China’s ‘One Belt, One Road’ (OBOR) Initiative:  
New Infrastructure, Energy and Trade Linkages from China through Russia, Central Asia and the South Caucasus to Europe

On May 14 and 15, 2017 a summit on the ‘Belt and Road Initiative’ (BRI) took place in Beijing, China. Around 28 heads of state and government took part with President Doris Leuthard representing Switzerland. The aim of the BRI or Silk Road Summit was to strengthen trade links between Asia and Europe, and to discuss the interlinking of continents.

In 2013, the government of China unveiled their New Silk Road Initiative – the ‘One Belt, One Road’ Project. One Belt, One Road (OBOR) consists of a land-based economic belt spreading from western and inland China through Central Asia towards Europe. The overland belt will be coupled with a maritime trade route from coastal China through the South China Sea and beyond. The initiative is about building networks of connectivity. The geographical linkages are to multiple locations and encompass various sectors. Linkages will be made by developing infrastructure connections (rail, road, sea), energy pipelines (oil, gas) and economic corridors (trade, investment) that will connect China to Europe. The interlinking of continents is of particular interest for the Joint Chamber of Commerce Switzerland-CIS/Georgia (JCC) given that JCC represents Central Asia and the South Caucasus, the regions bridging China and Europe.

This raises key questions for JCC’s target regions:  
What is the role of Central Asia and the South Caucasus in the context of China’s New Silk Road initiative?  
What kinds of projects are planned or underway in specific countries?  
Are there opportunities for Swiss companies to...
participate in specific projects or use the new linkages to advance their business activities in the region?

JCC’s New Silk Road Forum II will address these questions. Building on it’s 2016 New Silk Road Forum, Forum II will take place on October 3, 2017 at Credit Suisse St. Peter Forum, Zurich. This year JCC is partnering with the Swiss Chinese Chamber of Commerce (SCCC) and will dedicate one section of the program to a detailed analysis of China’s OBOR strategy and projects. The program will then zoom into Central Asia and the South Caucasus and examine developments in OBOR-related infrastructure, energy and trade projects that are ongoing or in the pipeline.
Long overshadowed by Moscow and St. Petersburg, Russian regions have been enjoying growing autonomy and notable development in past decades. Through special programs the Kremlin has been investing substantially in key regions, which, in a mindset similar to the Swiss cantons, are today competing with one another to improve their business climate and attract foreign and domestic investment. Together, they are increasingly becoming one of the drivers of industrial activity and economic growth in Russia.

Compared to Moscow, these regions are “wilder”. Many services and products are absent or rudimentary, there is less competition, the costs of doing business are lower, people and government are more accessible and there are many niches to occupy. For Swiss business, these regions can become key partners not only for trade but also R&D projects or production/assemby activities to serve the growing Eurasian market. Also, they are often overlooked as sourcing locations for raw materials, components, workforce or unique infrastructure.

One such area is the Volga Region which is well-positioned to take advantage of import substitution policies in industrial projects, and serve both the Russian and surrounding markets with existing and new products. Multinational companies understood this long ago; many have been present since the early 2000s, some before that. Increasingly, these opportunities are opening up to Swiss and European SMEs.

**The Volga Region at a Glance**

The Volga Federal District, or Volga Region, is an important economic, scientific and industrial center of the Russian Federation. It is home to 16 of Russia’s top 100 universities, and numerous national and international industrial companies in automotive, energy, agribusiness, chemical/petrochemical, aerospace, defense, ICT, medtech, metallurgy and other sectors. The region covers 14 republics, krai and oblasti. The population is concentrated in one of 13 cities many of which have dynamic economies. These include Ufa, Kazan, Ulyanovsk, Nizhnij Novgorod, Perm and Samara.

**Why Samara?**

Samara Region is a typical example of the opportunities offered by the Volga Region. It has managed to attract significant federal support and launched numerous initiatives to foster and diversify its economy. Located 1000 km south-east of Moscow, the region has 3.2 million inhabitants spread over a territory that is larger than Switzerland.

Samara is not only rich in natural resources (oil, gas, minerals), it is also the national aerospace cluster with a federal research center, companies that design and produce space vehicles, a group of subcontractors and a selection of renowned customers (ESA, ISS, NASA). Nearby Togliatti is home to the national car manufacturer AvtoVAZ, which has worked with General Motors.
and Renault-Nissan and attracted many automotive subcontractors to the region. Samara hosts companies in the agribusiness, medtech, chemical, pharmaceutical, industrial equipment and ICT sectors. This industrial ecosystem combined with the government’s dynamism offers exciting opportunities for Swiss companies.

companies are working to develop their products’ added-value with government support.

