

# MISSION FOR GROWTH TO RUSSIA (17-19 JUNE 2013)

## COMPANY PROFILES

(LAST UPDATE – 13.06.13)

### AUSTRIA

1. Paul KIRCHMAIR (CEO)  
Patrick SIMETZBERGER

**AKTIVHOTEL VERONIKA TRAVEL GMBH** (Tourism)

*High-End Travel Agency - Full personalized holiday service - Since 20 years on the top VIP market  
All Destinationen - No Limit*

*Size: SME, Turnover: 5000000*

2. Peter HENNIG (General Director Wienerberger Russia)  
**WIENERBERGER AG** (Construction)

*Founded in Vienna during 1819 as a local Austrian brick maker, Wienerberger recorded revenues of € 2,355.5 million and operating EBITDA of € 245.5 million in 2012. The Wienerberger Group completed its transformation into an international system provider of building materials with the full takeover of the plastic pipe producer Pipelife in 2012. Business activities are now aggregated in two divisions: Bricks & Tiles (clay blocks, facing bricks and clay roof tiles) and Pipes & Pavers. Wienerberger is the world's largest producer of clay blocks, number one in facing bricks in Europe and the USA and the market leader for clay roof tiles in Europe. The Pipes & Pavers Division includes our activities in the areas of plastic pipes, ceramic pipes and concrete pavers. Wienerberger is one of the leading suppliers of plastic pipes, ceramic pipes and concrete pavers (only in Central-East Europe) in Europe. Since 1986 the production network has increased from 11 to 221 plants in 30 countries throughout Europe, Russia, the USA, Canada and India. Due to the significant drop in demand for building materials compared to 2007, Wienerberger has about 30% spare capacity available in its Bricks & Tiles Division, which enables Wienerberger to serve a corresponding organic growth over the medium term. The strategic focus of all Divisions of the Wienerberger Group is placed on organic growth through innovative, premium products and building material systems for energy-efficient construction.*

*Size: Big, Turnover: 2036,56*

## BELGIUM

3. Anna TORRES (District Sales Leisure manager)  
**CARLSON REZIDOR HOTEL GROUP** (Tourism)

*Carlson Rezidor Hotel Group is a hotel management company. Carlson Rezidor's headquarters is located in suburban Minneapolis, Minnesota, U.S. and Brussels, Belgium. Since November 2006, the company has been listed on the Stockholm Stock Exchange.*

*Prior to that time, the company was owned by the SAS Group (75%) and Carlson Worldwide (25%) The group has over 1319 hotels in operation and under development with more than 209,000 rooms in 81 countries. It is the world's ninth largest hotel group.*

*Carlson Rezidor operates the brands Radisson, Radisson Blu, Park Plaza, Park Inn and Country Inns & Suites, along with the Club Carlson loyalty program for frequent hotel guests. Carlson Rezidor has signed a worldwide license agreement with the Italian fashion house Missoni, and operates several lifestyle hotels under the brand name, such as the Hotel Missoni Kuwait.*

4. Christophe BODIN (Director)  
**CBO CONSULTING** (Professional, Scientific, Technical activities - incl. consultancy and research)

*CBO Consulting assists Directors/Managers of ICT actors in preparing, developing and improving strategies. The company covers Strategy, Finance & Management issues from analysis to strategic plans and operational execution. Major references include IT SMEs and Telecom large companies. CBO Consulting is based in Brussels and covers also Paris and London. CBO Consulting started in Paris-Versailles in 2009 and was transferred beginning 2013 to Brussels.*

*Size: no info, Turnover: 70.000 Euros*

5. Gil FERREIRA (CEO)  
**CONSULTING4EU** (Professional, Scientific, Technical activities (incl. consultancy and research)

*We are based in Brussels, and we work for UK companies, Portuguese, Spanish and Belgium in consulting area for internationalization. Normally we go to the market to study locally the opportunities that market offer and what kind of investment is necessary, in the economic and personal levels. We try bring opportunities for European companies to invest in other markets with some insurance of capital back.*

*We work also close the chamber of commerce distributed for Europe to know the real needs of the companies in terms of studies.*

*Size: SME, Turnover: 100*

6. Olivier LEGRAIN (CEO)  
Dmitry MATSUKA (Vice-president IBA - Director of IBA representative office in Russia / CIS)  
**ION BEAM APPLICATIONS S.A. (IBA)** (Key enabling technology - KETs )

*IBA (Ion Beam Applications S.A.) is a cancer diagnostics and treatment company and the worldwide technology leader in the field of proton therapy. The Company's expertise lies in the development of next generation proton therapy technologies and radiopharmaceuticals that provide oncology care providers with premium quality services and equipment, including IBA's leading fully integrated IntegraLab® radiopharmacy system, and Dosimetry advanced solutions*

*for Quality Assurance of medical equipment and increased patient safety. Headquartered in Belgium and employing more than 1,200 people worldwide, IBA currently has installed systems across Europe and the US and is expanding into emerging markets. The Company is focused on building sustainable global growth for investors, providing solutions in the fight against cancer. IBA is listed on the pan-European stock exchange EURONEXT. (IBA: Reuters IBAB.BR and Bloomberg IBAB.BB) and more information can be found at: [www.iba-worldwide.com](http://www.iba-worldwide.com).*

*Size: SME, Turnover: 2012 - 212 M€; 2011*

**7. Aleksandr NATANELOV (Director)**

**NATANCONSULT** (Professional, Scientific, Technical activities - incl. consultancy and research)

*NatanConsult is specialized in bringing businesses together from different countries in order to support them realizing their entrepreneurial goals. Our clients are national and international companies which call on us to identify the required partners with whom they can further support the growth of their company. We help companies to find the right products, right partners, negotiate a competitive deal, organizing logistics, organizing meeting between the parties, etc.. We speak various languages such as Russian, French, German, Dutch, English, Spanish, etc.*

*Size: SME, Turnover: n.a.*

**8. Maxim KHOKHLOV (General Director in Russia and CIS)**

**SOLVAY** (Chemicals)

*SOLVAY is an international chemical group, firmly committed to sustainable development and clearly focused on innovation and operational excellence. Over 90% of its sales are in markets where it is already one of the top three worldwide. Solvay has an extensive line of products that help improve quality of life and contribute to its customers' results in markets ranging from consumer goods to construction, the automotive sector, energy, water and the environment, and electronics. The Group has its headquarters in Brussels and employs around 31,000 people in 55 countries. It recorded pro forma sales revenue of €12.7 billion in 2011. Solvay SA (SOLB.BE) is listed on NYSE Euronext in Brussels and Paris (Bloomberg: SOLB.BB - Reuters: SOLBt.BR).*

*Size: SME, Turnover: EURO 12,7 bn*

## BULGARIA

### 9. Velitchko ALEXANDROV (CEO)

**ITA-HOLD AD** (Professional, Scientific, Technical activities - incl. consultancy and research)

*The activity of ITA-HOLD AD can be defined as quite varied and multifaceted. The company has a track record in developing different commercial, infrastructural and manufacturing projects. Some years ago it owned and managed "Moststroy" AD - the company specialized in the construction of concrete bridges in Bulgaria. The development of MAGURA winery specialized in methode champenoise and still wines was also a challenge successfully completed.*

*The development of purely commercial and service projects like service station, trade and service center at Lessovo, a car park in Sofia, to name a few, has been the main activity of the company in the previous years. During the last several years ITA-HOLD succeeded in developing two Photovoltaic Power plants of 5 MW and 3,5 MW capacity.*

*Size: SME, Turnover: 5 million*

### 10. Yanka ANDREEVA (CEO)

**VANELI LTD** (Manufacture of wood products / furniture)

*Vaneli Ltd is Bulgarian company established in 2001 in the city of Yambol. At the very beginning the production consisted of individual orders for tables only. At the moment the production is oriented towards traditional and contemporary furniture and upholstered furniture. The technique equipment is responding to the contemporary technological requirements. The quality of our furniture follows the requirements of the Bulgarian and European markets. In our company are employed very good qualified workers and craftsmen. Our designers will always help you to choose the best and functional furnishing for you with unique ideas. We can create and totally irregular wish for furniture of our customers because the most important thing is our customers to be fully satisfied. The company has fully furnished a lot of hotels in Bulgaria, restaurants, apartment complexes, bars and private habitations. The materials that we use for our furniture are with high quality: natural veneered MDF, Laminated Chipboard from Kronospan and Gabrovnitsa, and solid beech. The fabrics and leathers we use are from the lead producers in this sphere with excellent quality, modern and various patterns. For all of our materials we have the necessary certificates. We can offer you the wide range of furniture products:*

*• Functional and contemporary kitchen furniture; • Beautiful tables with original design for your kitchen, dining and living room; • Bedroom sets • Hallway units, Wardrobes, Dressers.*

*Size: SME, Turnover: 346 153.84 euro*

## CYPRUS

11. Ioannis GEORGOPOULOS (Managing Director)  
**U TRAVEL LTD** (Tourism)

*U Travel is a premier corporate travel services provider, with global operations and a special focus on the offering of customized travel solutions. Headquartered in Cyprus and soon to establish its first international anchor in London, U Travel is equipped with a state-of the-art operations curriculum - ensuring that your travel requests can be addressed and met at any time of the day, every day of the week. The unparalleled standards of our service, our experience with some of the most serious clients in the market and our expertise in the field of corporate travelling do not only make us your business travel partner, but also the right choice for a well-managed trip with well managed expenses.*

*Since it's creation in 2009, our company has successfully managed both the travelling and travel consulting of more than 200 renowned corporations and C-level executives from the industries of law, accounting, banking, energy, healthcare, hospitality as well as the public sector and governmental bodies.*

*Size: SME, Turnover: 1,300,000*

## CZECH REPUBLIC

12. Vladimir SVOBODA (CEO)  
**INTERPLAN-CZ, LTD.** (Construction)

*\*Design, engineering and consulting company in the construction industry.*

*\*Supply of specific construction parts for construction jobs.*

*\*Company services focused and experienced in the industrial, commercial, educational, others types of construction investment jobs.*

*\*Company has experience and reference in the Russian market.*

*\*Company is used to join international jobs and is used to work together with international partners on international projects.*

*\*Company can provide project management and supervision on construction projects (quality and cost control)*

*Size: SME, Turnover: 800000*

## DENMARK

13. Isaac SHEPS (President & CEO Baltika Breweries, SVP Carlsberg Group)  
Aleksy KEDRIN (Corporate Affair and Government Relations Director for Baltika Breweries)  
**CARLSBERG GROUP** (Food and Drinks)

*Carlsberg Group is the World's 4th largest brewer and number one in Northern and Eastern Europe. Carlsbergs is a clear market leader in Russia, through 100% ownership of Baltika Breweries. Baltika holds a market share of approximately 40% and Baltika is the second largest FMCG company in Russia. Baltika employs 10.000 people in Russia and operate 10 breweris across the nine time zones. Carlsberg has been present in Russia since the mid 90s and Carlsberg's CEO is the chairman of the RUssian-Danish Business Forum and a member of the EU-Russian Industrialists' Roundtable.*

Size: Big, Turnover: 6000000000

## ESTONIA

**14. Erki SIITAN (CEO)**  
**DB DOKTO BALTIC**

**15. Robert GOLOLOB (manager)**  
**SKAMET LCC (Manufacture of metal products)**

*We are a manufacturing company from Estonia (from our capital Tallinn about 130 km to south, city called Pärnu). We are a member of Estonian Chamber of Commerce and Industry.*

*Our main production are traditional woodburning sauna heaters, water tanks, smoke pipes, smoke chambers etc.*

*We also producing different metal details from clients drawings.*

*All our products have the euro standard (CE sign) and certificates. Example saunaheaters have the EVS 15821:2010 standard and water tanks the EVS 15332:2007.*

*Our company has also the ISO certificate - ISO 9001:2008 (the quality management of business).*

Size: SME, Turnover: 375000

## EUROPEAN UNION

**16. Frank SCHAUFF (CEO + other participants), Reiner HARTMANN (Chairman of the Board), Federico CORELLI, Alla HOVHANNISSYAN (AEB NW Regional Committee Coordinator), Marie Rondelez (EU Affairs Adviser)**

**ASSOCIATION OF EUROPEAN BUSINESSES (AEB) (Promotion/Representation/Advocacy)**

*The AEB includes over 600 European companies and banks 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;*

