



Association  
of European  
Businesses

**AEB Business Dating Event**  
**15 March 2016, 09:00-12:00, AEB Conference Center**  
**(ul. Krasnoproletarskaya 16, bld 3, entr.8, 4<sup>th</sup> floor)**

**List of international big/medium-sized companies' representatives  
to meet with the SMEs**

- **Alitalia**

**Company profile:** Alitalia is a completely private airline from 2009 and it's Italy's leading airline operating more than 5,500 weekly flights in the Summer season 2012, across a network of 95 destinations in the world, with 25 million passengers served in 2011 and a fleet of 152 aircraft (as on 31 December 2011). The Alitalia network is based at 7 airports: Rome, Milan Linate, Milan Malpensa, Turin, Venice, Naples and Catania. Alitalia operates direct flights to Rome, Milan and Turin from Moscow and Saint-Petersburg. Alitalia is a member of the SkyTeam alliance and in 2010 joined the airline industry's leading trans-Atlantic Joint Venture with Air France-KLM Group and Delta Air Lines.

**Company representative: (TBC) L.Carla Catuogno**, Alitalia Societa' Aerea Italiana, Country Manager Russia and Bielorrussia

- **Allianz**

**Company profile:** OJSC IC Allianz is a universal insurance company with Russia-wide agency network. The shareholder is Allianz New Europe Holding GMBH, a division of the leading international insurer Allianz SE, comprising companies in Central and Eastern Europe. Allianz Group entered the Russian market in 1990 by founding Ost-West Allianz (which later became CJSC IC Allianz). In 2001 Allianz acquired 45.47 % of ROSNO shares and 100% equity capital of the Progress-Garant insurance company which significantly extended Allianz presence on the Russian market.

**Company representatives: Vladimir Cherkasov**, Head of Business Development, **Alexander Voronin**, Head of Purchasing

- **Capital Legal Services**

**Company profile:** Capital Legal Services is a leading Russian full-service law firm supporting a wide range of major international and Russian companies. The firm was founded in 1999 and has offices in Moscow, St. Petersburg and Helsinki. Capital Legal Services received high appraisal from Chambers & Partners and Legal 500 for such areas as Corporate Law / Mergers and Acquisitions and Public-Private Partnership and was recommended for projects in real estate and construction, dispute resolution, antitrust legislation, labor law and intellectual property.

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**Company representatives: Elena Stepanova, Partner, Irina Akimova, Of Counsel and Head of Antitrust Practice**

- **Construction Holding KMT-LLC**

**Company profile:** The 'Construction Holding – KMT' LLC was established in 1990, now KMT is one of the important general contractors and general designers providing a broad range of services of design and construction of commercial properties of any complexity level. More than 350 projects have been successfully realized for both Russian and International companies in Moscow, Saint-Petersburg, Krasnodar, Sochi, Rostov-on-Don, Chelyabinsk, Volgograd, Tolyatti, Syktyvkar, Nizhny Novgorod, Samara, Taganrog, Voronezh, Tula, Penza, Yaroslavl and in other cities.

**Company representative: Eray Gonen, CEO, Construction Holding –KMT LLC**

- **DoubleTree by Hilton Moscow – Marina Hotel**

**Company profile:** DoubleTree by Hilton Moscow – Marina Hotel is a new contemporary upscale hotel, located in Moscow's business district on Leningradskoe shosse – leading from Sheremetyevo Airport to the Red Square & Kremlin. The Hotel welcomes guests with 270 contemporary rooms of various types. The hotel features 10 versatile conference spaces, open-air terrace Piazza, Executive Lounge, Lobby Bar & Lounge with open fireplace, elegant restaurant ART & LA VERANDA with signature steak menu, world famous Chavana Spa, fitness center and beauty salon.

**Company representatives: Natalia Gorguraki, Director of Sales & Marketing, Ksenia Tarasova, Senior Sales Manager**

- **ING Commercial Banking**

**Company profile:** ING Commercial Banking is one of the leading foreign financial institutions in Russia, providing services to nearly 1000 foreign and local corporate clients. ING Commercial Banking has been operating in Russia since 1993 (legal name - "ING BANK (EURASIA) JSC"). Our strategy in Russia includes a full range of banking products and services, including general lending and structured finance, cash management, FX and money markets operations, hedging instruments and investment banking services.

**Company representative: Julia Livkova, Relationship Manager**

- **Lufthansa Group**

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**Company profile:** Lufthansa Group – the leading group of European quality carriers, which carry more than 100 million passengers a year. Lufthansa Group offers ideal connections around the world and the best possible combination of all travel options. By harmonising schedules and having joint airport facilities Lufthansa Group creates a seamless travel experience for the customers. With over 600 aircraft group carriers maintain one of the world’s largest and most modern group fleets.

**Company representative:** Rita Wischnewskaia, Key Account Manager

- **Mazars**

**Company profile:** Mazars is an international, integrated and independent organization, specialized in audit, accounting, tax and advisory services. Mazars can rely on the skill of 17 000 professionals in 77 countries. Mazars was established in Russia in 1995. Today, Mazars offices in Moscow, St. Petersburg and Bishkek (Kyrgyzstan) employ more than 200 highly qualified professionals certified to national and international standards, speaking two or more languages. Mazars' experts design solutions tailored to specific industry needs. They have in-depth experience of the local and international markets and provide their expertise to multinational groups, SMEs and individual entrepreneurs working in various spheres.

**Company representatives:** Polina Viksne, Partner, Luc Chambon, Partner

- **Raiffeisenbank**

**Company profile:** AO Raiffeisenbank is a subsidiary of Raiffeisen Bank International AG. The Bank has been operating in Russia since 1996 and offers a full range of services to retail and corporate customers, both resident and non-resident, in roubles and foreign currencies. The Bank’s activities are supervised by the Moscow territorial department of the Bank of Russia.

**Company representative:** Mathias Bruck, Relationship Manager International Desk

- **Volvo Cars**

**Company profile:** Volvo Cars produces premium-segment car models in three versions: Sedans and cross-sedan (S60, S60cc, S80, S90 – coming soon!), Versatile cross-country estates (V40cc, V60cc) and SUVs (XC60, XC70, all new XC90). The company’s corporate and brand strategy “Designed Around You” puts people at the center and is a foundation and a guide for the business, the products and the corporate culture. Volvo cars bring to its owner the lowest cost per kilometer (TCO) compare to other premium brand equal car, the highest safety level (e.g. City Safety system is a standard equipment) and pleasure of driving comfort.

**Company representative:** Mikhail Belov, Head of Fleet Sales

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- **Zurich Reliable Insurance, JSC**

**Company profile:** Zurich Reliable Insurance, JSC is part of Zurich Insurance Group, which has been present in Russia since 1996. Zurich Reliable is a direct subsidiary of Zurich Insurance Company Ltd., Switzerland (ZIC), the main Zurich group insurance carrier, holding 99.9% of the shares of Zurich Reliable and offering AA-/positive ratings by Standard & Poor's, Aa3 by Moody's and A+ by A.M. Best.

Zurich Reliable Insurance provides insurance solutions for corporations, both domestic and multinational, with the focus on: engineering lines, property insurance, financial lines, cargo insurance, liability.

**Company representative:** **Anton Scherbachenko**, Head of Strategic Brokers Development and Customer Relationship Management

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