Few people know that Swiss Railways is working with the Samara-based company Infotrans, which is developing a new, high-tech, diagnostic locomotive for them. Even fewer people know about the company Nanomet in Ufa, which develops and produces innovative nano-structured titanium used for medtech applications, including European and Swiss products.

There are also hundreds of highly qualified companies and specialists ready to work with Switzerland at competitive costs: young talented programmers, experienced aerospace and aviation specialists, engineering companies and design firms.

R&D and Scientific Cooperation

Though the current level of Russian education is not what it used to be in the Soviet Union, there are still many universities and research centers that offer excellent programs and infrastructure. For instance, the Samara National Research University works closely with the rocket engineering industry and has access to space launches and infrastructure programs that Switzerland could only dream about. Samara Medical University has developed unique gravitational therapy based on space technologies and acquired top-notch core competencies in the field of medical imagery, augmented reality, dental technology and IT medicine.

Sourcing & Outsourcing Opportunities

Some Russian goods and services have become very competitive since the depreciation of the ruble and now present interesting sourcing alternatives for Swiss companies. This is not only true for raw materials. Russian
Business Opportunities in Russia’s Volga Region (cont.)

Production & Assembly Activities
Russian import substitution is happening and presents both a threat and opportunity for Swiss companies. It is a threat because if companies do not change their business approach they risk losing market share to the competition, especially from Asia.

It is an opportunity for three reasons:
⇒ When the policy ends, those who have localized will enjoy substantial market share and dominate specific niches while their competitors face high entry barriers;
⇒ Localizing in Russia brings preferential access not only to the domestic market but to all markets of the Eurasian Economic Union;
⇒ Russia and the Volga Region in particular offer favorable incentives for investment in manufacturing and production.

In this regard, Samara is well-positioned. The region has modern infrastructure, strong federal and regional support, a series of incentives (tax exemptions, compensations, cheap loans, etc.), a large industrial base to sell to domestically and regionally, special status and programs that benefit business, good universities, well-trained engineers and managers at affordable prices (wages are on average two times lower than in Moscow).

In recent years, numerous companies have launched production projects in Samara. These include Bosch (GE), Accumalux (LUX), Ebersprächer (GE), Schneider Electric (FR), Atsumitec (JP), Maire Tecnimont (IT), Knauf (GE) and DoorHan (RU).

Investing in the Future with Trustworthy Partners
In Moscow or the regions business opportunities inevitably hold challenges. In order to overcome these Swiss SME must be able to rely on a diversified network, accurate information, good local support and, most importantly, trustworthy and competent partners. For this reason, we established the Swiss Center Samara in the Volga in 2015 which offers Swiss companies the services they require to implement their projects successfully.

Nicolas Waefler
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www.swisscentersamara.com

Conference
Doing Business with Russia
Entering the Russian market: Shift from export to local production. Is “Russian-made” realistic for Swiss SMEs? October 6, 2017
ARC Neuchatel, Switzerland
http://swisscentersamara.com/events/

Exterior of the new Bosch factory in the Preobrazhenka Industrial Park near Samara City. Bosch has been manufacturing automotive components for the Russian car industry since 2015.
Ukraine’s Pharma and Healthcare Sector

The pharmaceutical industry has traditionally been one of Ukraine’s most important economic sectors. The country used to be the main pharmaceutical production site of the Soviet Union and inherited a significant industrial base. In the early 1990s, pharmaceutical production in Ukraine slowed due to supply chain interruptions, low purchasing power and poor distribution networks. At the time local pharmaceutical producers were privatized. Foreign companies started importing their products to Ukraine and opening representative offices in the country.

Today, there are approximately 160 registered pharmaceutical manufacturers in Ukraine. Most them do repackaging rather than manufacturing. The supply chain consists of foreign companies (imported goods), local producers, wholesalers/distributors (90% of pharma distribution is in the hands of 5 local distributors), public and private hospitals and the retail segment (about 20’000 retail points of sale).

Local companies such as Farmak, Arterium Corporation and Darnitsa started playing an important role on the Ukrainian market in the late 2000s. They became GMP-compliant, improving their competitiveness and access to global markets. Ukraine’s GMP Inspection became a member of the Pharmaceutical Inspection Co-operation Scheme (PIC/S) in January 2011.

