of Russia-African partnership in the long-term perspective include developing investment cooperation, widening Russian companies' presence in the African markets through increased deliveries of industrial and food products, enhancing Russia's participation in driving the development of the African continent forward.

Further development of foreign political and diplomatic ties between Russia and Africa is motivated by mutual interests as well as similar, to a great extent, positions regarding global challenges such as international security, counter-terrorist activities, eliminating poverty, environmental problems.

High growth rates of economies of African countries create demand for new technologies, goods and services. Demand in Africa in many respects coincides with the specialization of Russia's priority industries. It is, no doubt, that the African continent is a promising market for sales of Russian goods and production of defense, aircraft and pharmaceutical industries.

Obsolete infrastructure mainly in transport and energy sectors significantly impedes business transaction in Africa. That is why engagement in large-scale infrastructure projects is of immense interest for Russian companies. In particular, the construction of power plants, distribution systems and electric transmission lines are of great demand in African countries. Russian companies that have longstanding experience in these areas could actively engage along the line.

Telecommunications sector is one of the most rapidly growing markets in Africa. The countries of the continent could become important markets for Russian mobile operators, mobile network infrastructure and internet-providers. Financial sector in Africa is another potential interest for Russian banks and companies including those providing mobile payments services.

Indeed, promotion of cooperation between Russia and Africa is regarded a priority at the state level. With a view to further strengthen Russian-African relations, there must necessarily be favorable economic, structural, material and financial grounds; these have to be laid down. First and foremost, the protection of interests of Russian business on the African continent should be ensured. A comprehensive state support is an indispensable precondition.

On the other hand, the access to Russian market for African countries should be simplified. Russian-African relations should not be limited only by trade and economic cooperation. Similar positions of Russia and Sub-Saharan Africa related to foreign political issues create preconditions for strengthening multifaceted partnership relations including those in the areas of healthcare, education and culture.

Objectives and missions of the Coordinating Committee are:

- to promote Russian business interests to the markets of Sub-Saharan Africa and encourage interaction of Russian businessmen with African official and commercial institutions;
- to open up new opportunities for establishing and enhancing business contacts and mutually beneficial cooperation between Russian and African Sub-Saharan businessmen;
- to increase the role of interested representatives of Russian business circles upon formulating and implementing Russia's government policy aimed at strengthening Russian-African trade and economic ties;
- to join efforts and arrange a constructive dialogue of business communities of Russia and African Sub-Saharan countries interested in encouraging and promoting Russian-African business cooperation.

The Coordinating Committee's main lines of activity are:

- to analyze problems typical of bilateral relations; work out recommendations on removing obstacles or reducing negative impact on these relations;
- to detect concrete opportunities for expanding and diversifying Russian-African cooperation in the business sector including joint investment projects to be implemented on the territory of African Sub-Saharan countries and Russia;
- to work out a coordinated position of Russia's business community on interaction with African partners and operation on the markets of African Sub-Saharan countries;
- to establish interaction of Russia's business community with legislative and executive authorities of Sub-Saharan Africa;
- to participate in preparing and implementing agreements between Russia and African Sub-Saharan countries and programs in trade and economic ties, in developing appropriate legal regulations;
- to establish contacts and engage in joint operation with non-governmental associations of Russia and African Sub-Saharan countries playing an active part in enhancing bilateral trade and economic cooperation;
- to create additional opportunities for a dialogue and contacts between representatives of Russia's and African Sub-Saharan countries' business circles by way of organizing meetings, conferences, workshops and working groups;
- to provide information services and consulting support to interested Russian and African businessmen.



"Crane Technologies" entering the market of Egypt



The leading manufacturer of fast-erecting and tower cranes in Eastern Europe company "Crane Technologies" has plans to enter Egyptian market within the next year and is already actively negotiating with the local businessmen. "Crane Technologies" is considering the possibility of both direct supplies of lifting machines and development of tower cranes rental procedures as well as dealer-assisted work. However, the major attention is being paid to production localization, i.e. creation of a joint production center for manufacturing metal structures (crane components) and final assembly of the equipment in Egypt.

