



**Annual General Meeting  
17:00 – 19:30, 20<sup>th</sup> of April, 2017**

**Renaissance Moscow Monarch Centre Hotel, Andreevsky Ballroom**

**Leningradskiy Prospekt 31 A bld.1**

**Minutes**

The Annual General Meeting (AGM) was chaired by Lodewijk Schlingemann, Chairman of the Council of National Representation (CNR). He opened the meeting and thanked the AEB members for participation in the Annual General Meeting and Armin Eberhard, General Manager of Renaissance Moscow Monarch Centre Hotel for hosting the meeting (point 1 of the AGM agenda).

328 members (226 physically and 102 represented by proxy) were present at the AGM. The AEB had a total number of 491 members, who had paid the membership fees, as of 20<sup>th</sup> of April, 2017; thus, the quorum (246 members) was reached.

After the opening of the meeting, Frank Schauff read out the welcome address received from Arkady Dvorkovich, Deputy Prime Minister of the Russian Federation.

The AGM participants were addressed by:

- Mr. Vygaudas Ušackas, Ambassador of the European Union to the Russian Federation,
- Tatyana Valovaya, Member of the Board (Minister) on the Main Areas of Integration and Macroeconomics, Eurasian Economic Commission,
- Mikhail Mikhailovich Zadornov, President - Chairman of the Board of VTB 24.

The guest speakers shared with the AGM participants their views on EU - Russian relations and the economic development in Russia. They supported strong economic cooperation between the EU and Russia. Mr. Ušackas highlighted the issues of the EU-Russian trade relations and the EU policy of selective engagement. Mrs. Valovaya reported on the advantages of the establishment and development of the Eurasian Economic Union (EAEU) and stressed the wish from the EAEU side for strengthening of the EU – EAEU relations. Mr. Zadornov made a complex presentation of the current economic development with the focus on the Russian banking sector and presented his expert forecast for the Russian economic development in 2017 – 2019.

The addresses were followed by a Questions and Answers session.

Reports on the AEB activities in 2016 were delivered in two parts.

During the first reporting panel of the AGM agenda (point 2a) the AEB Board members made their comments on the AEB Board activities.

Thomas Staertzel, AEB Board Chairman, gave an overview of the main AEB achievements and strategic fields. He marked out that in the current political and economic context the AEB is acting as a reliable bridge between the European Union, Russia and the Eurasian Economic Union in the economic field. He stressed the importance of stability, welfare and peace on the European continent for European investors in Russia. The Board chairman mentioned the need for a renewed EU strategy towards Russia and advocated a re-engagement of the European policy-makers vis-à-vis Russia on areas of mutual interest that are not falling under economic and financial sanctions and recommended opening an official dialogue with the Eurasian Economic Union (EAEU). Thomas Staertzel asked his Board fellows to continue with the presentation of Board activities in the last year and to focus on special topics with importance for the majority of the AEB members.

Alexander Liberov, AEB Board First Deputy Chair, briefed on the economic situation and business conditions for the EU companies in Russia and the respective investment opportunities. He expressed gratitude to the AEB members for their trust.

Cesare Biggiogera, Board member, presented the current AEB Communication Strategy, which is aimed at increasing of the AEB visibility and improving the cooperation with the media and achieving the main goals:

- Better profile between AEB members and non-members;
- Transform AEB communication as much as possible in "electronic" format;
- Review the usage of the projects connected to the AEB in social media;
- Improve and spread business service activities like BSP (Business Service Platform).

Olga Bantsekina, AEB Board Deputy Chair, briefed the AGM participants on the AEB Regional activities and described the future AEB prospects in the Russian regions. She also drew attention to the work of the AEB Regional Committees in St. Petersburg and Krasnodar and stressed the necessity of interaction among Federal and Regional committees in organizing AEB events, joint meetings and other related activities.

Teemu Helppolainen, AEB Board Deputy Chair, briefed on the issues discussed during the Strategy Meeting 2017 and summarized the most important recommendations elaborated by the participants of the meeting:

- The AEB shall remain the bridge between the EU, EAEU and Russia and keep its ties with the European and Eurasian counterparts;
- To encourage and improve cross- committee cooperation and communication;
- The AEB highlights the importance of localization and import substitution policies;
- To promote digitalization of AEB activities;

- To enhance visibility of committees' work etc.

Filippo Baldisserotto, Board member, reported on the implementation of the localization policy issues in Russia.

Paul Bruck, Board member, devoted his speech to the relations between Austria and Russia within the EU development context, his experience as representative of the Austrian national business community in Russia and Austrian investments in Russia in general.

Phillipe Pegorier, Board member, informed about AEB members interests in the Eurasian Economic Union activities, especially in lobbying for integration in standards and development of the transport corridors.

