



# THE AEB GUIDE

## To Customs, Legal, Logistics, Tax and Transport

Oslo	RT364	T7	Delayed
Vienna	GMA409	Z6	On Time
Sao Paulo	PAQ654	W2	Delayed
Rome	GMA118	X8	On Time
New York	AMT833	N3	On Time
Dublin	PAQ699	V2	Delayed
Madrid	KLM610	R6	On Time
Bangkok	FRD252	H8	On Time
Mexico	RTF443	V6	On Time
Eindhoven	AMT342	B6	Delayed
Zurich	REF781	F2	Delayed
Sydney	PAQ667	T6	Delayed
Paris	RTF09	T6	On Time
Miami	REF432	D2	On Time
Geneva	REF157	S7	Delayed
Tokyo	REF109	S8	On Time
London	FRD251	S9	On Time

## Service Providers in Russia

2014



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\*Rated among the TOP-50 Law Firms in Russia  
(rating by PRAVO.ru and Vedomosti newspaper, 2012)





Association  
of European  
Businesses

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Dear Readers,

Welcome to the second issue of the AEB annual guide to Customs, Legal, Logistics, Tax and Transport Service Providers in Russia.

This AEB guide is a source of information, both for companies currently operating in Russia and for potential foreign investors, on AEB member companies which provide services within the country's Customs, Legal, Logistics, Tax and Transport sectors. With over 600 member companies, the AEB strives to promote and support a favourable business environment for its members, amongst others, through the provision of accurate and up-to-date information on various issues pertaining to investment.

Russia continues to attract investors from all over the world as the sixth-most attractive country in the world for Foreign Direct Investment, and the most attractive in the Commonwealth of Independent States (CIS).

Moreover, many investors believe that Russia's WTO accession, the formation of the Common Economic Space with Belarus and Kazakhstan, and a likely Eurasian Economic Union by 2015, will lead to major positive changes with regard to foreign investment.

I hope this publication will serve as a valuable source of information to companies setting up on business in Russia, and will contribute to productivity improvement for those already here.

A handwritten signature in blue ink, appearing to be 'F. Schauff'. The signature is stylized and written in a cursive-like font.

Frank Schauff,  
Chief Executive Officer  
The Association of European Businesses



Dear readers,

The Customs and Transport Committee of the Association of European Businesses was founded in 1997 to bring together experts and practitioners from across the business spectrum and coordinate initiatives, ideas and concomitant actions on the most pressing concerns of its members.

It is a great honor and responsibility for the Committee members to be part of the most reputable and the fastest growing international business association in Russia. It is also a unique opportunity to lobby on concerns of member companies through constructive dialogue with the Federal Customs Service and other government bodies of the Russian Federation, and to promote the application of the industry standards in accordance with the best international business practices and trade facilitation principles.

In addition to Annual Customs Conference, regular Committee meetings, open briefings and industry events, this guide to Customs, Transport, Tax and Legal expertise is a directory that will certainly allow you find the right partners that may help you efficiently navigate through challenges and idiosyncrasy of the regulatory and operational environment in the Russian market.

We feel confident that professionalism, insight and experience of the AEB member companies will assist you in quality strategy execution and catering to increasingly diverse range of business and customer requirements.

A handwritten signature in blue ink, appearing to read 'D. Tcheltsov', written in a cursive style.

Dmitry Tcheltsov  
Chairman, Transport and Customs Committee



related to development and modification of the effective Russian legislation in civil and corporate areas.

## **ALRUD**

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### **Areas of activity**

ALRUD Law Firm was founded in 1991 and is currently one of the leading independent national law firms ranked by major international legal directories such as Chambers, Legal 500, IFLR 1000 and Best Lawyers.

ALRUD team comprises more than 70 legal and tax specialists who advise on local and cross-border projects and possess unrivaled experience in supporting clients from diverse business sectors: banks, consumer goods and retail, energy and infrastructure, investment management, government and public policy, healthcare, life sciences and chemicals, industrials, insurance, technology, media and telecoms, transport and logistics.

The Firm advises both Russian and foreign clients on Corporate/M&A, Competition/Antitrust, Dispute Resolution, Banking and Finance, Capital Markets, Commercial, Intellectual Property, Labour and Employment, TMT, Private Clients, Real Estate, Restructuring and Insolvency and Tax. ALRUD works jointly with leading law firms in all major jurisdictions to provide the best expertise in international projects.

ALRUD's key clients include: Rosatom, Sberbank, Deutsche Bank, Swedbank, Aeroflot, Russian Direct Investment Fund, LG, Unilever, Vimpelcom, JVC, AVON, Mondy.

ALRUD Law Firm took an active participation in preparation of recent amendments to the Civil Code and Competition Law of the Russian Federation and was involved into other projects

## BEITEN BURKHARDT

### BEITEN BURKHARDT

International Law Firm

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### About the company:

BEITEN BURKHARDT has been providing legal services in Russia for more than 20 years. The office in Moscow was opened in 1992. The opening of an office in St. Petersburg followed in 1996.

The professionalism of international teams, impeccable quality of deliverables, development of customized solutions and constant readiness to provide client support are the firm's underlying principles.

Owing to our extensive experience and understanding of client expectations we offer comprehensive legal services on issues arising from Russian and international law.

### Main areas of activities:

- **Corporate law:** establishing representative offices and branches of foreign companies, subsidiaries and joint ventures, conducting legal due diligence on target companies in Russia, restructurings and mergers of Russian companies, current advice on corporate issues etc.;
- **Tax law:** advising on issues related to tax planning

and structuring of investment projects, analysis of tax consequences of agreements, giving recommendations on tax risks mitigation, supporting clients in disputes with tax authorities etc.;

- **Customs issues:** consulting clients on issues of optimizing the customs clearance process, support with respect to reducing customs duties and import VAT relief, representation clients in disputes with customs authorities etc.;
- **Commercial and contract law:** drafting, negotiating and checking contracts, structuring transactions from the legal and tax perspective etc.;
- **Labor and migration law:** drafting employment agreements and internal regulations, consulting on issues of Russian migration law, obtaining permit documents and visas to perform labor activities, advise on issues related to taxation of foreign employees working in Russia etc.;
- **Real estate and construction law,** in particular conducting legal due diligence on real estate objects, providing legal support for acquisitions of Greenfield and Brownfield sites etc.;
- **Dispute resolution:** legal expertise in documentation, pre-trial and out-of-court conflict resolution, representing clients' interests in states and arbitration courts.

### Client references:

...TPV CIS Ltd. in the person of its Managing Director Blazej Bernard Reiss thanks the team of Beiten Burkhardt (ATTORNEYS-AT-LAW), St. Petersburg for high-quality and effective legal services and recommends it as a legal consultant on complex production projects...

Blazej Bernard Reiss  
Managing Director of TPV CIS Ltd.

...CJSC SEW-EURODRIVE is satisfied with BEITEN BURKHARDT's services and recommends the company as a highly professional and reliable legal consultant...

Vladimir Zolotarev  
General Director CJSC SEW-EURODRIVE

...we have received legal services of lofty professionalism, a complex approach to all needs of our business, as well as a responsible and attentive attitude from BEITEN BURKHARDT's specialists. SUZUKI AUTO MFG RUS LLC unequivocally recommends BEITEN BURKHARDT as a legal consultant for investment and other business projects in Russia...

General Director  
SUZUKI AUTO MFG RUS LLC

# C L I F F O R D C H A N C E

## Clifford Chance

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Clifford Chance, one of the world's leading law firms, combines the highest global standards with specialised local expertise. The firm has over 3,400 legal advisors in 35 offices across 25 countries.

Clifford Chance has had an established presence in Russia since 1991. Our office in Moscow operates as a fully integrated part of the firm's international network and provides a full service in the following practice areas:

- Tax
- Corporate, M&A and Joint Ventures
- Merger Control and Antitrust
- Energy & Infrastructure
- Real Estate
- Banking & Finance
- Equity Capital Markets
- Debt Capital Markets and Structured Products
- Litigation, Dispute Resolution and Arbitration.

The office has 9 partners and over 70 lawyers. Our lawyers are qualified in Russian, English, German and US law.

