

THE AEB MONTHLY



Association
of European
Businesses



Dear Reader,

Welcome to the April edition of
the AEB Newsletter!

This spring, once again, the Association will bridge the worlds of business and politics, addressing the changing needs of our members. We keep working with EU and Russian government bodies by presenting to them the position of European investors in Russia on the current situation between the EU and Russia. We are working in favor of a de-escalation of the current situation around Ukraine.

Also, we are preparing for the Fifth Northern Dimension Forum, which will take place on 3 April this year. It will focus on important issues associated with the increasing future competitiveness by using model of public-private partnership for development of regional infrastructure and vocational education. It has traditionally been organized in cooperation with the Northern Dimension Business Council. The date of the event is approaching fast and we hope to see many of you there!

Once again, we draw your attention to the forthcoming Annual General Meeting of the Association, which will take place on the 17 April at the Swissotel Conference Centre. I would like to invite all AEB members to come and exercise their right to vote and elect new AEB Auditing Commission members as well as the AEB Board.

Finally, let me wish you all success and a bright business future!

Kind regards,

Frank Schauff, CEO
Association of European Businesses

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AEB Lobbying Activities in February-March 2014

Real estate purchase by foreigners

At the request of the Ministry of Economic Development (MED), the AEB provided comments within regulatory impact assessment (RIA) on a new revised version of the draft law which still envisages a special permitting order for a real estate purchase or enjoyment by foreign physical persons, foreign legal entities, Russian legal entities in chartered capital of which foreign persons have a share of 50% and more. A federal executive body will take the decision whether to grant permission or not. The denial should be justified at the existence of the data which constitutes a state secret and can take place if the purchase of the real estate constitutes a threat to the Russian security. One positive feature of the new draft is that it will not apply to rights of enjoyment (e.g. renting) of less than 12 months. On the other hand, the previous version contained the list of documents the applicant had to submit, whereas now the government can decide the list of documents, which gives too large a margin of appreciation to the executive. Another negative feature is that the draft law gives a full month for consideration by a competent authority (a federal state body in charge of migration issues), which is too long for transactions. The AEB believes that the draft law represents discrimination against foreign companies and, if adopted, will have a negative impact on the investment climate in Russia.

Waste management

The draft law was scheduled for submission by the government to the State Duma for the 2nd Reading in March 2014, and the law could be adopted by May 2014. The AEB continues working on amendments to the Tax Code in order to exclude possible risks of the producer (importer) with tax authorities when the law is adopted and implemented. The AEB is also studying best European practice in the organization of waste management schemes and the relationship between the state, the producer (importer) and the operator.

Parallel imports

The 4th part of the Civil Code was adopted by State Duma and signed by the President on 12 March 2014. The adopted text does not include changes to article 1487 (establishing the principle of national rights' exhaustion), which we consider a positive sign and the result of AEB lobbying efforts. However, there have been attempts by parallel imports supporters to revive the discussion. The Eurasian Economic Commission is going to conduct a study to evaluate the consequences and use of regional rights exhaustion principles on trade-marks at goods markets in the member states of the Customs Union and the Common Economic Space. The AEB is closely monitoring the situation.

Outstaffing/secondment

The draft law on outstaffing/secondment is still in the process of approval within the Ministry of Labour and Social Development, the MED, the State Duma and the Administration of the President before its submission for its 2nd Reading in the Duma, which was scheduled for March.

Other issues include:

- Public Procurement System and implementation of the new law
- Disposal fee
- Public-private partnership
- "Merger" of the High Arbitration Court and Supreme Court
- ERA Glonass
- Consumer protection legislation
- Tachograph regulation
- Customs issues (e.g. TIR Carnet use for the customs transit in Russia, seasonal restrictions for automobile roads, etc.)
- Pharmaceuticals

The AEB continues to monitor these developments and promote AEB members' interests regarding the above-mentioned legislative developments.

For more details please contact Maya Limonnikova, AEB Legal Advisor, maya.limonnikova@aebrus.ru or coordinators of the respective AEB Committees and Working Groups

