



INVITATION

Danish Agro and Food Business promotion to Siberia

27 September – 1 October 2020

Registration by 15 July 2020



Due to its vast size and resources, the opportunities in Siberia are almost unlimited. Especially the more densely populated regions of Novosibirsk and Altai Krai are expanding its livestock and food processing industry leaving Danish exporters of agroindustry, genetics, 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 Siberia with focus on agro-industry, genetics, food processing and ingredients.

SIBERIA – STRATEGIC LOCATION AND ADUNDANT RESOURCES

The purpose of the delegation is to maximise your business opportunities and sales in one of the fastest growing and strategically best-located parts of Russia for export to the Far East.

WHICH COMPANIES SHOULD ATTEND

Companies engaged in:

- Agroindustry incl. genetics
- 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

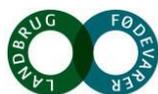
- Visits to attractive producers including meeting with management. The visits will be divided into sector specific tracks maximizing relevance for each participant
- Meetings with key political decision makers

WHY SIBERIA

The Siberian region of Novosibirsk and Altai Krai have unique comparative advantages within Russia. The district has excellent soil, a continental climate and the ability to produce some much-demanded sorts of crops.

Another important advantage is that the area is connected to a well-developed rail and road system, which makes it easier to export goods to East Asia and Southeast Asia.

In combination, these advantages have attracted an increasing number of large agro-holdings, which are now expanding heavily into livestock and food processing in order to both capture the gains of supplying the big cities in Siberia and the increasing import in East and Southeast Asia.



Danish Agriculture
& Food Council



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

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NOVOSIBIRSK

Novosibirsk is situated in the heart of Siberia with a continental climate and a comprehensive infrastructure with excellent connection to East Asia.

At a glance, Novosibirsk is already:

- The biggest egg producer in the Siberian Federal District
- 3rd biggest of cattle producer in the Siberian Federal District
- 3rd biggest dairy producer in the Siberian Federal District
- 3rd biggest grain producer in the Siberian Federal District

Large investments have been approved to develop the agricultural sector further, and we will investigate these opportunities at first hand during the trip.

ALTAI KRAI

Altai Krai's agriculture covers many different sectors. The region produces a fifth of the agricultural products from the Siberian Federal District, and it is one of the biggest grain, dairy, and beef producers in Russia.

At a glance, Altai Krai is:

- 4th biggest beef producer in Russia
- 4th biggest dairy producer in Russia
- The biggest cheese producer in Russia
- 8th biggest pig producer in Russia
- 5th biggest wheat producer in Russia

CONTACT



Danish Agriculture & Food Council
Michael Stahlschmidt, Market Manager
mis@lf.dk, +45 3339 4236

TENTATIVE PROGRAM

27 September - 1 October 2020

Day 1: 27 September

Departure from Copenhagen/Moscow
Arrival in Novosibirsk

Day 2: 28 September

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

Day 3: 29 September

Visiting production sites incl. meetings with management. Transfer to Barnaul in Altai Krai.

Day 4: 30 September

Meeting with main commercial and political decision makers. Business reception.

Day 5: 1 October

Visiting production sites incl. meetings with management. Departure.

PRICE

The total price for participation in the export promotion is 4,375 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 75% 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 by e-mail to:

Michael Stahlschmidt, mis@lf.dk



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 SIBERIA

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

Participation fee is: **4,375 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: COVID-19: If the situation requires, we will cancel the delegation. Until 31 August 2020 you will not be billed if we are forced to cancel. After this date we cannot guarantee refunds.

The price is based on 8 participating companies and a 75% subsidy already granted from the Trade Council of Denmark. It is allowed for local employees to represent the Danish company, BUT 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. This means that 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 15 July 2020* to Michael Stahlschmidt, 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.