



**RUSSIAN UNION OF  
EXHIBITIONS AND FAIRS**

# **INTERNATIONAL COOPERATION IN NEW REALITIES**

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**HONORARY UFI PRESIDENT**

**RUEF VICE-PRESIDENT**

**June 24<sup>th</sup>, Expocentr, Moscow**

# Key macroeconomic indicators\*, as of April 2022

	<b>2020 (fact)</b>	<b>2021 (fact)</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
<b>GDP (%<sub>y/y</sub>)</b>	-2,7	4,7	-9,2 (-8,0)	0,0 (1,0)	1,7 (1,5)
<b>Export of goods (billion USD)</b>	381	550	484	448	446
<b>Import of goods (billion USD)</b>	304	379	266	288	308

\* data by Bank of Russia

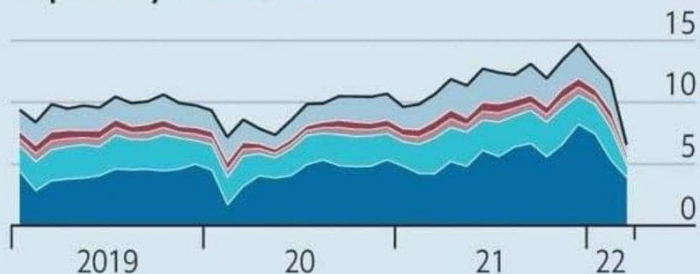
# Exports and imports

## Surplus surprise

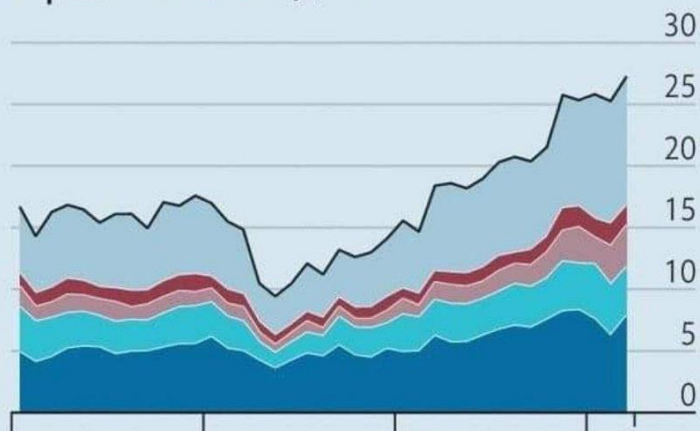
Russia, total trade with selected countries

■ China ■ Germany ■ Italy ■ Japan ■ Other\*

### Imports by Russia, \$bn



### Exports from Russia, \$bn



as of April, 2022

## Imports by Russia (by countries)

	Σ (Feb 2021-Jan 2022), \$ bln
<b>China</b>	<b>75,4</b>
<b>Germany</b>	<b>27,6</b>
<b>USA</b>	<b>17,7</b>
<b>Belarus</b>	<b>15,5</b>
<b>South Korea</b>	<b>13,1</b>
<b>France</b>	<b>12,4</b>
<b>Italy</b>	<b>12,2</b>
<b>Japan</b>	<b>9,33</b>
<b>Kazakhstan</b>	<b>7,22</b>
<b>Turkey</b>	<b>6,74</b>
<b>Poland</b>	<b>5,87</b>
<b>Vietnam</b>	<b>4,91</b>
<b>UK</b>	<b>4,54</b>
<b>India</b>	<b>4,53</b>
<b>Netherlands</b>	<b>4,33</b>

## Exports from Russia (by countries)

	Σ (Feb 2021-Jan 2022), \$ bln
<b>China</b>	<b>66,5</b>
<b>Netherlands</b>	<b>45,9</b>
<b>Germany</b>	<b>31,2</b>
<b>Turkey</b>	<b>29,4</b>
<b>UK</b>	<b>22,2</b>
<b>Belarus</b>	<b>21,2</b>
<b>Italy</b>	<b>20,4</b>
<b>Kazakhstan</b>	<b>18,6</b>
<b>South Korea</b>	<b>18,2</b>
<b>USA</b>	<b>18</b>
<b>Poland</b>	<b>17,7</b>
<b>Japan</b>	<b>11,5</b>
<b>France</b>	<b>10,5</b>
<b>Finland</b>	<b>10,3</b>
<b>India</b>	<b>9,46</b>

