



Association  
of European  
Businesses

# The Association of European Businesses

Connective. Informative. Effective.

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## GENERAL INFORMATION

- **The Association of European Businesses (AEB) is the main representative body of foreign investors in the Russian Federation and EEU.**
- The AEB was **founded** in **1995** on the initiative of a number of European companies that operated in Russia, Ambassadors of EU member countries and the head of the European Commission's Representative Office in the Russian Federation.
- The AEB is an active community of more than **500 member companies** from the member states of the EU, the European Free Trade Association (EFTA) and other countries, which have business activities with and in the Russian Federation.
- The AEB is an advocate of its members' opinion, generated in over **65 industrial and cross-sectoral committees, subcommittees** and **working groups**.

**500+**

member  
companies

**200+**

events &  
committee  
meetings per year

**6500**

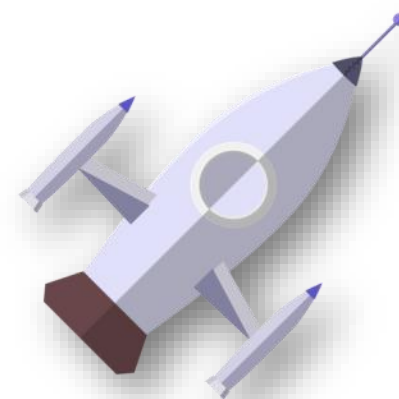
community  
participants

**26**

represented  
countries

## AEB MISSION

- Working to improve the business, investment and trade environment in Russia for AEB members through:
  - **networking activities;**
  - **information support;**
  - **quality lobbying.**
- Promoting **partnership** and **economic integration** between:
  - the Russian Federation;
  - the European Union;
  - the Eurasian Economic Union.



# AEB MEMBERS BENEFIT FROM

## 1. Committee membership

- First hand information and involvement within 65 industrial, cross-sectoral committees, subcommittees and working groups (including inter-committee communication and activities that help to share expertise in different economic spheres).



## 2. Lobbying power

- Cooperating with Russian, European and Eurasian authorities to solve business issues and effective interaction with lawmakers, participating in the AEB committees and working groups, including the AEB South regional and AEB North-Western regional committees.

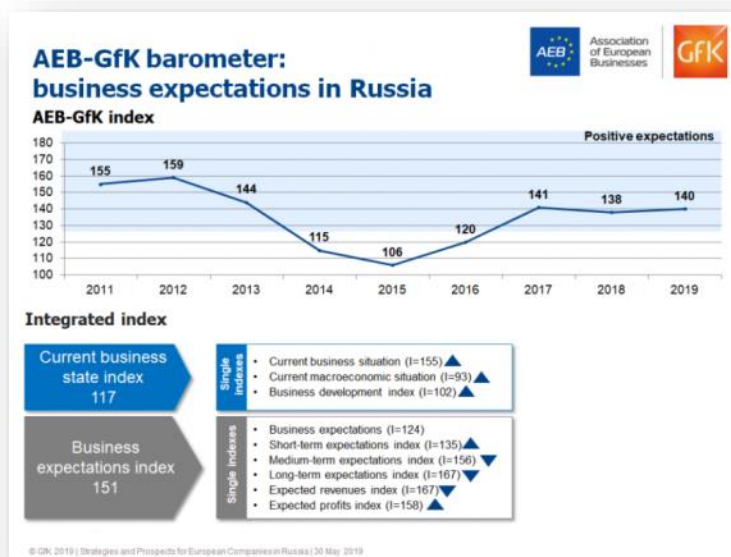
## 3. Access to business information through:

- Early warning system with regards to Russian, EU and EAEU legislation.
- Quarterly market updates on business/economic/legislative issues.
- Open meetings, political and economic briefings and conferences.

## 4. Participation in the Annual business survey

and access to its detailed results and analytical information.

The Survey is a highly valuable source of first-hand information that gives an overview of the attractiveness of the Russian investment climate and highlights the key challenges and strategies of European companies doing business in Russia.



## 5. Marketing opportunities:

- AEB newsletters (**AEB Weekly**) and the website: introducing new companies to the current members.
- Placing member companies' news on the AEB website and in the magazine AEB Business Quarterly.
- Sponsorship opportunities available at conferences, open meetings, receptions, etc.
- Increasing visibility and public awareness by sharing expert opinions in [AEB publications](#) and in the course of more than [200 AEB annual events and meetings](#).



## 6. Networking:

- Respectful social events, including EU embassies based Euroreceptions opened exclusively for top management of the member companies.
- Access to the AEB online membership directory with contact information on all the member companies.
- Business breakfasts for new members with AEB Board members and the AEB CEO.

