



INVITATION

Danish Agro and Food Business promotion to the Volga District Tatarstan and Ulyanovsk, Russia 16-21 June 2019

Registration no later than 15 May 2019

As Russia rapidly expands its agricultural sector, new business opportunities continue to arise across the country. Two of the most attractive and promising regions are found on the banks of the Volga River around 700 kilometres east of Moscow.

DANISH EXPORT PROMOTION

The Danish Embassy in Moscow and Danish Agriculture & Food Council (DAFC) hereby invite you to participate in an export promotion trip to the Volga District of Russia with focus on agro-industry, food processing and ingredients.

VOLGA – GREAT LOCATION WITH EXCELLENT OPPORTUNITIES

The purpose of the delegation is to maximise your business opportunities and sales in one of the most promising and attractive parts of Russia's food and agricultural sector.

WHICH COMPANIES SHOULD ATTEND

Companies engaged in:

- Agroindustry, genetics, feed, storage and advisory
- Food processing technology
- Food tech and ingredients

WHAT YOU GET

- Full business program including visits to production sites of the most promising local companies including B2B meetings with their management
- Meetings with key political decision makers
- Market knowledge and expanded networks

PLANNED VISITS

- Visits to attractive agro-industry and food producers including B2B meetings with management
- Meetings with key political decision makers

WHY THE VOLGA DISTRICT

As Russia rapidly expands its agricultural sector, new business opportunities continue to arise across the country. Two of the most attractive and promising regions are found on the banks of the Volga River around 700 kilometres east of Moscow. Here Tatarstan and Ulyanovsk offer a broad variety of business opportunities for exporters of equipment, technology and know-how for agricultural and food production.



Danish Agriculture
& Food Council



**MINISTRY OF FOREIGN AFFAIRS
OF DENMARK**
The Trade Council

Danish Agro and Food Business promotion to the Volga District Tatarstan and Ulyanovsk, Russia 16-21 June 2019

TATARSTAN

Tatarstan is an autonomous republic and one of the wealthiest parts of Russia. The republic is already one of the country's main centres for agricultural production including:

- The 2nd biggest dairy production in Russia
- The 3rd biggest total agricultural output in Russia
- The 6th biggest meat and poultry production in Russia
- The 8th biggest grain production

Tatarstan has expressed great interest in cementing and improving its leading position and does have the necessary funds to invest in modern production technology including genetics, feed processing equipment and food tech solutions. At the same time, the region is home to several big agro-holdings that cover the full value chain and, thus, serve as attractive end-to-end customers. During the export promotion, we will visit some of the most attractive of these.

ULYANOVSK

Neighbouring Ulyanovsk has traditionally been an industrial centre with less focus on the food and agricultural sector. In recent years, this focus has changed to utilize its fertile soil, while taking advantage of a great geographical location for trade and the industrial tradition of the region.

Although still developing, Ulyanovsk has experienced staggering growth in agricultural production in the last decade, including:

- A six times increase in dairy production
- Four times increase in livestock of cows and a doubling in livestock of pigs
- A three-fold increase in total grain production

Ulyanovsk is known as one of the most business-friendly regions in Russia and is the home of several large-scale foreign business investments including from Vestas and Hempel. The region has specifically requested a strategic partnership with Denmark and Danish companies to accelerate its agricultural and food production. Participation in this export promotion will prime your company to get a role in fulfilling the region's ambitious plans.

TENTATIVE PROGRAM 16-21 June 2019

Day 1: DAY, 16 June

Departure from Copenhagen/Moscow
Arrival in Ulyanovsk

Day 2: DAY, 17 June

Meeting with the region's Minister of Agriculture
Visiting production sites incl. B2B meetings

Day 3: DAY, 18 June

Visiting production sites incl. B2B meetings
Reception with high-level participation

Day 4: DAY, 19 June

Transfer to Kazan/Tatarstan
Meeting with the republic's Minister of Agriculture

Day 5: DAY, 20 June

Visiting production sites incl. B2B meetings
Reception with high-level participation

Day 6: DAY, 21 June

Visiting production sites incl. B2B meetings
Departure from Kazan

PRICE

The total price for participation in the export promotion is 11,700 DKK excl. flights, hotels, catering and VAT per company. The price is for up to 2 representatives and 3 guests at each reception. The price is based on 8 participating companies and a 50% subsidy already granted from the Trade Council of Denmark.

