

RUSSIA: PRACTICAL SOLUTIONS

ALBION (OVERSEAS) LTD

BUSINESS CONFERENCE

26th November, 2009

Birmingham

This one-day event is an opportunity for companies working with Russia, or interested in opportunities there, to hear the latest developments, make new contacts, swap experiences with others doing similar things, and develop business opportunities with other companies and service providers.

The morning portion will be hosted by the BBC's award-winning correspondent, Bridget Kendall.

The format of the conference will include morning presentations and question/answer session, followed by an extended buffet networking lunch, and then simultaneous round table sessions each hosted by a specialist service provider, on law, tax, freight, certification, travel, etc, etc.

VENUE:

**Wragge & Co LLP, Banking Hall, 55 Colmore Row
Birmingham B3 2AS**

TO BOOK YOUR PLACE PLEASE CONTACT

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CONFERENCE FEE:

£95 + VAT @15% (Total £109.25)

(VAT receipt will be provided upon request)

Programme

Thursday, 26th November

Morning Sessions

Please note that the working language of the event is English

**09.00 – 10.00 Registration
Coffee and Tea**

10.00 Welcome & Introduction to Wragge & Co
Julian Henwood
Partner, Corporate Group, Wragge & Co

10.05 – 10.15 Introduction by Facilitator, Bridget Kendall of the BBC

Bridget Kendall will take a look at some of the issues running between the UK and Russia and how they are affecting business. A brief expose of what Russia means to western Europe politically and as a business destination.

10.15 – 11.00 PowerPoint presentations by specialists in Russia

Antal Russia
“Russia, Crisis to Opportunity; An employer’s perspective”
Tremayne Elson
Managing Director

Wragge & Co LLP
“Forthcoming changes to Incoterms in outline”
Jane Pittaway
Partner, Trade Team

Russo-British Chamber of Commerce
“Russia: Why and Where?”
Stephen Dalziel
Executive Director

Sly Filters
“Our business in Russia”
Linus Illesley-Ridge
Technical Director

11.00 – 11.30 Debate and Questions

An opportunity for discussion to develop not only general issues of doing business with Russia, but also more specific issues on some of the business problems of today.

11.30 – 11.50 Tea and Coffee

11.50 – 12.35 PowerPoint presentations by specialists in Russia

Brief presentations by two companies with their stories of how they started their business in Russia, and by the Embassy of Great Britain, who will talk of the assistance available to companies.

British Embassy, Moscow

Developing your Trade Potential: the Overseas Market Introduction Service – helping you in Russia"
Caroline Wilson
Minister Counsellor (Economic and Trade & Investment)

*Please note that the programme is subject to change.
The programme will be updated regularly on the website*

ALRUD Moscow
“Distributors and Agents in Russia: Green field or minefield?”
Maxim Alekseyev
Partner

NJO LED’s
“Getting on in Russian Exports”
Annie Rawlinson
Director

Albion (Overseas) Ltd
“Working with Agents and Distributors”
Mikhail Kondrashov
Director, Russia

12.35 –13.15 Debate and Questions

Many of the companies, which attend this event find that this is one of the most inspiring parts of the day. Not only will there be input by Bridget Kendall and the panel presenters, but companies will be encouraged to put problems and solutions to each other on the floor.

13.15 – 14.15 Lunch & Networking

The organisers of the event will use this opportunity to make introductions to speakers, delegates, service providers and potential clients. There will be time to visit the stands and have discussions with training providers, travel agents, interpreters, certification agencies, and so on.

14.15 – 14.30 UKTI
“Opportunities in Sochi Winter Olympics 2014”
Andrew Bacchus
Head, Construction, Global Sport Projects

14.30 – 15.30 Simultaneous Round Table Sessions by Sector

Simultaneous discussion groups on sectors such as taxation, law, travel and recruitment, trade, freight and Customs. Each will be informally chaired by a sector specialist. Delegates at the event will be free to join groups and leave them at will, to participate actively or just to listen. A cash bar will be available for those who want an informal or private chat.

15.30 –15.45 Tea and Coffee

15.45 – 16.45 Simultaneous Round Table Sessions by Sector

Continuation of the sessions after coffee. Companies can put issues and problems to the specialists and of course can hear each others’ experiences. There will also be plenty of opportunity for private discussion of specific issues.

16.45 – 17.00 Summary and Debate Close