## 7. More business supporting services:

**Health Insurance Programme (HIP)** designed and operated by Marsh insurance brokers is available exclusively for AEB members of any size – from 1 to any number of employees. The Programme provides multiple levels of clinics and services and other additional benefits.

The Programme has been put through a rigorous selection process to ensure the best price and services to help member companies choose from the best providers and options. It provides multiple levels of clinics and services and other additional benefits.



### Full range of services

**Outpatient  
treatment**

**Inpatient  
treatment**

**Dentistry**

**Home doctor  
visits**

**Ambulance**

**Additional  
benefits**

### Contacts:

**+7 (495) 660-24-35**

**[aeb@marsh.com](mailto:aeb@marsh.com)**



**One Window Procedure** for work visas and work permits AEB Members benefit from a quicker and easier way of applying for work visas and work permits for their foreign employees in Russia.

## **Contacts:**

**Anna Arsentyeva**

Visa and Work Permit Manager

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**Business Services Platform (BSP)** — a webpage where a potential client can request a quotation for different types of services (legal, consulting, auditing, etc.) from AEB member companies by filling in a short form.



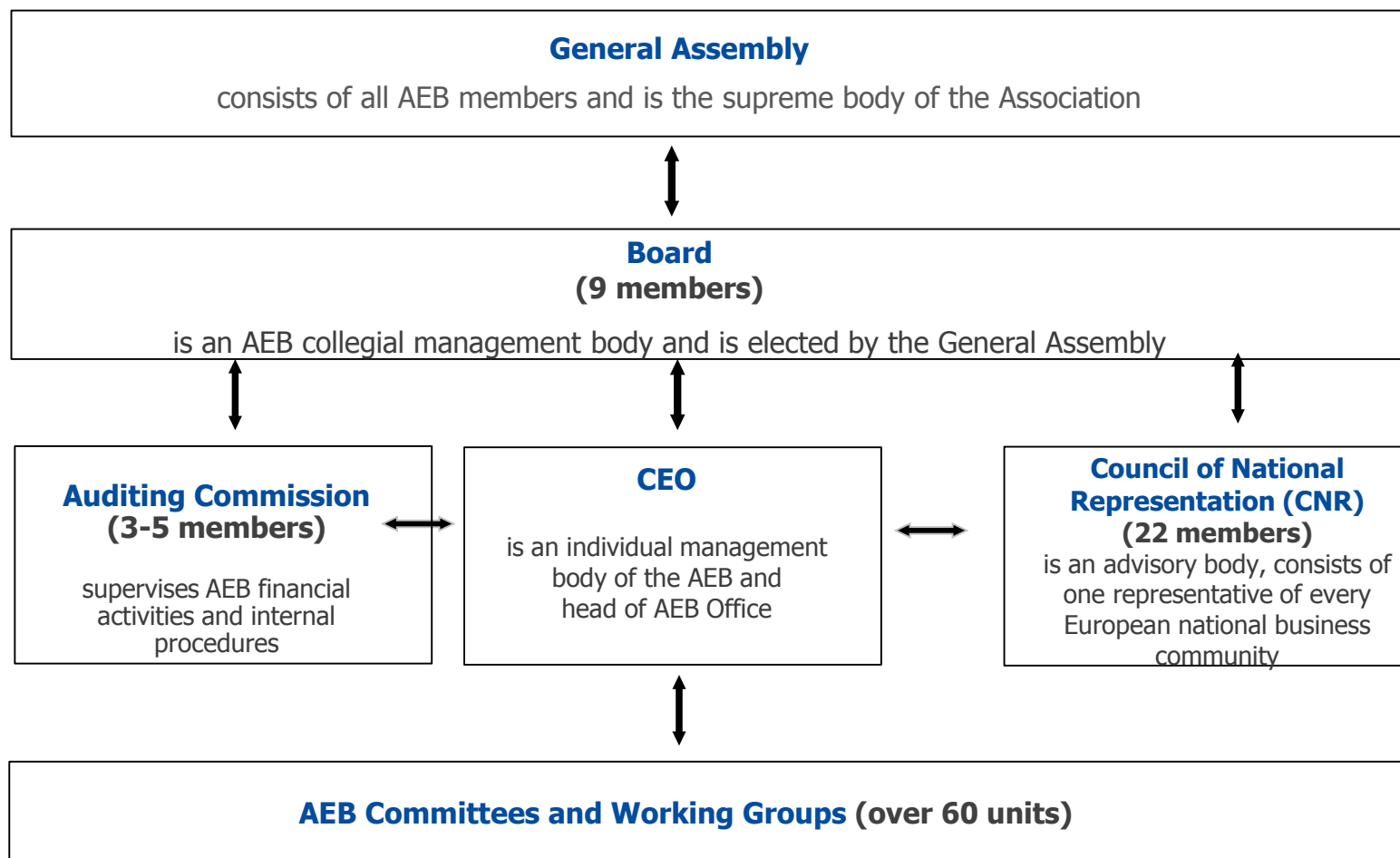
**AEB Loyalty Programme** — a unique opportunity for its members to benefit from the exclusive discounts on the products and services provided by other member companies.



