

Main theme of the Russian Investment Forum 2017: “New Projects for Growth”

The programme for the Russian Investment Forum, which will be held in Sochi on February 27–28, 2017, was published. **The key theme of the Forum is “New Projects for Growth.”**

The Forum’s two-day business programme currently includes **27 events**, including a plenary session that will be attended by **Russian Prime Minister Dmitry Medvedev**.

The Russian Ministry of Economic Development, Ministry of Industry and Trade, Ministry of Energy, Federal Agency for Youth Affairs, Federal Tourism Agency, Open Government, Russian Academy of Sciences, Administration of the Krasnodar Territory, Delovaya Rossiya organization, Russian Export Center, Agency for Strategic Initiatives and OPORA ROSSII small-business association, among others, are all actively involved in preparations for the sessions that will be held at the Forum.

The structure of the Russian Investment Forum’s business programme consists of three thematic blocks:

- **“A New Regional Policy. Opportunities for Development.”** This block will consider new approaches to stimulating regional policy and offer an assessment of the results from applying the project-based approach to the implementation of priority projects within the main areas of the strategic development of the Russian Federation as well as the functioning of priority social and economic development areas and the investment climate in the regions.
- The **“Improving Business Efficiency. Opportunities for Growth”** block will involve a discussion of the existing mechanisms used to support business, improvements to business infrastructure and measures to improve business activities in the regions. Opportunities for the growth of business in different sectors will be considered: the export of goods and services, tourism and sports legacy, among other things. Special attention will be devoted to youth and women’s entrepreneurship in Russia.
- The **“Implementing Projects for Life”** thematic block will focus on a discussion of projects that aim to create a comfortable living environment in the Russian regions, including the development of education, healthcare, social and housing infrastructure and spatial development.

As part of the business programme, Russian Prime Minister Dmitry Medvedev will hold **a meeting of the presidium of the Council of the Russian President** for Strategic Development and Priority Projects that will be attended by the heads of the constituent entities of the Russian Federation.

The “**Development Prizes – 2017**” **awards ceremony**, which was founded by Vnesheconombank and serves as a form of professional encouragement for significant contributions to Russia’s social and economic development, will be held on the Forum sidelines. In 2017, the contest will have six categories: “Best Infrastructure Project,” “Best Project in Industry,” “Best Project for the Integrated Development of Territories,” “Best Project in Innovations and High Technologies,” “Best Project in Ecology and Green Technologies” and “Best Export Project.”

Forum participants will have the opportunity to visit **an exhibition of investment projects** over the two days of the Forum. The main objective of the exhibition is to demonstrate real projects that are being implemented or are planned for implementation in Russia’s regions and also create a communication platform for interaction and to develop business contacts among representatives of the government and the business community.

Detailed information is available on the Forum’s official website and also in social media:

rusinvestforum.org

<https://www.facebook.com/rusinvestforum>

https://twitter.com/en_forumsochi

<https://www.instagram.com/rusinvestforum/>

<https://www.youtube.com/channel/UC5xo457YRXnUpuEjZENplmA>



Conditions for participation

Dear Forum participants and guests,

We are pleased to offer you the following information on participation in the Russian Investment Forum.

Below, you will find the general terms and conditions, and information on packages, participation fees, and quotas (maximum number of participants from any one company).

Participation packages

There are two packages available for participants in the Russian Investment Forum:

Premium Package

- Access to all events on the business programme (except invitation-only events)
- Access to all events on the cultural programme (except invitation-only events)
- Set of handouts for Premium Package participants

Standard Package

- Access to all events on the business programme (excluding the plenary session* and invitation-only events)
- Access to some events on the cultural programme
- Set of handouts for Standard Package participants

* Please note that participants under the Standard Package will not be able to access the plenary session area while the plenary session is in preparation and under way.

