

DRAFT PROGRAM – 08th November 2013

9:30-10:00	Registration and welcome coffee
10:00-10:30	Opening Ceremony <ul style="list-style-type: none">• Daniels Pavluts – Minister of Economic development , Republic of Latvia*• Alexander Veshniakov- Ambassador of Russian Federation in Latvia* <p><i>*to be confirmed</i></p>
10:30-12:00	Plenary session SME of Russia and EU: to export or to invest? <ul style="list-style-type: none">• Valters Kaže, Commercial director, <i>SPI Group</i>• Calin Anton, Chairman Committee of Industrial Constructions, <i>Association of Industrial Parks</i>• Dmitry Chemakin Minister of industry, <i>Kaliningrad region</i>• Alexey Savinskiy, SME Departament for the Russian Federation, <i>German Committee on Easter European Economic Relations</i>• Ieva Johnsson, Export director, <i>NP Foods Ltd.</i>• ... <p>Moderator: Yevgeny Yuriev*, Minister of the Russian Federation on the Open Government</p> <p><i>*tbc</i></p>
12:00-13:00	Coffee-break \ Press briefing Exhibition Official Opening \ B2B \ G2B meetings

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13:00-14:30

Panel session 1:

Doing business in Russia for European SME.

Open dialogue between SME from EU and the authorities.

- **Alexander Menshikov**, Deputy Chairperson of the Administration of *Tver region*
- **Bernard Schmitz**, First Vice-president marketing and sales, *Lindab Buildings*
- **Denis Tikhonov**, First Deputy Chairperson of the Administration of *Tula region*
- **Igor Ryabikov**, Deputy General Director, *Ulyanovsk Region Development Corporation*
- **Timur Kulbuzhev**, President, *Profil AG*
- **Andrey Zolotovskiy**, Head of the department for investment policy, *Yaroslavl region*
- **Ilya Veselov**, General director, Investment development agency, *Kaluga region*

Moderator: Vladislav Luchian – Managing director **STRATEGY Links**

Topics

- *Localization of production of SME in Russian regions(1-5 hectares)*
- *Setting up a production: difficulties and how to overcome them*
- *Key factors for success in doing business in Russia*
- *Common mistakes of SME when entering the Russian market*
- *The importance of Government Relations when doing business in the Russian regions*
- *What one should know when opening a business in Russia*
- *Support measures from the regional governments to SME from Europe*
- *Participation of European suppliers in tendering for state contracts in Russia*
- *And other*

*tbc

14:30-15:30

Lunch

B2B \ G2B meetings

15:30-17:00

Panel Session 2:

Doing business in Europe for SME from Russia

Are Russian investors expected in Western and Northern Europe?

- **Deniss Kairans**, Managing Director, Partner, *Colliers International*
- **Igor Kiyashko**, Representative in Baltics , *Aeroflot*
- **Anastasia Nekrasova**, Managing Director, *Intelligent Mindsets*
- **Sergey Orihanov**, Chairman of the Expert Council for Industrial Development and Infrastructure, *Guild of Managers and Developers*

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- **Tatjana Lutinska**, Head of International Tax Planning & Business Structuring, *Prime Consulting*
- ...

Moderator: **Vladimir Sidorov**, Deputy Director, Center of PPP *Vnesheconombank*

Topics for discussion:

- *How to open a business and set a production in Europe for Russian SME*
- *Legal aspects of doing business in Europe*
- *Obstacles and the way to solve them*
- *Case studies of Russian companies*
- *Recruiting personnel in EU. Cultural difference*
- *Financial instruments to support Russian investment projects in Europe. Double taxation.*
- *Rent or buy commercial RE property (office, warehouse, production facilities, apartments)*
- *Other topics*

*tbc

17:00-18:00

Master class: topic to be confirmed (Sponsor session)

18:00-23:00

Networking
Gala – Cocktail