**AEB Training courses** — offered by training and consulting member companies. Opportunity to participate in tenders to conduct corporate trainings. Open and corporate training programmes for employees (for additional fee).

# AEB STRUCTURE

The Structure of the Association is defined in **AEB Charter**.



# AEB ACTIVITIES

The AEB seeks to achieve its goals through different activities, including:



## REGULAR AEB EVENTS

Nº	Event	Month	Location
1	Annual Automobile Manufacturers Committee press conference	January	Moscow
2	TIAF Automechanika Forum	February	Kazan
3	AEB Annual Customs Conference	March	Moscow
4	Northern Dimension Forum	April	Saint Petersburg
5	AEB Annual General Meeting	April	Moscow, Saint Petersburg, Krasnodar
6	AEB Flagship Conference	May	Moscow
7	AEB Taxation Forum	June/December	Moscow
8	AEB Annual IPR Conference	June	Moscow
9	IMAF Automechanika Forum	August	Moscow
10	AEB Annual HR Conference	October	Moscow
11	AEB Annual Migration Conference	December	Moscow



## EVENTS REGULARLY SUPPORTED BY THE AEB

Nº	Event	Date	Location
1	The Russian Investment Forum	February	Sochi
2	Congress of Eurasian Waste Electrical Electronic Equipment Solutions	March	Moscow
3	St. Petersburg International Legal Forum SPBILF	April	St. Petersburg
4	Russian Health and Safety Week	April	Sochi
5	Compliance conference ICA	May	Moscow
6	St. Petersburg International Economic Forum SPIEF	June	St. Petersburg
7	Construction Equipment Forum	June	Moscow
8	Innoprom	July	Ekaterinburg
9	Comtrans Arena	September	Moscow
10	Open Innovations Skolkovo Forum	October	Moscow
11	Eastern Economic Forum	September	Vladivostok
12	Russian Energy Week	October	Moscow
13	Eurasian Economic Forum	October	Verona, Italy

# AEB COMMITTEES AND WORKING GROUPS ACTIVITIES

Issues and recommendations provided by over 40 industrial, cross-sectoral and regional committees, subcommittees and working groups are published annually in **Position Paper**.

## INDUSTRIAL COMMITTEES

- Agribusiness
- Airlines
- Automobile Manufacturers
- Automotive Components
- Banking
- Commercial Vehicles
- Construction Equipment
- Construction Industry & Building Material Suppliers
- Crop Protection
- Energy
- Food Processing
- Health & Pharmaceuticals
- Home Appliances Manufacturers
- Hotels and Tourism
- Insurance & Pensions
- IT & Telecom
- Machine Building & Engineering
- Retail Trade
- Seed

## REGIONAL COMMITTEES

- North-Western
- Southern



Click on the image to read

## CROSS-SECTORAL COMMITTEES

- Compliance & Ethics
- Customs & Transport
- Finance & Investments
- Human Resources
- Intellectual Property
- Legal
- Migration
- Product Conformity Assessment
- Public Relations & Communications
- Real Estate
- Safety, Health, Environment & Security
- Small & Medium-Sized Enterprises
- Taxation

## WORKING GROUPS

- Coatings Industry
- Non-food FMCG
- Tobacco Products
- Modernisation & Innovations
- Regulation of Chemical Products

# KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



**Sergey Lavrov**

Minister of Foreign Affairs



**Sergey Sobyenin**

Mayor of Moscow



**Elvira Nabiullina**

Governor of the Bank of  
Russia



# KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



**Denis Manturov**  
Minister of Industry  
and Trade



**Alexander Morozov**  
Deputy Minister



**Vasily Osmakov**  
Deputy Minister

# KEYNOTE SPEAKERS AT AEB EVENTS

## FEDERAL AUTHORITIES



**Maxim Oreshkin**  
Minister of Economic  
Development



**Savva Shipov**  
State Secretary —  
Deputy Minister



**Alexey Khersontsev**  
Deputy Minister

# KEYNOTE SPEAKERS AT AEB EVENTS

## FEDERAL AUTHORITIES



Association  
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**Igor Artemiev**