"Crane Technologies" has been dominating for many years in terms of quantity of cranes produced and sold as well as providing customers with full service. Lifting cranes made by "Crane Technologies" company have been used to build many high-priority facilities such as Summer Youth Universiade-2013 in Kazan, Olympic Games facilities in Sochi. Today these cranes are being also used to build World Football Championship 2018 stadiums, subway facilities etc.

"Crane Technologies" produces a wide range of lifting machines such as TDK flat top slewing tower cranes with a maximum capacity of 8-20 tons, SMK-10.200 cat-head tower cranes with a maximum capacity of up to 10 tons, SMK-5.66, SMK-3.33 fast-erecting cranes with a maximum capacity of up to 5 tons, portal cranes for manufacturers, warehouses and terminal facilities.

The designing of cranes is controlled by leading European engineering centers, which help create designs of modern world-class lifting machines. The tower cranes being produced are unique and innovative, and have highest speed performance. TDK cranes are equipped with NTK single cabs featuring the newest patented safety and intelligent control systems. Thanks to unique software, the cranes have integrated self-test system allowing to remotely monitor crane operation via GPRS channels in on-line mode.

The entry of "Crane Technologies" to Egyptian market will not only allow local construction companies to purchase high-quality lifting equipment on beneficial terms



but also will make an additional contribution to the development of bilateral turnover of Russia and Egypt.

**CRANE
TECHNOLOGIES**

www.crantec.ru

Rostec Corporation is expanding its presence in Asian markets



Shvabe Holding has won two tenders to supply medical equipment for clinics of the People's Republic of Bangladesh. As part of the contracts, the equipment to be installed includes infant incubators, neonatal phototherapy irradiators, and tables with automatic temperature control. This technology will facilitate the ideal conditions for newborn care and timely support for children with critically low body weight.

"This deal is another breakthrough for Rostec Corporation into the medical equipment markets of South and Southeast Asia, where in recent years we have expanded our presence," said

Viktor Kladov, head of the International Cooperation Department of Rostec Corporation. The equipment will be delivered to the Bangladesh clinics as soon as possible. By April of this year, the equipment will be ready for use in the treatment and care of newborns.

According to the World Bank, infant mortality in Bangladesh has decreased by more than 70% over the past 25 years but still remains at a high level, with 33 out of 1,000 infants dying in their first year. Based on this indicator, Bangladesh still remains far behind many developing countries, so the government is taking steps to modernize the health care system and neonatal medicine.

"The supply of neonatal equipment to the People's Republic of Bangladesh is the result of systematic work to enter new markets. The production of all types of neonatal equipment allows us to equip ready-to-go perinatal centers of any level. All of the holding's products are created in consultation with the European and Russian medical communities and meet all interna-

tional standards. Shvabe's medical products reflect the maximum level of care for people all around the world who turn to doctors for help," said Sergey Maksin, Shvabe CEO.

Rostec Corporation has a long history of cooperation with Bangladesh. For example, one of the enterprises of the holding company Prominvest, which is part of Rostec Corporation, has worked in Bangladesh for over 35 years, in which time it has commissioned seven power reactors, which make up the backbone of the country's power grid.

Shvabe is the only manufacturer of the full range of neonatal equipment in Russia and has a 50% share of the Russian market for such products. The holding company exports its products to more than 60 countries, including those in South and Southeast Asia. For several years, Shvabe has been developing partnerships with the Kingdom of Bhutan and Thailand. Since 2012, Indonesia has been purchasing neonatal equipment from Urals Optical and Mechanical Plant.

EGYPTAIR Prominent Operation Between Cairo and Moscow

EGYPTAIR, the leading airline in Africa and Middle East, has been consistent since its establishment in 1932 on providing high quality services, added values and ensuring the best connection to the valuable customers over the globe.

Capt. Hisham El Nahas, Chairman and CEO of EGYPTAIR Airlines, declared: "Both Egypt and Russia are eager to cooperate in different fields provided that the Russian Market is regarded as one of the vital markets for EGYPTAIR. Cairo hub is situated at the crossroads of the world, we are excited to serve our customers through meeting the demands of business travellers seeking commercial opportunities and onward flight connections; as well as leisure travellers looking for world-class accommodation and entertainment options. Three weekly flights are

currently being operated between Cairo and Moscow offering the Russian customers a wide variety of destinations in Africa and the Far East in addition to more than 1000 destinations around the globe through the integrated network of Star Alliance."