*The AEB mission is to improve the business and investment climate in Russia in the interests of its member companies and promote a favourable image of Russia abroad to improve the business development conditions inside the country and attract foreign investors;*

*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.*

*The Association promotes its members' interests in contacts with the EU authorities, cooperating with them closely and holding regular consultations with relevant officials. Such measures are as a rule initiated by the Executive Board of the Association or by one of its Committees. 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 and creates new opportunities. 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.*

*Size: European Association, Turnover: n.a.*

- 17. Robertas DARGIS** (Vice - President of Business Europe and President of the Lithuanian Confederation of Industrialists (LPK)  
**BUSINESS EUROPE** (Promotion/Representation/Advocacy)

*Size: n/a, Turnover: n.a.*

- 18. Filip GEERTS** (CEO, Director General)  
**CECIMO** (Mechanical and Engineering sector)

*CECIMO is the European Association of the Machine Tool Industries representing the common interest of the sector globally. We bring together 15 national associations of machine tool builders, which represent approximately 1500 industrial enterprises in Europe, over 80% of which are SMEs. CECIMO covers more than 97% of total machine tool production in Europe and more than one third worldwide. It accounts for almost 150.000 employees and a turnover of over 22 billion Euro in 2012. More than three quarters of CECIMO production is shipped abroad, whereas half of it is exported outside Europe.*

*Russia is our third most important export market.*

*Size: European Association, Turnover: n.a.*

- 19. Diana DUS** (Unit Manager - International Cooperation)  
**CEN/CENELEC**

*Size: no info, Turnover:*

- 20. Marco DIGIOIA** (Director of Government Affairs at CLIA Europe)  
**CLIA EUROPE** (Tourism)

*CLIA Europe represents the leading cruise companies operating in Europe and has 29 cruise members and 40 associate members.*

*CLIA Europe promotes the interests of cruise ship operators within Europe, liaising closely with the EU Institutions: the Commission, the Parliament, the Council of Ministers and their Permanent Representatives as well as with the European Maritime Safety Agency (EMSA). CLIA Europe also promotes cruising to a wider public audience to encourage expansion of the European cruise market and works closely with a number of regional bodies such as Cruise Baltic, Cruise Europe, Cruise Norway and MedCruise. The European cruise industry continues to increase its share of the global cruise market with 27.8 million passengers visiting a European port in 2011; 5.6 million passengers joined their cruise in Europe in the same year with the industry generating €36.7 billion of goods and services and providing more than 300,000 jobs. In 2011 there were at least 171 cruise ships active in the Mediterranean and 102 in Northern Europe, ranging in size from 4,200 passengers to less than 100.*

*Size: European Association, Turnover: n.a.*

**21. Armando BRANCHINI (President of the ECCIA Executive Team)**

Elena BESANA (Fondazione Altagamma)

**ECCIA EUROPEAN CULTURAL AND CREATIVE INDUSTRIES ALLIANCE** (High-end luxury goods)

*The European Cultural and Creative Industries Alliance (ECCIA) is composed of the five national European high-end goods and creative industries organizations: Circulo Fortuny (Spain), Comité Colbert (France), Fondazione Altagamma (Italy), Meisterkreis (Germany) and Walpole (UK).*

*Collectively the ECCIA and the national member organisations represent the interests of about 400 European high-end & creative businesses and cultural institutions.*

*The three main areas of activity are:*

*1. MARKET ACCESS & TOURISM*

*2. PROTECTION OF INTELLECTUAL PROPERTY RIGHTS AND GOVERNANCE OF THE INTERNET*

*3. HIGHLIGHTING THE ROLE OF THE CULTURAL AND CREATIVE INDUSTRIES AS A KEY DRIVER OF EUROPE*

*OVERALL ECONOMIC HEALTH, COMPETITIVENESS, INNOVATION AND EMPLOYMENT*

*Size: European Association, Turnover: n.a.*

**22. Michel DE BLUST (Secretary General)**

**ECTAA** (Tourism)

*ECTAA is the European Federation of Travel agents' and Tour Operators' associations representing the Travel Trade vis-à-vis the European Institutions.*

*Size: European Association, Turnover:*

**23. Serge BERNASCONI (Chief Executive Officer Eucomed)**

Alexandra TRETIAKOVA (Executive Director International Medical Devices Manufactureres Association IMEDA)

**EUCOMED** (Promotion/Representation/Advocacy)

*Eucomed represents the medical technology industry in Europe. Our mission is to make modern, innovative and reliable medical technology available to more people.*

*Eucomed members include both national and pan-European trade and product associations as well as medical technology manufacturers. In total we represent around 25,000 designers, manufacturers and suppliers of medical technology used in the diagnosis, prevention, treatment and amelioration of disease and disability.*

*Eucomed promotes a balanced policy environment that enables our industry to meet the growing healthcare needs and expectations of our stakeholders. We maintain a close dialogue with them and demonstrate the value of medical technology through health-economic research, data collection, membership services and clear communications.*

*Size: , Turnover: n.a.*

**24. Virgil NAE (Resident Representative in the Russian Federation)**

**EUROPEAN INVESTMENT BANK** (Financial and insurance activities - included banking)

*European Investment Bank*

*Size: European Association, Turnover: n/a*

**25. Ekaterina NOVITSKAYA (Senior Analyst)**

**EUROPEAN TOUR OPERATORS ASSOCIATION (Tourism)**

*ETOA is the leading trade association for tour operators and suppliers with business in European destinations.*

*Over 600 members include tour and online operators, intermediaries and wholesalers; European tourist boards, hotels, attractions and other tourism suppliers. ETOA members deliver over €10bn of business within Europe. ETOA offers an unparalleled networking/contracting platform for tourism professionals organising B2B events (City Fair, GEM, HEM); provides advocacy support on a European level, high profile industry campaigns and B2B marketing representation opportunities.*

*All in order to promote Europe as a number one tourism destination.*

*www.etoa.org*

*Size: European Association, Turnover:*

**26. Stefanie GALLOB (Project Manager, Research and development)**

**EUROPEAN TRAVEL COMMISSION (Tourism)**

*The European Travel Commission (ETC) is the non-profit organisation responsible for the promotion of Europe as a tourist destination in long-haul markets. ETC's mission is to strengthen the sustainable development of Europe as a tourist destination and to increase competitiveness, through knowledge gathering and sharing amongst members and lobbying, as well as by establishing a professional marketing platform for the successful promotion of member countries in overseas markets.*

*ETC was established in 1948 to promote the importance of tourism in revitalising Europe's economy after World War II. ETC's core task has remained unchanged since its foundation more than 60 years ago.*

*ETC's members are the National Tourist Organisations (NTOs) of 33 European countries, including 24 EU member states. The NTOs of all sovereign states in Europe are eligible for full membership of ETC. European Union: Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Romania, Slovak Republic, Slovenia, Spain, Sweden.*

*Others: Croatia, Iceland, Monaco, Montenegro, Norway, San Marino, Serbia, Switzerland, Turkey.*

*Size: European Association, Turnover:*

**27. Thomas PALMGREN (Head of the Unit, Internationalisation – Representative of UEAPME)**

**FEDERATION OF FINNISH ENTERPRISES (Promotion/Representation/Advocacy)**

*The Federation of Finnish Enterprises has the largest membership of all business-related federations in Finland. Today our membership consists of more than 116,000 enterprises of all sizes, from all corners of the country, encompassing the entire business spectrum. Our membership roster provides a good reflection of the structure of Finnish business as a whole.*

*The strength of the organization is the comprehensive network of 21 regional organisations, with 400 local associations and 51 trade associations. This network covers the retail, industry, transportation, handicraft, and service fields.*

*The entire organizational chain in the Federation is involved in lobbying activities. The local associations play an important role in influencing economic policies at municipal and district levels. Regional organizations have considerable influence in their own regions and counties.*

*The Federation of Finnish Enterprises is a member of UEAPME.*

*Size: National Association, Turnover: n.a.*

**28. Kent NYSTROEM (President)**

**HOTREC (Tourism)**

*HOTREC represents the hotel, restaurant and café industry at European level. The sector counts in total around 1.75 million businesses, being 99,5% small and medium sized enterprises (92% are micro enterprises, i.e. employing less than 10 people). These businesses make up some 62% of value added. The industry provides some 9,5 million jobs in the EU alone. Together with the other tourism industries, the sector is the 3rd largest industry in Europe. HOTREC brings together 44 national associations representing the interest of this industry in 27 different European countries.*

*Size: European Association, Turnover:*

**29. Harry VAN DORENMALEN (Chairman, IBM Europe)**

Marat GURIEV (Governmental Programs Executive, IBM Russia)

**IBM (EUROPE)** (Information, Communication and Technology - incl software, publishing and media)

*IBM is a globally integrated technology and consulting company headquartered in Armonk, New York. With operations in more than 170 countries, IBM attracts and retains some of the world's most talented people to help solve problems and provide an edge for businesses, governments and non-profits. Innovation is at the core of IBM's strategy. The company develops and sells software and systems hardware and a broad range of infrastructure, cloud and consulting services. Today, IBM is focused on four growth initiatives - business analytics, cloud computing, growth markets and Smarter Planet. IBMers are working with customers around the world to apply the company's business consulting, technology and R&D expertise to build systems that enable dynamic and efficient organizations, better transportation, safer food, cleaner water and healthier populations.*

*Size: Big, Turnover: 80 Billion Euros Glo*

**30. Vadim KUKAVA (Executive Director)**

**INPHARMA** (European Association) (Medical devices / Pharmaceutical sector)

*Association of pharmaceutical companies "Innovative Pharma"*

*Size: no info, Turnover: Non profit (associat*

**31. Mark OATEN (CEO)**

Arkady REVZIN (Managing Director)

**INTERNATIONAL FUR TRADE FEDERATION (IFTF)** (Manufacture of leather and related products)

*The International Fur Trade Federation (IFTF) is the voice of the fur trade. Formed over 60 years ago, it protects the fur trade's interests, promotes innovation and high standards and presents a factual image of the fur industry. The IFTF represents 42 national fur trade associations and organisations from 35 countries. Members are drawn from the entire fur supply chain: farmers,*

*trappers, auction houses, merchants, brokers, buyers, dressers and dyers, designers, manufacturers, wholesalers, marketing organisations and retailers.*

*Size: European Association, Turnover: n.a.*

- 32. Patrick ANDRE (Executive Vice-President)**  
Rudolf DAVIDOV (C.E.O Lhoist Russia)  
**LHOIST/ EUROPEAN LIME ASSOCIATION (Raw materials)**

*The Lhoist Group is a world leading company producing lime, dolime and carbonates. These minerals are essential in the production of steel, glass, paper, chemicals, construction, civil works and environment as capturing impurities and pollutants. The Lhoist Group operates 88 plants located in 23 countries, mainly in Europe, the United States and Brazil.*

*Size: Big, Turnover: 1782 M€*

- 33. Alessandro ZANELLI (Regional Director Nestlé Purina PetCare in Russia, Ukraine and CIS)**  
**NESTLÉ (EUROPE) (Food and Drinks)**

*Nestlé, with headquarters in Vevey, Switzerland, was founded in 1866 by Henri Nestlé and is today the world's leading nutrition, health and wellness company. The Nestlé brand portfolio covers practically all food and beverage categories: milk and dairy products, nutrition (infant, healthcare, performance and weight management), ice cream, breakfast cereals, coffee and beverages, culinary products (prepared dishes, cooking aids, sauces etc.), chocolate and confectionery, petcare, bottled water. The best-known global brands include Nescafé, Nestea, Maggi, Buitoni, Purina, Nestlé Nutrition and of course Nestlé itself. Other brands also sell in many countries – for example, Milo, Nesquik, Nespresso, Lean Cuisine, Kit Kat, Smarties, Nido, Perrier and Vittel. The total number of brands – including local brands – reaches into several thousands. The Nestlé Group invests in the continuous development and improvement of its products in all categories. R&D investment 2011 was CHF 1.5 billion and CHF 500 million in the new Nutrition, Health and Wellness businesses. The Nestlé Corporate Business Principles outline the Nestlé way of doing business and include sections on Infant Health and Nutrition, Human Rights, Child Labour and the Protection of the Environment, as well as a set of Consumer Communication Principles. They include all ten principles of the United Nations Global Compact, as well as the International WHO Code of Marketing of Breast-milk substitutes. Nestlé is committed to environmental social and economic sustainability through the concept of Creating Shared Value and is rated highly in several sustainability indexes.*