Participation fees

Participation fees for the Russian Investment Forum:

PREMIUM PACKAGE	STANDARD PACKAGE
Participation fee (USD) per participant	
1,564.41 (excl. VAT) 1,846.00 (inc. VAT)	1,259.32 (excl. VAT) 1,486.00 (inc. VAT)
Participation fee (EUR) per participant	
1,475.42 (excl. VAT) 1,741.00 (inc. VAT)	1,188.14 (excl. VAT) 1,402.00 (inc. VAT)

Quotas (maximum number of participants from any one company)

In order to maintain a high level of representation and to accommodate the growing number of applications for participation, the organizers have been obliged to introduce the following limits on the number of participants at the Russian Investment Forum:

3 Premium Packages + 3 Standard Packages

If the delegation is led by the **head of the company** (President/CEO or Managing Director, Chair of the Management Board or Board of Directors), the company can be represented by three Premium Package participants (head of company + two participants from among deputy-level executives, members of the management board/board of directors, or heads of representative offices) and three Standard Package participants.

2 Premium Packages + 2 Standard Packages

If the delegation is not led by the head of the company, the company may be represented by two Premium Package participants (two

participants from among deputy-level executives, members of the management board/board of directors, or heads of representative offices) and two Standard Package participants.

Please note that if the quota for the number of participants from a given company is exceeded, the participation fee will increase. The fee for every additional participant will increase by 20% of the package price.

Registration

To participate in the Forum, you must be in receipt of a written invitation issued by the Organizing Committee.

If you would like to participate in the Forum, please complete the [participation request form](#) on the Forum website. All participation requests will be reviewed by the Organizing Committee and, if approved, a written invitation will be sent to the applicant. **The Organizing Committee reserves the right to refuse an invitation to an applicant without explanation.**

Participants who receive invitations are kindly requested to confirm or decline their participation in the [Personal web office](#) section of the Forum website. An agreement will be concluded with each Forum participant, confirming and guaranteeing their participation in the event.

The participation fee depends on the package selected. The date of payment shall be considered to be the date on which the funds reach the account of the Roscongress Foundation.

Contact information

For further information, please contact the Russian Investment Forum Delegate Management Department:

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BUSINESS PROGRAMME for the Russian Investment Forum

February 27–28, 2017, Sochi

Programme accurate as at December 27, 2016

Plenary Session

Address by Prime Minister of the Russian Federation Dmitry Medvedev

[New Regional Policy: Opportunities for Development](#)

Project Management: From Objectives to Outcomes

In partnership with the Department of Project Activities of the Government of the Russian Federation and the Ministry of Economic Development of the Russian Federation

Today, project management is a critical step in creating a management culture not only in business, but also in government agencies. Since the end of 2016, the Russian Government has launched a number of priority projects, which are designed to provide tangible social and economic benefits for the majority of citizens given limited administrative, human, and financial resources. The implementation of these projects requires transparent management, efficiency, sound decision-making, and quality planning, which can all be guaranteed by the use of project management principles. How can project management be built into the 'process' work of agencies? What problems do project teams encounter in the regions and at the national level, and how can these problems be overcome? How will the project and state management system evolve in the future? What additional changes need to be made to legislation?

[New Regional Policy: Opportunities for Development](#)

Budgetary Transfers to the Regions: In Search of Balance

In partnership with the Ministry of Finance of the Russian Federation and the Ministry of Economic Development of the Russian Federation

A balanced budget system is one of the key elements in the implementation of a regional policy where the key goal is to minimize the differences in regional socioeconomic development across Russia. Improving budgetary relationships between different levels of government is a prerequisite for ensuring a balance in public administration at the federal and regional levels. How can the organization of the interrelationships between the national and regional budgets be improved? How can the quality of the budget process and financial management of the regions be improved? What needs to be done to transition to a policy that achieves real alignment of budgets? What is more effective: tough budget constraints or the easing of administrative regulations and expansion of the powers of the regions?

[New Regional Policy: Opportunities for Development](#)

Innovative Potential in Russia's Regions: Drivers of Economic Growth

In partnership with the Ministry of Economic Development of the Russian Federation and the Russian Academy of Sciences

In recent years, the strategy for successful development pursued by the national economic systems of the leading countries has been closely linked to superiority in research and development, the emergence of new knowledge, and the creation of innovative mass-market products. We are increasingly hearing that innovation is an absolute priority when determining a growth strategy. Historically, Russia has been one of the world's scientific powerhouses: Russian science and engineering have made significant contributions to the sum of humanity's body of knowledge and technology. Russia has established a network of innovative regions that are able to quickly acquire knowledge and create innovative products. How can the innovation life cycle be properly supported, and how can the outcomes of scientific research be used to advance regional socioeconomic development? What should the long-term regional scientific and technological development strategy look like, and who should lead it? How should cooperation between centres of new scientific knowledge and innovative regions be organized?