AEB Events in April 2014

Upcoming Events

Date	Title	Venue	Time
2 April 2014	AEB Open Event "Taxation & Legal Issues in the IT-Telecom Industry"	AEB Conference Center	09:00-11:30
3 April 2014	5th Northern Dimension Forum	Saint-Petersburg, Hotel Sokos Olympia Garden	09:00 – 18:00
9 April 2014	AEB Customs Conference	Moscow, Ararat Park Hyatt	09:00 – 16:00
10 April 2014	AEB open event: Energy Efficiency Speed Dating	AEB Conference Center	09:30 – 16:00
10 April 2014	AEB North-Western Regional Committee Open Event: World Bank Briefing in Saint-Petersburg	St. Petersburg, Consulate General of Finland	15:00 – 17:00
17 April 2014	AEB Annual General Meeting	Moscow, Swissotel Conference Centre	17:00 - 21:00
22 April 2014	AEB Webinar "Growing from small to mediumsize company: business and administrative aspects"	Moscow, EBRD premises	09:00 – 13:00
23 April 2014	AEB Open Event: "Deoffshorization prospects: consequences for international companies in Russia"	Moscow, Ararat Park Hyatt Hotel	09:00 – 13:30
23 April 2014	AEB Open Event: Presentation of the Stavropol Region	AEB Conference Centre	15:00 – 18:00
24 April 2014 (to be confirmed)	AEB Open event: Briefing by Igor Artemiev, Head of the Antimonopoly Service	Moscow, AEB Conference Centre	10:00 – 12:00
24 April 2014	AEB HR Open Event "General Managers at the Age of 30"	Moscow, AEB Conference Centre	15:00 – 18:00
25 April 2014	AEB Real Estate Open Event "Are we winning the battle for transport infrastructure in Moscow?"	Moscow, AEB Conference Centre	09:00 13:00

AEB Training Programmes in April 2014

Training Programmes

Date	Title	Provider	Venue
3-4 April	Change management: Search for Solutions under Constraints	PwC	Moscow, AEB Conference Centre
8-9 April	Planning and Budgeting I: Budgeting Technology	EY	Moscow, AEB Conference Centre
10 April	DIALOGUE IN THE DARK :Leadership in Selling	Russia Consulting	Moscow, Russia Consulting venue
14 April	Social package - how to extend and save	Nord Outsourcing	Moscow, AEB Conference Centre
18 April	GR for Advanced Professionals	Reichlin & Partners Reputation Management	Moscow, AEB Conference Centre
24 April	KPI in Business Management	Awara Eduhouse Training	Moscow, AEB Conference Centre

For more information please visit the AEB [website](#)

Briefing by Eric Peters

On 6 March 2014, The AEB had a Briefing by **Eric Peters**, Adviser, Bureau of European Policy Advisers (BEPA) to the President of the European Commission, “**2014 – Pivotal Year For Europe**”. During the event Eric Peters spoke about international and economic issues and key general trends to 2030.

The event was co-chaired by **Frank Schauff**, Chief Executive Officer, AEB and **Philippe Pegorier**, Member of the AEB Board, President Alstom Russia.



L-R: **Philippe Pegorier**, Member of the AEB Board, President Alstom Russia; **Eric Peters**, Adviser, Bureau of European Policy Advisers (BEPA) to the President of the European Commission; **Frank Schauff**, AEB CEO.

Briefing by Richard Burger

On 17 March 2014, the AEB held a briefing by **Richard Burger**, Research & Innovation Councillor, Head of Science & Technology Section, Delegation of the European Union to the Russian Federation, which was organized by the AEB Working Group on Modernization and Innovations.

The event titled “**Horizon 2020 – Opportunities and Mechanisms**” continued the discussion started by EU Commissioner Máire Geoghegan-Quinn in November 2013, and provided detailed information on the EU financial instrument Horizon 2020. Special attention was given to the opportunities for companies operating in Russia to participate in Horizon 2020 and its projects.

The briefing was chaired by **Michael Akim**, Chairman of the Working Group on Modernization and Innovation. The event took place with the participation of **Irina Kuklina**, Executive Director of the International Centre for Innovations in Science, Technology and Education, who briefed on the EU-Russia Year of Science 2014 and the possibilities for AEB companies to participate in the Year of Science. The AEB is actively participating in the implementation of the EU-Russia Year of Science 2014.



L-R: **Irina Kuklina**, Executive Director of the International Centre for Innovations in Science, Technology and Education; **Richard Burger**, Research & Innovation Counselor, Head of Science & Technology Section, Delegation of the European Union to the Russian Federation; **Michael Akim**, Chairman of the Working Group on modernization and innovations.

AEB Mission to Brussels

On 18-19 March 2014, the Association of European Businesses visited **the European Union 's institutions** during its traditional yearly visit to Brussels and presented to the leadership of the EU the position of the European investors in Russia on the current situation between the EU and Russia.



