

Association of European Businesses



Membership Directory 2011/2012



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В Кронштадте совместно с ОАО «Метрострой» мы завершили строительство 6-полосного автомобильного тоннеля длиной почти два километра под морским каналом – одного из ключевых объектов Комплекса защитных сооружений Санкт-Петербурга от наводнений. На сегодняшний день это один из самых крупных строительных проектов в России.

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Statement from Reiner Hartmann, Chairman AEB Executive Board and Dr. Frank Schauff, AEB CEO



Reiner Hartmann



Dr. Frank Schauff

Since 1995, the Association of European Businesses (AEB) has been present in Russia, acting as a link between the Russian Federation and the European Union on trade issues, as well as investment and economic development.

Today Russia is the European Union's third largest trading partner and the EU is Russia's number one trading partner. Each day, the bridges into the Russian market are becoming easier for European businesses to cross, and trade between these neighbouring economic zones continues to increase. The AEB is currently the established international business association in Russia. In 2010-2011, the Association of European Businesses continued to show strong and sustainable growth.

In 2010, the AEB saw a substantial increase in its number of sponsor companies as well as companies belonging to category A, which is a sign that the economy is on the way to recovery. It is also a clear indication that more companies trust the AEB. Currently, the Association represents over 600 members. Needless to say, we are delighted to see such an impressive increase in membership and will continue to do our best to promote our members' interests in the dynamic Russian market. The last year also saw increases not only in membership, but in the number of AEB Committees, Sub-Committees and Working Groups, in the number of meetings they held, and in the scope of their output.

We have strengthened our relationship with the Russian and EU government bodies, such as the Ministry of Economic Development, the Ministry of Industry and Trade, the Federal Customs Service, the Federal Anti-Monopoly Service, the Ministry of Health and Social development etc. Our cooperation with the EU led to several productive meetings with various prominent political figures, such as Rainer Wieland, the Vice-President of the European Parliament.

The AEB's opinion and expertise is being increasingly sought by policy makers and authorities, particularly with regard to the possible impact of draft laws on business and the investment climate in various industries. AEB experts have been actively involved in submitting comments on Draft Laws being developed by the Russian authorities and these activities have been intensified in 2011. In 2010, the AEB lobbied the interests of European businesses by actively participating in the drafting and implementation of legislation and federal programs. These included the Law on Strategic Sectors, the Migration Law on Highly Qualified Specialists, the Law On Energy Saving and Energy Efficiency, the Scrapage scheme in the Automotive Sector and Technical regulations for electric devices.

The AEB has also worked intensively with the Russian authorities on the development of the new Customs Union legislation, in particular the Customs Code and its subsequent bylaws. Likewise, in 2010, the AEB was the mediator between the Ministry of Economic Development, the Ministry of Industry and Trade and the international business community.

We are also grateful to the EU Delegation for its constructive and effective cooperation and would like to use this opportunity to thank His Excellency Fernando Valenzuela for his great help and commitment to the AEB's development in the past year, which has allowed us to address some issues at the highest level in Brussels and meet with top-level decision-makers in the Commission.

The Association tries to present the most accurate information to its members. The 2011/2012 AEB Membership Directory provides you with some recent updates on AEB member companies and individual members in Russia. There is little doubt that this publication will grow again by August 2012, and we are confident that the Association's voice will keep pace.

About the AEB

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 a decade, 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 quarterly Real Estate Monitor and other sectoral monitors, the bi-annual 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.

COMMITTEES, SUB-COMMITTEES AND WORKING GROUPS

The AEB's Committees, sub-committees and working groups are forums for information exchange and provide opportunities to express opinions and concerns on business issues. The Committees hold regular meetings where members discuss the latest legislative, economic and political developments affecting business interests. The meetings regularly feature expert guest speakers from the business community or from the government. The Committees, sub-committees working groups also prepare regular market updates and industry monitors highlighting the perspective of European business and keeping the community up to date about the business climate.

INDUSTRIAL COMMITTEES

Agribusiness

Chairman: Andrei Rogov, Director Government Relations, John Deere

Members of the Agribusiness Committee and Crop Protection Sub-Committee include European companies with a direct interest in Russian agricultural and food industries. These include companies involved in agricultural production and processing, supply of input and equipment for the agricultural sector, as well as banks with an interest in the agricultural sector and consulting companies. The objectives of the Committee are to exchange information on agricultural issues and to promote the activities of European agribusiness in Russia. Close cooperation has been established with the Ministry of Agriculture of the RF, the economic section of the Delegation of the EC and also with the economic departments of EU Member embassies in Moscow.

Crop Protection Sub-Committee

Chairman: Ulrich Vollmer, General Director, Bayer CropScience

Set up by a group of leading, science based, global manufacturers of crop protection products, the Sub Committee advocates for the use of modern agricultural technology in the context of sustainable development, one which protects the health of humans and the environment. The goal of the companies represented within the sub-committee is to facilitate the access of Russian agriculture to innovative quality crop protection products. The main scope the group includes activities on:

- Improvement, speed up and adoption of adequate registration procedures harmonized with the best international practices.
- Creating awareness about the risks of using counterfeited crop protection products.
- Securing intolerance toward counterfeit products.
- Building up and maintaining a permanent dialogue and carrying on regular consultations with concerned federal institutions and professional organizations.

Airlines

Chairman: Leonid Tarasov, General Manager, Delta AirLines

The Airlines Committee addresses the concerns of foreign national carriers operating on the Russian market. Issues addressed by the Com-

mittee have included the re-introduction of bi-lingual migration cards, the introduction and implementation of international standards in Russia, and operations in the Russian regions. Several new airlines have joined the Committee bringing membership up to 21 airlines.

Automobile Manufacturers

Chairman: David Thomas, President and Managing Director, Volvo Cars LLC

The Automobile Manufacturers Committee lobbies the interests of automobile manufacturers to the Russian government and other relevant authorities, with the aim of creating fair business rules for official automotive importers. These aims include lobbying for simplified customs clearance procedures, addressing spare parts issues and the Green Channel for spare parts, cooperation with local automotive associations, homologation issues and import regulations, and discussing gasoline quality issues with oil producers. In 2006, the Committee began issuing regular press releases about vehicle sales' figures in Russia.

Automotive Components

Chairman: Ivan Bonchev, Associate Director, CIS, Automotive Head, Ernst & Young (CIS) B.V.

The Automotive Components Committee promotes the collective business interests of Committee members by facilitating internal and external communication in order to improve the reality and perception of doing business in Russia. The Committee seeks favourable conditions for Western components manufacturers investing in Russia. A permanent information partnership agreement has been reached between the Committee and NAPAK and OAR (Association of Russian Automobile Manufacturers).

Banking

Chairman: Joerg Bongartz, Chairman of the Board, Deutsche Bank Ltd.

The Banking Committee brings together representatives of the European banking community to promote a favourable climate for the operation of European banks in Russia. While the financial sector's quality is obviously determined by its players, such as banks and other financial institutions, equally important are the external influences and impulses. The most important external influences in Russia are the political, economic and regulatory environments. The Committee offers the opportunity to exchange information and to address issues of common concern.

Commercial Vehicles

Chairman: Boris Billich, CEO, Mercedes-Benz Trucks Vostok OOO
The Commercial Vehicles Committee (CVC) was founded at the end of 2008 as an offshoot of the Automobile Manufacturers Committee (AMC), in order to focus on the specific needs of the commercial vehicles manufacturers in the Russian Federation. The Committee's aims are to support the joint interests of Committee members and increase the influence of its members above the sum of their individual abilities by lobbying for active involvement in all decision making processes affecting the commercial vehicles industry; promote free trade and support a fair and reliable business environment and contribute to a prosperous and sustainable growth of the Russian economy.

Construction Equipment

Chairman: David Hill, General Director, JCB, Russia

The committee's aims are to unite and lobby for the joint interests members in the construction equipment sector, facilitating meetings with officials, cooperating with other industrial associations, supporting networking and industry contacts exchange and discussions of the industry issues.

Construction Industry and Building Material Suppliers Committee

Chairman: Dr. Gerd Lenga, Managing Director, KNAUF Group CIS

Construction Industry and Building Material Suppliers Committee is a closed industrial Committee of European building materials producers operating in Russia. The Committee's mission is to serve as a platform for information exchange and a joint representation in the public bodies and agencies.

Currently, the Committee works on the following issues: application of the State strategy for the development of building material sector in Russia for up to 2020, development of technical regulations and standards for construction materials, the future of sustainable architecture and building concept in Russia, self-regulation in building material industry, etc.

Energy

Chairman: Reiner Hartmann, Head of Representative Office in Russia, E.ON Rhurgas AG

By providing a forum for European AEB Member Companies involved in the Russian energy sector to discuss and communicate matters of common interest, and by facilitating access and the flow of information, the Energy Committee supports co-operation between the European Union (EU) and the Russian Federation (RF) in the energy sector, in particular the activities undertaken through the EU-Russia Energy Dialogue and the EU-Russia Industrial Round Table. Furthermore, the Energy Committee maintains relations with the parties operating on the Russian energy market, including but not limited to the PAF, RSPP, GBA, FIAC and representative missions of the EU member states.

Health and Pharmaceuticals

Chairman: Sergey Smirnov, General Manager, Novo Nordisk A/S

The Health and Pharmaceuticals Committee sets its priorities according to a coordinated position and cooperative action from the European pharmaceutical producers in Russia. The Committee addresses a wide range of issues faced by pharmaceutical companies on the Russian market and examines ways of resolving the problems (within the framework of current EU – RF agreements). The Committee has a close working relationship with the economic section at the EC Delegation in Russia and further cooperation agreements have been reached with Gosstandart, the RF Ministry of Public Health and the RF Ministry of the Interior.

Home Appliances

Chairman: Hans-Kersten Hrubesch, General Director, OOO "BSH Bytovaya Technika"

Home Appliances working group was created in 2009 and unites the major European and international home appliances manufacturers

that represent the following brands: Ariston Thermo, Bosch, Braun, Candy, Daikin, DeLonghi, Electrolux, Krups, Liebherr, Moulinex, Philips, Roventa, Siemens, Tefal, Whirlpool.

The main goal of the working group is to:

- Provide member-companies support in cooperation with the state authorities regarding Home appliances technical regulation, standardization and energy efficiency issues;
- Arrange exchange of information among companies on the trends in Russia;
- Arranging meetings with respective representatives of Russian authorities;
- Monitor the legislation changes;
- Monitor Customs issues

Insurance and Pensions

Chairman: Alexander Lorenz, Advisor to Board, Non-State Pension Fund Raiffeisen

The Insurance and Pensions Committee aims to provide a level playing field between local and foreign operators and to provide direct technical policy advice to European and Russian government officials. Members include European financial institutions and advisory companies (actuarial firms, brokers, legal advisors, etc.), which currently have or plan to have operations in the Russian Federation in the areas of insurance, pensions and reinsurance.

IT and Telecom

Chairman: Natalia Schneider, Corporate Affairs Director, Telenor

The Committee unites European companies and their representatives with an interest in IT. The Committee works to create a platform for discussion of topical issues in the Russian IT industry (market trends, best practice and competitive advantages) and networking. Furthermore, the Committee remains one of the most active by providing information on the regulatory framework of activities in IT in Russia (legal and taxation updates, governmental programs, etc.) and by providing the opportunity to Member Companies to promote their business ideas and to share their experience.

Machine Building and Engineering

Chairman: Philippe Regorler, President, Alstom

The Machine Building & Engineering Committee was created in 2008 in order to provide support to the companies operating in the Russian Federation; to arrange and facilitate the exchange information among companies on the trends in Russia and to monitor the developments on the Russian market. The Committee aims to serve as a source of information on different international practices/policies and their relevance to Russia. Considering the importance of the contracts concluded recently between European and Russian companies in the field of innovation of the Russian economy, the Committee provides to the companies a possibility to promote their technical achievements. One of the Committee goals is to create clear rules of a market with equal rights for all participants.

Retail Trade

Chairman: Erwin Trinkl, Senior Vice President, Head of Representative Office, Metro Group

Created in March, 2010, the committee's objectives are:

- To provide support to companies operating in this sphere in the RF.
- To arrange exchange of information among companies on the trends in Russia.
- To arrange meetings with respective representatives of Russian authorities if needed.
- To monitor the legislation changes.
- Customs issues.
- Tax issues.
- Retail Market Statistics.

CROSS-SECTORAL COMMITTEES

Energy Efficiency

Chairman: Jeroen Ketting, Director, Lighthouse Russia BV

According to a recent World Bank/ IFC report Russia's current energy inefficiency is equal to the annual primary consumption of France; thus, making Russia one of the world's most intensive energy users. This can be partly explained by its world's largest land mass, centers of population in some of the coldest areas on earth, the world's 10th largest economy and a predominance of heavy industry. Achieving Russia's full energy efficiency potential would cost a total of \$320 billion to the economy and result in annual cost savings to investors and end users of about \$80 billion, paying back in just four years. Benefits to the total economy are much higher: \$120-150 billion per annum of energy cost saving, additional earnings from gas export, increased economic competitiveness of economy and healthy environment. Recognizing the challenge for the AEB, the Chairman, Reiner Hartmann suggested the creation of a working group on energy efficiency to support members of the AEB in the face of this challenge. The WG was transformed into a committee in July 2010. The following terms of reference have been adopted by the members:

- To advocate on the behalf of the AEB Members with the Russian Government, EU Commission and Governments of the Member States as appropriate on matters of principles relating to energy efficiency.
- To inform the AEB members acting as a point of reference for info on policy developments and on the legislative framework and on possible EE projects
- To act only there where the AEB has a clear and identifiable added value.

Finance and Investments

Chairman: Christian Ziegler, Partner, Rödl & Partner

The mission of the AEB Finance Committee is to improve the investment climate in Russia by integrating information and discussion related to the critical finance issues that are of prime importance for foreign companies working in Russia. Working Groups have been established for the following sub-groups: accounting, auditing, and financial reporting; capital markets; ratings standards; and investment, corporate finance, and venture capital. The Finance Committee serves as a forum for discussion, lobbying and an information network for the exchange of ideas concerning finance issues among finance officers, accountants, auditors and policy makers in the Russian Federation.

Human Resources

Chairman: Olga Bantsekina, Chief Representative, Coleman Services UK

The HR Committee provides a platform for discussion, exchange of information and lobbying initiatives for decision makers in the field. For several years running, the HR Committee has arranged an HR Conference in Moscow that includes comprehensive sessions on recruitment, compensation and benefits, and training and development. In 2006, the Committee organised its first HR Conference in St. Petersburg.

Legal

Chairman: Sergey Stefanishin, Director, Tax & Legal Department, Ernst & Young

The Legal Committee is one of the AEB's most active bodies. By providing legal support services, such as information briefings and seminars, and regular legislation updates, the Committee keeps AEB Members abreast of legislative change. The Legal Committee also provides expert review of draft AEB letters and policy papers on existing and proposed pieces of Russian legislation, such as a recent letter to the Constitutional Court, and serves a forum for information exchange, analysis, and review of law and legal practice. In particular, the Legal Committee monitors changes to by-laws; observes international commercial arbitration and enforcement of foreign arbitration awards; keeps up-to-date on real estate issues and development in Moscow and the Moscow Region; examines the distribution infrastructure of goods in Russia; and monitors changes to Anti-Monopoly legislation and the implementation process of the Corporate Governance Code.

Migration

Chairman: Ludmila Shiryayeva, Director, Human Capital Department, Ernst & Young

The AEB Migration committee (Visa Task Force) was created:

- To contribute to the establishment of a long term EU–Russia visa-free regime.
- To monitor legal developments in the Russian market in the field of migration.
- To promote the exchange of companies' practical experience related to the migration issues in RF and EU countries.
- To promote information exchange regarding different international practices/policies and their relevance to Russia.
- To build strong relationship with various immigration and labor authorities to be able to lobby immigration related issues and hold open discussions and share information when needed.
- To identify the most problematic issues in immigration area, and problems that companies AEB members face for further discussions with the authorities and solving them.
- To keep updated the companies - AEB members in order to avoid possible immigration related risks and make effective business planning.
- To encourage companies' representatives to participate in Migration Committee's regular meetings to ensure IC awareness of all important issues and possibility for follow-up on these.
- To organize meetings/round tables/ joint events, involving the participation of the Russian Migration Authorities.
- The AEB had a series of meetings with FMS Authorities, Mr. Narishkin, Head of Presidential Administration; Mr. Zhukov, Deputy Prime Minister and representatives from the Ministry of Foreign

Affairs, and EU Authorities, where the problem areas in the migration system were discussed and how to combine efforts to ensure a simplified visa regime between the EU and Russia.

Public Relations and Communications

Chairman: Igor Reichlin, Managing Partner, Reichlin & Partners, LLC

The AEB's PR & Communications Committee was established in July 2008 and brings together representatives from both PR consultancies and in-house PR and Communication departments of European companies to discuss and exchange information on PR practices in Russia. Interested AEB member companies can now tap into current PR trends, topical research, PR practices and techniques that will assist them in effective promotion and protection of their brands in Russia. The Committee provides both open and private discussion forums for AEB member companies on PR and media relations issues. Members seek to uphold and promote ethical standards of PR practice in Russia.

The Committee deals with topics in the following areas:

- Public Relations
- Public Affairs
- Corporate and Consumer Communication
- Internal Communication
- Media relations
- Crisis Communication

Real Estate

Chairman: Richard Gregson, Partner, PricewaterhouseCoopers

The Committee unites companies working in the development, construction and finance of real estate, as well as setting up consultancies to facilitate the exchange of information regarding real estate and development issues in Russia and to influence existing procedure thus increasing the attractiveness of foreign investment. The Committee arranges monthly open meetings on residential and commercial property, development in Moscow and the Moscow region, mortgages and due diligence in Real Estate.

Safety, Health, Environment And Security

Chairman: Oleg Babinov, Director, Risk Advisory Group Plc.

The committee's aims are:

- To contribute to the state policy development regarding workplace safety, environmental protection and other related concerns to ensure the security of business processes and to provide for clear regulations that can boost market development and create equal conditions for all market participants.
- To support and adjust European companies' business methodologies to suit the Russian market environment, reduce investment and operational risks and overcome administrative barriers.
- To promote the implementation of security, workplace safety and environmental protection standards in companies operating within the Russian market.
- To motivate the implementation and application of existing international standards on security, workplace safety and environmental protection (ISO, OHSAS), promote sharing and interface with the Russian state government authorities (Rostekhnadzor, Rospotrebnadzor).

- To monitor the development and changes to the Russian legislation in terms of business security, workplace safety and environmental protection.
- To develop recommendations related to counterterrorism actions; countering corruption; fraud; illegal and infringement production; and trademark and intellectual property protection, taking into account specific features of the Russian economy and the various regions.
- To share the experience of different methodologies, considering the applicability to existing and specific conditions in various Russian regions.

Small and Medium-Sized Enterprises Committee

Chairman: Orlin Efremov, General Director, Manutan

Small and Medium-Sized Enterprises Committee is an open “cross-sectoral Committee” which is aimed at consolidating the interests of European SMEs in Russia and helping to improve business environment for their activities.

The Committee provides its members with a platform for exchange of information regarding tax and accounting, HR, legal, financial, operational and other issues critical for small businesses in Russia, as well as with technical assistance on practical business problems.

Taxation

Chairman: Alina Lavrentieva, Partner, Tax & Legal Services, Consumer Industrial Products, PricewaterhouseCoopers

The Taxation Committee works towards the continued improvement of Russia's tax legislation and practices. The Committee goal is to encourage a tax environment that is attractive to investment in the Russian economy and is supported by an independent judiciary. In 2005, the Taxation Committee monitored developments in tax legislation and tax practices, while identifying issues that could adversely impact foreign investment in Russia. The Taxation Committee continues to monitor the implementation of the newly adopted Chapters of the Tax Code, subordinate acts and court practice; provides technical support to other AEB Committees on tax issues; and analyses changes to existing legislation. The activities of the Taxation Committee include examining financial schemes for cross-border leasing, accounting of deferred taxes, holding regular working meetings with the Tax Ministry, addressing aspects of taxation of foreign legal entities, and continuing the campaign against the introduction of VAT accounts.

Transport and Customs

Chairman: Dmitry Tcheltsov, General Director, Itella Logistics
The Customs and Transport Committee represents and lobbies the interests of Member companies involved in performing customs operations. The Committee facilitates discussion and the implementation of solutions for member companies. The Committee acts as a link between the Federal Customs Service (FCS) and member companies. For example, a Customs Hotline was established so that AEB Member companies can address customs issues efficiently through a regular open meeting with FCS officials. The FCS also receives feedback from the AEB such as survey results and suggestions for open meeting discussion topics with the business community.

WORKING GROUPS

Biotechnology

Chairman: Liekel Faber, Faber Global Consultancy B.V. (FGC)

The Biotechnology committee lobbies for the interest of companies, who direct or indirectly active in the field of Biotechnology, to the Russian Government and other relevant authorities and institutions.

The main aim of the Committee is to create such conditions that the Biotechnology industry can expand and the Committee contributes and facilitate to the future developments in this fast growing industry.

The aims of the Committee are to get a good understanding of the Russian Biotech Plans; especially the “Biotech 2020” program

And it further includes lobbying for Standardization and Harmonizing the GMO-legalization, simplifying Product Registration Procedures, Intellectual Property (IP) protection, improving Taxation and Biotech-related procedures.

And finally promoting Biotech solutions and opportunities in the Russian Federation being the engine for future growth and (regional) development

The Committee's plan is further to be the platform for the Biotech Industry in Russia and to have an advisory role in this industry towards the Russian Government.

Corporate Governance

Chairman: Svetlana Borodina, Director, Standard and Poor's

The Corporate Governance Working Group was created to participate in the improvement of corporate governance in Russia. Rules and norms of corporate governance are important components of the institutional framework for successful market economies. Corporate governance can improve performance and operational efficiency. Implementing better governance will result in clearer accountability, better oversight, and stronger links between performance and rewards. AEB recommendations have now been incorporated into the Corporate Governance Code in one of the most successful achievements of AEB lobbying activity in recent years.

Hotels & Tourism

Chairman: Mr. Gerhard Mitrovits, Area Director Russia & CIS, Baltschug Kempinski Hotel Moscow

The committee aims to consolidate, coordinate and protect the interests of AEB member companies working in the tourism and hotel industries.

Intellectual Property

Chairman: Evgeny Arieovich, Baker & McKenzie CIS Ltd.