*Size: Big, Turnover: EUR 76 488 billion*

- 34. Sandro BONOMI (President Orgalime / President Bonomi Enolgas)**  
**ORGALIME (Engineering)**

*Size: European Association, Turnover:*

- 35. Anastacia Sysoeva (International Sales and Marketing Dept, Deputy Head)**  
Anastasia Volkova (International Sales Manager)  
**RESTEC (Tourism)**

*Over the decades RESTEC® has been actively participating in the development and consolidation of the Russian exhibition market as an independent economic sector. RESTEC® Exhibition Company est. 1990 is now one of the top three leaders of the Russia's exhibition business.*

*Member of the Russian Union of Exhibitions and Fairs (RUEF) since 1992, the International Tourism Trade Fairs Association (ITTFA) since 1994, the Global Association of the Exhibition Industry (UFI) since 1997 and since 2007, the Association of Organizers of Exhibitions Abroad and of National Group Participations in International Trade Fairs and Exhibitions (InterEXPO).*

*Annually, RESTEC® Group holds a hundred of events in Russia and abroad that are being attended by 8000 exhibitors and 600 000 trade visitors to cover more than 40 industries. In 2012 only, 96 projects held with the participation of 7453 exhibiting companies and 651 571 trade visitors from Russia and worldwide.*

*3 events of the RESTEC® portfolio are UFI approved for a highly professional level of organisation, other 12 are acknowledged by RUEF, while 11 projects are being held under the auspices of the Russian Chamber of Commerce and Industry.*

*Size: Big, Turnover:*

**36. Caroline KING (Director, International Government Relations SAP)**

**SAP (MEMBER OF DIGITAL EUROPE)** (Information, Communication and Technology - incl software, publishing and media)

*Size: no info, Turnover:*

**37. Gavin HEWITT (President of SpiritsEUROPE and CEO of the Scotch Whisky Association)**

**SPIRITSEUROPE - THE SCOTCH WHISKY ASSOCIATION** (Food and Drinks)

*spiritsEUROPE represents the interests of the European spirits sector in 30 national associations as well as of the 8 leading multinational companies.*

*Size: European Association, Turnover: n.a.*

## FINLAND

**38. Timo MIKKONEN (Director)**

**INNOLINK** (Professional, Scientific, Technical activities - incl. consultancy and research)

*OOO Innolink*

*Innolink Group is a group of companies operating in the field of personnel services, market information and research, sales, consulting, marketing and internationalization of business. The Group offers its customers comprehensive services to achieve success and growth. Innolink group consists of the following subsidiaries:*

- Innolink Staff*
- Innolink Direct*
- Innolink Research*
- Innolink Place*
- OOO Innolink*

*For customers Innolink Group is a strategic key partner now offering a wide selection of different high-quality services, which ensure the successful growth for the customer.*

*OOO Innolink is specialized to offer the market entrance services for the Customers, who are seeking for growth from the Russian markets. Another important target group is to serve companies, who already are operational in Russia, but who wish to boost and expand their*

*businesses on Russian markets. The office is located in St. Petersburg, Russia, but research operations are carried everywhere Russia. Company's product portfolio is targeted to the Russian market research, consulting and internationalization services, which provides customers with concrete tools to boost trade on Russia markets.*

*Size: no info, Turnover:*

**39. Eero KOTKASAARI (President and CEO)**

**Elli NUUT (Manager)**

**JOUTSEN FINLAND OY (Textiles / apparel)**

*Joutsen Finland Oy is established 1936 by Marius Pedersen, originally Dane, Today Joutsen Finland is dynamic family company. Majority Joutsen down products are exported.*

*The company turnover in 2012 was 10.8 million euro and credit rating AAA.*

*Personnel in Finland 57, In Estonia 50 and in Russia 10 , in total 117 employees.*

*Sister companies:*

*Joutsen OÜ est. 1998, in Märjamaa, Estonia production feather processing. Down garment, Down pillows*

*OOO Joutsen est 2005, in St. Petersburg , Russia logistic and two retail shops, wholesaler*

*Best time in company's 77-year history is the time, when Finland has been member of the EU and currency has been euro.*

*Size: no info, Turnover: 10 000 000*

**40. Thomas STEINBORN (General Director)**

**Matti MYLLYMÄKI (Financial director)**

**SOKOTEL LLC (Tourism)**

*Size: no info, Turnover:*

## **FRANCE**

**41. Alberto COLZI (Divisional Vice President, Eastern Europe, Middle East & Africa Operations)**

**Anthony WONG (General Manager)**

**ABBVIE (Medical devices / Pharmaceutical sector)**

*AbbVie began as the pharmaceutical leader, Abbott, which was founded in 1888 by Chicago physician, Dr. Wallace Abbott. Since then, Abbott has evolved to become a global healthcare leader, delivering innovative pharmaceutical, nutritional, diagnostic, and medical products to people in more than 150 countries.*

*On January 1, 2013, AbbVie was founded, a global biopharmaceutical company with the focus and capabilities to address some of the world's greatest health challenges. AbbVie has the stability, resources, expertise, and passion to discover, develop, and bring to market groundbreaking science to solve the biggest health problems that face the world today and tomorrow.*

*AbbVie has:*

*- A diverse product portfolio, including several market-leading medicines.*

*- A focused business and investment model designed to address unmet patient needs.*

*- Proven commercial capabilities, infrastructure, and expertise rooted in a 125-year history as an innovative leader in advancing healthcare.*

- 21,000 dedicated employees who are committed to addressing the world's greatest health challenges.

*Size: Big, Turnover: EURO 17,4B*

42. Alexis DELAROFF (COO Russie, CEI, Georgie)  
**ACCOR** (Tourism)

*Size: Big, Turnover: 6 000 000 000*

43. Philippe PEGORIER (President/General Director Alstom Ltd)  
**ALSTOM** (Construction)

*Alstom is a global leader in power generation and transmission and rail infrastructure, setting the benchmark for innovative and environmentally conscious technologies. The Group is the only multi specialist constructor in the railway sector covering everything from rolling stock and maintenance to signaling and infrastructures. Alstom provides turnkey integrated power plant solutions and associated services for a wide variety of energy sources, including gas, coal, hydro, nuclear and wind.*

*Size: Big, Turnover: 20 000 000 000*

44. Annick De Chaunac (General Counsel) and Maria Ibanez (Atcurus Group)  
**HERMÈS INTERNATIONAL** (High-end luxury goods)

*Hermes is a family firm that was created in 1837. It was first dedicated to saddlery business but soon it extended its creations to clothing, jewellery, silver, diaries, silk scarves, and other items. Today, Hermes is active in 14 different sectors: Leather goods, Men's and Women's silks, Men's and Women's ready-to-wear, Perfumes, Watches, Diaries, Hats, Footwear, Gloves, Enamel, Art of Living, Tableware and Jewellery. International in scope, Hermès has continued to grow while remaining a family firm with a uniquely creative spirit that blends precision manufacturing with traditional craftsmanship*

*Size: Big, Turnover: 2 400M€*

45. Paloma Castro Martinez (Director, Global Corporate Affairs) and Loren Lesko (Corporate Affairs)  
**LVMH** (High-end luxury goods)

*A world leader in luxury, LVMH Moët Hennessy - Louis Vuitton possesses a unique portfolio of over 60 prestigious brands. The Group is active in five different sectors:*

*Wines & Spirits*

*Fashion & Leather Goods*

*Perfumes & Cosmetics*

*Watches & Jewelry*

*Selective retailing*

*A cultural and creative family entrepreneur, LVMH produces 70% of its goods inside Europe and exports over 70% of its products outside the EU market. LVMH employs over 100 000 people around the world and has an annual turnover of €28bn.*

Size: Big, Turnover: 28 100 000 000

**46. Bernard Roux (Financial & development Director) and Antoine Gambart (Export Manager)**  
**NACTIS (Food and Drinks)**

*International player in the industry of flavours, colors, ingredients and fragrances, Nactis Group designs and manufactures a full range of products including products for the food industry.*

**SWEET FLAVOURS**

*Nactis proposes a large range of sweet flavours: citrus and tropical fruits, red fruits, yellow fruits and various flavours, from chestnut to citronnella, cocoa, coffee, caramel, tea and milk products, specific sweet flavours like beer, florals, notes for confectionery or pharmaceutical products.*

*Vanilla flavours, where we have total raw material control, are manufactured to measure.*

**SAVOURY FLAVOURS**

*Savoury flavours, divided into different families, allow industrialists to conceive and develop their formulas: herbs, spices, vegetables, meats, fish and shellfish, cheeses and milk products, ethnic cuisine, diverse flavours from smoke to red or white wine to a composition for mayonnaise.*

**SMOKE FLAVOURS**

*Nactis recently developed a patented system for the production of liquid smokes under the mark Tradismoke™. They are extracted from beech wood. These products which reproduce the flavour of traditional smoking are adapted for all types of application: atomization, steeping, incorporation...*

Size: SME, Turnover: 50 million

**47. Laurent SCHEER (Director, European Affairs)**  
**PERNOD RICARD (Food and Drinks)**

*Since its beginning in 1975, and particularly over the last ten years of rapid acquisitions, Pernod Ricard has built a unique portfolio of Premium brands on an international scale.*

*Pernod Ricard's strategy is built on creating value through a systematic policy of upscaling its brands, called "Premiumisation". This value strategy is part of a long-term vision based on strong and on-going investment in support of the Group's brands. In 2011/2012, Premium brands represented 73% of net sales.*

*Pernod Ricard focuses on innovation as a driver of growth, and has one of the largest marketing budgets in the industry.*

*Pernod Ricard's organisation, unique in its industry, is built around 6 Brand Companies and 75 Market Companies incl. in Russia, Ukraine, Kazakhstan, Belarus, Armenia etc. Wholly-owned by the Group, the distribution network ensures a commercial presence that is closer to the markets and to consumer needs, allowing the global strategy defined by the Brand Companies to be tailored to local realities.*

Size: Big, Turnover: 6-7 billion€ worldwide

**48. Guillaume LE BERRE (Director - Russia)**  
**QOVEO (Information, Communication and Technology - incl software, publishing and media)**

*French based IT company with subsidiaries in Canada, Marocco, Tunisia and Russia.*

*We developed a software dedicated to competencies management, talent management, career and succession plan management. Our second division is in charge of Digital learning programs, with a strong upstream expertise on pedagogical architectures. Our clients are retailers, manufacturers, oil & gas or oil and gas companies, pharmaceuticals, of financial institutions worldwide.*

*In Russia we have been present de facto 4 years, and 2 de jure. We are currently developing our business with a fully localized solution and compete with companies such as TalentSoft (Oracle), Success Factor (SAP) and others.*

*Size: SME, Turnover: 1 200 000 EUR*

**49. Bruno METZ (General Manager of Russian Subsidiary)**

**RH PARTNERS** (Professional, Scientific, Technical activities - incl. consultancy and research)

*RH PARTNERS Russia provides consultancy and services in the fields of recruitment, executive search, transition management, outstaffing, interim, career management and additional attendances related to employment matters and expatriation issues. We are part of the RH PARTNERS Group established since 1985, with 31 agencies located in 8 countries.*

*Our clients are international companies developing their business in Russia and CIS in various fields. Thanks to our expertise, we are particularly successful in such sectors as FMCG, retail, industry in general (aeronautic and defense, metallurgy, mechanics, electrical and electronic supplies, engineering, R&D, industrial processes, environment and safety, quality and control, medical equipment), finance banking and insurance, logistic and supply, IT, as well as building and construction.*

*As trusted partner we support our Clients in their selection process, especially for strategic positions with high expectations. We cover the full range of positions in a company from specialists to middle- and top management.*

*With high success rate on long-term and one of the market lowest candidates turnover in Russia, we improve the quality and stability of our Clients' staff.*

*Our consultants are multicultural and have a good knowledge of western management and local specificity.*

*Size: SME, Turnover: 800000*

## GERMANY

**50. Kathy V. TURNER (Divisional Vice President, Abbott Diagnosis, Europe)**

Vadim KOROL (General Manager Russia & Other CIS, Abbott Diagnostics)

**ABBOTT LABORATORIES** (Medical devices / Pharmaceutical sector)

*Abbott (NYSE: ABT) is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. With a portfolio of leading, science-based offerings in diagnostics, medical devices, nutritionals and branded generic pharmaceuticals, Abbott serves people in more than 150 countries and employs approximately 70,000 people.*