The Governance of the AEB was in the focus point of the second reporting panel of the AGM agenda.

Frank Schauff, AEB Chief Executive Officer (CEO), briefed through the AEB operational activities in 2016 (point 2a of the AGM agenda). The number of the AEB members developed in a stable manner and reached more than 530 members. In 2016 the AEB showed one of the best operational results in its history and held more events with significantly more participants in comparison with the previous year. The AEB CEO enumerated the most important fields of the AEB's current activities: localization rules and special investment contracts, public procurement, waste management, parallel imports, changes in the financial system's regulation, technical standards, taxation issues, adoption of the Customs Code of the Eurasian Economic Union and other topics important for the community of foreign investors or individual branches. The CEO pointed out that one year ago the Health- and Pharmaceutical Committee in close cooperation with the Federal Antimonopoly Service published a Code of Conduct for the Russian Pharmaceutical market. Other new directions of the AEB work in 2016 were:

- Establishment of the AEB Arbitration Court, an independent institution for commercial disputes resolution subject to the official recognition according to the new amendments in the law;
- Founding of Ecopole LLC, a joint venture between the AEB Business LLC and the Russian Union of Pesticides Manufacturers, for the recycling of used pesticide containers.

Frank Schauff expressed his gratitude for the intensive and constructive dialogue and cooperation with the Board, the CNR and the Auditing Commission and thanked the AEB members as well as the AEB staff for the effective support in the past year.

Lodewijk Schlingemann, AEB CNR Chairman, reported on the CNR development in 2016 (point 2c of the AGM agenda). He reported on the main activities and events, especially breakfasts for current and potential AEB members from Nordic and Benelux countries, which have been characterized as successful. The goal of the CNR was to build closer relationships between national business communities, commercial sections of the national embassies and the AEB.

Gerard Uijtendaal, AEB Auditing Commission (AC) Chairman, reported on the composition and the AC activities in 2016 (point 2d of the AGM agenda). In 2016 the AEB finances were in a good shape and the financial situation could be characterized as stable.

The composition of the Auditing Commission in 2016 was the following:

- Gerard Uijtendaal, Amrop KBS International (Chairman)
- Irina Gridneva, Nokia Solutions and Networks
- Rene Pischel, European Space Agency
- Gael Dumetier, Vossloh AG
- Lorenz McDougall, AB Services

Mr. Uijtendaal also informed the AEB members about the results of the 2016 external auditing, which had been performed by the auditing company Alinga Consulting Group. The AEB received a clean auditor's opinion for 2016. The full set of the consolidated financial statements of the auditor was available for review by the members.

Lodewijk Schlingemann summarized the discussion results and made the transition to the presentation of the AEB Annual Report, the budgets for 2017 and 2018, as well as the candidates for the AC election (point 3 of the AGM agenda).

Gerald Sakuler, Board member and AEB Treasurer presented the Financial and Annual Report 2016 (point 3a of the AGM agenda) (Attachment 1).

In 2016 the AEB had 534 members. This is 10 members or 2% less compared to the year 2015, when the AEB had 544 members. The number of Category A-members has increased, the number of D-Category members has decreased as well as the number of Non-European companies. Speaking about the Consolidated Statement of Comprehensive Income for the year 2016, it suffered from currency exchange rate fluctuations, while the operational result was positive.

The AEB Treasurer marked out an effective cost saving program of the AEB management and enumerated the main financial results of 2016:

- Cost structure has been adjusted to the current needs of the AEB members;
- Conference center became main infrastructure for AEB meetings and events;
- Income has increased;
- Operational result is positive and financial situation is stable.

Frank Schauff, CEO, presented to the members the budget for 2017 revised by the Board in March 2017 and the draft budget for 2018 (point 3b of the AGM agenda), which had been approved by the Board on the 12<sup>th</sup> of April, 2017 (Attachment 2). According to the Charter, the budget for 2018 was subject for approval by members at the AGM. There were no questions regarding the budget for 2017 and the draft budget for 2018 from the members. The budget for 2018 would be revised by the Board in the 1st quarter of 2018.

Lodewijk Schlingemann drew the attention of the guests to the fact that according to Art. 9.2 of the Charter the Auditing Commission (AC) shall supervise the AEB's financial activities and internal procedures, and this year the term of one current AC member was expiring (point 3c of the AGM agenda). Rene Pischel, European Space Agency, will leave the AC after two years in office.