The Intellectual Property Sub-Committee was set within the framework of AEB Legal Committee to respond to the growing needs of AEB membership related to protection of their valuable intellectual property assets in Russia. It focuses on all areas of IP protection with a special emphasis on trademarks and copyrights. The creation of the committee generated much interest and the current distribution list includes over a hundred names. The Sub-Committee is currently chaired by Eugene Arieovich, partner, Head of Russia and CIS IP practice of Baker & McKenzie, with Ekaterina Tilling, partner with Goltsblat BLP, and Denis Voevodin, partner with Salans, serving as vice-chairs. Ksenia Bortnik acts as the AEB coordinator.

The Sub-Committee meets on a regular basis to discuss hot IP issues such as development of Russian IP legislation and court practice. It has established working relationship with the Federal Service for Intellectual Property, Patents and Trademarks (Rospatent) and participates in reviewing legislative drafts prepared by the latter. Recent projects of the Sub-Committee include lobbying of interests of AEB members in the matter of parallel importation.

The IP Sub-Committee conducts regular open events the most significant being the annual conferences on developments in the area of IP. Speakers at such conferences include representatives of Russia's government authorities, such as Rospatent, Ministry of Interior and Federal Customs Service, Russian judges, in-house counsels and outside consultants.

Leasing working group

Chairman: Evelina Nesterova, Legal Director, De Lage Landen Leasing

The objectives of the Small and Medium Enterprises working group (SME) are to work as a centre of expertise in the sphere of leasing, especially as it is first and foremost backed up by the foreign leasing companies' experience and secondly, by the competence of well-known AEB member companies operating in this field; initiate and coordinate joint initiatives and projects for the benefit of the leasing business; defend the interests of foreign companies, through lobbying or otherwise, by addressing their specific issues. Activities carried out by the committee include lobbying the adoption of new norms and amendments to existing legal regulations related to leasing business with authorized bodies; cooperation with similar leasing groups and associations in Russia; studying and tracking the status on the most burning issues in the leasing area; exchange of experience among the members; providing informational support to its members via seminars, presentations, discussions and the like.

Mergers & Acquisitions

Chairman: Andrey Shpak, Goltsblat BLP

The AEB M&A Working Group's main goals and tasks, amongst others, include:

- 1) Lobbying:
 - Lobbying Russian authorities to provide more transparent rules for M&A activities
 - Providing support in 'complex' deals, e.g. of a large size and/or politically sensitive
- 2) Information providing
 - Providing European companies with the information they need to make acquisitions and divestments in Russia
 - Stimulating Russian-European cooperation through providing non-biased information on Russia and minimizing perceived Russian country risk
- 3) Business networking:
 - Organization of special meetings and events for the companies interested in M&A in Russia
 - Special database of interested parties
- 4) Statistics:
 - Plans for developing statistical tools for creating database(s)

Technical Regulations & Standardisation Task Force

Chairman: Vladimir Ovcharov, Head GOST R Competence Centre, SGS Vostok Limited, ZAO

Many European companies doing business in Russia have encountered difficulties due to technical regulation. Differences between the EU and Russia in terms of technical regulations, conformity assessment procedures and standards relating to industrial products are major issues of the "Common Economic Space" between EU and Russia. The working group acts as a specific link with European Commission representatives in charge of the EU-Russia Regulatory Dialogue. The Task Force represents the positions of European Business based in Russia; expresses the needs and particularly underlines the priorities; provides useful information and feedback; and is informed by the EU representatives of the progress and results of discussions, working groups and negotiations.

REGIONAL COMMITTEES

North-Western Steering

Chairman: Manfred Janoschka, Konsu M, ZAO

The committee established in February 2010 aims to solve problems connected with business development of international companies in the North-Western region of Russia; to promote the investment image of the North-Western Russia and its district regions; to ensure a mutually profitable cooperation between the international companies and the local authorities and promote foreign investment attraction to the North-West of Russia and by implication, the attraction of new members to the Committee.

South Regional Steering

Chairman: Oleg Zharko, Center-invest Bank

The committee aims to solve problems connected with business development of international companies in Krasnodar Territory; to promote the investment image of South Russia and its district regions; to ensure a mutually profitable cooperation between the international companies and the local authorities and promote foreign investment attraction to Krasnodar Territory and by implication, the attraction of new members to the Committee.

AEB Board, Council of National Representation and Auditing Commission

The Board members are elected by the General Assembly (GA) of AEB members. The Board is the collective executive body of the AEB and has the following competences: to develop and implement AEB strategy; to determine AEB lobbying policy; to approve AEB members; to supervise the AEB committees and working groups; to prepare the annual report, the annual accounting balance sheet and the profit-and-loss account for GA approval; to prepare and implement the yearly budget; and to make proposals to the GA regarding membership dues and repayment.

Board

Cohen Philippe (Deputy Chairman)

Fache Dominique

Hartmann Reiner (Chairman)

Helin Erik

Linares Antonio

Munnings Roger (Deputy Chairman)

Sakuler Gerald (Deputy Chairman with the responsibilities of Treasurer)

Thomas David

Ziegler Christian

The Auditing Commission members are elected by the General Assembly (GA) of AEB members. The AC has the following competences: control the financial activities of the AEB; submit to the GA a written report on the financial activities, corporate governance, and on other important issues concerning the management of the AEB in each financial year.

Auditing Commission

Janeba Petr (Deputy Chairman)

Koschier Marco (Chairman)

Molibog Igor

The Council of National Representation is a consultative body to the Annual General Meeting, the Board and the Chief Executive Officer of the AEB.

Council of National Representation

Austria	Leitner Wolfgang
Belgium	Verbeeck Johan
Czech Republic	Abramov Alexey
Denmark	V. Nielsen Aage
Finland	Mikkonen Timo
France	Delpal Philippe (Deputy Chairman)
Germany	Braun Tiberius
Ireland	Gilmartin David
Lithuania	Bucelnikova Natalia
Spain	Simonyan Alina
Sweden	Rybring Jonas
Switzerland	Roedter Michael
UK	Scott Don (Chairman)

AEB Management

Dr. Schauff Frank	Chief Executive Officer
Kokarev Ruslan	Chief Operations Officer

AEB Staff

Accounting

Adzhieva Irina	Chief Accountant
Andrianova Olga	Accountant
Korotkova Irina	Accountant
Pugach Sofya	Accountant

Administration

Alyoshina Alla	Courier
Erina Svetlana	Personal Assistant to the COO
Gorbunov Alexander	Driver
Klebnikova Elena	Receptionist
Klimovich Sergey	Driver
Malyugina Alina	Secretary to the AMC committee
Shipilova Elena	Assistant to GR Manager, Crop-Protection sub-committee
Solovaya Vera	Personal Assistant to the CEO

Committee Coordinators

Aksenova Irina	Business Development Manager; Coordinator, Airlines, Human Resources and Customs and Transport committees
Belousovich Tatiana	GR Manager, Crop-Protection sub-committee
Bukova Olga	Coordinator, Automobile Manufacturers committee
Churmeeva Nadezhda	Coordinator, Automotive Components, Commercial Vehicles and Construction Equipment committees and Technical Regulations and Standardisation Task Force
Esakov Alexey	Coordinator, North West Regional Committee

Guruleva Irina	Coordinator, Banking, Taxation, Real Estate and Home Appliances committees
Kuznetsova Elena	Coordinator, Finance and Investment, Insurance and Pensions, Migration and SME Construction Industry and Building Material Suppliers
Lomidze Svetlana	External Relations Director; Chief Committee Coordinator and Coordinator, Energy, IT and Telecom, Machine Building & Engineering and Energy efficiency committees.
Meshalkina Natalia	Coordinator, Health and Pharmaceuticals and PR & Communications committees and Biotechnology and Hotel and Tourism Working Groups
Perederiy Juliana	Coordinator, AEB South Regional Committee
Zueva Olga	Coordinator, Agribusiness, Legal, Safety, Health, Environment and Security and Retail Trade committees and Intellectual Property sub-committee

Communications and Publications

Anigbogu Nina	Publications manager
Sheglova Yuliya	Project Manager for Research and Statistics
Zavyalova Victoria	Director of Communications

Events

Donchenko Daria	Events Coordinator
Klimanova Ekaterina	Events Coordinator
Rondelez Marie	Events Director and Advisor on EU Affairs

Department of Marketing

Bendel Julia Marketing Director

Training Department

Hovhannissyan Alla Trainings Manager

Membership Development

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Pavlyuk Olga Head of Membership Development;
Director, Regional Development

Prokopenko Vera Customer Care Manager

Operations

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ABB is a global leader in power and automation technologies that enable utility and industry customers to improve their performance while lowering environmental impact.

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ABLOY – leading the way in security worldwide. Abloy is a leading manufacturer of locks, locking systems and architectural hardware and the world's leading developer of products in the field of electro-mechanical locking technology. The high quality and technical standards of ABLOY® products have resulted in considerable success in exporting. Approximately half of the company's sales come from

exports to more than 70 countries. ABLOY® locking solutions for every conceivable application are available from our global network of distributors. Major export destinations are the USA, Sweden, the UK, Russia, Norway, Denmark, Estonia, Germany, the Netherlands, France, Poland, Spain and Canada.

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Absolut Bank was established in 1993 and now is a part of KBC Group, one of the largest financial groups in Europe. Absolut Bank is a multi-purpose financial institution and offers a wide range of bank services to retail sector, SME and large corporate sector. Absolut Bank offers to corporate customers all kinds of financial services, including trade finance, settlement and cash services, conversion and forward transactions. One of Absolut Bank's strategic priorities is focus on the retail sector. The Bank offers attractive conditions and provides an excellent service. Absolut Bank is represented in 19 regions of Russia.

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Provider of professional finance training and consultancy: • ACCA, CIMA, CFA, CPA, DipIFR(Rus), DipCIMA-Rus qualifications; • seminars on IFRS; • CPD courses for qualified accountants; • general finance for financial and non-financial professionals. Open and in-house seminars, on-line and distance learning programmes.

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CJSC ACE Insurance was established in 2004. ACE Insurance Company of Russia is part of the ACE Group of insurance and reinsurance companies. ACE Insurance in Russia offers tailor-made insurance products secured by ACE Group internal treaties to Russian clients having adequate Risk Management programs and requiring a western insurance product. One of the main goals for the Moscow office is to service the existing multi-national ACE clients in Russia, whilst increasing domestic and multinational company accounts across the portfolio. The Company provides more than 30 different kinds of insurance and reinsurance in the field of Non-Life Insurance.

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Adecco Group is the world's leading provider of HR solutions. With close to 32,000 employees and more than 5,500 offices, in over 60 countries and territories around the world, Adecco Group offers a wide variety of services, connecting more than 700,000 colleagues with over 100,000 clients every day. The services offered fall into the broad categories of temporary staffing, permanent placement, outsourcing, consulting and outplacement. The Adecco Group is a Fortune Global 500 company. Adecco Group has been operating on the Russian market since 2002. In 2008 Adecco Group acquired recruiting agency AVANTA Personnel in Russia. Currently both companies successfully perform their activities under two unique brands. Adecco Group renders services through the network of branches, located in Moscow, Saint-Petersburg, Krasnodar, Yekaterinburg, Vladivostok, Klin, Lipetsk, Kaluga, Nizhniy Novgorod, Bryansk, Novosibirsk. In 2007 Adecco Group opened office in Kiev (Ukraine).

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Vegas Lex is one of the leading firms in the Russian legal market. Founded in 1995, it unites more than 100 professionals and offices in Moscow, Volgograd and Krasnodar. Vegas Lex handles projects in various sectors – aviation, automotive, banking and finance, chemicals, construction and development, energy and natural resources, engineering, food and beverages, information technologies, infrastructure and PPP projects, insurance, etc. Vegas Lex has been recognized by European Legal Experts 2010, Best Lawyers 2010, Chambers Europe 2010, The Legal 500 Europe, Middle East & Africa 2010 and International Financial Law Review 2011. The Firm's active law-making role has been recognized by a professional award from the Corporate Lawyer magazine. Besides VEGAS LEX is one of the winners of the Cbonds Awards.

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Advocates Bureau Yug was founded in 1995 to provide comprehensive legal services at a highly professional level. We maintain standards of the highest quality in contemporary judicial practice, utilizing both our international experience and knowledge of issues specific to our locality.

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Management systems certification and trainings. AFNOR Rus is the daughter company of AFNOR Group – world leader in standardisation and certification. AFNOR Rus provides these services for Russia, CIS and Baltic countries. New sectors of activities are: sustainable development, energy efficiency, social responsibility, IRIS, biomass sustainability certification, Hotelcert.

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AGC Group owns and operates 120 plants and facilities in over 20 countries of the world. The company's annual turnover exceeds EUR 9 bn, with the total headcount of around 47000 people. AGC is the world biggest glass manufacturer and it has been operating in Russia since 1997 firmly holding the position of the Russian glass industry leader. The Russian branch of the company – AGC Glass Russia – incorporates two glass production plants (OJSC AGC Bor Glassworks and AGC Flat Glass Klin Ltd) and a network of distribution centers spanning from St. Petersburg to Irkutsk. In line with its innovation excellence policy AGC has invested almost EUR770 mln in upgrade and construction of new production facilities in Russia. The company's products are used for glazing of the modern Russian architectural landmarks – Skolkovo Business School, Moscow-City, Domodedovo and Sheremetyevo Transportation Hubs. AGC glass is fitted in most cars produced locally by the leading automotive manufacturers: Toyota, Ford, Renault, PSA, as well as Russian brands VAZ and GAZ.

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In September 2005, the fusion of companies PWC Logistics, GeoLogistics, TransOceanic, Tristar Transport Corporation and others took the companies to a new, quality level of transportation and logistics services that allowed them to enter into the ten of biggest international companies' list. Today we are Agility. The Agility Corporation has more than 550 offices in over 100 countries worldwide, with over 32,000 highly qualified specialists employed. Our Company offers a broad range of logistics and freight forwarding services within the bounds of different commercial and government projects, multimodal transportation of any goods, including super oversize and heavy lift cargoes, from any place of the world. Agility has the Customs Brokerage License and performs customs clearance of equipment, including the whole plants and production lines.

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Agro-Chemie Ltd. was formed in 2007 from the Plant Protection Business Unit of former Agro-Chemie. Agro-Chemie Kft. is involved in production of active ingredients, intermediate products and ready-made products of in-house development for their further use in plant protection and also for sales around the world. The discoveries and products of the company are patent protected, which ensures high quality of the final products. Production standards in Agro-Chemie Kft. are based on high level of innovation activity, all unique technologies and processes of production are certified and guarantee high quality of the products.

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OOO Ahma is an independent and experienced Projects Management Company. Our comprehensive services cover everything from project planning and environmental impact assessment to site supervision, deployment and acceptance inspections. Ahma draws up the project plan, maintains timetables and budgets, manages procurement and subcontractors and produces contracts and reports. High quality, solid expertise, total reliability and a customer-driven approach are the cornerstones of Ahma's business. At Ahma, each project and customer is unique. Our company handles demanding public buildings and public infrastructure projects as well as project management for the facility planning, implementation and deployment of power plants and industrial production.

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The main activities of AirFrance in Russia&CIS are passenger transport and cargo. AirFrance offers its clients: – 10 daily flights Moscow-Paris: 5 operating and 5 code shared with partner Aeroflot; – 3 daily flights in summer (2 daily in winter) St-Petersburg-Paris: 2/1 operating and 1/1 code shared with partner Rossiya; – 1 daily flight from Samara, Ekaterinburg, Nizhnevartovsk, Novosibirsk, Irkutsk, Krasnoyarsk to Paris via Moscow: code shared with partner Aeroflot – the biggest European frequent flyer program FlyingBlue, which allows earning and spending Miles on all flights operated by SkyTeam carriers; – one of the biggest network, with 183 destinations, from Paris CDG, including Kiev and Yerevan within CIS regions.

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Air Liquide is the world leader in gases for industry, health and the environment, and is present in over 80 countries with 43,600 employees. Oxygen, nitrogen and hydrogen are rare gases that have been the core of Air Liquide's activities since its creation in 1902. Using these molecules, Air Liquide continuously reinvents its business, anticipating the needs of current and future markets. The Group innovates to enable progress, to achieve dynamic growth and a

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AkzoNobel is the largest global paints and coatings company and a major producer of specialty chemicals. We supply industries and consumers worldwide with innovative products and are passionate about developing sustainable answers for our customers. Our portfolio includes well known brands such as Dulux, Sikkens, International Paint and Eka. Headquartered in Amsterdam, the Netherlands, we are a Global Fortune 500 company and are consistently ranked as one of the leaders in the area of sustainability. With operations in more than 80 countries, our 55,000 people around the world are committed to excellence and delivering Tomorrow's Answers Today™. On the Russian market, we are ready to serve our customers with decorative paints, coil, specialty plastic, powder, aerospace, marine and protective coatings, car refinishes, wood finishes and adhesives. We also supply functional, pulp and paper, industrial chemicals and surfactants.

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The strengths of Alcon, CIBA VISION and Novartis Ophthalmics unite into one eye care business with Alcon becoming the second largest division of Novartis. Alcon offers the widest spectrum of eye care products in Surgical, Pharmaceutical and Vision Care across 180 markets and runs operations in 75 countries, employing 22,000 associates. Our mission is to provide innovative products that enhance quality of life by helping people see better. Alcon's leadership in eye care is founded in Pharmaceutical, Surgical and Vision Care products. Alcon offers the industry's most comprehensive portfolio of ophthalmic surgical products, enabling surgeons to achieve optimal results for their patients. Alcon occupies the premier position in surgical suites worldwide and manufactures and markets products for all ocular surgical procedures. Alcon builds its position as the worldwide leader in pharmaceuticals for the eye by continuing

to advance treatments for diseases such as glaucoma, infection and allergy, while also expanding focus into macular degeneration, diabetic retinopathy and other sight-threatening diseases. In addition to Alcon's leadership role in surgical and pharmaceutical eye care, the company is now one of the largest manufacturers of contact lenses and lens care products in the world due to the integration of CIBA VISION into Alcon.

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ALD Automotive is the operational leasing and fleet management business line of the Societe Generale Group. Operational leasing is a comprehensive and cost-effective long term rental solution allowing companies to optimize funds and time. ALD Automotive offers its corporate customers full service operational leasing including a complete range of services that can be combined to your needs and your activity specificities: purchase and delivery of any car model, registration, insurance, technical maintenance and repairs, tire fitting and storage, 24/7 road assistance, replacement car (provision of a vehicle for a short period), pick-up-and-delivery, fuel cards, consulting and reporting. Our regional network allows us to manage our customers' fleets in more than 100 cities from Murmansk to Vladivostok. Our services allow organizations to plan their expenses as the rent payments remain the same and it allows to free funds for new investments and concentrate on the main business of the company.

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Alinga offers business support in audit & taxation, accounting & payroll, and legal compliance. Our goal is to assist foreign businesses to enter and flourish in Russia. Alinga has been in the market since 1999 and is an independent member firm of IGAF Polaris.

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Allen & Overy provides a broad range of legal services in the Russian Federation, combining international experience with local expertise. Allen & Overy Legal Services opened its Moscow office in 1993 and has six partners and some 70 lawyers who are capable of advising on all aspects of English, Russian and US law focusing, in particular, on corporate and mergers and acquisitions, banking and finance, capital markets and real estate.

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ALPE consulting is an international consulting company, SAP Channel and Service Partner, an official partner of Baseware. With more than 40 specialists ALPE consulting is the first company in Russia, which tested and implemented SAP Business All-in-One for Retail Package solution. The Company has 2 offices in Moscow and St. Petersburg.

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Established in 1991, ALRUD is one of the oldest and most respectable law firms in Russia. We provide full range of services in Corporate/M&A, Banking & Finance, Restructuring/Insolvency, Competition/Antitrust, Employment, IP, Media, Brands & Technology, Real Estate, Tax, Dispute Resolution. ALRUD is experienced working for Russian and international clients from diverse economic sectors and highly appraised for client orientation, reliability, and extensive network of contacts enabling to create comprehensive solutions to meet clients' global needs. International legal directories distinguish ALRUD as one of the best Russian law firms and recommend it for the key practice areas.

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Alstom is a global leader in the world of power generation and rail infrastructure and sets the benchmark for innovative and environmentally friendly technologies. Alstom builds the fastest trains and the highest capacity automated metro in the world, and provides turnkey integrated power plant solutions and associated services for a wide variety of energy sources, including hydro, gas, coal and wind. The Group employs 93,500 people in 100 countries. In 2010/2011 fiscal year, Group sales totalled 19.1 billion (up 28% including Grid compared to last year). Alstom opened a representative office in Moscow in 1975 and is now represented through several entities.

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Advanced Micro Devices (AMD) is an innovative technology company dedicated to collaborating with customers and partners to ignite the next generation of computing and graphics solutions at work, home, and play.

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Bekaert is a global market leader in drawn steel wire products and applications and a technological leader in its two core competences: advanced metal transformation and advanced materials and coatings. Bekaert (Euronext Brussels: BEKB) is a global company with headquarters in Belgium, employing 23,000 people worldwide. Serving customers in 120 countries, Bekaert pursues sustainable profitable growth in all its activities and generates annual combined sales of €3.3 billion. You might know us, for example, as a supplier of steel cord products for tire reinforcement – one in every four tires in the world runs on Bekaert steel cord. Or maybe you know our Dramix® steel fibers, used to reinforce over five million cubic meters of concrete every year. But we also offer significant added value for various businesses in all kinds of markets, from automotive to construction and from utilities to the heavy equipment sector. Our baseline better together sums up the unique form that cooperation between Bekaert and its business partners takes.

Bene Office Furniture

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BENE, the first western office furniture provider has served businesses in Russia at the highest level of professional services in the field of office planning, interiors and furniture. Besides office layout planning with the most modern PARCS range meeting space furniture, the BENE product range includes worldclass office furniture, state of the art chairs from the leading producers, also special furniture and reception counters, office and corridor partitions, and a wide range of decorative office accessories. BENE is the producer and provides its clients with a highly effective relationship between client and manufacturer without involvement of any intermediates.

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BigBoard offers advertising services. The Company sells advertising on street furniture such as bus shelters, free standing panels, columns, as well as billboards. BigBoards is represented in 21 cities throughout Russia. The Company is a joint-venture of Czech advertising group BigBoard and worldwide No.1 outdoor advertising company JCDecaux.

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BINDER is the world's leading specialist in simulation chambers for scientific and all industrial laboratory applications. With a comprehensive range of products covering routine applications, as well as highly specific tasks in the area of research and development, production and quality assurance. BINDER is the brand when it comes to maximum precision requirements for the exact simulation of physical, chemical and biological ambient conditions. With a clear focus on what BINDER is really good at: Temperature: Heating and refrigeration techniques Gas metering and control techniques Lighting engineering Vacuum technology Environmental simulation

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Blackwood is one of the most experienced players in the commercial real estate market of consulting services and the leader in the elite residential real estate market. Service quality of international standards and Western management principles have been at the core of the company's activities since its inception in 1991. The right development strategy made it possible to occupy the share of the real estate market and acquire a reputation as a reliable and professional partner. One of the key directions of Blackwood is the rent of residential real estate. Blackwood residential property rental department offers consultations on the rent of apartments in Moscow and countryside cottages: selection of residential property, post-contracting support, residential real estate management. Blackwood employees will help to orient clients in the current situation in the residential real estate market and will offer professional assistance in selecting the right apartment, house or cottage for rent.