**OUR PROMISE**

*We are here for the people we serve in their pursuit of healthy lives. This has been the way of Abbott for more than a century—passionately and thoughtfully translating science into lasting contributions to health. Our products encircle life, from newborns to aging adults, from nutrition*

*and diagnostics through medical care and pharmaceutical therapy. Caring is central to the work we do and defines our responsibility to those we serve:*

- We advance leading-edge science and technologies that hold the potential for significant improvements to health and to the practice of health care.*
- We value our diversity—that of our products, technologies, markets and people—and believe that diverse perspectives combined with shared goals inspire new ideas and better ways of addressing changing health needs.*
- We focus on exceptional performance—a hallmark of Abbott people worldwide—demanding of ourselves and each other because our work impacts people’s lives.*
- We strive to earn the trust of those we serve by committing to the highest standards of quality, excellence in personal relationships, and behavior characterized by honesty, fairness and integrity.*
- We sustain success—for our business and the people we serve—by staying true to key tenets upon which our company was founded over a century ago: innovative care and a desire to make a meaningful difference in all that we do.*

*Size: SME, Turnover: 17 Billion Euro*

**51. Thomas EINSFELDER (Head of Unit Funding, Financing, EU-Services)**

**BERLIN PARTNER GMBH** (Professional, Scientific, Technical activities - incl. consultancy and research)

*Berlin Partner GmbH is Berlin’s corporation for economic development and location marketing. Its business promotion divisions assist investors who wish to start businesses in the city while supporting Berlin companies in their efforts to expand, internationalize and secure their economic futures in Berlin. Berlin Partner markets the city’s strengths and potential, regionally, nationally and internationally, and uses the “be Berlin” campaign to promote the capital as a strong brand. As a public-private partnership, the corporation is supported by powerful partners – 236 companies and scientific institutes are currently part of the “Berlin-Partner Network.”*

*Berlin Partner is the main contact for companies and offers customized, individualized services ranging from finding a location, to funding and financing, to contact with authorities and obtaining permits, to recruiting skilled personnel, to internationalization and trade show participation. Berlin Partner provides information about areas of growth and industries with potential for the future. It promotes Berlin as an attractive economic and scientific center, creative capital, cultural and sports metropolis and a livable city. Activities are aimed at investors as well as decision makers and facilitators in the fields of business, science, politics, culture and the media.*

*Berlin Partner effectively enables growth by bringing people, companies and new markets together.*

*Size: SME, Turnover: na*

**52. MAXIM BUREEV (General Director)**

**BILFINGER BABCOCK TYAZHMASH** (Mechanical and Engineering sector)

*Bilfinger Babcock Tyazhmash (BBT) is a joint venture, established in 2012 by German Babcock Borsig Steinmuller GmbH (member of Bilfinger Power Systems), and Russian TYAZHMASH PJSC. Following the share capital structure, BBT reports to Bilfinger.*

*BBT combines the unique experience of its shareholders in design, engineering, manufacturing, supplying and servicing of coal-fired steam generators and auxilliary equipment (coal conveyors,*

coal feeders, coal mills, burners, pipe systems, including high pressure, flue gases cleaning facilities etc.) to promote most modern and efficient, both complex and pinpoint-targeted, solutions on Russian and CIS countries. BBT also supports other members of Bilfinger Power Systems Sub-Group in developing of their business operations in Russia and CIS in thermal and nuclear power sectors.

Size: SME, Turnover: 10000000

53. Mario OHOVEN (President)  
Elena HARRER (Consultant)  
**BVMW E.V.** (Automotive)

*The BVMW is a politically independent association which caters for all commercial branches and professions, and represents the interests of small and medium-sized businesses in politics, with administrative authorities, with trade unions and with major companies.*

Size: Big, Turnover:

54. Steffen HILD (CEO)  
Gleb OSHCHEPKOV (General Director)  
**CAT CLEAN AIR TECHNOLOGY GMBH** (Professional, Scientific, Technical activities - incl. consultancy and research)

*CAT Clean Air Technology offers technical services and innovative product solutions concerning clean room technology and clean room related productions of pharmaceutical, biotechnological, microelectronic and semiconductor industries.*

*CAT services range from Qualifications & Validations | Acceptance Tests | Commissioning | Calibrations | Energy Use Optimization | Technical Consultancy | Conceptual Studies according to regulatory constraints and standards pertaining to clean room facilities (EN ISO 14644-1-3, EC-GMP Annex 1, FDA, VDA 2083-3, etc.).*

*CAT-PRODUCTS – the CAT product division – supplies a complete line of clean room metrology instruments related instruments such as Demiwater Foggers | Particle Counters (Air/Liquids/Surface/Pressure Gas) | Aerosol Generators & Dilution Systems | Environmental Monitoring Systems | Pressure Gas Measurement Systems | Microbiological Air Samplers plus additional side products such as Sterile Stainless Steel Tools and Hygienic Cleanroom Stainless Steel Furnishing.*

Size: SME, Turnover: 3200000

55. Vera GLANZE (Managing Director)  
**GLANZE TEC GBR** (Multisector)

*Glance TEC GbR is offering International Environmental Project Management and Trading of motorvehicles and oldtimers.*

*We are looking for the projects, partners and investors in the fields of the Waste Management and Recycling.*

*Our enterprise provides services in the area of international project management (PM) with the main focuses on:*

- Economical and technological cooperation
- Environment, Quality and Knowledge Management

- marketing, trading and export-import.

Most of our international work is carried out in the CIS and Baltic Countries. More information about reference projects you can find on our website [www.glanze-tec.net](http://www.glanze-tec.net).

In addition, we pursue trading with components and clothing for the motor racing, vehicle needs and old-timer.

We will be glad if you discover in our offer everything for your victory and success

Size: SME, Turnover: 1

**56. Marc THOMAS (General Director)**

**INDUSTRIAL SOLUTIONS AND TECHNOLOGIES** (Manufacturing - multisectorial)

*“OOO Industrial Solutions and Technologies” <http://www.ist-russia.ru> provides innovative solutions in Industrial cleaning and restoration of surfaces. We have been active in the CIS since 2006, selling and rental of industrial equipment, and offering industrial services through our franchise service partners in the regions.*

*Our franchise and distribution partners throughout the region have a contractually fixed relationships with the head company. All of our partners are trained on our technology through an extensive training program at our Moscow head office.*

*Over the last few years we have been expanding the portfolio of companies, in the field of industrial cleaning, and now represent a wide portfolio of companies in the CIS countries*

Size: SME, Turnover: 1.5mm Euro

**57. Paul HARTEN (Managing Director)**

**LIMO LISSOTSCHENKO MIKROOPTIK GMBH**

Size: no info, Turnover:

**58. Hakan DANIELSSON (CEO, General Director)**

**OJSC IC ALLIANZ** (Financial and insurance activities - included banking)

*OJSC IC Allianz was founded in 1991. Company’s shareholder is Allianz concern, international leader of insurance and financing. Allianz is the only company fully owned by an international shareholder in TOP-10 of the Russian insurance market. In 2012 OJSC IC Allianz was merged with two other Russian-based insurance providers owned by Allianz. Our clients can choose from more than 130 insurance products of voluntary and obligatory insurance. IC Allianz also is a reinsurance provider. The company has a number of subsidiaries: ROSNO-MS, Allianz Investments, Medexpress. IC Allianz has a well-developed regional network including 92 branches and 488 sales offices and is present in all the regions of the Russian Federation.*

Size: Big, Turnover: 652 Mln.

**59. Martin DAFFERTSHOFER (General Manager Informatics, EMEA, India and Russia)**

**PERKIN ELMER** (Human health and social work activities)

*PerkinElmer, Inc. is a global leader focused on improving the health and safety of people and their environment. The Company reported revenue of approximately \$2.1 billion in 2012, has around 7,500 employees serving customers in more than 150 countries, and is a component of the S&P 500 Index (PKI-NYSE).*

*Environmental Health Overview*

*At PerkinElmer, we're taking action to ensure the quality of our environment. Our Environmental Health business develops analytical instrumentation, lighting and sensor technologies and support services, all to protect the quality and sustainability of our environment and the security of people within their surroundings. PerkinElmer transforms information into actions that improve our safety today and our world tomorrow.*

*Human Health Overview*

*At PerkinElmer, we're taking action to make people healthier. Our Human Health business develops research and diagnostic instrumentation technologies as well as clinical resources and support services, all to fight illness proactively, provide medical insight more accurately and develop therapies more quickly. We know that the vision of a healthy tomorrow begins with what we do today. scientific informatics, diagnostics, drug discovery, biomedical & life science research, food safety and testing, environmental testing & monitoring*

*Size: Big, Turnover: 2 Billion*

**60. Heinz KUNDERT (President, SEMI Europe)**

**SEMI EUROPE** (Key enabling technology - KETs)

*SEMI Europe is a branch of SEMI, the global an industry association representing the manufacturing supply chain for the micro- and nano-electronics industries, including: semiconductors; photovoltaics; LED, flat panel display, micro-electromechanical systems(MEMS), printed and flexible electronics and related micro- and nano-electronics.*

*Our sector is acknowledged as a Key Enabling Technology (KET): our members are the architects of the digital revolution, providing the innovation and technologies that allow for smart, powerful and affordable electronic devices.*

*SEMI Europe has over 280 member companies operating across the semiconductor manufacturing supply chain. The majority of our members are SMEs, but also world leaders in R&D and integrated device manufacturing. SEMI Europe has offices in Brussels, Berlin, Grenoble and Russia. Our mission is to support our companies to grow and access new markets and to raise awareness of the strategic importance of our technology and sector.*

*Size: European Association, Turnover: 2012 European semico*

**61. Detlef STEIERT (Sales Manager)**

**SICC GMBH** (Energy - incl renewable energy)

*ThermoShield develops, produces and sells energy saving coatings in Berlin. The coating material is based on thermal ceramic micro-spheres that are converted by use of a special binding agent and various aggregates to a material, similar to paints. It is suitable for application on facades, interior walls, roofs and wood and industrial applications under the brand names ThermoShield and ClimateActive-ESE-Paint.*

*ThermoShield products are currently marketed by trade partners in the following European countries: Albania, Belgium, Bosnia and Herzegovina, Denmark, Germany, Estonia, Finland, France, Greece, Iceland, Italy, Croatia, Latvia, Lithuania, Luxembourg, Macedonia, Montenegro, the Netherlands, Norway, Austria, Poland, Portugal, Romania, Russia, Sweden, Switzerland, Serbia, Slovakia, Slovenia, Spain, Czech Republic, Ukraine, Hungary and Cyprus.*

*Moreover under the brand names ClimateActive-ESE-Paint in the following countries: Australia, India, Canada, Korea, Malaysia, Morocco, Mexico, Singapore, Thailand, Tunisia, Turkey, UAE and USA.*

*Most trade partners were just contracted in the years of 2010 and 2011.*

Size: SME, Turnover: approximately 1.5 mi

**62. Marcus OSEWITSCH (General Director Group Rus)**

**VOLKSWAGEN** (Automotive)

*Volkswagen Group is a German multinational automotive manufacturing company headquartered in Wolfsburg, Lower Saxony, Germany. It designs, engineers, manufactures and distributes passenger cars, commercial vehicles, motorcycles, engines and turbomachinery, and offers related services including financing, leasing and fleet management. It was the world's second-largest motor vehicle manufacturer by 2011 unit production and has maintained the largest market share in Europe for over two decades.*

*Volkswagen Group sells passenger cars under the Audi, Bentley, Bugatti, Lamborghini, Porsche, SEAT, Škoda and Volkswagen marques; motorcycles under the Ducati brand; and commercial vehicles under the MAN, Scania and Volkswagen Commercial Vehicles marques. It is divided into two primary divisions, the Automotive Division and the Financial Services Division, and consists of approximately 340 subsidiary companies. The company has operations in approximately 150 countries and operates 94 production facilities across 24 countries. It holds a 19.9% non-controlling shareholding in Suzuki and has two major joint-ventures in China - FAW-Volkswagen and Shanghai Volkswagen.*