Ukraine’s pharma and healthcare sector is currently undergoing significant legal and regulatory reforms spearheaded by the Ministry of Health:

**Procurement:** There is more transparent procurement of medicines and centralized procurement through international organizations. For the 2016 procurement round the Ministry of Health contracted UNICEF, UNDP, and Crown Agents. The list of procurable medicines includes vaccines, medicines for HIV, HCV, cancers, rare diseases and tuberculosis.

**Fast Track Drug Registration Procedures:** Since December 30, 2016 all drugs registered in the EU (through a centralized procedure), Switzerland, Canada, USA, Japan, and Australia, are eligible for registration through the fast-track procedure.

**Improving Registration Systems:** The Ministry of Health is seeking regulatory improvements in the drug registration system to bring it into compliance with EU standards and practices.

**More Oversight from Antimonopoly Committee of Ukraine (AMCU):** AMCU has started to exercise more control over irregular drug pricing practices.

**Reimbursement Programs:** Through the Accessible Medicines Program launched on April 1, 2017, the Government has started to reimburse the cost of selected drugs for diseases, including cardiovascular diseases, bronchial asthma and diabetes.

**Healthcare Insurance:** In November 2016 the Cabinet of Ministers of Ukraine adopted the Concept of Healthcare Funding Reform with the goal of bringing healthcare insurance to the country by 2020.

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**Switzerland-Ukraine Pharma Roundtable**  
**September 19, 2017 (14:00 to 18:30)**  
**Novartis Campus**  
**Fabrikstrasse 16-P-22**  
**Basel, Switzerland**

**Keynote Speaker:** Ulana N. Suprun M.D., Acting Minister of Health of Ukraine

**TOPICS**

- Current Regulatoy & Legal Reforms in Ukraine’s Pharma & Healthcare Sector
- Investing in Ukraine’s Pharma Sector
- PharmaTech & BioTech: Bilateral Cooperation

To participate it is mandatory to register online at www.jointchambers.ch under Switzerland-Ukraine Pharma Roundtable. Registration deadline is September 12, 2017.
On June 15 and 16, 2017, the Astana Economic Forum took place for the tenth time in Astana, Kazakhstan. The annual forum with Central Asian flair usually attracts a few thousand participants.

The rich and varied program focused on a number of key topics: The role of Kazakhstan in the ‘One Belt, One Road’ Initiative, the ‘Middle Income Trap’ whereby stagnation sets in after a period of accelerated growth, and future economic alternatives to oil and gas for Kazakhstan. The highlight of the event was a panel discussion featuring President Nursultan Nazarbayev. The President stated that Kazakhstan was ready for its next phase of development, and views the implementation of the New Silk Road (One Belt, One Road) as an essential component of the country’s future economic success.

The culmination of our time in Kazakhstan was a visit to Expo 2017 and tour of the House of Switzerland. In line with the theme of Expo 2017 – Energy of the Future – the Swiss Pavilion showcased Switzerland’s natural resources and innovative technologies, which it is harnessing for the transition from fossil fuels to renewable energy.

On August 11, 2017, President Doris Leuthard made an address on the restructuring of Switzerland’s energy system at the Swiss Pavilion, Expo 2017.

Urs Klingelfuss, JCC Vice President, attended the Astana Economic Forum and visited EXPO 2017 in June. He shared his impressions with JCC Flash.
From Tashkent to Bishkek: A Roadtrip through the Fergana Valley

Unlike other regions of the world which reveal their particularities only after one has spent a considerable time there, the distinctiveness of Central Asian culture is immediately visible upon arrival. From the round bread served in traditional restaurants where one is sat on pillows in front of knee-high tables, to the unique architecture of Uzbek houses built around a courtyard or the kalpak (felt hats) of Kyrgyz men, traditional customs are omnipresent and contrast with the equally visible industrial legacy of the Soviet Union.

Fertile and densely populated by multiple ethnicities, the Fergana Valley is hardly recognisable as such given its enormous size of approximately 22'000 km squared. Spread across Uzbekistan, Kyrgyzstan and Tajikistan, it constitutes, in many ways, the "center" of Central Asia. It is also the area where Switzerland is most heavily engaged in supporting the livelihoods of local populations.