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Beside worldwide transports and port operation focal points in contract logistics are projects like traffic systems, steel products, plants and machinery, the entire forestry product group and refrigeration and deep freeze goods. This includes a comprehensive palette of logistical individual services like storage, handling, transport, distribution and service of goods. BLG LOGISTICS also operates as a flexible buffer storage for production and trade. Customers are integrated into the IT of BLG LOGISTICS and have ready access to information on quality, whereabouts and quantity of goods.

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BMW Group Russia is a national Sales Company of the BMW Group. The Company represents BMW, BMW Motorrad and MINI. Offering premium products and services BMW Group Russia was a leader in its segment in 2010. In the middle of 2011 there are 55 official BMW dealerships in Russia. BMW Group enlarged its SKD production in Kaliningrad, where 3 series, 5 series, X1, X3, X5 and X6 are now assembled. With its Efficient Dynamics strategy, the BMW Group, the most successful manufacturer of premium automobiles worldwide has at its disposal the most effective concept in the world for sustainably safeguarding individual mobility, by single-mindedly reducing fuel consumption and emissions BMW Group is a socially committed company on the global level and all initiatives are supported in Russia. The Company is actively involved into the cultural, CSR projects, charity activities.

BNP Paribas

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BNP Paribas is a European leader in global banking and financial services and one of the strongest banks in the world (Rated AA by S&P i.e. 3rd rating on a scale of 22). BNP Paribas has a very much diversified activity in Russia, being active in 3 core businesses: Retail

Banking, Investment Solutions and Corporate & Investment Banking. BNP Paribas – Branch Banking. CB “BNP Paribas Vostok” LLC, 100% subsidiary of BNP Paribas Group, operating in Russia since 2007 with 26 banking branches in 5 major Russian cities: Moscow, St. Petersburg, Nizhny Novgorod, Rostov-on-Don and Yekaterinburg. BNP Paribas – Corporate & Investment Banking (“BNP PARIBAS” ZAO) offers a full range of corporate and investment products and presents an extensive expertise to Russian companies and financial institutions, supported by a world-wide network in more than 80 countries and a very strong presence in the financial markets.

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The Boehringer Ingelheim group is one of the world's 20 leading pharmaceutical companies. Headquartered in Ingelheim, Germany, it operates globally with 145 affiliates and more than 42,000 employees. Since it was founded in 1885, the family-owned company has been committed to researching, developing, manufacturing and marketing novel products of high therapeutic value for human and veterinary medicine. As a central element of its culture, Boehringer Ingelheim pledges to act socially responsible. Involvement in social projects, caring for employees and their families, and providing equal opportunities for all employees form the foundation of the global operations. Mutual cooperation and respect, as well as environmental protection and sustainability are intrinsic factors in all of Boehringer Ingelheim's endeavors. In 2010, Boehringer Ingelheim posted net sales of about 12.6 billion euro while spending almost 24% of net sales in its largest business segment Prescription Medicines on research and development.

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Boiron Laboratories (Laboratoires Boiron) is one of the largest producers of medicines in Europe. Jean and Henri Boiron founded the company in France more than 75 years ago. Currently, the company employs more than 3800 people in 60 countries around the world; the head office is located in Sainte-Foy-les-Lion, (France). Boiron Laboratories currently offers more than 60 different homeopathic specialties and 1200 single medicines (monodoses), all of which are produced in strict accordance with GMP international standards, and in compliance with French Pharmacopoeia. A subsidiary of Boiron Laboratories was founded in Russia in September 2005. Ten medicines are registered in Russia, including already well-known medicines for the flu treatment: Oscilloccinum, Stodal, Coryzalia, and Homeovox, as well as the new medicine for the treatment of anxiety and sleep disorders Homeostres.

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Bonduelle Group is the world leader in the field of processed vegetables. The vegetables, processed through 3 main technologies (canned, frozen, chilled), are marketed under Bonduelle brand both in retail and Horeca sectors, as well as under private labels. Bonduelle is present in Russia since 1994, and has been operating a canning factory in Krasnodar Krai since 2004.

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Bord Bia's mission is to drive the success of world class Irish food, drink and horticulture industry by providing strategic market development, promotion and information services. Bord Bia Moscow office is responsible for promotion of Irish food, drink and horticulture in Russia and CIS.

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Royal Boskalis Westminster N.V. is a leading global services provider operating in the dredging and earthmoving, maritime infrastructure and maritime services sectors. Boskalis provides innovative all-round solutions in the oil and gas, ports and land reclamation and coastal defense markets all around the world. Boskalis has approximately 14,000 employees and operates in over 65 countries across six continents. Boskalis versatile fleet consists of over 1,100 ships and units of equipment.

BP

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BP is one of the world's largest private energy companies, working in more than 100 countries. Operating in Russia since 1990, BP's interests in oil and gas exploration and production are: TNK-BP (a

vertically integrated oil company, fifty percent owned by BP) and Elvary Neftegaz (a joint venture with Rosneft, exploring offshore north of Sakhalin island and forty-nine percent owned by BP). BP's Russian activities also cover lubricants (Castrol and BP Visco), aviation fuels (Air BP), marine lubricants (Baltic Petroleum joint company with Lukoil), and oil supplies and trading (IST).

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Brainpower is a market-leading Executive search, Recruitment and HR consultancy company, which has successfully placed thousands of professionals in the largest foreign and Russian groups across all sectors. It has been operating in Russia since 1993, and has developed an interactive network of offices (St.Petersburg, Ekaterinburg, Novosibirsk and Kiev). Western management standards and a team of industry-specialized consultants allow Brainpower to find the best solutions to clients' human capital needs. In 2009, Brainpower became a part of BPI Group – the leading European firm in HR consulting and People Management present in 40 countries.

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Branan is a management consultancy specialising in Russia. Founded in 1999, we now employ over 40 professionals working from the office in Moscow. We deliver practical, results-oriented solutions for leaders seeking help in setting and implementing business-wide strategic direction and Addressing board-level strategic issues. Our clients are business owners and top managers seeking to take opportunities in new markets, facing fundamental changes in the external environment, fundamental changes in stakeholders or their requirements, and critical challenges to business and organisational performance. Our core services are: business strategy, corporate development and restructuring; corporate finance; business performance improvement; innovation management; international trade and investment.

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Brunel International is specialized in staffing, project management, recruitment, and consultancy in Engineering, Legal, Finance, Sales, Logistics and Oil & Gas. Brunel International operates with 92 branches in 34 countries, listed on Euronext Amsterdam N.V with a turnover over 700 million Euro(2010). Brunel Russia has branches in Moscow, Tyumen, Yuzhno-Sakhalinsk, Irkutsk, Novorossiysk.

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BSH Bosch und Siemens Hausgeraete GmbH is a corporate group operating worldwide, which posted annual sales of about 8.4 billion EUR in the year 2009. It stemmed from a joint venture set up in 1967 between Robert Bosch GmbH (Stuttgart) and Siemens AG (Munich). Today, BSH operates 41 factories in 13 countries in Europe, the USA, Latin America and Asia. Together with a global network of sales and customer service firms, the BSH family is today made up of about 60 companies in almost 40 countries, with a total workforce of nearly 40,000 people. Within a comprehensive brand portfolio, the main brands are Bosch and Siemens. With its six special brands (Gaggenau, Neff, Thermador, Constructa, Viva and Ufesa), BSH caters for the individual and diverse wishes of consumers in relation to brand names and products. Four regional brands (Balay, Pitsos, Profilo and Coldex) ensure a fine image and broad presence in their respective homemarkets. The product range encompasses large and small home appliances, floorcare and hot water appliances.

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Buman Media is a Moscow-based PR consultancy offering a fresh vision and advocating innovative PR technologies. We pride ourselves on always seeing which way the wind of public opinion is blowing; we are a creative team of professionals who are set on delivering the result.

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Business Psychologists Ltd. represents in the Russian Federation and CIS countries a leading brand of international HR market – SHL. For 16 years, SHL Russia has helped its 400 clients to make the right decisions and improve employees' performance by implementing research based tools and technologies of competency assessment and development. The main SHL services include personnel assessment and development, HR consulting in the field of talent and performance management and HR technologies' trainings. The new Project for a wide range of executives "SHL Performance Academy" offers a number of competencies development programs and innovative training tools.

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Since 1998 Businessland Company has specialized in the protection of interests of employers in the sphere of Labor Law. Human assets are the most difficult thing to manage. We help companies to establish legally irrefragable relations with employees and to keep concentration on the basic goals of their business – earning profits, for example. Providing consultancy services in Labor Law we set and achieve the following goals: 1. Winning by Employer of legal disputes with employees if they take place. 2. Passing inspections of the State bodies without fines. 3. Documentary confirmation of labor record of Company Employees, based on which they will receive full scale social protection including pensions. The major benefit to our Clients is minimization of risks and of material costs for the personnel management. Years of work with thousands of employees of our Company-clients has allowed us to accumulate experience in solving complex and unique situations.

Calderys 000

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CALDERYS offers complete refractory solutions to a broad range of industrial sectors. With 2,300 employees, 18 production sites and 30 sales offices worldwide we meet our customers' requirements in an efficient and fast way. With a total annual production of over 600,000 tons and a turnover of about €500 mio we are one of the world's leading refractory suppliers. Strong emphasis is laid on research and development. Innovative concepts and technological expertise, coupled with over 90 years of experience in the refractory industry and the commitment of our employees, ensure the continuous development of our products and services. CALDERYS is a wholly-owned subsidiary of IMERYS, the world leader in the supply of raw materials to the refractory industry. This provides reliable access to high quality raw materials which is an essential prerequisite for our R & D activities as well as our production. IMERYS shares are listed on the Paris stock exchange.

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Sixty five years after the launch of the first all-Italian washing machine, Candy Group (a wholly privately-owned company) is among the European leaders in the household appliance market. With its brand Candy, created in 1946 in Italy, the group offers a large range of products from washing machines to dishwashers, tumble dryers, fridges. Its second brand, Hoover, is a leader in the floorcare market in Europe. It also produces and markets a wide range of large domestic appliances with a medium to high market positioning – products still based on the founding principles of innovation, great performance and cutting edge design.

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CLS is a leading Russian law firm with offices in Moscow and in St.-Petersburg. CLS provides practical and cost-effective legal advice to international and Russian companies since 2000. In 2010 CLS significantly strengthened its antimonopoly, compliance and public-private partnership practices. CLS can offer clients high quality legal service in such areas as real estate and construction, public-private partnership, antimonopoly law, corporate law, mergers and acqui-

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Cargill is an international producer and marketer of food, agricultural, financial and industrial products and services. Founded in 1865, the privately held company employs 131,000 people in 66 countries. Cargill helps customers succeed through collaboration and innovation, and is committed to applying its global knowledge and experience to help meet economic, environmental and social challenges wherever it does business. Cargill has got significant experience of cooperation with Russia. First grain supplies to the USSR started in 1963, and in 1970s their volume increased several times. This long-standing cooperation laid down a solid foundation for the work of Cargill in Russia. 1991 saw the opening of the first Cargill office in Russia. Currently, there are three Cargill enterprises operating in the country. They are located in Efremov (Tula region), Krasnodar region and Rostov-on-Don. The total number of Cargill employees in Russia is around 1,700. Cargill is one of Russia's biggest foreign investment partners which have invested nearly \$700 million into the development of the country's agriculture and food industry. Cargill's business operations in Russia include: • grain and oilseed trading • oils refining, bottling and hardening • malt production • meat and poultry sales • animal feed formulation, production and distribution • production and sales of syrup, starches and starch derivatives • food and feed ingredients sales • vital wheat gluten production • speciality food ingredients including flavours and texturisers • sugar sales • coal export

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For more than 80 years, Caterpillar Inc. has been making progress possible and driving positive and sustainable change on every continent. Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines and industrial gas turbines. The company also is a leading services provider through Caterpillar Financial Services, Caterpillar Remanufacturing Services, Caterpillar Logistics Services and Progress Rail Services. Caterpillar opened the first representation office in Moscow in 1973. Today, Caterpillar in CIS is represented by its regional offices in Vladivostok, Khabarovsk, Almaty and Moscow. 16 authorized Caterpillar dealers with more than 100 branches are covering the whole territory of the CIS providing high-quality servicing of Caterpillar products. Caterpillar Tosno facility near St. Petersburg manufactures components for machines and equipment. The first hydraulic excavator was assembled at CAT Tosno in 2008.

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CB Richard Ellis is the acknowledged leader in the commercial real estate market. Bringing together unmatched international expertise and thorough understanding of local business needs, we carry out ambitious projects with regards to changing market conditions and support the highest quality standards of our services. Our historical roots go back to 1773. We are now the leading professional consulting firm in commercial real estate in the world with approximately 31,000 employees in more than 300 offices worldwide (excluding affiliate and partner offices). CB Richard Ellis Group, Inc. (NYSE:CBG) is headquartered in Los Angeles. CB Richard Ellis has operated in Russia for already 17 years since 1994. We have established offices in Moscow and St. Petersburg. CB Richard Ellis offers the most comprehensive portfolio of integrated services including brokerage, strategic development consulting, territory development, real estate portfolio management, valuation, asset management services including (Property & Facilities Management services), capital construction and Fit-out project management, investment services and market research. Please visit our Web sites at www.cbre.com and www.cbre.ru.

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Corporate and open enrollment programs: Management Personal Effectiveness Sales and Marketing Project Management Finance and Managerial Accounting Human Resource Management International Professional certifications for HR (GRP and GPHR) Business simulations: EAGLE'S FLIGHT Experiential Learning Programs BTS Board & Computer Simulations Blanchard Leadership courses

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CEB Ltd is a universal credit institution offering corporate, SME and private clients a wide range of banking services and products. As of the end of 2010, CEB Ltd offered services to 2 million retail borrowers and depositors and over 10,000 corporate and SME clients. CEB Ltd is one of the Top 50 largest Russian banks in terms of total assets size. Since the opening of its first branch, CEB Ltd has been consistently expanding its regional footprint. Today, CEB Ltd branches operate in all economically developed regions of Russia, and a relatively dense network covers Moscow and the Moscow region. As at end of 2010, CEB Ltd's domestic network consisted of more than 4,200 points of sale, over 120 branches in more than 22 regions across Russia. Our bank's stability and development have been sustained through a strong focus on sound, conservative banking practices and a superior level of customer service. CEB Ltd employs a business model that lets the bank make service-focused decisions—about credit, products and other aspects of its

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Danone is a Fortune 500 company and one of the most successful healthy food companies in the world. In Russia Danone products are produced in two plants: in Togliatti (Samara region) and in Chekhov (Moscow region). Over 3500 employees are working in Russian affiliates of Danone. In June 2010 Danone and Unimilk signed an agreement to merge Danone Dairy businesses in CIS with the Unimilk. A new company is an undoubted market leader in CIS and especially in Russia, where joint market share of united company is about 21% of the whole dairy market.

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Delta is the leading U.S. airline across the Atlantic, with a wide network in Central and South America, Europe, Africa, Asia and Australia. 80,000 Delta employees serve 364 destinations in 64 countries via its main transit hubs in Atlanta, Cincinnati, Detroit, Memphis, Minneapolis, New York, Salt Lake City. Delta provides customers daily non-stop flights between Russia and the United States with

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Direct INFO is an information consulting company specialising in providing research reports on businesses, industries and markets in the Russian Federation and CIS states. Our clients include Fortune 500 and other multi-national companies and commercial consulates.

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The firm advises on corporate law, M&A, taxation, real estate, project finance, customs and regulatory, IP/IT protection, and possesses significant litigation capabilities. In 2007-2011, DLA Piper in St. Petersburg was recognised as the leading legal practice (Chambers Europe) and the leading corporate practice (Legal500) in the region.

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East Office of Finnish Industries is a non-profit company established in 2008 by 22 leading Finnish corporations to support their activities on the Russian market. Starting from March 2010, East Office also has a representative office in Moscow, in addition to the main office in Helsinki, Finland.

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Eni is an integrated energy company operating in oil and gas, electricity generation and sale, petrochemicals, oilfield services construction and engineering industries. In these businesses it has a strong edge and leading international market position. Eni is active

in around 77 countries with a staff of about 78,400 employees. Eni's commitment to sustainable development is focused on making the most of its people, contributing to the development and wellbeing of the communities with which the Company works, protecting the environment, investing in technological innovation and energy efficiency, as well as mitigating the risks of climate change. Results 2010 • Consolidated net profit for the year: 6.32 billion • Net profit of the parent company: 6.18 billion • Dividend proposal: 1.00 per share • Net sales from operations: 98.523 billion • Cash flow: 14.694 billion • Market capitalization: 59,2 billion • Oil and natural gas production: 1.815 kboe/d • Natural gas sales: 97.06 bcm Historical Steps • 1926 – Establishment of AGIP (Azienda Generale Italiana Petroli) • 1952 – The “six-legged dog” becomes the symbol of Agip • 1953 – Eni (Ente Nazionale Idrocarburi) is established • 1992 – The law is passed to transform Eni into a joint stock company • 1995 – Initial public offering of Eni shares on the stock market • 1996 – In October, another 16% of the Company's share capital was placed on the market • 1997 – The third placement took place in June, when approximately 18% of the Company's share capital was placed on market • 1998 – June saw the fourth offering, with a further 14% of the Company's share capital placed • In February 2001 a placement operation on 5% of the company's share capital was carried out among institutional investors.

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Environmental Resources Management (ERM) is the world's leading provider of Environmental, Social, Health & Safety, Risk and Sustainability consulting services, with 140 offices in 40 countries. ERM operates within the Russian Federation and other countries of the former Soviet Union since 1991. With staff of over 40 people in Russia, ERM offers a full range of environmental and social services including EHS Due Diligence, Environmental, Social and Health Impact Assessments; development and implementation of management systems (ISO 14001, OHSAS 18000); corporate assurance and governance programs, sustainability assessments and climate change services. We provide effective environmental management in compliance with local regulatory requirements and international standards.

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Esparma GmbH is a German pharmaceutical manufacturer with a long history and tradition. It was founded in 1875 in Magdeburg. Today esparma GmbH is a modern and dynamically developing German enterprise with the main focus on production and distribution of medicines which are widely known and applied in different areas like urology, diabetology and neurology. Since June 2009 esparma GmbH belongs to a group of companies together with Steiner Arzneimitel GmbH & Co. KG, Pharma Wernigerode GmbH, Lindopharm GmbH, Aristo Pharma GmbH, Siemens & Co. KG, Sidroga GmbH and others.

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EADS is a worldwide leader in aerospace, defence and related services. The EADS Group includes, among others, such globally recognized companies as the aircraft manufacturer Airbus, the world's largest helicopter supplier Eurocopter, and Astrium, a leader in satellites and launchers. EADS and its predecessors have been present in Russia since the beginning of 1990s. Some examples of on-going cooperation are “Soyuz in Guyana”, where the Russian launcher will carry international satellites into orbit from a European spaceport, and the International Space Station. Industrial cooperation in aeronautics ranges from the design and production of critical components for Airbus aircraft to a prospective partnership on next-generation aircraft. Material supplies from Russia are progressing from raw materials to finished products. Another good example of successful cooperation is in the field of science and research, where the results of collaborative scientific studies are already in use for the creation of next-generation aircrafts and spacecrafts.

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The EBRD was established in 1991 to support the development of market economies in Central and Eastern Europe. With headquarters in London, it is an international institution owned by 61 countries and two intergovernmental institutions. The Bank finances projects in private and public sectors, providing direct funding for industrial, financial, infrastructure sectors in its 29 countries of operations. The main forms of financing are loans, equity investments, guarantees. In Russia, the Bank has resident offices in Moscow, St.Petersburg, Ekaterinburg, Vladivostok and Samara, Krasnoyarsk and Rostov on Don.

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EXECT Group offers the clients a full range of services in the sphere of staff training and development, recruitment, assessment, coaching, consultancy and business event organization.

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ExpoGlobal Group is the proficient full-service designer, developer and builder of complete exhibition solutions with over 20 years experience. Achieving a high return for clients large and small in many different sectors worldwide. In-house architects and designers, winners of various competitions, by organically combining the aesthetic and technological requirements produce creative solutions for custom made exhibition stands, interiors and captivating group expositions. Proven expertise by extensive collaboration with global leading corporations, official representatives of offices of tourism, professional exhibition associations, embassies, trade missions and advertising agencies allow to guaranty exclusive quality of technical fittings and elite services at sensible prices.

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We provide consultancy in B2B market with the focus on Biotech. And also to advise Dutch companies planning to do business in Russia. Active in trading of Biotechproducts into the RF

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FAES is a well established Swiss company, internationally oriented and committed to dynamic development. FAES employs 130 well educated specialists in engineering, mechanics, software programming, supply chain management and finance. Slitting and rewinding technologies for foils and films are our business! In numerous applications, the machines we develop for slitting and rewinding foils are superior in respect to their drive technology and performance. This is the reason why for years, FAES can rely on a globally installed base. In the segments of slitting and rewinding machines for thermal transfer foils, FAES ranks number one worldwide.

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second Centre in Bucharest and sites in Moscow and St-Petersburg open in 2012 and 2013. FASHION HOUSE Group provides specialist services to the Outlet sector, being able to lease, set-up, operate and market Outlet Centre schemes. The Group is expert in the fields of Outlet Centre design, development, finance, operation and management across Europe and the Russian Federation. The Group is owned by Liebrecht & wood, the Flemish-based real estate investor/developer.

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FENICE RUS LLC is the Russian subsidiary of EDF Fenice (EDF Group), one of the most important Italian ESCO (energy service companies) operating worldwide. Created in November 2009, when the Federal law on energy saving and energy efficiency was adopted, FENICE RUS was one of the first companies who emerged on the Russian Energy Efficiency market. Using the know-how and the technical expertise of its parent company, FENICE RUS provides energy efficiency services to companies operating in various industries: – automotive, – metallurgy, – chemical, – food The services include the complete chain of Energy Efficiency Projects with the aim to control and guarantee, with own resources, high level of efficiency for our customers. This value chain includes: – energy audit for the identification of potential projects; – evaluation of technical and economical feasibility of projects; – financing of equipments and material for the implementation of the project; – operation and maintenance of the assets that are part of the energy efficiency project; The specificity and uniqueness of FENICE RUS services consists in the use of EDF Fenice business model (BOOT: Build, Own, Operate and Transfer). FENICE RUS is an ideal partner for industrials, public or private, seeking energy solutions “tailored”.

