



# EAST INFORM

www.ccblr.org / publications / October 2018

THE BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE FOR RUSSIA AND BELARUS (CCBLR BRUSSELS)



## BELARUS

— beyond your expectations —

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24 October 2018, Kortrijk  
Conference "Why Invest In Belarus. A door to the Eurasian Economic Union, the Market of 180 million inhabitants"  
and visit of our member - Barco facilities

Dear Member, Dear Madam, Dear Sir,

Hereby we would like to inform you that together with our partners from the Flemish Chamber of Commerce for Russia, Kazakhstan and Belarus, member company Barco and in cooperation with Belarus Embassy in Belgium, we organize a conference "Why Invest in Belarus. A door to the Eurasian Economic Union, the market of 180 million inhabitants" on 24 October in Kortrijk.

During this meeting we invite you to think about your business opportunities in Belarus. Our aims are to present the positive efforts of our Belarussian partners, and to learn about the success stories of our members, who are already running their projects in that beautiful area.

We propose to discuss the advantages provided by Government for foreign businessmen, such as:

- "visa-free in Belarus" (foreigners may stay without a special mark in the passport for up to 30 days)
- improved macroeconomic policies
- support of the private sector, e.g. attractive fiscal package for IT
- more flexible exchange-rate regime of Central Bank
- organization of forums in Belgium and Luxembourg in presence of numerous delegates from Belarus
- NEW: promotion of our mission to Belarus in 2019

We are glad to have a special support of our member Barco, which is already working on Belarus market. It will be a unique chance to visit the Barco Experience Center in Kortrijk, which is built around how Barco solutions help people to enjoy compelling entertainment experiences; how they foster knowledge sharing and smart decision-making in organizations and help hospitals provide their patients with the best possible healthcare.

Date & Time: 24 October 2018 from 13.00 to 18.00

Venue: Barco at President Kennedypark 35, B-8500 Kortrijk, Belgium

Draft programme

13h00: Registrations with sandwich lunch

14h00: Start presentations, including presentations about investment projects in Belarus, customs and certification issues and examples of Belgian and European success stories

16h00: Visit of Barco Experience Center

17h00: Networking reception

Registration fee: tbc

Please let us know, if you would like to join us on 24 October and/or get some more information on speakers on [Maria.Landenok-ext@solvay.com](mailto:Maria.Landenok-ext@solvay.com), [Maria.Landenok.ccblr@gmail.com](mailto:Maria.Landenok.ccblr@gmail.com), [a.arianoff@ccblr.org](mailto:a.arianoff@ccblr.org).

Looking forward to your feedback!



VLAAMSE KAMER VAN KOOPHANDEL  
voor Rusland, Kazachstan en Wit-Rusland  
ФЛАМАНДСКАЯ ТОРГОВО-ПРОМЫШЛЕННАЯ ПАЛАТА  
Россия - Казахстан - Беларусь

