

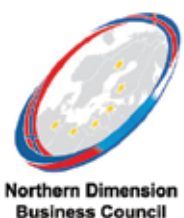
The Fourth Northern Dimension Forum



Saint Petersburg, April 4th, 2013

Sokos Hotel Olympia Garden

Organizers:



**Northern Dimension
Business Council**



Sergey Lavrov

RF Minister of Foreign Affairs

*From the Speech at the Third Ministerial Meeting
of the Northern Dimension*

Brussels, 18 February 2013



“ **Northern Dimension** is a platform for interconnection of potentials of regional strategies and plans of four partners, including the Strategy of social and economic development of the Northwestern Federal District (NWFD) until 2020 and the EU Strategy for the Baltic Sea Region.

The strategy of complex development of the Northwestern Federal District – a district being a part of the Northern Dimension Region – was approved by the Government of the Russian Federation in November 2011. It embraces all spheres of life of the district – from machinery, science and innovations to migration policy, cross-border cooperation and international economic activity. Special attention is devoted to energy efficiency, social development, increase of human well-being, environmental protection. The geographic location of the North West of Russia predetermines its active participation in securing economic links of Russia with the European Union and other foreign partners. The Government of the Russian Federation will welcome further steps for partnerships of the Northern Dimension aimed at the promotion of purposes of the Strategy, including in the context of the EU implementation – Russia Partnership for Modernisation. [...]

I am convinced that the Northern Dimension Business Council’s regular session which will be held in St. Petersburg on 4 April will make its contribution to this.

PROGRAMME

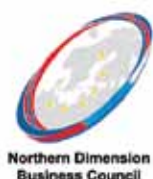
8.00 – 10.00	REGISTRATION OF THE PARTICIPANTS
8.30 – 9.45	SEMINAR ON PROJECT FINANCING
HALL " MOSCOW "	<p>In cooperation with Vnesheconombank, with participation of Sergey Zimin, Investment Ombudsman in the North-Western Federal District</p> <p>Speakers:</p> <p>Marina Petrov, Head of North-West Federal District, EBRD</p> <p>Viktoriya Karelina, Head of Group of the IFOs and Regional Development Banks, Vnesheconombank</p> <p>Leonid Drobot, Manager, IFOs and Regional Development Banks, Vnesheconombank</p>
10.00 - 11.15	INAUGURATION CEREMONY
HALL " THE AMERICAS "	<p>Moderator: Frank Schauff, CEO, Association of European Businesses (AEB)</p> <p>Alexey Mordashov, CEO, OAO Severstal; Co-chairman of the Northern Dimension Business Council</p> <p>Mikael Aro, President and CEO, VR-Group</p> <p>Sergey Zimin, Investment Ombudsman in the North-Western Federal District</p> <p>Peter Balas, Deputy General Director, DG Trade, European Commission</p> <p>Alexey Likhachev, Deputy Minister, RF Ministry of Economic Development</p> <p>Rune Aasheim, Consul General of Norway in St. Petersburg</p> <p>Reiner Hartmann, Chairman of the Board, Association of European Businesses (AEB)</p>
11.15 – 11.45	COFFEE-BREAK (Lobby and Restaurant "Fransmanni")
11.45– 13.15	PLENARY SESSION
HALL " THE AMERICAS "	<p>Moderator: Alexey Mordashov, CEO, OAO Severstal; Co-chairman of the Northern Dimension Business Council</p> <p>Aleksey Meshkov, Deputy Foreign Minister of the Russian Federation</p> <p>Paavo Lipponen, Prime Minister of Finland (1995-2003); Independent consultant, Nord Stream</p> <p>Andrey Slepnev, Minister for Trade and Member of Board, Eurasian Economic Commission</p> <p>Jukka Ruusunen, President and CEO, Fingrid</p> <p>Klaus Mangold, Chairman, Mangold Consulting GmbH; Co-chairman of the Working Group Machine Building and Engineering</p> <p>Valery Draganov, President, AVTOTOR Holding; Co-chairman of the Working Group Machine Building and Engineering</p>
13.15 – 14.15	LUNCH (RESTAURANT "FRANSMANNI")

