

Russian Export Center JSC

**State Support Measures for Domestic Exporters
to enable participation in congress
and exhibition events**



РОССИЙСКИЙ
ЭКСПОРТНЫЙ ЦЕНТР

ЭКСАР

РОСЭКСИМБАНК

SUBSIDY FOR PRODUCTS PROMOTION

CO-FUNDED BY REC



RENT of exhibition space



STAND construction



DELIVERY of samples

THE AMOUNT OF CO-FINANCING

80% - SMEs

50% - others

100% FUNDED BY REC



Organization of **business meetings**,
partner search, **presentations**,
translation services



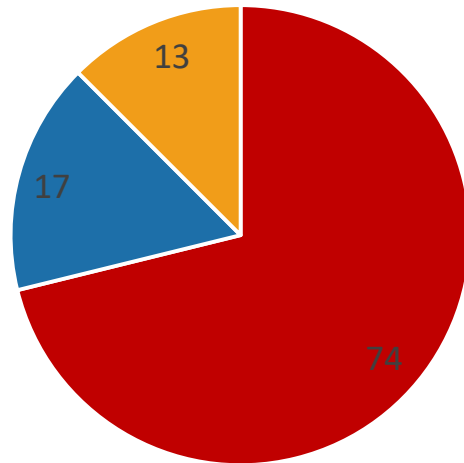
Rent of **equipment and premises**
for negotiations and presentations

TYPES OF PARTICIPATION

- joint exhibition stands
- individual exhibition stands
- joint and individual exhibition stands

SUBSIDY FOR PARTICIPATION IN EXHIBITIONS

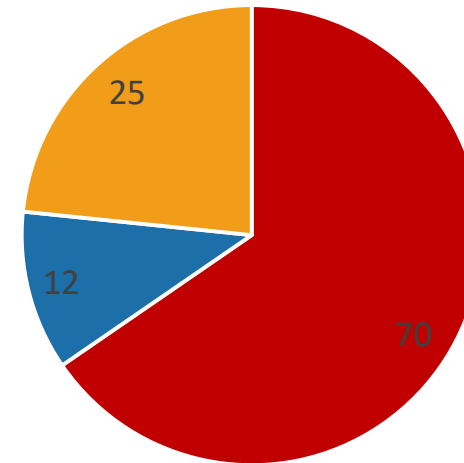
Year 2018



- Overseas exhibitions
- Business missions
- Domestic and congress international events

- **852** participants in **104** events
- export contracts worth **28.12 bln rubles**
(as per participants' annual reports)

Year 2019



- Overseas exhibitions
- Business missions
- Domestic and congress international events

- **1 178** participants in **107** events
- export contracts worth **6.88 bln rubles**
(figures to be adjusted during 2020
as per annual reports provided by participants)



РОССИЙСКИЙ
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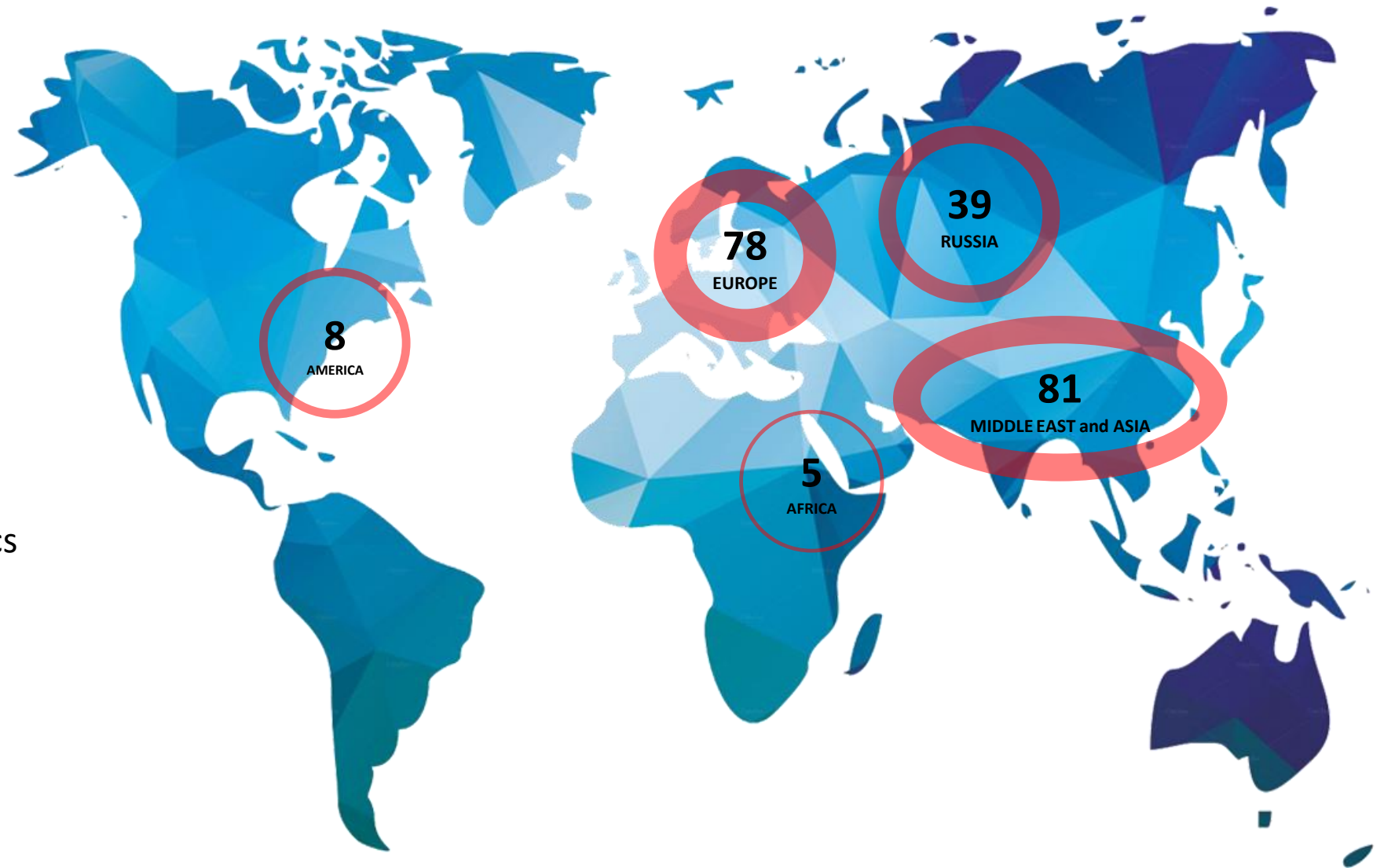
ЭКСАР