## Tax Practice

Tax advice is an integral part of our service to clients. We provide a full legal tax service and are accustomed to working together with our corporate, finance, capital markets, Energy & Infrastructure, Real Estate and litigation lawyers as a team.

We provide strategic, practical and timely advice on a full range of tax issues backed by our understanding of domestic rules, how different tax systems operate in practice and how they interlink, which ensures we add real value. Our deep integration with other practices and understanding of how tax interacts with legal and regulatory environment gives us a major competitive edge

to the benefit of our clients.

Our tax group is highly experienced in integrated management of multi-national projects and coordinating all tax advice across jurisdictions. We have unparalleled experience in advising on structuring, negotiating and documenting cross-border transactions, and are uniquely placed to ensure we support our clients to achieve their business and financial objectives.

Our international tax practice covers every aspect of tax law, including:

- Customs and International trade
- Banking & finance tax
- Capital markets & structured debt tax
- Corporate, M&A & joint ventures tax
- Private equity & funds tax
- Real estate tax
- Restructuring tax
- Stamp duty & transfer taxes
- Tax litigation & disputes
- Transfer pricing tax
- Value added tax

*"Sources say: 'Excellent level of knowledge, great response to client demands, pragmatic in finding solutions and business-minded'."*

*Chambers Europe 2013: Russia – Tax*

Alexander Anichkin, Partner in Clifford Chance Moscow, Tax practice, specialises in tax, customs and financial regulation issues. He has significant experience in tax and civil litigation, currency and customs regulation, as well as advising on complex Russian and international taxation matters affecting activities of both foreign investors and national Russian companies.

*"[Alexander Anichkin's] advice is a "healthy mix between conservative and aggressive," and he also attracts recommendations for his communication skills and "helpful, practical advice."*

*Chambers Europe 2013: Russia – Tax*

Clifford Chance is ranked 'tier one' in more cross-border tables than any other firm in the Chambers Global 2013 Directory and is top tier in the Chambers Europe, IFLR1000 and Legal 500 rankings. These independent rankings highlight the firm's legal expertise, professional conduct, client service, and commercial awareness and recognise Clifford Chance as a leader in quality legal expertise across global markets.





## **Crown LLC – subsidiary of Crown Worldwide Group in Russia is focusing on two lines of Business:**

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## **1. Crown Relocations**

Crown Relocations provides transportation, destination and immigration services, as well as employee and family support, to assist people relocating internationally or domestically.

Relocation presents challenges to all concerned. Crown's people understand the excitement and anxiety of relocating, whether it's the corporate challenge of managing globally mobile employees, or an individual move for a family.

As a company with people working all over the world, Crown is an enthusiastic champion of the benefits of relocation. Our expert move manag-

ers are advocates for their cities and are determined to make every relocation a success.

Although we have a presence in almost 60 countries, 'being there' means more to us than simply being on the ground. During every relocation, Crown provides support, guidance, care and the personal attention needed to lessen disruption. So everyone involved can focus on the next chapter of their life. Crown takes special care of partners and children, ensuring that no one feels their concerns are overlooked.

With offices in more than 265 locations, we are loyal to our local communities and the environment. Crown leads a sincere and wide-ranging CSR program, supporting health, education and welfare. In addition, we continually revise our efforts to improve the environmental performance of all our operations.

Crown Relocations is part of the Crown Worldwide Group, established in 1965 and headquartered in Hong Kong. Other divisions within the Group include Crown World Mobility, Crown Records Management, Crown Fine Art, Crown Logistics and Crown Wine Cellars.  
Crown Relocations – Go knowing –  
[www.crownrelo.com](http://www.crownrelo.com)

## **2. Crown Fine art**

Crown Fine Art provides dedicated services to museums, galleries, auction houses and collectors.

From offices in most of the world's major art centers, we are able to offer expert assistance and the care and commitment required to handle the world's most precious objects.

As well as being specialized, Crown Fine Art people are enthusiasts, with a genuine love for the works they are entrusted to care for whether designing packing and crating, or planning exhibitions or installations.

Working within the Crown network, communication and operations are more streamlined, as everyone is familiar with common working practices and shared values. Similarly, there is greater accountability in one organization where everyone is working toward the same goal.

Crown Fine art – Sharing the Passion –  
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## DHL Express

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A full list of DHL Express offices in Russia is available at [www.dhl.ru](http://www.dhl.ru).

Through a network spanning more than 220 countries and territories, we provide courier and express services to business and private customers. Whether it is documents or parcels, Same Day, Time Definite or Day Definite delivery, DHL Express has the service you are looking for.

DHL in Russia is the market leading provider of Express and Logistics solutions. Established in 1984 and with 30 years of operating expertise and experience in Russia, DHL Russia has progressively expanded to serve over 1800 towns and cities across Russia, with a network of over 150 Service Points. DHL Russia has a fleet of over 940 commercial vehicles.

### DHL's Industry Sector Approach

Every industry has its own particular characteristics and supply chain needs, which is why our sector management approach is to work with customers to optimize the value proposition for their industry's distinctive requirements. Built around expert teams of dedicated professionals who fully understand your business in-depth, our industry sector approach is designed to provide simplified and sustainable solutions that are right for your particular industry. This includes dedicated infrastructure and competence centers to provide the specialized expertise your sector requires. A key to our success is to create a simple and unique experience by sector, making it easier for you to do business with us. With our innovative and industry-specific state-of-the-art-solutions, we will create a competitive advantage for you.

### Customs Expertise

DHL Express has been a global expert in international trade for well over 40 years and now processes several million customs entries every day. As one of the world's largest customs brokers, we use local expertise to understand diverse customs regulations. In Russia DHL Express renders customs clearance services in 22 locations from the Western point in Kaliningrad to the Far East, using advanced technologies and electronic declarations of the goods through Internet. We have about 250 well trained certified customs specialists providing customs expertise and customs clearance to DHL Express customers, ensuring highest service quality and 100% customs compliance. That's why, with DHL as a partner for your business, our in-house experts are well positioned to help you navigate the complexities of customs compliance and all of the related terminology and guidelines.

### Useful Services

#### DHL IMPORT EXPRESS WORLDWIDE

The inbound door-to-door delivery to an address in Russia by the end of the next possible business day

- Time-sensitive international shipping needs
- Proactive delivery notification available on request
- Book online or via Customer Service
- Transport charges payable by receiver or third party
- Available from and to all pickup and delivery locations worldwide

DHL EXPRESS 9:00, 10:30, 12:00

Domestic and international door-to-door delivery before 9:00, 10:30 and 12:00 on the next possible business day

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## DLA Piper

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**DLA Piper** is the largest law firm in the world. With over 4,200 attorneys across more than 30 countries in Europe, the Middle East, Asia, Latin America, Australia and the USA we provide a broad range of legal services through our global practice groups.

Our practice in Russia comprising more than 100 professional lawyers at offices in Moscow and St Petersburg is uniquely multidisciplinary, offering commercial legal solutions combined with a strong tax analysis and planning component.

### Areas of expertise:

- Foreign Trade Regulation Practice
- Customs Practice
- Regulatory Practice
- Tax Practice
- Intellectual Property and Information Technology Protection
- Corporate Law, Mergers and Acquisitions
- Competition Practice
- Real Estate Practice
- Infrastructure and Project Finance
- Litigation Practice
- Employment

We serve automotive, manufacturing, pharmaceutical, and pulp and paper industries, as well as the FMCG, retail and logistics sectors and can boast the majority of names in the region in these areas as our clients.

Our services cover a wide range of regulation and compliance issues in respect of the current legislation, allowing our clients to identify and

manage possible risks at the initial stages of project implementation.

### Selected DLA Piper awards:

- Top-Listed in Russia in Customs and Excise (*Best Lawyers 2013*)
- Top-Listed in Russia in Regulatory (*Best Lawyers 2013*)
- Highly recommended tax and trade & customs team in Russia (*Who's Who Legal CIS 2013*)
- Highly recommended corporate and tax practice in Russia (*Chambers Europe 2007-2013*)
- Highly recommended corporate and tax practice in Russia (*Legal500 2007-2013*)
- Best corporate and commercial team in Russia (*World Finance, Legal Awards 2010*)



## DPD

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Delivering more than 2.5 million parcels on a daily basis, DPD is a leading international express delivery service.