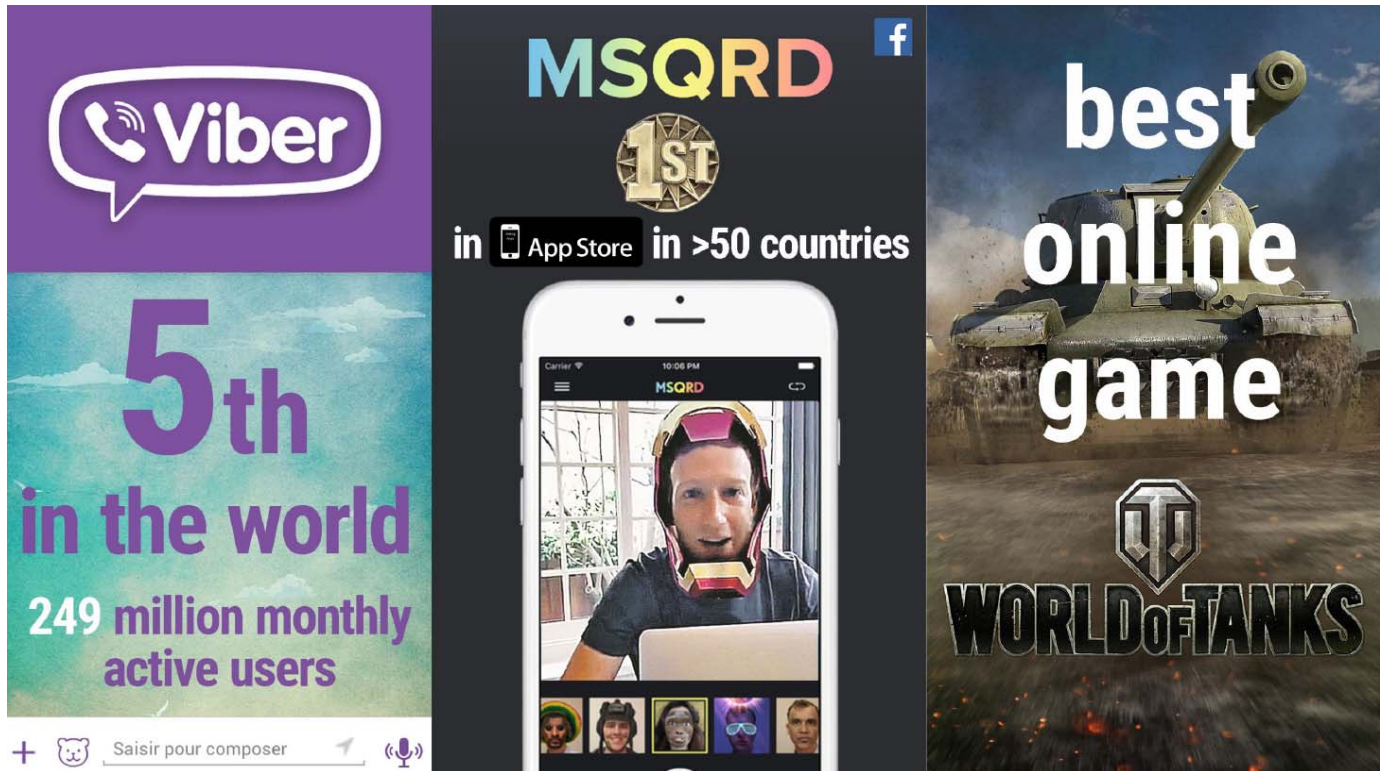


Successful projects from Belarus



SOURCE: NATIONAL AGENCY OF INVESTMENT AND PRIVATIZATION OF BELARUS (2017)

Successful projects from Belarus



HIGH-TECH PARK



INDUSTRIAL PARK «GREAT STONE»



FREE ECONOMIC ZONES



01000000

## 17 October 2018, Dubna (Moscow Region) Meeting with Deputy Chairman of the Moscow Region Government and visit to the Special Economic Zone Dubna



### Draft program

10.00 – 11:30	Meeting with Mr Denis Butsaev, Vice Governor of Moscow Region Venue: House of Moscow Region Government 1 Stroiteley blv, Krasnogorsk city
11.30 - 13.30	- Transfer to SEZ "Dubna" (Venue: 4 Programist str., Dubna city)
13.30 - 14.40	Lunch time
14.40 - 15.30	Visit of LLC "Eyliton", a developer and manufacturer of equipment and consumables for clinical laboratory diagnostics. Resident of SEZ Dubna (Venue: 9A, Nauki ave., Dubna) Today the range of company's production consists of 6 items of medical technology, 31 names of laboratory reagents and 4 names of consumables. The company owns two patents for invention (the Method of quantitative determination of protein in biological fluids and the closure device for the end side of the container with means for mixing the investigational agent) and two patents for utility model (Microtube for sampling of capillary blood and urine Analyzer).
15.30 - 16.00	Tour to LLC "PASCAL MEDICAL" enterprise Resident of SEZ Dubna Venue: 4 Programist str., Dubna city The goal of the project is to create an advanced Russian high-tech industrial complex for the production of sterile medical products of a single use. A full cycle production, including own sterilization and own production of medical needles.
16.00 - 17.00	Tour to the Joint Institute for Nuclear Research An international intergovernmental organization, a world famous scientific centre that is a unique example of integration of fundamental theoretical and experimental research with development and application of the cutting edge technology and university education. The rating of JINR in the world scientific community is very high.  40 discoveries in nuclear physics were made in JINR. The program of studies of superheavy elements deserves special mentioning. Dubna scientists have synthesized new, long-lived super heavy elements with the atomic numbers 113, 114, 115, 116, 117 and 118. The decision of the General Assembly of the International Committee of Pure and Applied Chemistry to award the name "Dubnium" to element 105 of the D.Mendeleev Periodic Table and the name "Flerovium" to element 114 demonstrates the international recognition of the achievements of JINR's staff of researchers and their contribution to modern physics and chemistry.
17.00 - 19.00	Transfer back to Moscow

### REGISTRATION

Conditions: Free registration for members of the Belgian-Luxembourg Chamber of Commerce in Russia (CCBLR Moscow) and/or CCBLR Brussels; administrative costs for non members – 10.000 rubles

For any information and registration please contact Mr Oleg Prozorov at [LEGAL@CCBLR.COM](mailto:LEGAL@CCBLR.COM). He kindly asks you to provide him with her contact information: First name, Last name, Company name, Position, Company's web-site, phone, personal assistant, Email, your potential interests in Moscow region and SEZ Dubna. NB: In case of your cancellation after final registration, the Chamber of Commerce will invoice you administrative costs amounting to 10.000 RUB per person

## 21 - 25 October 2018 (tbc), expo "Prowood 2018" in Gent Meeting with the Russian delegation from the Arkhangelst Region

Delegates are representing following companies:

- ✈ LLC "Northern sawmill company" (timber cutting and woodworking, edged board, euro-batten, etc.)
- ✈ LLC "Arctic Plus" (sawmill products made of the coniferous Pomor wood)
- ✈ LLC "Topenergostroy" (sawn timber and planed products)
- ✈ "Individual entrepreneur Ryakhina A.A." (produces round logs for house building and sawn timber of natural moisture)

Please contact CCBLR Brussels for more information!

## 9 November 2018 (10.30), Russian center of science and culture in Brussels Meeting with the Russian delegation from Tver Region

Delegates are representing following companies:

- ✈ NGO "USP" (Autonomous Detection and Activation Devices, Security)
- ✈ Incanto-A LLC (Kids furniture: Weekly we produce more than 500 beds from Canadian beech and birch massif covered with Italian-made hypoallergenic paints and varnishes on a natural basis, they have the certificates of quality and safety)
- ✈ Alliance Nord-Auto LLC
- ✈ Selena LLC (wholesale and retail trade of food. Search of the partners for the further development of the production and implementation of the new articles of products on the base of the manufacturing complex)
- ✈ LLC "Z-TeX" (Weaving production)

Please contact CCBLR Brussels for more information!