РОСЭКСИМБАНК

WIDE SECTORAL COVERAGE

- mechanical engineering
- chemical industry
- timber industry
- oil and gas industry
- agroindustrial complex
- pharmaceutical and cosmetics industry
- IT tourism and creative industries services

REC EVENTS GLOBAL PRESENCE



China International Import Expo 2019



November 5-20, 2019
Shanghai, Republic of China



43 exporters



1 256 m²



518 business meetings



Planned volume of export contracts
following the results of B2B : **22.4 bln rubles**



SIAL 2019



May 14-16, 2019
Shanghai, Republic of China



66 exporters



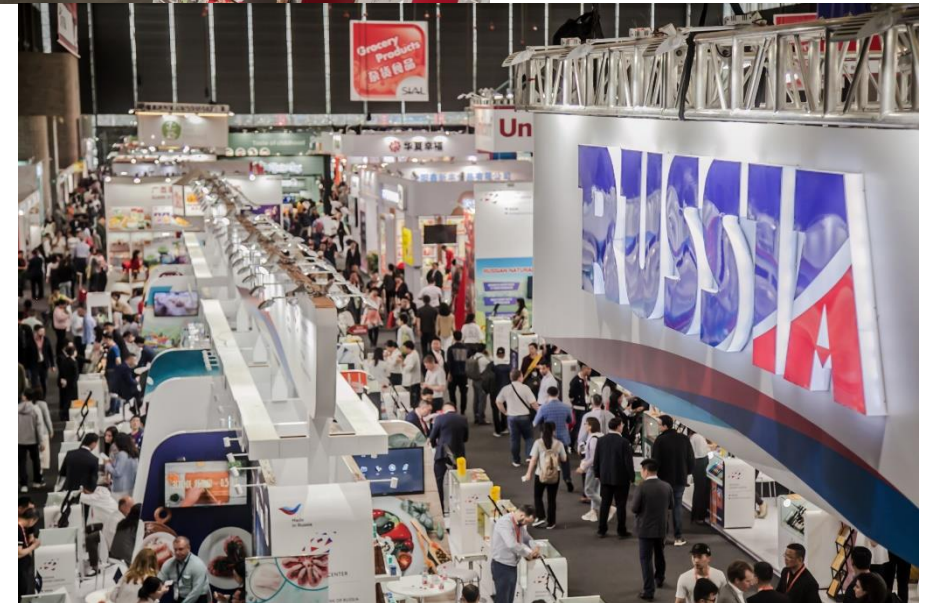
894 m²



over 350 business meetings



Planned volume of export contracts
following the results of B2B : 2.6 bln rubles



GITEX 2019



October 6-10, 2019
Dubai, UAE



27 exporters



416 m²



over 270 business meetings



Planned volume of export contracts
following the results of B2B : 2.4 bln rubles



Big Industrial Week 2019



October 8-10, 2019
Egypt, Cairo



13 exporters



293 m²



over 270 business meetings



Planned volume of export contracts
following the results of B2B : 646 bln rubles



Optimization of support measures during the global pandemic

**WE ARE EXPORTING,
WE DON'T HAVE TIME
TO BE ILL!**

THE RUSSIAN EXPORT CENTER has proposed the revision and update of product offering for Russian exporters:

Creation of new **online** services:

- **Online** business missions (the first series are planned as early as June 2020)
- «One window» information system
- Task force (**anti-crisis** recommendations, immediate consultation)

Improvement of existing support measures:

- Introduction of **subsidies mechanism** into the current system of support measures for congress and exhibition activity
- Increased access to **e-commerce** platforms (**Amazon, Alibaba, Etsy, eBay**)
- Full **digitalization** of flagship products

Online conferences, coordination councils, joint projects with development institutions and banks and close partnership with authorities, associations and industry unions