# Countries reliant on Russian exports

Commodity	Partner 1	Trade value	Partner 2	Trade value	Partner 3	Trade value
Petroleum oils (crude)	China	\$24B	Netherlands	\$9B	Germany	\$6B
Petroleum oils (not crude)	Netherlands	\$7B	US	\$4B	Turkey	\$2B
Wood sawn or chipped...	China	\$2B	Uzbekistan	\$262M	Japan	\$250M
Platinum...	US	\$2B	UK	\$2B	Japan	\$1B
Coal...	China	\$2B	South Korea	\$2B	Japan	\$2B
Wheat and meslin	Egypt	\$2B	Turkey	\$2B	Bangladesh	\$409M
Iron or non-alloy steel...	Other Asia, nes	\$1B	Mexico	\$564M	Turkey	\$395M
Nickel	Netherlands	\$1B	Switzerland	\$658M	Belarus	\$3M
Fish...	China	\$1B	South Korea	\$666M	Netherlands	\$200M
Nickel mattes...	Finland	\$894M	Switzerland	\$169M		

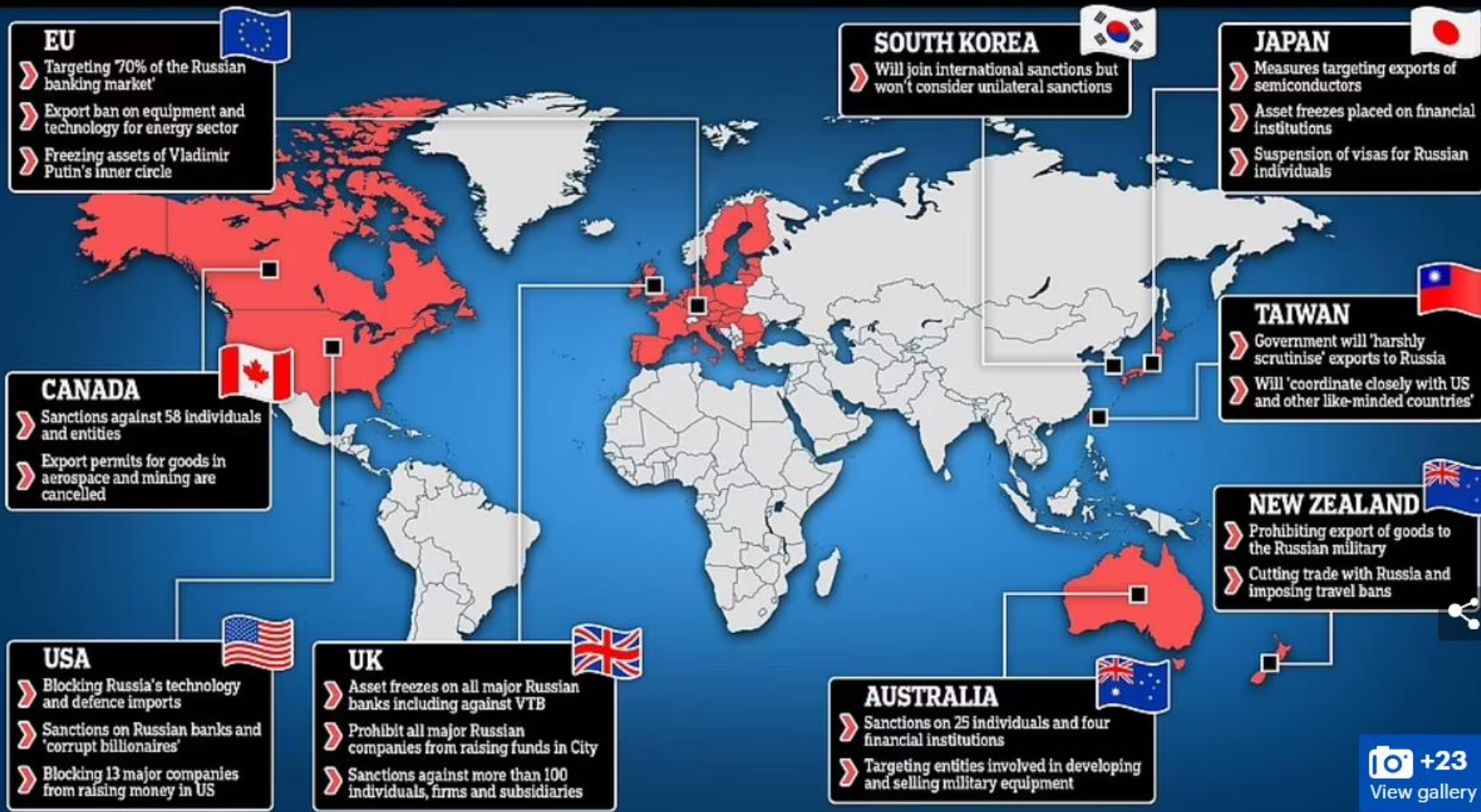
Commodity	Partner 1	Trade value	Partner 2	Trade value	Partner 3	Trade value
Sunflower seed...	China	\$564M	Turkey	\$456M	India	\$333M
Fertilisers; nitrogenous	Brazil	\$522M	US	\$210M	Finland	\$203M
Fertilizers; potassic	Brazil	\$503M	China	\$352M	Estonia	\$143M
Pig iron...	US	\$417M	Turkey	\$339M	China	\$230M
Fertilisers; N, P, K...	Brazil	\$365M	India	\$289M	Estonia	\$272M
Ferrous products ...	China	\$249M	Italy	\$195M	Uzbekistan	\$95M
Ammonia...	Ukraine	\$159M	Estonia	\$136M	Morocco	\$102M
Bituminous mixtures based on natural asphalt...	United Arab Emirates	\$123M	Kazakhstan	\$31M	Paraguay	\$21M

