



**Discover business opportunities in Russia: Krasnoyarsk, Siberia
at b2b with Svetlana Bukanova,
Senior Trade Adviser on Global Sports and Infrastructure
London, 20th October 2017**



The Department for International Trade (DIT) invites you to participate in b2b* with Svetlana Bukanova, Senior Trade Adviser from Moscow, Russia on

20th October 2017 at the Department for International Trade, 3 Whitehall Place, London SW1A 2AW.

Krasnoyarsk is the capital of Krasnoyarsk territory, the 2nd largest territorial entity of the Russian Federation covering 2366, 8 thousand sq km. According to the Federal programme, Krasnoyarsk is expected to become a regional Urals transport hub of Russia by 2025. The development plans include airport, rail, cargo and road infrastructure.

Krasnoyarsk will be hosting winter Universiade-2019, an international sporting event among students, taking place on 02 - 12 March 2019 in Krasnoyarsk city, the capital of Krasnoyarsk territory.

Krasnoyarsk is also an industrial centre of Russia, offering great opportunities to the metal processing, colour metal development, aluminium production including downstream products, high pure oxide and catalysts manufacturers. It is a home for 3 major players in Russia: RUSAL, Nornikel and Krastsvetmet.

We are inviting UK companies (primarily manufacturers of goods and components; equipment and technology) interested in expanding a business to Siberia and operating in the following sectors:

1. Advanced Engineering:

- Construction materials manufacture (interest in advanced technologies);
- Project for conveyer manufacture construction for agriculture sector (the region experiences significant grain surplus. The project passed all approvals and has technical specification for infrastructure access.);
- There is a lack of capacity for grain storage and processing (potential for grain processing into meal and for export. To save on logistics costs local companies are ready to import oilseed residues in return);
- Interested in constructing large logistics centre in the region;

2. Machine-building industry

is one of the region's strategic sectors securing 5% of total region production volume (perspective projects: the Centre for Magnetohydrodynamics, OKB Zenit – high tech advanced engineering and machine building; OKB Mikron – heavy machine building; Taigamash – localised forestry machines production. Potential cooperation: inductive equipment for TSKB Geophysics; lightning for greenhouses – Siberian Advanced Engineering Centre; navigation equipment for Radiosvaz; and upgraded offroaders for Arctic trucks – part of GC Krepost; milling equipment for GC Kaneks, ballastless railway for Hencon; the Centre for Magnetohydrodynamics - aluminium alloy wire for additive manufacturing.

3. Metal-processing:

- Localisation and diversification of aluminium based businesses (high interest in primary aluminium processing. Enable supply to EC via RusAl and Aluminium Association standards);

- development of aluminum hydroxide and high pure oxide as well as catalysts production in Russia
- colour metal development, with a strong focus on nickel and platina (platinum found in impure form);
- precious metals: electronics (contacts, anodes and devices), catalysis (heterogeneous, homogeneous and non-traditional topology), energy (hydrogen, solar and internal combustion engines), glass production (platinum-coated ceramics and colored glass), medicine (alloys and coatings, metals and nanodiamonds).

4. Oil & Gas and Energy:

- Equipment, technology and processing for: Oil & Gas (Vankor Field – recently opened very prospective field of Vankor block. The owner is Anglo-Siberian Oil Company, belonging to Rosneft); hydropower and solid fuel based electrical energy industry is in 4th place amongst region’s priority sectors (11.5% of the total industrial power of total 10 430 MW);

5. Transport and infrastructure:

- Passenger flow around Universiade 2019;
- Traffic organisation around Universiade 2019;
- In city traffic flow modelling ;
- Traffic automatic control systems;
- UK transport experience in delivering global sporting events;
- Cargo hub (airport infrastructure, safety & security solutions, logistics);
- Traffic bridge construction over Yenisey river in Eniseisk city, 300 km from Krasnoyarsk (project budget is RUR8bln);
- Construction of traffic interchange roads and new routes towards Polyus Gold Company;
- River vessels renovation (all vessels have up to 60% of imported components; the majority of them are pretty much out of date. Krasnoyarsk – Dudinka is the major cargo water route along Yenisey in the region. Nornikel is the largest operator of cargo waterways in the region investing in sea/river fleet renovation).

6. Global sport:

- Chronometry systems; licensing; ELT services; legacy concept; sports marketing and promotion services.

The Department for International Trade (DIT) Russia also invites all interested companies to participate in **Doing business in Russian regions – Krasnoyarsk WEBINAR at 11am UK time on 16 October 2017** prior to b2b with Svetlana Bukanova.

The webinar will give you general overview of Krasnoyarsk region, familiarising with the investment and business potential as well as major regional projects and opportunities for foreign companies.

To register, please follow the link: <https://attendee.gotowebinar.com/register/3151751566067245825>

Only UK companies are eligible to participate in the webinar.

Svetlana covers Major Sporting Events sector in Russia: hospitality, event management, technology, transport and infrastructure development. She will be pleased to update you on the Russian market development and share the current and expected opportunities in sports, infrastructure and transport sectors.

Svetlana will also update you on the key missions for UK companies in Russia across all sectors, paying special attention to the “Discover Krasnoyarsk Region” mission on 20th-24th November 2017 in Krasnoyarsk, Russia.

***NB!** b2b is pre-scheduled activity, so please book a slot in advance with DIT Russia. Each slot is 15-20 minutes; the allocated time for b2b is 9am-5pm. The slots are limited and provided based on the company profile relevance followed by first come first served basis.

To register please contact DIT Russia by COP 16 October 2017:

Svetlana Bukanova

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