



ALL-RUSSIA PUBLIC
ORGANIZATION
«BUSINESS RUSSIA»

ACTIVITIES OF THE «BUSINESS RUSSIA» AMBASSADOR IN THE UAE ►

«Business Russia» is an All Russia Public Organization that unites more than 3,000 entrepreneurs mainly from medium non-resource business. The total annual revenue of companies belonging to or headed by «Business Russia» members is about 30 billion dollars, the total number of jobs in these companies is almost 1 million. Founded in 2001, the Organization today has 83 regional offices across all country.

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“The companies of «Business Russia» comprise almost 1 million job opportunities in high-value-added industries, more than a hundred billion rubles in annual tax revenues to budgets of various levels. The export ambitions of domestic business are also growing. «Business Russia» enterprises already supply their products to more than 120 countries of the world. But, of course, this is not the limit: the potential is much higher.”

”



Vladimir Putin

at the congress of «Business Russia» on October 18, 2016

«Business Russia»
in figures

Total number – more than

3000

entrepreneurs

The total annual revenue of companies owned
or led by members of «Business Russia»
is estimated at

30 billion

dollars

Job positions

1,2 million

Investments

23 billion

dollars



«Business Russia» provides new platforms, exclusive opportunities, effective services and tools for promoting and developing a business, and for implementing export and investment projects of organization members.

«Business Russia»
window
opportunities

1
FOREIGN
ECONOMIC
INTEGRATION

2
BUSINESS
PROTECTION

3
INDUSTRY
PROMOTION

4
REGIONAL
PROMOTION

5
EXPERT AND
ANALYTICAL
SUPPORT

6
GR-SUPPORT

ALL RUSSIA
PUBLIC
ORGANIZATION **BUSINESS
RUSSIA** 

«Business Russia»
is represented in

83

subjects all
over country.