The green rolling plains we saw in May belie the fact that most of the time water is scarce. Different patterns of use in the upstream areas in the Tajik and Kyrgyz mountains and the downstream Uzbek plains have fostered conflicts in the past. Switzerland, which itself has longstanding experience in cooperating with its downstream neighbors, supports the establishment of a regionally-integrated water management mechanism. One important element of that is the regional exchange of data on the usage of cross-border water resources such as the canals we saw in the south of Kyrgyzstan. Villagers also testify to the importance of clean drinking water for their and their children's health and wellbeing.

After seven days on the road, Bishkek marks the end of our trip. The city is remarkably green and with the mountains in the background bears an uncanny resemblance to home. A seminar on urban planning with the participation of Swiss experts provides a reminder that this too is a resource to be managed with care.

Lukas Probst-Lopez took up his position as Deputy Regional Coordinator for Central Asia at the Federal Department of Foreign Affairs in July 2016. He and a colleague drove from Tashkent to Bishkek by way of the Fergana Valley in May 2017. These are his personal impressions and do not reflect an official position of the Swiss government.
Recent Swiss Ventures in Georgia

Georgian Company GCC Cements Partnership with LafargeHolcim

Georgian Cement Company (GCC) opened its new cement plant on October 4, 2016 in Poti, with an initial annual capacity of 0.25 Mta. GCC decided on the plant’s location after market research revealed that western Georgia was mainly supplied by cement imported from Turkey. To complete the project GCC entered a partnership with Lafarge, which has since merged with Holcim to become LafargeHolcim. Construction of the plant commenced in 2014. It has a unique laboratory based on LafargeHolcim’s standards, capable of checking production quality in minutes through techniques such as chemical analysis. This is the only laboratory of its kind in Georgia. An 11-unit filtration system, another element unique in the region, ensures pollution levels meet European standards.

Nabeghlavi & Rauch Juice Factory: A Fruitful Venture between Georgia, Switzerland and Austria

On June 24, 2017 a new factory for fruit juice production was inaugurated in the presence of Georgian Prime Minister Giorgi Kvirikashvili, select Georgian ministers and Swiss Ambassador Lukas Beglinger. The plant, based in Gurien, Georgia, is a joint venture between Georgian mineral water company Nabeghlavi ‘Healthy Water’ and Rauch, one of Europe’s leading fruit juice brands based in Austria. Nabeghlavi, Georgia’s top mineral water brand, is part of the Margebeli Holding founded and headed by Miho Svimonischvili who is also its main shareholder. Healthy Water was originally co-financed by Swiss investors and the SECO Start-Up Fund. In addition to Rauch and Nabeghlavi, Swiss investors and the European Bank for Reconstruction and Development (EBRD) also have a stake in the current factory, which boasts a total of seven, state-of-the-art production lines.

Svimonischvili has entered into a licensing agreement with the renowned Vorarlberg fruit juice producer and will supply 10 countries of the region with the fruit juice bottled in the plant. Within 5 to 7 years some of the fruit juice concentrates will be produced directly in Georgia. 70 hectares of apple and pear orchards have been planted for this purpose, an area that will be extended to 500 hectares. The economic importance of this venture for the Georgian economy lies not only in the investment volume of EUR 40 million and the new jobs it creates, but in the considerable export potential linked to the country’s capacity to process indigenous fruits.
On June 30, 2017, Peter Spuhler, Chairman of the Stadler Rail Group signed an MoU with the Minister of Economy and Sustainable Development of Georgia Giorgi Gakharia in Tbilisi, Georgia. Prime Minister of Georgia Giorgi Kvirikashvili and Ambassador Lukas Beglinger attended the signing.

Stadler Rail envisions a joint venture with a Georgian partner for rolling stock maintenance and assembly. The company has also set its sights on supplying trains to the Tbilisi Metro and receiving orders from Georgian Railways. In a statement, Peter Spuhler commended the speed of Georgia’s economic development and noted that a factory in Georgia could serve regional markets analogous to Stadler’s approach in Belarus.

Four modern, double decker Stadler KISS trains have been connecting Tbilisi with Batumi since July 2016. These trains are very popular with the loads of Georgian holidaymakers who travel to the Black Sea in summer. In this sense, Stadler Rail is already part of Georgia.