Head of the Federal  
Antimonopoly Service



**Maxim Protasov**

Head of the Roskachestvo

# KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



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**Daniil Egorov**

Deputy Head of the  
Federal Tax Service



**Vladimir Bulavin**

Head of the Federal Customs  
Service of the Russian  
Federation



**Alexey Overchuk**

Deputy Head of the  
Federal Tax Service

# KEYNOTE SPEAKERS AT AEB EVENTS

## REGIONAL AUTHORITIES



**Alexander Uss**

Governor of  
the Krasnoyarsk  
Region



**Vasily Golubev**

Governor of the Rostov  
Region



**Andrey Nikitin**

Governor of the Novgorod  
Region

# KEYNOTE SPEAKERS AT AEB EVENTS EURASIAN COMMISSION



**Timur Zhaksylykov**

Minister of Economy & Financial  
Policy,  
Eurasian Economic Commission



**Tatyana Valovaya**

Minister on the Main Areas  
of Integration and  
Macroeconomics, Eurasian  
Economic Commission



**Mukay Kadyrkulov**

Member of the Board — Minister  
of the Eurasian Economic  
Commission

# KEYNOTE SPEAKERS AT AEB EVENTS ANALYSTS



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**Natalia Orlova**

Chief Economist, Alfa Bank



**Sergey Dubinin**

Member of the Supervisory  
Board, VTB



**Evgeny Nadorshin**

Chief Economist, PF Capital



# KEYNOTE SPEAKERS AT AEB EVENTS

## ANALYSTS



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**Alexey Arbatov**

Full member of the Russian Academy of Sciences,  
Head, Center for International Security at the Institute of World Economy and International Relations (IMEMO)



**Fyodor Lukyanov**

Editor-in-Chief, "Russia in Global Affairs", Chairman of the Presidium of the Council on Foreign and Defence Policy

# KEYNOTE SPEAKERS AT AEB EVENTS

## RUSSIAN STATE/BUSINESS REPRESENTATIVES



**Oleg Belozerov**  
General Director, RZD



**Alexey Mordashov**  
Chairman of the Board,  
Severstal



**Kirill Kaem**  
Vice-President,  
Skolkovo Foundation

# KEYNOTE SPEAKERS AT AEB EVENTS

## RUSSIAN STATE/ BUSINESS REPRESENTATIVES



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**Alexander Shokhin**

President of the Russian  
Union of Industrialists and  
Entrepreneurs (RSPP)



**Boris Titov**

Presidential Commissioner for  
Entrepreneurs' Rights Protection



**Igor Yurgens**

President of the All-Russian  
Insurance Association and Russian  
Association of Motor Insurers

# KEYNOTE SPEAKERS AT AEB EVENTS

## INTERNATIONAL INSTITUTIONS

## REPRESENTATIVES



Association  
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**Annette Kyobe,**  
Resident Representative of  
the IMF in Russia



**Apurva Sanghi,**  
Lead Economist for the Russian  
Federation,  
World Bank

# HOW TO BECOME AN AEB MEMBER



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Admittance of new members is based on a written application and settled by the AEB Board. The membership fee is determined by the worldwide annual turnover of the company (in Euros).

Category	Worldwide turnover (mIn EUR)	Annual membership fee (EUR)	Benefits
<b>SPONSOR</b>	n/a	<b>12.000</b>	<b>12</b> assigned / <b>2</b> representatives free access to paid events & top events; free access to all open events & respective committee meetings, etc.
<b>CATEGORY A</b>	>500	<b>6.500</b>	<b>8</b> assigned / <b>1</b> representative to the top events; free access to all open events & respective committee meetings, etc.
<b>CATEGORY B</b>	100–499	<b>4.000</b>	<b>5</b> assigned / <b>1</b> representative to the top events; free access to all open events & respective committee meetings, etc.
<b>CATEGORY C</b>	1–99	<b>2.500</b>	<b>3</b> assigned / <b>1</b> representative to the top events; free access to all open events & respective committee meetings
<b>CATEGORY D</b>	<1	<b>800</b>	<b>2</b> assigned / <b>1</b> representative to top events; free access to all open events & respective committee meetings
<b>CATEGORY I (EU/EFTA citizens only)</b>	n/a	<b>1.000</b>	free access to all open events & respective committee meetings
<b>CATEGORY R (rep. offices)</b>	n/a	<b>3.000</b>	Company represented in Russia by a rep office only may join in category <b>R</b> for the <u>first 2 years</u> ; then in category <b>B</b> for the <u>3rd year</u> ; upgrade to category <b>A</b> for the <u>4th year</u> if applicable. <b>3</b> assigned / <b>1</b> representative to top events, free access to all open events & respective committee meetings

# AEB REGIONAL BRANCHES

Currently, the AEB has two regional branches: in Krasnodar and Saint Petersburg.

## KRASNODAR

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350000 Krasnodar

Russian Federation

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**Fax:** +7 (495) 234 28 07

**E-mail:** [info@aebrus.ru](mailto:info@aebrus.ru)

## ST. PETERSBURG

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191025 St. Petersburg

Russian Federation

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**Fax:** +7 (495) 234 28 07

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