Top three countries for Russian exports by commodity

Source: <https://www.power-technology.com/analysis/which-countries-rely-on-russian-trade/>

# Current situation

## SANCTIONS PLACED ON RUSSIA BY GOVERNMENTS AROUND THE WORLD



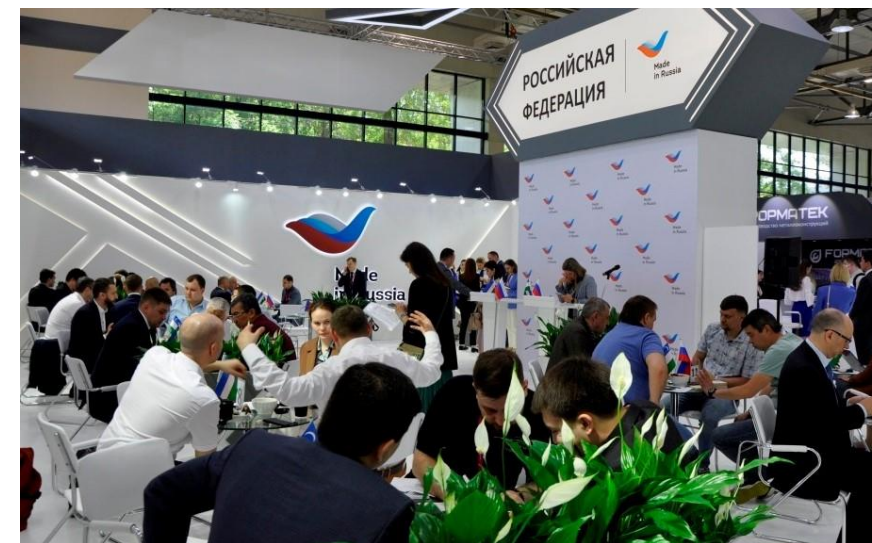
10,000  
sanctions in total

\$53 bln  
military aid to  
Ukraine from  
USA

# The exhibition industry in Russia



**1.6 billion EUR**  
the total volume of the market  
by revenue in 2020



**2,6 thousand**  
companies in the industry



**9th**  
by number of exhibition  
and congress venues in  
the world

# The exhibition industry in Russia

<b>Contribution to the country's GDP</b>	<b>3%</b>
<b>Number of exhibitions</b>	<b>2,000</b>
<b>Net exhibition space, sq.m.</b>	<b>2 mln</b>
<b>Number of exhibitors foreign / national</b>	<b>24,420 / 85,580</b>
<b>Number of visitors foreign / national</b>	<b>122,018 / 4,8 mln</b>
<b>Export contracts concluded by Russian companies participating in business events abroad, USD</b>	<b>633 billion</b>
<b>Number of Russian exporters participating in exhibitions abroad</b>	<b>1,178</b>