«Business Russia»
in regions

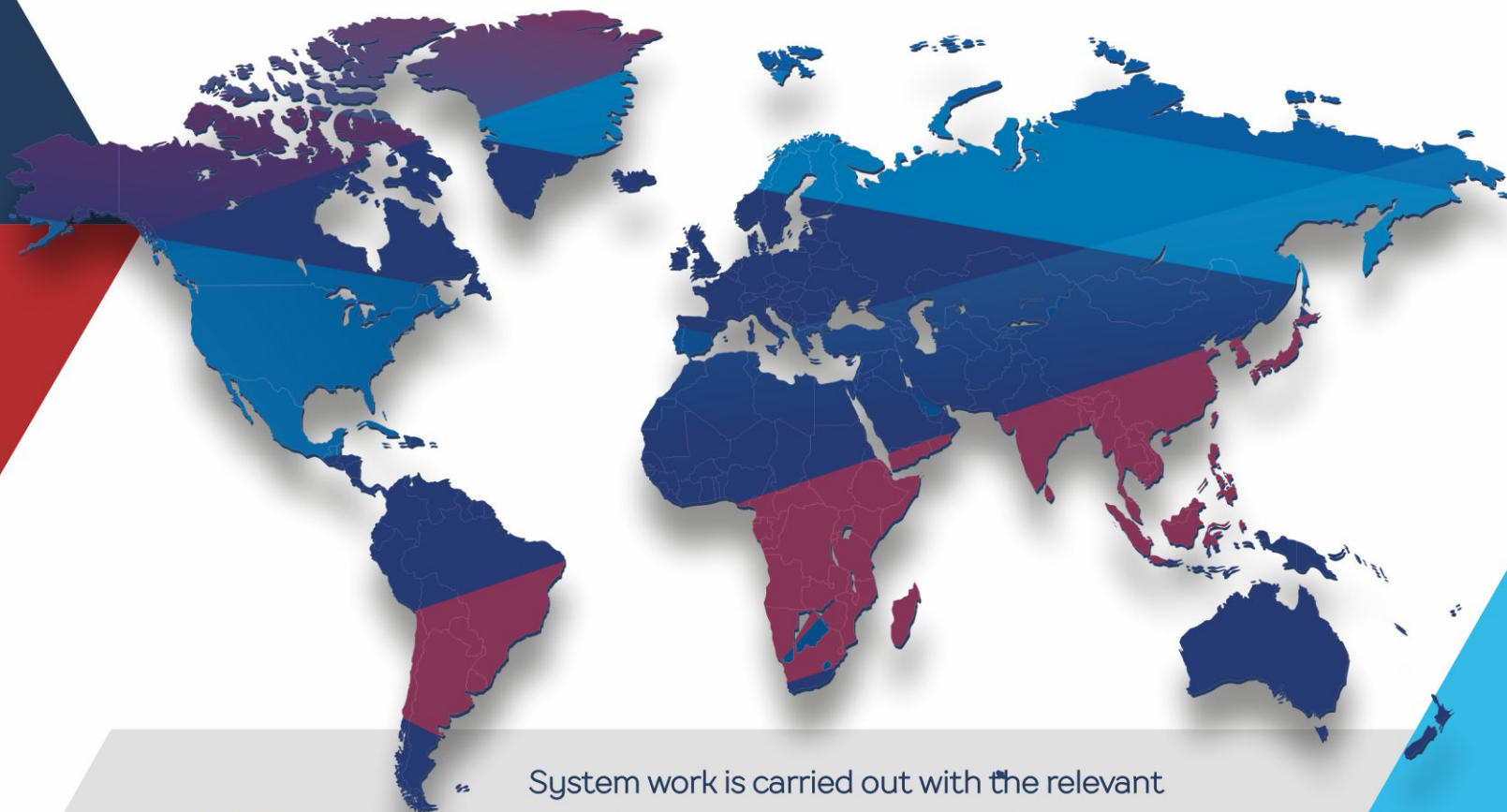


In 2018, the regional block of «Business Russia» was re-started which allowed to increase the number of active regional branches.

The development of international activities remains the strategic priority of «Business Russia». The most important components of this work are assistance in the implementation of export and investment projects of organization members, promotion of the interests and business reputation of Russian business in foreign countries.

ALL RUSSIA
PUBLIC
ORGANIZATION **BUSINESS
RUSSIA** 

International
activity
of «Business Russia»



MFA



Ministry of Industry and Trade of the
Russian Federation



Ministry of Economic Development of the
Russian Federation

System work is carried out with the relevant
departments:

The Institute of Business Ambassadors of «Business Russia» is the most important mechanism for entering foreign markets, searching for foreign partners and receiving primary support for business members of «Business Russia».

The total number of business ambassadors of «Business Russia» is **41**  member

Business Ambassadors of «Business Russia»



Maksim Zagornov –
«Business Russia»
Ambassador to the UAE



«Business Russia» General Council member
«Business Russia» Ambassador to the UAE
CEO at the MKS Group of Companies
President of the Russian Distributed Power Generation Association

In January **2018** Maksim A. Zagornov was appointed as a Business Ambassador of the «Business Russia» to the UAE

In February **2019**, Maksim Zagornov opened a permanent mission of the Business Ambassador in Dubai, which became the «entry point» of the «Business Russia» companies to the United Arab Emirates' market.

Permanent Mission address: P.O. Box: 48800, Dubai, UAE, Unit No: 3142,
DMCC Business Centre Level No 1, Jewellery & Gemplex 3.

«Business Russia»
Ambassador' to the UAE
work streams

The main work streams of the «Business Russia»
Ambassador to the UAE:

- ▶ The main work streams of the «Business Russia» Ambassador to the UAE: promotion of trade and economic relations between the «Business Russia» companies and the Emirati companies;
- ▶ provision of informational and organizational support to the «Business Russia» companies, entering the UAE market with subsequent possibility of entering the GCC region;
- ▶ provision of informational and organizational support to the Emirati companies, entering the Russian market;
- ▶ organization of business missions and joint participation in major exhibition projects in both countries;
- ▶ search for potential partners for the «Business Russia» companies and for the Emirati companies;
- ▶ coordination of the «Business Russia» companies' registration in the free economic zones with subsequent organization of joint production;
- ▶ market research, industry expertise, evaluation of the «Business Russia» companies' products/services competitiveness.

