



Association
of European
Businesses

The Association of European Businesses

Connective. Informative. Effective.

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CONTENTS

GENERAL INFORMATION	<u>3</u>
AEB MISSION	<u>4</u>
AEB MEMBERS BENEFITS	<u>5</u>
AEB STRUCTURE	<u>10</u>
AEB ACTIVITIES	<u>11</u>
AEB COMMITTEES WORK	<u>14</u>
KEYNOTE SPEAKERS AT AEB EVENTS	<u>15</u>
HOW TO BECOME AN AEB MEMBER	<u>27</u>
AEB REGIONAL BRANCHES	<u>28</u>



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 **60 industrial and cross-sectoral committees, subcommittees** and **working groups**.

500+

—
member
companies

200+

—
events &
committee
meetings per year

6500

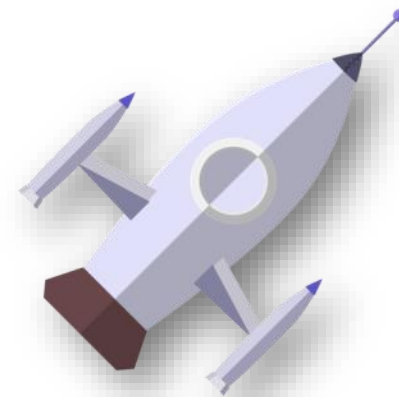
—
community
participants

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



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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.

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.

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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.*