L-R: **Don Scott**, Chairman of the AEB Council of National Representation, General Director, OPIN Consulting Limited; **Andra Koke**, Head of Economic Section, EU Delegation to Russia; **Stuart Lawson**, Chairman of the AEB Finance and Investment Committee, Executive Director, EY; **Philippe Pegorier**, AEB Board Member, Country President and General Director, Alstom Russia Ltd. **Olga Bantsekina**, AEB Deputy Chair of the Board, Chief Representative, Coleman Services Ltd; **Frank Schauff**, Chief Executive Officer, AEB; **David O'Sullivan**, Chief Operating Officer, European External Action Service (EEAS); **Reiner Hartmann**, AEB Chairman of the Board, Head of Representative Office, E.On SE; **Vincent Degert**, Head of Russia Division, EEAS **Gerald Sakuler**, AEB Deputy Chairman of the Board, Individual Member **Wolfgang Behrendt**, Russia Desk Officer, EEAS

11th Annual HR Conference "Modern Trends in HR"

On 27 March 2014, the AEB HR Committee held its Eleventh Annual HR Conference **"Modern Trends in HR"**.

The event provided a platform for discussion the ways that help companies to adapt their global strategies to local market. The HR professionals exchanged views on how efficiently manage emerging trends affecting workplace and its potential. The programme of the conference contained four special sessions devoted to modern trends in employer branding, compensations & benefits, assessment, training & development, and labour law.

The HR Directors' panel discussion closed the conference.



L-R: Ruslan Kokarev, AEB COO; **Bruno Ancelin**, Senior Vice-President, Chairman of Eurasia Region, Managing Director Renault Russia; **Olga Bantsekina**, Chair of the AEB HR Committee, Deputy Chair of the AEB Board, Chief Representative Coleman Services UK; **Mike Vereschagin**, Vice-President Human Resources Eurasia Region, HR Director Renault Russia.

Meeting of AEB Members with the EU Delegation to the RF

On 31 March 2014, members of the Association of European Businesses met with **H.E. Vygaudas Ušackas**, Head of the Delegation of the European Union to Russia to discuss the current situation between the European Union and Russia and its implications for the European businesses.

About 80 top managers of the AEB member companies participated in the meeting.



L-R: **Reiner Hartmann**, Chairman of AEB Board; **Vygaudas Ušackas**, Head of the Delegation of the European Union to Russia; **Frank Schauff**, AEB CEO

Launch of the seventh AEB Annual Survey “Strategies and Prospects for European Companies in Russia”

The AEB has launched **the seventh AEB Annual Survey, “Strategies and Prospects for European Companies in Russia”**. For several years, the Survey has been a highly valuable source of first-hand information which helps to maintain productive relations with the Russian authorities and facilitate the successful outcome of many AEB lobbying activities aimed at representing and defending the interests of its member companies.

This year the AEB aims to investigate how opinion evolved in the context of Russia’s accession to the WTO, the economic situation in Europe, the crisis in Ukraine and the XXII Winter Olympic Games 2014 in Sochi.

We greatly value your expert opinion regarding developments in the Russian investment climate and its attractiveness, and on the key challenges and strategies that impact European companies while doing business in Russia. You are cordially invited to contribute your views to this Survey.

Please complete the online questionnaire, before 18 April 2014, using the links below:

<http://survey.gfk.ru/RU118213/eng/cgi-bin/ciwwweb.pl?studyname=118213> (in English) or

<http://survey.gfk.ru/RU118213/rus/cgi-bin/ciwwweb.pl?studyname=118213> (in Russian)

Please note that full results of the Survey will be provided only to companies that participated in it. Furthermore, the AEB will hold a lottery among the companies participating in the Survey. The lottery will take place once the Survey is completed. The Survey is conducted with the support of the International Institute of Marketing and Social Research “GFK Rus”, who will guarantee the confidentiality of all answers and assist the AEB with data analysis.

For further information and assistance please contact **Anna Tsiulina**, AEB Finance and Investments Committee Coordinator, tel. (495) 234 27 64 ext. 124, e-mail: at@aebrus.ru.

Customs and Transport Committee

On 19 March 2014, Committee members participated in **the Coordination Council of the State Duma Transport Committee**. On behalf of the Committee, **Valentina Ionicheva**, presented AEB proposals relevant to the draft law № 453811-6 "On amendments to the Federal law 'On customs regulation in the Russian Federation'" concerning financial reporting by customs representatives. The Coordination Council members agreed with these proposals. The draft law will be presented at the next Coordination Council meeting.