Continuation

13.30 – 15.30	MEETING OF THE REPRESENTATIVES OF THE MEMBER STATES AND NGO'S OF THE NORTHERN DIMENSION (upon special invitation)	
15.30 – 16.30	PRESENTATION OF THE NORTHERN DIMENSION INSTITUTE (for representatives of Research and Education Centers of the Northwestern Federal District) (upon special invitation) (Hall "Moscow")	
14.30 – 16.00	PARALLEL SESSIONS Round tables in the framework of the Northern Dimension Business Council's working groups	
HALL " M O N T R E A L "	1. Electric Power and Energy Efficiency Moderators: Sergey Chizhov, First Deputy CEO, JSC "Fortum"	Michael Akim, Director of Strategic Development, ABB
HALL " S E O U L "	2. Ecology and Cleantech Moderators: Felix Karmazinov, General Manager, SUE "Vodokanal of St. Petersburg"	Mika Sulkinoja, Director, Finnish Cleantech Cluster
HALL " H E L S I N K I "	3. Vocational Education and Training Moderators: Yaroslav Meshavkin, General Director, Center for Interregional Cooperation of Employers of the Northwestern Federal District	Philippe Pegorier, President, Alstom Russia and CIS
HALL " S O U T H A M E R I C A "	4. Transport, Logistics and Customs Policy Moderators: Vitaly Yuzhilin, Member of the RF State Duma; Head of the Association of Sea Commercial Ports in Russia	Tom Hyldelund, CEO, Maersk (Russia, Finland, the Baltic countries)
HALL " A T H E N S "	5. Health and Pharmaceuticals Moderators: Sergey Smirnov, Chairman of the Board of Directors, LLC Novo Nordisk	Alexander Borisov, General Director, NTFF Polysan

Continuation

HALL " SYDNEY "	6. Wood Processing Industry Moderator: Andrey Kashubsky , General Director, LLC "Sveza-Les"
HALL " BEIJING "	7. Creative industries (together with the Northern Dimension Partnership for Culture) Moderators: Harri Koponen , COO, Rovio Natalia Poppel , Head of Corporate Social Responsibility Department, OAO Severstal
HALL " BARCELONA "	8. Engineering and Automotive Components Moderators: Valery Draganov , President, AVTOTOR Holding Klaus Mangold , Chairman, Mangold Consulting GmbH
16.00 – 16.30 COFFEE-BREAK (Lobby)	
16.30 – 17.30 FINAL PLENARY SESSION	
HALL " THE AMERICAS "	Moderators: Mikael Aro , President and CEO, VR-Group Alexey Mordashov , CEO, OAO Severstal; Co-chairman of the Northern Dimension Business Council Reports of Northern Dimension Business Council Working Groups on discussion results and presentation of future plans. - Discussion -
18.00 BUFFET RECEPTION (Restaurant "Fransmanni")	



Northern Dimension Business Council (NDBC)

The initiative of creating NDBC and its concept was approved at the Northern Dimension Senior officials' meeting in Stockholm on November 12, 2009. The co-chairmen of the NDBC have been since its establishment Alexey Mor-dashov, CEO of JSC Severstal from the Russian side and Tapio Kuula, President and CEO of Fortum Corporation (Finland) from the European side.

The purpose of NDBC is to involve and integrate companies be a part of the Northern Dimension policy, so that these companies could achieve competitive advantage through their active participation in NDBC work.

It is important that both the companies as well as authorities at all levels share the view that the business organizations can bring value added to the Northern Dimension policy, and that their viewpoints are notified. The fundamental idea of NDBC is that the competitiveness of any region in the world is based on trust between government and business; with a clear division of tasks, rights and responsibilities between business and government.

The goals of NDBC could be summarized in following:

1. NDBC is a platform for interaction, experience-sharing and networking between companies.
2. NDBC ensures that the view of business community will be taken into account in developing the Northern Dimension policy.
3. NDBC is a platform for the dialogue between business and government structures.

The practical work of the NDBC is carried out in working groups, which all have co-chairmen representing European and Russian companies.

NDBC collaborates closely with other organizations aiming at improving business climate in the Northern Dimension area, such as EU-Russia Industrialists' Roundtable and the Association of European Businesses (AEB).

All companies regardless of the country of origin are welcome to join the NDBC meetings – the only criteria is interest towards participating in efforts improving the investment climate in the Northern Dimension area.