Key projects of the
«Business Russia» Ambassador
to the UAE.

Cooperation with the UAE
Chambers of Commerce
and Industry.

Signing of the Memorandum of Understanding with the Abu Dhabi CCI

In 2019–2020 the «Business Russia» intensified its presence in the United Arab Emirates. Business Ambassador of the organization Maksim A. Zagornov implemented a series of projects aimed at strengthening cooperation between the «BusinessRussia» companies and the UAE business community.

The key event of 2020 was the signing of the Memorandum of Understanding between the «Business Russia» and the Abu Dhabi Chamber of Commerce and Industry.

According to the Memorandum, the parties will contribute to strengthening economic, scientific, technical and investment cooperation, exchange business missions, and also support entrepreneurs in finding partners in both countries.



Key projects of the
«Business Russia» Ambassador
to the UAE.

Cooperation with the UAE
Chambers of Commerce
and Industry.

Signing of the Memorandum of Understanding with the Sharjah CCI

The key event of 2019 was the signing of the Memorandum of Understanding between the «Business Russia» and the Sharjah Chamber of Commerce and Industry.

The document was signed by the «Business Russia» Ambassador to the UAE Maksim Zagornov and the Chairman of the Sharjah Chamber of Commerce and Industry H.E. Abdullah Sultan Al Owais.

The Memorandum laid a foundation for strong partnership relations with Sharjah's CCI and several joint Russian-Emirati projects are being prepared for implementation at the territory of this Emirate.



September 3, 2019, Moscow

Cooperation with the UAE business structures

Signing of the Memorandum of Understanding with the «Business Gate» organization

The «Business Russia» is also building partnerships with free economic zones and business structures of the UAE. On February 19, 2020, a Memorandum of Understanding was signed with the «Business Gate» organization.

This consulting structure is engaged in economic research, financial analysis of promising innovative projects, provides legal support to the foreign companies entering the GCC countries' market.

The parties agreed on mutually beneficial partnership and strengthening of bilateral economic relations.



With Laila Rahhall – the «Business Gate» founder, a UN goodwill ambassador, one of the ten most influential women in the Middle East.

Organization of the «Business Russia» business missions to the UAE

«Business Russia» mission to WETEX-2020

An important area of the Business Ambassador Maksim Zagornov's work is the organization of business missions with the participation of the «Business Russia» members in the key exhibitions of the UAE.

On October 20-23, the «Business Russia» mission in Dubai was held with great success at the 21st International Exhibition on Water Treatment, Energy Technologies and Environmental Protection WETEX-2019.

The consolidated exposition of the «Business Russia» aroused great interest among the representatives of the authorities, business and the investors of the UAE. In three days more than 60 meetings and strategic negotiations took place at the stand of the organization.



With Dr. Yousef Ibrahim Al Akraf, Executive Vice President of DEWA

Participation in the Russian-Emirates Intergovernmental Committee's meetings

Participation in the meeting of the Russian-Emirates IGC in Abu Dhabi

The «Business Russia» is included in the main international Russian-Emirates agenda. On October 13, 2019, the «Business Russia» Ambassador to the UAE Maksim Zagornov took part in the 9th meeting of the Russian-Emirates Intergovernmental Committee in Abu Dhabi.

Maksim Zagornov's proposals to strengthen the Russian-Emirati business cooperation were included into the final protocol signed by the Minister of Industry and Trade of the Russian Federation D. Manturov and H.H. Sheikh Abdullah bin Zayed Al Nahyan, Minister of Foreign Affairs and International Cooperation of the UAE.



October 13, 2019, Abu Dhabi

Participation in the Russian-Emirates Intergovernmental Committee's meetings

Participation in the meeting of the Russian-Emirates IGC in Sharjah

On February 18-19, 2020, the «Business Russia» Ambassador to the UAE Maksim Zagornov took part in the 3rd meeting of the Working Group on Industry, Investment and Innovation of the Intergovernmental Russian-Emirates Commission on Trade, Economic and Technical Cooperation, held in Sharjah.