DPD has the best road network in Europe and covers almost all countries in the world. From the extensive range of services for international express delivery and national delivery, customers can choose transport and logistics solutions both for their businesses and individual use. 24,000 employees and 18,000 DPD vehicles work in more than 800 of the company's terminals.

As an international provider, DPD is present in Russia and is a recognized leader on the Russian market for the express delivery of parcels and goods, offering a service matching modern global standards. DPD in Russia delivers to 7000 locations nationwide and worldwide.

DPD in Russia – more than 20 years in international freight & parcel business!

- Customs clearance (brokerage License № 0286/00 from 30.12.2010)
- Worldwide delivery of parcels and documents
- International road- and airfreight
- Unique intra-Russia delivery network



## eastprolog

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**eastprolog** is a subsidiary of the Austrian-Russian consulting and engineering company. Our company working mainly with European and international customers, has extensive experience in the realization of successful projects in Russia. Our head company holds contracts for delivery of equipment, machinery and spare parts, and is already active for several years in the trading of used machinery. Due to the growing number of contracts it was decided to put these activities into a new company - eastprolog (eastconsult procurement and logistic solutions).

### Areas of activity:

- general consulting on procurement and import
- import and export of goods
- legal support on imports and exports
- procurement of goods specified by the customer
- used machinery trading
- acting as an import agent, especially for free of charge spare parts deliveries
- transport organization

### Our services include:

#### General consulting on procurement and import

We are qualified to advise our customers on specific situations, to render consulting assistance in selection and the execution of optimal import procedures, also our expert lawyers can provide related consultancy.

#### Import of goods

We organize shipping and logistics, insurance, also customs clearance of cargoes arriving by car, by railway, by air or by sea. We search for the most cost-effective import solutions and efficient execution of documents.

#### Legal support on imports and exports

Legal representation of importers and exporters before Russian customs bodies, tax authorities, state and local governments.

#### Procurement of goods specified by the customer

Due to our hands on experience in the field of purchase of goods and services in Russia and abroad, we can offer following services:

- Development of optimal procurement strategy;
- Complete cycle of procurement from tender preparation, support in negotiations with suppliers to clear presentation of results;
- Identification and assessment of potential risks;
- Preparation of contracts with suppliers of goods and services;
- Control of quality, costs, and compliance with the deadlines for deliveries, execution of services

#### Used machinery trading

We have extensive experience in used machinery trading and supply: from simple machines to a complete manufacturing plants for various products. We organize dismantling, logistics and most importantly assistance in obtaining permits for installation and commissioning. Furthermore, our experts provide professional support on all technical matters during the installation, commissioning and subsequent operational phases of your equipment in Russia.



Building a better  
working world

## EY

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Leader in the CIS

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Our **Tax & Law practice** offers the following key integrated services:

- Cash Tax Planning
- Country Tax Advisory
- Customs and International Trade
- Global Compliance and Reporting
- Human Capital
- Law
- Personal Taxes
- Tax Accounting
- Tax Performance Advisory
- Tax Policy and Controversy
- Transaction Tax
- Transfer Pricing and Tax Effective Supply Chain Management
- VAT, GST and Other Sales Taxes

Our global team of over 40,000 talented professionals brings you technical knowledge, business experience and consistent methodologies, all built on our unwavering commitment to delivering exceptional client service.

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CIS Tax & Law Leader

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## EY Law

The diverse international background of our lawyers and expertise in Russian law make EY's legal practice uniquely positioned to provide legal advice to Russian and international clients on all the key legal issues that they face in the following areas: Corporate and M&A, Commercial, Banking and Finance, Real Estate, Employment, IP/ IT, Government and Public Sector.

Our lawyers work closely with Assurance, Tax, Transactions and Advisory colleagues, drawing on extensive experience beyond the borders of law to provide a multidisciplinary service.

To ensure that our advice is tailored to our cli-

ents' business needs, we focus on a number of sectors: Diversified Industrial Products, Banking and Finance, Government and Public Sector, Life Sciences, Retail and Consumer Products, Oil and Gas, Power and Utilities, Private Equity, Real Estate and Technology.

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## Real Estate Advisory

- Real estate appraisal
- Feasibility studies and concept development
- Corporate real estate optimization
- Project development and management
- Location advisory services
- Business process advisory for real estate developers

## Real Estate Tax

- Tax structuring of transactions
- Tax advice related to operational activity
- Assistance in improving tax efficiency
- Optimization of the ownership, financing and management structure of the project

## Hospitality & Leisure, Legal services

- Legal advice for hospitality businesses
- Feasibility studies for hotel development
- Hotel operator selection, negotiation on management contracts

## Real Estate Audit

- Audit
- Review
- Agreed upon procedures

## Transactions in real estate

- Due diligence
- Transaction structuring
- Risk management.

## Freight Village RU

### Freight Village RU

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**Freight Village RU (FVRu)** – Russia’s first multimodal logistics cluster offering direct access to road, rail, and air cargo transport thanks to state of the art transshipment infrastructure.

**FVRu** provides access to shared facilities, equipment and services (e.g. container storage, handling areas and warehouses, customs services, truck cleaning, post office, conference and training facilities and other services and amenities) and performs a centralized management for long term planning, investment, governance, environmental management and other issues.

#### Location:

67 km from the MKAD (Moscow Ring Road);  
Adjacent to the airport Ermolino;  
Bordering with New Moscow;  
45 km from airport Vnukovo;  
Direct road connection to the M3 Moscow-Kiev and the Moscow big transport ring A108; access to M1 via A108;  
FVRu is an integral part of “Industrial park “Vorsino”.

#### Territory of FVRu over 600 Ha and includes:

##### High Performance Railway Terminal:

7 railway spurs: 1050m – effective handling length;  
Crane operation covers:

- 3 railway spurs
- 6 container storage lanes
- 2 truck lanes

3 railway spurs for shunting trains/wagons;  
1 railway spur serving residents;  
Dedicated access for lorries;  
Automated container pick-up/delivery regulation system.

##### Container terminal:

Total area – 26 Ha;  
Container capacity:

- Under the crane: 3000 TEU
- Space for empty containers: 7000 TEU
- Phase I (2013 – 2014): 3 Reachstackers – 100 000 TEU/year
- Phase II (2014-2015): 2 Cranes – 300 000 TEU/year
- Phase III (2016): 3 Cranes – 500 000 TEU/year

##### Multimodal Customs Zone:

Total area – 13 Ha;  
3000m<sup>2</sup> class A+ office building designed following customs related workflow;  
Capacity: 400 declarations/shift;  
Bonded warehouse;  
Bonded parking zone for 340 trailers.

##### Cross-Dock Warehouses complex:

Total area – 116 000 m<sup>2</sup>;  
3 main blocks with built-in administrative areas and mezzanines 38 820 m<sup>2</sup> each;  
Technical characteristics:

- Ceiling height – not less than 12, 0 m
- Column grid 12 x 24 m
- Load bearing – 8 t / 1 m<sup>2</sup>
- Loading docks: 1/550 m<sup>2</sup>

##### Multifunctional Industrial Facilities:

Basic parameters:

- Clear height: 8 meters
- Load bearing: 5T/m<sup>2</sup>
- Min. 1 raised dock/module (slope 15°)
- Min. 1 truck garage door/module
- Additional docks on demand.

##### Project is supported by:

- The government of the Kaluga Region;
- The Kaluga Region Development Corporation;
- Government of the Russian Federation;
- Autonomous non-profit organization "Directorate of the Moscow transport hub";
- JSC "Russian Railways" (RGD);
- Federal Railway Transport Agency;
- DGG – German Association of Freight Village.

##### Freight Village RU offers:

Build-to-suit;  
For sale and/or lease:

- A Class warehouses;
- Any tailor made Industrial Real Estate.