Working Groups and Co-Chairpersons of the Northern Dimension Business Council

Banking

Alexandr Pavlov, Deputy Director of the Structural and Debt Financing, Vnesheconombank

Marina Petrov, Head of North-West Federal District, EBRD

Creative Industries

Ilya Popov, CEO, Marmelad-media
Harri Koponen, COO, Rovio

Ecology and cleantech

Felix Karmazinov, CEO, Vodokanal Saint-Petersburg

Mari Pantsar-Kallio, Strategic Director, Ministry of Employment and the Economy, Finland

Education

Vadim Novinskiy, President, Smart-Holding
Philippe Pegorier, President, Alstom Russia and CIS

Electricity

Boris Kovalchuk, Chairman, OOO Inter RAO
Aleksandr Chuvaev, Executive Vice-President, Fortum Corporation, Head of Russian Division

Forestry

Andrey Kashubsky, CEO, Sveza-Les
Arto Juvonen, Senior Vice-President, UPM

Health care

Aleksandr Borisov, CEO, OOO Polysan
Sergey Smirnov, Chairman of the Board of Directors, Novo Nordisk LLC

Machine-building

Valeriy Draganov, President, OOO AVTOTOR Holding
Klaus Mangold, Head, Mangold Consulting GmbH

Oil and gas

Paul Corcoran, CFO, Nordstream

R&D

Anatoliy Chubais, CEO, Rusnano

Transport and logistics

Vitaliy Yuzhilin, Member of the State Duma; Head, Association of Sea Commercial Ports of Russia
Tom Hyldelund, Managing Director, Maersk (Russia, Finland, Baltic States)



The Association of European Businesses (AEB)

- was created in 1995 by a number of companies operating in the Russian market, ambassadors of EU member countries and the head of the European Commission's Representative Office in the Russian Federation;
- includes over 600 European companies active in Russia, from small-size newcomers to major multinational corporations from all countries of Europe. The Association also includes a number of key Russian, American, Japanese and other companies;
- is a unique organization developing cooperation between Russian and European business circles. The AEB mission is to improve the business and investment climate in Russia in the interests of its member companies and promote a favorable image of Russia abroad to improve the business development conditions inside the country and attract foreign investors;
- annually organizes some 120 conferences, seminars, briefings and roundtable discussions dedicated to vital aspects of running a business in Russia. Regular speakers at the Association's Dialogue with European Business include Ministers of the Russian Government, Members of the State Duma of the Russian Federation, heads of key economy agencies and organizations, heads of administrations of Russian regions, official representatives of international financial organizations, independent experts and leading European and Russian businessmen.

Committees. Committees are the backbone of the AEB. Members of the Association promote their interests via participation in various committees. There are currently over 40 committees and working groups representing companies from various industries. AEB committees include the Agribusiness Committee, Airlines Committee, Automobile Manufacturers Committees, Automotive Components Committees, Banking Committee, Energy Committee, as well as the Energy Efficiency Committee, IT and Telecom Committee, Insurance and Pensions Benefits Committee, Health and Pharmaceuticals Committee, Machine Building and Engineering Committee, Finance and Investments Committee, Legal Committee, Migration Committee, Human Resources Committee, Taxation Committee, Customs and Transport Committee, Real Estate and Property Finance, Safety, Health, Environment and Security Committee and others.

Lobbying. The Association promotes its members' interests by closely cooperating with the EU authorities and holding regular consultations with relevant officials. The European Commission is regularly consulted with the Association in connection about financial and commercial relations with the Russian Federation. The multi-level structure of the bilateral relations strengthens the role of the European business community. AEB's lobbying is based on the maximum transparency, high professionalism and a mechanism of reacting to new challenges which has been adjusted over many years.

Consulting. The Association engages European and Russian experts to consult Russian officials and its member companies in legal, financial and economic matters. In particular, practical support is offered in safe and transparent investment, and issues of human resources and corporate management are discussed.

The AEB has two regional branches, in Saint Petersburg and Krasnodar.

Moscow (Head Office)