Mr. Sherif El Maghloub, VP Commerce, stated: "EGYPTAIR is now reaching more than 70 destinations over the globe, launched two new destinations during 2014; which are N'djamena, Jakarta and soon operating to Abha, Saudi Arabia and Manchester, England. EGYPTAIR ensures providing added values, optimum connections with Egypt's leisure destinations, such as Sharm El Sheikh, Hurghada, Luxor and Aswan".

EGYPTAIR

A STAR ALLIANCE MEMBER

In the skies of the planet

World fleet of Sukhoi Superjet 100 steadily growing



Russian “United Aircraft Corporation” (UAC), which under one company represents the most well-known Russian aviation brands Sukhoi, MiG, Tupolev, Yakovlev and others, is today among the world’s biggest manufacturers and suppliers of aircraft, both military and civil. Thanks to Corporation’s success in international business activity among other things UAC is in the “Forbes”-rated list of the world’s biggest public companies. In 2014 UAC revenues have grown 34%. Sukhoi Superjet 100 civil airliner, Su-30 and MiG-29 fighters, Yak-130 operational trainer are among the most popular aircraft exported by UAC.

Among Russian civil aircraft Sukhoi Superjet 100 regional aircraft of the new generation is the most popular in foreign markets. The aircraft combines new aircraft engineering technologies, passenger comfort, significant economic advantages for airlines, proper environmental specifications.

The key advantage of Sukhoi Superjet 100 is the lower operational cost compared to its 100-seat competitors. Operational costs are also minimized due to higher fuel efficiency and lower take-off weight. According to the aircraft operation study, its ownership cost is averagely 15-20% lower than of other similar class aircraft. The highly competitive lease rate supported by a state guar-

antee of residual value is also worth taking into account.

According to “United Aircraft” President Yuri Slyusar, UAC has established a steady rate of Sukhoi Superjet 100 serial production. Today over fifty SSJ100’s are being operated in a number of regions, from South America to Southeast Asia, among other regions.

Meanwhile the international success of Sukhoi Superjet 100 program is evidently increasing. Thus, recently a framework agreement on establishing a leasing company to support Sukhoi Superjet 100 sales in China and Southeast Asian countries has been signed in Moscow. The parties to the quadripartite agreement were Russian-Chinese

investment fund, Russian “Sukhoi Civil Aircraft” company (UAC member), Administration Committee of New Region Xi xian (China), and Chinese New Century International Leasing company. The agreement has been signed under auspices of Russian-Chinese intergovernmental panel.

According to the agreements within three years the Russian-Chinese leasing company should purchase up to 100 Sukhoi Superjet 100 aircraft valued at about \$3 billion. The new leasing company will be headquartered in Russian-Chinese technology park in Xi xian (the province of Shanxi, the capital of Chinese aviation cluster). The town administration will also assist in providing sites for necessary infrastructure to accept and prepare Sukhoi Superjet 100 aircraft for delivery.

“The agreement undersigned is one of solutions for the task to reconsider our approach to promoting Sukhoi Superjet 100 to international markets. Agreements have been developed in a very short timeframe, for which we are thankful to the Chinese part”, said UAC President

Yuri Slyusar. “The agreement to establish a Russian-Chinese lease company is a historical event in terms of both scale and challenges offered for national civil aircraft industry. Together with our Chinese partners we will formulate a highly competitive leasing proposal to ensure that SSJ100 aircraft take the significant share in fast-growing aircraft markets of China and Southeast Asian countries.”

The new approach by “Sukhoi Civil Aircraft” to promote Sukhoi Superjet 100 to markets of China and Southeast Asian countries is made up of five components, they are cost efficiency superior to competitors, creation of a big maintenance center with spare parts warehouse and flight crew training center in Xixian, possibility of creating customer-tailored individual interiors and on-site painting.