*\* key indicators as of 2019*

# The exhibition industry in Russia

Number and amount of contracts (including those for export of goods) concluded at key exhibitions in Russia, 2020-2021

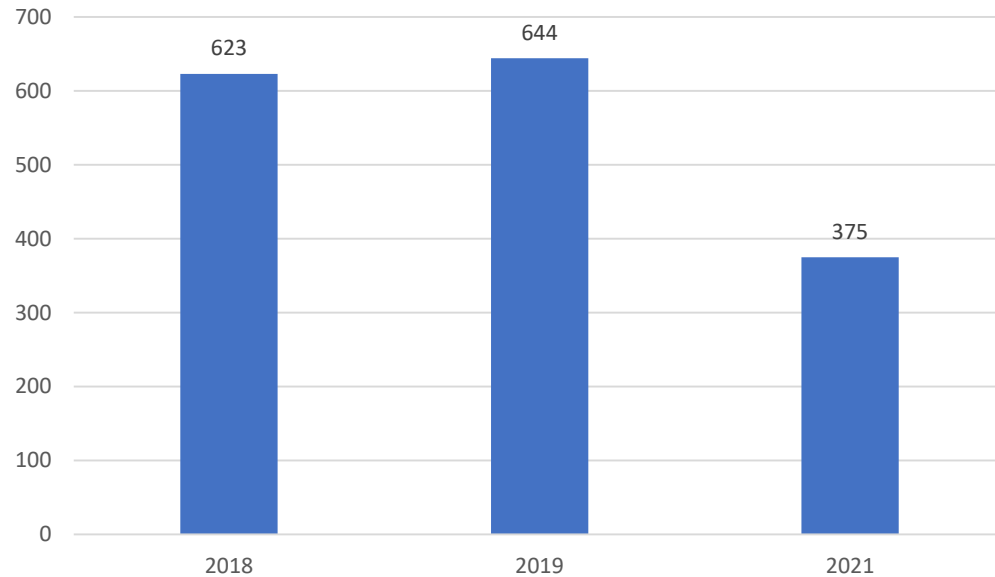
Event	Number of contracts	Amount of contracts, USD
<b>ST. PETERSBURG INTERNATIONAL ECONOMIC FORUM 2021</b>	<b>&gt; 800</b>	<b>&gt; 68 billion</b>
<b>EASTERN ECONOMIC FORUM 2021</b>	<b>380</b>	<b>&gt; 60 billion</b>
<b>INTERNATIONAL AVIATION AND SPACE SALON MAKS 2021</b>	<b>-</b>	<b>&gt; 4,6 billion</b>
<b>ARMY 2020</b>	<b>&gt; 40</b>	<b>&gt; 17 billion</b>

**NB! 1 square meter of net exhibition space of a trade fair held in Russia generates contracts worth 19 thousand USD during the year**

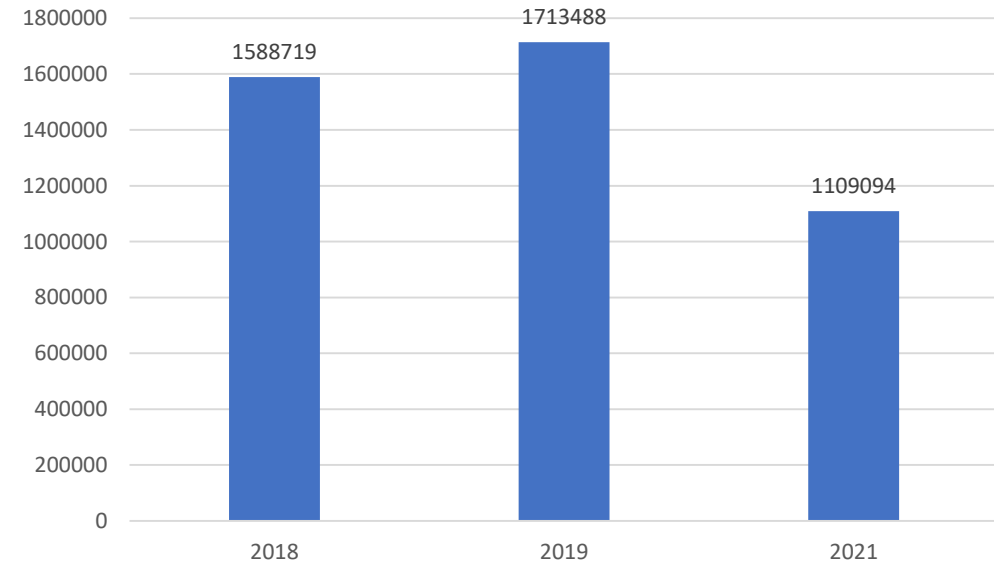


# Dynamics of key indicators of RUEF members exhibition activity, 2018-2021\*

Number of exhibitions



Exhibition space net, sq.m.