Source: Embassy of Switzerland in Georgia
Swiss Ambassador Visits Sumgayit Region of Azerbaijan

On April 28, 2017, Ambassador Philipp Stalder and representatives of the Embassy of Switzerland in Azerbaijan visited Sumgayit City (30 km north of Baku) and Sumgayit Chemical Industrial Park. Ambassador Stalder and Governor Zakir Farajov, Head of Sumgayit City Executive Authority, discussed potential areas of cooperation between Switzerland and Azerbaijan. Governor Farajov was enthusiastic about attracting Swiss companies to Sumgayit, especially in the areas of chemical manufacturing.

A second meeting was held at Sumgayit Chemical Industrial Park (SCIP) with park representatives. SCIP was established in 2011 as the country’s first chemical industrial park in line with its mission to stimulate development in the non-oil sectors of the economy.

SCIP currently hosts five Azeri companies. Sika LLC, a division of the Swiss SIKA AG, plans to establish a plant for manufacturing concrete mixers with a production capacity of 5’000 tons in early 2018.

For Swiss companies there are advantages to operating in SCIP in terms of cost efficiency and access to regional markets such as Russia, South Caucasus, Central Asia and Middle East. Residency in the park, which is located close to the Baku-Russia Highway, offers excellent infrastructure and 7-year property, corporate and income tax exemptions. Imported equipment is exempt from VAT. Registration and other business procedures have been simplified and can be completed electronically through a one-stop shop.

Source: Embassy of Switzerland in Azerbaijan
New Members: January to June 2017

- Alessandro Benci
- Ascent AG
- Atlasglobal Airlines
- Bank Vontobel AG
- BEITEN BURKHARDT
- CMS von Erlach Poncet AG
- Corum Vermögensverwaltung AG
- Davidsen Jostein
- Ernst & Young (CIS) B.V.
- FS Services GmbH
- Geosatis Technology
- Kirill Aleschin
- Landi Schweiz AG
- Liemeta AG
- Malakut Insurance Brokers AG/ICBA Switzerland
- MJ Investment Holding AG
- Multivac Export AG
- Philip Morris International
- QUORUS GmbH
- Rechtsanwälte Lennert Partners AG
- SGS — Société Générale de Surveillance
- Swiss Center Samara Sàrl
- Ukrainian Society of Switzerland
- Viridian AG
- Vladimir Egorychev

JCC Events: January to June 2017

January 17, 2017
Switzerland-Ukraine Business Roundtable
“Ukraine: Brain Bank and Bread Basket”
In cooperation with the Embassy of Switzerland in Ukraine
Zurich, Switzerland

February 1, 2017
Switzerland-Russia Business Roundtable
“New Industrialization Trends and Regional Opportunities in the Russian Federation”
Zurich, Switzerland

March 13, 2017
Switzerland-Kazakhstan Business Roundtable
“Kazakhstan: EXPO 2017 and New Opportunities in Cleantech and other Industries”
In cooperation with the Embassy of Kazakhstan in Switzerland and Switzerland Global Enterprise
Zurich, Switzerland

May 3, 2017
Switzerland-Uzbekistan Business Roundtable
“New Business Opportunities in Uzbekistan for Swiss Companies”
Winterthur, Switzerland

June 7, 2017
JCC Annual General Meeting
Hosted by FISCHER Spindle Group
Herzogenbuchsee, Switzerland

June 29, 2017
JCC Legal & Tax Chapter Lunch Seminar
"Financing Exports from Switzerland to the CIS/Georgia"
Zurich, Switzerland

New JCC Board Members
Elected at the Annual General Meeting on June 7, 2017

Michael Kühn, Senior Consultant, Russia + CIS and the Baltics, Switzerland Global Enterprise
Tadzio Schilling, Associate Director, Business Development, EY Moscow, Ernst & Young CIS
Philippe D. Monnier, Founder and Managing Director, Monnier Business Consulting
What are JCC Members Doing?

AZAD Pharma AG: Leveraging Armenia as a Hub for the CIS and Iran

JCC member company AZAD Pharma AG was established as a privately-held Swiss company in 2000. Located in Schaffhausen, the company’s original aim was to act as a worldwide sales and marketing agent for the generic active pharmaceutical ingredients (APIs) of CILAG AG, a wholly-owned affiliate of Johnson & Johnson, Inc. AZAD started developing its own APIs at the University of Zurich in 2003. In 2004, AZAD established a company in Yerevan, Armenia and hired a local general manager. AZAD also set up an office in China and started partnering with Chinese API manufacturers. In the following years, it finalized a deal to sell the APIs of Yonsung, Korea and started developing its own finished formulations for European markets.

