



**UNION OF ENTREPRENEURS
FROM NON-RESOURCE
SECTOR OF ECONOMY**

IT'S TIME TO DO BUSINESS IN RUSSIA (the example of the industrial sector)

Almost all exports from Russia are still profitable

Production in Russia focused on the local market becomes more competitive in relation to imported products

Growing demand for modern technologies in all industries

Tangible state support

EXISTING MECHANISMS FOR BUSINESS SUPPORT

State programs

Initiated by Ministry of Industry and Trade
2016-2020
about \$2 billion/year

- Developing Industry and Increasing Competitiveness
- State program of agricultural development
- Other sectorial and regional programs

Special investment contracts

- Initiated in 2014 by Ministry of Industry and Trade
- Trilateral agreement for 10 years giving preferences for regional investment projects

Regional supporting programs

- Priority Development Territories
- Industrial parks
- Free economic zones

INSTITUTIONS OF INTERNATIONAL BUSINESS COOPERATION SUPPORT

Development institutions

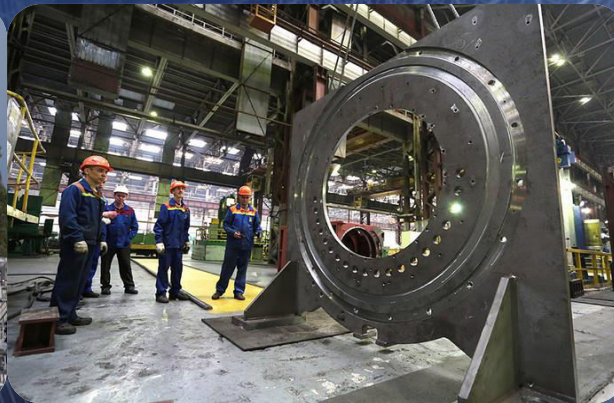
- VEB;
- Rosnano;
- The Internet Initiatives Development Fund;
- Russian Venture company;
- Skolkovo Fund.

Supporting institutions

- Industry Development Fund;
- Export Insurance Agency of Russia by VEB;
- Russian Direct Investment Fund.

INDUSTRY DEVELOPMENT FUND

- The Fund offers preferential conditions of co-financing projects aimed at developing new high-tech products, modernization and creation of competitive production.
- For the implementation of industrial technology projects The Fund grants loans with 5% interest rate for up to 7 years and up to \$10 million.



POTENTIALLY INTERESTING SECTORS FOR INTERNATIONAL BUSINESS PARTNERING

- Chemical industry;
- Machine manufacturing;
- Pharmaceuticals;
- City services;
- Biotechnology and bioenergetics;
- Agriculture and food industry;
- IT.



POTENTIAL DIRECTIONS AND FORMAT OF IMPLEMENTING JOINT PROJECTS

Directions:

- Creating export-oriented, energy-efficient and resource-saving production;
- Projects within the frame of import substitution.

Format:

- Technology transfer;
- Joint enterprises;
- Localization technologies in Russia.



FACTORS FOR SUCCESSFUL IMPLEMENTATION OF BUSINESS PROJECTS ON THE TERRITORY OF RUSSIA

 Application
of new
technologies

 High degree
of
production
localization

 Taking into
account the
directions of
state
support

 Proper local
partner



ALL RUSSIA PUBLIC ORGANIZATION “DELOVAYA ROSSIYA”

- Members of DR are owners and top-managers of private companies, mainly from the non-resource sector of economy;
- 25 companies related to DR members are in the RBC top-500 Russian companies;
- Representatives of DR participate in public commissions and consultative bodies of every key Russian government councils, federal and regional legislative bodies



Alexey Repik,
President of All Russia Public
Organization “Delovaya Rossiya”



Boris Titov,
Co-chairman of Delovaya Rossiya,
Presidential Business
Ombudsman

- More than 7 000 members
- 77 regional offices
- 86 industrial branches
- 30 expert committees

WHAT WE OFFER TO OUR PARTNERS

Consulting on
entering Russian
market and
doing business

Facilitating
joint
business
activities

Assistance in
finding the
proper
partners

Joint business
platforms for
discussions

Business councils
of
intergovernmental
commissions

Forums
and
workshops

Direct contacts
between
business-
associations

NEW MECHANISM OF BUSINESS COLLABORATION

Delovaya Rossiya is opening Business Embassy in Stockholm under the supervision of Alexander Rudik – member of the General Council

Our goal is to increase the number of mutually beneficial deals

- ✓ through informing business communities of both countries about potential opportunities for cooperation
- ✓ and by facilitating business partnership



DOING BUSINESS WITH DELOVAYA ROSSIYA



All Russia
Public Organization
Delovaya Rossiya

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