



## ООО АЕВ BUSINESS

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## **AEB Annual Pension Conference**

### **Recent Trends and the Future of the Pensions System in Russia**

Wednesday, November 2, 2011  
09:30 - 13:00 (registration starts at 9:00)  
Moscow, Ararat Park Hyatt, hall Sargsyan

Conference

Silver Sponsors



**Moderator: Alexander Lorenz, Chairman of the AEB Insurance and Pensions Committee, Chairman of the Council, NPF Raiffeisen**

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|---------------|---|
| 9:00 – 9:30   | Registration and coffee   |
| 9:30 – 9:40   | <b>Welcome word</b><br>Frank Schauff, AEB Chief Executive Officer   |
| 9:40 – 11:20  | <b>Plenary session. General overview and outlook of the pension market</b>  |
| 9:40 – 9:55   | <b>Recent trends in the Russian pension market</b><br>Vladimir Potapov, CFA, Head of Portfolio Management Business, VTB Capital Investment Management |
| 9:55 – 10:10  | <b>The role of pension money in the capital markets in Russia</b><br>Sergey Sinkevich, Vice-President, MICEX  |
| 10:10 – 10:25 | <b>Development of pension market in Russia - EBRD's perspective</b><br>Lyuba Tarnopolsky, Principal Banker, EBRD, Financial Institutions              |
| 10:25 – 10:40 | <b>Topic to be specified</b><br>Dmitry Konshin, Vice-president, NPF Gazfond   |
| 10:40 – 10:50 | <b>Private pension funds as a resource of developing of financial sector in Russia</b><br>Andrey Nikitchenko, President of NPF Stalfond               |

- 10:50 – 11:05           **Pension Strategies of the Russians**  
Julia Shmelkova, Head of GfK Rus Durables, Services and Business Research Department
- 11:05 – 11:20           **Corporate pension programme roll-out: a balanced approach**  
Ivan Sokolov, Head of Corporate Sales, NPF Raiffeisen
- 11:20 – 11:45**           Coffee break
- 11:45 – 13:00**           **Panel discussion. Corporate pension programs: where to go**  
*Moderator: Alexander Lorenz, Chairman of the AEB Insurance and Pensions Committee, Chairman of the Council, NPF "Raiffeisen"*
- Panelists:*  
Andrey Kulapov, Head of Pension Project, ZAO Insurance Company Aviva, NPF Aviva Pensions  
Julia Lyakhovskaya, Head of Business Development, ZAO Insurance Company Aviva, NPF Aviva Pensions  
Timur Gilyazov, Director, Partners and Multinational Accounts Corporate Solutions, ZAO ALICO Insurance Company  
Leonid Zubarev, Partner, CMS, Russia  
Mikhail Kuprin, ZAO ALICO Insurance Company  
Elena Gorshkova, Executive Director, NPF Raiffeisen
- 13:00 – 14:00**           **Networking lunch**

The working languages are **English and Russian**. Translation **will be** provided.

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