

October 21st to 25th, 2014

BUSINESS TRIP RUSSIA FOR AUTOMOTIVE SUPPLIERS



OFFICIAL PROGRAM



Switzerland Global
Enterprise (S-GE)
is Osec's new name.



Business Opportunities for Swiss automotive suppliers

The Russian car market is still attractive and remains the number two in terms of sales in Europe. If a political solution for the current tensions between Russia and the western states can be found, experts estimate that the automotive market could grow about 6 % annually for the 2014 – 2016 period, resp. 3.5 % annually for 2016 – 2020.

Engines of continued growth, which remain in place, include a relatively small and aging car park, decent consumer income and an unabated appetite to own a respectable and reliable car as a symbol of social status and a sign of independence and personal mobility in a vast country. During the last couple of years the Russian authorities have made a lot of efforts in order to localize the production of foreign car manufacturers in Russia. The results are impressive: almost every international car producer has its plant in Russia, today. But when analyzing the production chain deeper one can also see that the targeted goal to localize 60 % of the production is not reached yet in most cases. It has taken more time than initially planned to convince component manufacturers to set up production facilities in Russia. Traditional Russian component producers, which serve the Russian brands, still struggle to fit the requirements of the international OEMs.

How do Russian and foreign OEMs and component producers cope with the actual situation in Russia? What are their plans for the future? What are regional authorities doing to tackle the current challenges? What concrete business opportunities still exist for Swiss companies? Join the Ambassador of Switzerland in the Russian Federation Mr. Pierre Helg on his trip to Tatarstan and Kaluga in order to get an on-sight view of the sector, establish new business relations and strengthen existing ones.



Tatarstan

The Republic of Tatarstan is located in the center of the Russian Federation at the crossing of important highways connecting East and West, North and South of the country.

GEOGRAPHIC DATA

The Republic covers an area of 68,000 km² and the total population amounts to 3,786,488 people.

