



# INTERNATIONAL BUSINESS SUMMIT 2013

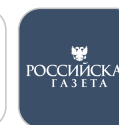
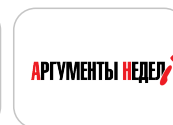
NIZHNY NOVGOROD



ibs-nn.ru

## II INTERNATIONAL BUSINESS SUMMIT

**11-12 september 2013**  
Nizhny Novgorod





# INTERNATIONAL BUSINESS SUMMIT 2013

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II INTERNATIONAL BUSINESS SUMMIT  
to be held in a convenient,  
face-to-face format

## HOW LONG DOES IT TAKE

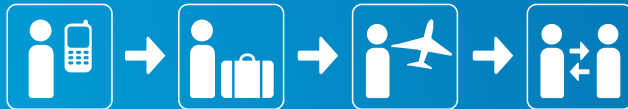


**in the course of your day-to-day work:**

**to find partners in Russia or abroad**  
approximately 160 working hours



**to arrange a meeting**  
a minimum of 40 working hours

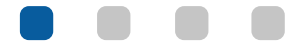


**at the Summit:**

**it takes 1.5–2 hours**  
**to find partners from Russia or abroad**



**meetings can be organized**  
in 10–25 minutes





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## AT THE SUMMIT YOU CAN:

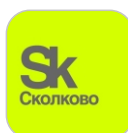
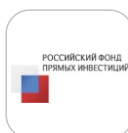
- Find investors
- Find production facilities
- Obtain assistance from government departments
- Engage in face-to-face networking



## I. THE CONFERENCE



- ▶ The cluster approach to investment policy
- ▶ Training and staffing for the new economy
- ▶ Construction of infrastructure facilities, preparation for the 2018 FIFA World Cup





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## II. THE COMMUNICATIONS PLATFORM

A presentation area will be arranged for participants at the business summit

- ▶ Host targeted presentations for potential partners
- ▶ Make business contacts to help develop your own projects
- ▶ Become familiar with the region's potential

A separate schedule of meetings between participants, investors and government representatives will be arranged

(business summit participants will be able to register on the official business summit web page).

Offsite business networking events will be held for business summit participants.



## FACE-TO-FACE

round tables covering various  
industries

Visits to enterprises that have successfully implemented investment projects in the Nizhny Novgorod Region and highly specialized industry round tables hosted on site:

### Car manufacturing



on site at GAZ Group,  
Adam Smith Conferences  
(topic to be determined in  
conjunction with the  
Adam Smith Institute)

### Ship building



on site at Gorodetsky  
Ship Repair Yard

### Aircraft manufacturing



on site at the Sokol Aircraft Plant,  
Nizhny Novgorod International  
Airport

### Petrochemicals



on site at RusVinyl



## FIRST DAY OF THE EVENT 11 SEPTEMBER 2013

The first day of the business summit includes conference sessions as well as a communications platform and cultural programme events

↓ **International Business Summit opening ceremony**

↓ **Plenary session**



↓ **Opening of the Volga City Customer Support Centre for Sberbank of Russia, the first resident of the Ankudinovka IT Park**

↓ **Workshop on 'Changes in trade policy and procedures following Russia's accession to the WTO: key issues for civil servants',** which deals with Russia's membership of the WTO and what this means in particular for the Nizhny Novgorod Region (organized by the Nizhny Novgorod World Trade Centre)

↓ **Russian national conference on 'Business incubation as a mechanism for small-business development'** (organized by the Nizhny Novgorod CLEVER Innovation Business Incubator)

↓ **Annual advertising conference** (organized by the Nizhny Novgorod Region Chamber of Commerce and Industry)

↓ **Russo-British Business Forum** (organized by the Russo-British Chamber of Commerce)

↓ **International theoretical and practical conference on 'Current issues in economics, management and innovation'** (organized by Nizhny Novgorod State Technical University)

↓ **Communication platforms in B2B and face-to-face formats**

↓ **Signing of agreements and memoranda** of cooperation between foreign companies, Russian enterprises and government authorities relating to investment projects in the region





