



Association
of European
Businesses



2023

STRONGER TOGETHER!

NAVIGATING
A CHALLENGING ENVIRONMENT

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2023



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WHO WE ARE





Tadzio Shilling
CEO

Dear colleagues,

Over the past 28 years the Association of European Businesses has worked its way up from a small business club in the mid-1990s to a major representative of international investors in Russia. Today we proudly unite over 500 large, midsize, and small companies from across 35 countries and all sectors of the economy.

Over the years the AEB has stood side-by-side with its members through all the crises European companies faced. We continue to relentlessly focus on helping foreign investors navigate the often-challenging environment and on addressing the issues raised by our members, both to the relevant European Union authorities and to Russia's business and political leaders. The shared efforts of our 80+ committees and working groups enable our impressive lobbying power on a wide range of issues in various business areas.

We are stronger together and in unity this tremendous international business community resolves important legislative issues, achieves significant improvements, and perseveres through turbulences and challenges.

We are pleased to invite you to get acquainted with our primary milestones and are always open to discuss in more details how we can be of help to your company.

28 years
of work

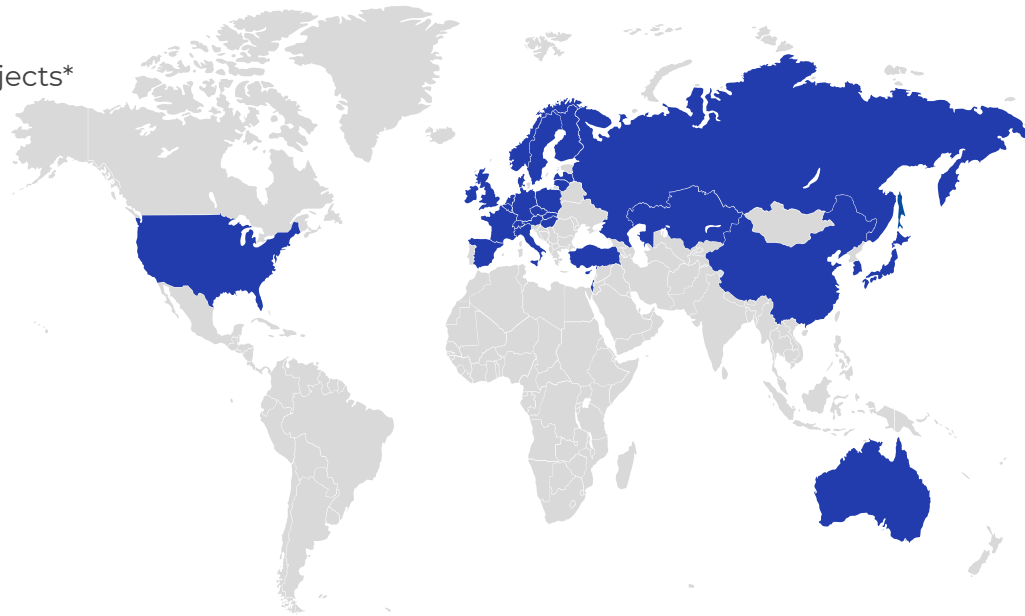
2 000+ completed
investment projects*

\$300_{BN} of investment*

35 represented
countries

500+ member
companies

6 500 community
participants



**AEB – THE MAIN REPRESENTATIVE BODY
OF FOREIGN INVESTORS IN RUSSIA**

100+ regular events
per year

100+ committee meetings
per year

92% of members satisfied
with AEB performance

20 000+ mentions
in media

80+ committees
and working groups

10+ periodic
publications



1995

The European Business Club is **founded** 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

2000

We have significantly **increased our role** in the development of European businesses in Russia

2003

We opened the **first regional office** in Krasnodar and established the South Regional Committee

2004

The European Business Club **evolved** into the Association of European Businesses (AEB)

2010

We opened the **regional office in Saint Petersburg** and established the North-West Regional Committee

2020

Pandemic support – AEB secures **over 2,000 re-entry rights** for HQs and their family members as well as **abolishment of 14-day quarantine**

2021

AEB celebrated its **25+ anniversary** in Moscow, St.Petersburg and Krasnodar

2022

AEB becomes the **leading business association** representing foreign investors in Russia