Lodewijk Schlingemann presented

- the leaving Auditing Commission member:

Rene Pischel	European Space Agency
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- and the List of Candidates for the AEB Auditing Commission:

Igor Bruevich	"KWS RUS" LLC
Rene Pischel	European Space Agency

The AGM Chairman then presented the leaving AEB CNR members and the new CNR members (point 3d of the AGM agenda):

- Leaving CNR members:

BELGIUM	Johan Vanderplaetse
CROATIA	Jakov Despot
DENMARK	Aage V. Nielsen
ESTONIA	Meelis Milder
IRELAND	Charles Mahon
SWITZERLAND	Bertrand Bonvin
UK	Alan Thompson

- Continuing CNR members:

AUSTRIA	Rudolf Lukavsky
CZECH REPUBLIC	Daniel Ruzicka
FINLAND	Jari Jumpponen
FRANCE	David Lasfarque
GERMANY	Matthias Schepp
HUNGARY	Sandor Rethi
ICELAND	Ingolfur Skulason
ITALY	Brenno Todero
LITHUANIA	Tomas Vaisvila
MALTA	Patrick Catania
MONTENEGRO	Luka Nikčević
NETHERLANDS	Lodewijk Schlingemann
POLAND	Alexander Janeczek
SERBIA	Sveta Vasiljevich
SLOVAKIA	Peter Shulek
SLOVENIA	David Kokalj
SWEDEN	Frederik Svensson

- New CNR members:

BELGIUM	Johan Vanderplaetse
CROATIA	Jakov Despot
DENMARK	Aage V. Nielsen
ESTONIA	Meelis Milder
IRELAND	Charles Mahon
SWITZERLAND	Bertrand Bonvin
UK	Roger Munnings

Lodewijk Schlingemann started the elections/votes procedure (point 4 of the agenda) with pointing out that there will be two kinds of voting procedures: an open and a secret one.

The management has invited respected members to supervise the election procedure and to become a member of Election Oversight Commission (EOC). They are:

- from the Auditing Commission – Irina Gridneva, Nokia;
- from the CNR – Charles Mahon, Ireland, PM Group;
- from the independent legal company Castren & Snellman International Ltd – Olga Anisimova;
- from the AEB management – Frank Schauff, CEO (EOC chairman).

**Open Voting took place (by using voting cards) on:**

- **To approve the 2016 Annual and Financial Report (point 4a of the AGM agenda).**

Vote: The motion carried.

**The results of the voting on the 2016 Annual and Financial Report are the following:**

**In favor: 328**

**Abstained: 0**

**Opposed: 0**

- **To approve AEB Budget 2018 (point 4b of the AGM agenda).**

Vote: The motion carried.

**The results of the voting on the AEB Budget 2018 are the following:**

**In favor: 328**

**Abstained: 0**

**Opposed: 0**

- **To confirm the new composition of the AEB Council of National Representation (CNR) (point 4d of the AGM agenda).**

Vote: The motion carried.

**The results of the voting on the conformation of the new CNR composition are the following:**

**In favor: 328**

**Abstained: 0**

**Opposed: 0**

After completing the Open Voting, the Secret Election of the new Auditing Commission (AC) member took place (by using ballots and respective sealed boxes).

The AEB members casted their ballots into the sealed boxes. The boxes were brought from the Conference Hall to the Elizabeth - Board Room accompanied by the members of the Election Oversight Commission. In the Elizabeth-Board room the ballot papers were counted by the AEB staff members under the supervision of the Members of the Election Oversight Commission.

After the completion of the counting procedures the AGM Chairman informed the present members about the results of the elections for the AEB Auditing Commission (point 5a of the AGM agenda).

- **Ballot**

**Election of new Auditing Commission member (point 4c of the AGM agenda):**

**Result of secret elections:**

**Total number of received VALID ballots - 231;**

**Number of NON valid ballots – 0;**

**According to the election results the AEB Auditing Commission candidates received the following number of votes:**

<b>Rank</b>	<b>Votes</b>	<b>Surname, Name</b>	<b>Company</b>
<b>2</b>	<b>106</b>	<b>Igor Bruevich</b>	KWS RUS LLC
<b>1</b>	<b>125</b>	<b>Rene Pischel</b>	European Space Agency

**According to the above mentioned election results the Auditing Commission of the Association of the European Businesses received the following new member:**

<b>Rank</b>	<b>Votes</b>	<b>Surname, Name</b>	<b>Company</b>
<b>1</b>	<b>125</b>	<b>Rene Pischel</b>	European Space Agency

**RESERVE LIST** for the AEB Auditing Commission

(Listed according to the number of received votes)

<b>Rank</b>	<b>Votes</b>	<b>Surname, Name</b>	<b>Company</b>
<b>1</b>	<b>106</b>	<b>Igor Bruevich</b>	KWS RUS LLC

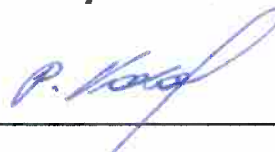
After presenting the election results to the AEB members, Lodewijk Schlingemann, AEB AGM Chairman, officially closed the AEB Annual General Meeting of 2017.