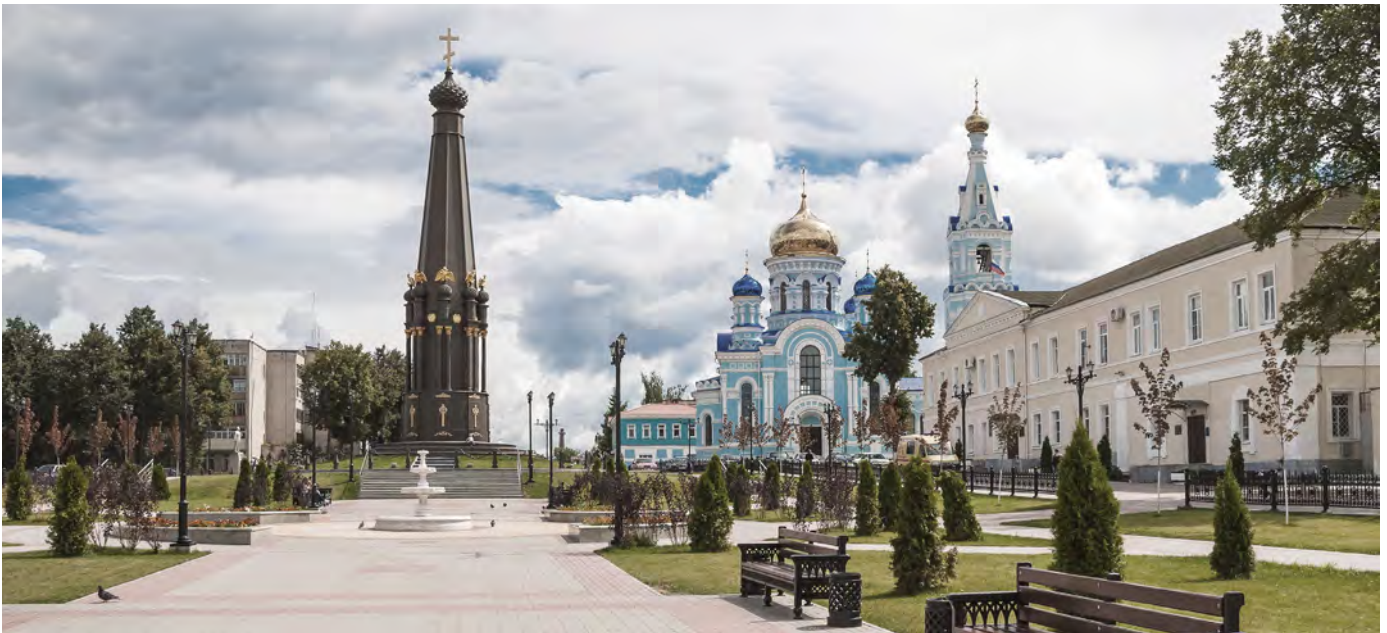
LARGEST CITIES

Kazan (population 1,143,535)
Naberezhnye Chelny
(population 513,193) Nizhnekamsk
(population 234,044).

Tatarstan is one of the most economically developed regions in Russia. The industrial sector of the republic is presented by the oil-gas-chemical complex (oil production, manufacturing of synthetic rubber, tyres, polyethylene, and wide range of oil refinery products), major engineering enterprises manufacturing competitive products (heavy trucks, helicopters, aircrafts, aircraft engines, compressors, oil-gas-pumping equipment, river and sea vessels, commercial and motor cars), development of electric and radio instrument engineering. Tatarstan is rich in natural resources, powerful and diversified industry, and high intellectual potential and qualified human resources.

The Republic of Tatarstan has a multibranch transport network including all types of land, air and water transport. It is situated at the intersection of the main transport routes linking extracting districts of the Urals and Siberia, districts of manufacturing industry in the center of the country and the southern agricultural zone. The air transport is represented by the three airports «Kazan», «Bugulma» and «Begizhevo». There are 3 cargo ports with 5 cargo districts and 3 enterprises of industrial railway transport in Tatarstan. Motor transport and road infrastructure play a big role as some parts of the republic are not well connected to the railway network.

The automotive industry in Tatarstan is organized around the big truck producer KAMAZ. The republic managed to attract automotive producers with very advantageous conditions in the Technopark KIP-Master and the Special Economic Zone (SEZ) Alabuga. A challenge for the region is the transport infrastructure, because the railway and road connections do already meet the limits of capacity.



Kaluga

The Kaluga oblast is the leader in the Russian Federation by the growth rate of its industrial output and the second largest by the growth rate of fixed capital investments per capita.

GEOGRAPHIC DATA

The total area of Kaluga oblast is 29,800 km². Economically active population amounts to 553,000 people, total population accounts for 1,009,900 people as of the end of 2012.

LARGEST CITIES

Kaluga (population 343,000)
Obninsk (population 106,000).

There are 11 industrial parks in the Kaluga region and a special economic zone Lyudinovo (Trilateral agreement on establishment of an industrial special economic zone on the territory of the Municipal District of the «Town of Lyudinovo and the Lyudinovo District» was signed on 25.01.2013). These provide automotive industry investors with the opportunity to quickly organize the construction of factories and production bypassing much of the red tape.

The territory of the Kaluga oblast possesses developed infrastructure and communications. The Kaluga Region is in the top 20 regions in terms of the road network density, including railways and motorways. Internationally important motorways «Moscow–Brest», «Moscow–Kiev» and «Moscow–Warsaw» pass through the territory of the region. The main railways are «Moscow–Kiev» and «Vyazma–Kaluga». At present, the city airport undergoes large-scale reconstruction. The Kaluga oblast has high scientific and innovative potential. There are 28 higher education institutions and over 40 scientific organizations working in the region.

Since 2006 the government of the Kaluga oblast has been working on the establishment of a manufacturing cluster in the automobile industry. As a result, 12,000 new jobs were created at the automotive cluster production facilities. 226,000 vehicles were produced by the Kaluga region automotive cluster in 2012, for a total of 630,000 vehicles since 2007. Additionally, 500,000 cars were produced by Volkswagen Group Rus Kaluga plant.

The automotive cluster in Kaluga is mainly concentrated in three industrial parks, which are each dominated by a big OEM plant of an international corporation: «Grabtsevo» with Volkswagen, «Kaluga–Yug» with Volvo and «Rosvo» with Peugeot-Citroen-Mitsubishi.

