



## ASSOCIATION OF EUROPEAN BUSINESSES

ul. Bolshaya Ordynka 40, bld. 2 • 119017 Moscow • Russian Federation  
Tel.: 007 (495) 234 2764 • www.aeb.ru • Fax: 007 (495) 234 2807

### Tax Directors Forum – Retail and Consumer Sector

Chaired by Alina Lavrentieva, partner, PwC, chairperson of the AEB Tax Committee

Wednesday, 14 October 2009

9:00 – 14:00 (registration starts from 8:30)

Marriott Aurora Hotel, Petrovsky Salon 2, Petrovka 11/20

Open event

9:00 - 9:05 **Opening remarks: Alina Lavrentieva**, partner, PwC, chairperson of the AEB Tax Committee

9:05 - 9:30 **Overview of tax legislation developments in 2009**

**Sergey Razgulin**, deputy head of the Tax, Customs and Tariff Department,  
Russian Ministry of Finance

9:30 - 10:20 **Session 1: Discounts and bonuses**

Current discounts  
Retro-discounts  
Bonuses  
Credit notes  
Working with second-tier partners  
Relevant court practice

Moderator: **Evgeny Timofeev**, partner, Salans

Experts: **Evgenia Chelysheva**, director, Deloitte & Touche; **Elena Orlovskaya**, associate, Beiten Burkhardt; **Natalia Denisova**, tax manager, Sanofi-Aventis

10:20 - 11:10 **Session 2: Relationships between distributors and retailers**

Merchandising  
Placing of shop display fixtures  
Advertising campaigns  
Entrance/listing fees  
Draft Law on the principles of state regulation of trade activity in the Russian Federation  
Relevant court practice

Moderator: **Maria Andreeva**, partner, PG&P

Experts: **Natalia Kozlova**, director, PwC; **Ludmila Dyakonova**, senior tax manager, Mazars; **Elena Savenko**, CFO, Brother

SPONSORED BY:



NÖRR STIEFENHOFER LUTZ

PG&P

PEPELIAEV, GOLTSBLAT & PARTNERS

#### AEB SPONSORS 2009

- Allianz Insurance • Austrian Energy & Environment, Russia • Bank Credit Suisse • Bank WestLB Vostok • BMW Russland Trading
- BP • CMS International • Deloitte • DHL International (Russia) Ltd • E.ON Russia • EMAlliance • Eni S.p.a. • Enel Russia
- ERGO Insurance Group • Ernst & Young (CIS) BV • Ford Motor Company • Fortis Life Insurance • GDF SUEZ • In2 Matrix
- ING Wholesale Banking • Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • Mercedes-Benz Russia
- MOL Plc • Novartis Pharma • OBI Russia • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria
- Sanofi Aventis Russia • Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport
- StatoilHydro ASA • SWIFT Scrl • Telenor • Total E&P Russie • Volkswagen Group Rus

---

11:10 - 11:40 COFFEE BREAK

---

**11:40 - 12:30 Session 3: Surpluses, shortages and losses of goods**

Misdescription of goods  
Surpluses  
Natural losses  
Technological losses  
Spoilage  
Shelf life expiration  
Misappropriation of goods  
Relevant court practice

Moderator: **Sergei Schelkalin**, partner, Nörr Stiefenhoffer Lutz

Experts: **Stanislav Tourbanov**, partner, CMS; **Elena Fetisova**, senior tax manager, Procter & Gamble; **Sofia Kutukova**, head of Tax Department, Metro Cash & Carry, **Nikolay Zlygostev**, head of Taxation Department, X5 Retail Group; **Tatiana Ilyushnikova**, head of the Tax Policy Department, Russian Ministry for Economic Development

**12:30 – 13:20 Session 4: Returning goods**

Returning goods – domestic deals  
Returning goods – foreign trade deals  
Warranty service  
Relevant court practice

Moderator: **Anna Lessova**, head of the tax practice in Moscow, Dewey & LeBoeuf

Experts: **Arseny Seidov**, partner, Baker & McKenzie; **Galina Klimenko**, senior manager, Alinga Consulting

**13:20 – 13:50 Tax Law enforcement practice – current trends**

**Mikhail Orlov**, chairman of the Expert Council on Tax Legislation under the Russian State Duma

**13:50 – 14:00 Summary and closing**

**Vadim Zaripov**, head of Analytical Department, Pepeliaev, Goltsblat & Partners, deputy chairperson of the AEB Tax Committee

**AEB SPONSORS 2009**

- Allianz Insurance • Austrian Energy & Environment, Russia • Bank Credit Suisse • Bank WestLB Vostok • BMW Russland Trading
- BP • CMS International • Deloitte • DHL International (Russia) Ltd • E.ON Russia • EMAlliance • Eni S.p.a. • Enel Russia
- ERGO Insurance Group • Ernst & Young (CIS) BV • Ford Motor Company • Fortis Life Insurance • GDF SUEZ • In2 Matrix
- ING Wholesale Banking • Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • Mercedes-Benz Russia
- MOL Plc • Novartis Pharma • OBI Russia • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria
- Sanofi Aventis Russia • Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport
- StatoilHydro ASA • SWIFT Scrl • Telenor • Total E&P Russie • Volkswagen Group Rus