## IRU

### Contact information:

www.iru-eapd.org

IRU Permanent Delegation to Eurasia

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### International Road Transport Union (IRU)

The International Road Transport Union (IRU) is the world road transport organisation, which upholds the interests of bus, coach, taxi and truck operators to ensure economic growth and prosperity via the sustainable mobility of people and goods by road worldwide. The IRU brings together 170 Members in 74 countries across all five continents. The IRU's mission is to facilitate trade and international road transport and ensure its sustainable development in close cooperation with its members following the IRU motto: "Working together for a better future."

The IRU is engaged in a wide scope of activities such as dialogue with intergovernmental, international and regional road transport organizations, public-private partnership with relevant public agencies, cooperation with policy makers and legislators in order to contribute to the creation of effective legislation.

The IRU also provides practical services to the industry: legal assistance network, information on fuel prices, road transport indices, security and safety check-lists, online apps such as TIR-EPD and TRANSPark.

With full understanding that professional training for road transport is crucial today more than ever for safety, efficiency, environmental performance compliance and competitiveness, the IRU established the IRU Academy, which works globally with partners and professional experts to provide a framework for professional road transport training. The IRU Academy provides training for international road transport managers and drivers, as well as programmes on safe transport of dangerous goods, safe loading and

cargo securing and tachographs.

The UN authorised the IRU to administrate the TIR Convention, 1975.

The IRU Secretariat General is composed of its headquarters in Geneva and the Permanent Delegations to the European Union (EU) in Brussels, to Eurasia in Moscow, to the Middle East & Region in Istanbul.

One of the IRU Permanent Delegation to Eurasia (IRU EAPD) priorities is development of Euro-Asian road transport links and integration of the national road transport into the Eurasian road transport system. One of the major relevant projects launched by the IRU EAPD was the New Eurasian Land Transport Initiative (NELTI). In the framework of this international project monitoring of existing Eurasian routes was carried out by road transport companies from 12 countries with the data clearly demonstrating a loss of time at borders (up to 40%) and unofficial payments en route (up to 38%).

The IRU Model Highway Initiative (MHI) was launched as the solution to the problems diagnosed by NELTI. This project envisages development of ancillary infrastructure dovetailed with legislation and customs administration reforms in the countries involved. Two stretches of the Model Highway are being currently considered – in the Southern Caucasus and in Central Asia.

The Head of the IRU Permanent Delegation to Eurasia is Dmitry Larionov.



*We are the right move for you!*

# IWM

## IWM

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### Moscow office:

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### Yuzhno-Sakhalinsk office:

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### Baku (Azerbaijan):

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## Company Description

Worldwide moving and relocation services; offices and apartment moves; moving and relocation in Russian regions; fine arts shipping; pets moving.

### IWM in figures:

- 17 years of experience in Moving and Relocation services in Russia.
- 4 own operating offices: Moscow (HQ), St. Petersburg, Yuzhno-Sakhalinsk, Baku (Azerbaijan).
- Over 11 000 sq m warehouse facilities (6000 sq m in Moscow, 2000 sq m in St. Petersburg, 2000 sq m in Yuzhno-Sakhalinsk, 1200 sq m in Baku).
- 93 Russian cities coverage via own offices and approved agents network.
- 115 specialists -the biggest qualified crew in Russia: export packers, crew leaders, customs brokers, drivers and operational personal.
- 4 lingual team: Russian, English, French, Arabic

IWM is following to the "Green office" principals and aspiring to diminish negative effect on the environment, by saving resources, material recycling, reducing the wastes. IWM offers ECO utilization of the furniture, office equipment and

documentation.

### Clients' references:

IWM Company has made excellent service for the very difficult office move within Moscow, using its rich experience and possibilities in the field of transportation/storage of the office furniture, equipment, files and personal belongings of Company's employers.

*TNK - BP Management 21.06.2011*

I am very glad to recommend the IWM Company to all potential Clients as reliable, executive and professional carrier.

*Caterpillar 2011*



## LeasePlan

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LeasePlan is a global fleet and vehicle management company of Dutch origin. Our full service offering consists of financing and operational fleet management services to meet the needs of a diverse client base. Established 50 years ago, we have grown to become the world's leading fleet and vehicle leasing company with over 85% of our over 6,250 person workforce now operating outside of the Netherlands. Our global franchise manages around 1.36 million multi-brand vehicles and provides fleet and vehicle management services in 32 countries. We have a proven track record in enhancing our presence in traditional mature fleet markets, as well as expanding into new markets and growing our business to market leading positions. We are able to capitalise on our global presence and international network by providing innovative products, value for money and superior service to meet the needs of both national and multi-national clients. We aim to do this by using our expertise to make running a fleet easier for our clients. This is reflected in our universal promise to all our clients: 'It's easier to leaseplan'.

On the Russian market the company LeasePlan Rus provides a full range of products and services offered to clients worldwide. The product portfolio of the company consists of five main elements: Open Calculation, ComfortPlan, Sales and Lease back, EasyPlan, OwnerPlan. Different products let our clients make running a fleet easier. The company offers a wide range of services: insurance, maintenance, repairs, tyre service, roadside assistance, consultation service, online fleet reporting for fleet managers, mobile application for drivers, etc.

Open Calculation is a unique product for LeasePlan. Not only does LeasePlan's Open Calculation provide you with insight into the cost components of your lease, it also ensures your costs reflect the actual usage and are reconciled through a settlement account. In other words, you will only pay for what you have actually used.

### Your benefits when using Open calculation product:

- Actual costs incurred are reconciled to budget – **You only pay for what you actually use**
- The 'open book' approach offers you full insight in **and full control** on your fleet
- **No risk** on residual value & maintenance
- Open Calculation is the **foundation for a business partnership approach** – with a focus on identifying and managing the total fleet costs

### Fleet reporting: your fleet at glance

Thanks to FleetReporting, our new Fleet online reporting tool, you can access all the information you need to manage your fleet properly. FleetReporting is LeasePlan's online fleet reporting tool, providing insight into all key aspects of fleet management.

### BENEFITS TO YOU

- Simple and easy to use graphic Web interface
- Exception reporting and highlighting for better fleet decisions and cost control
- Advanced and intuitive functionality: dashboards, trend analysis and tailored subscriptions
- The convenience of running reports in any format - Excel, PDF or ActiveX
- Industry leading fleet intelligence at your fingertips



## National Customs Broker, LLC

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E-mail: info@ntbcargo.ru

**National Customs Broker, LLC (NCB)** is a comprehensive logistics operator, working since 1999.

Whether it is import or export; road, rail, sea or air transport; FCL, LCL or bulk cargo – **NCB** is there to handle it. We serve customers across various industries, including energy, construction, automotive, agriculture, food & drinks, pharmaceuticals, chemicals, wholesale and retail trade.

Our services include:

- Customs clearance (state license for customs brokerage No 0066/03);
- Bonded and free warehousing (all our bonded warehouses are officially certified);
- International and domestic freight forwarding;
- Third party logistics;
- Counseling in foreign trade and logistics areas;
- Legal representation of importers, exporters and shippers before Russian customs bodies, tax authorities and courts;
- Issues of tariff classification, import valuation, transfer pricing, penalties, seizures and forfeitures;
- Drafting and negotiating international contracts for our customers, including agreements involving distribution, licensing, and international property rights;
- Duty free and special duty programs (Customs Union, CIS), preference programs, temporary importation;
- Refunds of excess customs duties;
- Origin rules and country of origin marking;
- Licensing and certification;
- Customs audits;
- Logistics security.

NCB is always ready to offer tailor-made solutions for special cases such as multimodal shipment, perishable goods, oversized cargo, urgent

and just-in-time (JIT) consignments, etc. You name it – you got it!

We deliver services throughout Russia as well as abroad; our main operational areas are:

- Moscow (including Domodedovo airport);
- Smolensk;
- Far East (Vostochny, Nakhodka and Vladivostok seaports).

### Clients' references:

...Our company regards National Customs Broker LLC as a strategic partner, and we look forward to many new achievements together...

*Mars*

...You are the real professionals, and it's a pleasure doing business with you...

*Johnson & Johnson*



## Noble House

**Noble House** has worked in the foreign trade sector – one of the most complex sectors of the Russian economy – since 2001, and has excellent professional skills in all aspects of import and export operations.