Continuously supporting members with **high-speed crisis response** and regular **Ministerial meetings** & dialogue



500+
members strong

80+
Committees and
Working Groups



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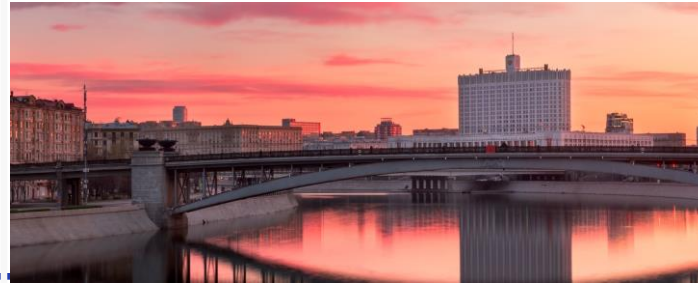
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OUR VALUE PROPOSITION

NAVIGATING A CHALLENGING ENVIRONMENT



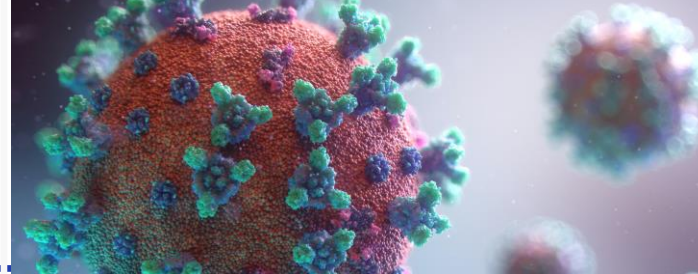
Geopolitics & Sanctions



Domestic Policies



Crisis Support



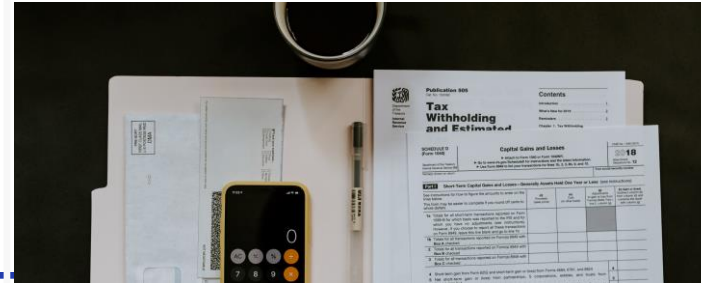
Pandemic & Economy



Migration



Localization



Tax & Customs



Sectoral Issues & TR

High level events and key conferences

LEADING DIALOGUE AT THE HIGHEST LEVELS



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Key forums



Meetings with Russian stakeholders



Meetings with EU stakeholders



Meetings with Eurasian stakeholders





Regular Committee meetings



Open experts' discussion



High-level experts' council



Identifying market sentiments



Legal & info alerts



Daily and Weekly newsletters



White papers and press releases



Regular publications



» Sponsorship opportunities



» Loyalty program



» One-window visa support system



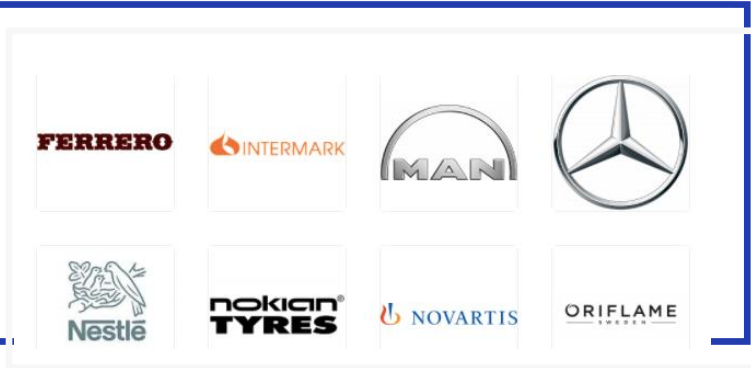
» Advertising opportunities

Community

Members news

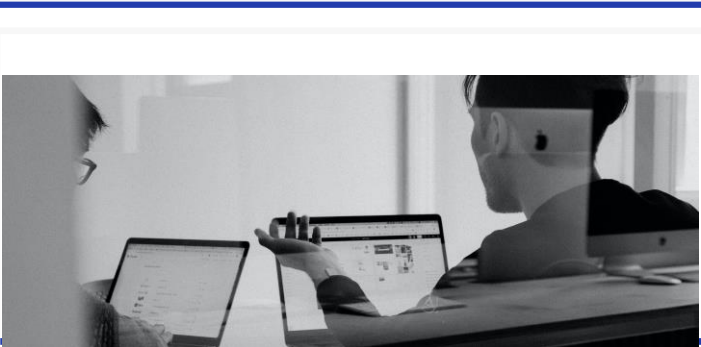


Community news



Membership directory

Networking events



B2B meetings

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OUR SUCCESS STORIES



Our success stories

HIGH-SPEED CRISIS RESPONSE



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COVID-19 Task Force to ensure smooth operation



Constant direct communications
with the state authorities on members needs



Daily Crisis Updates



Covid-19 and sanctions webpages on the website



Timely legal alerts re: new sanctions and measures



Crisis Telegram Channel



Regular webinars on logistics issues



Regular webinars on sanctions updates



Networking events on most burning issues



Our success stories

HQS SUPPORT



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SS HQS can receive full AEB support (additional clarifications, updates etc)

SS More than 2000 re-entry rights for HQS & their family members during the pandemic

SS Daily communication with the migration authorities

SS Our achievements:

SS Beginning on 2021 – **multiple entry permission** for HQS and family members

SS 14 days **quarantine abolishment** for HQS

SS **Daily support** on numerous migration issues: entry permission, QR codes for foreigners etc

SS End of 2021 – foreign employees **medical testing procedure easing**

SS 2022 – maintaining HQS legal status