*Volkswagen was founded in 1937 to manufacture the car which would become known as the Beetle. The company's production grew rapidly in the 1950s and 1960s, and in 1965 it acquired Auto Union, which subsequently produced the first post-war Audi models. Volkswagen launched a new generation of front-wheel drive vehicles in the 1970s, including the Passat, Polo and Golf; the latter became its bestseller. Volkswagen acquired a controlling stake in SEAT in 1986, making it the first non-German marque of the company, and acquired control of Škoda in 1994, of Bentley, Lamborghini and Bugatti in 1998, and of Ducati and Porsche in 2012.*

Size: Big, Turnover: 190 bln

## GREECE

**63. CHRISTOS RAPSOMANIKIS (Director)**

**N. RAPSOMANIKIS & CO L.T.D.** (Manufacture of metal products)

*Our workshop ,since 1975 , designs and produces handmade silver ecclesiastical items and silver icons inspired by Byzantine and Russian Art . There is a big variety in items for the altare like candlesticks , chalice sets , tabernacle , holy gospels , vigil lamps , silver items for the clergy like walking and Bishop's Staff .*

*Our workshop operates with the latest technology and our craftsmen are highly trained .*

*All our products are made of Silver 950 , partially gold 24K. and decorated with semi-precious stones.*

*The high quality of our products and the excellent customer service has established our workshop one of the leaders and our products are recognized in the Greek and International market.*

*Our items decorate many churches and monasteries in many orthodox countries .*

Size: SME, Turnover: 2011 - 110.000

## HUNGARY

64. Róbert BÖDŐCS (Director)  
**HUNGARIAN INVESTMENT AND TRADE AGENCY (HITA)**

*Size: National Association, Turnover:*

65. Greskovits DAVID LAJOS (Managing Director)  
**MEDITOP LTD.** (Medical devices / Pharmaceutical sector)

*Meditop Pharamaceutical Ltd. deals with solid dosage forms of pharmaceutical manufacturing. (developinng and producing of own products, contract manufacturing, packaging, offering of logistic services) We are committed to the highest standards of business ethics and protection of health.*

*Size: SME, Turnover: 24 294 788 EUR*

## IRELAND

66. Dominik RETERSKI (Senior Director Regulatory Affairs Europe, Middle East and Africa - Covidien)  
**COVIDIEN** (Medical devices / Pharmaceutical sector)

*Covidien is **incorporated in Ireland.***

*This company manufactures, distributes and services in three segments: **Medical Devices, Pharmaceuticals and Medical Supplies.***

*The mission for Covidien is to create and deliver innovative healthcare solutions, developed in ethical collaboration with medical professionals, which enhance the quality of life for patients and improve outcomes for its customers. Innovation is at the heart of the Covidien business.*

*Covidien **employs approximately 7,500 people in Europe** and approximately 42,000 people worldwide with products available in more than 140 countries.*

*Company turn over ~7.5 billion euros*

*Innovation*

*Currently ranked by European Commission as No. 1 European Medical Technology R&D investor.*

*Innovation is a major strategic initiative for Covidien, focused on delivering clinically relevant products to the marketplace.*

*Covidien has doubled R&D spending since 2005. Goal is that R&D will be 5% to 6% of sales in next few years.*

*Launched more than 50 new products since spin-off.*

*Commitment to evidenced-based medicine will be a critical driver of future success as cost pressures and healthcare reform will require us to prove our products are beneficial, differentiated and cost effective.*

## ITALY

67. Claudio Rotti (President), David Doninotti (President and Secretary General)  
**AICE - ASSOCIAZIONE ITALIANA COMMERCIO ESTERO** (Promotion/Representation/Advocacy)

*Aice is a non-profit entrepreneurial association which, for over 60 years, has been working to promote international business relations, representing companies that are committed predominantly to commercial activities abroad as well as the services related to such activities.*

*Aice is a non-profit entrepreneurial association which, for over 60 years, has been working to promote international business relations, representing companies that are committed predominantly to commercial activities abroad as well as the services related to such activities.*

*Main sectors of activity:*

*Export: Machineries Industrial supplies Consumer products (linked to "Italian lifestyle", like fashion, food, furniture etc.)*

*Import: Agri-food Raw materials Electrics, Electronics Machineries Consumer products We represent: from very small (individual) companies, to very large (multinational) groups Markets of interest: Eastern Europe, North and South America, Far East, Middle East, Africa*

*Size: n/a, Turnover: n.a.*

**68. Marco PIZZIO (Marketing Manager)**

**AISM - LIKE HOME (Tourism)**

*Like Home is a network of accessible properties in Italy open to everyone, with properties in Lucignano (AR), Porretta Terme (BO), Lignano Sabbiadoro (UD) and Auronzo di Cadore (BL). The network is owned by AISM (Italian Multiple Sclerosis Society) and was built to cater the needs of people with limited mobility. It's a unique structure in Italy, well known in Europe as well and we have clients coming from the entire world. We're now focusing on targeting new markets, Russia included. Our services are inspired by the philosophy of AISM association, wanting to offer relief to people with disabilities and social inclusion, since structure is open to everyone, within our property can meet people with limited mobility and traditional tourists. For this purpose we created a contests completely barrier free. Further to accommodation services, we also organize airport transfers and unique accessible excursions in central Italy. Furthermore we also organize meetings and events within our main property in Tuscany (I Girasoli, [www.igirasoli.ar.it](http://www.igirasoli.ar.it)).*

**69. Sandro Bonomi (President) and Luca Turri (President of UCoMESA - Italian Construction Equipment Manufacturers Association, member of ANIMA Federation)**

**ANIMA (Mechanical and Engineering sector)**

*ANIMA - Federation of the Italian Associations of Mechanical and Engineering Industries - was established in 1914 and represents the Italian mechanical & engineering industries within CONFINDUSTRIA (Confederation of the Italian Industries). ANIMA is member of ORGALIME, the European Association for Mechanical, Electrical & Electronic, Metalworking & Metal Articles Industries.*

*ANIMA represents a sector that employs 200,000 people and has a turnover of 44 Billions Euros with a 54% share of export.*

*The Federation counts more than 60 Associations and product groups and has more than 1000 member- companies, among the most qualified in their own production sectors.*

*The macro-sectors represented by ANIMA are : machineries and equipments for energy production and for the chemical and oil industry - assembling of industrial plants; logistics and handling of goods; technologies and equipments for foodstuffs; technology and products for industry; equipments, machineries for the building industry; machineries and equipments for men's and environment safety.*

*Size: National Association, Turnover: n.a.*

**70. GIUSEPPE MORALE (VICE SINDACO CITTA' DI AVOLA)  
AVOLA TRA MARE & CANYON (Tourism)**

*La Rete di Imprese denominata " Avola tra Mare & Canyon" costituita da circa 25 operatori turistici nasce nel comprensorio della città di avola caratterizzata da un centro storico che assume la forma planimetrica esagonale, città nota per la mandorla ed il nero d'Avola. Prodotti di eccellenza che identificano un territorio laborioso, crocevia di scambi commerciali sia nazionali che esteri. il pianeggiante sito della città si pone in un contesto paesaggistico straordinario compreso tra un litorale avente spiagge di calda sabbia fine e dorata e l'incommensurabile bellezza naturalistica che contraddistingue il canyon dei laghetti di cava grande del Cassibile. La città, inoltre si contraddistingue per la presenza di: teatro comunale; nutrita biblioteca comunale; museo palmeto-frantoio e antica tonnara; sagre, feste popolari, chiese in stile neoclassico e liberty, eremo madonna delle grazie, rinomate feste religiose e siti archeologici di rilevante interesse storico culturale.*

*La Rete ha l'obiettivo di intraprendere azioni congiunte frutto di una cooperazione concertata, mirate a promuovere lo sviluppo e la crescita turistica ed enogastronomica del comprensorio della Città di Avola, promuovendo l'integrazione della filiera produttiva, tra le MPMI, utilizzando i vantaggi scaturenti dalle economie di scala e/o di scopo, generando nuova offerta turistica mirata al miglioramento delle performance (allungamento dei tempi di permanenza, innalzamento della spesa pro capite, ecc..)*

*Size: SME, Turnover: 2000000*

**71. Roberto VALFRE DI BONZO (General Director)  
CNH-KAMAZ COMMERCE (FIAT INDUSTRIAL) (Automotive)**

*CNH-KAMAZ Commerce is a JV of CNH company and Russian trucks and lorries producer JSC KAMAZ*

*CNH is a world leader in the agricultural and construction equipment businesses.*

*Created in 1999 through the merger of New Holland N.V. and Case Corporation, CNH today comprises the heritage and expertise of three agricultural brands (Case IH; New Holland Ag; and Steyr) and two construction equipment brands (Case Construction Equipment and New Holland Construction). CNH employs approximately 33,800 people worldwide and has a network of approximately 11,500 dealers in approximately 170 countries. Its 37 manufacturing facilities are located throughout Europe, North America, Latin America, and Asia. CNH's product offerings encompass a full range of equipment to meet all needs in all regions; from its industry-leading tractors to specialty grape harvesters and massive combine harvesters in agriculture, as well as agile skid steer loaders and powerful hydraulic excavators in construction.*

*Size: SME, Turnover: 2000000000*

**72. Federico CORNELLI (Chief Operating Officer)  
CREDITO COOPERATIVO FEDERCASSE (Financial and insurance activities - included banking)**

*Credito Cooperativo is the Italian Banking Group specialized in SMEs and households financial needs. Credito Cooperativo is composed by Central Institutions (CIs), Iccrea Holding SpA, and two regional banks Cassa Centrale Banca and Raiffeisen Landesbank that provide products and services to the BCCs located in the North East of Italy and in the Sudtirol province.*

*CIs (also called second tier banks) provide wide-ranging support to the Banche di Credito Cooperativo, helping them to be efficient, to improve their market position and to ensure maximum added value for the banks and the local economies and overall for SMEs launching international markets.*

*With 394 banks and 4,448 branches (13,6% of the total banking outlets), they are closely interwoven in the social fabric and involve a considerable amount of human resources: 1,135,096 members; 36,000 employees in the whole network (local banks, CIs, Regional Federations, instrumental companies). From the economic point of view, the Banche di Credito Cooperativo have been showing steady growth in: total retail funding, now amounting to over 150 billion Euro; loans to retail clients of up to 138 billion Euro;*

*Size: Big, Turnover: 130 billions €*

**73. Roberto SNAIDERO (Chairman)**

Filippo PERRONE DONNORSO (none)

**FEDERLEGNOARREDO** (Manufacture of wood products / furniture)

*Founded in 1945, FederlegnoArredo is part of the Confindustria system.*

*The main goal of the Federation is to represent Italian industries of wood, cork, furniture and furnishing and protecting its interests towards international and Italian institutions and organizations.*

*FederlegnoArredo represents the companies of the sector in the drafting of the national employment contract, processes data and spread reports about the economic and productive situation, promotes the sector through exhibitions, trade fairs and consortia and offers services of interest to companies.*

*FederlegnoArredo represents more than 2.500 member companies, divided according to their products in the following associations: Assarredo, Assobagno, Assufficio, Assolute, EdilegnoArredo, Assopannelli, Assoimballaggi, Assolegno, ASAL Assoallestimenti, Fedecomlegno.*

*Size: Big, Turnover: 32 billion euros (se*

**74. Enrico Duranti (General Manager) and Roberto Giuppa (Senior Country Analyst for Russia)**

**GRUPO BANCARIO ICCREA** (Financial and insurance activities - included banking)

*Iccrea Banking Group is made up of Companies that provide exclusive products and services to more than 400 BCC-CR (Banche di Credito Cooperativo e Casse Rurali –Cooperative Credit Banks – Rural Savings Banks) in Italy. Iccrea Group companies provide advanced financial instruments, savings management and pension products, credit solutions for small and medium size enterprises and extraordinary finance. Iccrea Holding, whose capital is held by BCC-CR, controls Iccrea Banking Group companies.*

*Due to this strong tie, all Group Companies activities are aimed at acknowledging, in every business strategy, features that mark credit cooperation expressed in BCC-CR bonds to the territory and people who live and work in them. The mission of Iccrea Group companies is to support BCC-CR by enhancing their position on the local market, increasing their efficiency and competitiveness, and maximizing the value they add in promoting local economic development.*

*Iccrea Banking Group is organized into three business areas that represent the activity sectors of its Companies: Institutional are (that provide products and services exclusively dedicated to*

*Cooperative Credit Banks), Corporate (providing financial products dedicated to companies) and Retail (providing products address to retail customers).*