## 11 December 2018, Brussels Energy at the Edge of Innovation - Scope 2050

● NautaDutilh



by CCBLR Brussels, the CCI of the Russian Federation Regional Representation office in Benelux and France, and NautaDutilh Brussels

14:30 - Registration

15:00

- Introduction speech: the Belgian energy landscape in 2050
- Innovations in energy world – business needs to respond, companies views
- Round table moderated by Mr Christan Cleutinx (Former Director at DG ENER and Director General of the Euratom Supply Agency, the European Commission)
- Q&A

The names of our key speakers will be provided in our next issue of East Inform.

17.30 Reception

Venue: NautaDutilh, Terhulpesteenweg 120, 1000 Brussels

Registration is free.

Please submit your contact information (full name; title/position; company; company's area(s) of activity; address; vat number; phone number; email; website) to [Maria.Landenok.CCBLR@gmail.com](mailto:Maria.Landenok.CCBLR@gmail.com) with a copy to [A.Arianoff@ccblr.org](mailto:A.Arianoff@ccblr.org).

Please note that the number of participants is strictly limited to 50 people, on a first come, first served basis.

## THE LUXEMBOURG INVESTMENT FUND FLBS AND RYAZAN OBLAST GOVERNMENT

concluded an agreement on the establishment of dry ports in Ryazan. The agreement was signed by the Governor of Ryazan oblast Nikolay Liubimov and representative FLBS, our member and friend Philip Nyssen. The project involves creating a full multimodal Terminal, industrial zone residents — cargo owners, agroindustrial Park business infrastructure. As previously reported, the area of the industrial park will be approximately 500 ha, the first residents there should appear in the year 2019. In addition, the Government of the Ryazan region is working on the establishment of industrial parks in Pronskom and Alexander Nevsky areas. Guide the Luxembourg holding company involved in the creation of a multimodal logistic centre "far freight Village" in Vorsino, Kaluga oblast.



SOURCE: [HTTP://INFRANEWS.RU](http://infranews.ru) ON  
09.10.2018

## BRI EXPRESS: CHINA, BELGIUM SIGN PACT TO CONNECT VIA DIAMOND SILK ROAD RAILWAY

Brussels and Beijing have inked a major bilateral agreement alongside organizations and institutions to initiate a passenger train service between port cities in the Old Continent and Middle Kingdom, challenging even Russia's Trans-Siberian Railway.

Officials from both countries signed a memorandum of understanding (MoU) in Antwerp alongside the World Free and Special Economic Federation, Brussels-based Diplomatic World magazine, and Antwerp-based European Federation of Traditional Chinese Culture (EFTCC), Xinhua reported on 28 September.

The Diamond Silk Road would allow passengers to travel via rail from Antwerp to Shanghai and back, linking 10 global cities including Brussels, Moscow, Ulaanbaatar and Beijing, and creating the world's largest free trade and manufacturing space.

SOURCE: SPUTNIKNEWS.COM

October 9, Brussels: participation at the International seminar on the recent trends in antitrust regulation and compliance in Russia. We've learned the latest antitrust news directly from experts of the Federal Antimonopoly Service of Russia, led by Andrey Tziganov, deputy head of FAS. The event has been organized by the FAS Training Center and international law firm Baker McKenzie with support of CCBLR Moscow.



FAS Training Center (E.Utkin) and Baker&McKenzie (A.Subbot) have signed an agreement in presence of CCBLR (A.Arianoff & O.Prozorov)



## OCTOBER 4, ONE DAY BELGIAN LUXEMBOURG TRADE MISSION TO RYAZAN REGION



At the end of the discussions with the Vice Governor, Igor Grekov, with the delegation, key topic of the meeting was the cooperation in the agricultural sector.

Official agreements have been signed between the authorities of the Ryazan Region with the Belgian Luxembourg Chamber of Commerce in Russia (CCBLR Moscow) as well as with the Corporation of the Development of Ryazan Region, represented by its Director, Yuri Ivanov. Twelve people, including representatives from companies such as Solvay, Astron, FLBS, Puratos, or AWEX, were part of the Belgian delegation led by CCBLR Moscow.



Belgian Luxembourg delegation visits the Guardian Factory in Ryazan

October 3: constructive meeting of Arkady Arianoff (CCBLR Brussels Director) with the Ambassador of Belgium in Moscow, Jean-Arthur Régibeau



October, 3: another positive meeting of Arkady Arianoff (CCBLR Brussels Director) representatives of FIT (Frank Van Eynde) and AWEX (Gérard Seghers) in the presence of Oleg Prozorov, Director of CCBLR Moscow



September, 20: Belgian ORAC DECOR factory opening in the Kaluga Region in presence of Ambassador Jean-Arthur Régibeau:



SOURCE: Arkady Arianoff



### NEW CHANGES TO TAX CODE

New amendments to the Tax Code entered into force on September 3, 2018. Changes affect different areas of tax law, especially tax check-ups regulations and tax control as a whole. Due to these amendments companies obtain more rights when engaging with tax authorities.