Program

BUSINESS TRIP TO RUSSIA OCTOBER 21st – 25th, 2014

TUESDAY, OCTOBER 21st 2014

Flight Zurich – Moscow
Flight Moscow – Kazan

WEDNESDAY, OCTOBER 22nd 2014

- Official Meeting with the president of Tatarstan
- Automotive roundtable with local entrepreneurs
- Transfer to Naberezhnye Chelny
- Visit of KAMAZ (Russian truck manufacturer)
- Meeting with KAMAZ and Liebherr

THURSDAY, OCTOBER 23rd 2014

- 2 individually prepared B2B visits of local companies or visit of the Special Economic Zone Alabuga and the Technopark KIP Master
- Flight to Moscow

FRIDAY, OCTOBER 24th, 2014

- Transfer to Kaluga
- Official meeting with the governor of Kaluga
- Presentation of the region by the investment promotion agency
- Visit of the Giletti (Bucher Guyer) production facility
- Visit of the industrial park Grabtsevo, incl. plant of Volkswagen
- Transfer to Moscow

SATURDAY, OCTOBER 25th, 2014

Flight Moscow – Zurich
Arrival at 08:20

COUNTRY CONSULTING

Optional country-specific consulting is available, parallel to the main program and tailored to your interests.

Participant information

LANGUAGE

English

SPECIAL ARRANGEMENTS ARE AVAILABLE ON REQUEST

We will be pleased to compile an individual offer for you if you have special needs or if you would like to participate only in part of the trip.

PARTICIPATION COSTS

Included in the price

- All transfers in Tatarstan and Kaluga
- 4 nights in 4 or 5 star hotels
- Single room, with bath or shower, WC
- Breakfast in the hotel
- Meals according to program
- Interpreters: Russian – English (or German)
- Travel documentation

Not included

- Insurance for cancellation costs
- Flight Zurich-Moscow-Zurich
- Flight Moscow-Kazan-Moscow
- Visa expenses: mandatory for Swiss participants

PRICE PER PERSON (VAT EXCL.)

Members CHF 4,500.–

Non-members CHF 5,250.–

CONTACT



MICHAEL KÜHN
Senior Consultant Russia & CIS
mkuehn@s-ge.com
T +41 44 365 54 49

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Registration

Business Trip To Russia

October 21st – 25th, 2014

I WISH TO REGISTER

☐ CHF 4,500.–
Members

☐ CHF 5,250.–**
Non-members

Please note that number of participants is limited. Application granted upon receipt.

I AM INTERESTED IN

☐ Switzerland Global Enterprise membership

☐ Monthly newsletter export.news

☐ Participation at SWISS Pavilion _____
(Trade fair)

☐ Unfortunately, I can't take part in this business mission.
Please keep me informed about future opportunities.

Registration until September 5th, 2014

www.s-ge.com/x8d5g
(in German + French)



welcome@s-ge.com
or by Fax to +41 44 365 52 21

For questions please contact:

Mrs. Christina Mäder
Bleicherweg 10
8002 Zürich
cmaeder@s-ge.com
Tel.: +41 44 365 54 04
Fax: +41 44 365 54 21

CONTACT DETAILS

FIRST NAME

LAST NAME

COMPANY

STREET, NO.

POSTCODE/CITY

PHONE

MOBILE

E-MAIL

DATE

SIGNATURE

Price per person (excl. VAT). Cancellations up to 20 days prior to the travel date are charged at 50%; after that, the entire participation costs shall be invoiced. Substitute participants are welcome without any extra charge

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www.s-ge.com/exporthelp

exporthelp@s-ge.com

T +41 844 811 812



Switzerland Global Enterprise

Bleicherweg 10

CH-8002 Zürich

T +41 44 365 51 51

Switzerland Global Enterprise

Corso Elvezia 16 – CP 5399

CH-6901 Lugano

T +41 91 911 51 35

Switzerland Global Enterprise

Avenue d'Ouchy 47 – CP 315

CH-1001 Lausanne

T +41 21 545 94 94

www.s-ge.com