Information about accommodation and local transport will be forwarded at a later stage.

Please submit attached registration form and "Virksomhedsskema" by e-mail to:

Michael Stahlschmidt, mis@lf.dk

CONTACT



DANISH AGRICULTURE & FOOD COUNCIL

Michael Stahlschmidt, Market Manager
mis@lf.dk, +45 3339 4236



ROYAL DANISH EMBASSY, MOSCOW

Esben Juul Bergmann Schjødt,
Minister Counsellor
esbsch@um.dk, +7 926 641 6348

BINDING REGISTRATION

DANISH AGRO AND FOOD BUSINESS PROMOTION TO THE VOLGA REGION

We hereby register for participation in the event as described in the invitation:

Participation fee is: 11,700 DKK excl. flights, hotels, catering and VAT per company.

The price is for up to 2 representatives and 3 guests at each reception.

Information about accommodation and local transportation will be forwarded at a later stage.

NOTE: The price is based on 8 participating companies and a 50% subsidy already granted from the Trade Council of Denmark.

Please fill out the attached "Virksomhedsskema". The subsidy from the Trade Council of Denmark is only given to Danish companies with a Danish CVR number, residing in Denmark, not their subsidiary companies abroad, so these forms must be filled-in and signed by the Danish company in charge of the activity (local company address is not valid). On the registration form you can if relevant add the contact information of the local participating company. Invoice will always be issued in DKK to the Danish company address.

We reserve the right to offer you participation at a different price should any of the above criteria's change. Should this result in a higher price than quoted, you have the right to cancel your participation. Other expenses not mentioned above are at own expense including visa, flights, dine & drink and hotel.

Company _____

Address _____

Postal Code _____ City _____

Danish CVR number _____

Contact person _____

Title _____

Direct telephone _____

E-mail _____

Participant (if other than contact person, incl. e-mail) _____

Date & signature _____

Please return the completed registration form to Danish Agriculture & Food Council
Please return *no later than 15 May 2019* to Michael Stahlschmidt, mis@if.dk

Registration is made in accordance with DAFC's terms of participation (attached)



Bilag 10 - Virksomhedsskema

Dette erhvervsfremstød modtager tilskud fra The Trade Council (TC) i Udenrigsministeriet under programmet "Fælles erhvervsfremstød". Skemaet **skal** udfyldes af alle deltagende virksomheder.

Det skal understreges, at virksomheder, som ikke har udfyldt skemaet, eller som har udfyldt skemaet mangelfuldt, ikke vil være tilskudsberettiget. Du kan læse nærmere om programmet på [Udenrigsministeriets hjemmeside](#).

Identifikation af fremstødet (udfyldes af koordinator):

Projektets titel	Erhvervsfremstød i Rusland (Tatarstan, Ulyanovsk) d. 10. - 14. juni 2019 for agro- og fødevarerprocesindustrien
Projektansvarlig	Michael Stahlschmidt
Projektets reference	43-2019/ 2019-6787

Virksomheden forpligter sig i henhold til retningslinjerne for programmet "Fælles erhvervsfremstød" til at deltage i fremstødet, dvs. være til stede og deltage i præsentationer, kontaktmøder mv. Det er dog muligt, at virksomheden kan lade sig repræsentere af et datterselskab eller en lokal agent, som virksomheden har en samarbejdsaftale med.

Oplysninger om virksomheden (udfyldes af deltagende virksomhed)

Navn på støttemodtagende virksomhed (hovedkontor i Danmark):		CVR-nummer:
Adresse:		
Postnummer:	By:	
Virksomhedsform:	Hovedtelefonnummer:	
Omsætning seneste regnskabsår (mio. DKK):*	Antal ansatte:*	
Modtaget "de minimis"-støtte fra dags dato, dvs. det indeværende og de to forudgående regnskabsår, ekskl. det aktuelle projekt: ** Sæt kryds i én af følgende: <input type="checkbox"/> Ja <input type="checkbox"/> Nej	Hvis "ja", angiv beløb i DKK:	
Navn på person som deltager i fremstødet:		
Direkte mailadresse:		

Undertegnede, der er ansat i og bemyndiget af ovenstående virksomhed til at ansøge om deltagelse i Fælles erhvervsfremstød og Delegationsbesøg til Danmark, erklærer på tro og love, at ovenstående oplysninger er korrekte***, og at virksomheden er bekendt med EU's "de-minimis"-regler.