We would like to draw your attention to the most important innovations which have already entered into force in September.

1. Duration of VAT desk check-up decreased from 3 to 2 months.

2. No repeated submission of documents.

If the tax office requests documents which have been already provided to tax authorities, it's no longer required to provide them again. It is necessary to inform tax office that required documents have already been submitted and to point out requisites of the covering document during 10 days.

3. Copy of witness examination record is necessary.

Now tax officers must serve copy of interview record to the witness. If your company's employees were called as witnesses, ask them to take copy of their interview record. It will help you to be better prepared for dispute with tax authorities.

4. New term for submission of information regarding deals.

Tax offices are authorized to request information or documents regarding certain deal without tax check-up. Term for submission of such documents extends from 5 to 10 working days.

Several changes will also be enforced on January 1, 2019.

1. The taxation of companies' movable property is abolished.

Corporate property tax will be imposed only on real estate.

2. Tax authorities will be granted access to audit secrets.

Tax authorities are now empowered to request documents and information regarding company's calculation and payment of taxes, fees and insurance charges from auditors.

SOURCE: VALENTINA KHLAVICH,  
[HTTPS://VALEN.MOSCOW](https://valen.moscow) ON 09.10.2018

### VENTS CONTRAIRES A L'EST: LES ENSEIGNEMENTS DU FORUM ÉCONOMIQUE DE VLADIVOSTOK

Le tournant de la Russie vers l'Est, évoqué par les médias russes depuis le début de la crise ukrainienne en 2014, devient peu à peu réalité. Le Forum économique oriental de Vladivostok vient de s'achever, et ses résultats parlent d'eux-mêmes : la Chine est devenue le premier partenaire économique de la Russie et son dirigeant Xi Jinping rencontre régulièrement le président russe Vladimir Poutine. Pour autant, les relations entre Moscou et Pékin ne sont pas idylliques.

Trois grands mythes persistent au sujet de la Russie : elle est « isolée », elle « dépend du pétrole » et « son économie est en lambeaux ». Pour se convaincre du contraire, il suffit pourtant de participer à l'un des deux plus grands forums économiques organisés en Russie, à Saint-Petersbourg et Vladivostok. En mai dernier, l'ancienne capitale impériale a accueilli le président français Emmanuel Macron. Quant au Forum économique oriental (VEF) de Vladivostok, son invité d'honneur était le dirigeant chinois Xi Jinping, mais l'on pouvait aussi y croiser le Premier ministre japonais, Shinzo Abe (déjà présent à Saint-Petersbourg), le président de la Corée du Sud, Moon Jae-in, et son homologue mongol, Khaltmaagiyn Battulga.

#### *Tapis rouge pour la Chine*

Avec 1 096 membres, la délégation chinoise au forum de Vladivostok a battu des records. Les Japonais étaient 570, et les Sud-Coréens 335. Même la Corée du Nord avait envoyé une délégation, composée de 12 personnes. Kim Jong Un, un temps annoncé, n'était finalement pas présent.

Les dirigeants russe et chinois ont passé pratiquement une journée entière ensemble (bien plus que le temps que Vladimir Poutine a bien voulu consacrer à ses autres homologues). Au programme de cette journée : négociations bilatérales, rencontres avec des chefs d'entreprise et visite de l'exposition « Une Rue en Extrême-Orient », installée sur les quais de l'Université fédérale de l'Extrême-Orient, sur l'île Rousski, où est traditionnellement organisé le VEF.

SOURCES: PIOTR OREKHINE (VLADIVOSTOK-MOSCOW) [WWW.LECOURRIERDERUSSIE.COM](http://WWW.LECOURRIERDERUSSIE.COM) ON 09.10.2018

## EBRD TO TAKE PART IN FLAX HARVESTING EQUIPMENT UPGRADE PROJECT IN BELARUS



Ambassador Extraordinary and Plenipotentiary of Belarus to Belgium Alexander Mikhnevich (right on the picture) held talks with the head of the European Bank for Reconstruction and Development (EBRD) Representative Office in Brussels Gwilym Jones (left).

The main topic of the meeting was the terms of the EBRD participation in financing the projects to upgrade flax harvesting equipment in Belarus with the help of the famous Belgian company Depoortere, to build livestock farms using the experience of Belgian farmers and scientists. The parties agreed on the algorithm of further action on this issue.

The parties reached an agreement on the mutual participation of the EBRD and Belarusian economic institutes in presentations, forums, roundtables and, in particular, the conference "Why Invest in Belarus" due in Kortrijk, Belgium on 24 October. The event has been organized by The Belgian Luxembourg Chamber of Commerce for Russia and Belarus with the support of the Belarusian Embassy and the collaboration of Flemish Chamber of Commerce for Russia, Belarus. The parties also talked about the EBRD roundtable in November.

*SOURCE: BELARUS EMBASSY*

## NEW COMPANY IN CHINA-BELARUS INDUSTRIAL PARK "GREAT STONE": TO MAKE MEDICAL PRODUCTS

A new resident company has been registered in the China-Belarus industrial park Great Stone. OOO SF Medical Products has a share of German capital, BelTA has learned.

The project is meant to create a high-tech enterprise to make medical products such as intravascular catheters, three-part syringes, sterile injection needles, and other kinds.