Association of European Businesses (AEB)
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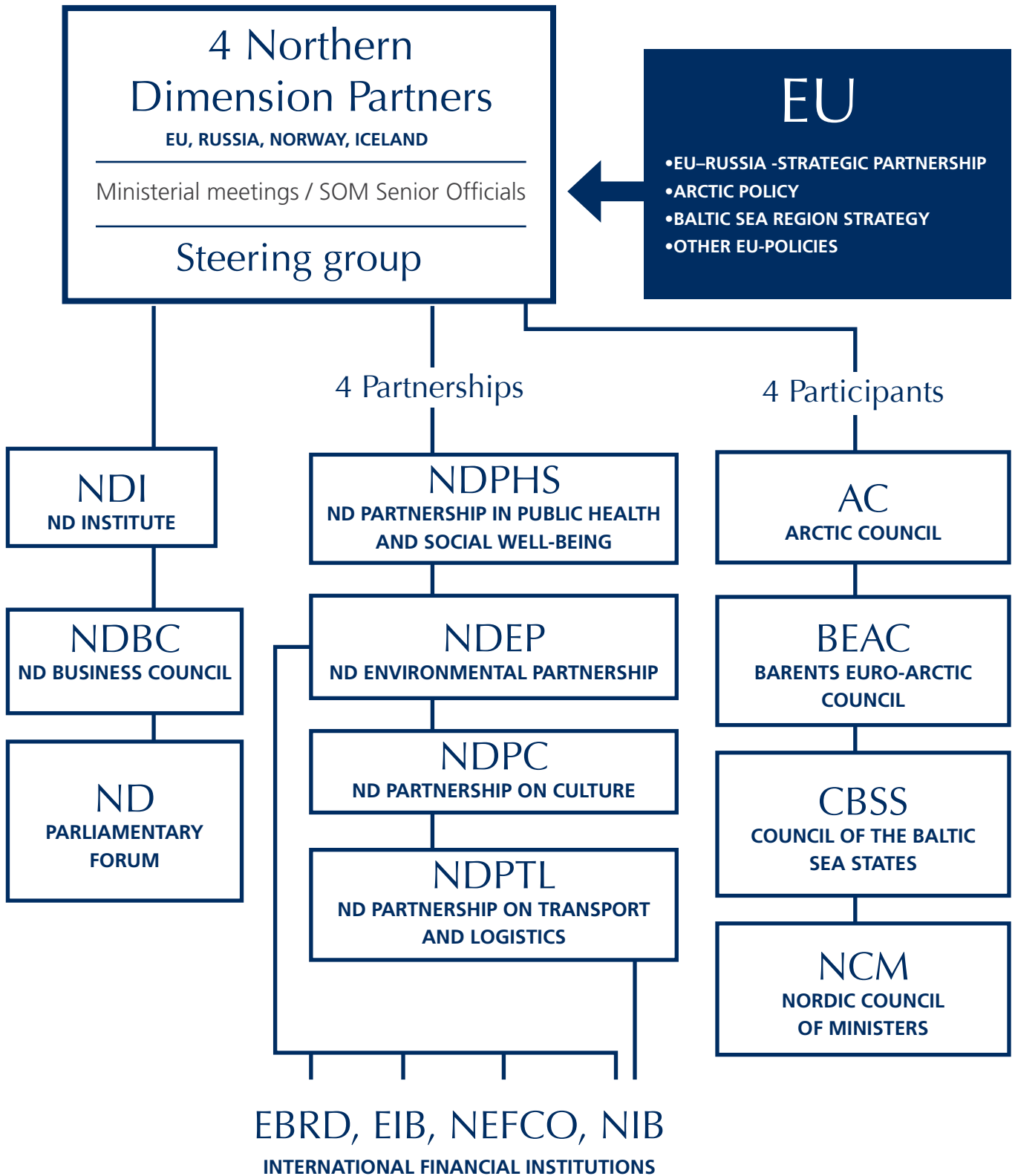
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Structure of the Northern Dimension



Northern Dimension Chairs 2013

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Chair:

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Northern Dimension Partnership on Transport and Logistics (NDPTL)

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High Level Meeting

Chair: Russia

Steering Committee

Chairman:

Yury Petrov, Aide to the Minister of
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The practical work is co-ordinated by
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Chairman of the Board, Severstal

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Lappeenranta University of Technology

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Nordic Council of Ministries

Chair: Sweden

Magnus Holm

Ambassador

Secretary Chief

Caroline Carlborg

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Chair: Russia 2012-2013

Sergey Petrovich,

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Chair: Norway 2011-2013

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General Partners

Fortum – next generation energy company

Fortum's operations focus on the Nordic countries, Russia, Poland and the Baltics. Our activities cover the generation, distribution and sales of electricity and heat as well as related expert services.

In the future, the integrating European and fast-growing Asian energy markets provide additional growth opportunities.

In line with our strategy, our core operations are based on carbon dioxide-free hydro and nuclear power production and on strong know-how in energy-efficient combined heat and power production.

Fortum's purpose is to create energy that improves life for present and future generations. We provide sustainable solutions for the society and deliver excellent value to our shareholders.