On 19 March 2014, the AEB organized a **visit to the Port of Hamburg** for interested AEB members and a Eurasian Economic Commission (EEC) delegation, headed by **Vladimir Goshin**, Minister for Customs Cooperation. The Port of Hamburg is one of the main container ports in Europe. The main activities of the port were presented during a boat tour. Afterwards, a round table discussion was held with the heads of Hamburg Customs Service and Dakosy, the port communication services provider and customs broker. As part of the visit, on 18 March, AEB members took part in a round table organised by Hamburg Chamber of Commerce, East and Central Europe Association (OMV) together with the EEC. Vladimir Goshin, EEC Minister for customs cooperation, made a presentation on "Eurasian Regional Integration: general process and customs aspects", which was followed by a Q&A session.



L-R: **Oleg Bortsov**, EEC Head of Secretariat of the Member of Board (Minister) for customs cooperation; **Marina Romanowa**, EEC Advisor to Minister; **Axel Mattern**; **Vladimir Goshin**, Member of Board (Minister) for customs cooperation; **Ksenia Bortnik**, AEB; **Vladimir Skiba**, EEC Head of Customs infrastructure department; **Hans-Peter Teufers**, Director Public Affairs, UPS Europe Region; **Julia Hertel**, Head of Customs Department, IKEA.

Customs and Transport Committee

On 21 March 2014, the AEB Customs and Transport Committee participated in a Parliamentary Gazeta round table discussion on **"Foreign trade development: the most important factor in the federal budget revenues"**, organized by the State Duma Transport Committee.

The AEB described the most important issues in the customs area which AEB member companies faced in foreign trade activities with Russia: the residency principle in the Customs Union, the application of WTO rules, the mechanism of risk management system, the lack of electronic documentation turnover, the Authorized Economic Operator (AEO) system and categorizing of foreign trade participants, and the implementation of the Roadmap for customs administration.



Participants of the round table with **Mikhail Bryachak**, First Deputy of State Duma Transport Committee, in the middle

On 26 March 2014, the AEB Customs and Transport Committee representatives participated in **the IRU press conference** co-organized with **ITAR TASS** on the TIR Carnet crisis in Russia. This was chaired by **Umberto de Pretto**, the IRU Secretary General. The audience was informed about measures that have been taken by the IRU to resolve the crisis.

Representatives of the scientific and business communities briefed the audience on the economic consequences for Russia of suspension of the TIR system within Russia.



AEB Customs and Transport Committee representatives participated in the IRU press conference, 26 March 2014.

Insurance and Pensions Committee

On 26 February 2014, representatives of the AEB insurance and Pensions Committee met with **Igor Zhuk**, Deputy Head, Central Bank's Service for Financial Markets (currently Director of Insurance Market Department, Central Bank of Russia) to discuss current insurance issues and further cooperation with the new regulator.

Among the issues discussed were: the regulator's plans for the first half of 2014, restructuring the Central Bank's Service for Financial Markets, OSAGO limits and tariffs, electronic insurance policies, insurance assets, curators for insurance companies—to name but a few. **Igor Zhuk** offered to meet the Committee on a quarterly basis and to nominate a Committee representative to the Expert Council on Insurance under the Central Bank of Russia. The Committee will continue dialogue with the Insurance Market Department, Central Bank of Russia.

Migration Committee

On 4 March 2014, Alexey Filipenkov, AEB Migration Committee Deputy Chairman, participated in a round table discussion "Changes to the migration legislation. Foreign employees without work permit", which was held in the Komsomolskaya Pravda Publishing House. The new legislation on the changes in the patent system was described by the Federal Migration Service, supposing that legal entities will be able to hire foreign employees based on a patent. On behalf of AEB member companies, Alexey supported the FMS initiative, and meantime proposed to work on the simplification procedure (based on a patent) for foreign employees coming from EU countries. Alexey drew the Federal Migration Service's attention to the queues in the FMS Division in Moscow and expressed his concern that the same situation could arise when the new patent system is implemented. The FMS welcomed the AEB proposals.



Alexey Filipenkov, Deputy Chair of AEB Migration Committee (in the middle) during the round table discussion, 4 March 2014.

Migration Committee

On 14 March 2014, AEB Migration Committee members took part in public hearing of **the draft law "On amendments to the Federal Law 'On Legal Status of Foreign Citizens in the Russian Federation'"** concerning changes in the "patent system" which mean that legal entities will be able to hire foreign employees based on a patent.



At the public hearing of the draft law

On 27 March 2014, the AEB Migration Committee participated in **the Public Advisory Council of the Federal Migration Service Moscow Directorate**. The current migration and labour market situation in Moscow and the Moscow region, as well as a status of Ukrainian citizens living in Moscow, were discussed at the meeting, which was chaired by **Nikolai Azarov**, Head of Federal Migration Service Moscow Directorate.