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Ferrero is world-famous confectionary producer. Ferrero presents on the Russian market for 15 years already. The most popular brands are Raffaello, Ferrero Rocher, Kinder Chocolate, Kinder Surprise, NuTella, Tic Tac. Ferrero group interests in Russia are presented by JSC “Ferrero Russia”, a Russian company with 100% of foreign capital. General Director of JSC Ferrero Russia is Arturo Maria Cardelus who is also responsible for the Ferrero business in CIS. In May of 2008, Ferrero company has begun to implement an investment project of building its first own factory in Vladimir region. 2 production lines have already been launched: Raffaello, Kinder Chocolate.

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Finnode Russia – The Innovation Center of Finland in Russia, networking, promoting and consulting cooperation between Finnish and Russian companies and organizations on innovative technologies in ICT & SW, nanotechnology, energy and renewables, biotechnology.

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Finnvera plc is a specialised financing company owned by the State of Finland. It provides its clients with loans, guarantees, venture capital investments and export credit guarantees. Finnvera has official Export Credit Agency (ECA) status.

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Fleishman-Hillard Vanguard is a joint venture created in December 2007, by Fleishman-Hillard (Omnicom Group Inc.), a leading international communications agency network, and Russian agency Vanguard PR, founded in Moscow in 1993. The firm specializes in corporate and public affairs, marketing communications, technology, digital, and healthcare public relations. Fleishman-Hillard Vanguard is a unique combination of international expertise and local

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FLSmidth is the leading supplier of equipment and services to the global cement and minerals industries. We have established our presence in Russia as FLSmidth Rus company to provide our customers in Russia and CIS countries the best solutions and services in all our projects.

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FLSmidth is the leading supplier of equipment and services to the global cement and minerals industries. We have established our presence in Russia as FLSmidth Rus company to provide our customers in Russia and CIS countries the best solutions and services in all our projects.

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Ford Motor Company, a global automotive industry leader based in Dearborn, Michigan, manufactures or distributes automobiles across six continents. With about 166,000 employees and about 70 plants worldwide, the company's automotive brands include Ford and Lincoln. The company provides financial services through Ford Motor Credit Company. Ford entered the Russian market far back in 1907, only four years after the company had been founded in the USA. Ford recommenced commercial activities in Russia in 1990 and, in six years, opened its trading office in Moscow. Ford became one of the first major foreign investors in the automotive industry in Russia. In June 1999, an investment agreement was signed between Ford and the Russian authorities on construction of the Vsevolozhsk plant, and in July 2006 – an agreement on industrial assembly of vehicles in Russia. In the summer of 2002, Ford opened an automobile manufacturing plant in Vsevolozhsk (Leningrad Oblast). The production cycle includes body construction, paint shop, final assembly and quality control. The plant manufactures the new Ford Focus and Ford Mondeo.

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Fortum is a leading energy company focusing on the Nordic countries, Russia and the Baltic Rim area. Activities cover the generation, distribution and sale of electricity and heat and the operation and maintenance of power plants. Our vision is to be the benchmark power and heat company excelling in sustainability. In 2010, Fortum's sales totalled EUR 6.3 billion and operating profit was EUR 1.7 billion. The company employs approximately 11,000 people. Fortum's shares are quoted on NASDAQ OMX Helsinki. In Russia, Fortum's operations comprise power and heat generation and sales. Assets include OAO Fortum of which Fortum currently owns approximately 94.5%, TGC-1 of which Fortum owns over 25%. The key driver for growth in the division is the extensive investment programme that will increase the OAO Fortum's power generation capacity by 2,360 MW with seven new generation units. OAO Fortum currently comprises eight power plants with mainly gas-fired CHP capacity, metals producing area of Urals and the oil and gas rich Western Siberia. The total installed capacity of OAO Fortum and its affiliates at year-end 2010 was 2,785 MW electricity and 13,796 MW heat.

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Four Squares is a leading real estate company active in Russia since 1993. Our services include: commercial Property Management services to Class A, B office, retail, administrative and diplomatic residences; Serviced Apartments portfolio of properties in central Moscow for short-term stays; Residential rental services.

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Health services are the field of operation of all enterprises of the VAMED group. And more than that: Human health care is our speciality and passion, which we bring to live in our world-wide projects and concepts daily. We offer to our customers a comprehensive service range in the health service and -tourism – concentrating on our business philosophy: everything from one source. As the lead-

ing international company acting in the field of health care service we are holistically committed to health in our worldwide projects. Therefore we generate comprehensive services and solutions, starting from health tourism, prevention, treatment, care and rehabilitation to elderly care. Our customers are highly important partners during planning, establishing and management of complex public health care facilities. By this cooperation we establish high quality standards everywhere in the world. Our staff is of utmost value to us, living our principles: To secure the success of VAMED by competence, ambition, authority and uniqueness.

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The Freudenberg Group is a Germany-based company offering its customers technically challenging product solutions and services. The group supplies seals, vibration control technology components, filters, nonwovens, release agents and lubricants to almost all of the world's car manufacturers. The significance of customers from other industry sectors, such as mechanical and plant engineering, the energy, chemistry, oil and gas industries or the medical and pharmaceutical sector, is continually gaining ground. A small share of Freudenberg products is sold to consumers under the vileda®, O'Cedar® and Wet-tex® brands. Freudenberg's actions are driven by the search to find the best solutions for its customers. This has been the case for the last 160 years and remains the company's pledge for the future. As a family company, Freudenberg is guided by its long-term orientation, financial solidity and the excellence of its people in 53 countries around the globe. Consolidated annual sales of the Freudenberg Group in 2010 is around 5,5 billion Euro. The company employs 34,000 people worldwide. Today, twelve companies offer their products and services to Russian customers, reaching several branches of industry: automotive, building, energy and chemical, mechanical and plant engineering, textile and clothing, household and professional cleaning.

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Friisberg & Partners International, founded in 1977, is a partner-owned management consulting group specialising in Executive Search and Management Audit. Today, the organisation is represented in 23 countries. In Russia Friisberg & Partners has been operating since 1998, providing solutions in Executive Search, Recruitment, HR Management throughout Russia and the CIS countries.

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Joint venture "FUSO KAMAZ Trucks Rus Ltd." was created by "KAMAZ JSC." and "Mitsubishi Fuso Truck & Bus Corporation" (MFTBC) to manufacture and distribute Japanese Mitsubishi Fuso trucks in Russia. The decision to establish a joint venture was made at the end of 2009, as part of a strategic partnership between "KAMAZ JSC" and "Daimler AG" concern – the main shareholder of MFTBC.

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We are an international consultancy that specializes in strategic management and marketing. Our services include investment support, market due diligence, regional rating, sites selection for production allocation, development of market entry strategy and concepts. Our knowledge about Russia and experience abroad allow us to meet our clients with international understanding.

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Gasunie is a European gas infrastructure company. Its network ranks among the largest high pressure gas pipeline grids in Europe, with an annual gas throughput of around 135 billion cubic meters. The network consists of over 15000 km of pipeline in the Netherlands and Northern Germany, dozens of installations and approximately 1300 gas receiving stations. Gasunie is the first independent gas transport provider with a cross-border network in Europe, offering transport services via its subsidiaries Gas Transport Services B.V. (GTS) in the Netherlands and Gasunie Deutschland in Germany. Gasunie also offers other gas infrastructure services, including interconnectors, gas storage and LNG. Gasunie's business model is based on the provision of open access to its infrastructure for all its customers. Due to the reliability and strategic location of the network in relation to expanding international gas flows, Gasunie is at the center of the 'gas

roundabout' of North-West Europe. Gasunie is actively working on further development of the gas roundabout, e.g. through participations in Nord Stream, the BBL pipeline from the Netherlands to the United Kingdom, trading hub TTE, GATE LNG terminal etc.

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GAZ Group is the largest manufacturer of commercial vehicles in Russia. It produces light and medium-duty commercial vehicles, heavy-duty trucks, buses, cars, construction and road-building equipment, powertrain and automotive components. GAZ Group is the leader in the commercial vehicles market with about 50% in the segment of light commercial vehicles, 45% in the segment of all-wheel drive heavy-duty trucks, and about 70% in the bus segment (data as of end of 2010). The company comprises 18 plants in ten regions of Russia, distribution and service network. Among the plants of GAZ Group are Gorky Automobile Plant, Ural Automobile Plant, Pavlovo Bus Plant, Kurgan Bus Plant, Likino Bus Plant, Golitsyno Bus Plant, Tver Excavator Plant, Bryansk Arsenal Plant, Chelyabinsk Construction and Road Machines, Zavolzhsky Crawler Vehicle Plant, Avtodiesel Yaroslavl Motor Works, Yaroslavl Diesel Equipment Plant, Ulyanovsk Motor Works. The headquarters of GAZ Group is located in Nizhny Novgorod. The controlling shareholder of the company is Russian Machines Corporation, part of Oleg Deripaska's Basic Element.

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GDF SUEZ, one of Europe's leading energy providers is active across the entire energy value chain, in electricity and natural gas, upstream to downstream. The Group develops its businesses (energy, energy services and environment) responding to energy needs, fighting against climate change and promoting energy efficiency. The Group employs about 200,000 people worldwide and had a turnover of 84.5 billion in 2010. GDF SUEZ has been active in Russia for more than 35 years.

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General Motors Corporation, founded in the US in 1908, is one of world's largest vehicle manufacturers. The company designs, manufactures and markets cars, trucks, engines, transmissions and locomotives world-wide. Working in Russia since 1992, GM markets three brands in this country: Chevrolet, Opel, and Cadillac. GM has an extensive manufacturing footprint in Russia and in addition to its fully owned plant in St. Petersburg, the company partners in a joint venture with Avtovaz in Togliatti and assembles vehicles at Avtotor in Kaliningrad. GM also has a scientific office in Russia and collaborates with leading Russian research institutes.

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Gestamp Automocion is an international group dedicated to the development and manufacturing of metal components and structural systems for the automotive industry. Today, Gestamp Automocion has locations in 17 countries with 56 production centers and 9 R&D Centers, which together total over 11,750 employees.

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Founded in Paris in 1920, Gide Loyrette Nouel (GLN) is one of the leading international law firms worldwide with about 700 lawyers, including 100 partners. Operating out of 19 offices the Firm offers some of the most respected specialists in each of the various sectors of national and international law. GLN started its Russian practice in 1993, and today, its Moscow and Saint Petersburg offices have a strong team of over 40 European and Russian lawyers. GLN offices in Russia have acquired unique experience in all legal aspects of Russia-related business, with a special emphasis on establishing businesses in Russia by foreign investors, joint-ventures, private equity, M&A, banking & finance, international capital markets, PPP, real estate transactions, taxation, and labour law. GLN has also advised the Russian authorities in implementing new legal policies. Fully integrated into the Firm, GLN's Russian offices regularly collaborate with other GLN offices on major projects.

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Founded by Christopher Van Riet and David Simons in partnership with a leading Canadian developer, Giffels Management Russia has been active in Russia since 2006. It provides flexible, transparent and effective real estate solutions to end users. Giffels Canada has several decades of accumulated expertise in the development of logistics facilities and optimization of warehousing for the largest operators in North America. Giffels Management Russia has implemented large-scale warehouse projects in Kazan and Kiev. At present, Giffels is developing the South Gate Industrial Park located to the south of Moscow.

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Global Voyager Assistance (GVA) is a medical assistance company specialized in provision of services to multinational organizations, expatriates, major insurance companies, and travelers. GVA services over 3,000,000 individuals a year, coordinates more than 40,000 cases and performs 200 medical evacuations annually. We are also providing medical solutions for maritime, oil & gas, construction and other companies operating in remote areas. The Moscow operation consists of staff of 70 multilingual assistance specialists including a team of ICU doctors. An air ambulance is on a stand-by

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Incoming travel agency. We receive foreign tourists in Russia and Baltic States and organize everything related with their stay: hotels, excursions, activities. For both individual and groups. Foreign management, experienced team. The company was created in 2005. It's based in St. Petersburg, with 2nd office in Moscow.

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Google's mission is to organize the world's information and make it universally accessible and useful. The main products and business activities include search, online advertising, cloud applications, android, social media platforms such as YouTube and Blogger, etc. Google came into Russian market in 2003, it now has two offices in Moscow and St. Petersburg with app. 100 employees.

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Graduate School of Management (GSOM), St. Petersburg University was created in alliance with the Haas School of Business, University of California at Berkeley in 1993. GSOM SPbU – the only Russian member of several global networks of top international business schools and companies: CEMS, PIM, GBSN, EABIS, GRLI, GMAC. Worldwide acknowledgment of GSOM SPbU has resulted in internationally recognized accreditation by AMBA (EMBA) and EPAS (Bachelor). The GSOM SPbU portfolio provides the opportunity to choose from a broad spectrum of degree management programs from Bachelor to EMBA, as well as for advancing professional level through non-degree Executive Education.

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Grant Thornton ZAO is the member-firm of Grant Thornton International Ltd, one of the world's leading organizations of independent accounting and consulting firms with presence in more than 100 countries worldwide. Grant Thornton provides a wide range of services including assurance, tax, accounting services, the services in the area of corporate finance, project finance, transaction services, valuation, and business risk services. The list of clients includes public institutions, Russian and international companies – including multinational corporations – operating in all major sectors of the economy. Grant Thornton Russia has offices in Moscow, St. Petersburg, and Kazan.

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Grayling is a global Public Relations, Public Affairs, Investor Relations and Events consultancy. We have offices in 70 locations in 40 countries across Europe, the US, the Middle East and Asia Pacific and we are the second largest independent PR firm in the world. Grayling is part of Huntsworth plc. Grayling's Moscow office was established in 1999, following the business expansion of several of our pan-regional clients into the Russian market. Since that time, we have built an experienced team, focusing both on servicing multinational companies, looking to communicate both within Russia, and Russian companies looking outwards towards international markets. Our current Moscow team comprises over 30 bilingual professionals who specialize in public relations; communications and public affairs consultancy across most key industry sectors.

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Groupe SEB is the world leader in small household equipment. Groupe SEB is present in two complementary sectors – small domestic appliances and cookware.

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GRUPPO SISI occupies with consulting operations and giving support to the economic relations between Italy, Russia, Belarus. Companies: Carnelutti Moscow provides legal, accounting, tax services. General Invest occupies with savings management. Mikro Kapital occupies with asset management. Mikro Kapital Russia specialized in microcrediting. Mikro Leasing Belarus specialized in leasing, microcrediting.

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H & M Hennes & Mauritz AB (H&M) was established in Sweden in 1947 and is synonymous with affordable as well as up-to-date and high quality fashion. H&M has a wide product range that is divided into a number of different concepts for women, men, teenagers and children. The company's clothing collections are created by its own designers, pattern makers and buyers. H&M has more than 87,000 employees and more than 2,200 stores in 40 countries, including franchise markets. For further information visit www.hm.com

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Haldor Topsoe is market leading within heterogeneous catalysis and supplies catalysts and process design for oil refineries, chemical plants and the energy sector. The environment plays an important role in Topsoe's research and production, and through the introduction of new catalysts and technologies the company supports a more sustainable use of the world's resources. Industry Sectors: Agriculture, Chemicals, Engineering. For additional information please see our Web site www.topsoe.com

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Hannes Snellman is a Nordic firm with a strong foothold in Russia. Our firm was established in 1909. We are 300 people delivering transaction and conflict management services from our offices in Copenhagen, Helsinki, Stockholm, St. Petersburg and Moscow. We take pride in our extensive local knowledge as well as our international perspective. Clients also find that, whether we are dealing with high-profile mergers or critical disputes, our style is to keep things simple. It's something we believe allows them to be in complete control.

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Hay Group is a global management consulting firm that works with leaders to transform strategy into reality. We develop talent, organize people to be more effective and motivate them to perform at their best. Our focus is on making change happen and helping people and organizations realize their potential. We have over 2,600 employees in 85 offices in 49 countries. Our clients come from the private, public and not-for-profit sectors, across every major industry and represent diverse business challenges. For over 60 years, we have been renowned for the quality of our research and the intellectual rigor of our work. • We make change happen. No other consulting firm can match our breadth and depth of know-how. This enables companies to be confident that our recommendations will work. • We created and own the most widely used job evaluation methodology in the world, used in over 8,000 organizations worldwide. • We've helped clients to assess, select and develop hundreds

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HAYS is the largest publicly listed recruitment group – a FTSE 250 support services listed company. Hays is a global leader in specialist recruitment with over 6,644 staff in 325 offices in 30 countries across 17 specialisms. We share ideas, knowledge and expertise across businesses to deliver outstanding results. Our office network ensures we're physically present in all the places where we do business, ensuring clients and candidates receive the highest levels of top quality service. The Hays business model is based upon delivering expertise and service to our customers.

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Hempel was founded in 1915 by J.C. Hempel, who introduced his idea for ready-made marine paint with vision, great enthusiasm and enterprise. Today, more than 90 years later, the company has grown to become the largest independent supplier of marine and protective coatings in the world. The Group's 3,600 employees, who are spread over five continents, comprise its greatest asset. They work according to the "one company" principle, which means that geographical borders are broken down without jeopardising the close contact with our customers. Working together, our employees staff 2 local and 5 regional research and development centres plus 20 production plants. They serve our customers in over 80 countries via more than 150 distribution warehouses, thus ensuring that customers receive rapid delivery of freshly made, quality paint. Across climate zones and environmental conditions that affect our customers' requirements and wishes – and thus our production of paints –

we are able to provide our customers with services based on a sharing of knowledge and common values. At Hempel, our common goal is to focus on our customers' needs. These requirements may vary from region to region and from business to business. HEMPEL is represented in Russia with 8 offices, for more information visit: www.hempel.ru

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Henkel operates worldwide with leading brands and technologies in three business areas: Laundry & Home Care, Cosmetics/Toiletries and Adhesive Technologies. Founded in 1876, Henkel holds globally leading market positions both in the consumer and industrial businesses with well known brands such as Persil, Schwarzkopf and Loctite Henkel, headquartered in Düsseldorf / Germany, has about 48,000 employees worldwide and counts among the most internationally aligned German-based companies in the global marketplace. Henkel reported sales of 15,092 million euros and adjusted operating profit of 1,862 million euros in fiscal 2010. Henkel preferred shares are listed in the German stock index DAX and the company ranks among the Fortune Global 500.

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Herbert Smith has focused on deals, disputes and projects in Russia since 1992, opening its Moscow office in 1999. Today we have 70+ legal staff in Moscow, including 11 partners. We advise on Russian, English and US law issues. Our key practice areas are corporate/M&A, banking and finance, dispute resolution, capital markets, tax, infrastructure and real estate. We also cover anti-monopoly and regulatory, employment and intellectual property. In 2010 we were awarded 'International law firm of the year in Russia' by Chambers Europe and in 2011 we were ranked in the 'Best of Russia' category by Chambers Global.

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The 28-story business hotel Hilton Moscow Leningradskaya is located in one of the legendary Stalin Towers, next to the Garden Ring and 5 minutes walk from the city's oldest area – Myasnitskaya Street. The hotel's 273 spacious and newly refurbished rooms and suites provide the perfect marriage of 21st century technology and the ultimate in comfort and elegance. The magnificent Grand Ballroom featuring high ornate ceilings will impress even the most experienced meeting organizers and incentive planners. Six smaller meeting rooms represent the ideal place for any private event. Janus Restaurant offers a palette of modern cuisine that fuses international flavors with the very best of Russian traditions and Hilton healthy options. Very much in the heart of the hotel, Lobby Bar is the place to be for meetings with business colleagues and friends. Health Club with heated swimming pool and gym complete the hotel's on-site leisure facilities.

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Hitachi Construction Machinery Eurasia Sales (HCRS) is 100% subsidiary of Hitachi Construction Machinery Co., Ltd. (Japan). HCM is one of "top 3" world largest construction equipment manufacturer. HCM is the long year leader on the Russian market of hydraulic shovels. HCM uses its engineering experience and advanced technology to develop and manufacture a wide range of leading-edge construction machinery. HCM's main products are hydraulic excavators, ranging from mini excavators up to 780-ton ultra-large shovels, wheel loaders, dump trucks and crawler cranes.

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HOCHTIEF is one of the leading international providers of construction-related services. With more than 70,000 employees and a sales volume of EUR 20.16 billion in FY 2010, the company is represented in all the world's major markets. The Group's service offering in the fields of development, construction, services, concessions and

operation covers the entire life cycle of infrastructure projects, real estate and facilities. The unit in Russia today mostly realizes projects in the Moscow and St. Petersburg conurbations. It focuses on the management of complex projects such as airports, and on the segments of commercial properties, upmarket residential construction and sports facilities.

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Holcim (Rus) performs its business in connection with the investments in the securities of the cement industrial enterprises at the territory of the Russian Federation and CIS countries. The Company has a controlling interest in the enterprises, producing the construction cement, Portland cement, etc., and namely: in Shurovsky cement (Moscow Region) and Volskement (the Volga Region). The Company's biggest shareholder is Holcim.

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Honda Motor RUS LLC was founded on 18th of February 2004 by Honda Motor Co., Ltd. as its fully-owned subsidiary to strengthen its local automobile, motorcycle and power equipment sales operations on Russian market. Honda Motor RUS LLC is located in Moscow area and oversees sales of Honda products, logistics, after-service, advertising and public relations functions. Honda Motor RUS LLC is in charge of marketing and sales for Honda wide range of motor products, ranging from small general-purpose generators to motorcycles and cars. Honda Motor RUS LLC has a wide network of dealers in Moscow, Saint Petersburg and other cities throughout Russia and is conducting further dealer development for the whole range of Honda products.

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Horton International is a global executive search firm specializing in the recruitment of senior talent in a variety of industries. Through offices in the Americas, Europe, and Asia-Pacific, we help organizations recruit the people they need to succeed. Horton International in Russia with headquarters and majority of staff in Moscow con-

ducts projects in most of business and industrial centers servicing global and local companies, both leading and dynamically developing ones. Working in the area which evolved after the collapse of the USSR we very well understand the peculiarities of conducting businesses on emerging markets, on the one hand, and do our best to provide clients with the worldwide standards services, on the other.

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In Russia, the HSBC Group operates through OOO HSBC Bank (RR), a subsidiary of HSBC Bank plc. From its modern premises in the heart of Moscow, HSBC provides a wide range of corporate banking, investment banking and financial markets products and services to multinational and domestic corporate and institutional customers in Russia.