[New Regional Policy: Opportunities for Development](#)

Society and State: Working Together on the Regional Agenda

In partnership with the Open Government

The most important and complex problems of socioeconomic development can only be solved through close cooperation between society and the state. Russia is actively addressing topical issues related to infrastructure development in municipalities, and local communities have been brought in to participate. However, there are still very few examples of developed systemic mechanisms that would allow society to participate in tackling strategic development problems. Which important regional development issues can society help to solve, and how should social dialogue with the state be organized? Are there examples of effective cooperation between representatives of society and business and the state in Russia?

[New Regional Policy: Opportunities for Development](#)

Industry Towns: New Approaches to Development

[In partnership with the Ministry of Economic Development of the Russian Federation](#)

The development of single-industry municipalities has been identified as one of the main strategic development directions for the Russian Federation until 2025 and consequently, the Russian Government is working to implement a priority programme focused on the integrated development of single-industry towns. The goal is to ameliorate the acute socioeconomic situation plaguing single-industry towns that has been caused by the layoff of workers by the major enterprises which dominate the towns, limited infrastructure, and the low investment attractiveness of these areas. How can we stimulate the creation of new jobs that are not related to the activities of the former core enterprises of these cities? What factors hamper increasing the investment attractiveness of these single-industry towns? What state support tools are the most effective for supporting single-industry towns? Is the economic structure of these single-industry towns changing together with the changing economic situation?

[New Regional Policy: Opportunities for Development](#)

ASEZs: Improving Investment Performance

[In partnership with the Ministry of Economic Development of the Russian Federation](#)

Advanced special economic zones (ASEZs) are being created to establish favourable conditions for attracting investment and developing comfortable living conditions for local populations. Tools that are used to achieve a balance in regional development can be used to address a wide range of issues related to economic diversification. The incentives and benefits that are offered by these development tools are aimed at compensating businesses for the costs of investing in regions with low investment attractiveness. What initial outcomes have been achieved by resident companies that have established themselves in the ASEZs? What are the restrictions on the use of these mechanisms in Russia? Are the current incentives sufficient to attract investment to the regions?

[New Regional Policy: Opportunities for Development](#)

Industrial Policy: The Regional Aspect

[In partnership with the Ministry of Industry and Trade of the Russian Federation](#)

The formation of industrial clusters as part of industrial policy provides an effective tool for the implementation of the following projects to increase the level of technological development within the industrial complex: import substitution, involving small and medium-sized businesses as well as research and educational institutions in the cooperative chains of large enterprises, expanding the share of civilian production at enterprises in the defence industry through the transfer of advanced dual-use technologies, and exporting high-tech products. Are the development incentives for industrial clusters capable of increasing the economic independence and competitiveness of Russian enterprises? Can industrial clusters become new growth centres within regional economies? Which international best practices can be adopted by Russia to establish and develop industrial clusters? What can be done to create an effective industrial cluster?

[New Regional Policy: Opportunities for Development](#)

Improving Labour Productivity: A National Priority

[In partnership with the Ministry of Industry and Trade of the Russian Federation and the Monitoring Centre for Industry Development](#)

Most experts agree that increasing labour productivity is one of the major potential sources of growth and increased national competitiveness for Russia, but it is not currently rising quickly enough to achieve stated economic development objectives. This gap becomes particularly clear in the context of the Fourth Industrial Revolution that is being widely discussed in the world. How effective are current government measures and programmes for improving productivity? What are the main constraints limiting its growth? What additional measures should be taken by the government to encourage the introduction of new production technologies? How do we avoid increasing

unemployment as a result of improving labour productivity? Will Russia be able to make a qualitative leap in this area in the near term in order to keep up with global trends?