Today UAC production capacities allow producing up to 50 Sukhoi Superjet 100 annually. The Russian aircraft sparkles profound interest in Southeast Asia, Latin America and so on. Experts confirm that in the context of 70-100-seaters this aircraft is becoming the most attractive for



many world’s airlines. UAC is intended to focus on further development of Sukhoi Superjet 100 family.

Meanwhile UAC keeps working on creating 150-210-seater MS-21 narrow-bodied aircraft family. Estimated volume of production is up to 72 aircraft per year. Currently the aircraft’s orderbook is 175 aircraft. There is also interest towards this advanced aircraft in foreign markets. “We should sell internationally hundreds of aircraft. This is our goal as to civil segment is concerned”, emphasized Yuri Slyusar.

Large technological upgrades to be performed correspond to the plans of sales growth in foreign markets. Experts are sure that the technical re-equipping being underway in Russian aircraft industry will allow in to bring enterprises to a new technological level and improve automation of production processes. Thus, according to Yuri Slyusar, “thanks to technology upgrades UAC enterprises annually increase labor efficiency by 15-20%.”



“Russian Helicopters”: international projects

Holding “Russian Helicopters” will develop civilian helicopters together with China and has provided maintenance on Ka-31 helicopters for India. These projects confirm high interest in the Russian helicopters in different regions of the world.

Russian Deputy Prime Minister Dmitry Rogozin and Vice Premier of the State Council of China Wang Yang met in Hangzhou for talks. The Russian delegation also included Alexander Mikheev, CEO of the “Russian Helicopters” holding, which is part of the Rostec Corporation. The talks were held in preparation for the next meeting of the heads of Russia and China. The sides discussed issues of cooperation on the development of the Far Eastern region of Russia, agricultural trade, the construction of bridges in the border region, as well as cooperation in the fields of civil aviation and airplane construction.

Alexander Mikheev, CEO of the “Russian Helicopters” holding, dis-

cussed the joint development of the Advanced Heavy-Lifter (AHL) civilian helicopter project with partners from the Chinese corporation AVIC and the Avicopter company. China is well aware of our helicopters, which are robust, unpretentious, easy to operate and very effective.



The head of the holding company said that cooperation with China has lasted for dozens of years. Alexander Mikheev noted: “They are very well aware of our helicopters here. They are robust, unpretentious, easy to operate and very effective. In recent years, they have proven to be the only means of assisting and rescuing people in emergency situations in different regions of China. Chinese authorities and flight operators have highly praised the performance of Russian aircraft. We know that China is considering plans to expand the presence of Russian-made helicopters in the country’s helicopter fleet.”

“Russian Helicopters” may now also cooperate with foreign customers in the organization of enterprises engaged in servicing military helicopters and may also create and equip such facilities in other countries. At the same time the holding company is allowed to import military equipment that is required for its own production.

Today “Russian Helicopters” supplies China with multipurpose

Ka-32A11BC and Mi-8/17 as well as heavy transport Mi-26TC helicopters. The issue of whether the light Ka-226T helicopter should be promoted is being reviewed. Cooperation with China began in the mid-twentieth century when the Mi-1 models were first mass produced, and Mi-4 helicopters were already being assembled under license at Harbin Aircraft Manufacturing Corporation, a subsidiary of the Aviation Industry Corporation of China (AVIC) under the designation Harbin Z-5. The heavy Mi-6, which today has been replaced by the Mi-26TC, was operated in China in addition to these models. In the near future, Russian Helicopters is set to deliver four new Ka-32A11BC helicopters to China and to train aircraft maintenance personnel.

And about Indian news.

Russian Helicopters has returned to India the first two refurbished Ka-31 helicopters produced by Kumertau Aviation Production Enterprise (KumAPE), which is part

of the holding company. In 2004, the enterprise delivered nine Ka-31 helicopters to India. Six of the vehicles exhausted their capabilities before the first scheduled maintenance and were sent to Kumertau for repairs. The first two of these have been returned to India for further use. The remaining helicopters will be returned in the near future.

In total, 14 Ka-31 helicopters were produced for India. A special base was created in Goa to service these aircraft. Each year, experts from Kumertau travel to India to organize maintenance work on these helicopters. The Ka-31 is designed for air and ground radar surveillance, early detection of surface ships, and detection of low flying targets across long distances, such as cruise missiles, helicopters, and airplanes. The helicopter’s equipment can identify detected targets, identify the parameters and coordinates of their movement, and convey information about what is being observed on the radar to military ships and command centers.