L-R: **Ilya Kostunov**, Representative of Moscow Duma; **Nikolay Alisov**, representative of RF State Duma; **Nikolay Azarov**, General Director, Dobrososedstvo Fund; **Vadim Kudryashov**, Deputy Head of Federal Migration Service of Moscow, First Deputy Head of Moscow Labor and Employment Department; **Mikhail Korotaev**, Head of Moscow Region Labor and Employment Department.

North-Western Regional Committee

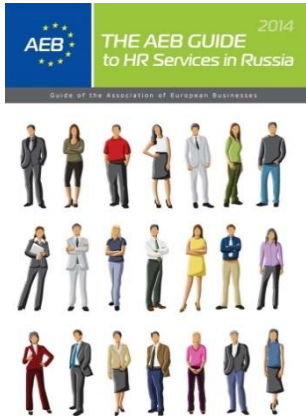
On 25 March 2014, the AEB North-Western Regional Committee's HR & Migration Sub-Committee held an open briefing by **Elena Dunaeva**, Head of Federal Migration Services in St. Petersburg and Leningrad Region, on "**Latest changes in migration legislation and procedure for application of immigration rules in St. Petersburg and Leningrad region**". During the event, Elena Dunaeva provided the participants with first-hand information and clarified specific issues relating to the latest changes in migration legislation. **Dmitry Nikiforov**, Deputy Head of the Federal Migration Services in St. Petersburg and Leningrad Region, also presented the main changes with regards to employing foreign employees and students. The participants had an opportunity to ask questions regarding their own experience of working with the migration authorities.

The event was kindly hosted by the Consulate General of the Netherlands in St. Petersburg.

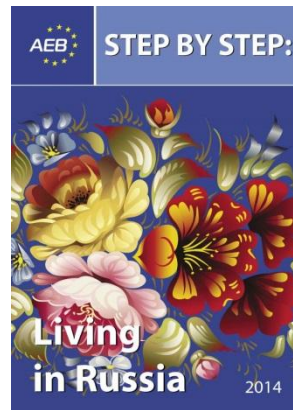


Audience at the briefing

Following publications were published in March 2014:



**THE AEB GUIDE
to HR Services in
Russia 2014**



**AEB STEP BY STEP:
Living in Russia 2014**

Please click the image to view the publication.

Upcoming Publications

Use the opportunity to advertise in the upcoming AEB Publications:

- **AEB Business Quarterly (Focus: Modernization & Innovation)**
- **How To Invest In Russia**
- **AEB Membership Directory**

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The AEB Welcomes New Members



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www.corphealth.ru

The AEB Welcomes New Members



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- VIP meeting rooms, Press Center

Crocus Expo IEC infrastructure allows holding projects of any scale and profile: industrial exhibitions and international salons. Every year the venue accommodates more than 300 events (exhibitions, trade fairs, conventions, conferences and symposiums, corporate parties and sporting events) and the number of visitors runs into millions.

www.crocus-expo.ru



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The AEB Welcomes New Members



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The firm advises and represents multinational corporations, small and medium-sized companies and private clients. Our experience and knowledge enables us to provide support to clients working both in France and internationally. We work in English, French, Russian and Italian.

We have experience in the areas of corporate governance, intellectual property, investment advisory, financial institutions, banking and project finance with specific sectorial expertise in natural resources, infrastructure, technology, media and telecommunications and real estate.

Our lawyers assist our clients in the creation, development and adjustment of complex corporate structures, in both domestic and international contexts, such as: corporate structures, company offices and branches or joint ventures. Our lawyers have developed significant experience in negotiating and drafting various types of international commercial contracts, including: sales and distribution contracts, franchise agreements, licensing and agency agreements.

<http://juvenal-arbitration.com/>



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The main services and product portfolio include:

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- Conference Services - by our Conference Butler® program as a unique service for event organizers and the banquet department of hotels. It comprises complete organizational and technical assistance of the event preparation. Practically, this means ensuring that the sound, lighting, multimedia equipment and high-speed internet access precisely meet the needs and requirements of a given conference, and this right from the first contact to the final assessment after the event's end.
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The AEB Welcomes New Members

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The concern is represented in Russia by the affiliate "Wincor Nixdorf" LLC which was established on October, 01, 2007 and became the successor of the representative office which acted on the territory of the Russian Federation since 2004.

Wincor Nixdorf in Russia is the member of Association of Russian Banks and the Union of German Economy in Russia.

www.wincor-nixdorf.com/ru



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