*The Corporate segment is supervised by Iccrea Bancalmpresa, the bank serving the Cooperative's business customers, offering consulting, financial services and solutions, also through the subsidiaries BCC Factoring and BCC Lease.*

*Size: Big, Turnover:*

**75. Selene SAVORANI (Export Area Manager)**

**Aleksey ROZHKOV (Official Representative St Petersburg)**

**ILLYCAFFÈ (Food and Drinks)**

*Founded in 1933 by Francesco Illy, the company produces and sells a single blend of premium quality coffee made of 9 varieties of Arabica.*

*The unmistakable illy taste and aroma are the results of a perfect balance of beans coming from South and Central America, India and Africa.*

*At present, the blend is marketed in 140 countries with a network of exclusive local distributors. More than 6 million cups are served every day all over the 5 continents. For over 18 years illycaffè has been trading 100% of its coffee in a sustainable way, working closely with over 4,000 coffee growers throughout the world. In order to ensure that the coffee farmers produce the world's best beans, illycaffè introduced the Quality Awards scheme, which rewards farmers with cash prizes for producing the best beans. To guarantee the highest quality, illycaffè pursues a policy of sustainable coffee cultivation and guarantees that the attention for quality originates at the beginning of the supply chain. Thanks to this approach illycaffè has received in 2011 the DNV certification, that officially recognizing illy's responsible supply chain.*

*Illy produces a single blend, available in two roastings (medium and dark) packaged in different formats (3Kg can, 250g tin, paper pods and capsules) to satisfy the needs of every location and moment of consumption. To protect its blend, illycaffè uses a pressurization technique that allows the aroma to settle and to blend with the oils contained in the bean.*

*During the entire production process, around 125 quality checks are conducted before the final packaging.*

*The company's mission is to offer its customers the best coffee in the world throughout the globe. This means not only excellence in production, but also in the regular conveying of the best practices and knowledge to maintain uniqueness and recognisability.*

*With the aim of contributing to increase and spread of coffee culture worldwide, illycaffè has funded the Università del caffè, a training school with 21 subsidiaries in 21 countries, offering a complete theoretical and practical training on all subjects connected to coffee.*

*Size: Big, Turnover:*

**76. Michele FELETIG (Director of services to SMEs)**

**INFORMEST (National Agency)**

*INFORMEST is a public agency, established by the Italian National Law N.19/1991, devoted to develop international economic cooperation, with a special focus on central and eastern European Countries.*

*Informest's members are public bodies (regional and local administrations, regional chambers of commerce, industry, agriculture and crafts, see table below). Informest acts as operational and mandated body of the members in implementing and outlining their development policies and*

strategies also by means of different European and national funds (Territorial Cooperation programmes; VII framework programme; Europeaid; CIP; Ministries of Foreign Affairs and Economic Development).

Informest's areas of interest are northeast Italy, the countries of Central and Southeast Europe, the countries of the former Soviet Union, China and Asia. In these areas Informest has well established partnership with local administrations/institutions and development agencies. Together with the deep knowledge of the areas of interest, Informest can boast skills in several fields:

- development projects on different topics (renewable energies, urban restructuring, environment, clusters and industrial districts, capacity building ...);
- ICT&Innovation;
- economic and political studies and analysis
- communication.

Size: n/a, Turnover: 1928767

**77. Paolo FRANCHETTI (CEO)**

**ING. PAOLO FRANCHETTI** (Professional, Scientific, Technical activities - incl. consultancy and research)

*Activity includes design and realization of buildings, industries, infrastructures, bridges, special structures and foundations; restoration and refurbishment of historical and monumental buildings, experimental dynamic tests and structural identification, urban planning. Environmental Engineering (i.e. waste, depuration plant). Transportation Engineering. Renewable energy.*

*Eng. Paolo Franchetti (CEO) joins the activities of professional, advisor and consultant with the teaching of Technical Structures in the Department of Environmental Engineering, University of Padova in Italy and a European Master in Earthquake Engineering (SAHC) dedicated to the study of historic structures and monuments.*

Size: SME, Turnover: 230000

**78. Sauro Degliesposti (CEO) and Nikita Gordya (SEI)**

Natalia DRONCHENKO (CEO)

**MATCH ITALIA INTERNATIONAL S.R.L. - LE FATE** (Textiles/apparel)

*An exemplary Italian story which began years ago, fast, intense and made up of courage and initiative. A story made up of passion, success and people. This is the story of LE FATE, a company founded thirty years ago with human characteristics since it is strongly rooted on a "brand" and in a family that produces total-look women garment collections of the medium-high segment «MADE IN ITALY». All success stories are built on passion; so it's the spirit that embodies LE FATE collection, expressing love for life. The line is intended for a dynamic, curious woman, who follows fashion but with personal style. A fresh collection, with dynamic colours enriched by exclusive patterns, which fits perfectly with market requirements. The strengths of the consolidated company are the careful choice of materials and attention to all steps of the manufacturing process. Fundamental characteristics for excellent Italian production. Distribution is not limited to Italy only, but is constantly spreading further to the European and emerging markets: China,*

*Russia, Germany, Spain and Portugal, etc. In a mixture of precious fabrics that knock all stylistic prejudices to the ground, combining art and poetry.*

*Size: SME, Turnover: 10000000*

- 79.** Edoardo PIEMONTE (Business Development Director)  
Raffaello PIEMONTE (Technical Director)  
**P&R ENGINEERING** (Construction)

*P&R is an international group operating in the construction industry. Our firms have been providing planning, design and management services for over 25 years targeting Institutional and Private Investors, Industrial Groups, Investment Funds and Real Estate Developers  
P&R's main objective is to offer specialized services, being recognised as a qualified, pre-eminent and independent entity, in obedience to international regulatory and ethical standards.  
As a multi-disciplined engineering and design firm P&R serves a variety of industries and project types. Our company is an ideal partner for complex projects that require a high degree of experience and technological knowledge. All efforts are directed towards sustainable growth and towards the search of increasingly challenging construction scenarios.*

*Size: SME, Turnover: 150,000 Euros*

- 80.** Carlo COSTA (CEO Russia, Cis and Scandinavia)  
Aimone AOSTA DI SAVOIA (Institutional Affairs Russia and Nordics)  
**PIRELLI** (Automotive)

*Founded in 1872, Pirelli has a worldwide presence with 22 industrial sites and operates through a sales network in over 160 countries. Pirelli is one of the leading manufacturers of high-end and performance tyres. Pirelli stands out for a long industrial tradition which has always been combined with innovation and product quality. Having been involved in motor racing since 1907, Pirelli is currently the single tyre manufacturer for Formula 1™ for the 2011-2013 championship seasons. This is an important challenge in terms of technological innovation and is a key means of promoting the Pirelli brand.*

*Size: Big, Turnover: 6.071 million euro*

- 81.** Valerio Valla (Founding Partner)  
Elisabetta Ludovico (Manager)  
**STUDIO VALLA EUROPEAN CONSULTING** (Professional, Scientific, Technical activities - incl. consultancy and research)

*Studio Valla has been operating since 1999 providing advisory and consultancy services to business and public administration and, overall services aimed to financing investment and development of project ideas. With main offices in Rome, Brussels and Naples, a dance network of professional collaboration and cooperative partnership, Studio Valla represents an international reference point. Originally specialize in the private sector, throughout the years has distinguished for several multi-year collaboration with public character: Ministries, Regions, Local Administration. During the years many successful activities have led to the approval and founding of projects for more than 500 million euros, with a high percentage of success. Studio Valla monitors and explores the possibilities of founding and internationalisation, developing service packages structured according to consolidate procedure for market analysis.*

*Size: SME, Turnover: 600000*

- 82.** Giovanni BERTAMINO (Managing Director)  
Fabio SABBATO (Export Director)  
**TECFI S.P.A.** (Manufacture of metal products)

*TECFI S.p.A. – is quite a young company (founded 15 years ago), but already among the top European fixing systems producers and one of the leader in Italian market. We are now exporting all over the world except in central and south Africa where we're looking for long term business partners who could reach together with us good results we had in other countries.*

*Our plus include, firstly, the high technology in production and innovative products made with best materials with the best performances with very competitive prices on the market.*

*Every year our catalogue enriches of many new items that find their fast and effective use. Many of our items received the ETA-CE certification, the highest and harder in Europe.*

*It's right in the last two years that we received ETA certification on the whole range of our steel anchors. That's why now we can offer to our customers an high European quality with very competitive prices directly from producer. At the present time we are offering a very wide range of products, but we feel very strong especially in the following group of goods:*

- *Roofing fixing systems*
- *Steel an Nylon anchors*
- *Wood screws and steel connectors*

*Size: SME, Turnover: 11 MLN*

- 83.** Magda ANTONIOLI CORIGLIANO (Director MET)  
**UNIBOCCONI** (Professional, Scientific, Technical activities (incl. consultancy and research))

*Size: n/a, Turnover:*

## LITHUANIA

- 84.** Marius DAUTARTAS (Entrepreneur)  
**IEVA & CO.** (Multisector)

*Ieva and Co. Ltd. is representing Eden Windows and doors for both homeowners and the trade. In both design and construction our priorities are threefold - quality, performance and environmental responsibility.*

*The company makes traditional windows and doors with uncompromising quality at prices value for reasonable price. We are very happy to provide guidance and quotations free of charge.*

*As well we have noteworthy 15 years of experience in wholesale trading, as well an voluminous client supplier base working since 1996 as international trading company. Focused on b2b and b2c who deals in large variety of branded goods mainly focused on professional haircare cosmetic's. We cooperate successfully with customers in Bruxelles, France, Great Britain, Ukraine.*

*Size: SME, Turnover: 200000*

- 85.** Robertas DARGIS (President)  
Remigijus KABECIUS (Attaché in Russia)  
**LITHUANIAN CONFEDERATION OF INDUSTRIALISTS** (Promotion/Representation/Advocacy)

*Main objectives of the Confederation are:*

*To create most favourable conditions for the development of economic, technical and social progress of Lithuanian enterprises regardless their form of the ownership*

*To represent rights of the members of the Confederation and defend their interests in the governmental, social and international structures*

*To expand markets for products and raw materials, to improve conditions of exports as well as for imports in order to enable Lithuanian industry to contribute a proper contribution to the strengthening of the national economy*

*To represent entrepreneurs and defend their social and legal interests*

*To make contacts between Lithuanian manufacturers and their counterparts abroad through international exhibitions and available information systems*

*Size: National Association, Turnover:*

**86. Ionna TROFIMOVA (Director)**

**ORYX BUSINESS INTELLIGENCE** (Professional, Scientific, Technical activities - incl. consultancy and research)

*UAB Oryx Business Intelligence is a team of qualified analytics, strategic thinkers and creative innovators who have a track record of developing and implementing an effective solution for the benefit of our customer.*

*With activity range from a market research, business strategy and plan, due diligence, trademark evaluation to a business acquisition with a global strategy:*

*“To investigate, analyze, evaluate, ... and provide the best solution to ensure your success.”*

*From assessing our customer goals and objectives, researching a market environment, developing strategies, and providing innovative ideas and reliable expertise we offer our customer the best solution and tangible result.*

*Size: SME, Turnover: approx. 30,000.00; n*

## LUXEMBOURG/BELGIUM

**87. Arkady ARIANOFF (Director Manager)**

Anna Prozorova and Oleg Prozorov (Head of Office in Moscow and Jurist of the Office)

**BELGIAN LUXEMBOURG CHAMBER OF COMMERCE FOR RUSSIA AND BELARUS**

(Promotion/Representation/Advocacy)

*THE BELGIAN-LUXEMBURG CHAMBER OF COMMERCE FOR RUSSIA AND BELARUS (CCBLR)*

*- We initiate B2B contacts.*

*- We provide consultancy services.*

*- We organize seminars and conferences.*

*- We arrange business missions in the Regions of RUSSIA and BELGIUM*

*- We attract investors in Belgium and Luxembourg*

*Size: n/a, Turnover: n.a.*

## POLAND

**88. TADEUSZ TUORA (Chairman)**

Jaroslav ROMANYK (Director)

**CORMAY GROUP** (Professional, Scientific, Technical activities - incl. consultancy and research)

*Cormay Group is the IVD group of companies, with headquarters in Poland, and consists of PZ CORMAY S.A., a manufacturing and holding company, ORPHEE S.A from Switzerland, Audit Diagnostics from Ireland and DIESSE from Italy. Cormay Group is developing and manufacturing high quality diagnostic reagents and advanced laboratory equipment.*