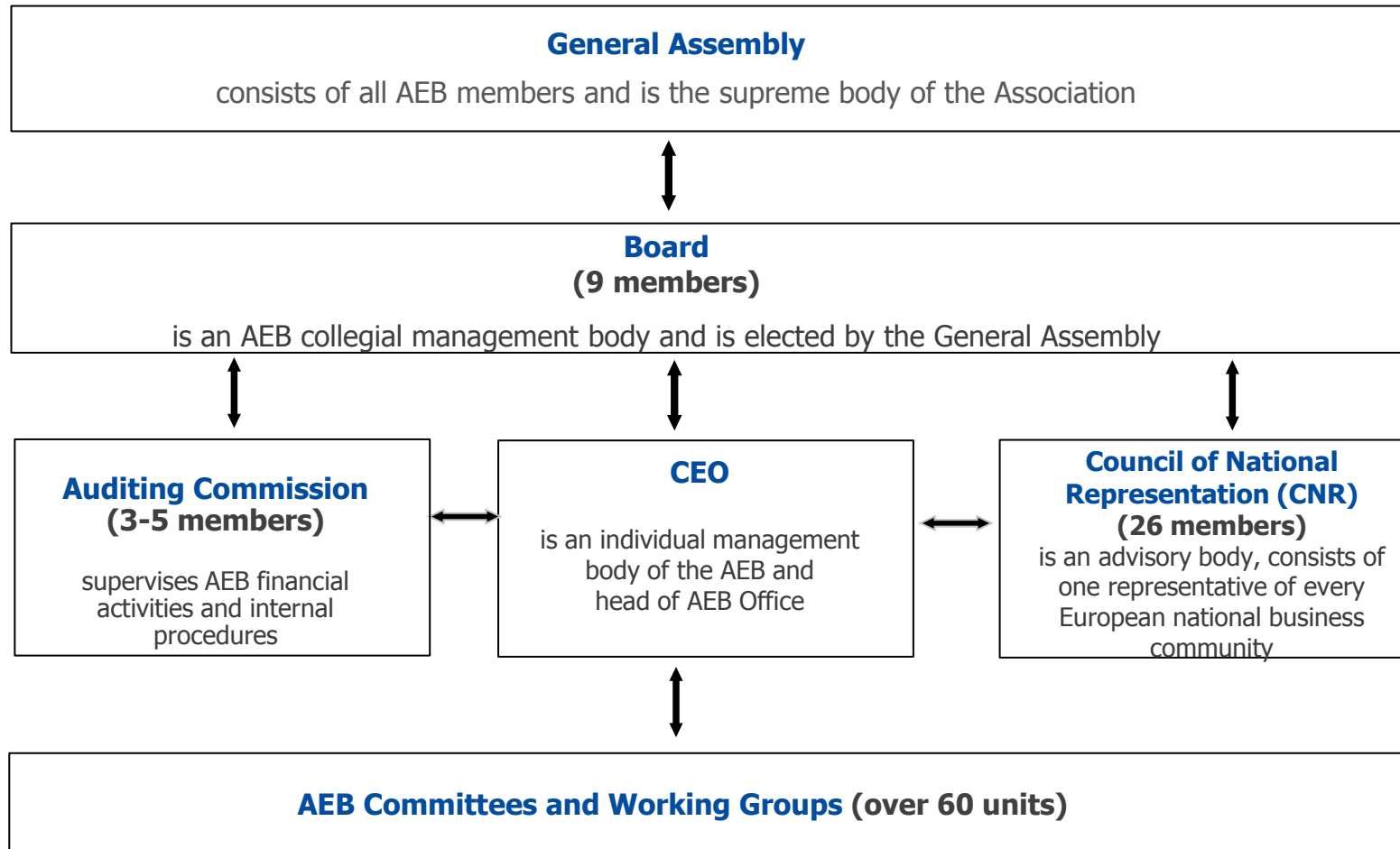
*in the process of relaunch



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 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

№	Event	Month	Location
1	Annual Automobile Manufacturers Committee press conference	January	Moscow
2	AEB Annual Customs Conference	March	Moscow
3	TIAF Automechanika Forum	April	Kazan
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 Annual HR Conference	May	Moscow
8	AEB Taxation Forum	June/December	Moscow
9	AEB Annual IPR Conference	June	Moscow
10	IMAF Automechanika Forum	August	Moscow
11	AEB Annual Migration Conference	December	Moscow

EVENTS REGULARLY SUPPORTED BY THE AEB



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No	Event	Date	Location
1	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

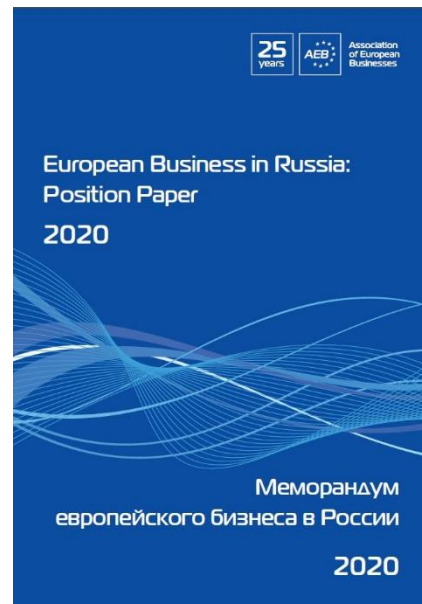
Issues and recommendations provided by over 40 industrial, cross-sectoral and regional committees, subcommittees and working groups are published annually in **Position Paper**.

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



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Sergey Lavrov
Minister of Foreign Affairs



Sergey Sobyanin
Mayor of Moscow



Elvira Nabiullina
Governor of the Bank of
Russia

KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



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Denis Manturov
Minister of Industry
and Trade



Alexander Morozov
Deputy Minister



Vasily Osmakov
Deputy Minister

KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



Association
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Alexey Khersontsev
Deputy Minister of
Economic Development



Vyacheslav Burmistrov
Head of the Department of state
policy in the field of technical
regulation, standardisation and
ensuring the unity of measurements,
Ministry of Industry and Trade

KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



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Pavel Zavalny

Chairman of the State
Duma Energy Committee



Yuri Kontemirov

Head of the Directorate for the
protection of rights of personal
data subjects, Roskomnadzor

KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



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Igor Artemiev

Head of the Federal
Antimonopoly Service



Vladimir Bulavin

Head of the Federal Customs
Service of the Russian
Federation



Maxim Protasov

Head of the Roskachestvo

KEYNOTE SPEAKERS AT AEB EVENTS REGIONAL AUTHORITIES



Association
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Vladimir Semashko

Ambassador Extraordinary
and Plenipotentiary of the
Republic of Belarus to Russia



Igor Artamonov

Governor of the Lipetsk
Region



Yerlan Khairov

Ambassador at large of the
Ministry of Foreign Affairs of
the Republic of Kazakhstan

KEYNOTE SPEAKERS AT AEB EVENTS EURASIAN ECONOMIC COMMISSION



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Timur Zhaksylykov

Minister of Economy and Financial Policy,
Eurasian Economic Commission



Nurlan Akmatov

Minister of Customs Cooperation,
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



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Oleg Belozеров
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



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



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Annette Kyobe

Resident Representative of
the IMF in Russia



Bruno Balvanera

Managing Director of Central Asia,
European Bank for Reconstruction
and Development



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