



Russian Market Visit within Aquaculture and Fisheries

Contact:
Trade Council Russia

Marina Piotrovskaya

Phone +7 (812) 703 3900
E-mail: marpio@um.dk

Are you looking for growth opportunities? Or have you considered entering Europe's biggest consumer market? If so, now is the time to join Trade Council Russia in this upcoming market visit with focus on the opportunities within aquaculture and fisheries in Russia.

Join Trade Council Russia for the *Aquaculture Market Visit* in the period 14th through 18th March 2016 and get acquainted with the current situation within processing equipment, production methods, feeding and operating technologies for fish and fisheries in Russia. Large growth prospects are present within the aquaculture sector as Russia is ramping up production to meet internal demand from Russian citizens. The country has a self-sufficiency target of 85% and a state budget of EUR 1.4 billion to develop the industrial fisheries sector leading up to 2020. The support mechanisms are aimed at development of research and science and the infrastructure of the aquaculture sector. Therefore, foreign investments play an important role if the industry is to meet international standards regarding packaging processes, technical equipment, feeding, and operation systems. The opportunities for your business are to supply modern methods that increase efficiency and quality, while reducing costs within fisheries and aquaculture.

By joining this market visit, you will gain insight into the Russian market, identify which specific opportunities are present for your company, and be brought close to potential partners, customers, and projects. In addition, the delegation will take part in the international exhibition "RybProm 2016".

Please contact us before 15th January 2015!

Kind regards,
Marina Piotrovskaya



In order to provide you with a deeper knowledge, we will make a presentation on the current market opportunities in the aquaculture industry, Russian business culture, and arrange meetings with relevant Russian authorities as well as potential customers or partners.

In addition the delegation are offered to take an active part in “RybProm 2016” – an exhibition with focus on; fish farming, processing, transportation, fishing and education and science in the aquacultural sphere. The exhibition is held to promote the modernization of aquaculture and fish processing industry in Russia through introduction of advanced technologies and modern equipment. Focus is on the practical aspect of the implementation of the import substitution.

The participating Danish companies will have the opportunity to be a part of a seminar, hosted by the Danish Consulate General at the exhibition – a great opportunity to promote your company. Furthermore, the exhibition also includes workshops, conferences, seminars and B2B-meetings.

Why St. Petersburg and Leningrad Region?

St. Petersburg and the surrounding Leningrad Region is particularly interesting. At a recent meeting with the international relations committee of Leningrad Region it was confirmed that the region has ambitious plans for the coming years in order to meet the self sufficiency target.

Worthwhile mentioning is:

- Plan to invest in 100 sets of equipment for fish farming for Leningrad region, which then will be rented to local businesses.
- Fish farming and fish processing have significantly grown in the Region during last year. The number of companies working in this sector has grown by 30-40 this year.

The preliminary programme for the market visit will *last for 3 full working days* and will consist of the following elements:

- Briefing about the political, economic and legal situation in Russia
- B2B meetings with producers
- Roundtable conference and meetings with local authorities
- Participation in “RybProm 2016” + Seminar (great opportunity to promote your company)

Participation fee

The price of a Market Visit is **DKK 12,000** for Small- & Medium-Sized Enterprises under the EU definition. This corresponds to a subsidy of 50 percent of the normal price per hour (in 2016 the price per hour is DKK 960).

For more information, please contact:

Marina Piotrovskaya

E-mail: marpio@um.dk