Dato:	Navn på tegningsberettiget underskriver:
Underskrift:	

*En virksomhed betegnes som SMV, når virksomheden har under 250 ansatte samt en årlig omsætning på max. 375 mio. kr. i seneste regnskabsår.

Støtte i form af tilskud til "Fælles erhvervsfremstød" i henhold til EU-reglerne for "de minimis"-støtte, jf. Kommissionens forordning (EU) nr. 1407/2013 af 18. december 2013 om anvendelse af artikel 107 og 108 i traktaten om Den Europæiske Unions funktionsmåde på "de minimis"-støtte. Virksomheder må ikke modtage "de minimis"-støtte, der overstiger grænsen, som "de minimis"-forordningen fastsætter, dvs. EUR 200.000 over 3 regnskabsår. **Såfremt der ikke er modtaget støtte, skal dette angives ved at sætte kryds i nej-feltet.

*** Ifølge lov nr. 53 af 31. januar 2001 om visse aspekter af Danmarks Eksportråds virke, § 7, stk. 1, gælder: "Med mindre højere straf er forskyldt efter anden lovgivning, straffes med bøde den, der i forbindelse med en ansøgning om tilskud afgiver urigtige eller vildledende oplysninger eller fortier oplysninger af betydning for en sags afgørelse."

Conditions for participation in export promotion events under the auspices of the Danish Agriculture & Food Council – DAFC, 25 November 2013

1. Basis of the agreement/contract

The contractual basis for participation in a collective export promotion event under the auspices of DAFC is comprised by:

- 1) a binding registration form filled in and signed by a duly authorised representative of the company, and
- 2) these present general conditions for participation.

2. Conditions for participation

The extent and conditions of participation as well as the services to be provided by DAFC are laid out in the presentation material sent, which includes a description of the practical implementation of the export promotion event. By signing the binding registration form, participating companies give their approval of the presentation material sent and of the prices, conditions and provisions described therein.

DAFC is under obligation to supply the services described in the presentation material. The participating companies are obligated to comply with the conditions for planning and implementing the export promotion event described in the material, including meeting the deadlines given for sending in material etc. to DAFC.

DAFC's handling of services is conditional on not being delayed or prevented by *force majeure*, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond the control of DAFC. If an export promotion event is cancelled on one or more of the above grounds, the companies registered are under an obligation to pay their share of costs already defrayed during preparation, insofar as these costs cannot be covered by co-financing via export promotion funds.

3. Financial conditions

By returning the binding registration form, the company commits itself to paying the cost indicated for participating in the export promotion event. DAFC' cost calculations (see material sent) are based on a minimum number of participants. Should this minimum number of participants not register, DAFC reserves the right to cancel the event or send out revised material containing new prices, which will form the basis for the possible implementation of the promotion with a reduced number of participants. DAFC reserves the right to adjust the prices given to follow changes in exchange rates, in the event of increases in rental for the premises, and in the event of higher prices due to common decisions about changing and expanding the event relative to the original material sent out.

4. Invoicing

Unless otherwise agreed, invoices will be issued as follows: 1) 100% on account with binding registration, 2) final invoice when the event is over and after all costs, such as any extra services agreed upon, are included. In the event that DAFC' terms of payment are not met, DAFC reserves the right to consider the agreement repudiated in accordance with section 6. If the invoices issued are not paid by the deadlines set, DAFC is entitled to add interest to the amounts due at the prevailing rate for overdraft facilities as of the expiration of the deadline for payment.

5. Co-financing

In the event that co-financing can be expected via general export promotion funds, the representation material sent will indicate that co-financing will be applied for by DAFC. Participating companies are obligated to provide the necessary documentation and other information relevant to co-financing of the export promotion event.

6. Cancelling the agreement

Registering for an export promotion event is binding once the registration form has been filled in and sent to DAFC. Thus DAFC has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation. In cases of co-financed promotion, the company's registration is conditional on whether co-financing is granted.

7. Transport and insurance

Unless otherwise agreed with DAFC, participating companies are charged with buying their own necessary insurance for their own employees and own goods, exhibition and information materials, covering damage incurred in transit or while the event is being held.

8. Venue

In the event of any dispute or controversy between the parties regarding the interpretation or construction of the conditions for participation or an alleged breach of contract by either party to this Agreement, such dispute or controversy shall be settled by arbitration.