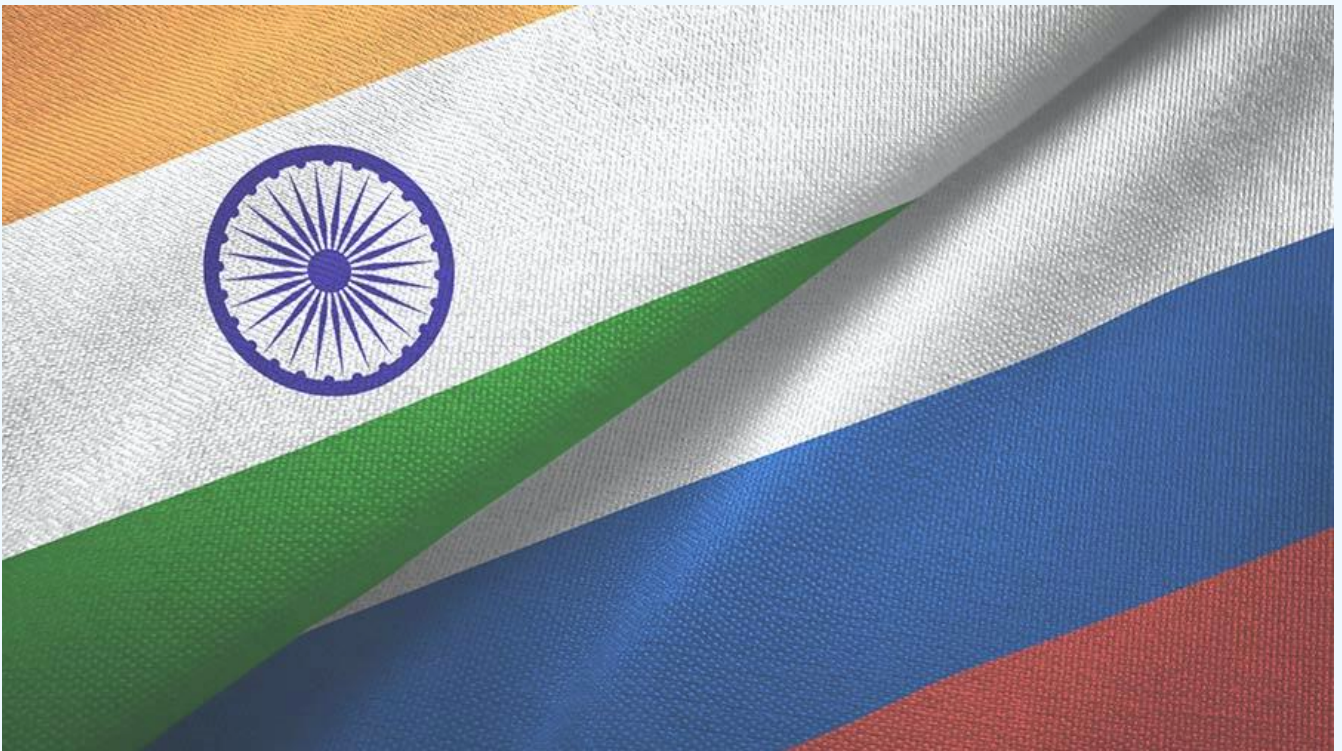




ASSOCHAM BUSINESS DELEGATION
TO
RUSSIA

POST-EVENT REPORT



SEPTEMBER 27 - 30, 2021
MOSCOW & ST. PETERSBURG

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Executive Summary

ASSOCHAM, in association with Business Russia and with the support of the Embassy of India in Moscow, Russia, and the Embassy of the Russian Federation in Delhi, India, organized a multi-sectoral business delegation to Moscow and St. Petersburg from 27 to 30 September, 2021.

The objective of this business delegation was to provide exposure of the Russian market to Indian companies by connecting them with their relevant Russian counterparts and encourage mutual trade opportunities. During various site visits, the Indian delegates were also educated on the Russian technologies, best practices, and know-how in various industries.

24 Indian delegates participated in the business delegation and represented sectors such as Automotive, Chemicals, Drug and Pharmaceuticals, Real Estate, Construction, Agriculture, Leather, Engineering Goods, Tourism, IT, Manufacturing, Digital Illustration, Wood, and Energy.

The 4-day schedule commenced with engagements in Moscow from September 27 and concluded in St. Petersburg on September 30.

