RUSSIA: OPPORTUNITIES FOR UK PLASTICS COMPANIES
A BPF SEMINAR

DATE
Wednesday
11th July 2012
10.00am

LOCATION
BPF House
Rivington Street
London
EC2A 3JE

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BPF Events Team

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WEB
www.bpfevents.co.uk

PRICE (EXC VAT)
Members £50
Affiliate Mem. £60
Non Members £75

Register online at
www.bpfevents.co.uk
This half day event is aimed at all those in the plastics industry who are interested in exporting to the Russian market or who deal with Russia as part of their work. Our expert speakers will provide an insight into what you will need to successfully do business in Russia. The seminar will look at key subjects including how to ensure that you get paid and an exploration of dealing with the Russian Tax Authorities. The seminar will also provide a practical case study from a veteran exporter in the plastics industry who will share his experiences of working in Russia.

THE SEMINAR PROGRAMME

10:00   Registration & Refreshments
10.25   Chairman's Introduction - Stephen Hunt, British Plastics Federation
10.30   Doing Business in Russia - David Cant, Albion Overseas
10.55   Getting Paid - Olga Berlinskaya, HSBC
11.20   Tea/Coffee
11.35   Dealing with the Russian Tax Authorities - Olga Bondar & Iain Stern, Grant Thornton LLP
12.00   'Working in Russia' A Case Study - Olga Panteleimonova, Aliaxis UK
12.20   Interplastica as platform to reach the market - Stefan Koschke, Messe Dusseldorf
12.30   Networking Lunch + Close

13.15   Chairman's Introduction
13.25   Session 1: Exporters Knowledge Exchange: A round table discussion
14.45   Session 2: Exporters' Feedback
15.00   Session 3: Speed Networking (an opportunity to exploit synergies between BPF Members and discuss the potential of swapping agents/distributors)
16.00   Network Wine Tasting
17.00   Close

BPF Members are invited to attend a FREE of charge export group meeting taking place in the afternoon of the 11th July at the same location. To confirm your attendance contact Paul Baxter on 0207 457 5047 or e-mail pbaxter@bpf.co.uk

For more information, visit www.bpfevents.co.uk
Olga Berlinskaya, Manager, Client Manager, Trade and Receivables Finance, HSBC
Olga embarked on her professional path in 2005 in the role of secretary in the Economics & Business Development department of the Royal Thai Consulate in Vladivostok, Russia. During 3 years she organized and participated in a number of Trade delegations of Russian business representatives to Thailand. After graduation Olga started working in commodity trading company Olam International. Major job responsibilities entailed assistance in setting up the representative office in the Russian Far-East and end-to-end coordination of timber import contracts. In 2008 Olga joined HSBC Bank, Russia on the European Management Trainee program and is now in the Trade & Supply Chain department in HSBC, UK. Her present role entails working with businesses which trade internationally by providing tailored trade finance solutions.

Iain Stern, Associate Director, Grant Thornton
Iain is a chartered accountant and tax advisor with substantial experience in leading a diverse variety of significant tax projects and transactions both in the UK and cross-border. He specialises in advising on the corporation tax aspects of transactions including acquisitions, disposals, restructurings and refinancings and has a diverse client base in the education, PFI/PPP, financial services and green energy sectors. Iain is also developing the UK firm’s Russia/CIS international corporate tax team, supported by Olga Bondar, and has worked on a number of cross-border projects and opportunities with GT teams in Russia, Ukraine, Moldova and Cyprus.

Olga Bondar, Manager, Grant Thornton
Olga is a Manager in the Grant Thornton VAT team. She has worked with Grant Thornton over 4 years, having spent 4 years at the Big 4. Prior to joining Grant Thornton in 2008, Olga worked in PwC VAT Financial Services team providing advice to a wide range of financial services businesses. Olga started her career in Deloitte generalist VAT team. Olga regularly advises a range of UK and international based clients, including property/construction, financial services, advertising, software development and hospitality related clients on meeting their UK and international VAT compliance obligations, complex technical issues and cross-border transactions. She has also managed a number of international projects involving liaison with Grant Thornton international offices and putting together reports summarising the VAT compliance requirements, as well as advised on tax structures involving the countries within and outside the EU.

Olga Panteleimonova, Export Sales Manager, Aliaxis UK
Olga joined the team at Hunter Plastics in April 2010. In December 2010 she was promoted to Export Sales Manager for Eastern Europe with her responsible area covering Russia, Ukraine, Belarus, Kazakhstan, and some Baltic countries.

Before working for Hunter Plastics Olga worked in the construction industry in procurement roles in Russia, mainly in Moscow. Within international organisations she worked on construction projects in Ukraine, Azerbaijan, Albania.

Stefan Koschke, Messe Düsseldorf
Stefan Koschke is a Project Manager at Messe Düsseldorf GmbH. Whilst studying Economics at the Johann Wolfgang University in Frankfurt, Stefan researched the economic transformation in Russia as part of his special focus subject of Economic Development and International Economic Relations. In 2004, Stefan began his career at Messe Düsseldorf. He has extensive experience in the exhibition industry and was Project Manager for CARAVAN SALON and TourNatur in Düsseldorf. Since 2011 he has been responsible for the organization and implementation of INTERPLASTICA, the most important trade fair for plastics and rubber in Russia.
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For further information please contact the BPF Events Team

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REGISTRATION FORM FOR SEMINAR 11th July 2012
PLEASE FAX OR POST BACK TO THE ABOVE ADDRESS

YOUR NAME:
COMPANY NAME:
ADDRESS:
EMAIL:
TEL:

NUMBER OF DELEGATES:
DELEGATE NAMES:

PRICE
BPF MEMBERS £50.00 + VAT
AFFILIATE MEMBERS £60.00 + VAT
NON MEMBERS £75.00 + VAT

Method of Payment:
Cheque (enclosed)
VISA
MASTERCARD
SWITCH

TOTAL (excl. VAT) £
VAT £
TOTAL: £

Card holder's Address:
Signature

☐ TICK THE BOX if you wish to attend the afternoon the free of charge EXPORT MEETING (exclusive to BPF Members)

Terms and Conditions
All payments must be completed by the commencement of the seminar. A VAT receipt will be issued on receipt of your payment and forwarded as well as joining instructions. Please make all cheque payments out to ‘The British Plastics Federation’

Cancellation: If you are unable to attend after having confirmed your registration, please inform us in writing so that your registration may be transferred to any member of your company.

Refunds: A charge of 20% will be made on written cancellations received before two weeks before the seminar – No refund will be given after the this date.

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This literature is correct at the time of going to print, however the BPF reserves the right to alter the programme without prior notice.

A British Plastics Federation Seminar