Today, AZAD Pharmaceuticals Ltd, Armenia manages the API & finished dosage form sales in the CIS. It also has a wholly-owned subsidiary in Armenia called Moosmann that services the Armenian market with finished dosage forms. AZAD has set up a state-of-the-art laboratory for developing its own APIs and is in the process of building a pilot plant compliant with EU Good Manufacturing Practices in Yerevan. The company plans additional strategic investments in Armenia over the next few years.

It is enlightening to hear why Mike Baronian, Founder and CEO, AZAD Pharma AG, chose Armenia as the hub for managing AZAD’s business in the CIS and Iran.

- A talented and well-educated workforce with the right language skills: Armenian, Russian, English, Farsi and German;
- A banking system similar to that of the West;
- Good infrastructure system (communications, IT, hotels);
- Competitive salaries;
- No visa requirements for Swiss/EU citizens (as of 2013);
- Armenia is part of the Eurasian Economic Union and can benefit from trade advantages with Belarus, Kazakhstan, Kyrgyzstan and Russia.

Today AZAD has a broad reach with offices in Switzerland, Canada, China, Armenia and Iran, enabling it to have immediate access to all potential clients in the Americas, Asia, the CIS, Europe and the Middle East.

"The Armenian team is helping AZAD’s business grow!"

Mike Baronian, Founder & CEO
AZAD Pharma AG

Hear Mike Baronian speak at the Switzerland-South Caucasus Business Roundtable.

Switzerland — South Caucasus Business Roundtable
"The South Caucasus — Armenia, Azerbaijan, Georgia: Gateway to the Middle East, CIS and Europe"
November 9, 2017 (14:15-18:30)
Volkshaus, Stauffacherstrasse 60
Zurich, Switzerland

To participate it is mandatory to register online at www.jointchambers.ch under Switzerland-South Caucasus Roundtable. The registration deadline is November 5.
‘JCC Legal & Tax Chapter’: A New Chamber Initiative

JCC launched a new initiative, the ‘JCC Legal and Tax Chapter’, with an inaugural lunch seminar on June 29, 2017. The event, which took place at Lenz & Staehelin, Zurich, was on the topic of "Financing Exports from Switzerland to Russia and the CIS."

As Dorit Sallis, JCC Managing Director, observed in her welcome statement, the Legal and Tax Chapter is a means to provide JCC members with additional benefits as follows:

⇒ The Chapter offers a context where members’ knowledge and expertise can be communicated and shared systematically.
⇒ It is an opportunity for members to interact and get to know each other better in a more intimate environment.
⇒ The legal lunches are an important complement to the large-scale events that JCC organizes regularly. The seminar format permits participants to zoom into the technical nitty gritty of regulatory, tax and other issues that are key to doing business successfully in the CIS and Georgia.
⇒ While JCC events are generally open to the public, the Legal and Tax Chapter seminars are organized by JCC members, exclusively for JCC members. This is an important added value of JCC membership and a reward to our members for their active commitment to the chamber.

The Legal and Tax Chapter is run by a steering committee of JCC members who define the program and mobilize speakers. They are Alisa Burkhard, Altenburger legal + tax; Iurie Moraru, Eurasia Development; Astrid Waser, Lenz & Staehelin and Evgeny Zhilin, Quorus GmbH.

At the inaugural lunch, Alisa Burkhard introduced the two speakers Roland Fischer, Partner, Lenz & Staehelin and Rouslan Khomiakov, Senior Legal Council, Sberbank Switzerland. They presented different forms of financing, the nuts and bolts of buyer credit insurance, and the effect of sanctions. After the presentations the twenty participants engaged in a lively discussion over sandwiches, fruit and drinks.

The next JCC Legal & Tax Chapter Lunch will take place in October 2017. Stay tuned!
Switzerland — Russia Business Roundtable
"New Industrialization Trends and Regional Opportunities in the Russian Federation: Kaluga, Lipetsk and Sverdlovsk Regions"
February 1, 2017
MAN Diesel & Turbo Schweiz AG
Zurich, Switzerland

Daniel Schmid, CEO, Fischer Spindle Group AG & JCC Board Member. Fischer Spindle has a manufacturing plant in Novosibirsk.

Marcel Pawlick, CEO, Burckhardt Compression & JCC President, opens the roundtable.