Smart Transfers: those that include bilateral prep

As innovations and hi-tech production tend to bring more economic benefits and influence, Russia is working on increasing exports of non-raw material sector, including technological export and transfers. And the current economic situation in Russia with sanctions, restricted financial support from European banks and weak ruble only comes in flavor for Russian companies opening opportunities to fulfill their potential abroad. So among exporting companies there are those who aimed at foreign markets from the start; companies that manufacture unique advanced technology products with no competitors in any part of the world; and companies that take advantage of the current economic situation to expand their markets.

ENERGOPROM Group has aimed at export from the start because there is no demand for their technology in Russia. Now the company is a leading Russian manufacturer of hi-tech electrode, cathode and other graphite and carbon-based products. The Group's products are widely used in aluminum, steel, silicon, ferroalloys, chemical, nuclear, engineering, aerospace, electronics and power industries. The company exports more than 50 per cent of its output covering more than 60 countries around the world. The Group has its own R&D Center developing projects for the industrial production of isostatic graphite. Most of the Group's products will be exported because in Russia there are still almost no consumers of isostatic graphite, the market is still very small.

Research and Development Center "Transkor-K" is one of the exporting companies with unique products to offer the world. The company specializes in the area of pipeline systems non-destructive testing. One of the company's biggest projects was development of submerged and subterranean pipeline survey technology with Malaysian oil company PETRONAS. In 10 year-old history the company has successfully worked in Uzbekistan, Ukraine, Syria, Argentina, Brazil, Colombia, Mexico, Croatia, Saudi Arabia, Malaysia, Indonesia, China, UK and the USA.

Moreover, startups are also becoming more and more interested in technology export and transfers.

Konstantin Semenko, expert on legal support and mediation of technology transfer, says that Russian companies started to realize that innovations bring economic growth and, thus, more and more often Russian companies turn to him for consultation and support of technology transfers to foreign countries. "Not only large corporations but also startup projects in Skolkovo seek international expansion and expect to gain 20% of income from abroad — he says, — The economical situation is in fact promising."

Not only the Russian companies are ready to export but also foreign potential consumers and

suppliers of the technologies are looking at Russia as an attractive market.

First of all, government has been increasing its support for innovative small and medium-sized businesses according to the state strategy for innovative and technological development. The infrastructure is growing, more and more industrial parks, incubators and funds are opened across Russia, including specialized and narrowly focused technology parks.

State Corporations such as "Rosnano" and major Foundations, including the Foundation for Assistance to Small Innovative Enterprises in Science and Technology and the Skolkovo Foundation presents grants and provide the infrastructure for R&D projects. Due to government support of R&D and IPR sectors are developing intensively.

Secondly, Russia has a vast intellectual property reserve. Large part of the potential dates back to the Soviet Period, when science and technology industry flourished. And now all the intellectual property from that time has formed in a decent way. Other part of the intellectual property reserve comes from actively developing R&D centers.

In the Skolkovo Foundation there is a project, "Intersoft Eurasia", which is developing portable dosimeters that are compatible with modern mobile devices. The company has received patents in China and Japan, which opens the company markets in the Asia-Pacific region.

Furthermore, one should not underestimate the benefits for foreign suppliers and partners of cooperation with Russian exporters. Such as the price-performance ratio, for example.

Production Company CJSC "Svetlana-Optoelectronics" produces lighting products based on LEDs for over 10 years applying its own design and technology. Their products meet international quality standards ISO. Though the price is not as high as the European products and not as cheap as the mass Chinese products which are twice less energy-effective than the European. Thus the quality of the Russian company's production is at the same level as Europe's which is confirmed by European certificate, but the price segment is between Europe and Asia.

However, having an idea is not enough, knowing how to commercialize it, how to earn money on it — is the key. As R&D centers and institutes thrive with ideas, most scientists lack common business knowledge. In foundations they can be offered to make a practical use of their research and start a business, but nobody will explain to them how it should be done.