Our services include cargo transport, certification, customs clearance services and know-how consulting on foreign economic activity and consulting services on import and export issues.

Our main specializations are as follows:

### Logistics Consulting

Our logistics consulting covers customs, transport, and warehousing. Noble House not only offers both consulting and related services on import-export and logistics issues inside Russia, but also accomplishes all kinds of corresponding works. We have experience in construction of the entire chain of operations for import of goods into Russia, and we can accompany goods through all stages of the import process. We are able to obtain Russian state certification of products, licenses, and various authorizations for import of goods into Russia, as well as preparing documents, making agreements with banks, and liaising with brokers and other specialists.

### Partnership

Noble House arranges air freight and truck deliveries as well as using sea container transport.

We are able to understand and execute your requests in Russian, English, German, Dutch.

We are trusted partners for many foreign companies, and we do all we can to ensure that our customers obtain full satisfaction from their work with us.

**Noble House** offers a full range of services for import deliveries to Russia, including consulting and legal support on various foreign economic activity issues, customs clearance, transport and warehouse logistics, and obtaining Russian state certification as well as other necessary documents as required by Russian certification rules. We have the benefit of an established reputation inside Russia as a reliable and professional importer.

### We offer the following services:

- Drafting and executing delivery contracts
- Obtaining all necessary documents for import and sale of goods inside Russia
- Organization of cargo transport from any location outside Russia via any route inside Russia
- Preliminary calculation of customs payments and overall cost of goods import to Russia
- Consulting and legal support on all aspects of foreign economic activity
- Customs clearance
- GOST Certification
- Hygiene certification
- Representing and protecting your interests with the customs authorities
- Warehouse storage and processing of goods
- Delivery of goods to the buyer's warehouse.

Based on your request we compile a unique package of services from our many competences to suit your specific needs.

Noble House specializes in solving complex custom issues.

### For example, we deal with:

- temporary export (repair shipments)
- exhibition goods (ATA Carnet)
- replacement parts under warranty
- POS materials
- DDP shipments

Noble House has been dealing with DDP shipments for over 6 years and has developed reliable systems for importing such cargo through our Trading Houses.

Depending on your requirements we can offer you: comprehensive services on business support and development.

Our company gives you the confidence to succeed on the Russian market!

### Noble House Group offers services in the following spheres:

- Back-office
- Visa support
- Foreign Trade
- Market Entry Support

# Noerr

## Noerr

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Named **European Law Firm of the Year 2012 by The Lawyer**, Noerr is a leading European commercial law firm with 480 professionals across 14 offices in Germany, Central and Eastern Europe, Spain, the UK and the USA. The firm is **widely recognised** for providing excellent, partner-led and interdisciplinary legal and tax advice which is academically based, innovative and results-oriented.

### Well Established in Russia

Noerr is one of the largest and oldest international law firms active in Russia (on site since 1988). For 25 years Noerr has been supporting a multitude of clients in the rapidly changing Russian business environment, advising them on **all legal and tax matters**.

Since the Moscow office opened (1994), Noerr has established a **strong reputation** for highly complex corporate and commercial work in Russia. The firm's main **competitive advantage** on the Russian market is the unique combination of experience in English, Russian and German law transactions and in continuous advising on cross-boarder projects in Russia in recent years. More than **40 Russian and international experts** in various fields of law relevant to multinational companies work in the Moscow office.

### Main Practice Areas

- Banking & Finance
- Corporate / M&A
- Competition / Antitrust
- Customs & International Trade
- Dispute Resolution
- Distribution, Franchising & Logistics
- Energy & Natural Resources
- Employment
- Media, IP & IT
- PPP
- Pharmaceuticals & Medical Devices
- Real Estate & Construction
- Restructuring & Insolvency
- Tax & Financial Advisory Services

### Customs & International Trade: Key Services

- Application of the customs legislation of the Customs Union and its connection with the international agreements Russia as a WTO member
- Choice of the most convenient and suitable customs procedure
- Advice on available and applicable special customs procedures and customs privileges and preferences
- Advice on the classification of goods in accordance with the Common Customs Tariff and Commodity Classification for Foreign Trade
- Advice on the customs clearance of goods imported into/exported from Russia
- Calculation and confirmation of the customs value for and customs payments to the customs authorities (incl. analysis from the viewpoint of transfer pricing rules, antidumping regulations and intellectual property)
- Advice on compliance and the proper customs documentation (customs declarations, certificates of origin, ATA carnets, etc.)
- Drafting international trade contracts
- Representation of clients' interests in disputes with customs authorities

### Some of the Recent Accolades

- Overall Law Firm of the Year in Russia  
// ACQ Global Awards 2013
- E-Commerce Law Firm of the Year in Russia  
// CorpINTL Awards 2013
- European Law Firm of the Year  
// The Lawyer Awards 2012
- Firm of the Year for Distribution, Franchising & Logistics // JUVE Awards 2012

### Clients about Noerr

"Noerr combines legal excellence in many areas with a business-oriented practical approach. The service is reliable and even the partners are available 24/7. Especially we appreciate the industry expertise. Since Noerr is able to provide tailor made teams on the spot which efficiently integrate the various legal disciplines we also like the value for money we receive."

*Dr. Norbert Schellen,*

*Counsel – Corporate, Evonik Industries AG*

"Noerr OOO has for many years been a reliable business partner of Volkswagen Group in Russia. The Moscow team of Noerr has been consulting Volkswagen AG in all legal and tax matters of our business activity in Russia. Volkswagen AG has had good experience with Noerr, and we can recommend this law firm as a highly professional, versatile, proactive and reliable partner with good reputation..."

*Alfred Strohlein, Senior Counsel, Volkswagen AG*



## Nordea Bank

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**OJSC Nordea Bank** is part of the Nordea Group, the largest Scandinavian banking group. In terms of equity Nordea ranks 43<sup>rd</sup> among the world largest credit institutions (The Banker, July 2013) and has the highest reliability rating on the European market assigned by the leading rating agencies, such as Moody's, Standard & Poor's and Fitch. Nordea Group provides services to approximately 11 million customers in more than 1,000 branches.

OJSC Nordea Bank has been operating in the Russian market since 1994 and is listed among 30 largest banks in Russia by the size of assets and equity. The Bank has the highest rating on the Russian market assigned by Fitch Ratings. It is rated Top-3 according to the Forbes (Forbes, April 2013) rating of the most reliable banks in Russia.

OJSC Nordea Bank offers universal financial products and services for corporate and retail customers in Moscow and 9 regions of the country. More than 6.5 thousand companies belong to the Bank's corporate clients. In the corporate segment OJSC Nordea Bank works with the largest Russian corporations and international companies.

OJSC Nordea Bank offers a full range of documentary operations, all types of LCs and guarantees including customs guarantees and customs cards.

Since 2011 OJSC Nordea Bank has been included into "The Register of Banks, Other Credit and Insurance Companies, which have the Right

to Distribute Bank Guarantees for the Payment of Customs Duties and Taxes".

**Customs guarantees** are bank guarantees issued in favour of Russian Customs Authorities upon an application of an export-import company which delivers goods across the Russian customs border and is interested in effecting customs duties payments with a deferral or in payments by installments. OJSC Nordea Bank issues the following types of customs guarantees under contracts concluded between domestic importers and their overseas counterparties: performance bonds, payment guarantees, advance payment guarantees, etc.

### Advantages of bank guarantees issued by OJSC Nordea Bank:

- servicing of bank guarantees is much cheaper than that of a bank loan;
- the applicant can schedule shipments and payments acting at its absolute discretion, provided that the amount due to the beneficiary does not exceed the amount of the relevant guarantee;
- expansion of customer's business by entering new markets outside Russia and boosting of the number of business counterparties;
- forming business reputation of the applicant as a reliable business partner thanks to solvency guarantee;
- possibility to negotiate better terms and conditions with suppliers: consent or extension of deferral of payment, increase of the volume of delivered goods and additional discounts.

OJSC Nordea Bank also offers customs cards to its customers. A customs card is a plastic microchip payment card used for payments of all types of customs charges throughout Russia. It is a very convenient, swift and reliable tool for customs clearance transactions and the only legal means of effecting customs payments in the premises of the Russian customs authorities by using plastic cards.