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Human Capital Solutions is an exclusive partner to Mercer – the worldwide leader in Human Capital (HC) management consulting. Human Capital Solutions has been offering professional services in different areas of HC management to clients operating in Russia since 2006. The main business lines are: 1. Information Product Solutions – Labor market data, Remuneration analysis and consulting 2. Human Capital – HC strategy, Remuneration Policy, Job evaluation & grading, Corporate culture, Competency models, Performance management, HR effectiveness etc. 3. Health & Benefits – design and implementation of corporate benefit programs 4. Communication & Change Management – complex HC solutions in Mergers & Acquisitions, Reorganizations and Business Strategy redesign.

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Human Search is a Swedish recruitment company working in Eastern and Northern Europe. We use an efficient combination of research and pro-active search to find the best candidates within 20

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Since 2004, Hyundai ComTrans Rus is the official CV distributor of HMC (Hyundai Motor Company) in the territory of the Russian Federation. The company imports light, medium and HDT vehicles, city and coach buses and special vehicles for Russian market. Representing HMC interests in Russia, the company pays a great attention to development of a dealer network. Currently, there are 60 official dealers of Hyundai commercial vehicles in the regions of Russia. All model lines are sold through a dealer network, which provides customers with service, original spare parts and manufacturer guarantee.

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OOO "Hyundai Motor CIS" is the national sales company of Hyundai Motor Company in Russia. Established in July 2007, it coordinates the import and distribution of Hyundai Motor vehicles in the territory of the Russian Federation. Hyundai Motor Co. was founded in South Korea in 1967. Since then, it has grown into the Hyundai-Kia Automotive Group, which was ranked as the world's fifth-largest automaker in 2007 and includes over two dozen auto-related subsidiaries and affiliates, employing over 75,000 people worldwide. Hyundai vehicles are sold in 193 countries through some 6,000 dealerships and showrooms. Further information about Hyundai Motor Co. and its products is available at <http://www.hyundai-motor.com>

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We organize all kinds of events and outsourced marketing activities for corporate clients with personal care: 1)Networking – business and social nets meetings 2)Marketing and promotion actions 3)Event management – banquets, conferences, presentations and

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Perfectly located in one of the major business district of Moscow, 5 minutes by metro to the historic City Centre (Kremlin, Red Square, Bolshoy Theatre), the new ibis Moscow Paveletskaya expands a worldwide reputation, offering all the major services of a modern hotel for the best local market value. The 10 minutes walking distance to International airport Domodedovo Express Train makes Ibis Moscow Paveletskaya the ideal place both for business and leisure tourists.

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ICAR is a global transportation company, which provides full individual transportation solutions and services with European quality standards and services. Specializing in corporate segment, ICAR provides transfers, business-days and city trips by own park of new Toyota Camry. We measure our success by our customer's satisfaction and business success.

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ICOPAL was founded in Denmark 160 years ago. In 2003 in Russia were opened representative offices of ICOPAL located in Moscow and St. Petersburg. In spring 2007, it was built and started manufacturing in Moscow Region, a plant is equipped with a line for production of roofing and waterproofing bitumen-polymer roll materials.

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IGK AG with 21 years experience in Eastern Europe and world-wide specialized in credit risk management services: credit reports, debt collection, credit insurance. Credit report, monitoring – information about creditworthiness of companies with special focus on Eastern Europe, Baltic States, Russia, Ukraine other CIS countries, recognized by all major financial, credit institutions. Visit-report – in-depth examination of the company's financial standing including visit to the requested company. Debt Collection – Amicable collection (No Result – No Fee) and Legal. Trade credit insurance – IGK Insurance Broker helps get the best offer and supports the client throughout the duration of the policy.

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ZAO IKB Leasing belongs to international IKB Leasing Group, subsidiary of IKB Deutsche Industriebank AG, acting at the Russian market since January 2008. Activity – Financial Leasing. Market segment – medium-sized enterprises. Target sectors: construction materials production, food processing, machine building, metals processing, packaging, pharmaceutical processing, polytrophic production, plastics processing, wood processing and others.

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MEGA Shopping Centers Furniture retail

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IMAG, as a subsidiary company of Messe Muenchen International, is organising more than 60 exhibitions and exhibition participations worldwide. The main industries involved in IMAG-exhibitions are construction machinery and materials, automotive industry, transport/logistics, environmental, renewable energy and analytical and laboratory devices. In Russia IMAG is since long time International Partner of Media Globe for the organisation of the construction machinery exhibition CTT, for the building material exhibition BUILDDEX and the commercial vehicle exhibition COMTRANS. Apart from recruitment of exhibitors, IMAG also is providing all services combined with the exhibition participation, such as stand construction, electricity etc.

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Imperia Catering has been producing meals under the brand name 'Orgavita' since 2002. Imperia Catering is an integrated food catering and management services provider for corporate and private customers. We work under the regulations of ISO 22000:2005 Food Management Systems. Our services mainly focus on: Operating business center cafeterias & restaurants on contract basis; Providing food management services for factories, industries plants and construction sites; Organizing full-service custom catering for a wide variety of corporate and individual events. www.orgavita.ru

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Marketing and Sales of cigarettes in Russia. Main brands: Davidoff, West, R1, Gauloises, Maxim, Balkan Star, Golden Ring, Imperial Classic. Production of cigarettes by Imperial Tobacco Yaroslavl and Imperial Tobacco Volgograd. Imperial Tobacco Sales and Marketing is a part of Imperial Tobacco Group.

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IMPEX CONSULT LTD, is one of the leading companies offering international tax planning services in Russia. We provide consulting services and deal with registration and maintenance of companies in more than 20 jurisdictions, assist in opening of bank accounts in international banks. We are the organizer of international business conference IBCPIB™.

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In2Matrix provides full commercial coverage including Commercial Property and Professional Liability(E&O,D&O) while the main services are Employee Benefit Programmes like Group&Life Disability Insurance and Voluntary Medical Insurance. In2Matrix is an international full-service broker with offices in London, Moscow, Kiev, Frankfurt and Almaty, offering a wide range of services for personal and commercial insurance unprecedented in Russia and other CIS countries. Having over 30 years combined insurance experience, In2Matrix has used its relationship with an extensive network of insurance carriers to steadily expand its products and services over the CIS region while individually customising insurance programs for its clients. In addition, thanks to a selected network of premium broker consultants in over 80 countries, In2Matrix can assure its clients worldwide, the highest standards of service. While the services (including legal advice, claims management, medical coordination, a dedicated call centre etc.) of In2Matrix go beyond a regular broker consultant, when appointed as broker, these services come at no additional direct or indirect costs to the client. All our fee flows earned are fully transparent.

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ING Commercial Banking in Russia (legal name "ING BANK (EUR-ASIA) ZAO") is one of the leading foreign financial institutions in the country that provides services to over 1,200 foreign and local corporate clients. Our strategy in Russia includes a full range of financial services: general and structured lending, payments & cash management, access to debt capital markets and financial markets, mergers and acquisitions advisory, securities services.

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ING Lease (Eurasia) LLC is a 100% subsidiary of ING Lease, a division of ING Commercial Banking and one of the six business lines of ING Group. ING Lease operates on a European scale and provides services in the area of financial and operational leasing. ING Lease is currently one of the top-5 largest lease companies in Europe, with subsidiaries in sixteen countries. ING Lease (Eurasia) LLC has been active in Russia since 2006, and is engaged in providing general (financial) lease services to international and domestic customers of ING in Russia. Amongst other available credit instruments, few can be superior to financial lease in terms of economic benefits brought to investor (lessee). We offer financing solutions in the area of transport (rail, trucks, passenger cars etc), industrial equipment, real estate, from 3-7 years for transport and equipment to 10-12 years for real estate.

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Intercomp Global Services is the leading BPO provider in Russia and CIS, and pioneer in the CEE and MEA regions. From US origins, founded in 1994, Intercomp has grown to become a company with global scope and reach. Today, Intercomp provides fully managed multicounty centralized payroll services worldwide, as well as business and tax accounting, and HR outsourcing services in particular regions. Intercomp's client base comprises more than 600 multinationals, including many in the Fortune Global 500, and varying from 1 to 14,000 employees across more than 40 countries.

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InterContinental Moscow Tverskaya is the newest international hotel in a city. No matter if you are visiting on business or if you come to explore the city, we will make sure that your stay with us will be smooth, memorable and you'll go home with a great story to Tell! The hotel offers 203 guestrooms and suites, designed with features that represent local architecture and culture. InterContinental Moscow Tverskaya offers state-of-the-art function space, both for meetings and for social events. All meeting rooms are uninterrupted, without any columns and with the latest A/V equipment.

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Interdean International Relocation was established in 1959, with 48 relocation service centres and employs 1,200 international relocation services staff across Europe and EMEA, and over 600 alliances worldwide. Interdean's relocation services are designed specifically to support the person who is relocating, their family and the company's relocation programme. Interdean International Relocation Services Scope include: -Fine Arts International Moving -Personal effects international moving -Local household and office moves -Customs Brokerage Services -Warehouse Services -In-Transit Freights Insurance -Domestic Visa and Immigration Support -Pets Moving -Relocation services (Orientation, Housing Search, Settling in Assistance) Wherever you are, Interdean International Relocation is with you every step of the way...

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IntermarkSavills is Savills' partner in Russia. Established in 1855 in the UK, Savills is a global real estate agency listed on the London Stock Exchange that has an international network of about 200 offices. IntermarkSavills FACTS: •Brand with strong partner: Savills has been the UK's leading agency group by turnover for 10 consecutive years. •Brand people come back to: 96% of IntermarkSavills customers would use us again or recommend us to a friend. •Brand people trust: over 600 international companies have selected IntermarkSavills as their property services supplier. •Brand that people know: IntermarkSavills is mentioned in Russian mass media on average 2,5 times a day.

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Established in 1991 to provide legal assistance to business in Russia, ILTS provides first-rate customer support in the consulting areas of customs, taxation, audit and corporate governance. ILTS also works with trade and industry unions on issues related to WTO regulations. The company renders practical help to importers in preparation of proper documents to Customs Service for receipt of preliminary classification decisions on nomenclature's code for delivering goods. ILTS has an experience of successful defence of customers in arbitration and civil courts.

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International professional association of road hauliers comprising 1800 national associations from 70 countries. The Permanent Delegation to Eurasia is supervising the territory to the East from the EU border down to China and India, including Eastern Europe (except the Baltics), Central Asia, and Caucasus.

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The International Science and Technology Center (ISTC) is an inter-governmental organization connecting scientists from Russia, Georgia and other countries of the Commonwealth of Independent States (CIS) with their peers and research organizations in Canada, EU, Japan, Republic of Korea, Norway and the United States. ISTC facilitates international science projects and assists the global scientific and business community to source and engage with Russian and CIS institutes that develop or possess an excellence of scientific know-how.

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International SOS is the world's leading healthcare, medical assistance, and security company. We help organizations manage health and security risks facing their international travelers and expatriates. Every day, International SOS members put their trust in us to provide solutions that help them wherever they live or travel, 24 hours a day, 365 days a year. Through our worldwide network of alarm centers, clinics, health and logistics providers, we offer local expertise, advice, and emergency assistance during illnesses, accidents, or civil unrests. With over 8,000 employees in 70 countries, we work with businesses, governments and non-governmental organizations and offer international standards of care.

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Renaissance Moscow Hotel as part of the Marriott International hotel chain, maintains high standards of comfort, safety and quality, attentive service and flexibility expected from a superior business class hotel. The Hotel offers 481 newly renovated and redesigned comfortable rooms, including rooms on the Club floor, with a separate check-in and additional services and amenities. The Hotel amenities

include free Wi-Fi Internet access in the lobby, Health Club with a swimming pool, on-site parking, 6 on-site restaurants and cafes, business center. Renaissance Moscow Hotel also offers 16 conference and banqueting halls along with the event expertise and first-class service.

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IC RUSS-INVEST (RUSIG) is a diversified investment company with with 18 years of successful experience in the Russian financial market. Company has been among Top-5 of the largest investment companies in Russia in terms of own capital for many years. IC RUSS-INVEST offers following services: Brokerage, Trust-management, Internet trading, Sub-broker services, Financial consulting, Corporate financing, Custody services and Training center. IC RUSS-INVEST is a member of National Association of Securities Market Participants (NAUFOR), The MICEX Stock Exchange (MICEX SE) and RTS Stock Exchange. IC RUSS-INVEST has ratings: Moody's ratings: a long-term local and foreign currency rating of B2, short-term rating in local and foreign currency Not Prime, long-term national scale rating Baa1.ru. Fitch Ratings: a Long-term foreign currency Rating of "B" with a Stable Outlook and a Long-term Rating on a National scale "BBB- (rus)"; National Rating Agency: an individual rating of reliability "AA-" – a category of "very high reliability", the third level; the Russian institute of directors and the Expert RA rating agency: the Rating of corporate governance NRKU 7 + (the Developed practice of a corporate governance).

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ITE was founded in 1991 and now has 27 offices worldwide. The company organizes over 200 professional trade events every year, many of which have become market leaders. ITE is now the leading exhibition organizer in Russia. ITE's events are supported by relevant ministries and agencies, the Council of Federation of the Federal Assembly of the Russian Federation, State Duma, Government of Russia, and Moscow City Government. ITE's exhibitions are leading industry events, which reflect the achievements in key sectors of the economy and shape their development. The exhibitions organized by ITE include: MosBuild, the largest construction and interiors exhibition in Russia and Eastern Europe; MITT, the third most important travel exhibition in the world, the oil and gas events MIOGE and RPGC, World Food Moscow and TransRussia. ITE's exhibitions and conferences are expertly organized, using international standards and innovative technologies.

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Itella Information operates in 15 countries, utilizing its more than 20 years of experience in the outsourcing of the processing of outgoing and incoming invoices, electronic invoices, personalized direct marketing and document management. Our services contain the tools for the efficient processing of incoming invoices within the organization and the cost-efficient sending of paper or electronic invoices, with the aid of the latest technology. Itella Information has started its operations in Moscow in 2008.

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IWM offers Household & Office Moves, Local & Worldwide; Relocation Services; Fine Arts shipping; Customs Brokers & Consulting Service; Commercial Cargo Services and Storage/Warehouse.

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For more information, visit John Deere at its worldwide Website at www.JohnDeere.com or in Russia at www.JohnDeere.ru

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Johnson Matthey is the world's leading authority on the production, supply and use of platinum and other metals of the platinum group. The company's main activities include the manufacture of auto-catalysts, platinum process catalysts and speciality chemicals and the refining, fabrication and marketing of platinum group metals. Since 2008, Johnson Matthey operates in Russia its own car catalyst manufacturing facility located in Krasnoyarsk.

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K&A Partners – management consulting, corporate governance advising and executive search company. Scope of our activity provides our clients with strategic business support of their performance in field of HR policy; M&A, tax and finance activity; corporate governance, business processes' and companies' structure design and optimization.

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The Kempinski Hotel Moika 22 is located in the very heart of St Petersburg, on the Moika River, opposite the renowned Hermitage Museum and Palace Square. The Hotel is just two minutes walk from the Nevsky Prospect and close to all major sights and shopping. The Kempinski Hotel Moika 22 offers 197 rooms and suites and features the Bellevue restaurant, the Beau Rivage restaurant; Wine Cellar; Tea Room and the Von Witter bar.

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Korean Air, with a fleet of 135 aircraft, is one of the world's top 20 airlines, and operates almost 400 flights per day to 112 cities in 39 countries. It is a founding member of the Sky Team alliance, together with its 13 members, which offers its 395 million annual passengers a worldwide system of more than 13,000 daily flights covering 898 destinations in 169 countries. In 2010, Business Traveler named Korean Air the best Asian airline for the fourth consecutive year and best transpacific business class for the fifth straight year, while Global Traveler awarded the airline with best business class seat design and best airport staff/gate agent.

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Kuusakoski is an international recycling service company established in Vyborg in 1914. Kuusakoski is the leading recycler of metal-based products in the Northern Europe. Also, Kuusakoski is recognized as one of the largest suppliers and refiners of recycled metals in the world. Kuusakoski is the biggest provider of the demolition services of industrial and communal buildings in Finland, Sweden, other Nordic countries and Russia. Kuusakoski has over 100 service loca-

tions in Finland, Baltic countries, China, Great Britain, Poland, Russia, Sweden, Taiwan and United States. ZAO PETROMAX is the largest subsidiary of Kuusakoski OY in Russia. Company offers a wide range of recycling services for its clients: – Fe and non-Fe metal scrap recycling, – WEEE (electronic waste) recycling (cooperation with HP as an example), – ELV auto recycling (program of Ministry of Industry and Trade), – Dismantling and demolition services.

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The company L'Occitane Rus presents 2 cosmetic brands from France: L'Occitane & Melvita that are based on natural ingredients and unique philosophy of true magic stories. In 1977, Bernard Chevilliat, Biologist and a lover of open countryside, moved to Ardeche and found beekeeping his passion. With help of his Wife and Brother, they founded MELVITA and developed first organic beauty product based on ingredients from the hive. In 2002, Melvita was one of the first companies in the world to earn the ECOCERT certificate for organic products. Today Melvita is available in 20 countries, including three stores in Russia: Moscow & St.Petersburg. Drawing inspiration from the lands and traditional techniques of the Mediterranean, Olivier Baussan founded L'OCCITANE in 1976. L'OCCITANE beauty products are a true art de vivre devoted to your well-being. L'OCCITANE create formulas that are rich in natural active ingredients and essential oils.

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Law Firm "Padva&Epshtein" offers a wide range of legal solutions to meet its clients' business needs. The firm's legal services include: – Advice on corporate law issues (business structuring and protection of business) – Legal support of mergers and acquisitions (M&A), as well as real estate and property complexes transactions – Litigation in general jurisdiction and arbitration courts – Insolvency procedures representation. Law firm operates from three offices located in Moscow, Tver and Sochi. Partners and associates of Padva&Epshtein are highly qualified expert lawyers, specializing in the corporate, finance, tax, procedural, land law and other practice areas. The professional liability of "Padva&Epshtein" is insured for €10 million.

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Levant & Partners Law Firm successfully renders a wide range of legal services all over the world: Corporate Matters, M&A, Foreign Investments, Tax Law, Intellectual Property, Dispute Resolution, Real Estate & Land Law and Labor Law.

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Liden & Denz is the largest private school of Russian and foreign languages with teaching centres in St.Petersburg and Moscow. We have been teaching Russian to the corporate and diplomatic world since 1992 and we are the only language training institutes inside Russia with credible international accreditations (EAQUALS and IALC).

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Lighthouse, provides hands-on business support, management services and strategic advice to companies active on the Russian market. Lighthouse adds value to the activities of its clients through its local presence, its hands-on experience and its in-depth knowledge of the Russian business environment in all business sectors.

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OOO Lindner represents on the Russian market Lindner Group, which is the leading interior fit-out contractor in Europe with more than 45 years of experience in the national and international project execution. The Joint Venture of Lindner AG and OOO Lindner will provide a full service range for different projects from one single source: research and development, design, own manufacturing, project management, installation, coordination of different trades. Among other advantages, OOO Lindner offers high flexibility, the fast ability to react and the high production capability which will guarantee a smooth execution of the projects within the agreed time.

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LOGSTOR is a global energy company with a focus on providing better energy efficiency to our customers. LOGSTOR is the world's leading manufacturer of pre-insulated pipes for energy-efficient transportation of gases and liquids for district energy (district heating and cooling, solar, marine and industrial purposes) and oil and gas.

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The five-star property offers guests 304 spacious rooms, conveniently located in the heart of Moscow's financial and shopping districts on the crossing of Noviy Arbat and the Garden Ring. Lotte Hotel features two superb restaurants, a bar, elegant meeting and convention rooms, and an innovative Club Floor, as well as a Fitness Club, with state-of-the-art pool and spa facilities. The ten-story building also boasts underground parking.

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Luxoft, a member of the IBS Group, is an emerging global leader in application and product engineering outsourcing services for enterprise IT organizations and software vendors. Luxoft builds lasting partnerships with its clients, such as Boeing, Deutsche Bank, UBS, Dell, IBM and others, based on the culture of engineering excellence, innovation, and deep domain expertise. Luxoft offers global delivery capability through its network of state-of-the-art delivery centers in North America, Central & Eastern Europe, and Asia. Luxoft's customers benefit from the right mix of technology skills, industry knowledge, best-of-breed processes and methodologies. Luxoft has two successful business- lines: Personnel Recruitment Centre and Luxoft Training Center. Luxoft Personnel Recruitment Centre is an expert in IT-recruitment with multiple specializations and different levels (www.luxoft-personnel.ru). Luxoft Training Center provides trainings in all software development areas: Software Testing, Architecture and Design, IT management, System and Business Analysis, Software Development (www.luxoft-training.ru).

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Macleod Dixon is an international law firm offering a fully comprehensive range of legal services and expertise in a variety of areas including mergers and acquisitions and natural resources.

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MAG-NET Construction Co. was founded in Moscow / Russian Federation for implementation of Industrial, Commercial and Fit-out Projects. As "General Contractor" having long term strong, successful relations with local and administrative organs is another key factor to full fill our commitments on turnkey projects for our foreign customers who just enter the country with their investments and having adaptation problems in this climate. This, key factor provides our customers complete solutions on their turnkey projects. We provide wide range of services as General Contractor in: .Industrial Projects (Factories, Production Facilities) .Commercial Projects (Shopping Centers, Business Centers, etc.) .Fit-out Projects (Offices, Shops, Special Projects) In addition to major construction activities of our company, we provide services of; .Design .Design & Build .Building Maintenance .Project Management .Construction Management .Preconstruction Consulting

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MAN Truck & Bus AG, based in Munich, Germany, is the biggest company of the MAN Group, and a top-ranking international supplier of commercial vehicles and transport solutions. In fiscal 2010 the company, with around 31,000 employees, posted sales of more than 55,000 trucks and over 5,400 buses and bus chassis of the MAN and NEOPLAN brands worth 7.4 billion euros. MAN Avtomobili Rossiya is 100% daughter company of the MAN Truck & Bus AG.

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Focus of Marketkompas activities is on inclusion of people with disability. Marketkompas offers professional services in area of translation and design, personnel search, call center, marketing studies, cultural events. Services are performed by people with disability thus giving a chance to have a sustainable work. Social Responsibility is our motivation.

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Marriott Hotels of Moscow is the Moscow-based affiliate of the Marriott Corporation. It currently operates three properties, Marriott Moscow Royal Aurora, Marriott Moscow Grand Hotel and Marriott Moscow Tverskaya Hotel located in the center of the city within walking distance to the main business, shopping and entertainment areas. The three hotels provide not only luxury accommodations, but also catering, conferencing and banquet facilities as well as great service.

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LLC "Merck" is the marketing organization of the globally operating pharmaceutical and chemical group Merck KGaA, Darmstadt (Germany) in Russia. Detailed information about the products of the two divisions Merck Serono (pharmaceuticals) and Merck Chemicals you will find under the specific Websites.