Meetings with the Russian executive authorities (MinEc, MinFin, MinInd, MinAgri etc)

Dialogue with Russian legislative authorities (State Duma, Council of Federation)

Close contacts with the regional authorities
(Governors, Regional Development Agencies)

Regular catch-ups with the supervisory authorities
(FAS, FTS, FCS etc)

Meetings with the EU authorities

Dialogue with the EU member states
representatives

Close contacts with the EAEU authorities (EEC)

Communication with the EAEU member state
representatives (business associations and
development agencies)



Founded in 2018 under the initiative of the Federal Tax Service and the major business associations

Real working tool for international taxpayers

AEB takes part in each Council's meeting bringing international investors' most burning issues for discussion with the regulator

Current topics that are on the agenda of the Council are as follows:

VAT on electronic services

Taxation of services provided within international holdings

Application of the beneficial owner concept

Checks by Tax Inspectorates



Annual meetings **since 2013**
between the AEB and the Head of FAS



Code of Conduct in the automotive industry in 2013



Code of Conduct for the pharmaceutical industry in 2016



Recommendations on advertising of over-the-counter medicines



Elimination of excessive checks in the given economic situation



EDL pricing regulation



Parallel imports discussion



Rules for high-tech equipment state procurement

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MEMBERSHIP INFORMATION



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AEB MEMBERSHIP INFORMATION



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	SPONSOR 1	CATEGORY A	CATEGORY B	CATEGORY C	CATEGORY D	CATEGORY I (EU/EFTA citizens)	CATEGORY R*
turnover mIn EUR	n/a	>500	100-499	1-99	<1	n/a	n/a
fee EUR	12 000	6 500	4 000	2 500	800	1 000	3 000
assigned members	12	8	5	3	2	-	3
paid events reps	2	1	1	1	1	-	1
free events access	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited

*Company represented in Russia by a rep office only may join in category R for the first 2 years then in category B for the 3rd year; upgrade to category A for the 4th year if applicable

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APPENDIX



Governing Bodies

 General Assembly

 Auditing Commission


 Board

 CNR
(Council of National Representation)

Operational Units


 Committees and
WGs Chairs

 CEO

 Green Initiative Steering
Committee

 Events

 GR & External relations

 Marketing, PR & Analytics

 HR &
Administrative

 Membership &
Sales

 Finance &
Controlling

 Legal



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