"We collaborate closely with scientific society, industry and investors, and we help assess the practical potential of scientific research or technology and its commercial value". — Konstantin says.

"And when you know the potential value of your innovation you realize the importance of

guarantee of intellectual property rights for success, — he says. — It is a major requirement for successful agreement in technology transfer. And the cost of IPR is usually quite small in comparison with the capital investments and risks that are involved."

"There are well-developed internationally recognized mechanisms of sharing IPR. But avoiding and not securing your rights on the intellectual property is an internationally recognized absurdity."

That's where mediators like Konstantin are needed. Businessmen with legal knowledge, and lawyers with business knowledge and experience.

Konstantin emphasizes the importance of mediators with legal and patent specialty: "Filing for patents issued for practical processes of the intellectual property and making sure that technology transfer or export agreements satisfy both Russian researchers and developers and foreign suppliers and partners should be by default part of the preparation for export."

Another key point that needs thorough analysis is the process of the technological transfer. It can involve licensing agreements or technology leasing or setting up joint ventures and partnerships or engineering or spin-outs or technical support services or personnel exchange or other. Each process depends on the company's goals and specific features of the entering markets.

For example, Russia's state-owned United Shipbuilding Corporation not only exports licenses on submarine technology to India, but also creates joint ventures in military high-technology sector. And at the same time, United Engine Building Corporation, another state company, delivered to India more than 100 technology kits for the production of fighter jet engines on its territory. This means that the company should analyze and assess the most effective and cost-effective process suitable for it.

"There are a growing number of Russian IT, biotechnology and hi-tech manufacturers that have unique products to offer the world. — he says. — And we also work with foreign countries and know how consumer mindset differs between the countries." — Konstantin says.

Starting partnerships and exporting to foreign markets is not possible to form unilaterally, it is a two-way operation joint by mediators, including lawyers, patent specialists and marketing specialists.

Assessing the risks and advantages of entering certain markets, choosing the most effective method of transfer and providing knowledge about consumer and supplier mindset of a specific country are few of the components of the chain of actions.

"We seek to foster the growth of high-tech export and technological development. We take advantage of our close collaborations with both business and scientific societies to develop intellectual property, transfer technology and support partnerships with foreign countries."

IN BRIEF

RUSSIAN & PORTUGAL

The signing of the Cooperation Agreement between the Chamber of Commerce and Industry of Russian Federation and the Chamber of Commerce of Portugal became a significant result of the visit to Portugal of the delegation CCI of Russia headed by the President of the Chamber Mr. Sergey Katyrin/April's visit to Portugal was an important breakthrough in the development of Russian-Portuguese business relations. President of CCI of Russia Mr. Sergei Katyrin met the Secretary of State of Food and Agri-food Research of the Ministry of Agriculture and Sea of Portugal Mr. Nuno Vieira e Brito. After the meeting they made the conclusion that the revival of economic cooperation between two countries could be based on shearing of the best practices and national technology transfers. The parties stressed the importance of organizing a permanent exchange of business information and networking at the regional level. On the same day the Chamber of Commerce and Industry of Portugal held a meeting between Portuguese and Russian businessmen. During this meeting was signed the Cooperation Agreement between the Chamber of Commerce and Industry of Russian Federation and the Chamber of Commerce and Industry of Portugal. The document was signed by the by President of the Russian Chamber of Commerce and Industry Mr. Sergei Katyrin and the President of the Portuguese Chamber of Commerce and Industry Mr. Bruno Bobone.

AMUR RAIL BRIDGE

The Heilongjiang branch of the Export-Import Bank of China has allocated over \$96.5 million to construct the Chinese section of the Sino-Russian railway bridge. The first railway bridge over the Amur River should cut transportation times and boost trade. "The Exim Bank has conducted an inspection of the construction site, determined the demand for financing and issued a loan of 400 million yuan for the project and a loan of 200 million yuan to the contractor of the fourth engineering company of China Railway," the Applied Economics Association of the Heilongjiang province. The 2,215-meter bridge will link the city of Tongjiang in Heilongjiang Province with Nizhneleninskoye in Russia's Jewish Autonomous Region. A project of the Russian-Chinese Investment Fund, it will be able to handle 21 million tons of cargo traffic annually. China has already invested about \$153.7 million in the project with its total investment expected to be \$425 million. The new route will reduce the distance to customers by about 700 kilometers compared to other rail routes.

