



**24th November, 2011
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 one-to-one sessions each hosted by a specialist service provider, on law, tax, freight, visas, travel, government assistance, translation etc.

VENUE:

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

TO BOOK YOUR PLACE PLEASE CONTACT

**Charles Swain
Albion (Overseas) Ltd
United Kingdom**

Tel: 01732 783 555

Fax: 01732 362 626

Email: rps@albionoverseas.com

URL: <http://www.albionoverseas.com>

CONFERENCE FEE:

£100 + VAT @20%

(VAT receipt will be provided upon payment)

Programme

Thursday, 24th 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
David Marshall
Partner, Corporate Group Wragge & Co

10.05 – 10.15 Introduction/'Meet our sponsors' 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 exposé of what Russia means to Western Europe politically and as a business destination. Meet our sponsors.

10.15 – 11.00 PowerPoint presentations by specialists in Russia

Brief presentations by the British Consulate, Saint Petersburg; Russia Consulting; a manufacturer on how they have built up their business.

Birmingham Chamber of Commerce

How Birmingham International Team can help local clients and link them into the UKTI network
Steve Cunnane
International Trade Adviser

British Consulate, Saint Petersburg

Opportunities and challenges for UK SMEs exporting to Russia
Gareth Ward
Her Majesty's Consul General

Russia Consulting

Selling to Russia
Mike Allen
Managing Director

M&I Materials

Exploring Russia: A case study
Kim Whittle
Commercial Manager

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 – 11.45 Tea and Coffee

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

11.45 – 12.35 PowerPoint presentations by specialists in Russia

Brief presentations by Forrest Research on Russian economic prospects; Albion Overseas; Russian law firm Vegas Lex; RBCC

Forrest Research Ltd

Russian Economic Prospects – 2024
Paul Forrest
Director

Vegas Lex

Business in Russia: Legal Solutions
Kirill Trukhanov
Head of Commercial Litigation Group

Russo-British Chamber of Commerce

[Topic TBC]
Stephen Dalziel
Executive Director

Albion (Overseas) Ltd

Tips for Exporters
David Cant
Director

12.35 – 13.15 Debate and Questions

Many of the companies attending 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 – 14.30 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 specialists.

14.30 – 15.30 Simultaneous one-on-one Sessions by Sector

Simultaneous private discussions (15 minute appointment slots are to be booked in advance) on the following: tax, Albion's Footprint, keeping costs down, law, travel, visas & accommodation, freight, certification, working with distributors, currency exchange, government assistance & translation. Each will be hosted by a sector specialist.

15.30 – 15.45 Tea and Coffee

15.45 – 16.45 Simultaneous one-on-one Sessions by Sector

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Continuation of sessions after coffee. Companies can put issues and problems to the specialists and of course can hear each others' experiences when not participating in the sessions.

16.45 - 17.00 Summary and Debate Close