New Regional Policy: Opportunities for Development

The Green Economy as a Vector of Development

In partnership with the Ministry of Natural Resources and Environment of the Russian Federation

The green economy is a vector for the sustainable development of the regions. The tools of this economy are innovative green technologies. These technologies are based on resource and energy conservation, reducing carbon emissions, clean transport, alternative sources of energy, organic agriculture, eco-development, and many other areas that allow the economy to grow sustainably without harming nature and while preserving a healthy environment for people to enjoy. How can the interests and capabilities of the state, business, and regional population be taken into account in the development of the green economy? Who determines the criteria for a green economy? What is the potential of this sector, and what are its prospects for growth in Russia?

Improving Business Performance: Opportunities for Growth

Cooperation between Development Institutes

In partnership with the Ministry of Economic Development of the Russian Federation and the All Russia Public Organization "Delovaya Rossiya"

A large number of national and regional state development institutes providing support to companies from different sectors and regions of the country have been established. Considerable experience of providing appropriate services and selecting applicants has been accumulated. Active cooperation between institutes at the national level to offer comprehensive support at all stages of business development is under way.

How can the effectiveness of development institutes be improved at the national and regional levels? How can cooperation and coordination between development institutes be established? Who sets the goals and objectives for these institutions?

Improving Business Performance: Opportunities for Growth

SMEs: Formula for Success

In partnership with the Ministry of Economic Development of the Russian Federation and the Federal Corporation for Developing Small and Medium Business (SME Corporation)

Russia has instituted a system of support for SMEs that is aimed at providing financial, material, and other forms of assistance. What major outcomes of supporting SMEs have been achieved? How is support provided for startups? What is the mechanism for involving SMEs in the procurement procedures of large state-owned companies? Are Russian SMEs able to cope with the mandated quality requirements and delivery terms and volumes? Do SMEs have access to financing?

Improving Business Performance: Opportunities for Growth

Financing Infrastructure Projects

In partnership with the Ministry of Economic Development of the Russian Federation

The global economic crisis has had a serious impact on the role of traditional investors in infrastructure projects. On the one hand, governments have problems financing infrastructure due to constrained public budgets, and on the other banks are not currently willing to provide long-term financing at affordable rates. This has led to an active search for other ways of implementing these projects. What are the most effective funding mechanisms available today? What are the main challenges that private investors encounter when financing infrastructure projects? How can we create an environment in which it is possible to reduce risks? How do public-private partnerships (PPP), concession agreements, infrastructure bonds, and other instruments work?

Improving Business Performance: Opportunities for Growth

Russia's Export Map

In partnership with the Ministry of Industry and Trade of the Russian Federation and the Russian Export Center

Everyone involved in international trade is familiar with Russia's main export specializations. Export of these products accounts for a significant part of the country's economic growth and provides the basis for the development of exports in related industries. We need to conduct a regular, in-depth analysis of

the current export specialization of the regions and identify potential for expansion in order to increase and diversify Russian exports, namely by developing exports of non-commodity and non-energy products and services. Which Russian regions make the largest contribution to the country's non-energy exports? How have the leading regions in non-commodity exports changed and why? To what extent is the export support system focused on accounting for regional differences? What do the leading regions have and what is it that other regions lack when it comes to the export of goods and services that are not related to natural resources?

Improving Business Performance: Opportunities for Growth

EAEU: The Single Market and New Rules for Investors

In partnership with the Eurasian Economic Commission

When deciding on whether to launch a project, investors analyse many factors that will influence its financial performance. The choice of jurisdiction plays a crucial role for large investment projects. Decision-makers have to account for all possible incentives and inherent difficulties. In order to overcome current challenges, the Eurasian integration initiative must develop a common competitive proposition for investors. Is competition between jurisdictions a good thing or a bad thing? Does the Eurasian Union's existing legal framework meet the requirements of investors? Will the implementation of joint large-scale projects help to establish common rules and make it easier to attract capital?

