



Association  
of European  
Businesses

# STRONGER TOGETHER!

NAVIGATING A CHALLENGING  
ENVIRONMENT



**2024**



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## DEAR COLLEAGUES,

Over the past 29 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.

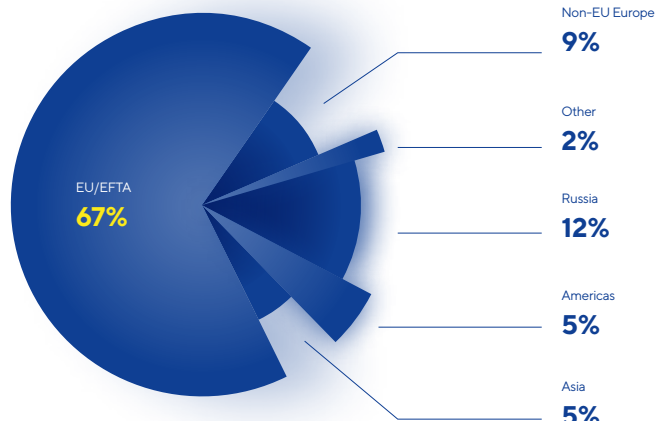
We are pleased to invite you to get acquainted with our primary milestones and are always open to discuss in more details how we can be of help to your company.

**Tadzio Schilling**



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.

# STRENGTH IN NUMBERS



AEB – THE MAIN REPRESENTATIVE BODY  
OF FOREIGN INVESTORS IN RUSSIA

29 years of work	2 000+ completed investment projects*	\$300 of investment*
350+ committee meetings per year	100+ regular events per year	380+ member companies
35 represented countries	6 500+ community members	15 000+ mentions in media
80+ committees and working groups	200+ meetings with RU, EAEU, and Central Asia countries decisionmakers	10+ periodic publications

\* projects and investments by the AEB members since 1995, based on the information by the Ministry of Economic Development

# LOOKING BACK TO MOVE AHEAD!

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

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

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

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

1995

2000

2003

2004

2010

2020

2021

2024

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

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

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

**Launch of GR Academy.** Continuously supporting members with **high-speed crisis** response and regular **Ministerial** meetings & dialogue



# UNITING MARKET LEADERS

380+

member companies

80+

Committees and Working Groups

COMPLIANCE | ETHICS | CUSTOMS | TRANSPORT

FINANCE | INVESTMENTS | GREEN INITIATIVE | HR

INTELLECTUAL PROPERTY | LEGAL | MIGRATION | PR | AFTERSALES

COMMUNICATIONS | REAL ESTATE | SAFETY | HEALTH | LEASING

ENVIRONMENT | SECURITY

AGRIBUSINESS | AIRLINE

AUTOMOTIVE SUPPLIER

VEHICLES | ENERGY

EQUIPMENT | CROP PROTECTION | FOOD | PHARMACEUTICALS

HOTELS | TOURISM | INSURANCE | PENSIONS | TELECOM | RETAIL

SEED | LABELLING | TRACK | TRACE SYSTEM | MODERNIZATION

INNOVATION | PARALLEL IMPORTS | MARKETING | INFORMATION

COMPLIANCE | CATEGORIZATION



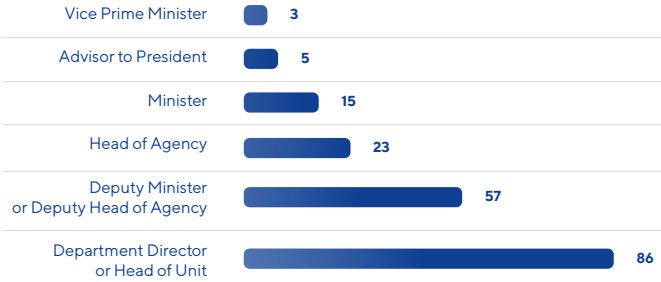
SME | TAXATION

AUTOMOBILE | IT

BANKING | COMMERCIAL

CONSTRUCTION

# MAKING YOUR NEEDS BE HEARD AT THE HIGHEST LEVEL



## HIGHLIGHTS

(selected examples of AEB meetings with key stakeholders, 2023 YTD)

**Victoria Abramchenko,**  
Deputy Prime Minister of the Russian Federation

**Alexey Overchuk,**  
Deputy Prime Minister of the Russian Federation

**Maxim Oreshkin,**  
Adviser to the President of the Russian Federation

**Denis Manturov,**  
Deputy Prime Minister and Minister of Industry and Trade



**Sergey Lavrov,**  
Minister of Foreign Affairs of the Russian Federation

**Anton Siluanov,**  
Minister of Finance of the Russian Federation

**Maxim Reshetnikov,**  
Minister of Economic Development of the Russian Federation

**Elvira Nabiullina,**  
Governor of the Central Bank of the Russian Federation

**Alexander Shokhin,**  
President of RSPP

**Daniil Egorov,**  
Head of the Federal Tax Service

**Maxim Shaskolskiy,**  
Head of Federal Antimonopoly Service

**Sergey Dankvert,**  
Head of Rosselkhoznadzor

**Ruslan Davydov,**  
Acting Head of the Federal Customs Service

**Yuriy Zubov,**  
Head of Rospatent

**Alla Samoylova,**  
Head of Roszdravnadzor

**Anton Kobayakov,**  
Adviser to the President of the Russian Federation



# MAKING YOUR NEEDS BE HEARD AT THE HIGHEST LEVEL

Participation in **key business forums in Russia, EAEU and Central Asia**

**2** business missions (to Almaty and Astana)

Regular meetings with Heads of Economic section of **EU Member States and EBO**



## HIGHLIGHTS

(selected examples of AEB participation in key business forums and business missions, 2023 YTD)

### Saint Petersburg International Economic Forum 2023:

>17,000 participants; 130 countries and territories; AEB CEO spoke in 8 sessions and had over 100 GR touchpoints in 3 days.