Fortum's values – accountability, creativity, respect and honesty – form the foundation for all our activities.

In 2012, Fortum's sales totalled EUR 6.2 billion and comparable operating profit was EUR 1.7 billion. We employ approximately 10,400 people. Fortum's shares are quoted on NASDAQ OMX Helsinki.



www.fortum.com
www.fortum.ru

AO Severstal is one of the world's leading vertically integrated steel and steel-related mining companies with assets in Russia, the USA, Ukraine, Latvia, Poland, Italy and Liberia. Severstal was founded in 1993.

Severstal comprises three business divisions: Severstal Russian Steel, Severstal Resources and Severstal International. Cherepovets Steel Mill, which is Severstal Russian Steel's flagship mill, is one of the world's largest standalone steel plants with annual capacity of 11,6 mln tonnes, and it's also among the 10 lowest-cost steel producers globally. Severstal Resources is the leading producer of iron ore and coking coal, with assets in Russia and the USA and investments in Russia and in Africa, incl. a license to develop a high-quality coking coal deposit in Republic of Tyva. Severstal International is a major US steelmaker with assets in Dearborn and Columbus and specializes in the full range of high quality light flat rolled products.

The Company's strategic priorities include increasing its presence in Russia and on

other high growth emerging markets and developing high value-added products. Severstal's strategic aim is to achieve a leading industry position by EBITDA through high margins and returns on investment.

In 2010 Severstal launched a unique business model (Business System of Severstal) which combines projects to further enhance business efficiency. Among these projects are "Safety", "Severstal people", "Continuous improvement", "Customer care", "Business standard" and others. By 2011 Business System contributed additional US\$250 mln to the company's EBITDA.

Severstal is listed on MICEX-RTS and the company's GDRs are traded on the LSE. Severstal reported revenue of \$14,104 million and EBITDA of \$2,119 million in 2012. Severstal's crude steel production in 2012 was 15.1 million tonnes. Chief Executive of OAO Severstal – Alexey Mor-dashov, Chairman of the Board of Directors – Chris Clark



www.severstal.com

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Over the years the firm has won more than 30 international legal awards for its successful projects and accomplished

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SUE "Vodokanal of St.Petersburg" is one of the largest water companies in Russia.

Today, SUE "Vodokanal of St.Petersburg" provides water supply and sanitation services to the city inhabitants (5 Mio people) and many thousands of organizations using the most advanced technologies.

Vodokanal's mission – provision of affordable and available water and sanitation services ensuring good quality of life for customers, sustainable development of the megapolis, creation of water consumption culture and conservation of the Baltic Sea environment.

At the present moment, Vodokanal operates:

- 6,755 km of water networks,
- 8,119 km of sewer networks,
- 241 km of tunnel collectors,
- 200 boosting pumping stations,
- 138 sewerage pumping stations,
- 9 water treatment plants,
- 15 wastewater treatment plants,
- 2 sodium hypochlorite production plants,
- 3 sludge incineration plants.

Vodokanal pays great attention to awareness raising activities. Vodokanal's Museum Complex "The Universe of Water" and the Youth Environmental Center have been in operation for over 10 years.

Official Car

OOO "Porsche Russland", a subsidiary of Porsche AG, was formally founded on 7 August 2003. The main activity is to import Porsche cars, spare parts, accessories and their subsequent distribution within the

dealer network in the Russian Federation. From November 2004 to date (March 2013) the dealer network "Porsche Russland" rose from 2 to 21 dealerships and two service centers.



Sponsors

Maersk Line is the core liner shipping activity of the A.P. Moller – Maersk Group, and the largest container shipping company in the world.

The Maersk Line fleet comprises more than 500 vessels and a number of containers corresponding to more than 1,900,000 TEU. This ensures a reliable and comprehensive coverage worldwide. Maersk Line serves customers through a network of its own offices and third party agents, in more than 125

countries, ensuring consistent, high-quality service worldwide.

ZAO Maersk is the representative of Maersk Line in Russia and was established in 1992. After 20 years presence on the Russian market, Maersk Line demonstrates high level of service and continues investments into Russia.

Maersk Line has 7 offices in St. Petersburg, Moscow, Kaliningrad and Baltiysk, Novorossiysk, Vladivostok and Vostochniy. The head office is located in Saint Petersburg.