*Our philosophy is to manufacture the highest quality products, that give reliable results and the insight into the patient's health. We also support our clients with intensive product training and after- sales service, provided by qualified specialists. The high quality of our reagents and analyzers is confirmed everyday by many numerous laboratory practitioners all over the world.*

*Our clinical chemistry portfolio includes a full range of routine and sophisticated immunochemistry tests essential for accurate diagnosis, treatment and monitoring of patients. For haematology lab, we provide an innovative technology for the most popular 3-Diff and advanced 5-Diff systems supported by Swiss analyzers. The Cormay group companies also supply coagulation reagents and electrophoresis gels to meet all the needs of lab practitioners.*

*A highly developed distribution network of the group consists of 221 distributors in more than 120 countries (specialized in different IVD fields). Cormay Group companies sell their diagnostic reagents combined with automatic laboratory analyzers all over the world – in such countries as Russia - our main export market, United Kingdom, Switzerland, France, Italy, Sweden, Austria, Poland, Spain, Romania, and also Brazil, Mexico, Turkey, Morocco, Tunisia, China, Dubai (UAE), Egypt, Pakistan, Kazakhstan, Vietnam, Philippines, Thailand, Indonesia, Australia , New Zeland and many others all over the 5 continents.*

*Size: SME, Turnover: 20 000 000 €*

**89. Karolina GNUSOWSKA-WEISS (Director)**

**WEISS TRAVEL (Tourism)**

*Company profile of Weiss Travel*

*Our company Weiss Travel has operated in the tourism market since almost 21 years. We are specialized in destinations like Poland and other European countries for individual tourists and groups from all over the world, mainly Germany. Since few years we have cooperated with our partners in American market. We offer you a chance of including this attractive destination in your itinerary. By planning and organizing travel events we are always at your disposal as a competent and responsible partner, member of elite Associations of Tourism in Europe (PIT, ECTAA, RDA). In our offer you can find culture trips, tailor made incentive trips with special programs, professional tour guides, rest in comfortable hotels and old castles.*

*Size: n/a, Turnover:*

**90. WOJCIECH RADOMSKI (CEO)**

**ZAKLAD PRODUKCJI SPOZYWCZEJ SP Z O.O. KRZETLE (Food and Drinks)**

*Manufacture company producing ready meals and vegetables without preserves, natural products.*

*Distribution in Poland : Kaufland, Tesco, Carefour, JMP and other small wholesalers.*

*Distribution in Germany : Edeka Rewe*

*Own brand production (Krzetle) and private label*

*Size: SME, Turnover: 1300000*

**SLOVAKIA**

**91. Stefan Vratny (Director)**

**BIC BRATISLAVA SPOL. S R.O** (Professional, Scientific, Technical activities - incl. consultancy and research)

*The Business and Innovation Centre - BIC Bratislava Ltd. was established in 1991. Our mission is business and innovation consulting, transnational technology transfer, financial consulting, regional development, support in the EU Framework Programmes for research, technology development and innovation, project management and investment consulting. We are a co-ordinator of the Enterprise Europe Network representation in Slovakia, one of the co-founders of the SPICE (Science Parks and Innovation Centre Expert) Group and of the Slovak Association of BICs and RAICs.*

*Services:*

*Business Consultancy*

*Financing*

*Technology Transfer*

*Regional development*

*Grants and funds*

*EU Programmes*

*Networking*

*Size: SME, Turnover: n/a*

**92. Jozef METKE (CEO)**

Viktoria METKEOVÁ (company lawyer)

**MSOLUTIONS S.R.O.** (Information, Communication and Technology - incl software, publishing and media)

*mSolutions s.r.o. is Slovakian company established in 2006. mSolutions s.r.o. is marketing/IT company. mSolutions s.r.o. provides the consultancy services in the field of marketing and IT and provides software and mobile application development.*

*mSolutions s.r.o. develops different software for mobile devices (mobile phones, tablets (iOS, Android, Win8), server and web solutions on the request of customers.*

*Size: no info, Turnover: n/a*

**93. Zdenko HARVANEK (General Director)**

**NES NOVA DUBNICA S.R.O.** (Manufacture of electrical equipment)

*NES Nova Dubnica s.r.o. was established in 1992 in Slovakia and is active as manufacturer of various electric and electronic devices for various industrial branches:*

**PULSE INDUSTRIAL ELECTRONICS**

*- Accumulator charger and dischargers*

*- Switching AC/DC power supplies*

*- AC/DC power supplies pre galvanotechnology and electrochemistry*

*- Power supplies for cathodic protection*

*- DC/DC power supplies*

*- DC/AC voltage converters*

**POWER ELECTRONICS DEVICES**

*- Traction rectifiers*

*- Power rectifiers*

- Excitation rectifiers

#### AUTOMATION AND MEASUREMENT TECHNOLOGY

- Electrical value measuring transducers

#### SPECIAL ELECTRONIC COMPONENTS FOR RAIL VEHICLES AND RAILWAY

- Control systems for diesel-electric locomotives

- Driver vigilance checking system

- Automation components

#### DISTRIBUTORS

- Low voltage distributors

- Compensation and filtration distributors

#### ENGINEERING AND SERVICE

- SIEMENS Solution Partner in area of Automation

- Projecting activities

- Software development with visualization and network communication

- Training, courses, warranty and after-warranty service

Size: SME, Turnover: 10187000

## SPAIN

94. Juan ECHANOJAUREGUI (Managing Director)

**BANCO POPULAR ESPAÑOL** (Financial and insurance activities - included banking)

*Banco Popular, founded in 1926, is one of the main Spanish banking groups and is present in Europe, America, Africa and Asia. With nearly 17,000 professionals, Banco Popular offers advice on investment and financing products and services to over one million businesses and eight million customers worldwide.*

*Our business model is focused on our customers and seeks to provide them with an accessible, quality service that meets their needs. Because our customers' success is our primary goal.*

Size: SME, Turnover: 500M

95. Jaime PALAFOX (Economic Affairs & International Manager)

**FIAB, SPANISH AND FOOD & DRINK INDUSTRY ASSOCIATION** (Food and Drinks)

*The Spanish Food & Drink Industry Federation (FIAB) gathering more than 4.000 spanish food & drink companies was created in 1977 with the aim of representing Spanish food and drink industries, giving them a single, united body, and a common voice. This industrial sector is ranked number one in our country. Currently, the Federation includes 47 associations from the sector. Federation professionals advise their partners in areas of specialization such as food law, nutrition, internationalization, economic affairs, innovation & technology, sustainability, competitiveness, technical & environmental affairs, administration and finance, vocational training and communications. FIAB recognizes the critical significance of nutrition for the excellent development of people and, in this sense and within the scope of its activity, it promotes the benefits of correct nutrition, a varied and balanced diet, along with the necessary physical activity as the basis for health and wellbeing. For that purpose, FIAB maintains and promotes activities that help people adopt healthy lifestyles, based on physical activity considering diet as a whole. It recommends, among others, reading the nutritional labeling of products.*

Size: National Association, Turnover: n.a.

- 96. MARIA BELEN FERNANDEZ LOPEZ (CEO)**  
**ALMUDENA RODRIGUEZ (PURCHASING MANAGER)**  
**NOVATEX,SL** (Textiles / apparel)

*Novatex is a textile company, speciality non wovens , intelligent and high performance fabrics. We are also the main european converter of Sontara by Du Pont. We manufacture all kind of work (regular, fire resistant, antistatic...) and sanitary (sheets, blankets, cloths...) garments*

*Size: SME, Turnover: 1500000*

- 97. Carlos DE PALACIO Y ORIOL (Chairman)**  
**PATENTES TALGO S.L.**

*Patentes Talgo S.L. was founded on 28 October 1942. Since then the company has developed its activity in the design, manufacture and maintenance of railway material and maintenance equipments and services. Our mission is to be the leading company in the Spanish railway sector, with international industrial presence, renowned worldwide for its capacity in innovation, for its technology, quality, reliability and the added value of its products and services.*

*Talgo products include:*

- *Trains for Very High Speed, High Speed, Intercity, regional, locomotives, passenger coaches, bogies and components.*
- *Maintenance equipment: Complete installations, pit lathes, drive facility on track and manual gauges.*
- *Maintenance services: leader company in providing complete maintenance solutions to railway operators all over the world.*

*Talgo unique technology is based in:*

- *Light construction.*
- *Articulated union between coaches.*
- *Bogies with a single independent wheel axle.*
- *Axles permanently guided along the rail at zero angles.*
- *Natural Tilting.*

*Size: Big, Turnover: €400M (2011)*

- 98. Carlos LOPEZ JALL (Director of International Organizations and European Affairs)**  
**REPSOL S.A.** (Oil, Gas and Energy incl. renewable energy)

*Repsol is a fully integrated oil and Gas company with headquarters in Madrid. Repsol operates globally in over 30 countries in the exploration and production of crude oil and natural gas. Repsol refines oil and other raw materials, which it either brings to market under our own brand or sell to third parties. Repsol pursues technological advancement in renewable energy as a way to create a sustainable world based on intelligent energy, sustained growth and rising welfare.*

*Repsol's in the world's vibrant, high-yielding producing areas, with a highly performing and sustainable refining system. Repsol has a strategic position in liquefied natural gas (LNG) and is pioneer in the research of renewable energy.*

*Repsol has over 4000 Gas stations mainly in Spain and Portugal. Repsol has around 25.000 employees. Total oil production as of the end of March 2013 reached approx. 360.000 Barrels of oil equivalent per day. The 2012-2016 strategic plan foresees a net production growth of 7% compounded annual growth rate, with a target production of 500.000 barrels of oil equivalent per day by 2016. Repsol has 5 refineries in Spain. Spain refines about 1.5 million of barrels of oil per day. Repsol has a 60% market share of the Spanish refining market.*

*Size: Big, Turnover: €4.805M (2011)*

**99. HECTOR RODRIGUEZ (Director)**

**SERCOBE** (Capital Goods)

*SERCOBE is the National Association of Manufacturers of Capital Goods, with one hundred and thirty Individual Members and five Collective Members, representing more than four hundred companys and special groups related to design, engineering, production and erection of Capital Goods.*

*Our main lines of action are the following:*

*- Representing the Sector of Capital Goods in the Public Adminsitration, SERCOBE is full member of several consultative bodies related to our activity.*

*- Represents the Spanish Industry of Capital Goods to the spanish and non-spanish economical authorities.*

*- Promotes export of capital goods and industrial facilites, identifies and analyse projects, selects the appropriate manufacturer, arranques financial facilities.*

*- Promoting and boosting R+D, Quality, safety and preservation of the environment as a key factor in competitiveness.*

*Is member of CONFEMETAL (Confederation of Corporate Organisations in the Metal Area) and in the Spanish Confederation of Employers Organisations (CEOE).*

*SERCOBE is full member of ORGALIME, entity grouping national organisations of metal-mechanical and electrical-electronic industries in Europe.*

*SERCOBE is at disposal of any entity, to inform about the Spanis Capital Goods Sector and its international development.*

*Size: National Association, Turnover: 10000000*

**100. Alejandro BATALLER PINEDA (Vice- President of Sales and Marketing)**

**Natalia BOBROVA** (Sales and Press Representative)

**SHA WELLNESS** (Tourism)

*SHA is a world-wide pioneering well-being clinic, focused on improving and notably lengthening people's health and well-being. This is done through the unique fusion of the best natural therapies, mainly from millenarian Eastern wisdom and with the most advanced Western techniques.*

*Situated in Albir Beach, nearby the picturesque town of Villa de Altea (Region of Valencia), the medical hotel SHA sits on a beautiful mountainside overlooking the Mediterranean Sea, part of the Sierra Helada Natural Park, one of Spain's foremost ornithological reserves. The mild and agreeable micro-climate of the area guarantees fantastic temperatures all year around, and the*

area is recognized by the World Health Organization as having one of the World's best climates, this in itself being an important factor for the maintenance of optimum health.

The SHA building is the most recent creation of the prestigious Uruguayan architect, Carlos Gilardi, and the prize-winning European designer, Elvira Blanco Montenegro. 5 architecturally-surprising independent structures, inter-communicated by bridges, comprise the edifice, and contain 93 suites with surface areas of between 80 and 320 square meters. The complex includes large swimming pools and waterfalls, and many relaxation areas such as the Zen, Mediterranean and Tropical gardens.