## Pepeliaev Group

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Pepeliaev Group is the leading Russian law firm, with offices in Moscow, St. Petersburg and Krasnoyarsk. Rendering legal services in Russia and internationally, over 60% of the firm's clients are multinational corporations implementing long-term investment projects in Russia. In 2012, Pepeliaev Group won The Lawyer's **Best Law Firm: Russia and the CIS** award. In 2013, the firm was nominated in 5 categories at the **European Tax Awards** and for the **Chambers Europe Excellence Award**. Pepeliaev Group is currently listed as a top ranked firm for Russia by Chambers Europe and Chambers Global for 2013.

**Key services include:** legal support for investment projects; tax advice and tax litigation; customs and foreign trade regulation; corporate; commercial/M&A; real estate and construction; dispute resolution and mediation; anti-monopoly regulation; employment and migration; IP and trademarks; administrative defence for business; restructuring and insolvency; criminal defence for business; energy; pharmaceuticals and healthcare; telecommunications, among others.

### Tax Advice and Tax Litigation Practice

The Tax Practice is one of the firm's core practice areas. Tax lawyers provide comprehensive advice on all complicated tax issues and represent

clients in courts at all levels. The firm has developed a reputation for being on the cutting edge of tax advocacy. The firm wins over 96% of all cases. Its services include: tax consulting; advice on financial and tax consulting; tax disputes; identification of tax risks and excess payments; transfer pricing; international taxation; foreign investments; legislative drafting. For many years independent rating agencies and international publications consistently rank the tax practice of Pepeliaev Group as the leading tax practice in Russia.

### Customs and Foreign Trade Regulation Practice

The Customs and Foreign Trade Regulation Practice provides extensive legal support, dealing primarily with complex cross-border transactions and direct investment projects, involving the import of complex manufacturing equipment into Russia. Its services include: advice on customs and foreign trade regulation; legal support for investment projects with regards to import/export of technical equipment and spare parts; lease of equipment and vehicles; disputes with the customs authorities; customs issues on the relocation of employees to/from Russia. Alexander Kosov (PhD) heads the practice.

### Clients' references:

"Our company values highly the work we do with Pepeliaev Group. This began with your help in successfully resolving a highly complex tax dispute, one that had dragged on for many years, regarding the interpretation and performance of a production sharing agreements. The relationship has continued to this day and branched out into other areas of law. The firm's managing partner, partners and lawyers not only exemplify top rate professional skills, but also the highest level of ethics, which is vital for international corporations doing business in Russia. I particularly would like to note that Pepeliaev Group is making a notable contribution to the formation of a high-quality Russian legal market, and this is of high importance to the whole legal community."

*Vitaly Strokov, General Legal Counsel,  
TOTAL E&P Russie*

"Pepeliaev Group has been our reliable partner in tax law. On behalf of the company's management, I thank you for your highly professional advice and successful protection of the company's interests in tax disputes"

*Sofia Kutukova, Head of Tax Department,  
Metro Cash & Carry*



## Profile-Euro LLC

### Contact Information:

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Chief Operating Officer

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### About Profile-Euro LLC

The Company was established in 1992. We provide customs brokerage and freight forwarding services. We were the first customs broker registered in Moscow region (license No. 22500/001). The Company's staff comprises 104 people, 70 of them are working in the front office, and 20 of them have customs specialist registration certificates. We have offices in Moscow, Saint-Petersburg, Smolensk and Kaluga.

### Our services

- Customs clearance operations (Federal customs broker license No. 0065/02);
- Project management of technological equipment. Our experience involves more than 30 plants and over 150 industrial lines for food, beverage, automotive, textile, chemical and pharmaceutical industries;
- Freight forwarding;

### Client focus

- 90% of companies with the turnover of more than 20 shipments per month, which have become our clients, stay with us up to this day;
- 75.1% comprise clients who have worked with us for more than 5 years;
- 24.6% comprise clients who have worked with us for more than 10 years;
- 9.4% comprise clients who have worked with us for more than 18 years;

### Our staff

- The average work experience of the front office employees is 8.4 years in the field;
- 41.3% of the front office employees have more than 10-year work experience in the field;
- 22.2% of the front office employees have more than 15-year work experience in the field;

### Customs operations

Profile-Euro has a unique long-term experience in customs clearance of the most complicated and specific product groups. Such competence is provided by:

- The highly qualified employees in customs clearance;

- The special division for industrial equipment clearance, where the best company's employees work;
- The special division for clearance of air freight cargoes and pharmaceuticals;
- The special group for clearance of chemical products, where employees with higher degree in chemistry work.
- The internal quality control systems designed to provide the maximum satisfaction of the most specific and non-typical clients' needs;

### Our key specializations

- Clearance of technological equipment imported under purchase and sale transactions, leasing and as contribution to the equity capital;
- Clearance of chemical products of any commodities range (including excisable products);
- Clearance of medical equipment, drugs and pharmaceutical substances, including the execution of declarations of conformity to technical standards;
- Services provided for the factories, including clearance of the imported raw materials, packaging, spare parts, and the exported finished goods;
- Development of documents for customs classification decisions of the FCS of Russia, including those related to equipment, dispatched in dismantled form over a long period of time;

### Freight forwarding operations

- International freight deliveries from/to the ports of Japan, Korea, China, India, North America and Europe;
- International and domestic road and air freight deliveries;
- Forwarding of break-bulk freights.

### Specialization

- Industrial lines and machinery;
- Spare parts;
- Rolled steel;
- Minerals, chemical raw materials and components;
- Food products;

### Clients' references

Thanks to your high professionalism and responsible attitude to business, all the tasks we faced have been performed professionally and within the clearly defined time limits. All these make Profile-Euro an attractive and reliable partner.

*Heinrich Hornich,  
General Director, Nycomed PC LLC*

We highly appreciate your contribution into securing the continuous work of our factories and your support in organization of the equipment import and its customs clearance.

*Victor Shevtsov, Vice President for Operations,  
PepsiCo Holdings LLC*



## RUSSIA CONSULTING

Accounting • Tax • HR • Office • IT



### RUSSIA CONSULTING

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#### Areas of activity

- Accounting and Taxation
- Customs and import handling
- Expert Recruiting (Accounting, Tax, IT)
- IT/ERP Services
- Office Sublease
- Interim Management
- Internal Audit

#### YOUR PARTNER FOR BUSINESS SET-UP AND DEVELOPMENT IN RUSSIA/ CIS/POLAND and GERMANY

RUSSIA CONSULTING supports international companies in business set-up and expansion in Russia, Belarus, Kazakhstan, Poland, Germany and Ukraine, where we have offices in Moscow and St. Petersburg, Minsk, Almaty, Aktau, Warsaw, Frankfurt and Kiev, employing about 350 staff.

We assist in initial market entry by providing a registered office address, fully equipped office accommodation and related support services, including the nominating of an experienced and trustworthy Russian/local national employee to act as interim General Director, should these services be needed.

Our main activity lies in performing the outsourced accounting function under Russian ac-

counting rules and in generating from this the management reports required by the foreign owner or auditor, including their transformation to US GAAP or IFRS.

RUSSIA CONSULTING also offers services in the field of import handling and assists its clients in:

- customs clearance
- logistics coordination and warehousing
- product certification

We support international companies in the import process via their own Russian subsidiary, taking over the complete handling of the logistic chain, product certification, the preparation of export documents, registration at the customs office, electronic customs clearance and the delivery to the final customer or to our client's warehouse.

Further RUSSIA CONSULTING services include:

- accounting and tax compliance services required by local legislation;
- non complex legal services (work permit, visa support, contract advice between parent and daughter and in relation to personnel matters, shareholder resolutions, advice on capital increase);
- recruiting/assessment of experienced finance/accounting staff;
- IT consultancy on 1C software (the predominant Russian accounting software) and Navigation, including their interface with SAP;
- formal take-over of General Director function according to local statutory legislation.

Our services will be particularly useful to companies setting up or developing a subsidiary, representative office or branch in Russia / CIS / CEE, as through our experience and focus on this activity we are able to anticipate your needs and resolve any issues that may arise.