The enterprise will export about 90% of the output to the European Union, the Eurasian Economic Union, the Commonwealth of Independent States, and Middle East countries. Initial investments will exceed \$5 million. The project provides for creating over 100 jobs.

The enterprise is supposed to start making merchandise in 2019-2020.

The China-Belarus industrial park Great Stone is a territory where resident companies are granted a number of preferences in comparison with the rest of the country.

*SOURCE: [HTTP://ENG.BELTA.BY](http://eng.belta.by) ON 04.10.2018*

## FOREIGN EXPERTS, PRIVATE SECTOR TO PARTICIPATE IN PARLIAMENTARY HEARINGS ON INVESTING IN BELARUS

International experts and representatives of the private sector will participate in parliamentary hearings on investing in Belarus, BelTA learned from Chairman of the House of Representatives of the National Assembly of Belarus Vladimir Andreichenko on 27 September.

The speaker of the lower chamber of the Belarusian parliament outlined the key tasks of the autumn session, which is scheduled to begin on 2 October. Vladimir Andreichenko gave instructions to finish work on bills on investments and privatization. He reminded that parliamentary hearings on investments are supposed to take place in November. Representatives of government agencies, the business community, and international experts will participate in them. "We should be able to come up with concise up-to-date recommendations, which will affect not only the bills in the parliament, but will contain concrete proposals on enhancing the country's investment potential," noted the MP.

During the autumn session Belarusian MPs will also have to read the bill on Belarus' central state budget for 2019 and the new Tax Code. "The documents have yet to be brought in to the House of Representatives but a number of initiatives of parliamentarians have been approved as a result of active work," said the MP.

"The overall task is to keep the state budget socially oriented and take care of the tax legislation in a way to stimulate the development of the economy and business activity in the country," he added.

Vladimir Andreichenko mentioned that the adoption of the bill on decriminalizing some economic offenses will be an important step in encouraging entrepreneurship and emancipating the business initiative. Vladimir Andreichenko believes that close attention should be paid to amendments to the Housing Code and the Labor Code. These bills are complicated. Diametrically opposite proposals on these documents are being received. The speaker instructed the relevant commissions to look through them thoroughly and work out wise compromises.

In the next few months the House of Representatives of the National Assembly of Belarus will receive bills on commercial companies, natural monopolies, paid services, retail, auditing, advertising, and innovation activities. "All of them should be promptly and properly worked on taking into account the instructions to enable comfortable conditions for the operation of commercial entities," stressed the MP.

As many as 43 bills have been submitted to the House of Representatives of the National Assembly of Belarus. There are plans to add half of the number to the agenda of the autumn session.

*SOURCE: [HTTP://ENG.BELTA.BY](http://eng.belta.by) ON 27.09.2018*

## CULTURE

Calendar of Russian cultural events in Belgium  
<http://www.vava.be>

Association "Belarus today" in Belgium  
<http://associationbelgium.wixsite.com/belarustoday>

Amities Belarus Luxembourg a.s.b.l.  
Info.bellux@gmail.com  
<http://belarus-luxembourg.lu/>

Russian center of science and culture  
Rue du Méridien 21, 1210 Brussels  
P +322 210 03 10  
[centcultrus@skynet.be](mailto:centcultrus@skynet.be)

Russian center of science and culture  
32 rue Goethe, L-1637 Luxembourg,  
P +352 264 803 22  
[Lux.rs.gov.ru/fr](http://Lux.rs.gov.ru/fr), [centerrusse@pt.lu](mailto:centerrusse@pt.lu)

## 12 -16 NOVEMBER 2018, MURMANSK VII MURMANSK INTERNATIONAL BUSINESS WEEK

Murmansk International Business Week is a key business event of the region communicating Russian Arctic agenda to the international community, an arena where business, authorities and general public together pay close attention to the urgent issues of developing efficient cooperation at high latitudes.



Arctic shelf



Science and recruiting



Energy generation



Arctic research



Tourism



Mining industry



Urban environment



International cooperation

### Structure of VII Murmansk International Business Week

#### 12 November 2018 (Monday)

- The week of science “Arctic young science”
- II Discussion club “International practices in creating comfortable urban environment in the Arctic: Small cities – great opportunities” (Kola, the Murmansk region)
- XI International conference “Arctic shelf development: step by step”
- XIII Exhibition & conference “SEVTEK: fuel and energy complex of the North – 2018”
- Russian-Finnish B2B meeting «Processing of berries. Presentation of berry products»\*\*

#### 13 November 2018 (Tuesday)

- IV International conference “Arctic Polar routes”
- V International tourist platform “Made in Arctic”
- Norwegian-Russian business meeting
- XI International conference “Arctic shelf development: step by step” (continuation)
- XIII Exhibition & conference “SEVTEK: fuel and energy complex of the North – 2018”

#### 14 November 2018 (Wednesday)

- Meeting of the Working group "Development of international cooperation" of the State Commission for Arctic Development\*\*
- Plenary session of VII Murmansk international business week “Heading for the Arctic”

#### 15 November 2018 (Thursday)

- III International conference “Women in social business: experience of the northern regions”
- VI Invest session
- VIII International conference “Mining industry in the Barents Euro-Arctic region: view to the future”
- V International tourist platform “Made in Arctic”
- Panel discussion “Implementation of project management in the public sector”
- Seminar “Interregional business cooperation”

#### 16 November 2018 (Friday)

- Round table “Social partnership. Social design” (Monchegorsk, the Murmansk region)
- Round table “Arctic and the society”
- Seminar "Tools for exporters support and export projects support"
- VIII International conference “Mining industry in the Barents Euro-Arctic region: view to the future”

\* Brief programme of VII MIBW. Changes possible. \*\*Being discussed.