Improving Business Performance: Opportunities for Growth

Utilizing the Legacy of Past Sporting Events

In partnership with the Ministry of Sport of the Russian Federation

Russia plays host to major international sporting events, which, in turn, provide a powerful impetus for the socioeconomic development of the regions and the country as a whole. They contribute to improving the quality of life and better health. The example of how Sochi has been developed since the 2014 Winter Olympics shows how sporting infrastructure can be effectively used after an event is over. Are there plans about how new infrastructure in other regions will be used going forward? Is the economic benefit of major sporting events commensurate with the cost of hosting them? What effect has the construction of similar infrastructure had on other sectors?

Improving Business Performance: Opportunities for Growth

Improving Access to Energy Infrastructure: Applying the Experience of Major Cities to Create New National Standards

In partnership with the Ministry of Energy of the Russian Federation

Given the current economic situation that has arisen due to the global economic crisis, the issue of improving access to energy infrastructure has become increasingly important both for business and for the nation as a whole. Over the past three years, thanks to ongoing work to improve the regulatory framework and to implement a road map to improve access to the country's energy infrastructure, Russia has been able to improve its ranking in the World Bank's Doing Business index, moving up 135 positions in the Getting Electricity indicator. The ease of doing business in Russia was assessed by aggregating the results for two of the country's cities: Moscow and St. Petersburg. How can the experience of Russia's two largest cities be turned into a new standard for the entire country? Will electricity distribution companies be able to keep up the pace set by today's leading companies? What role do federal and regional regulatory agencies, as well as local government agencies, play in the implementation of new accessibility standards for energy infrastructure? What are the prospects for a similar programme that has been launched to facilitate connections to gas distribution networks? How do consumers rate what companies have done?

Improving Business Performance: Opportunities for Growth

Business: A Woman's Perspective

In partnership with the Ministry of Economic Development of the Russian Federation and the All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia

According to official figures, women in Russia make up almost half, or 49%, of all workers in the economy. Women represent 43% of the heads of organizations. Promoting female entrepreneurship helps to increase employment, reduce unemployment, and improve the share of SMEs in the national economy. How can female entrepreneurs provide a new source of economic growth? What are the main obstacles to improving the entrepreneurial potential of women today? What is special about businesses that are managed by women?

Improving Business Performance: Opportunities for Growth

Domestic Tourism: The Promise and the Hurdles

In partnership with the Ministry of Culture of the Russian Federation and the Federal Agency for Tourism

Over the past two years, the Russian tourism industry has undergone serious changes primarily due to the growth of domestic tourism. The modern tourism industry consists of hotels, restaurants, and tour companies as well as educational, health, entertainment, sports, and other services. Travel agents, tour operators, transport carriers, and others are all active in the industry. In total, the sector generates 1.5% of the country's GDP, and has an impact on the development of 53 related industries. This opens up great opportunities for the development of tourism as one of the key drivers of regional economic development. How can favourable market conditions be exploited to develop domestic tourism? What areas within domestic tourism should be prioritized for support? How does tourism affect the development of regional economies? How can the quality of tourist products be improved in the regions? What hurdles are inhibiting the development of tourism in the regions, and how can they be overcome? How can investors be attracted to the tourism industry?

Improving Business Performance: Opportunities for Growth

Young Entrepreneurs: Russia's Newest Heroes

In partnership with the Krasnodar Region Administration, the Federal Agency for Youth Affairs and the Ministry of Culture of the Russian Federation

Small businesses founded by young people are making a significant contribution to improving Russia's socioeconomic development and solving youth employment issues. They are also very nimble in responding to consumer demand. They are masterful at producing small-scale, unique products or providing specific services to individual market segments. Young people are very good at keeping their skills up-to-date. Their knowledge is not yet obsolete. They stand out due to their creative thinking and ability to adapt, which has a positive effect on the competitiveness of their businesses. What do we need to generate a new generation of entrepreneurs? How can young people be encouraged to become entrepreneurs? Is there a system of state support for young people who want to start a business? What does today's young entrepreneur look like?

Projects for Life

The Modern City: Shaping a Comfortable Environment by Managing the Economy

In partnership with the Ministry of Construction, Housing and Utilities of the Russian Federation

Urban infrastructure must be created and managed to ensure a high level of comfort for residents in all regions. Current efforts to create a comfortable urban environment are defined by the generalized application of best practices, which are used as a template that is replicated. The priority is to carry out beautification and public amenities projects, which must take account of the views of residents. How can we ensure the integrated development and management of urban infrastructure? How can we interest and involve residents in creating the future of their cities? What financial tools are needed to effectively develop cities? Do we currently have sufficient human resources to achieve the goals that we have set?