## SHEVYREV & PARTNERS

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Languages: English , French , Russian

### Other offices:

Almaty , Khabarovsk , Kiev , Minsk ,  
St Petersburg  
Number of lawyers 30

### Member:

Association of European Businesses (AEB),  
Russian  
and French Chamber of Commerce (CCI FR),  
Russian  
and German Chamber of Foreign Trade (AHK),  
European Anti-Counterfeiting Association  
(REACT),  
International Trademark Association (INTA) ,  
Non-Commercial Partnership 'Association of  
RusBrand Trade Mark Manufacturers'  
(RusBrand)

Shevyrev & Partners was founded in 2001. 12 years of hard work enabled a moderate bureau to become one of the brand protection boutiques, whose professionals perform interaction between titleholders and Russian law enforcement and customs officials.

The firm's clients, who have been entrusting Shevyrev & Partners with the protection of their brands for more than ten years, are major manufacturers of cars, spare parts, luxury goods (watches, accessories), electronic devices (phones, ipadsetc), medicine, tobacco, sportswear, perfumes. Key clients are PernodRicard, Lacoste, Puma, Louis Vuitton, Hermes, Porche, Apple, Panasonic, Canon, Novartis, Heineken etc.

Shevyrev & Partners is a member of an international organizations such as REACT, AEB, INTA etc, which focus on activities related to anti-counteracting spread of counterfeit goods. The experts of the company take part in meetings

held by Federal Customs Service, RusBrand, various Parliament's committees on a regular basis, as well as are involved in the negative effect of the legalisation of gray imports.

## AREAS OF PRACTICE

Shevyrev & Partners represents more than 140 companies in the Customs Register of the Russian Federation. The company is the absolute leader based on the number of entries in the Register of brands and processed customs and law enforcement inquiries, which constitute a little less than 50% of the total TMs included in the Customs Register of intellectual property.

The Moscow office works in close with lawyers from the CIS countries to draw on the knowledge and experience of the company's network.

Shevyrev & Partners provides a full range of services relating to business law and IP rights protection, including pretrial settlement and court representation (covering criminal cases). The advantages the company offers are: team of professional practitioners – investigators, lawyers, patent attorneys who have considerable experience in their field of work; a well-established system of cooperation with customs and law enforcement authorities; and a clear sequence of actions that enables it to achieve the desired results using all methods provided for by the law.

Shevyrev & Partners is one of the few Russian law firms closely interacting with the Russian customs and law enforcement authorities, that is able to merge the right holders' interests with the practice of protecting domestic brands, the company works not only in the territory of the Russian Federation but also in the key markets of the former USSR countries (Ukraine, Belarus, Kazakhstan).

## CATEGORIES OF WORK

Intellectual property (IP) rights, protection and anti-counterfeiting – Larisa Lysenko  
Corporate legal assistance – Sergey Shevyrev, Igor Kokurin  
Services of a trade mark attorney – Peter Permyakov  
Litigation – Sergey Shevyrev, Igor Kokurin.



## TNT Express

### Contact Information:

www.tnt.ru  
8 800 100 27 77  
tnt@tnt.ru  
Central Office  
2<sup>nd</sup> Lykovskaya St., 63, bld. 10  
123458, Moscow, Russia

### About Us

TNT Express is one of the world's largest express delivery companies. On a daily basis, TNT Express delivers close to one million consignments ranging from documents and parcels to palletised freight. The company operates road and air transportation networks in Europe, the Middle East and Africa, Asia-Pacific and the Americas.

In Russia, TNT Express was established in 1989 and now operates the broad network of regional offices and agent representatives, covering 11,000 destinations within Russia. Every month TNT Express delivers more than 125,000 shipments to and from Russia.

### Express Services

#### Express

Guaranteed delivery before close of business on the next or earliest possible business day to the broadest list of destinations in Russia and to more than 180 countries world-wide.

#### 9:00, 10:00, 12:00 Express

Guaranteed door-to-door delivery by 9:00, 10:00, 12:00 in the morning on the next or earliest possible business day to major cities in Russia and world-wide.

#### Economy Express

Economical, day-definite delivery for less urgent parcels and freight.

#### 12:00 Economy Express

Guaranteed door-to-door delivery before noon on a specified day to major cities across Europe using the fastest road network in the industry.

#### Express Import

Collection of shipments on your behalf in over 165 countries, customs clearance and door-to-door delivery to Russia.

### Special Services

TNT provides a wide range of special services for customers whose needs are outside our standard service portfolio.

**Special Express** is a tailor-made express solution which offers special pick-up and delivery at times specified by our customers.

Our **freight services** allow us to transport large, heavy or unusual shipments anywhere in the world, by air, road or sea, with no restriction on size or weight.

TNT Express **special handling services** are customised to meet specific delivery needs, ranging from medical supplies to high-tech and high-value items. And we also offer safe, secure transport of all acceptable and properly-labeled **dangerous goods**.

For **storage and distribution** support, we offer services, reducing warehousing overheads and slashing time-to-market. We also provide **forward stock location service**, using strategic locations in Russia and flexible and cost-effective **outsourced services** ranging from archiving to mailroom management.

### Customs Expertise

TNT Express is a recognized expert for customs services in Russia. Our customs representatives with unique experience and knowledge allow us to take the whole responsibility of customs clearance process. We can provide reliable solutions for our customers' import or export requirements. TNT Express uses advanced technologies and electronic declarations of the goods to speed up the customs clearance process, so we can guarantee high quality service to our customers.

### Vertical Markets Solutions

#### Automotive & Industrial

TNT Express provides solutions to automotive manufacturers and their key suppliers as well as leaders in engineering and industrial machinery. TNT Express offers its customers solutions for export and import of warranty parts, export of spare parts for the expert review, transportation of dangerous goods.

#### Hi-tech

TNT Express hi-tech logistics solutions meet the unique needs of the industry. From managing your entire supply chain to keeping your field engineers supplied at all times.

#### Healthcare

Clinical Express service is a unique service for the medical, pharmaceutical and biotech industries. We deliver time and temperature-sensitive clinical samples and supplies for laboratories and clinical establishments, quickly and safely.

#### Integrated Direct Express

Multiple orders are consolidated into one unit for shipment and single customs clearance into Russia. Once cleared, the shipment is separated for direct delivery to multiple customers using TNT's established distribution network.



## TransLogix

### Contact information:

Russia, Saint-Petersburg  
Business-centre "Gapsal", Gapsalskaya str., 1  
T: +7 (812) 335-76-97 (multiline)  
F: +7 (812) 680-29-74  
E-mail: sales@translogix.ru

**TransLogix** is a progressive logistics operator that has been providing its services since 2000. Being on the market for such a long time Trans

Logix successfully renders logistics services in complex:

- Customs clearance
- International multimodal transportation
- Local forwarding
- Certification
- Legal support
- "Trading house" service (Foreign Economic Activities)

Business footprint of TransLogix extends from Far East to western Europe, covering the following points for customs clearance:

- Nakhodka
- Vladivostok
- Kazan
- Naberezhnye Chelny
- Novorossiysk
- Rostov-on-Don
- Moscow
- Bryansk
- Saint-Petersburg
- Hamburg

This wide branch makes it possible for the customer to choose the most appropriate point for customs clearance. TransLogix' responsibilities include the quality of work, professional approach, time frame, strict observance of the legal framework and the interests of the Customers. The operating schedule, which is 24 hours a day, 7 days a week, 365 days a year, enables to take out containers right after their customs clearance; preliminary declaration and electronic declaration of cargoes reduce their processing time to 24 hours; immediate information exchange between its professionals and online cargo tracking prevent from any delay or idle time.

TransLogix logistics service involves: sea, air, rail road and truck delivery. Transportation and warehousing are handled not only for full containers but also for consolidated cargoes. Door-to-door delivery is one of the most popular logistics service among the clients, it lets the customer get its cargo easier.