Hans Gut, CEO, MAN Diesel & Turbo, the event host welcomes participants.

Tadzio Schilling, Associate Director, Business Development, EY Russian Federation & JCC Board Member presents recent inbound investment trends in Russia.

The Russian Delegation from Kaluga, Lipetsk and Sverdlovsk Regions.

The audience.
Switzerland—Ukraine Business Roundtable
“Ukraine: Brain Bank and Bread Basket”
Organized by the Joint Chamber of Commerce Switzerland-CIS/Georgia (JCC)
in partnership with the Embassy of Switzerland in Ukraine
January 17, 2017
Zunfthaus zur Schmiden
Zurich, Switzerland

L to R: Brian Best, Managing Director, Investment Banking, Dragon Capital; Petro Matiaszek, Deputy Director, UkrainInvest; Ivanna Klympush-Tsintsadze, Vice Prime Minister of Ukraine for European and Euro-Atlantic Integration and Ambassador Guillaume Scheurer, Embassy of Switzerland in Ukraine.
Switzerland—Kazakhstan Business Roundtable

“Kazakhstan: EXPO 2017 and New Opportunities in Cleantech and Other Industries”

Organized by the Joint Chamber of Commerce Switzerland-CIS/Georgia (JCC) and Switzerland Global Enterprise (SGE) in partnership with the Embassy of Switzerland in Kazakhstan

March 13, 2017

Zunfthaus zur Zimmerleuten
Zurich, Switzerland

L to R: Igor Almazov, ABB & JCC Board Member; Pavel Ivanov, Embassy of Switzerland in Kazakhstan; Dorit Sallis, JCC Managing Director; Dr. Gaukhar Beiseyeva, Embassy of Kazakhstan in Switzerland; Andrea Schmid-Riener, SECO; Askhat Beisenbayev, National Investment Promotion Agency of Kazakhstan – KaznexInvest; Michael Kühn, SGE & JCC Board Member; Dr Philippe Roesle, Swissnex & House of Switzerland, Expo 2017 Astana and David Avery, SGE.

The Metropol, a legendary Moscow grand hotel, gladly invites JCC members to plunge into the new experience and stay in its luxurious rooms. A perfect combination of historical decor and all modern conveniences will make your Moscow visit unforgettable.

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For the specific JCC promo code, please contact Dorit Sallis, Managing Director: sallis@jointchambers.ch
res@metmos.ru, +7 (495) 241 60 29

The price is valid till 31.12.2017
Switzerland—Uzbekistan Business Roundtable  
“New Business Opportunities for Swiss Companies in Uzbekistan”

Organized by the Joint Chamber of Commerce Switzerland-CIS/Georgia (JCC) in partnership with the Embassy of Switzerland in Uzbekistan and Switzerland Global Enterprise (SGE)

May 3, 2017
Sulzer Chemtech Ltd
Winterthur, Switzerland

Speakers and audience listen intently.

Dr. Bodo Thöns, Director, Commerzbank AG, Tashkent.
Paul Binkert, Head Export & Trade Finance, Rieter Machine Works Ltd.
Jurg Müller, CEO, Comagra Commerz & Agrar-Handel AG.

JCC Corporate Governance Roundtable for Uzbek Civil Servants
OSCE-sponsored delegation from Uzbekistan's Academy of Public Administration in Switzerland and Germany to learn about corporate governance.
May 16, 2017
JCC Office
Zurich, Switzerland

Thierry Thormann, Partner and Attorney at Law, Altenburger legal + tax, presents corporate governance in Switzerland to the delegation.
The 18th Switzerland-Russia Mixed Economic Commission took place on May 30, 2017 in Moscow, Russia. Ambassador Livia Leu, Director, Bilateral Economic Relations, SECO, headed the commission for Switzerland. Minister Vitaly Mutko, Deputy Prime Minister of the Russian Federation chaired the commission on the Russian side. Dorit Sallis, Managing Director, JCC and Matthias Stöhr, Sales Director, CIS Countries, Stadler Rail AG and JCC Board Member were in the delegation that accompanied Ambassador Leu and participated in the Mixed Economic Commission and related program activities. These included meetings with Swiss companies operating in Russia and a seminar on the Eurasian Economic Union held at the Swiss Embassy in Moscow.

The Russian Delegation headed by Deputy Prime Minister Vitaly Mutko (2nd left). Russian Ambassador to Switzerland Sergey Garmonin is seated next to him (1st left.)