Novo Nordisk is a global healthcare company with 90 years of innovation and leadership in diabetes care. The company also has leading positions within haemophilia care, growth hormone therapy and hormone replacement therapy. Headquartered in Denmark, Novo Nordisk employs approximately 35,000 employees in 75 countries, and markets its products in more than 180 countries.

Changing Diabetes® is a commitment to answer the needs of people with diabetes

in every decision and action. This means delivering targeted treatments based on a deep understanding of individual needs, and doing so with financial, social and environmental responsibility. By leading through collaboration with individuals, organisations and governments to drive prevention and provide holistic support, we will break the curve of the diabetes pandemic and empower people to live fuller, healthier lives until a cure is found.



Hosted by

SOKOS HOTEL

OLYMPIA GARDEN

www.sokoshotels.fi/ru

Sokos Hotels chain is the largest hotel chain in Finland with over 50 hotels. Sokos Hotel Olympia Garden is one of 3 hotels Sokos Hotels has in St.Petersburg. Hotel is located on Moskovsky Prospect which connects Pulkovo airport and the city center. Nearest metro station is reachable within a short walking distance and the cultural highlights are just around the corner.

Sokos Hotel Olympia Garden is a cozy hotel with friendly service. The hotel offers you 348 comfortable rooms and 14 fully equipped conference rooms accommodating meetings from 16 to

up to 300 participants. Free of charge wi-fi is available everywhere in the hotel.

Sokos Hotel Olympia Garden welcomes you at Fransmanni restaurant offering authentic Provincial cuisine, and cozy Fransmanni bar. During summer you can spend time or dine out on lovely terrace facing park. Sauna and gym are also at your service.

Whether you are travelling on business or leisure, you will find everything you need for a comfortable stay at Sokos Hotel Olympia Garden!

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Baltinfo News agency is one of the largest Mass Media in Saint-Petersburg. Sphere of our interest are Saint-Petersburg, Leningrad region, the north-west of Russia, Baltic States. Our aim is gathering and spreading the information, forming the united information space within these territories.

Our audience are journalists, political leaders and representatives of public orga-

nizations, representatives of government agencies, large and medium government officials, top-managers of companies, who are interested in actual, operative, exclusive and analytical on-line information.

Baltinfo also is a popular place for public discussions in Saint-Petersburg. Our guests are politicians, government representatives, top-managers of companies, celebrities.



www.businessneweurope.eu

business new europe (bne) is the only magazine covering business, economics, finance and politics in the dynamic new markets of central, eastern and southeast Europe. bne's veteran team of journalists have more than 50 years of collective experience of reporting on this dynamically growing region

and can explain the "why" of "what" is going on. Meet the captains of industry that are building the new European economies, receive up to the minute commentary and analysis of breaking news events and spot the slow-moving trends as they appear.

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Russian Reporter, four regional magazines — Expert North-West, Expert Ural, Expert Siberia and Expert South, and the foreign magazine — Expert Kazakhstan.

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The “**Moskauer Deutsche Zeitung**” is a unique bilingual periodical in the Russian media market. It is published two times per month and possesses 15 years experience. The Moskauer Deutsche Zeitung's columns present in German and in Russian languages current, analytic articles about business, economics, politics and

cultural events in Russia and Germany. The newspaper is a useful source of information for foreign companies working in the Russian market.

Circulation of the newspaper: 25. 000 copies, Size: 24 pages
Tel.: +7 495 531 68 87

Since 1955 the business magazines of **OWC** have been providing companies in the German-speaking area with information about the countries in Central and Eastern Europe.

magazine, practical information on doing business with the new EU member states, Southeast Europe and the CIS. RUSSLAND aktuell appears weekly in German language and provides its reader with current and knowledgeable information on the economic development in Russia.

OST-WEST-CONTACT delivers as the leading German-language business

PRIME is one of the largest information and analytical agencies, which specializes on spreading financial and economic information in a real time regime. The PRIME agency is one of the leading and most quoted mass media, which boasts a reputation of a trustworthy and fast source of information.

The agency has created an automated system for electronic trade called PRIME-Terminal and a line of information and analytical products called Business-Info-Resource (BIR). Together with the Dow Jones Newswires agency, PRIME publishes several industry specific newswires.

PRIME issues information products for financial institutions and companies – newswires, industry bulletins, large analytical stories.

The audience of PRIME's web sites amounts to 10 million visitors a year.

PRIME is the winner of Russia's Economic Elite, PEGAZ, Silver Mercury, PensiOscar and other contests.



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