SHA Wellness Clinic has the firm intention of helping society through the care of both mind and body by means of the ideal combination of ancient oriental techniques and the ultimate advances in western medicine, thus re-establishing a harmonious balance between body, mind and spirit.

Size: SME, Turnover: 18000000

## SWEDEN

**101.** Petri VUORIO (Head of International Corporate Banking)

**SWEDBANK OJSC** (Financial and insurance activities - included banking)

Swedbank is a modern bank firmly rooted in Swedish savings bank history. We are an inclusive bank with 7.8 million private customers and more than 600 000 corporate and organisational customers. Swedbank is publicly listed company at Nasdaq OMX Stockholm.

This makes us Sweden's largest bank in terms of number of customers and gives us a leading position in our other home markets of Estonia, Latvia and Lithuania. As a major bank, we are a significant part of the financial system and play an important role in the local communities we serve. We are dedicated to helping our customers, our shareholders and society as a whole stay financially sound and sustainable.

Swedbank also has a presence in Finland, Norway, Denmark, U.S., China, Russia and Ukraine.

Size: SME, Turnover: -

## THE NETHERLANDS

**102.** Etienne STRIJP (General Director HEINEKEN Russia)

Anna MELESHINA (Director Corporate Affairs HEINEKEN Russia)

**HEINEKEN** (Food and Drinks)

Size: Big, Turnover:

**103.** Sanjiv KAKKAR (Country Director Unilever Russia)

Irina BAKHTINA (Member of the Board Unilever Russia/Comms Director)

**UNILEVER** (Human health and social work activities)

With more than 400 brands focused on health and wellbeing, no company touches so many people's lives in so many different ways.

Our portfolio ranges from nutritionally balanced foods to indulgent ice creams, affordable soaps, luxurious shampoos and everyday household care products. We produce world-leading brands including Lipton, Knorr, Dove, Axe, Hellmann's and Omo, alongside trusted local names such as Blue Band, Pureit and Suave.

*For us, sustainability is integral to how we do business. With 7 billion people on our planet, the earth's resources can be strained. This means sustainable growth is the only acceptable model of growth for our business. The Unilever Sustainable Living Plan sets out to decouple our growth from our environmental impact, while at the same time increasing our positive social impact. Our products are sold in more than 190 countries, generating sales of €51 billion in 2012. Emerging markets now account for 55% of our business. We have 14 brands with sales of more than €1 billion a year. More than 173,000 people work for Unilever. We are the number 1 fast-moving consumer goods employer of choice among graduates in 20 countries.*

*Size: SME, Turnover: 51 Billion euro (201*

## UNITED KINGDOM

- 104.** Anna KAZOKINA (Head of Sales department)  
**BSI UK/BSI GROUP** (Tourism)

*Business Services International UK is a London-based incoming tour operator specialising in the Russian market providing full ground services for groups and individuals travelling to the UK and Ireland. We have worked in the Russian and former CIS markets since established in 1993, with offices in Moscow, St Petersburg, Ekaterinburg, Rostov & Novosibirsk, also Kiev and soon representative offices in Kazakhstan and Azerbaijan; we also have a service office in Edinburgh. Our team aim to offer a professional and personal service working closely with our clients to ensure our services are of the highest quality. We contract with all major hotels and hotel groups in the UK and are currently establishing our business profile in Ireland as a new destination. Recent new company developments include: a move to larger offices in London, enabling us to establish new VIP, Corporate, Education and Property departments and also our own transportation department with a fleet of executive chauffeur-driven limousines.*

*Size: SME, Turnover: 1000000*

- 105.** Bagger RICH (Senior Vice President Global Corporate Affairs)  
Victor FERKOVICH (Ferkovich)  
**CELGENE** (Medical devices / Pharmaceutical sector)

*elgene is a biopharmaceutical company that discovers, develops and commercialises innovative therapies for patients with cancer and other serious inflammatory diseases. With global headquarters in the US, we are a medium-sized company within the pharmaceutical sector investing double the pharmaceutical industry average into scientific research, our research ethos centres on driving clinical advances in fatal and rare diseases, and in therapeutic areas where medical need is great. We have been operating in Europe since 2006, and currently employ 1,400 people in 22 European Union (EU) countries, one third of which focus exclusively on medical and clinical research. Europe is also the key production hub for our key products worldwide (including the US). More than half of the clinical trial sites and patients in Celgene's global programme are established in Europe. With 18 orphan drug designations and 4 approved orphan drug indications, Celgene holds a leading position amongst the companies which develop therapies for rare diseases. We are involved in the leadership of EBE (particularly at a Board level board level as well as in the rare disease and public affairs working groups). EBE is European biopharmaceutical*

*trade association represented by 52 innovation and research based biopharmaceutical companies of which many are SME*

*Size: Big, Turnover: 3784 Million USD*

**106.** Samy BATANONI (Director of UK Operations)

**CJL ARMoured PROTECTION** (Services)

*CJL Armoured Protection is the market leading private contractor in the provision of armoured passenger cars and luxury chauffeur driven vehicles in the United Kingdom.*

*Size: SME, Turnover: 1.1 million*

**107.** Svetlana NAUMOVA (Director General)

Natalia SAMARINA (Head of Public Affairs and Ethics)

**DIAGEO** (Food and Drinks)

*Diageo is the world's leading premium drinks business with an outstanding collection of beverage alcohol brands across spirits, beer and wine categories. These brands include Johnnie Walker, Crown Royal, J&B, Buchanan's, Windsor and Bushmills whiskies, Smirnoff, Cîroc and Ketel One vodkas, Captain Morgan, Baileys, Tanqueray and Guinness.*

*We are the leading producer of EU spirits, the largest agri-food export product of the EU. EU spirits contribute over €9 billion to the EU's balance of trade and over €5 billion in indirect tax revenues. Trading in approximately 180 markets, we employ over 22,000 talented people around the world. In Europe alone we employ over 7,000 people. With offices in 80 countries, we also have manufacturing facilities across the globe including Great Britain, Ireland, United States, Canada, Spain, Italy, Africa, Latin America, Australia, India and the Caribbean. The growth of our business worldwide generates jobs in Europe. The ongoing expansion of our production in Ireland and Scotland is expected to generate more than 1,000 jobs both directly and indirectly. And the people who work for us across these markets really care for the legacy of each of our brands. We want them to be enjoyed by consumers for generations to come, which means we also take our role as a producer of alcohol very seriously. Diageo is at the forefront of industry efforts to promote responsible drinking.*

*Size: SME, Turnover: £12,742 million (€15)*

**108.** Richard CORNELIUS (Managing Director)

**E.WOLFE & CO** (High-end luxury goods)

*Established in 1850, we are specialising in 18 carat gold gem set brooches. Our pieces are based on natural themes and are the sector leaders.*

*Size: SME, Turnover: 200*

**109.** Ian WILLIAMS (Director)

**HASKOLL** (Construction)

*Haskoll are an international company of architects and designers operating throughout the world from our offices in*

*London, Beijing and Shanghai. Our projects range from small scale architectural and interior design to major urban design and Masterplanning projects on a city wide scale. Haskoll recently won an international competition for Ji'an Olympic Park masterplan. Haskoll were involved for 3*

*years in the review of technical proposals and site supervisor for the architectural elements of the media complex at the London Olympic Park, comprising of the Media Broadcast Centre and International Press Centre, as well as the ancillary car and coach park and catering facilities. Haskoll's work in over thirty countries has enabled us to stay at the forefront of international design trends and our understanding of commercial value and project delivery means that we are known throughout the commercial development sectors in Europe and China.*

*Size: SME, Turnover: 8 million*

**110. Aijaz AHMED (CEO)**

**HEALTH & SOCIAL CARE SOLUTION LTD (Services)**

*Health & Social eCare Solutions is one of the fastest growing companies in the supply of software solutions, products and services to the Health and Pharmaceutical Sectors. We develop, deploy and support SaaS (Software as a Service) solutions. Understanding the global competitive business environment impacting organisations today, our SaaS technology solution help drive business efficiencies and increase productivity. Our business partners and customers include: corporate Pharmaceutical wholesalers, Pharmacy technology providers for patient medical records (PMR) and Healthcare organisations. Our team of dedicated high calibre management, software development technicians and Health industry professionals has combined experience of over 60 years.*

*Size: SME, Turnover: 2500000*

**111. Marta ZANFRINI (International Business Executive) and Silviya BARRETT (Researcher)**

**LONDON CHAMBER OF COMMERCE (Promotion/Representation/Advocacy)**

*London Chamber of Commerce and Industry is London's premier business support and networking organisation with a membership of 2,500 organisations, both SMEs and large corporations. LCCI provides business information, advice, representation and international trade support. In the last five years LCCI has organised 150 international trade events, run 190 trade missions and exhibitions and answered 30,000 enquires from SMEs on business matters. As a result of these activities LCCI has developed significant expertise, contacts and databases. LCCI provides support to SMEs on European policy legislation, programmes, grants, loans and business cooperation. LCCI also provides company feedback to the European Commission.*

*Size: National Association, Turnover: n.a.*

**112. Leb Vasilievic DESINOV (Director of OSDE Russia)**

**OXFORD SUSTAINABLE DEVELOPMENT ENTERPRISE (Professional, Scientific, Technical activities - incl. consultancy and research)**

*The company is an EEIG dealing providing service in intelligence, technical assistance for sustainable development. Dissemination of data satellite-Financial service-Risk management-environmental risk assessment-renewable energy*

*Size: no info, Turnover:*

**113. Mark GREEN (Director)**  
**OXYGEN AVIATION (Services)**

*Since 2005 Oxygen Aviation has stood for the very best in private jet travel. By consistently providing a first-class customer experience Oxygen Aviation has become a dominant global player in the Privat Jet market. Our philosophies of Trust, Service and Excellence are shared by us all and our reputation depends in providing each as much as the other. You have choices of where you spend your time , money and energies. Our aim is ensure that you have more of each of these three valuable commodities once you begin to travel with us.*

*Size: SME, Turnover: 25000000*

**114. Alex ANDREEV (Managing Directors)**  
**STATE SOLUTIONS LLP (Professional, Scientific, Technical activities - incl. consultancy and research)**

*State Solutions LLP are specialists in official government relations, lobbying and public affairs consulting to support foreign businesses in Russia and the CIS. Our expert knowledge and thorough understanding of legislative, regulatory and administrative systems in the region enable us to provide effective and practical solutions for businesses across industries. Our strategic and practical advice enables our clients navigate markets, safeguard investments and run effective business operations in the region. All our services are provided in strict compliance with UK, Russian and CIS legislation.*

*Size: SME, Turnover: new business*

**115. Ksenia KIRICHENKO (Moscow Director TMI)**  
**Marina IONKO (Senior Account Manager)**  
**TOURISM MARKETING & INTELLIGENCE (TMI) (Tourism)**

*TMI is a British travel marketing and communication company, specialised in the Russia and CIS markets. We provide research and representation for National tourism boards, leading tourism related agencies such as WTTC as well as private sector tourism and education clients wishing to enter and influence the Russian market. TMI has carried out more than 20 research studies of the Russian market for different tourism boards and created their market entry strategy. We also provide event management for Ministers for tourism and other high ranking individuals in the format of a press conference, evening reception or roadshow. We have excellent Media and travel industry relations both in Russia and the CIS. our staff speak English and Russian, plus several other European languages*

*Size: no info, Turnover:*

**116. Ivor VUCELIC (Director of Sales and Marketing)**  
**TUI RUSSIA&CIS (Tourism)**

*TUI Travel PLC is one of the most profitable tour operators in the world, with 40 years of experience in travel business.*

*TUI Russia & CIS is an outbound tour operator and retail business providing summer beach and winter ski programmes for the Russian and Ukrainian source markets.*

*Size: Big, Turnover: 18 Billion*

**117. Jez HEYS (International Trade Adviser)**

**UKTI (Promotion/Representation/Advocacy)**

*UKTI is the government department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high quality investment to the UK's economy – acknowledged as Europe's best place from which to succeed in global business. UKTI offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. UKTI's London regional team is dedicated to increasing the competitiveness of SMEs in the capital through international sales development. A team of International Trade Advisers deliver tailored help to businesses who are either exporting for the first time or looking to enter new markets.*

*Size: n/a, Turnover: na*