Domestic delivery services of TransLogix are provided under the mark TransLogix Truck. Proper park of trucks lets TransLogix render cargo delivery services directly without any contractors. This fact makes business easier, cheaper and more reliable. On-line continuous cargo monitoring system (cargo tracking) is a unique invention of the company. It was designed to carry out online monitoring of the cargo in each node of the supply chain. Using customer's personal secure account in the electronic system, the client can get complete on-line information about the cargo from the laptop, smartphone or iPhone at any moment, day and night.

Due to well established business processes TransLogix has been certified under ISO 9001:2008.

### Clients' references

"TRANSLLOGIX LLC" has been our good vendor partner for customs clearance and logistics service since very beginning providing reliable, smooth and lean service with highly professional approach to our demands and requests. Continental Tires Rus is glad to recommend TransLogix as an experienced customs representative and logistics operator to all who might be concerned.

*Continental Tires Rus*



Handling Equipment:

- 4 STS cranes;
- 11 RTG cranes;
- 2 RMG cranes;
- 9 terminal trucks;
- 6 loaders.

## Ust-Luga Container Terminal

**Contact Information:**

www.ulct.ru

**Terminal:** Ust-Luga port, Leningrad region, Russia

**Office: Address:** Sverdlovskaya nab, 38, korp.

"D", 195027, Saint Petersburg, Russia

**Tel.:** +7 (812) 335-77-13

**Fax:** +7 (812) 335-77-11

**Ust-Luga Container Terminal (ULCT)** is the first Russia's greenfield container terminal developed in the deep sea port. At full development ULCT will be the largest and the most technologically advanced facility in Russia and Eastern Europe with depth alongside up to 16 m and throughput capacity of 2.6 M TEU.

ULCT is situated on the southern coast of the Gulf of Finland, 100 km west off St Petersburg in the new port of Ust-Luga.

The road access to Ust-Luga port allows to use the delivery route to the Central Russia connected to the highway and railroad to Moscow.

**ULCT Advantages**

- The short two-way approach channel secures waiting time free approach and berthing schedule reliability.
- ULCT's good geographical location allows to reduce the voyage time between the main ports of transshipment in the Northern Europe and Russia by at least 1-2 days compared to St Petersburg port.

ULCT handles regular calls of Maersk Line, CMA CGM, Unifeeder, Hapag Lloyd and Team Lines.

**Key Figures:**

- Throughput capacity 440 000 TEU per year;
- Total area 50.4 ha;
- Quay length 440 m;
- Depth alongside berth up to 13,5 m;
- Yard storage capacity 15 000 TEU;
- Reefer storage capacity 420 plugs.

## About the AEB Customs and transport committee

**Chairman:** Dmitry Cheltsov, TNT Express Worldwide CIS

**Deputy Chairmen:** Wilhelmina Shavshina, DLA Piper; Dmitry Larionov, IRU; Sergei Gusev, Electrolux

**Coordinator:** Ksenya Bortnik, AEB

### Committee members:

Arkema, Atlascopco, BLG Logistics Solutions, BAT, Bayer, Cargill, CMS, Daikin, Deloitte, DHL Express, DLA Piper, Ernst & Young, Electrolux, Gefco, Hoyer Chemilog, Ford, Ferrero, IKEA, IRU, Itella, Knauf International GmbH, KPMG, Leroy Merlin, MAN, National Customs Broker, Nestle, OBI, Pepeliaev Group, PwC, Parkline, Panalpina World Transport, Philips, Profile-Euro, Renault Russia, Roca, Saint-Gobain, Scania, Shell, Siemens, TARGO Group, TNT, Toyota, Zentis.

### Aims:

- To lobby on the concerns of member companies through dialogue with the Federal Customs Service and other governmental bodies of the Russian Federation and to promote the application of industry standards in accordance with the best international business practices and trade facilitation principles;
- To provide AEB members with quality information on developments in customs regulations and facilitate focused business networking.

Throughout its history, the Customs & Transport Committee and its members have been actively working to identify problems with customs legislation. At present, the Committee is focusing intensely on identifying lacunae and contradictions in Customs Union (CU) legislation and national regulatory legal acts resulting from the provisions and institutions introduced by the Customs Union Customs Code (CU CC).

Committee members actively participate in drafting legislative and regulatory legal acts at the level of the Russian Federation as well as discussing urgent problems regarding customs regulation.

The objective of the Committee is not only to identify legislative lacunae and contradictions but also to develop, alongside business community experts, recommendations offering solutions for the finalization and alteration of regulatory documents.

### Committee's Achievements in 2013

- Committee participated in modernization of the Customs Union Customs Code provisions.
- Committee participated in the Conference "Prospects of the Customs Union customs legislation development: international and regional experience" organized by the Eurasian Economic Commission, Federal Customs Service and Russian Customs Academy.
- Committee experts prepared the Draft law "On amendments to the Chapter 16 of the Russian Code of administrative offences".
- Committee participated in the RF State Duma Parliamentary hearing on the amendments to the Chapter 16 of the Russian Code of administrative offences.
- Committee actively participated in the Coordination Expert Council at the State Duma's Committee for Transport, at the meetings and all official correspondence aimed at discussing the latest changes and further development in the Russian customs legislation.
- The committee took part in the meetings with the Federal Customs Service officials to discuss the TIR Carnet use for customs transit in the RF. The meetings were chaired by Andrey Belianinov, Head of Federal Customs Service, and Tatiana Golendeeva, Deputy Head of Federal Customs Service.
- The committee members participated in the meetings organized by the Moscow Government on the restrictions for trucks on the Moscow ring road and in Moscow.
- Alongside other foreign business associations, throughout 2013, the committee met with Federal Customs Service officials to discuss the most important and sensitive issues for the business operating in Russia.
- The committee held the meetings for the AEB members with: Vladimir Goshin, Minister for Customs Cooperation, Eurasian Economic Commission, and Timur Suleimenov, Minister for Economy and Financial Policy, Eurasian Economic Commission.
- The committee held its Annual Customs Conference on March 1<sup>st</sup>, 2013.
- The committee's editorial board held several meetings to prepare the AEB Position Paper on transport and customs.



Association  
of European  
Businesses

## About the AEB

Founded in 1995, the AEB is an independent non-commercial association with a membership of over 615 companies from across the European Union and the Russian Federation. Our members range from large multi-national corporations to small and medium enterprises (SME's) and are united by their commitment to forging stronger economic ties between the European Union and the Russian Federation, as well as improving the business environment here in Russia.

### AEB MISSION

The Association of European Businesses represents and promotes the interests of European companies conducting business in and with the Russian Federation. The AEB promotes economic integration and partnership between the Russian Federation, European Nations and the European Union.

### POLICY

The AEB is a significant voice in policy making in the Russian Federation and is a forum for dialogue between international businesses and the Russian Government, which participates in lobbying on behalf of its members. For over one and a half decades, the AEB's lobbying initiatives have included a wide range of issues of importance to all sectoral and industrial areas covered by the Committees. Furthermore, the AEB participates in dialogue with European and Russian administrative bodies to promote

AEB Member interests. These organisations include:

- EU Delegation to the Russian Federation (RF);
- RF Duma's committees;
- RF Ministry of Economic Development;
- RF Ministry of Industry and Trade;
- RF Ministry of Finance;
- RF Ministry of Energy;
- RF Ministry of Communications and Mass Media;
- Federal Migration Service;
- Federal Customs Service;
- Federal Anti-Monopoly Service;
- Central Bank of Russia;
- EU-Russia Industrialists' Round Table;
- Foreign Investments Advisory Council;
- Russian Union of Industrialists and Entrepreneurs;
- RF Chamber of Commerce and Industry;
- Foreign Investment Council (FIAC);
- European Bank for Reconstruction and Development (EBRD);
- Organisation for Security and Cooperation in Europe (OSCE);
- International Finance Corporation (IFC);
- International Monetary Fund (IMF).

### MEMBERSHIP BENEFITS

AEB Member companies receive numerous benefits, including:

- Lobbying: cooperating with Russian authorities to solve business
- issues and effective interaction with lawmakers;
- Cooperation with the EU delegation;
- Access to quality information on current issues through business briefings, round tables and publications, including the biannual Position Paper and the AEB Business Quarterly magazine;
- Marketing opportunities at AEB events and in AEB publications;
- Business networking through Committee meetings and social events.

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