*\*2020 - N/D*

*\*\*2021 - the data is still being collected*

# **XXV Saint Petersburg Economical Forum.**

## **Key principals of the future development of Russian Federation (President RF report)**

- 1. Openness to the World**
- 2. Freedom for business**
- 3. Balanced and effective macroeconomic policy**
- 4. Social fairness and support**
- 5. Advanced development of infrastructure, construction and living conditions of the population**
- 6. Technological sovereignty, development of Key technologies**
- 7. Long-term stability, maintaining customer demand**



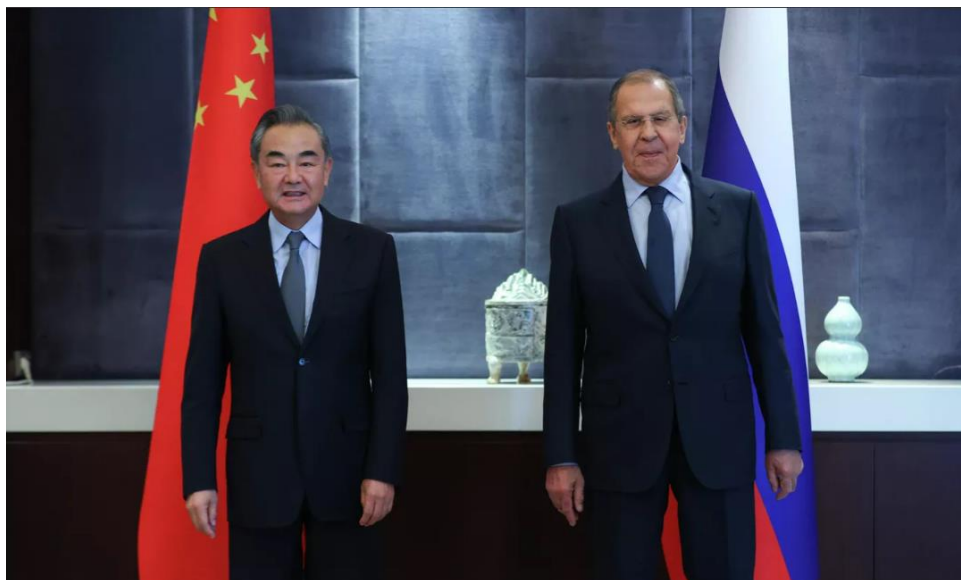
# Наши предложения:

1. Создание новой международной стратегии развития российской конгрессно-выставочной индустрии.
  2. Развитие сотрудничества с государством и отраслевыми объединениями предпринимателей разных стран.
  3. Ориентация на сотрудничество со стороны СНГ, БРИКС, АТР, Евроазиатского содружества независимых государств, Шанхайской организации сотрудничества, Странами Азиатско-Тихоокеанского региона, Ближнего востока, Африки и Латинской Америки. Создание на этой базе конгрессно-выставочного консорциума и ассоциации MICE-индустрии.
  4. Заключение двусторонних договоров сотрудничества РСВЯ с выставочно-конгрессными объединениями дружественных стран.
  5. Продолжение диалога с представителями UFI, защита Российских национальных выставочных компаний и их представителей на рынках недружественных стран.
- Развитие сотрудничества с традиционными партнерами в условиях санкционного давления.

**“The Meetings Industry is there to bring people together – our market places and meeting places are the platforms where businesses, people, nations come together to talk to each other, to discuss and agree on deals, and to overcome obstacles and solve problems...In a world confronted with many unprecedented challenges, in politics, with natural disasters, and the pandemic – more than ever, we need peace, not conflict” - Monika Lee-Muller, UFI President**



# Russia is open to cooperation





**RUSSIAN UNION OF  
EXHIBITIONS AND FAIRS**

# **THE UNION OF OPPORTUNITIES**

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