For more information please visit official website of the VII MIBW (<http://minec.gov-murman.ru/activities/week/>).

Organizer: the Government of the Murmansk region, Official support: The Ministry of Foreign Affairs of the Russian Federation

## 11 November 2018, Belgium NEXT SESSION OF THE IMPORT-EXPORT CLUB 2018 : RUSSIE, BELARUS, KAZAKHSTAN, KIRGHIZISTAN, ARMÉNIE

Prenez une longueur d'avance avec les nouveaux Import-Export clubs des CCI ! Les Import-Export clubs sont avant tout des clubs de partage d'expérience et d'échange de bonnes pratiques. Grâce aux Import-Export clubs vous...

- apprenez plus vite grâce aux astuces partagées par les autres
- recevez des conseils adaptés à vos besoins spécifiques
- multipliez vos contacts locaux et internationaux
- êtes rapidement au courant des opportunités de ces marchés
- avez tous les spécialistes du terrain sous la main
- bénéficiez d'une synergie forte entre participants

5 réunions – 5 thématiques (Dates programmées pour les entreprises du Brabant wallon et du Hainaut) :

13/09/2018 : Réunion 1 : L'Union économique eurasiennne : Contexte géopolitique, économique, historique et culturel.

11/10/2018 : Réunion 2 : Rencontres diplomatiques

22/11/2018 : Réunion 3 : Se développer dans l'UEE., Certifications et Douanes.

Comment trouver des partenaires et s'implanter, quels sont les meilleurs canaux de distribution ?

Comment certifier mes produits selon les nouvelles réglementations douanières ?

Animateurs : Arkady Arianoff (CCBLR), Valery Safarian (BACC), Peter van Blanckenbergh (SGS), Alexandre Nikolaiev (SGS).

Lieu : au sein même d'une entreprise participante, à déterminer.

17/01/2019 : Réunion 4 : Transport, finances et risques pays.

Comment organiser son transport, quels sont les moyens de paiement les plus efficaces et quels sont les risques-pays ?

Animateurs : Michael Smeets (AHLERS), Eddy Viseur (CBC) et Mireille Janssens (CREDENDO).

Lieu : au sein même d'une entreprise participante, à déterminer.

14/02/2019 : Réunion 5 : Témoignages d'entrepreneurs aguerris avec grande expérience dans ces pays

Leurs vécus, leurs succès, leurs partages d'expériences

Entreprise de petite taille

Entreprise de moyenne taille

Entreprise de grande taille

Lieu : au sein même d'une entreprise participante ou témoin, à déterminer.

Qui y participe ?

CEOs, Export managers, Chargés du développement de l'entreprise, Entreprises en pleine croissance, Entreprises ayant une expérience sur le marché, Entreprises de petite, moyenne, grande taille, Flexibilité : possibilité de se faire remplacer /1 représentant de l'entreprise par réunion

Organisation ?

Les réunions se tiennent de 8h45 à 12h30 et sont toujours suivies d'un lunch dans un restaurant de la région, de 12h30 à 14h00. Les réunions se tiennent au sein des entreprises participantes.

Tarifs préférentiels pour les membres des CCI's de Wallonie (restaurants, matériel didactique inclus) :

<http://www.ccibw.be/evenement/3931/>

Contact : Dominique Verleye, International Relations Manager, P: 067 89 33 32, [dominique.verleye@ccibw.be](mailto:dominique.verleye@ccibw.be)



## Open joint-stock company RosBytKhim

413 116, 42 Prospekt Stroitelei, Engels, Saratov region  
(8453) 795-305, 795-311, [www.rbh64.ru](http://www.rbh64.ru)

Personal tax reference number 644 904 7823

Tax Registration Code 644 901 001, Transactions Account №  
40702810052240000105 Saratovskiy Russian Federation, OJSC

«Rosselhozbank» in the city of Saratov, Correspondent Account 30101810500000000843  
RCBIC 046311843

### Commercial Proposal

OJSC RosBytKhim is a modern production of synthetic detergents located in the town of Engels on a land plot with a total area of 50 235 square meters owned by the Company by the right of lease until the year 2060.

On the indicated land parcel There is a complex of immovable property on the land plot, which includes five buildings and facilities with a total area of 12 050 square meters owned by the Company by the right of ownership.

The main building with a total area of 11 575.6 square meters includes the industrial site with the total area of 10 653.5 square meters, boiler room - 181.2 square meters and office space, located in a three-storey office building with a total area of 740.9 square meters, which is an integral part of the main building. The industrial site of the main building currently has the area of 7 000 square meters and can accommodate residents or by expanded with own production. There are two interchangeable Viessmann steam gas-tube boilers with a capacity of 2.3 t / h and 3.2 t / h and two interchangeable Viessmann hot-water boilers of 1,400 Gcal / h in the boiler room located in the main building. The office building, which is a part of the main building, is fully equipped with telephone and high-speed Internet connection.