BIG DIAMOND

A diamond weighing 76.07 carats was mined by Russia's Alrosa, one of the world's largest producers of diamonds. The company plans to put the rare gem up for auction at a price of more than \$430,000. The big diamond, found in the Russian republic of Yakutia, has been dubbed "70 years since Victory in the Great Patriotic war [the way Russians refer to the conflict between the Soviet Union and Nazi Germany]," as a tribute to the anniversary of the defeat of Hitler, which will be celebrated in Moscow on May 9. Despite diamonds of this size being extremely rare, this is the fourth big stone found in the Yubileynaya diamond field in the last two years. The crystal is transparent with a yellowish tinge and has in the form of an octahedron, the company reported. The crystal has small inclusions of olivine in the peripheral part and a discoid crack filled with graphite-sulfide composition on its surface. In December 2014 Alrosa sold a diamond weighing 47.5 carats for \$1.8 million at Sotheby's in New York with a starting price of \$900,000. The diamond was made of a crystal weighing 128.44 carats, and was also found in Yakutia.



IN BRIEF

HELLO, INVESTORS!

Russian President Vladimir Putin has signed a law that allows private oil companies to carry out oil exploration and develop fields discovered by them in the Baltic Sea. The document published Monday lists guarantees for getting drilling licenses if the company received the right to geological exploration at the site before 2008. Russian legislation limits the number of enterprises that have access to offshore fields. Only state controlled companies that had at least five years of shelf drilling experience could previously access deposits in the Baltic Sea. Until now only Russia's two major energy companies, Rosneft and Gazprom, have met those requirements. In late April, Rosneft accused the Russian Ministry of Natural Resources of lobbying in the interest of private companies. The company said that the idea of allowing private enterprises to explore the shelf was geared towards Lukoil (the largest oil company not under state control of Russia).

In 2012, private companies such as Lukoil, Surgutneftegaz and a number of other major oil and gas companies asked Putin to expand their access to shelf exploration, pointing out that without the involvement of private companies oil exploration would slow down. Lukoil is already running a project in the Baltic Sea's Kravtsovskoye field, where production began in 2004.

St. Petersburg International Economic Forum Foundation and the non-governmental non-profit international organization Boao Forum for Asia signed a Memorandum of Cooperation in Boao (People's Republic of China). The signing ceremony was held within the framework of the Boao Forum. The document was signed by Sergey Belyakov, Chairman of the Board of St. Petersburg International Economic Forum Foundation, and Wu Jun, Executive Director of Boao Forum for Asia, in the presence of Zhou Wenzhong, Secretary General of Boao Forum for Asia. Sergey Katyrin, Board Member of Boao Forum for Asia, President of the Chamber of Commerce and Industry of the Russian Federation, Chairman of the Russian part of the BRICS and SCO Business Councils, was moderator of the ceremony.

Sergey Belyakov, Chairman of the Board of SPIEF Foundation, said "Russia is very interested in developing co-operation with the Asia-Pacific region. For this purpose, we are developing relations between state and business. The Boao Forum for Asia is the biggest in the region and one of the most representative in the world. By participating in the Boao Forum



and co-operating with we gain a great opportunity for understanding Asia better and expanding our potential for economic collaboration. The Forum agenda and the expertise of its participants are relevant for us and, therefore, in demand. I am convinced that co-operation between SPIEF and the Boao Forum as well as entry and presence of SPIEF in the Asia-Pacific region as a result of this co-operation will not only improve the quality of SPIEF and the Boao Forum, but also contribute to development of relations between the Russian economy, China and other Asia-Pacific states."

"China and Russia are two big countries with good relationship. BFA is based China, aimed at promoting regional economic integration; Russia is an import part of Asia, therefore it is of strategic importance for BFA and SPIEF to establish cooperation. The signing of MOU

today is only a starting point, together we will be able to contribute more and better for the development of the region. We will look forward to seeing you in St. Petersburg in near future", said Mr. Zhou Wenzhong, Secretary General, Boao Forum for Asia.