### Eastern Economic Forum 2023:

>7,000 participants and media representatives from 68 countries and territories, including about 1,700 business representatives from 700 companies; over 100 events were attended by over 750 speakers and moderators. AEB CEO spoke in 1 session and had over 50 GR touchpoints in 2 days.

### Eurasian Economic Forum 2023:

>2,700 participants and media representatives from Russia and 59 countries and territories. AEB CEO spoke in 1 session and had over 20 GR touchpoints in 1 day.

### Tashkent International Investment Forum:

>2,500 participants from the Turkey, China, Southeast Asia, India, Egypt, USA, EU, UK, CIS, Middle East countries, over 30 discussion meetings; AEB CEO moderated 1 session and had over 20 GR touchpoints in 1 day.

### Astana International Forum:

>5,000 delegates from over 40 countries; over 40 panel sessions, one-on-one discussions, and other side events. AEB had over 30 GR touchpoints in 3 days.

Regular contacts with over **50 European Business Organizations network** members



# CONVERTING EXPERTISE AND ACCESS INTO TANGIBLE GR RESULTS



## HIGHLIGHTS

(selected examples of AEB advocacy tangible results, 2023 YTD)

Positive decisions re authorization of **transactions and dividend payments via Government sub-commission**

Fast exclusion (inclusion) of brands from (in) the **Parallel Import list via Ministry of Industry and Trade**

Joint work with RSPF and inclusion of proposals re **decriminalization of custom offences** in the report to the President on the eve of SPIEF

Advocating **DTA suspension** negative impact mitigation

Advocating balanced approach to **seeds and pesticides quota**

**Ease of migration requirements:** (i) medical examinations for HQS family members once per 3 years; (ii) 30 days for submission of medical document

**Timely suspension of initiative to increase tariffs** on imported cosmetics and household chemicals (up to 35%) and on dietary supplements (up to 210%)

Elimination of restrictions on **export of medical products, spare parts and components**

<b>80+</b> Committees and Working Group	<b>350+</b> Committee Meetings	<b>200+</b> Lobbying Letters	Position Paper on <b>15</b> Key Issues
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# PROVIDING REAL-TIME RELIABLE INFORMATION IN A FAST-CHANGING WORLD

## AEB COMMUNICATIONS –



Platform for obtaining information

Information support 24/7/365

Knowledge and data base

Press conferences



> 15,000

daily readers of our newsletters

14,000

media quotes

> 5,000

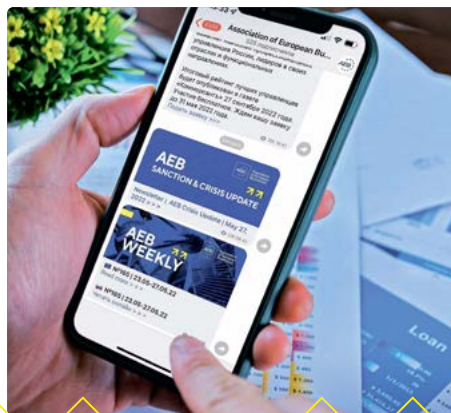
mailings per year

> 900

subscribers to AEB  
TG channel

> 12

flagship publications



# FORGING CONNECTIONS, UNITING MARKET LEADERS



23

open experts' discussions and webinars on key topics

16

networking events and B2B meetings

13

Crisis Update support webinars

9

Annual conferences

2

Business mission to Kazakhstan



# WHY JOIN THE AEB IN 2024?



## YOUR MEMBERSHIP BENEFITS:

- Access to key decision makers** in Russia, the EU, and the greater Eurasian region via AEB GR meetings and high-level events
- Shape industry agenda** by leveraging proven AEB lobbying power
- Protect your interests** through dialogue with key stakeholders in Russia, EU, and Eurasia
- Explore prospect markets** by joining business missions (Central Asia, South Caucasus)
- Showcase your expertise** (speaking at events, submitting articles for publications)
- Benefit from the wealth of knowledge** of 80+ committees and working groups
- Stay on top of the business agenda** with timely and relevant information (AEB Daily Update, AEB Weekly, publications, various analytics)
- Gain visibility** for company's key experts (Committee Chairs, Board, etc.)
- Promote your company**, goods/services (Sponsorship & Advertising, AEB Loyalty program)
- Leverage the networking platform** to connect with market players & potential partners

## COST OF AEB MEMBERSHIP

	SPONSOR 1	CATEGORY A	CATEGORY B	CATEGORY C	CATEGORY D	CATEGORY I (EU/EFTA citizens)	CATEGORY R*
<b>Turnover mln EUR</b>	n/a	>500	100-499	1-99	<1	n/a	n/a
<b>Fee EUR</b>	12 000	6 500	4 000	2 500	800	1 000	3 000

\* 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



# CONTACT INFORMATION



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