Projects for Life

Improving Healthcare Management

In partnership with the Ministry of Healthcare of the Russian Federation

Improving the organization, management, and funding basis of the healthcare system remains one of the country's key objectives at both the national and regional levels. A number of regions are implementing online systems where patients can submit requests to see a doctor, systems for managing appointments at clinics, and other best practices. What steps should be taken to eliminate structural imbalances in the healthcare industry? How can the management and staffing of healthcare institutions be made more effective? How can we ensure that successful management practices and information systems are applied across all Russian regions?

Projects for Life

Human Capital as a Factor in Economic Growth

In partnership with the Ministry of Labour and Social Protection of the Russian Federation

Investment in human capital means, in particular, investment in the creation of a highly professional, mobile, motivated, and effective workforce that is able to have the greatest impact on the pace and

quality of economic growth. New approaches to the continuing education system are focused on ways of ensuring that employees are able to obtain the new knowledge, skills, and competencies that are needed for a balanced employment market. What role does the state play in developing human capital? How can an independent qualification assessment system be implemented at the regional level? Who benefits from testing qualifications: workers or employers?

Projects for Life

Universities: Hubs of Regional Development

In partnership with the Ministry of Education and Science of the Russian Federation and the All Russia Public Organization “Delovaya Rossiya”

Creating university hubs of innovative, technological, and social development in the regions is the key focus of the ‘Universities as innovative centres’ priority project, which was approved by the Presidium of the Russian Presidential Council for Strategic Development and Priority Projects. In preparing to implement these objectives, stakeholders must discuss frameworks for cooperation between the business community, regional authorities, and universities; the involvement of the business community in setting goals and objectives for the development of these hubs; and the use of a professional public accreditation institute to accredit universities.

Projects for Life

Social Infrastructure in the Regions: Cost or Investment?

In partnership with the Ministry of Economic Development of the Russian Federation

The creation of social infrastructure is becoming an area of interest to entrepreneurs. Today, the practice of transferring the management of social infrastructure facilities to non-governmental organizations is gaining traction. A network of commercial healthcare facilities, schools, and kindergartens is developing within the country. How are successful businesses created in the social services sector, and is this a profitable area? What PPP tools are available at the regional level for the development of social infrastructure? How can social infrastructure be developed given the increasing demand for quality social services: should we rely on paid services or increase the role of the state?

Projects for Life

Best Socioeconomic Practices: Turnkey Solutions for the Regions

In partnership with the Ministry of Economic Development of the Russian Federation, the Ministry of Construction, Housing and Utilities of the Russian Federation and the Agency for Strategic Initiatives to Promote New Projects (ASI)

In 2016, the Agency for Strategic Initiatives held the All-Russian Competition of Best Practices and Initiatives for the Socioeconomic Development of the Regions of the Russian Federation for the first time. The main distinguishing feature of the contest was the creation of tools for implementing best practices and initiatives in socioeconomic development through turnkey solutions that were jointly developed with the relevant federal authorities. Contest entries were integrated into the Trusted Solution Store provided by the Region-ID information system. What tools were used to develop the turnkey solutions? Where and in what sectors can these turnkey solutions be applied? To what extent are these solutions universal, and can they be scaled to all regions of the Russian Federation? What advantages do the regions that implement turnkey solutions obtain? Are these turnkey solutions of interest to business, development institutes, and financial institutions?

Projects for Life

The Film Industry: Promoting the Regions

In partnership with the Ministry of Culture of the Russian Federation and the Ministry of Economic Development of the Russian Federation

The decision to introduce film commissions and grant rebates to film producers from around the world is an effective way to promote the regions as competitive locations for the production of films and television series as well as to attract investment and create new jobs. To what extent will mechanisms to stimulate the film industry attract investment to the regions? What can the Russian film industry offer the regions? What other mechanisms are needed to develop the Russian film industry? What should be done to attract foreign filmmakers to Russia?