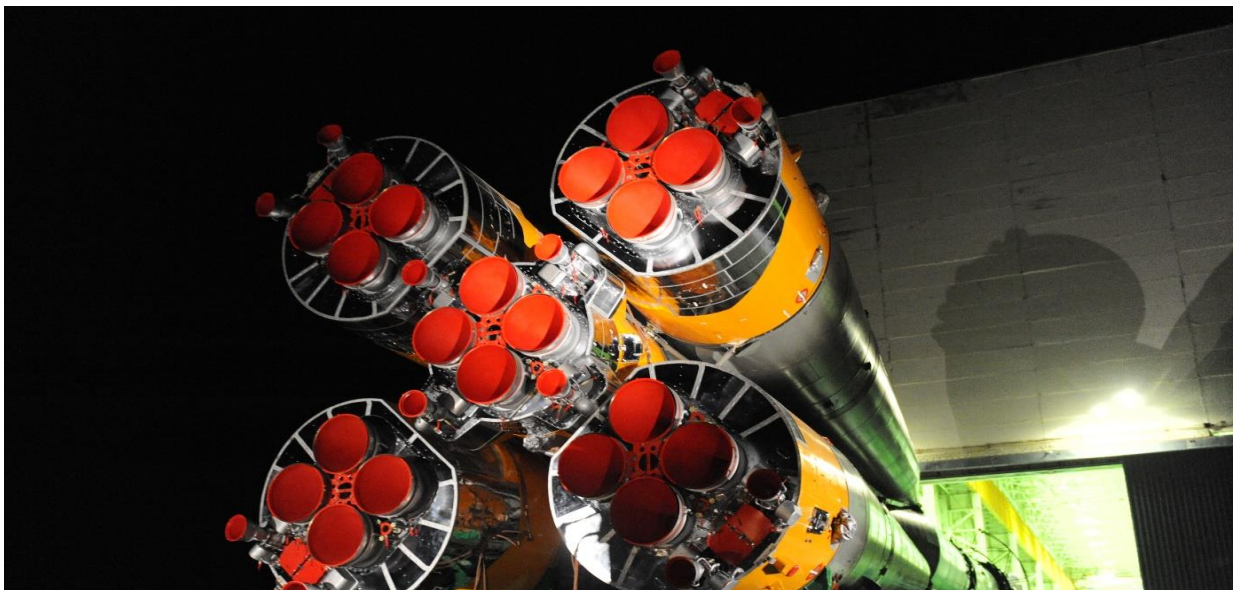


Making Russia accessible for
Swiss and European SMEs

INDUSTRIAL BUSINESS TRIP

RUSSIAN SPACE INDUSTRY

18 – 22 FEBRUARY 2019 | Moscow, Samara



SALES | NETWORK | INSIGHTS | PARTNERSHIPS

Swiss Center Samara

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Join our next industrial business trip for a deep-dive into a transforming and high-margin industry!

GOAL

Swiss Center Samara organizes this trip to open the right doors and generate sales opportunities, new partnerships, deliver industry insights and foster networking for Swiss companies.

PROGRAM AT A GLANCE

- ✓ Pragmatic 5-days program, two regions
- ✓ Presentations by industry specialists
- ✓ Individual B2B meetings
- ✓ Visit to plants and techno hubs
- ✓ Workshops and Networking platforms



RUSSIAN SPACE INDUSTRY



SPACE CARRIERS | ROCKET ENGINES | SATELLITES

RUSSIAN SPACE INDUSTRY IS AT A CORNER STONE

The Russian space industry has gone through radical changes over the past few years. It follows major global trends such as the growth in the civil and aviation sectors, innovations in materials and technologies, the globalization of production and the growth in orbital shipments.

THE STATE HOLDING ROSCOSMOS CONTROLS MOST COMPANIES

The Russian Space Agency maintains a high level of control on the industry and supervises almost all operations, including purchases, production, international cooperation and technological exploitation.

Official development plans and projects in all three segments are ambitious and will open new opportunities for foreign companies as the development of civil applications are increasingly becoming a top priority.

OPPORTUNITIES FOR SWISS SME

Though slower than in the US, the emergence of Russian companies within the private sector is progressing. It is carried out either under the impulsion of innovation hubs such as Skolkovo or with the support of larger private companies with close ties to this sector. Though submitted to strict controls, these structures are more flexible and offer interesting entry points for foreign companies willing to work with large Russian state-corporations.

YOUR COMPLETE TRIP PACKAGE

- ✓ Round-trip tickets Moscow – Samara
- ✓ Airport transfers and local transportation
- ✓ Daily meals (including dinner networking)
- ✓ Overnight stays at 4-star hotels with breakfast included
- ✓ Organization of visits and B2B meetings
- ✓ A briefing note on the aerospace industry
- ✓ Translation

PRELIMINARY PREPARATION

The program will be fine-tuned based on participants profiles and specifications of each company.

We will draft documentation in Russian and circle them to our +100 counterparts, partners and commercial targets to achieve maximal results during the trip.

PARTICIPATION COSTS

- CHF 3750.- full program
- CHF 3250.- for the second person

Cancellation fee after official enrolment: before 30.11.2018: 50%; after 01.12.2018: 100% of fee.

PROGRAM

20:00 | Monday, 18.02.2019

Travel day: Individual arrival in Moscow

- **Evening**
Welcome and briefing of participants

08:00 | Tuesday, 19.02.2019

Day 1: «Get to know the industry and stakeholders»

- **Morning**
Workshop with representatives and companies from the Russian Space Agency Roscosmos.
- **Afternoon**
On-site visit: trip to Roscosmos's largest company "Energia" (in discussion)
- **Evening**
Welcome Reception hosted by the Ambassador of Switzerland Mr. Yves Rossier, in the presence of representative(s) of Roscosmos and selected members of the Russian and Swiss business community

09:00 | Wednesday, 20.02.2019

Day 2: «Individual meetings with counterparts»

- **Morning & Lunch**
On-site visits: Russian Space Systems and GKNPC imeni Khrushchova
- **Afternoon**
Transfer to Samara
- **Evening**
Check-in and rest

09:00 | Thursday, 21.02.2019

Day 3: «Samara - National Aerospace Cluster»

- **Morning**
Workshop at the Federal Aerospace Research Center, with the participation of representatives from state companies Progress and Kuznetsov (rocket industry)
- **Afternoon**
On-site visit of the rocket engine testing area, Company Progress
- **Evening**
Networking Dinner with selected members of the Russian aerospace community from the region and surroundings

09:00 | Friday, 22.02.2019

Day 4: «Russian space SME as an entry point for Swiss companies»

- **Morning**
On-site visits of the Russian aerospace companies “Urartu” (engines and test systems) and “Aero-Volga” (small aircrafts)
- **Afternoon**
One-to-one meetings for each participant individually (organized according to your pre-defined partner) / Possibility to fly back to Switzerland at this time.

09:00 | Saturday, 23.02.2019

Travel Day: Flight back to Switzerland

- **Departure**
Flight back to Moscow and Switzerland