The Swiss Delegation headed by Ambassador Leu (right). Ambassador Rossier is seated next to her.

Ambassador Livia Leu makes a statement to Swiss companies at the Embassy of Switzerland in Russia, following a welcome by Swiss Ambassador to Russia Yves Rossier (left).

Ambassador Leu and the delegation visit Richemont’s Moscow Office.

Ambassador Leu and Deputy Prime Minister Mutko sign the minutes of the 18th Switzerland-Russia Mixed Economic Commission.
JCC Annual General Meeting 2017
June 7, 2017
FISCHER Spindle Group AG
Herzogenbuchsee, Switzerland

SPEAKERS

♦ His Excellency Mr. Sergei Garmonin
Ambassador Extraordinary and Plenipotentiary of the Russian Federation to Switzerland

♦ “FISCHER Spindle Group AG Business Operations and Experiences in Russia”
Daniel Schmid, CEO, FISCHER Spindle Group AG
About the Chamber

The Joint Chamber of Commerce Switzerland-CIS/Georgia (JCC) is the leading private sector organization in Switzerland that promotes bilateral business between Switzerland and the CIS/Georgia. It is the central, unifying hub for all CIS/Georgia business activity in Switzerland. The chamber assists Swiss companies to engage in trade and investment in CIS/Georgian markets, and companies from the CIS/Georgia to do business in Switzerland. JCC members are companies (SMEs and MNCs) in manufacturing and service sectors. The chamber’s main office is located in Zurich. It has representatives in Western Switzerland and Ticino.

JCC provides members the following services:

⇒ Regular events on latest business developments in the CIS/Georgia at steeply discounted rates;
⇒ Member-only participation in regular legal and tax roundtables with technical experts;
⇒ Exclusive access to strategic partners and business opportunities in the CIS/Georgia and Switzerland;
⇒ Lobbying and troubleshooting on members’ behalf in the CIS/Georgia and Switzerland;
⇒ A channel for new business. JCC refers all service-related requests to members;
⇒ A platform for members to showcase their expertise and reach out to potential clients;
⇒ Reduced corporate hotel, airline and limousine rates.

JCC’s annual membership fees are as follows:

⇒ CHF 400 Individuals & one-person companies;
⇒ CHF 800 Companies with 2 to 499 employees;
⇒ CHF 1200 Companies with 500 employees and over;
⇒ CHF 800 Associations, academic institutions.

You can apply for a JCC membership on the chamber’s website. To register go to www.jointchambers.ch and click on Become A

Contact

If you have questions about JCC services or want to know more about membership, please contact us:

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Follow us on Twitter where our handle is @jcc20162020

2017 Calendar

January 17, 2017
Switzerland-Ukraine Business Roundtable
“Ukraine: Brain Bank and Bread Basket”
In cooperation with the Embassy of Switzerland in Ukraine
Zurich, Switzerland

February 1, 2017
Switzerland-Russia Business Roundtable
“New Industrialization Trends and Regional Opportunities in the Russian Federation”
Zurich, Switzerland

March 13, 2017
Switzerland-Kazakhstan Business Roundtable
“Kazakhstan: EXPO 2017 and New Opportunities in Cleantech and other Industries”
Zurich, Switzerland

May 3, 2017
Switzerland-Uzbekistan Business Roundtable
“New Business Opportunities in Uzbekistan for Swiss Companies”
Winterthur, Switzerland

June 7, 2017
JCC Annual General Meeting
Venue: FISCHER Spindle Group
Herzogenbuchsee, Switzerland

June 29, 2017
JCC Legal & Tax Chapter Lunch Seminar
“Financing Exports from Switzerland to the CIS/Georgia”
Zurich, Switzerland

September 19, 2017
Switzerland-Ukraine Pharma Seminar
“New Opportunities in Ukraine’s Pharmaceutical Sector”
Basel, Switzerland

October 3, 2017
JCC New Silk Road Forum II
“Impact of China’s ‘One Belt, One Road’ Initiative on Economic Linkages in Russia, Central Asia and the South Caucasus”
Zurich, Switzerland

November 9, 2017
Switzerland-South Caucasus Business Roundtable
“South Caucasus Markets (Armenia, Azerbaijan & Georgia) as a Gateway to the CIS, Middle East and Europe”
Zurich, Switzerland

Please go to the JCC website for more information and to register: www.jointchambers.ch