The St. Petersburg International Economic Forum is an international economic and business event that annually brings together more than 7,000 representatives of political and business communities, leading scientists, community leaders and media representatives from around the globe to discuss the key challenges that Russia and the international community need to address. The next SPIEF will be held on June 18-20 under the slogan "Time to Act: Shared Paths to Stability and Growth". The SPIEF 2015 programme will be built around four main topics: Global Economy: New Challenges and Shifting Horizons, Russia: Seizing the Opportunities, Human Capital and Talent Development, Disruptors: Trends and Technologies.

Boao Forum for Asia is an international forum that brings together representatives of governments, business and research communities of Asia and other continents to address the economic progress of Asia and the world. The mission of the forum is to promote regional economic integration of Asian countries.

Vnesheconombank



Vnesheconombank issues export loans for foreign customers buying Russian goods, works, services (for noncredit organizations), foreign banks lending money to those who buy Russian goods, countries, governments and foreign executive authorities. The bank also provides pre-export financing.

Along with issuing loans, the bank is engaged in documentary operations. Thanks to warranty cover by Vnesheconombank, Russian companies are capable of participating in export projects even in high political risk countries as well as in places where there are no Russian commercial banks represented.

The priority sectors include aircraft industry and rocket and space complex; heavy, transport, specialty and power engineering; nuclear industry as well as information and communication systems.

Vnesheconombank group provides Russian exporters with an integrated package of financial instruments based on best practice. Export

insurance is provided by Russian EXAR Insurance Agency, which is a subsidiary of Vnesheconombank. The group also includes the biggest Russian lease company 'VEB-Leasing', JSC and agent bank ROSEKSIMBANK, JSC engaged in state guarantee operations.

Special consideration is given to facilitating export promotion. 'Financial Support for Russian Export' dotcom went live in 2014 (<https://export.veb.ru>) in Russian and English. Thanks to this exporters and foreign customers are able to file documents and have projects approved on-line within Vnesheconombank group.

To promote the interests of Russian companies abroad the bank is fully engaged in international exhibitions, seminars, activities of intergovernmental committees, entrepreneurial associations as well as heading several business councils.

Vnesheconombank keeps developing cooperation with Egyptian partners. The bank is an official partner of 'Russia-Egypt Trade and Industrial Dialogue' business mission. This event envisages the signing of an agreement with Egyptian Commercial International Bank to implement promising projects involving export of Russian products and services to Egypt.

The CCI of Russia and the CCI of Benin



The Vice-President of the Chamber of Commerce and Industry of Russian Federation Mr. Georgy Petrov held a meeting with delegation of the Republic of Benin. The Ambassador of the Republic of Benin in Russia Mr. Gabriel Anicet Kochofa and the President of the Chamber of Commerce and Industry of Benin Mr. Jean-Baptiste Satchivi led the delegation. The main outcome of the meeting was the signing of the Memorandum on Cooperation between the two Chambers.

In his opening speech the Vice-President Mr. Georgy Petrov thanked the Ambassador for initiative for the meeting and noted that it was important to renew business relations between the CCI of Russia and the CCI of Benin. In his opinion, trade and economic relations of our countries had good prospects, especially in energy sector, infrastructure projects and agriculture. He also said that Russia exported cashews and peanuts from Benin, however there were more business opportunities for both countries.

The Ambassador of the Republic of Benin in Russia Mr. Gabriel Anicet Kochofa in his reply speech said that this day we could call very special in the history of relations between Benin and Russia. He noted that diplomatic relations between our countries were established in 1963 and according to his words the President of the Republic of Benin said that the arrival of Russian investors was one of the conditions for further development of the Republic.

The President of the CCI of Benin Mr. Jean-Baptiste Satchivi presented the investment potential of the Republic. He said the number of young population was growing because of political and military stability in Benin. According to the calculations of the CCI of Benin in nearest 25 years the economic potential of the country could increase significantly. Mr. Jean-Baptiste Satchivi called Africa a continent of the future.

The meeting was also attended by the Director of the International Cooperation Department and work with Business Councils Mr. Vladimir Padalko and CEO of the Business Council Russia-Nigeria Mr. Valery Vozdvizhensky.