In general, OJSC RosBytKhim has all the necessary infrastructure facilities, including:

Power supply, which is carried out through two high-voltage lines of 10kV from two different feeders.

There is an electrical substation (2pcs TMG-1000) on the territory of the Company. The permissible power is 1000 kW (this tariff is the cheapest one).

Gas supply is carried out through the 200 mm ground gas pipeline. The gas limit is 2281 thousand m<sup>3</sup> per year. The maximum hourly gas flow rate for the installed equipment is 593 m<sup>3</sup> / hour.

Water supply: Water supply input diameter is 100 mm with possible consumption of approximately 10 m<sup>3</sup> per day, 300 m<sup>3</sup> per month, and 3600 m<sup>3</sup> per year.

Water discharge: disposal line diameter 300 mm, with the capacity of 10 m<sup>3</sup> per day, 300 m<sup>3</sup> per month, and 3600 m<sup>3</sup> per year. Wastewater removal of surface sewage from the territory is approximately 1110 m<sup>3</sup> per month and 13320 m<sup>3</sup> per year.

The railway line, located on the territory of the Company, has the length of 1,143 m.

OJSC RosBytKhim is also equipped with a site for production of liquid detergents, where 4 reservoirs with the capacity of 400 cubic meters are located.

Currently 20% of all the capacities and areas are being used.

Production of laundry detergents is carried out using the Italian equipment produced by Ballestra company, packaging equipment of the end products by Acma, Volpak, Automatic MAC "Makiz-Compact U-03", Taurus Phoenix, with the possibility of packing both in cardboard and in soft packaging for the weights from 0.35 up to 12 kg.

The maximum production capacity is 5 tons per hour, the output of end products at full load is 24,000 tons per year, with the number of employees at the same time not exceeding 100 people, which is 1.3 billion rubles per year in money equivalent.

The quality of the end products is confirmed by the International Certificate of Compliance with National State Standard (GOST) R ISO 9001 2015. The certification process in OJSC RosBytKhhim was completed in 2016.

Currently, the Company's end products are sold under commercial agency and sourcing contracts, including a federal contract for more than 4 billion rubles. The geography of supplies of this contract covers 77 regions of Russia.

1 Owner, selling 100% interest (without encumbrances). The cost is 300,000,000 rubles.

## BOCKLANDT JONATHAN

DESIRED JOB TITLE: Relationship manager, Communication officer/consultant, Account manager, Customer service manager

DESIRED OFFICE LOCATION: Moscow or Saint Petersburg

WORK EXPERIENCE: English teacher at the Novosibirsk Pedagogical State University (2018)

EDUCATION: Master of Arts in Multilingual Communication (2018), Bachelor of Arts in Applied Linguistics (2017)

LANGUAGES: Dutch (mother tongue), English (fluent, C2), Russian (fluent, C1), French (basic, A2)

CONTACT: Jonathan.bocklandt@hotmail.com, +32478742995

## MLOTOK ELENA

DESIRED JOB TITLE: Business Development Director, Country Manager, General Manager

DESIRED OFFICE LOCATION: flexible in EU and Russia

WORK EXPERIENCE: 20 years of comprehensive commercial experience in consumer-centric industries that combines full-fledged FMCG marketing, business development and product management in a fast growing fin-tech environment at Visa and vendor management and category leadership at Amazon with P&L responsibility

EDUCATION: St. Petersburg State University of Economics and Finance, Economist degree, major in Marketing; St. Gallen Marketing and Sales University, International Brand Management course

LANGUAGES: English (fluent), Russian (native), German (beginner)

CONTACTS: elena.mlotok@gmail.com; +352 621 6 777 18; +7 915 130 44 45

## DELLA SCALA PAOLA

DESIRED JOB TITLE: Event and Accreditation Assistant, Junior Project Manager, Junior Policy Adviser, Logistics Coordinator, Translation assistant, Responsible for Foreign Relations, International Relations Officer, Back Office Manager, Administrative Assistant. DESIRED OFFICE LOCATION: Brussels.

WORK EXPERIENCE: Event Assistant for the European Development Days 2018 and for 'EU Cities for Fair and Ethical Trade award Ceremony' at Phrenos, Brussels (April-July 2018); Receptionist at Taormina Palace Hotel, Messina (Nov-Febr.2018); Intern for the Arts and Cultural activities, Ca' Foscari Foundation, Venice (2014-2015). EDUCATION: University of Bologna, Interdisciplinary research and studies on Eastern Europe (2015-2017); Saint Petersburg State University, International Relations (2015-2016); Ca' Foscari University of Venice, Foreign Languages (2012-2015) LANGUAGES: Italian, English, Russian; CONTACTS: (+39)3498552547, paoladellascala@gmail.com.

## NASYROVA DINARA

DESIRED JOB TITLE: Accountant

DESIRED OFFICE LOCATION: Namur, Liège, Charleroi, Marche-en-Famenne, Luxembourg

WORK EXPERIENCE:

08/2017-04/2018 - Accountant, Thiran Group (Achene, Belgique);

08/2006-12/2011 - Head of Legal Service , Daily Group (Moscow, Russia);

07/2004-07/2006 - Senior lawyer, PARUS (Moscow, Russia)

EDUCATION: 2013-2017 - Bachelor's degree in accounting, tax option (Ecole Supérieure des Affaires, Namur, Belgium); 1998 - 2002 - Master in jurisprudence (Astrakhan State University, Astrakhan, Russia)

LANGUAGES: Russian (mother tongue), French and English (Independent user)

CONTACTS: P +32493684556; dinara.boeur@gmail.com

## SLINGENEIJER DE GOESWIN BERNARD

DESIRED JOB TITLE: Young postgraduate in Marketing is looking for a full time position of export/import assistant, administrative, representative employee.

