

SYNOPSIS ON THE TOPIC

# The National Project “International Cooperation and Exports”



The International Cooperation and Exports national project is intended to expand the presence of Russian goods and services on global markets with the help of state regulatory instruments and industry and corporate programs, including export financing, equity financing, leasing, and long-term support measures. The government is planning to ensure competitiveness of Russian goods on foreign markets through special investment contracts and the mechanism of «first delivery support». In the service sector, Russia will compete in IT, construction, financial services, and tourism. Bureaucratic barriers will be eliminated by updating rules for direct, mixed, and combined cargo and introducing electronic workflows.

On the Roscongress Information and Analytical System on the chosen topic you will find:

Analytics

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## Latest publications in block «Analytics»



ARTICLE

03.06.2019

### A set of lock picks: How Russian medium-sized businesses enter international markets

Very recently, ‘demand for Russian products abroad’ sounded like the set up for a joke on a national comedy show. But now it is a reality that is becoming more and more common. In 2018, Russia’s non-commodity exports reached a record-breaking USD 150 billion, compared to USD 134 billion the previous year. SPIEF Magazine has decided to present several examples of the kinds of products that Russian companies are selling on international markets and what ‘lock picks’ they used to find their place in the sun.

The National Project “International Cooperation and Exports”

Entrepreneurship

Export Promotion

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RESEARCH

25.03.2019

### National report: high-tech business in the regions of Russia

The National Report, developed by the RANEP specialists, the Association of Russia’s Innovative Regions, together with the Interfax group, is dedicated to analyzing high-tech business in the regions of Russia. The report indicates the risks of digital economy, features of the military-industrial complex and of the high-tech solutions’ support policies, the profiles of the regions with indicators of high-tech business are made.

The National Program “Digital Economy”

The National Project “Small and Medium-Sized Businesses and Support for Individual Entrepreneurs”

The National Project “International Cooperation and Exports”

The National Project “Research”

The National Project “Labor Productivity and Employment Support”

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RESEARCH

07.02.2019

## National Projects: Targets and Main Results

This report contains infographics for main targets and expected outcomes of national projects in 12 areas of strategic development, as well as of the Comprehensive Plan for upgrading and expanding core infrastructure up to 2024.

- The National Project "Demography"    The National Project "Healthcare"
- The National Project "Culture"
- The National Project "International Cooperation and Exports"
- The National Project "Ecology"    State Strategic Planning

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## Latest publications in block «Events»

ST. PETERSBURG INTERNATIONAL ECONOMIC FORUM 2019

### **Russia–Baltic States: Pathways to Trust and a Beneficial Partnership**

📅 6 June 2019 ⌚ 11:00–12:15



#### **Moderator**

##### **Igor Yurgens**

President, All-Russian Insurance Association

#### **KEY CONCLUSIONS**

##### **Russian and Baltic business are interested in developing mutual relations**

If we talk about business, about regular people – there are no barriers there. In the aforementioned Sovetsk we got Vinchunaj Rus, a major Lithuanian company. I think they take up nearly a third of the entire imitational crab meat market, among other things. There is Lithuanian interest in fertilizer production, etc. In other words, when we talk about business everything is fine, there are no barriers there. If we talk about sanctions, or anti-sanctions, then I would say that disagreements there led to Polish and Lithuanian and other foreign partners increasing their investment in Russia – Anton Alikhanov, Acting Governor of Kaliningrad Region.

First: we own Mechel Nyamunas, a metallurgical production facility since 2003. It means we have been present in Lithuania for 16 years now. <...> Today, this is a successful enterprise: it is rebuilt, it is modernized, it delivers steady flow of produce on time. <...> Second: export. <...> Today, Mechel delivers over thirty various metallic product units through Latvia, Lithuania, and Estonia. These products are in high demand. The volumes are not overly high, but they are there. Well, not overly high... 4 billion worth last year – Victor Trigubko, Senior Vice President for Government Relations, Mechel.

I would like to point out that this unity of institutions, this simplified communication because of language, knowledge of cultural values and traditions, it helps us communicate and do business together. <...> If people just kept working, they can resolve any problem – Visvalds Busils, Chairman, NK Tehnologija.

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ST. PETERSBURG INTERNATIONAL ECONOMIC FORUM 2019

## **Who Will Provide Asia-Russia-Europe Logistics for E-Commerce?**

📅 6 June 2019 ⌚ 11:00–12:15



### **Moderator**

#### **Andrei Sharonov**

President, Moscow School of Management SKOLKOVO

### **KEY CONCLUSIONS**

#### **The Russian and global e-commerce markets are growing rapidly**

In 2018, the total e-commerce market exceeded USD 2.8 trillion in value. This is equivalent to the GDP of around 100 countries, admittedly the poorest ones, but still, it is an impressive figure. According to this year's forecasts, 1.9 billion people will make at least one purchase on the more than 24 million online stores in existence. These customers will generate a flow of 28 billion packages. The question of logistics and fast delivery is becoming critical – [Andrei Sharonov](#), President, Moscow School of Management SKOLKOVO .

Russia is a key e-commerce market. Russia is one of the largest internet users. Russia is also one of the top five countries in terms of e-commerce growth. And according to a 2018 survey, Russia is the fourth largest country in terms of consumers who shopped online from international merchants – [Albert Ng](#), Chairman, EY China; Managing Partner, Greater China.

The share of e-commerce in the global trade is growing. We have been observing this for quite some time. It is growing by 12% in average, 10–12% of retail is done online. I believe this will double in the next 3–5 years. In Russia about 5% of retail is online – [Holger Winklbauer](#), Chief Executive Officer, International Post Corporation.