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Natixis is the corporate, investment and financial services arm of Groupe BPCE, the 2nd-largest banking player in France with 22% of total bank deposits and 36 million clients spread over two networks, Banque Populaire and Caisse d'Épargne. Natixis has a number of areas of expertise which are organized into three main business lines: Corporate and Investment Banking, Investment Solutions and Specialized Financial Services.

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Nissan Motor Rus is a Nissan group company, an authorized distributor of NISSAN and INFINITI cars in Russia.

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OBI is a modern European do-it-yourself retailer (DIY). OBI is one of the leading European DIY brands. Currently, the company operates 566 stores, thereof 342 in Germany. The remaining 224 OBI stores are located in 12 countries in Central and Eastern Europe. Internationally, OBI stores have an integrated or free-standing Garden Paradise.

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Odgers Berndtson Russia offers executive search services, consults clients on assessment and building management teams, and designs executive remuneration models, motivation and development structures. The Odgers Berndtson Group dates from 1965 and represents one of the most successful and established global executive search entities in the world. The group has more than 50 offices in 27 countries worldwide. The Moscow office, opened in 2001 (before 2009 worked under Pynes & Moerner brandname), currently employs more than thirty professionals. We have completed over a thousand executive search assignments for clients across a wide range of industries.

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Office Solution was founded in 1995 and is an authorized dealer of Steelcase, the worldwide leader in creating solutions for modern office and office furniture production. The production forces of Steelcase are spread among 32 specialized plants that employ more than 13 000 people. The goal of Steelcase is to provide comprehensive solution, based on requirements of the client and the latest relevant trends in the field of office space equipment. We place much importance on the effective combination of the key elements of the work environment: people, technology, business, process and space.

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Automotive Industry Exporters' Union of Turkey (OIB) serve as non-profit affiliated organization under Ministry of Economy of the Turkish Republic. OIB hosts all OEMs and the automotive component manufacturers in Turkey in its membership structure (currently, about 4,400 members, around 200 with foreign capital). OIB's goal in Russia: To increase the export volume from Turkey to Russia (in automotive sector). OIB's activities in Russia: – Promotion of the Turkish Automotive Industry – Event organizations to increase the trade volume (trade missions, matchmaking etc) – Advisory for the Turkish automotive companies at their investment projects in Russia.

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ORANTA Insurance is a part of Eureko Insurance Group (The Netherlands) which is active in eight countries of Western and Eastern Europe. Main shareholders of Eureko are leaders of European bank and insurance market: Vereniging Achmea and Rabobank. Over 2010 Eureko realised gross written premiums of almost 20 billion Euro with about 22,400 employees. Regional network is represented by more than 100 company sales offices, operating in the most regions of Russia from Vladivostok to Kaliningrad. ORANTA Insurance has a license for 23 kinds of insurance and reinsurance activity. In 2007 the Company was awarded a reliability rating A (confirmed in 2010) – high reliability by “Expert Ra” agency. High quality of reinsurance protection is a material fact of financial stability. The Company works in cooperation with the largest international reinsurance companies: Hannover Re, SCOR, Partner Re, Polish Re. According to the “Expert Ra” agency research following the results of 2009 ORANTA Insurance was included into the list of TOP 25 largest Russian insurance companies. Partner banks of ORANTA Insurance are the leaders of Russian financial market, such as “Sberbank Russia”, “Gazprombank”, Raiffeisen Bank, “Bank VTB 24”, “Promsvyazbank”, “Absolut Bank”, “Bank Societe General Vostok”, etc. ORANTA Insurance is a member of different professional and industrial associations, particularly, an active member of All-Russian Insurance Association, All-Russian Motor Insurance Association, Russian Travel Association. In 2008 ORANTA Insurance became the laureate of National Professional Prize “Finance Olympus” in “Motor Insurance” nomination, “Dynamics and Effectiveness” category; the laureate of National Business Prize “Captains of Russian Business” in “Best Employer” nomination.

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Orrick, Herrington & Sutcliffe is a leading global law firm with offices across the United States, Europe and Asia. Orrick's lawyers are engaged in precedent-setting projects around the world and have attained market-leading achievements in their sectors, confirmed by leading international ranking agencies. Orrick's global success is due to its commitment to core values: excellence and integrity, cooperation and respect, enthusiasm and efficiency. Orrick's Russia team consists of leading multilingual Russian and international lawyers who cooperate in Russia and internationally to promote the growth, diversification and international integration of the Russian economy.

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OSG provides total records management solutions worldwide. We have clients in every industry sector and over 40 years of experience to draw from.

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OTP Bank (Russia) is a member of the international OTP Group, one of the leaders in the financial services market in Central and Eastern Europe. OTP Bank is a universal credit institution offering corporate and private clients a wide range of banking services and products. OTP Bank provides its services via a network of its own additional offices and branches, which at the moment consists of 176 end-to-end service points in 3 300 settlements of Russian Federation, as well as a large-scale network of partners numbering 20 000 thousand consumer loan POS located all over Russia.

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The Panalpina group is one of the world's leading suppliers of forwarding and logistics services, specializing in end-to-end supply chain management solutions and intercontinental air freight and ocean freight shipments. Thanks to its in-depth industry knowledge

and state-of-the-art IT systems, Panalpina provides globally integrated door-to-door services tailored to its customers' individual needs. The Panalpina Group operates a close-knit network with some 500 branches in more than 80 countries. In a further 80 countries, it co-operates closely with partner companies. Panalpina employs about 15,000 people worldwide.

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Pavia e Ansaldo is one of the leading law firms in Italy. Our principal offices are in Milan, Rome, Brussels, Moscow, St.-Petersburg and Tokio. With a long-standing international practice, the Firm maintains relationships with leading law firms. Special desks devoted to assist European, Russian, American and Japanese clients in Italy. Our practice covers all areas of business law including: corporate, commercial, civil law; M&A; corporate restructuring & insolvency; banking & finance; real estate; construction & project financing; energy; litigation & arbitration; intellectual property rights; taxation; insurance and others. We represent clients before Russian and international arbitration courts.

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The PBN Company is the leading international strategic communications firm specializing in Russia, Ukraine, Kazakhstan and other CIS countries. We help Western clients design and implement strategies to maximize their investments in the region. And, we work with top-tier Russian and CIS companies to expand their domestic market share and build their businesses into global enterprises. Established in 1983, PBN provides private- and public-sector clients with high-value, senior-level government relations, corporate and financial communications, reputation management and crisis management services in domestic and international markets. The firm's offices are located in Moscow, Kiev, Almaty/Astana and Washington DC.

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Pekkaniska is a leading company renting access platforms and cranes in Finland, Russia, Baltics, Ukraine and Sweden. High quality is assured by competent staff and the most modern fleet of 7.000 machines. Pekkaniska entered the Russian market in 1983 and nowadays has depots in Moscow, St. Petersburg, Ekaterinburg, Novosibirsk, Sochi and Nizni Novgorod. The company is headquartered in Vantaa, Finland.

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Pepeliaev Group is the largest Russian law firm. With more than 160 attorneys based in Moscow and St. Petersburg, Pepeliaev renders legal services in Russia, the CIS, and abroad. Key services include tax advice and tax litigation; corporate; commercial/M&A; anti-monopoly regulation; land, real estate, and construction; dispute resolution and mediation practice; intellectual property and trade marks; employment and migration law; banking practice; customs and foreign trade regulation; administrative and criminal defense for businesses; telecommunications services; pharmaceuticals and healthcare practice; and environmental protection practice, etc. The firm has more than 800 clients in different industries, most of which are multinational corporations implementing long-term investment projects in Russia.

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PEP Rus provides a training and consultancy service for all aspects of the retail motor industry. Working with franchised networks our focus is on measurable improvements in customer service, sales and profits. PEP Rus has a special knowledge and experience in world-wide best practice in used car sales and management.

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PETERKA & PARTNERS is a leading independent law firm operating in Central and Eastern Europe. Legal advisory Services in the Czech

Republic, Slovakia, Russia, Ukraine, Bulgaria, Poland, Romania and France are rendered through its own offices in Prague, Bratislava, Moscow, Kyiv, Sofia, Katowice and Bucharest. All branches render complex legal services including Mergers and Acquisitions, Corporate, Real Estate, Construction and Development, Litigation and Arbitration, Insolvency and Restructuring, Labour Law, Intellectual Property and New Technologies, EU Law and Competition, Banking, Insurance and Finance, Taxation, Public Procurement, PPP and EU Funds.

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With two strong, consistent and complementary brand identities, PSA Peugeot Citroen has what it takes to be a leading world carmaker. The Group sold 3,602,000 vehicles worldwide in 2010, of almost 40% outside Europe. It recorded sales and revenue of more than 56.1 billion Euro. PSA Peugeot Citroen has sales offices in 160 countries and employs 198,000 people worldwide. In 2010 it dedicated more than 2 billion Euro to research and development, especially in new energies. PSA Peugeot Citroen is also involved in financial services (Banque PSA Finance), logistics (Gefco) and automotive equipment manufacturing (Faurecia). The Group is currently focusing on its development in high-potential markets, namely Asia, Latin America and Russia, by actively expanding its production base in these regions. Peugeot and Citroen brands have been present in the Russian market since 1990s. A subsidiary of PSA, Peugeot Citroen Rus LLC, was established in 2008. It is the official importer and distributor of Peugeot and Citroen cars and spare parts in Russia. The Group employs about 1000 people in Russia, including indirect employment through its manufacturing joint venture.

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Philip Morris International (PMI), one of the world's leading international tobacco companies, has three affiliates in Russia: OAO Philip Morris Kuban (PM Kuban) in Krasnodar, ZAO Philip Morris Izhora (PM Izhora) in the Leningrad region, and OOO Philip Morris Sales and Marketing (PMSM) with offices in approximately 100 cities. To date, overall investments into these companies amount to USD 1 billion. The annual production capacity of the two manufac-

turing facilities in Russia amounts up to 100 billion cigarettes. The factories export their products (both high-quality cigarettes and tobacco materials) to countries in Eastern Europe, the EU, Central and Southeast Asia.

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Royal Philips Electronics of the Netherlands is a diversified Health and Wellbeing company, focused on improving people's lives through timely innovations. As a world leader in healthcare, lifestyle and lighting, Philips integrates technologies and design into people-centric solutions, based on fundamental customer insights and the brand promise of "sense and simplicity". Headquartered in the Netherlands, Philips employs approximately 116,000 employees in more than 60 countries worldwide. With sales of EUR 23 billion in 2009, the company is a market leader in cardiac care, acute care and home healthcare, energy efficient lighting solutions and new lighting applications, as well as lifestyle products for personal wellbeing and pleasure with strong leadership positions in flat TV, male shaving and grooming, portable entertainment and oral healthcare. Philips is a global leader across its healthcare, lighting and lifestyle portfolio:

- One of the biggest companies in the world with production in 28 countries and sales points in 150.
- The 42d brand on the list of the most valuable world brands and the leader of the sector on Dow Jones Sustainability Indexes.
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LLC "Porsche Russland", 100% branch establishment of Porsche AG, was officially legalized in August, 2003. The main activity is import

of Porsche automobiles, spare parts, accessories and their further distribution within official dealer network in the Russian Federation. At present Porsche Russland dealer network counts 16 dealerships from Saint Petersburg in the north-west to Irkutsk in the east, and it is planned to be extended up to 20 dealerships in 2011. The official Porsche Russia sales volume in 2009-2010 fiscal year totals to 1,279 vehicles.

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Praedium ONCOR International provides a wide range of services in the commercial real estate market of Russia. Our company has expertise in all the major segments of class A/B commercial real estate: offices, warehouse, industrial and retail; investment consulting services; hospitality. Praedium ONCOR International is the part of a premier global commercial real estate network ONCOR International which has been active in the world markets for over 30 years. Established in 1977, ONCOR International is a full-service real estate organization, combining over 170 offices in 35 countries including the global markets of North and South Americas, Europe, Asia, Africa and Australia.

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JSC "Pravdinsk Pig Production" is a Danish-Norwegian company, a large scale grain- and pork producer in the Kaliningrad region, Russia

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Founded in 2005, Pristav Collection Agency is one of Russia's leading collection agencies. Pristav's target industries are banking and financial services, Telecommunications, commercial enterprises and utilities. Offering debt purchase, accounts receivable management and customer services, Pristav provides an efficient, state-of-art processing platform, and high quality credit management. Pristav's disciplined approach to long-term growth and profitability has led to the company becoming, by 2010, the No 1 rated collection agency in Russia – based on collection results, revenue and profitability. In addition to its headquarters in Moscow, Pristav's regional network

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Production of and trade in animal feed, premixes, base mixes, concentrates,(pre)starters, specialties and animal feed ingredients and raw materials for all animal husbandry species. Services related the animal feed production, raw material analysis and animal husbandry.

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PwC Russia (www.pwc.ru) provides industry-focused assurance, tax, legal and advisory services to build public trust and enhance value for its clients and their stakeholders. There are over 2,000 professionals working in PwC offices in Moscow, St. Petersburg, Yekaterinburg, Kazan, Yuzhno-Sakhalinsk, Vladikavkaz and Novosibirsk. The firm applies its knowledge, vast experience and creative approach to developing practical guidelines and decisions to generate new opportunities for business development. "PwC" is the brand under which member firms of PricewaterhouseCoopers International Limited (PwCIL) operate and provide services. The global network includes over 161,000 employees in 154 countries. Together, these firms form the PwC network. Each firm in the network is a separate legal entity and does not act as agent of PwCIL or any other member firm. PwCIL does not provide any services to clients. PwCIL is not responsible or liable for the acts or omissions of any of its member firms nor can it control the exercise of their professional judgment or bind them in any way. "PwC Russia" refers to PwCIL member-firms operating in Russia.

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Qatar Airways – the national carrier of the State of Qatar. Since August 2003, the Five-Star airline serves the Moscow route, with 10 flights a week from Moscow airport Domodedovo to a range of attractive destinations, such as Maldives, Seychelles, countries of the Middle East, Far East such as Malaysia, Indonesia, Philippines, Thailand, Vietnam among others, Indian Subcontinent (India, Pakistan, Nepal, Sri Lanka) and Africa e.g. South Africa, Kenya, Tanzania via its hub in Doha. Wherever you choose to fly, you will get the best service from the moment you book your flight until you reach your final destination.

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R. L. Polk & Co. is a privately held global company, which provides automotive information and marketing solutions to the automotive world and its related industries—automotive and commercial vehicle, manufacturers and dealers, automotive aftermarket companies, insurance companies, finance companies, media companies, advertising agencies, consulting organizations, government agencies and market research firms.

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Radisson Blu Belorusskaya Hotel featuring 264 bedrooms and 6 meeting rooms opened its doors on June 1st, 2011. Conveniently located on Yamskogo Polya Street, the Hotel is within easy walking distance of Tverskaya Street, Moscow's main commercial thoroughfare.

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The landmark, luxury Radisson Royal Hotel, Moscow (former Hotel "Ukraina") is located in the city centre, on a bend of the Moskva River at the intersection of Kutuzovsky Prospekt and Novy Arbat. The hotel is situated opposite the House of Government of Russia, within walking distance of the Ministry of Foreign Affairs, the World Trade Centre and numerous Embassies. The hotel features 497 fashionable rooms and suites, equipped with premier amenities, and 38 fully serviced apartments paying homage to the hotel's rich, historic past.

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"Raiffeisen-Leasing" was founded in Russia in 2000 by ZAO "Raiffeisenbank" (50%) and Raiffeisen-Leasing International GmbH (50%). Raiffeisen-Leasing offers financial leasing of a wide range of equipment and vehicles to companies representing various economic sectors. Raiffeisen-Leasing maintains its leading positions among universal leasing companies with foreign ownership thanks to sound solutions, solid development strategy, and a strong safety margin accumulated during 10 years of successful operations. At present the company operates from its head office in Moscow and 6 branches in St. Petersburg, Novosibirsk, Ekaterinburg, Samara, Nizhny Novgorod and Krasnodar.

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Raiffeisen Pension Fund (NPF Raiffeisen) is a Russian non-state pension fund. 16+ years in the market. Holds an AA rating from the National Rating Agency and an A+ rating from the Expert RA Rating Agency. Ranks among top-30 Russian pension funds by a range of metrics from asset and customer base to yield rates. Holding a full licence from the state financial markets authority, the Fund offers the complete range of pension products for both corporate and private customers: corporate pension programs, mandatory pension insurance and individual pension plans.

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ZAO Raiffeisenbank is a subsidiary of Raiffeisen Bank International AG. Raiffeisenbank ranks 9th among the Russian banks in terms of assets, based on Q1 2011 results (InterFax-CEA). According to the same InterFax-CEA data, ZAO Raiffeisenbank ranked 5th in terms of private deposits and 8th with regard to consumer lending. Raiffeisen Bank International AG regards both Austria, where it is a leading corporate and investment bank, and Central and Eastern Europe (CEE) as its home market. In CEE, RBI operates an extensive network of subsidiary banks, leasing companies and a range of other specialised financial service providers in 17 markets. Around 60,000 employees service about 14 million customers through around 3,000 business outlets, the great majority of which are located in CEE. RBI is the only Austrian bank with a presence in both the world's financial centres and in Asia, the group's further geographical area of focus. Raiffeisen Bank International is a fully-consolidated subsidiary of Raiffeisen Zentralbank Oesterreich AG (RZB). RZB indirectly owns around 78.5 per cent of the common stock, which is listed on the Vienna Stock Exchange; the remainder is in free float. RZB is the central institution of the Austrian Raiffeisen Banking Group, the country's largest banking group, and serves as the group head office of the entire RZB Group, including RBI.

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RAM Engineering Russia OOO provides engineering, consultancy, project management and project execution to its partners and customers and in doing so, it integrates health, safety, security and protection of the environment into everything it does. Safety and envi-

ronment responsibility are an integral part of the culture of the RAM Engineering Russia OOO, and these values drive improved quality in every aspect of RAM's operations. RAM's commitment is to comply with all occupational health, safety, security and environmental laws and develop the best feasible operating procedures, technologies and policies.

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Rautaruukki supplies metal-based components, systems and integrated systems to the construction and engineering industries. The company has a wide selection of metal products and services. Rautaruukki has operations in 27 countries and employs 11,700 people. The company's share is quoted on NASDAQ OMX Helsinki (Rautaruukki Oyj: RTRKS). The Corporation uses the marketing name Ruukki. The operations are structured into three business areas: Ruukki Construction Ruukki Engineering Ruukki Metals The company has a strong position in the Nordic countries. Long-term focus of growth is in Central Eastern Europe, Russia and Ukraine. Ruukki Rus facility in Kaluga Region manufactures buildings and components.

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RPS is a leader in global learning solutions and training outsourcing. Our customers ranked us the 'Number 1' outsourced training provider in HRO magazine's 2009 and 2010 polls. RPS was named an industry leader by the research and advisory firm Nelson Hall in its 2010 "Targeting Learning Business Process Outsourcing Report". Our Russian business is staffed with 25 local employees, of which 10 are trainers (Sales, Aftersales, Management and Technical). RPS Russia capabilities cover the complete training value chain, which includes development, deployment, administration and delivery. We host training centres in Moscow and Yekaterinburg.

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The leasing company RB Leasing is a result of consolidation in 2011 of Societe Generale Leasing Businesses in Russia: RosBank Leasing, BSGV Leasing and SG Equipment Finance. Integrated leasing company employs flexible customized approach and offers a wide range of leasing services: • Financing of sophisticated technological projects for Top Corporate companies; • Long-term and medium-term financing of capital investments; • Vendor Financing; • Special Programs for Small and Medium Enterprises RB Leasing covers all regions of Russian Federation through a banking network (of 70 Rosbank branches and 66 BSGV branches)

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RBTT Consultants Limited was established in 2004 as a UK registered company. It began its operations in 2005 in Moscow, Russia. We specialize in Mechanical and Electrical engineering systems, offering a professional service to a wide range of clients – from developers and architects to contractors.

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The Regus Group is the world leading provider of pioneering workplace solutions, with a large range of products and services from fully equipped offices to professional meeting rooms, business lounges and the largest network of videoconference studios. Through its 1100 business centres in 500 cities and 87 countries, Regus delivers a new way to work whether it is from home, on the road or from an office. In Russia, Regus is present with 6 strategic locations in Moscow and St Petersburg and provides over 2,000 ready to use work stations, 40 fully equipped meeting rooms and videoconferencing studios with multilingual administrative support.

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Renault is the first European automobile brand on the Russian market. In 1998 Renault founded a Joint Venture OJSC Avtoframos with the Moscow Government (in 2006, Renault's share in Avtoframos increased to 94.1%). This Renault's manufacturing plant in Moscow produces Renault Logan in full cycle since 2005, Renault Sandero since 2010. In 2011 company launched a local assembly of Renault Megane hatchback and Renault Fluence. By May 2011, the localization level raised up to 56,5%; Renault is going to increase the localization level up to 74%. With 1 billion USD participation in AVTOVAZ – Renault is a major investor in the Russian automotive industry with total investment over 1 500 million Euro. In Russia, Renault established a central spare parts stock in 2000, a mechanics-training centre for dealers and has a network of 83 dealerships and 119 sales outlets. Renault operates in all Russian cities with a population of 300,000 or more inhabitants and continues to develop its dealerships in regions. In 2010, Renault sold 96 466 vehicles (including 62 862 Logan). By the end of 2010, Logan and Sandero were in Top-10 best selling foreign cars in Russia; Renault brand was also in Top-3 the most popular foreign brands in Russian market.

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Renault Trucks is one of the biggest trucks producers in the world. Renault Trucks designs, manufactures and distributes the biggest and most diversified range of vehicles and services on the market: • delivery • distribution • construction • long haul • special vehicles

• military • services dedicated to vehicles • services dedicated to transport functions The design and manufacture of its vehicles is based in France. Its services and distribution network ensures sales, after-sales service and supply of parts worldwide, in more than 100 countries. Renault Trucks Defense designs, produces and markets a complete range of logistic, tactical & wheeled armoured vehicles, drivelines, complete armament systems. It proposes, as well, specific adaptations, upgrading programmes and the services of maintenance in operational conditions (MOC.) Renault Trucks is a major supplier of the French Army and is partner to system manufacturers. The company is presented in the Russian market over 16 years and has a wide dealership network in Russia, Belarus and Kazakhstan. In 2009, Renault Trucks started producing of trucks in Kaluga. Expected capacity of the plant is 5,000 trucks per year.