EDUCATION: Institut des Carrières Commerciales, Brussels. 2001 – 2004. Bachelor in Marketing. Distinguished scholarship.

PROFESSIONAL PROFILE: Retail assignment, Services & advices to customers, Contact customer B2C & B2B, Back & Front Office, Commercial management, Customer accounts management, Advices to customers & administration managements, Administration & Logistics assignments, multi-function position.

PERSONAL SKILLS: Easy adapt to changing, goal-oriented person, excellent communication skills, team spirit, attentive to details, team player, quick learner and easily adaptable to new assignments with ability to manage multiple tasks. Open minded team player who enjoys working in a multicultural and international environment.

LANGUAGES: French & German (mother tongue), English (fluent), Dutch, Russian (good) Chinese (good basics).

CONTACTS: M + 32 (0) 477 87 54 98,  
bslingeneyer@yahoo.com

## YAKOUCHYK KATSIARYNA

DESIRED JOB TITLE: Policy Analyst, Government Relations Manager, Consultant

DESIRED OFFICE LOCATION: Brussels

WORK EXPERIENCE: Researcher in Political Science at the University of Passau (Germany), Research Assistant at the German Institute for International and Security Affairs (SWP), Berlin (Germany), Administrative Assistant at the Municipal Administration of Erdmannhausen (Germany), Research and Administrative Assistant in the German Parliament, Berlin (Germany), International Fairs Hostess, Messe Berlin GMBH (Germany)

EDUCATION: 2018 - Ph.D. in Political Science, University of Passau, Germany; 2011 - M.A. in International Relations and European Studies, Andrassy University of Budapest, Hungary; 2008 - B.A. in German and English Linguistics, Brest State Pushkin University, Belarus

LANGUAGES: Russian (mother tongue), Belarusian (mother tongue), German (fluent), English (Fluent), Italian (fluent)

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## STETSKA KATERYNA

DESIRED JOB TITLE: EU Public Affairs Junior Consultant or Trainee, Junior Policy adviser, Responsible for Foreign Relations, Administrative Assistant, Financial and Legal Assistant, Marketing & Event Management Trainee, Accountant, etc

DESIRED OFFICE LOCATION: Brussels

WORK EXPERIENCE: Trainee in the European Parliament (2018, Brussels); Financial and Legal Assistant (2016, Brussels); Administrative Assistant (2013, Spain)

EDUCATION: Bachelor's Degree in Administration and Business Management in University of Granada, Spain; Bachelor's Degree in Law in University of Granada, Spain; One year studies in Warwick Business School, Warwick University, United Kingdom.

LANGUAGES: Spanish (mother tongue), English (advanced), Russian (fluent), Ukrainian (mother tongue), French (basic).

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## YUZHKOVA SVETLANA

DESIRED JOB TITLE: Interpreter -Translator, Buyer / Sales Representative for companies focused on Russian speaking countries market

DESIRED OFFICE LOCATION: Belgium: Brussels, Liège (province)

WORK EXPERIENCE: Sales Manager at Gefco (logistics French company, Moscow), Product Manager Assistant at Leroy Merlin (DIY, Moscow Purchasing Department), General Manager Assistant at EuroClad (German-Russian company, sales of consumables and equipment for PCB production)

EDUCATION: State Teacher's University with the Greatest Distinction (Ulyanovsk, Russia, 1995-2000), Linguistic Speciality (French, English)

LANGUAGES: Russian (mother tongue), French (fluent), English (advanced)

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THE BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE FOR RUSSIA AND BELARUS (CCBLR BRUSSELS) HELPS COMPANIES TO DEVELOP THEIR BUSINESS IN RUSSIA AND BELARUS SINCE 1974

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ЗАЯВКА НА ЧЛЕНСТВО / MEMBERSHIP APPLICATION FORM

COMPANY / КОМПАНИЯ	
PRINCIPAL ACTIVITIES / СФЕРА ДЕЯТЕЛЬНОСТИ	
VAT NUMBER / НАЛОГОВЫЙ НОМЕР	
WEBSITE / САЙТ	
POST ADDRESS / ПОЧТОВЫЙ АДРЕС	
CONTACT PERSON / КОНТАКТНОЕ ЛИЦО	
FUNCTION / НАИМЕНОВАНИЕ ДОЛЖНОСТИ	
PHONE / ТЕЛЕФОН	
E-MAIL * / ЭЛЕКТРОННЫЙ АДРЕС *	

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TYPE OF MEMBERSHIP / SERVICE ВИД ЧЛЕНСТВА / УСЛУГА	FEES	
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Press Release Пресс релизы	free for the members	<input type="checkbox"/>

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\* Please send us e-mail addresses of your colleagues, who would wish to receive our newsletter East Inform, and invitations to our events / Пожалуйста, укажите адреса электронной почты Ваших коллег, которые хотели бы получать информационный бюллетень East Inform и приглашения на наши мероприятия.

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