Stakeholders



Key highlights of the business visit:

27 September: Conference on “Current challenges of the trade and economic cooperation between Russia and India in the post-COVID-19 era”

The following dignitaries participated in the conference:

Ms. Gina Uika, Deputy Chief of Mission, Embassy of India, Moscow
Dr. Alexander Rybas, Trade Commissioner of the Russian Federation in India
Ms. Meenakshi Sharma, Assistant Secretary General, Head of International Affairs, ASSOCHAM
Ms. Nonna Kagramanyan, Vice-President, Business Russia
Ms. Olga Kulikova, General Council Member and Business Ambassador to India, Business Russia
Mr. Maneesh Verma, Member of ASSOCHAM, Managing Director of Dream World Resort, Director of Indian Association of Amusement Parks and Industries (IAAPI)
Mr. Timur Vekilov, Representative, Russian Export Center
Mr. Aleksey Mostovschikov, Member, General Council of Business Russia
Mr. Vitaliy Stepanov, acting CEO, Moscow Export Center
Mr. Sammy Kotwani, President, Indian Business Alliance
Mr. Nikita Zhvachkin, Head, Corporate and Financial, Sberbank India
Mr. Aleksey Tarasov, CEO, Victar Company

The conference highlighted important issues including challenges in bilateral trade and cooperation and business continuity between India and Russia in the post-COVID-19 era. Dignitaries deliberated over the challenges faced by industries from India and Russia during the COVID-19 pandemic and suggested ways to overcome these challenges to ensure business continuity.

During the conference, some of the Russian companies also introduced themselves and made presentations on their sectors and spoke about the investment and business climate in Russia and how the India-Russia partnership could be strengthened by promoting collaborations in the key sectors.



One of the highlights of the conference was the signing and exchanging of the MoU between Business Russia and ASSOCHAM.

Followed by the conference, there were B2B meetings between Indian and Russian companies. 61 Russian companies from various sectors attended the B2B meetings and engaged in fruitful discussions with Indian companies. The objective of B2B meetings was to enable Indian and Russian companies to explore the possible synergies.

Reception for the Indian business delegates, organized by the Embassy of India, Moscow

On the evening of September 27, 2021, the Embassy of India, Moscow, Russia, organized a reception for the Indian business delegates at the premises of the Embassy. Ms. Gina Uika, Deputy Chief of Mission, Embassy of India, Moscow, Russia, and her team welcomed the delegates and assured them of all the embassy's support for their business plans in Russia.

Delegates interacted with Embassy officials and shared their objectives and expectations from the business visit.

28 September: Visit to Special Economic Zone Technopolis Moscow

An industrial site visit to SEZ Technopolis Moscow was organized. Presentations were made by several industrial clusters present in the SEZ. Indian delegates engaged with the representatives of Technopolis during the Q&A session. Discussions ranged from incentives, tax subsidies, and business advantages offered by the SEZ Technopolis.

29 September: Official reception of the Indian delegation in St. Petersburg

Official reception for the Indian business delegation was organized by Business Russia, St. Petersburg branch. The following dignitaries were part of the discussion:



H.E. Mr. Kumar Gaurav, Consul General, Consulate General of India, St. Petersburg

Mr. Sitov Alexander Nikolaevich, First Deputy Chairman of the Committee for Industrial Policy, Innovation and Trade of St. Petersburg

Mr. Abubakarov Arbi Abusaidovich, Deputy Chairman of the Committee for External Relations of St. Petersburg

Mr. Panov Dmitry Vyacheslavovich, Chairman of the St. Petersburg regional branch of "Business Russia", curator of "Business Russia" in the North-West Federal District

Mr. Razumishkin Evgeny Nikolaevich, Head of Administration of Krasnogvardeisky District

Mr. Maneesh Verma, Member of ASSOCHAM, Managing Director of Dream World Resort, Director of Indian Association of Amusement Parks and Industries (IAAPI)

Ms. Meenakshi Sharma, Assistant Secretary General of ASSOCHAM

Ms. Olga Kulikova Nikolaevna, Member of the General Council of the All-Russian Public Organization "Business Russia", Business Ambassador of "Business Russia" in India

Mr. Starkovsky Daniil Vyacheslavovich, Director of Technopark LENPOLIGRAFMASH

Mr. Androsova Olga Vladimirovna, Head of the Department of Regional Foreign Relations of the International Cooperation Directorate of the Committee for External Relations of St. Petersburg

Mr. Kirill Lesnikov, Executive Director of the St. Petersburg regional department of "Business Russia"

Mr. Chtetsov Dmitry Vladislavovich, Chairman of the Trade Committee of the St. Petersburg regional branch of "Business Russia", General Director of LLC "LAND"

Dr. Radhe Shyam Maheshwari, Founder of Lifeline Super Specialty Hospital

Mr. Sandeep Solanki, Director of Tvisi Energy Pvt Ltd

This provided the dignitaries with an opportunity to firsthand discuss ways of promoting India-Russia strategic partnership, investment and business climate in India and St. Petersburg, and the possible synergies between India and Russia.