**Chairman of the AGM**



**Lodewijk Schlingemann,  
Chairman of the AEB CNR**

**Secretary of the AGM**



**Ruslan Kokarev,  
Chief Operating Officer**

**"18" May 2017**

**"18" May 2017**



# Consolidated Statement of Comprehensive Income for FY16\*

	2016 (in EUR'000)	2015 (in EUR'000)
Membership fees	2.384	2.175
Events	195	327
Projects	342	330
Publications	10	16
Other revenues	59	60
<b>Total revenues</b>	<b>2.990</b>	<b>2.908</b>
Personnel	(1.530)	(1.439)
Office	(314)	(397)
Events & Projects	(465)	(618)
PR & Advertising	(80)	(81)
Other	(173)	(207)
<b>Operating Expenditures, net</b>	<b>(2.562)</b>	<b>(2.742)</b>
<b>Operating Excess of revenues over expenditures</b>	<b>428</b>	<b>166</b>
Share of profit/loss from associates	(3)	0
Income tax expense	(32)	(96)
<b>Net Excess of revenues over expenditures after tax</b>	<b>393</b>	<b>70</b>
Foreign currency exchange difference	(424)	278
<b>Other comprehensive income</b>	<b>(424)</b>	<b>278</b>
<b>Total comprehensive income for the year</b>	<b>(31)</b>	<b>348</b>

\*As audited by the  
Independent  
Auditor Alinga  
Consulting Group

# Consolidated Statement of Financial Position for FY16\*



Association  
of European  
Businessess

Association of European Business

Consolidated statement of Financial position as of December 31, 2016\*

	December 31, 2016 (in EUR'000)	December 31, 2015 (in EUR'000)
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Intangible Assets	47	33
Other property, plant and equipment	35	47
Deferred tax assets	4	5
Investment in associated companies	0	0
<b>Total non- Current Assets</b>	<b>86</b>	<b>85</b>
<b>Current Assets</b>		
Trade and other receivables	138	104
including:		
Trade receivables	23	32
Advances paid	73	72
Other debtors	42	0
Cash and cash equivalents	1 677	2 028
Investment in short term deposits	1 400	500
Other current assets	43	38
<b>Total Current Assets</b>	<b>3 258</b>	<b>2 670</b>
<b>Total ASSETS</b>	<b>3 344</b>	<b>2 755</b>
<b>UNRESERVED FUND BALANCE AND LIABILITIES</b>		
<b>Unreserved fund balance</b>	<b>1 505</b>	<b>1 194</b>
<b>Current Liabilities</b>		
Prepaid membership fees	1 563	1 312
Payroll and Taxes payable	93	89
Trade and other payables	183	159
<b>Total Current liabilities</b>	<b>1 839</b>	<b>1 561</b>
<b>Total UNRESERVED FUND BALANCE AND LIABILITIES</b>	<b>3 344</b>	<b>2 755</b>

\*As audited by the  
Independent  
Auditor Alinga  
Consulting Group

**BUDGET 2017-2018**

EUR

Position	Budget 2017 approved by AGM 2016 in Apr. 2016	Budget 2017 modified approved by the Board in Feb. 2017	Draft Budget 2018
INCOME	Exchange rate EUR RUB 85,00	70,0	65,00
Membership	2 100 000	2 390 000	2 413 900
Events	127 000	137 000	146 200
Advertisements	10 000	5 000	11 000
Other*	341 000	393 020	412 000
<b>TOTAL INCOME</b>	<b>2 578 000</b>	<b>2 925 020</b>	<b>2 983 100</b>
EXPENSES			
Personnel	(1 590 000)	(1 553 804)	(1 598 000)
Office	(360 000)	(463 000)	(484 900)
Events	(256 000)	(250 000)	(269 231)
Publications	(66 000)	(89 500)	(95 985)
Other**	(310 100)	(457 700)	(487 477)
<b>TOTAL EXPENSES</b>	<b>(2 582 100)</b>	<b>(2 814 004)</b>	<b>(2 935 592)</b>
<b>Income/(loss) from operational activities</b>	<b>(4 100)</b>	<b>111 016</b>	<b>47 508</b>
Exchange difference	75 000	0	0
Profit tax	(45 000)	(45 000)	(45 000)
<b>NET RESULT</b>	<b>25 900</b>	<b>66 016</b>	<b>2 508</b>

\* including Project income

\*\* including Project, Regional, Representative, Memberships in other NPO