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## FIRST DAY OF THE EVENT 11 SEPTEMBER 2013

- ▼ **Opening of the 2013 All-Russia Media Conference 'Mass Media and Business in the Age of New Technology' (with the support of the Russian Union of Journalists, the Civic Chamber of the Russian Federation, and Public Television of Russia),** during which Kommersant round tables will be held. The venue will also play host to Rossiyskaya Gazeta editorial desks and the online Kupol studio as well as a press area (with its own separate programme).
- ▼ **Communication platforms** in B2B and face-to-face formats (registration begins July 2013)
- ▼ **Signing of cooperation agreements** relating to investment projects





## SECOND DAY OF THE EVENT 12 SEPTEMBER 2013

↓ **Onsite sessions for visiting  
business delegations from abroad**

Netherlands,  
Belgium,  
Italy,  
Spain,  
Japan,  
France,  
Norway,  
Germany,  
China,  
Czech Republic,  
Poland,

Luxembourg,  
the United Kingdom,  
the United Arab Emirates,  
South Korea,  
Azerbaijan,  
Armenia,  
Belarus,  
Kazakhstan,  
Ukraine,  
the United States



↓ **Visits to enterprises that have successfully  
implemented investment projects  
in the Nizhny Novgorod Region and highly  
specialized industry round tables hosted on site:**

**Car manufacturing** – on site at GAZ Group,  
**Adam Smith Conferences**

(topic to be determined in conjunction  
with the Adam Smith Institute)

**Ship building** – on site at Gorodetsky Ship Repair Yard

**Aircraft manufacturing** – on site at the Sokol  
Aircraft Plant, Nizhny Novgorod International Airport

**Petrochemicals** – on site at RusVinyl

↓ **Visits to sites with  
investment potential**

↓ **Cultural programme**





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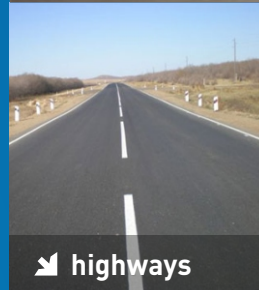
## WHY NIZHNY NOVGOROD? INFRASTRUCTURE

Nizhny Novgorod hopes to attract the best international experience of finding solutions to develop infrastructure capable of coping with the increasing loads caused by rapid growth in trade.

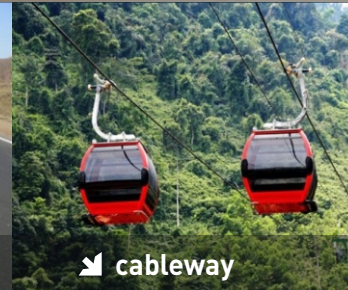
In order to achieve the FIFA World Cup, the region is planning to build and modernize metro lines, an aero-express train line, roads, cable cars, and hotels by 2018.



airport «Strigino»



highways



cableway

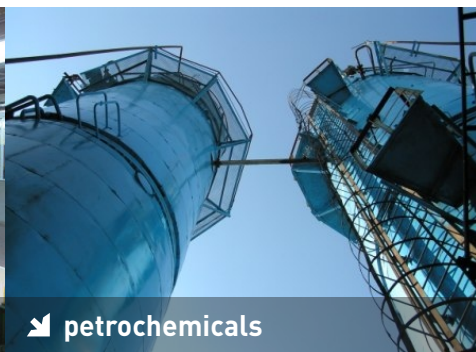


metro





↙ car manufacturing



↙ petrochemicals



↙ tourist cluster



↙ ship building cluster

## WHY NIZHNY NOVGOROD?

### ↙ THE CLUSTER APPROACH TO INVESTMENT POLICY

Nizhny Novgorod has positive experience of creating successful investment opportunities in the following industries:

**Nizhny Novgorod Industrial Innovation Cluster**  
Car manufacturing  
Petrochemicals  
IT- technologies  
Tourist Cluster  
Ship building cluster





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## WHY NIZHNY NOVGOROD?

### EDUCATION

Today's technologies require workers to have a high level of knowledge and skills. The market requires highly-educated workers for all industries and jobs.