One of the key outcomes of the reception was the proposal by ASSOCHAM to Business Russia to mount a business delegation to India. The proposal was welcomed by Mr. Dmitry Panov, Chairman of the St. Petersburg Branch and Coordinator for the North-West Federal District, Business Russia.



Visit to Imperial Jewelry Factory “Russkiye Samotsvety”

An industrial visit to Imperial Jewelry Factory was organized. Indian delegates were given a tour of the manufacturing factory and the retail unit. The objective of this site visit was to give Indian delegates an insight into cost - effective Russian manufacturing technologies, producing affordable products.

The exquisite yet affordable jewellery is the result of cost-effective manufacturing methods and machinery.

30 September: Visit to Imperial Porcelain Factory

An industrial site visit to Imperial Porcelain Factory was organized for the Indian business delegates. The objective of this site visit was to provide an insight to the Indian delegates on the Russian porcelain manufacturing technologies.

During the visit to the manufacturing facility and the retail unit, delegates learned the step-to-step procedure of manufacturing the porcelain. Each stage was described in detail.

Also, the visit was made even more interactive by allowing the delegates to try their hands on decorating the porcelains with their desired designs.

ASSOCHAM Meeting with Ross congress Foundation

A separate engagement was organized between ASSOCHAM and Rosscongress Foundation to discuss future collective initiatives to strengthen India-Russia bilateral relations.

The meeting was attended by Ms. Meenakshi Sharma, Assistant Secretary General, ASSOCHAM, Mayank Sharma, Assistant Director, International Affairs ASSOCHAM, Nikhil Bharara, Assistant Director, International Affairs, ASSOCHAM and Mr. Denis Klucharev, Head of International Cooperation Department, International and Regional Cooperation Directorate, Rosscongress Foundation.

Rosscongress Foundation proposed ASSOCHAM to partner for the Russian Investment Forum, Sochi, and develop this international forum to engage industries from both sides on a global platform.



Glimpses of the Visit



Participants and Dignitaries during the conference on “Current challenges of the trade and economic cooperation between Russia and India in the post-COVID-19 era”



H.E. Ms. Gina Uika, Deputy Chief of Mission, Embassy of India, Moscow, Russia, delivering remarks during the conference





Ms. Meenakshi Sharma, Assistant Secretary General, Head of International Affairs, ASSOCHAM and Ms. Olga Kulikova, General Council Member and Business Ambassador to India, Business Russia, signing the MoU



Mr. Sandeep Solanki, Director and Mr. Vineet Kumar Sharma, Director, Tvisi Energy Pvt Ltd during B2B Meetings





Indian companies meeting their Russian counterparts during B2B meetings



H.E. Ms. Gina Uika, Deputy Chief of Mission, Embassy of India, Moscow, welcoming all the Indian business delegates to the dinner reception





Indian business delegates interacting with the representatives from SEZ Technopolis Moscow, during the site visit



H.E. Mr. Kumar Gaurav, Consul General, Consulate General of India, St. Petersburg, Russia delivering remarks during the opening ceremony of the official reception of Indian business delegation in St. Petersburg





H.E. Mr. Kumar Gaurav, Consul General, Consulate General of India, St. Petersburg, Russia and Mr. Panov Dmitry Vyacheslavovich, Chairman of the St. Petersburg regional branch of Business Russia with Indian business delegates



Indian business delegates during the visit to Imperial Porcelain Factory, St. Petersburg





ASSOCHAM officials during meeting with Rosscongress Foundation to discuss collaborative future initiatives



Key outcomes of the visit

Need for continued engagements to:

1. Promote interregional collaboration between India and Russia
2. Focus on the Russian Investment Forum to engage industries from both sides
3. Promote exports from India to Russia by engaging in international bilateral fora
4. Focus on Small and Medium Enterprise (SMEs) for collaboration between India and Russia

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