

## Doing Business in Russia

10 April 2012

8.15am to 2pm

Little Red Dot @ IE Singapore  
230 Victoria Street, Level 10 Bugis Junction Officer Tower, Singapore 188024

### PROGRAMME\*

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| 0815 | <b>Registration</b>  |
| 0900 | <b>Welcome address by Singapore Manufacturers' Federation</b>  |
| 0910 | <b>Welcome address and IE's perception of business in Russia</b><br>Ms Hanly Chen, Centre Director, Moscow Overseas Centre, Europe Group, IE Singapore   |
| 0925 | <b>Russian purchasing power, purchasing preference and purchasing patterns</b><br>Mr Jeroen Ketting, Managing Director, The Lighthouse Group   |
| 0955 | <b>Getting the logistics right, the first time</b><br>Mr Wijnand Herinckx, Commercial Director, Ahlers Logistics   |
| 1025 | <b>Networking break</b>  |
| 1055 | <b>Tax incentives and policies to start selling into Russia</b><br>Mr Gordon Lawson, Partner, KPMG Advisory LLP<br>Ms Ekaterina Bulatova, Assistant Manager, KPMG Services Pte Ltd   |
| 1125 | <b>Negotiations in Russia</b><br>Mr Jeroen Ketting, Managing Director, The Lighthouse Group  |
| 1155 | <b>Riding on the Russian hunger of innovative consumer electronics</b><br>Mr G-Jay Yong, Chief Executive Officer, Gajah International Pte. Ltd.  |
| 1225 | <b>Panel discussion</b><br>Moderated by Ms Hanly Chen, Centre Director, Moscow Overseas Centre, Europe Group, IE Singapore   |
| 1300 | <b>1-to-1 business clinics with:</b> <ul style="list-style-type: none"> <li>• Mr Jeroen Ketting, Managing Director, The Lighthouse Group</li> <li>• Mr Wijnand Herinckx, Commercial Director, Ahlers Logistics</li> <li>• Mr Gordon Lawson, Partner, KPMG Advisory LLP / Ekaterina Bulatova, Assistant Manager, KPMG Services Pte Ltd</li> </ul> <p><b><i>Each clinic is 15 minutes. Sessions are limited. First-come-first-served basis. Sign up for the consultant of your choice during the networking break.</i></b></p> |
| 1400 | <b>End</b>   |

\* Programme above is correct at time of printing. Please note that there may be changes without notice in event of unforeseen circumstances.

**Export Clinic: Import and export regulations in Russia**

**by Ahlers Logistics**

11 April 2012

10am to 12pm

IE Singapore  
230 Victoria Street  
Level 10 Bugis Junction Officer Tower  
Singapore 188024

Registration is complimentary  
for participants of  
iAdvisory Seminar Series: Doing business in Russia

Limited seats.  
First-come-first-served.

**Complimentary consultation on doing business in Russia**

**with LighthouseGroup**

11 April 2012

1.30pm to 6pm

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Singapore 188024

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