#### **Nizhny Novgorod Region is host to:**

- ▶ 56 private and public institutions of higher education
- ▶ 106 organizations active in education and academia

In addition, Nizhny Novgorod has positive experience of training local workers specifically to meet the requirements of investment projects. The Corporate University and Learning Centre of one of the largest car manufacturers in Russia, GAZ Group, trains the staff needed by investment projects. For example, employees are currently being trained for a joint project involving GAZ Group and Volkswagen Group RUS.





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## SUMMIT PARTICIPANTS INCLUDE





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## SUMMIT PARTICIPANTS INCLUDE



**Arkady Dvorkovich**  
Deputy Prime Minister  
of the Russian Federation



**Alexey Likhachev**  
Deputy Minister  
of Economic Development  
of the Russian Federation



**Herman Gref**  
Chairman of the  
Board of Sberbank  
of Russia



**Mikhail Pogosyan**  
President,  
United Aircraft  
Corporation



**Valery Shantsev**  
Governor  
of Nizhny Novgorod  
Region



**Oleg Sorokin**  
Mayor of the City  
of Nizhny Novgorod



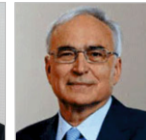
**Oleg Kondrashov**  
Head of Nizhny Novgorod  
City Administration



**Evgeny Lebedev**  
Chairman  
of the Legislative Assembly  
of Nizhny Novgorod Region



**Bo Inge Andersson**  
President of GAZ Group



**Willi Liebherr**  
President  
of the Board,  
Liebherr-International AG



**Irina Makieva**  
Deputy Chairman,  
Vnesheconombank  
Group



**Alexander Idrisov**  
Managing Partner  
and Founder  
of Strategy Partners  
Group



**Thierry Fournier**  
General Delegate,  
Russia, Ukraine  
and CIS, Saint-Gobain



**Michael Harms**  
Head of the Moscow  
Representative Office  
of the Association  
of German Chambers  
of Commerce and Industry



**Andrei Nikitin**  
General Director,  
Agency of Strategic  
Initiatives



**Trevor Barton**  
Executive Director  
of the Russo-British  
Chamber of Commerce



**Alexander Shokhin**  
Russian Union  
of Industrialists  
and Entrepreneurs



**Igor Shuvalov**  
First Deputy  
Prime Minister  
of the Russian Federation



**Roeland Van Gestel**  
President, ICANN;  
Regional Director,  
Bosal-GAZ



**Walter Steffen**  
Vice-President, ICANN;  
Co-Owner, Cafe Olivo



**Darya Kiryanova**  
Chairman of the  
Public & Governmental  
Relations Committee,  
ICANN; Branch  
Manager at Intel



**Oliver Grünberg**  
Chairman of the Industrial  
Committee, ICANN;  
Project Director VGR GAZ  
Volkswagen Group Rus



**Ivan Bortnik**  
Executive Director  
of the Association of Innovative  
Regions of Russia and Chairman  
of the Supervisory Board  
of the Fund for Assistance  
to Small Businesses  
in Science and Technology



**Yuri Belyaev**  
Chairman of the Board  
of Directors,  
Autocomponent  
Group



**Tore Fjell**  
Senior Vice-President,  
Hexagon Composites



**Oleg Goshchansky**  
Chairman and Senior  
Partner, KPMG  
Russia and CIS



**Igor Rozhkovsky**  
General Manager  
of Nizhny Novgorod  
branch, VTB Bank



**Irina Makieva**  
Deputy Chairman,  
Vnesheconombank  
Group



**Mitihiro Hamano**  
Director,  
the Japanese Centre  
in Nizhny Novgorod



**Dmitry Konov**  
Chairman  
of the Management  
Board and CEO, SIBUR



**Valentin Kostyukov**  
Director,  
the Russian Federal  
Nuclear Center



**Galina Pogodina**  
Chairman of the Social,  
Cultural & Healthcare  
Committee, ICANN;  
HR Director at UNILIN



**Guenther Nadolny**  
General Director  
RusVinyt



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**Register to participate**



call

**8-800-333-02-34**  
(toll free)

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