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RH PARTNERS provides consultancy and services in RECRUITMENT, EXECUTIVE SEARCH, OUTSTAFFING, INTERIM MANAGEMENT, PAY-ROLL and additional attendances related to employment matters and expatriation issues. RH PARTNERS Group is established since 1985, with 31 agencies located in 8 countries. Our clients are international companies developing their business in Russia and CIS in various fields.

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The Risk Advisory Group is one of Europe's leading independent investigation and intelligence consultancies. We specialise in providing analysis and advisory services to a wide range of private and public sector organisations. Our services include: due diligence investigations, litigation support, mergers & acquisitions support, forensic accounting and computer forensics.

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Roca is a world leader in the conception, design, manufacturing and sale of products for the bathroom space. Currently it has 71

production centers and is present in over 135 countries across five continents. Roca is a leader of the Russian market of bath spaces and moreover it is the first Spanish company in investment volume terms. The company is deeply committed to the excellence of the design of its products with the objective of offering their clients spaces in which all five senses encounter unique experiences. Roca has spent more than 50 years developing water and energy saving devices for its products, thereby contributing to a more balanced and sustainable co-existence with environment. Roca is constantly creating highly versatile and ecologically-minded products that can be easily adaptable to the habits of different consumers all over the world. Since the year 2004 in Russia works a subsidiary of Roca Group – Roca Rus LLC. In autumn of the year 2004 near St.Petersburg began the construction of the first Roca plant in Russia with production capacity of 600 000 pieces. In 2006 the plant was opened. This is the first factory in Russia built by a foreign producer of sanitary ware products. In addition to the greenfield project in Tosno, today there are factories in Cheboksary and Novocheboksarsk (Chuvash region) that were acquired in the year 2007. Also Roca owns plants in Vorotynsk (Kaluga region) that was acquired in the year 2010. The overall sanitary ware capacity is 4,4 mln. pieces per year. In April 2011 Roca also acquired the Russian firm Akvaton with two production centers. Akvaton factory is located in Davidovo (Moscow region) where bathroom furniture is being produced. In June 2011 a new acrylic and whirlpools production plant was launched in Novocheboksarsk. With this latest acquisition and a new acrylic factory it means that Roca now owns seven production plants in Russia, employing over 2500 employees in total. In the Russian and CIS markets Roca Group presents several brands in different segments – a premium trade-mark Laufen (Switzerland), Roca brand itself that offers bathroom products in medium and high segments. Furniture for bathroom – brand Akvaton. In economical niche – Jika (Czech Republic) and in the Russian economy-trade-marks Santek and Santeri.

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ROCKWOOL Russia is a part of the ROCKWOOL GROUP which is the world's leading supplier of innovative products and systems based on stone wool. ROCKWOOL was founded in 1909 with the head office in Denmark. There are more than 8,500 specialists working for the company (more than 1,250 of them are working in the Russian Federation). The sales of the Group in 2010 account more than 1,5billion Euro. Today ROCKWOOL owns 25 factories in 16 countries of the world: in Europe, North America and Asia. ROCKWOOL representatives are located in more than 35 countries of the world.

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Rödl & Partner is one of the leading international consulting companies of German origin belonging to the top five auditing, law and tax consultancy firms in Germany. Since 1992, Rödl & Partner has been actively and successfully doing business in Russia and has now offices in Moscow, St. Petersburg, Sochi and Kaluga. The team in Russia consists of around 200 highly qualified attorneys, public accountants, tax consultants, business consultants and book-keepers with German and Russian qualifications. Rödl & Partner provides consulting services mainly in the following sectors: chemical industry, automotive, electronics, leasing, wholesale and retail industry, construction, agriculture and others.

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Roland Berger Strategy Consultants, founded in 1967, is one of the world's leading strategy consultancies. With 43 offices in 31 countries, the company has successful operations in all major international markets. In 2009, it generated EUR 616 million in revenues with about 2,000 employees. The strategy consultancy is an independent partnership exclusively owned by about 180 Partners. Roland Berger Strategy Consultants has been working in Russia since 1994. The company has completed over 350 projects here working with clients from a variety of industries, including oil and gas, electricity, infocom, financial services, metallurgy, automotive, FMCG and retail.

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The Roquette group family enterprise is one of the top-ranked processors of starch (NO 2 in Europe and NO 5 in the world), the world leader in polyols, and the leading European producer of malto-

dextrins, pyrogen free pharmaceutical raw materials and cationic starches. Based on starch extracted from maize, wheat, potato or pea, the firm produces more than 700 products for human nutrition, paper and board, fermentation, chemistry, pharmacy-cosmetology, and animal feed. The Group's research activities cover biochemistry, microbiology and analytical control fields as well as development of new technology and applications. With nutrition health and vegetal-based chemistry, Roquette is today exploring fresh opportunities in terms of sustainable development and renewable agro-resources. Roquette group is present throughout the whole world through 38 establishments including 17 production sites in Europe, Asia and North America backed by international network of sales offices together employing more than 6,600 people. In 2010 the group turnover reached over 2.5 billion euro. OOO Roquette Rus, commercial filial of Roquette group, was founded in 2007 to provide technical and sales assistance to the customers in the territory of Russia and CIS countries and to satisfy their stringent demands for supply reliability and quality.

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Royal Haskoning is an independent multinational engineering consultancy firm consisting of 3,900 professionals. With our network of offices worldwide, we offer multidisciplinary and integrated services locally, based on the experience we acquired globally. We have been active in the Russian Federation since the 1990s, and as a fully licensed design, project & construction management firm since 2003. Our services cover all stages of project development such as:

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- Feasibility studies and master planning;
- Engineering (from concept to working design);
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RUFIL CONSULTING is a joint German-Russian company specialized on business consulting and business support in the Russian Federation. We have a highly skilled team of German and Russian experts. Our headquarters is located in Moscow.

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RAC is an innovative management company focused on the supply&manufacturing of automotive parts&components in Russia. Key activities:

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RUSSIA CONSULTING is an experienced Western consulting company, offering a wide scope of professional services for companies interested in entering the CIS market or in developing there. With more than 250 experts in our offices in Almaty, Hamburg, Kiev, Minsk, Moscow and St. Petersburg as well as in our representative offices in Beijing, Dusseldorf, London, Paris, Tokyo, Vienna, Warsaw and Zurich, we offer our international clients professional support in the following areas: Accounting (incl. IFRS) and Reporting Tax Consulting IT-Consulting Market Entry Consulting Finance- and Tax Due

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The Russian Connection Group is a Western-managed recruitment organization that has successfully operated in Russia since 1992. Its divisions in Moscow and St.Petersburg effectively handle projects covering all clients' needs: ExecuSearch – Top Level Executive Search; ProfySearch – Senior and Middle Management Recruitment; StaffSupport – Support Personnel Recruitment & Leasing.

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Russian Management Hotel Company (ACCOR Russia – CIS) activities: Promotion and development of ACCOR network hotels (Sofitel, Pullman, Mercure, NovoTel, Ibis brands) in Russia and the CIS. Main goals and objectives are: (1) hotel management and operations; (2) support of investors and hotel owners in establishing efficient and profitable hotel business; (3) support in hotel design, construction, equipment and decoration in accordance with ACCOR standards; (4) support during the hotel pre-opening period; (5) hotel market expertise.

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The company was founded in 2003. It was the first company that offered credit life insurance in the Russian market. Russian Standard Insurance is one of the leaders among life insurance companies. Today the company offers wide range of products including credit life, personal accident, endowment.

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RusVinyl LLC is a 50/50 JV established by SIBUR and SolVin for the construction of Russia's biggest integrated polyvinyl chloride (PVC) plant in Kstovo, Nizhny Novgorod region, with capacities of 330 kt of PVC and 235 kt of caustic soda per year. RusVinyl is one of the key investments projects included in the State Plan for development of the oil and petrochemical industries of Russia until 2030. The plant will be constructed using state-of-art European technologies ensuring production of a necessary range of high quality PVC suspen-

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sion and emulsion with low production costs as well as compliance with Russian environmental requirements. RusVinyl will produce a unique range of PVC resins not currently offered on the Russian market and will considerably decrease imports of this polymer. Construction work on RusVinyl LLC's PVC plant is actively under way. Commercial commissioning is projected for 2013.

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Founded in 1853, the Lesaffre food group is the world leader in the baking yeast market. Benefiting from its extensive knowledge of yeast and its highly developed skills in the biotechnology field, Lesaffre is also active in the human and animal health and nutrition sector. Lesaffre's success has been built upon its technical innovation, its trade-specific know-how and its capacity to provide tailored solutions. This ability to anticipate needs, to understand the requirements of its clients and to supply high quality products has seen the group emerge as a key supplier for industrial companies, small businesses and the general public.

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Founded in 1665, on the initiative of Louis XIV, to manufacture in France the mirrors for the Hall of Mirrors at the Chateau de Versailles, Saint-Gobain has experienced constant growth, marked by international expansion. Today, Saint-Gobain is an international group with industrial plants located in more than 64 countries. The Group is counted among the 100 industrial world leaders, has around 200,000 collaborators and its turnover in 2010 exceeded 40 billion Euro. Saint-Gobain operations focus on different areas: production of glass and its processing for the needs of construction and automotive industries; production of insulation materials, gypsum boards, industrial mortars, ductile cast-iron pipes; production of abrasives, reinforcing textiles, ceramics and performance plastics; distribution of construction materials. In Russia, the Saint-Gobain Group has been present since 1994. Today, Saint-Gobain's Russian operations involve eight companies with a total of 2900 employees.

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Salans is a leading international law firm with over 750 lawyers in 22 offices worldwide. Salans is one of the largest law firms in Russia with over 120 lawyers and three decades of experience in the region. Salans was recognized as the European Law Firm of the Year by the Lawyer magazine and named among the top 2 law firms in Russia by PLC Which Lawyer in 2010. Major Practice Groups: – Corporate / M&A – Competition – Intellectual Property – Litigation / Arbitration – Tax – Banking / Finance – Anticorruption – Reorganization / Bankruptcy – Real Estate – International Trade – Employment Major Sector Groups: – Hotel / Hospitality – Sporting Events – Retail – Luxury, Fashion & Beauty – Life Sciences – Energy / Natural Resources – IT / Telecommunications – Automotive – Agriculture

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The Sandvik Group Sandvik is a high-technology, engineering group with advanced products and a world-leading positions within selected areas. Worldwide business activities are conducted through representation in more than 130 countries. Sandvik's operations are based on unique expertise in materials technology and extensive insight into customer processes. This combination has provided world-leading positions in three primary areas: – Tools for metal cutting in cemented carbide and high-speed steel as well as components in cemented carbide and other hard materials. – Equipment and tools for the mining and construction industries. – Products in advanced stainless materials, titanium, special alloys, metallic and ceramic resistance materials and process systems.

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Sandvik Mining and Construction is a business area within the Sandvik Group and a leading global supplier of machinery, cemented-carbide tools, service and technical solutions for the excavation and sizing of rock and minerals in the mining and construction industries. Annual sales 2010 amounted to about SEK 35,200 M, with approximately 15,500 employees. Within the area of the Region CIS Sandvik Mining and Construction division is responsible for sales of equipment service and aftermarket maintenance.

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Sanofi, a global and diversified healthcare leader, discovers, develops and distributes therapeutic solutions focused on patients' needs. Sanofi has core strengths in the field of healthcare with seven growth platforms: diabetes solutions, human vaccines, innovative drugs, rare diseases, consumer healthcare, emerging markets and animal health.

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Savitar Group Ltd. is a Russian Assistance Company specialized in arrangement of medical & technical services for foreign citizens travelling or residing in Russian Federation and CIS and also for Russian travelers abroad. The coverage is insured 24/24 with a network of 2 000 providers inside CIS and more that 10 000 – worldwide.

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The historical five-star Savoy is located in the very heart of the Russian capital. Just steps away are the Bolshoy and Maly Theaters, Red Square, the Kremlin museums, fashionable boutiques, cafes and nightclubs. Reflecting the Moscow lifestyle, the Savoy combines gracious traditions with state-of-the-art guest room amenities. An extensive renovation in 2005 gave the Savoy its rebirth. While preserving its original glory and charm, the Savoy now offers its guests the highest level of luxury and comfort. In 2011 Savoy has become a member of the international hotel chain "Great Hotels of the World".

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Scania is one of the world's leading manufacturers of trucks and buses for heavy transport applications, and of industrial and marine engines. Service-related products is a growing proportion of the company's operations, assuring Scania customers of cost-effective transport solutions and maximum uptime. Scania also provides financial services. Scania operates in about 100 countries. Research and development activities are concentrated in Sweden, while production takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. Scania in Russia works as representative office since 1993, from 1998 Official Distributor is operating, while the first Scania vehicle was delivered to Russia in 1910 (101 years ago) and Russia was the first Export market for Scania. During this time more than 35 dealer and service points have been opened, located all over Russia from West Siberia to Kaliningrad. Authorized service stations provide full scale of service operations and maintenance for Scania trucks and buses. Scania-Peter factory in Saint-Petersburg produces different types of Scania vehicles. In 2011 we celebrate 100 years anniversary of the first Scania bus production and 10 years anniversary of Scania Grif-fin project.

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Schneider Electric has been driven by an international, innovative and responsible mindset to shape transformation of industry it was evolving in. By implementing integrated energy management solutions, we can save up to 30% of three quarters of the world's final energy consumption. With our experience in Power & Control, we make energy use safer. Your business cannot tolerate fluctuations in current quality. We can assist in providing ultra secure power for critical applications. Our energy efficiency solutions deliver savings and optimize total cost of ownership. We enhance automation and connectivity by making it simpler for you to run many aspects of your business. Develop energy generation through renewable sources is one of the key factor to contribute for sustainability. We

make energy green by enabling easy connection and installation of renewable energies. In the Energy & Infrastructure market, our products and services solutions cover: Processes control and supervision Power supply & distribution Energy monitoring and control Utility management Smart electrical networks management Single site or multi-site production data management Critical power Offer prepayment systems that bring electricity to disadvantaged customers Our main customers Electrical utilities, water & waste treatment plants, Public-sector investors, oil & gas infrastructure, Marine sector.

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Law Office Schulze, Brutyan and Partners ranks among leaders of the Russian legal services market. The company was founded in 1992 by the first German lawyer in Russia Robert Schulze and its partner Sergey Brutyan. Over 19 years, it has been servicing leading global concerns, works as part of international projects and provides legal support to foreign and Russian companies. In the course of implementation of numerous projects the company established close links with government authorities on the regional, federal and international levels.

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Skandinaviska Enskilda Banken (SEB) is one of Europe's leading banks. Our success builds on innovative thinking, an international presence and strong, long-term relationships. And has done so for more than 150 years. With its strong international network and its further particular local presences in the Nordic Region, Baltic Region and Germany, SEB constitutes a strong international partner for companies and organisations. We have attained this position by offering the best services and products and thus contributing to the growth of our customers. In Russia, SEB is present since 1978 which is the year of representative office opening, since then expand-

ing through acquisition and organic growth. SEB offers its clients a range of corporate services and products and particularly holds dedicated employees for Nordic, Baltic and German clients.

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Qualified legal advice in Russian and Swiss law, with main focus on corporate, contractual, employment and financial law. We accompany firms first entering the Russian market, act as outside counsel, provide legal opinions and draft legal documents in the required languages (Russian, English, French, German), represent the clients in administrative and court proceedings and help them through ADR procedures (in particular, international arbitration).

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SERCONS works within the system of certification of State agency for technical regulation and metrology, Department of State sanitation and epidemiological supervision of Ministry of Health of Russian Federation, FSETAN (Rostekhnadzor), Fire safety, Ministry of communications, Ministry of emergency situations EMERCOM, GOST-R ISO 9001-2001, CE Marking, IRIS.

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It is 19 years since the Servier Representative office was set up in Russia. During these years the company has been constantly building up its presence in the Russian market, developing a regional structure and extending a range of its advanced pharmaceuticals, working in close cooperation with the largest Russian distributors. A considerable contribution has been made to research, educational and informational programs in different fields of medicine. The "Les Laboratoires Servier" is recognized as one of the most rapidly developing corporations among the 20 leading pharmaceutical companies in Russia. This success is the result of an effective investment policy. In 2007 the Company opened a high standard GMP-based up-to-date manufacturing facility in Podolsk town, 35 km to the South of Moscow. Today, in 2011, this production site is packing more than 90% and is producing more than 60% of the pharmaceuticals for the Russian Market. In 2012, a new step will be achieved with the exportation of the pharmaceuticals produced in Russia to the CIS countries. By these initiatives Servier is far in advance compared to its competitors on the Russian market and demonstrates its support to the program Pharma 2020 set up by the Ministry of Trade and Industry. More than 25% of the company's turnover is annually spent on research with the purpose of developing principally new pharmaceuticals in the field of endocrinology, cardiology, oncology, neuropsychology and others. The Company's activity is based on fundamental research and production of the contemporary pharmaceuticals for the treatment of hypertension, heart failure, diabetes, ischemic heart disease and other cardio-vascular and venous diseases.

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The SGS Group is the global leader in inspection, verification, testing and certification services. Founded in 1878, SGS is recognised as the global benchmark in quality and integrity. With more than 64,000 employees, SGS operates a network of over 1,250 offices and laboratories around the world. Operating in Russia since 1981, SGS employs a staff of 2,700 people at the 47 offices and 29 permanent laboratories all over the country, providing quantity and quality verification, product testing and certification (GOST R, ASTM, CE-marking etc), systems certification (ISO 9001, ISO 14001, OHSAS 18001, HACCP, ISO 22000 etc), staffing services.

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Shevyrev & Partners is a law firm specializing in Business law and particularly on Intellectual Property Rights protection in Russia and CIS. Our firm has currently 4 offices located in Moscow, Khabarovsk, Minsk and Kiev. Our team of lawyers and attorneys is specialized in Business law, civil, criminal and administrative prosecutions, customs and police enforcement clearance and counterfeit seizures. As one of the first Russian firms entirely dedicated to IP Rights, we have gained exclusive knowledge in this field. We are able to provide global solutions at each stage of clients policy to enforce their trademarks, commercial names, and related rights.

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Siemens AG (Berlin and Munich) is a global powerhouse in electronics and electrical engineering, operating in the industry, energy and healthcare sectors. The company has around 400,000 employees working to develop and manufacture products, design and install complex systems and projects, and tailor a wide range of solutions for individual requirements. For over 160 years, Siemens has stood for technical achievements, innovation, quality, reliability and internationality. Siemens has been active in Russia for more than 150 years. Being represented in all Federal Districts of Russia, Siemens is a provider of solutions for modernizing key sectors of the Russian economy and one of the largest foreign investors. Siemens in Russia, currently, has about 3,500 employees, including Osram's plant, Smolensk.

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Sirena is an international seafood supplier and trading company. We provide fish and seafood products from all over the world to our customers. We have local quality inspectors at all our suppliers around the world ensuring fresh and quality products. In Russia we do a combination of importing products and we provide packing services

with design and lay out decided by the customers. We primarily trade on volume and our customers are distributors and factories.

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Sirota & Mosgo is a Russian law firm providing legal and tax support for foreign companies doing business in Russia. We provide services in English, German and Russian. We work in accordance with international professional standards.

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SNR Denton is a firm with a 225-year pedigree of excellence and professionalism in service to law firm clients. Today, joining the complementary top-tier practices of its founding firms—Sonnenschein Nath & Rosenthal and Denton Wilde Sapte—SNR Denton offers business, government and institutional clients premier service and a disciplined focus to meet evolving needs in eight key sectors: – Energy, Transport and Infrastructure – Financial Institutions and Funds – Government – Health and Life Sciences – Insurance – Manufacturing – Real Estate, Retail and Hotels – Technology, Media and Telecommunications

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Member of international financial Group Societe Generale, SOGECAP is one of the major French “bancassurer”. Historical actors on savings and life insurance market in France, we are now dealing with success in 16 countries, united under brand Societe Generale Insurance (SGI). SGI entered the Russian market in 2006, with the aim to support development of all entities of SG Group, and now is one of the main players on bancassurance market. Sogecap Life Insurance – ranked 5th place in Russian insurance market based on life insurance premium volume in 2010 in accordance with Federal inspection of insurance supervision (now merged with Federal Service of Financial markets) data. We are currently providing our historical partners with a wide range of insurance coverage (complete credit life offer and some innovative non-life programs). We develop our insurance programs based on many years of international experience and guided by the principle of providing the

most complete protection to customers. One of our priority is high quality of customer service. Complete SGI product line is presented by Credit life insurance (direct sales, POS, car and consumer loan, mortgage etc), Protection products (insurance for depositors, term life products, group life insurance etc), Saving insurance programs and innovative programs (GAP, Unemployment).

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SOLLERS is the Russian automobile company which provides a full scope of automobile services comprising all stages from manufacturing up to sales and maintenance services. We own manufacturing facilities to produce Russian UAZ off-road vehicles, Korean SsangYong vehicles, FIAT light and commercial vehicles, Japanese ISUZU cargo trucks, as well as ZMZ petrol and diesel engines. Besides, our company is developing a car dealership network and owns a leasing division. Since its establishment in 2002 the Company has put its efforts in developing the first-class solutions for customers in everything related to automobiles. It drives us in launching new models and constructing plants, opening new dealerships, developing customer services and creating the ideas which provide new opportunities for our consumers and inspire them to move forward.

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Solvay is an international industrial Group active in Chemistry, offering a broad range of products and solutions that contribute to improving quality of life. The Group is headquartered in Brussels and employs about 16,800 people in 40 countries. In 2010, its consolidated sales amounted to EUR 7.1 billion. The Group has two Sectors of activity: SOLVAY Chemicals is the world's largest producer of essential chemicals such as soda ash, hydrogen peroxide and sodium bicarbonate. It is also a global leader in specialty products such as fluorinated chemicals. SOLVAY Chemicals had sales of EUR 3.0 billion in 2010. SOLVAY Plastics is a leading world producer of specialty polymers and vinyls and has the widest plastics range available. SOLVAY Plastics had sales of EUR 3.8 billion in 2010. Solvay is listed on the NYSE Euronext stock exchange in Brussels (NYSE Euronext: SOLB.BE – Bloomberg: SOLB.BB – Reuters: SOLBt.BR).

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Sony Ericsson Mobile Communications is a global provider of mobile multimedia devices, including feature-rich phones, accessories and PC cards. The products combine powerful technology with innovative applications for mobile imaging, music, communications and entertainment. The net result is that Sony Ericsson is an enticing brand that creates compelling business opportunities for mobile operators and desirable, fun products for end users.

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Transport packing, wrapping, strapping, marking and identification for metallurgy, forestry, board, cable and construction industries – automatic, semi-automatic equipment, hand-tools, materials and aftersale services. Modern production of high quality packing steel strap Specta Prima, Specta Factor and Specta Forte and PET strap.