The Chairman of the Russian part of the Working Group was the Deputy Minister of Industry and Trade of the Russian Federation Alexey Gruzdev, the Chairman of the Emirati part – the Undersecretary of UAE Ministry of Energy and Industry H.E. Dr. Matar Al Neyadi.

In addition, the «Business Russia» delegation took part in the Russian-Emirates business forum in Sharjah, which took place on the margins of the meeting. The «Business Russia» entrepreneurs' work resulted in new business contacts and agreements reached on the implementation of the joint projects.



February 18-19, 2020, Sharjah

Projects' organization on the territory of the Russian Federation

International exhibition "ARABIA-EXPO"

The «Business Russia» takes an active part in the projects' organization not only in the UAE, but also in the Russian Federation. On April 8, 2019 Maksim Zagornov organized a round table «Russia – United Arab Emirates» within the framework of the IV International Exhibition «Arabia-EXPO» which brought together representatives of business of both countries.

The sides discussed the real mechanisms to strengthen trade and economic cooperation between Russia and the UAE and presented the most promising investment projects to each other.



April 8, 2019, Moscow

«UAE Day in Skolkovo»

On March 3, 2020, the «Business Russia» ambassador to the UAE Maksim Zagornov took part in the cultural and business festival «UAE Day in Skolkovo». The event, organized by the Skolkovo Foundation, was supported by the Embassy of the United Arab Emirates in Russia.

As part of the panel discussions, the participants discussed the questions of economic and investment cooperation between the two countries. The central event of the «UAE Day in Skolkovo» was the pitch session of the Russian start-ups.



With the UAE Ambassador to Russia H.E. Maadad Hareb Alkhyeli

In 2018–2019, the «Business Russia» Ambassador to the UAE Maksim Zagornov implemented a series of other actions aimed at stimulating exports and international cooperation between Russia and the United Arab Emirates.

February, 2018

International Conference
«Electric Power-2018», UAE, Dubai



June, 2018

Workshop «Effective Export to the Gulf Countries.
Real cases and stories of success»,
Russian Federation, Moscow



July, 2018

8th meeting of the Russian–Emirate
Intergovernmental Commission, Russian
Federation, Kazan



UAE – priority country
line of «Business
Russia»

October, 2018

Meeting with the delegation of the Emirate of Dubai (UAE), led by the Director for Development of the State Administration of the Emirate of Dubai, Jamal Ramadan Bin Margub, Russia, Moscow



November, 2018

Abu Dhabi Investment Forum – Moscow, Russia, Moscow



April, 2019

Business dialogue «Russia – United Arab Emirates» in the framework of the IV International Exhibition «Arabia EXPO 2019», Russia, Moscow



April, 2019

Panel Session «Energy. New Trends» in the framework of the XII session of the Russian-Arab Business Council, Russia, Moscow



July, 2019

Meeting with the delegation of the Government of the Emirate of Abu Dhabi, headed by Director of the Free Economic Zone Masdar Mohammed Al Fardan, Russia, Moscow



August, 2019

Negotiations with the leadership of the Dubai Department of Electricity and Water Resources (DEWA), Russia, Moscow



September, 2019

Meeting with the chairman of the Chamber of Commerce and Industry of the emirate of Sharjah Abdullah Sultan Al Ovais. Signing of the cooperation agreement between «Business Russia» and Chamber of Commerce and Industry of Sharjah.



The main outcome of the «Business Russia» Ambassador to the UAE in 2019 was his assistance to a number of companies of the business association to enter the UAE market.

For the year of 2020 it is planned to hold several «Business Russia» missions to the UAE, to sign Memorandums of cooperation with the CCIs of various Emirates and other business structures of the UAE, to organize business events in the territory of Russia and the UAE, in general, to promote the «Business Russia» brand in business circles of the UAE.

«Business Russia» results and plans



LOOKING FORWARD TO COOPERATION
AND IMPLEMENTATION OF THE JOINT PROJECTS!

ALL RUSSIA
PUBLIC
ORGANIZATION **BUSINESS
RUSSIA** 

THE «BUSINESS RUSSIA» AMBASSADOR TO THE UAE

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