



Russian Market Visit

Shipbuilding – Supply of equipment & technologies

Contact:
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Are you a supplier of equipment and technologies for the shipbuilding industry? And are you looking for growth opportunities? If so, now is the time to join Trade Council Russia in St. Petersburg – a national hub for shipbuilding.

Join us for the *Shipbuilding – Supply of equipment & technologies Market Visit* between 4th and 8th April 2016 and get acquainted with the current market situation within shipbuilding in Russia. The aim of the market visit is for you to discover the prospects of the government support to the industry and how your company can benefit from it.

During the visit your company will have the opportunity to visit the International Conference of Russian Shipbuilding in St. Petersburg, get insight into the government's programme "Development of Shipbuilding and Special Equipment for Successful Offshore Projects During the Period Between 2015 and 2030", and become aware of large shipbuilding contracts of the Russian Federation.

Worthwhile mentioning is the fact, that Russia still lack production of internal made components within; propulsion complexes, compressors, pumps, electric equipment, ship fittings, etc. and therefore the demand for foreign made components is still very present.

If you are interested in participating in the market visit,

please contact us before 1th March 2016!

Kind regards

Marina Piotrovskaya

In order to provide you with a deeper knowledge, we will make a presentation of Russia's current situation within the shipbuilding industry, Russian business culture, and arrange meetings with relevant Russian authorities. We will also look specifically at the opportunities and challenges for your company in terms of sales.

The preliminary programme for the market visit will consist of the following elements:

- Briefing about the political, economic, and legal situation in Russia and what it can mean for your company.
- B2B meetings with shipbuilders.
- Participation in the third international conference «Russian Shipbuilding. Import Substitution».
- Meetings with local authorities.

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).

* this amount does not include the conference participation fee. To be announced later.

For more information, please contact:

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Facts about shipbuilding

- Main facilities located in the Northwest Federal District
- Dominated by military shipbuilding
- Positive trend of increasing commercial shipbuilding
- The shipbuilding industry has:
 - More than 100 industrial enterprises
 - More than 40 shipyards
 - A total staff of about 36,000 people
- According to Russian analysts and development strategy, the main customers of shipbuilders will be the oil and gas industry