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With over 3,300 professionals working out of 87 offices in 66 countries, TMF Group is the world’s leading independent provider of accounting and corporate secretarial services. TMF Group has a strong track record of growth and anticipates doubling the size of its network in the next few years, putting strong emphasis on its shared values and culture. TMF Russia main activities are Bookkeeping & Reporting, HR & Payroll, Domiciliary & Management, Corporate Secretarial, Fund Administration, International VAT & IPT Services.

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TNT’s express division is one of the world’s leading business to business express delivery services providers. It delivers 4.4 million parcels, documents and pieces of freight a week to over 200 countries using its network of over 2,409 depots, hubs and sorting centers. The division operates over 26,310 road vehicles and 48 aircraft and has the biggest door-to-door air and road express delivery infrastructure in Europe. TNT’s express division employs over 78,000 staff worldwide. It is the first organisation to have achieved global recognition as an Investor in People. In Russia, TNT Express has been operating since 1989 and has thirteen processing hubs: in Moscow, St. Petersburg, Yekaterinburg, Samara, Nizhniy Novgorod, Novosibirsk, Irkutsk, Krasnodar, Kaliningrad, Kazan’, Rostov-na-Donu, Vladivostok, Khabarovsk. The truck fleet comprises 175 automobiles. Every month TNT executes more than 125,000 delivery orders to and from Russia. TNT’s regional net-

work in Russia covers 11,000 cities and towns. The staff is near by 800 employees.

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The international oil and gas group Total has been operating in Russia for close to 20 years. Total is the biggest French investor in Russia and the largest buyer of Russian crude oil and refined products (15% of the Russian export). Current projects: – The Kharyaga oil field in the Nenets autonomous region, objects 2 and 3 (Total is Operator, 50%). – The Shtokman gas and condensates field, Phase 1 (Total – 25%). – The Termokarstovoye gas condensate field in the Yamalo-Nenets autonomous region (Total – 49%). – The Khvalynskoye gas and condensates field in the Caspian Sea (Under the HoA, Total will acquire a participation of 17%). The Group's other branches are present in Russia through TOTSA Total oil trading, Total Vostok and Bostik.

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Towers Watson is a leading global professional services firm that helps organisations improve performance through effective people, risk and financial management. Since early 1990's Towers Watson has been working in Russia with both multinational and largest local organisations to deliver services in the areas of: • Risk and insurance • Benefits and pensions • Talent and rewards In 2009 Moscow office was open and quickly established it's local presence and capabilities

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OOO "Toyota Motor" is a national marketing and sales company possessing an exclusive right on import and distribution of Toyota and Lexus vehicles, original spare parts and accessories on the territory of Russia. OOO "Toyota Motor" was founded in April 2002. As of June 2011, there are 64 official dealers and 15 authorized partners of Toyota operating in Russia. 20 official dealers and 6 authorized partners provide sales and after-sales services for Lexus. There is

one official Toyota dealer in Belarus as well. All of them not only sell vehicles and spare parts, but also provide after-sales services in complete accordance with global quality standards of Toyota.

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TPA/AXIS is a French recruitment agency specialized in search executive for top and middle management positions in Russia and the CIS. Created in 1978 in Paris, the agency opened a subsidiary in 1992 in Moscow. It has been working for leading international companies in all professional sectors.

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Training Institute – ARB Pro Group is a leading brand in Human Resource management and strategic Planning consultancy in Russia. Since 1993, Training Institute – ARB Pro has been developing and designing innovative and effective projects for learning and developing business, providing professional education in training for indoor trainers. Training Institute – ARB Pro has extensive experience in the management of a wide range of HR, people related activities and strategic planning projects. Having had exposure to significant levels of change it brings a practical approach to consultancy practice which is valued by its clients. Training Institute – ARB Pro partners with the leading training companies in Ural, Siberia, Southern Federal District, Ukraine, Kazakhstan

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Trinity Charter Project is a business aviation broker and member of RUBAA. Company was established in 2008 as a team of professionals who have been successfully working in aviation for more than six years. The company offers a wide range of services including vip, passenger and cargo charters.

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Troika Relocations provides home-finding, school search, preview trips and associated destination services for expatriate executives and their families who are relocating to Russia. Our team of experienced, long-term expatriates and property consultants ensure a smooth and efficient move for your company's assignees to their new home in Russia.

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Turner & Townsend is a quality driven, international construction and management consultancy recognised for the value and innovation we bring to every commission we undertake. Employing over 2,500 staff from a global network of 60 strategically located offices, we provide a full range of consultancy services designed to deliver effective solutions for clients anywhere in the world. We have been established and operating in Russia for over 7 years. The primary services we deliver in the CIS are: – Project Management (incl Fit-out Management), – Cost Management, – Technical Management Services, – Strategic Consultancy, – Due Diligence.

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The TUV Rheinland Group is a leading provider of technical services worldwide. The TUV Rheinland Group is presented in Russian Federation by TUV International RUS company from the July 21, 2001. The TI RUS staff includes more than 60 high professional employees acting in 5 registered offices distributed on huge territory over 2 former ex.USSR republics. Head office is based in Moscow. Remote offices are located in the biggest industrial centers of the Russian Federation, Kazakhstan (Saint-Petersburg, Yekaterinburg, Novosibirsk, Nizhny-Novgorod, Astana) TUV International RUS is an expert organization that has the license of Federal Environment, Industrial and Nuclear Supervision Service of Russia (ROSTECHNADZOR) for industrial safety independent testing. TUV International RUS is a member of the Board of a self-regulatory organization Non-Profit Partnership "Inter-Regional Cooperation in the Field of Industrial Safety".

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UBS is a client-focused financial services firm that offers a strong combination of wealth management, asset management and investment banking services on a global and regional basis. By delivering a full range of advice, products and services to our private, corporate and institutional clients, we aim to generate sustainable earnings and create value for our shareholders. The Investment Bank provides securities and other financial products as well as research in equities, fixed income, rates, foreign exchange and commodities. It also provides advisory services and access to the world's capital markets for corporate and institutional clients, sovereign and governmental bodies, financial intermediaries, alternative asset managers and private investors. In Russia, UBS is represented through OOO UBS Bank; through ZAO UBS Securities and through a Representative Office.

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Uhrenholt LLC is a part of Uhrenholt A/S – a Danish holding company. Uhrenholt Group is represented in more than 20 countries of the world. It specializes in supplying primarily dairy products, seafood, frozen vegetables and meat products to HoReCa, Retail, Food Service and Wholesalers channels. There are also own brands: Emborg, Delight and Friendship.

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UniCredit Bank is a universal Russian bank, operating in Russia since 1989. Ranked 8th by total assets based on 2010 results (InterFax-100 ranking), UniCredit Bank is the largest foreign bank in Russia. UniCredit Bank is fully owned (100%) by UniCredit Bank Austria AG, Vienna, Austria, member of UniCredit. The Bank benefits from its strong position in the large Russian corporate finance market and sustainable retail banking business. UniCredit Bank operates under General Banking License №1 of Central Bank of the Russian Federation. UniCredit is a leading European bank with strong roots in 22 countries. Our overall global network embraces approximately 50 markets, with over 9,600 branches and more than 162,000 employees (as of 31 December 2010). Understanding individuals,

companies and local communities real life situation and needs is at the center of our professional commitment. We are all about providing concrete answers and real benefits to the challenges and opportunities our customers face. In the CEE region, UniCredit runs the largest international banking network with nearly 3,900 branches. The Group operates in Austria Azerbaijan, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Estonia, Germany, Hungary, Italy, Latvia, Lithuania, Kazakhstan, Kyrgyzstan, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Turkey and Ukraine.

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UniCredit Securities, a member of UniCredit Group, specializes in offering financial products and advisory services to institutional investors, large corporations and international institutions. It closely cooperates with UniCredit Bank in Moscow and with UniCredit Group's financial product experts in its hubs in Milan, Munich and London. The company provides its clients with access to Russian and international stock exchanges and is acting as a global co-ordinator, advisor and bookrunner in equity and equity-linked transactions as well as debt capital market transactions. Corporate clients can rely on UniCredit Securities' corporate finance and M&A advisory services, featuring local experts on the ground and sector specialists across UniCredit Group. UniCredit Securities' award-winning research team covers the local stock market in detail. It is based in Moscow, and at the same time part of UniCredit Group's global research team, granting for top standards in client advice.

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United Technologies Corporation provides a broad range of high technology products and support services to the building systems and aerospace industries. UTC employs approximately 215,000 people, including over 4,000 people in 25 projects in Russia. Carrier manufactures and distributes heating, ventilating and air conditioning (HVAC) systems, and commercial refrigeration systems. Hamilton Sundstrand supplies technologically advanced aerospace and industrial products and services. Otis manufactures, installs and maintains people-moving products including elevators, escalators, and moving walkways. Pratt & Whitney is a leader in the design, manufacture and support of engines for commercial, military, business and general aviation aircraft, space propulsion and industrial power systems. Sikorsky Aircraft designs, manufactures and maintains advanced helicopters for commercial, industrial and military uses. UTC Fire & Security provides fire safety and security services. UTC Power is a full-service provider of environmentally advanced energy solutions for transportation and on-site power based on the fuel cell technology.

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I. Expert – analytical estimates, accounts, summaries and periodic monitoring in the sphere of our clients' interests: – economic safety (business reputation; competition, law, external economic activity). – branch analytics, – problems of foreign policy, – regional peculiarities (domestic political and economic life in Russian regions), Russian realities, politics, elections, lobby, ect. II. Detective and information reference service on company and checkup and search in Russia and abroad. The decision of other problems and prices is discussed individually. We are always ready to help our clients to decrease business risks in Russia and abroad.

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VNG – Verbundnetz Gas AG is a natural gas importer headquartered in Leipzig, Germany and active internationally. The core business activities of the VNG Group include gas trading, the marketing of transport and storage capacities and the sale of innovative energy services throughout Europe. The VNG Group's main customers are local and regional distributors, power stations, industrial users and gas trading and transmission companies.

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Vestas is the world's leading supplier of wind energy solutions. Our core business is the development, manufacture, sales, marketing and maintenance of wind turbines that use the power of the wind to generate electricity. Vestas is at the forefront of wind energy innovation and technology, harnessing the power of the wind for more than 30 years. In 2008, we opened the largest R&D centre in the wind energy industry, which now employs over 800 engineers and technicians. More than 43,000 Vestas turbines around the world produce enough energy to supply millions of households. We have global expertise along the entire value chain, from product development and technology, to measuring wind and placing wind turbines in the best possible location, project management, grid integration,

performance monitoring and analysis. Vestas employs more than 20,000 people worldwide and has installed wind turbines in 66 countries on six continents. Vestas Central Europe is responsible for the sales and marketing of Vestas wind power systems in Germany, Benelux, Austria, Russia, Eastern Europe and Southern and Eastern Africa.

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France's market leader in construction and a major global player, VINCI Construction combines an unparalleled array of capabilities in building, civil engineering, hydraulic engineering and services. Its business consists of three complementary components: 1. a network of local subsidiaries, in France, through VINCI Construction France with a well-established network of 375 profit centres, and internationally, with VINCI Construction UK in the United Kingdom, CFE (46.8% held by VINCI) mainly in Benelux, SKE in Germany, Warbud, Prumstav-FCC and SMP in Central Europe, Sogea-Satom in Africa, as well as 30 local branches in Overseas France; 2. specialised, highly technical business lines including specialised civil engineering technologies with Soletanche Freyssinet (structures, soil foundations and technologies, nuclear engineering), dredging with DEME (50% held by CFE) and oil and gas infrastructure with Entrepose Contracting; 3. management of complex projects with VINCI Construction Grands Projets, operating worldwide on major civil engineering and building structures.

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Vinson & Elkins, an international law firm with over 760 lawyers in 15 offices worldwide, is the "World's Leading Energy Law Firm" according to Euromoney, 2010-2011 and named "No.1 in Projects and Energy: Oil & Gas (Global)" in Chambers Global, 2008. The Moscow office opened in 1991 and is the hub of the Russia/CIS Practice Group comprised of Russian, English and American lawyers. The firm has extensive experience in business transactions in the region with a focus on the energy/natural resources sector, including corporate and commercial matters, complex cross-border M&A and private equity transactions, and project and other financing.

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Visa Delight is in the group of companies which have been working on the market of consulting services for foreign nationals in the RF since 1992. The company provides a wide range of services including work permits and work visas for companies' foreign staff, temporary residence permits, registration and other services.

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Visa operates the world's largest retail electronic payments network and is one of the world's most recognized consumer brands. Visa facilitates global commerce through the transfer of value and information among financial institutions, merchants, consumers, businesses and government entities in more than 200 countries and territories.

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Vlerick Leuven Gent Management School is a leading European business school ranked number 1 in BENELUX. Founded in 1953 by Professor Vlerick, the School began an international development strategy in 2000 and now has three campuses located in Gent (Belgium), Leuven (Belgium) and St.Petersburg (Russia) and delivers MBA programmes in Beijing, (China) and company specific programmes worldwide. Vlerick focuses on postgraduate management education (entrepreneurship, innovation, leadership and sustainability.) It delivers English language MBA and Masters degrees and conducts research to drive future education content. In 2011 the new Executive MBA programme targeted for executives of multinationals and entrepreneurs will be launched in Moscow.

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OOO Volkswagen Group Russia is the Russian subsidiary of Volkswagen AG. The company is the official importer in Russia of automobiles and spare parts for four brands of the German group: Volkswagen, Skoda, Audi and Volkswagen light commercial vehicles. Since November 2007, Volkswagen and Skoda cars are produced in Kaluga; in 2008, the production volume reached 60 thousand cars. Since January 2009, the plant and the importer are merged to one company. The dealership network of the four brands consists of more than 230 showrooms and service facilities. With 774,4 Mio.Euro total project investment volume (thereof 570 Mio.for the plant) is Volkswagen one of the biggest automotive investors in Russia.

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Volvo Vostok is one of the Russia's leading providers of commercial transport solutions, providing such products as trucks, construction equipment, engines for boats and industrial applications. We also offer financial solutions and other services to our customers.

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VR Group is a Finnish transport company. We serve freight service and public transport customers with rail and road transport services. We provide safe, high-quality transport and logistics services with minimum environmental load. We have also specialized in infrastructure design, construction and maintenance services.

VSK

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"VSK" has been in the Russian market since 1992 and offers a full range of insurance products. The company with its 840 branches and affiliates all over Russia is among the leaders providing insurance services and product to 4.5 mln Russians and 130 thousand enterprises. Since 2001 the company has been rated as most reliable by the leading ratings agency EXPERT RA .

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We are a relocation specialist assisting firms in their assignment management and in relocating their personnel to Russia and has developed a wide range of relocation services such as : Visa & work permit support, pre-view trip, Serviced apartments, House hunting programs, Familiarization Assistance / Settling-In and On-going support (Tenancy Management).

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Wermuth Asset Management GmbH (WAM, founded in 1999) is a German family investment firm that acts as an adviser on alternative investments in Eastern Europe and primarily, Russia. WAM headquarters are located in Wiesbaden (Germany) with a branch in Moscow (Russia), where most of the principals are based. WAM is the exclusive investment adviser to several funds and SPVs, whose investors include high net worth individuals, family offices, funds of funds, banks, pension funds, endowments and sovereign wealth funds.

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Whirlpool manufactures and markets a full line of appliances in each market it serves world-wide: clothes washers and dryers, refrigerators, freezers, dishwashers, ranges, compactors, room air

conditioners and microwave ovens, together with portable appliances such as stand mixers, hand mixers and blenders. The Company is committed to performing among the top 25 percent of large, publicly traded companies in terms such as total return to shareholders.

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Wintershall is a wholly owned subsidiary of BASF and specializes in energy, being active in various regions of the world in the exploration and production of crude oil and natural gas. In Europe the company trades and sells natural gas. It also markets storage capacities for oil and gas, transportation capacities for gas as well as optic fiber capacities. Wintershall is one of the oldest German oil and gas companies, founded in 1894 and being part of the BASF Group since 1969 as an important supplier of raw materials for BASF and an integral part of its strategy for securing resources. WINGAS GmbH & Co. KG, the largest of the three natural gas trading ventures operated by Wintershall together with Gazprom, has been involved in gas distribution since 1993 and supplies natural gas to public utilities, regional gas suppliers, industrial facilities and power plants in Germany and other European countries via WINGAS TRANSPORT's network of pipelines, which now extends to over 2,000 kilometers. The German-Russian JV has invested more than 3 billion euros in developing a gas pipeline system. It links the major gas reserves in Siberia to the growing markets in Europe. WINGAS is already one of Germany's major energy suppliers.

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At YIT we build develop and maintain a good living environment for people. We offer services to the property and construction sector, as well as to the industry sector.

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We are sales subsidiary company of The Yokohama Rubber Japan. We import and market Yokohama tire to all over Russian federation. Specially our product line up for passenger car and SUV vehicle are very well accepted in the market because of so many available sizes and patterns for many type of vehicles. Yokohama is now constructing their Russian plant in Lipetsk Special Economic Zone and this will start commercial production from the end of 2011. This will surely improve our timely supply and total service to our customers.

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AEB MEMBERSHIP APPLICATION FORM / ЗАЯВЛЕНИЕ НА ЧЛЕНСТВО АЕБ

Please fill out the Application Form in CAPITAL letters, sign it and fax it to Vera Prokopenko: 234 28 07/

Заполните заявление печатными буквами и пришлите по факсу 234 28 07 на имя Веры Прокопенко

Calendar year / Календарный год: 2011/12 (Please check the appropriate box/boxes / Укажите соответствующий год/года)

Name of your AEB Contact / Ваше контактное лицо в АЕБ: _____

1. COMPANY / СВЕДЕНИЯ О КОМПАНИИ

Company Name in full, according to company charter. (Individual applicants: please indicate the company for which you work /
Название компании в соответствии с уставом. (Для индивидуальных членов – название компании, в которой работает заявитель):

Legal Address (and Postal Address,
if different from Legal Address) /
Юридический и фактический адрес,
если он отличается от юридического:

INN / KPP / ИНН/КПП:

Phone Number / Номер телефона:

Fax Number / Номер факса:

Website Address / Страница в интернете:

2. CATEGORY / КАТЕГОРИЯ:

THE CATEGORY IS DETERMINED ACCORDING TO THE COMPANY'S WORLD TURNOVER

Please indicate your AEB Category / Отметьте категорию	Company's world-wide turnover (euro per annum) / Мировой оборот компании (евро в год)	AEB Membership Fee / Членский взнос в АЕБ
<input type="checkbox"/> SPONSORSHIP / Спонсорство	–	8,500 euro/евро
<input type="checkbox"/> CATEGORY A / Категория А	>500 million/миллионов	5,750 euro/евро
<input type="checkbox"/> CATEGORY B / Категория Б	50–499 million/миллионов	3,500 euro/евро
<input type="checkbox"/> CATEGORY C / Категория С	1–49 million/миллионов	2,000 euro/евро
<input type="checkbox"/> CATEGORY D / Категория Д	< 1 million/миллионов	750 euro/евро
<input type="checkbox"/> INDIVIDUAL (EU/EFTA citizens only) / Индивидуальное (только для граждан Евросоюза/ЕАСТ)	–	750 euro/евро

**Any non-EU / non-EFTA Legal Entities applying to become Associate Members must be endorsed by two Ordinary Members
(AEB members that are Legal Entities registered in an EU / EFTA member state or Individual Members –
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Заявление любого юридического лица из страны, не входящей в Евросоюз/ЕАСТ, и желающего стать членом АЕБ,
должно быть письменно подтверждено двумя членами АЕБ (юридическими лицами, зарегистрированными
в Евросоюзе/ЕАСТ, или индивидуальными членами – гражданами Евросоюза/ЕАСТ)

**Individual AEB Membership is restricted to EU / EFTA member state citizens, who are not employed
by a company registered in an EU / EFTA member state /**

К рассмотрению принимаются заявления на индивидуальное членство от граждан Евросоюза/ЕАСТ,
работающих в компаниях, страна происхождения которых не входит в Евросоюз/ЕАСТ

Please bear in mind that all applications are subject to the AEB Executive Board approval /

Все заявления утверждаются Правлением АЕБ

3. CONTACT PERSON / INDIVIDUAL MEMBER / КОНТАКТНОЕ ЛИЦО / ИНДИВИДУАЛЬНЫЙ ЧЛЕН

Title, First Name, Surname / Ф.И.О:

Position in Company / Должность:

E-mail Address / Адрес эл. почты:

4. COUNTRY OF ORIGIN / СТРАНА ПРОИСХОЖДЕНИЯ	
A. For a company / Компаниям: Please specify COMPANY'S country of origin / Указать страну происхождения компании ¹	
or B. For an individual applicant / Индивидуальным заявителям: Please specify the country, of which you hold CITIZENSHIP / Указать гражданство	
<p>Please note that only EU / EFTA members can serve on the Executive Board and the Council of National Representatives / Внимание! В Совет национальных представителей и Правление могут быть избраны члены, представляющие страны Евросоюза или ЕАСТ.</p> <p>Please fill in either A or B below / Заполните только графу А или В</p>	

5. COMPANY DETAILS / ИНФОРМАЦИЯ О КОМПАНИИ			
Company present in Russia since: _____ / Компания присутствует на российском рынке с: _____ г.			
Company activities / Деятельность компании	Primary / Основная:	Secondary / Второстепенная:	
Company turnover (euro) / Оборот компании (в Евро)	In Russia / в России:	Worldwide / в мире:	<input type="checkbox"/> Please do not include this in the AEB Member Database/ Не включайте это в справочник АЕБ
Number of employees / Количество сотрудников	In Russia / в России:	Worldwide / в мире:	<input type="checkbox"/> Please do not include this in the AEB Member Database/ Не включайте это в справочник АЕБ
<p>Please briefly describe your company's activities (for inclusion in the AEB Database and in the AEB Newsletter) / Краткое описание деятельности Вашей компании (для включения в базу данных АЕБ и публикаций АЕБ)</p>			

6. HOW DID YOU LEARN ABOUT THE AEB / КАК ВЫ УЗНАЛИ ОБ АЕБ?	
<input type="checkbox"/> Personal Contact / Личный контакт	<input type="checkbox"/> Internet / Интернет
<input type="checkbox"/> Media / СМИ	<input type="checkbox"/> Event / Мероприятие
<input type="checkbox"/> Advertising Source / Реклама: _____	<input type="checkbox"/> Other / Другой: _____

Signature of Authorised Representative of Applicant
Company / Подпись уполномоченного лица заявителя:

Signature of Authorised Representative of the AEB /
Подпись Руководителя АЕБ:

Date/Дата:

Date/Дата:

¹ Location of a parent company or of the main shareholder / Местонахождение головной конторы или основного учредителя.

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