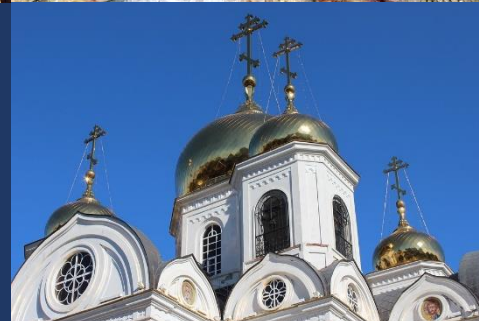




# INVITATION

## Danish Agro and Food Business promotion to South Russia 20-24 October 2019

*Registration no later than 18 September 2019*



*Already known as Russia's grain hub, South Russia is rapidly expanding its livestock and food processing industry leaving Danish exporters of agroindustry, technology for aquaculture, food processing equipment and ingredients with excellent business opportunities.*

### 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 South Russia with focus on agro-industry, aquaculture, food processing and ingredients.

### SOUTH RUSSIA – GREAT LOCATION WITH EXCELLENT OPPORTUNITIES

The purpose of the delegation is to maximise your business opportunities and sales in one of the fastest growing and geographically best located parts of Russia.

### WHICH COMPANIES SHOULD ATTEND

Companies engaged in:

- Agroindustry
- Aquaculture
- 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 meeting with their management
- Meetings with key political decision makers
- Market knowledge and expanded networks

### PLANNED VISITS

- Visits to attractive producers including meeting with management. The visits will be divided into sector specific tracks maximizing relevance for each participant
- Meetings with key political decision makers

### WHY SOUTH RUSSIA

The South has unique comparative advantages within Russia. The district has excellent soil, a mild climate and long summers that enable it to grow crops that can be produced in only a few locations in Russia.

Another important advantage is that the South contains the ports through which Russia export almost all its grain. Consequently, the district has a well-developed rail and road system.

In combination, these advantages have attracted many large agro-holdings, which are now expanding heavily into livestock and food processing in order to diversify and capture the gains from producing more sophisticated agricultural and food goods. The region is, furthermore, the biggest in terms of aquaculture with many new projects that will contribute to increasing the supply of fish in Russia.



Danish Agriculture  
& Food Council



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

# Danish Agro and Food Business promotion to South Russia Rostov-On-Don & Krasnodar, 20-24 October 2019

## ROSTOV-ON-DON

Rostov-on-Don is situated in the southern part of the black soil belt and with its fertile land and warm climate it is the second biggest grain producer in Russia after Krasnodar. The region is currently increasing its livestock capacity and is one of the few Russian regions, where the livestock of cattle is growing rapidly. At a glance, Rostov-on-Don is:

- The biggest producer of fish from aquaculture
- The 2<sup>nd</sup> biggest grain producer in Russia
- The 2<sup>nd</sup> biggest egg producer and the home of a 15 million head livestock of poultry
- The 5<sup>th</sup> biggest livestock of cattle and the 5<sup>th</sup> biggest dairy production in Russia
- Rapidly expanding its pig production.

Further, as Rostov-on-Don already has a strong agricultural production, the region is now looking into expanding its capacity in food processing and we will look into these many opportunities at first hand during the trip.

## KRASNODAR

Krasnodar has long been known as Russia's grain capital, however, the many big agro-holdings in the region are now expanding heavily into livestock and food processing. Besides visiting some of Russia's leading agro-holdings, we will visit one of the leading agricultural fairs in Russia – [the Farming Expo 2019](#) – which takes place in Krasnodar from 23 to 25 October.

At a glance, Krasnodar is:

- The biggest grain producer in Russia
- The 3<sup>rd</sup> biggest dairy producer in Russia
- The 3<sup>rd</sup> biggest beef producer in Russia
- The home of some of Russia's biggest agro-holdings.
- Rapidly expanding its food processing capacity

## TENTATIVE PROGRAM

20-24 October 2019

### Day 1: DAY, 20 October

Departure from Copenhagen/Moscow  
Arrival in Rostov-on-Don

### Day 2: DAY, 21 October

Meeting with the main commercial and political decision makers. Visiting production sites incl. meetings with management. Business reception.

### Day 3: DAY, 22 October

Visiting production sites incl. meetings with management. Transfer to Krasnodar.

### Day 4: DAY, 23 October

Participating in the opening of the Farming Expo 2019. Meeting with main commercial and political decision makers. Business reception.

### Day 5: DAY, 24 October

Visiting production sites incl. meetings with management. Departure.

## 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](mailto:mis@lf.dk)

## CONTACT



Danish Agriculture & Food Council  
Michael Stahlschmidt, Market Manager  
[mis@lf.dk](mailto:mis@lf.dk), +45 3339 4236



## ROYAL DANISH EMBASSY, MOSCOW

Esben Juul Bergmann Schjødt,  
Minister Counsellor  
[esbsch@um.dk](mailto:esbsch@um.dk), +7 926 641 6348

# BINDING REGISTRATION

DANISH AGRO AND FOOD BUSINESS PROMOTION TO SOUTH RUSSIA

Rostov-on-Don & Krasnodar, 20-24 October 2019

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  
no later than 18 September 2019 to Michael Stahlschmidt, [mis@lf.dk](mailto:mis@lf.dk)

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

### 1. Basis of the agreement/contract

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

- 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 pay the cost indicated for participating in the export promotion event. DAFC's 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.

If DAFC's terms of payment are not met, DAFC reserves the right to consider the agreement repudiated under 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. If a company, for any reason, cancels its participation, the company must pay the full participation fee, including any subsidy, if the subsidizing partner decides to withdraw its subsidy to the company's participation as a consequence of the company's cancellation.

### 7. Transport and insurance

Unless otherwise agreed with DAFC, participating companies are charged with buying their necessary insurance for their employees and 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.