#### **Russian companies are expanding their logistics capabilities in line with the market's requirements**

Work is well under way on developing the country's internal logistics infrastructure. It is a three-tier logistics centre system, and work on its creation is ongoing. In the next two years we shall have a revitalized infrastructure which will not only encompass sorting centres across the nation, but a fulfilment system employing the very latest technologies – [Nikolai Podguzov](#), Deputy Minister of Economic Development of the Russian Federation.

On the one hand, major players with financing will develop their logistics capabilities, such as courier services and fulfilment. For example, Yandex.Market has already opened several fulfilment centres in Moscow and Rostov, and this expansion will continue this year. On the other hand, our colleagues from Russian Post will implement their own plan for efficient centres, meaning that there will be wide coverage, and not only large companies, but small ones too, will be able to access this infrastructure – [Maxim Grishakov](#), Chief Executive Officer, Yandex.Market.

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ST. PETERSBURG INTERNATIONAL ECONOMIC FORUM 2019

## **The Russian Economy Seeking Ways to Boost Growth**

📅 6 June 2019    ⌚ 09:00–10:15



### **Moderator**

#### **Stephanie Flanders**

Senior Executive Editor for Economics, Bloomberg; Head, Bloomberg Economics

### **KEY CONCLUSIONS**

#### **Russian economy's dependency on oil prices is going down**

Russia needed the oil prices to be at USD 110 per barrel in 2014. After the past 5 years the price settled around USD 40 per barrel. What other country can go through a transformation like that in such a short time? – [Maxim Oreshkin](#), Minister of Economic Development of the Russian Federation.

Growth should not come from oil, it should come from other sectors. Last year processing industry showed +7% of investment, there should be room to grow. Agriculture showed +5%, there should be room to grow. I am talking about service industry, new technologies – [Maxim Oreshkin](#), Minister of Economic Development of the Russian Federation.

#### **Macroeconomic stability is an important economic growth factor**

Russia managed to survive the crisis period and create an image of a stable economy. There are healthy elements that help attract investment: federal budget surplus <...> highly disciplined implementation of budget policy and monetary policy. <...> Conservative policy that is aiming towards stability is a serious advantage compared to other growing countries – [Stephanie Flanders](#), Senior Executive Editor for Economics, Bloomberg; Head, Bloomberg Economics.

**Russia is keen on making environmental policy part of its economy**







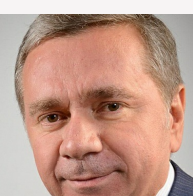
Russia is more active in reducing CO2 emissions than most other countries in the world. <...> Russia will play its role so that the economic growth is as environmentally friendly as possible – Maxim Oreshkin, Minister of Economic Development of the Russian Federation.

Business needs help in raising its environmental standards. As a regulator, the Bank of Russia is working to make green financing tools are more accessible – Elvira Nabiullina, Governor of the Bank of Russia.

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## Speakers and experts

	<p><b><u>Dmitry Medvedev</u></b> Deputy Chairman of the Security Council of the Russian Federation</p>	<p><u>11 quotes</u> <u>6 events</u> <u>3 analytical materials</u></p>
	<p><b><u>Hanna Lauren</u></b> Director, Finnair Plc</p>	<p><u>1 quote</u> <u>1 events</u></p>
	<p><b><u>Ruslan Novikov</u></b> General Director of Argumenty I Facyt Ltd</p>	<p><u>11 quotes</u> <u>15 events</u></p>
	<p><b><u>Iliya Dimitrov</u></b> Digital economy ombudsman</p>	<p><u>4 events</u></p>
	<p><b><u>Ilya Galaev</u></b> President, All-Russian Physical Culture and Sports Society Labour Reserves</p>	<p><u>1 quote</u> <u>4 events</u></p>
	<p><b><u>Florian Jansen</u></b> Chief Executive Officer, Lamoda Group</p>	<p><u>1 quote</u> <u>3 events</u></p>
	<p><b><u>Sergei Cheryomin</u></b> Head of Department for Foreign Economic Activity and International Relations, Moscow City Government; Chairman of the Board, Business Council for Cooperation with the Republic of India</p>	<p><u>31 quote</u> <u>14 events</u></p>





**Qin Enting**

Chairman, Heihe Municipal People's Congress

1 quote

3 events



**Igor Maksimtsev**

Rector, Saint Petersburg State University of Economics

2 quotes

3 events

2 analytical materials

[Full list of speakers and experts](#) →

## The list of topics related to the selected topic

Topics	Analytics	Events	Speakers and experts
Export Promotion	<u>1</u>	<u>2</u>	<u>13</u>
State Strategic Planning	<u>3</u>		
E-Commerce		<u>2</u>	<u>22</u>
Tourism		<u>2</u>	<u>21</u>
Transit Potential		<u>2</u>	<u>19</u>
Transport and logistics		<u>2</u>	<u>19</u>
Development Institutions and support mechanisms	<u>1</u>	<u>1</u>	<u>13</u>
Made in Russia	<u>1</u>	<u>1</u>	<u>13</u>
Trade policy	<u>1</u>	<u>1</u>	<u>9</u>
The National Project "Healthcare"	<u>2</u>		
The National Project "Culture"	<u>2</u>		
The National Project "Labor Productivity and Employment Support"	<u>2</u>		
The National Project "Research"	<u>2</u>		
Regions of Russia		<u>1</u>	<u>13</u>
Financial market		<u>1</u>	<u>6</u>

[Full list of the related topics](#) →