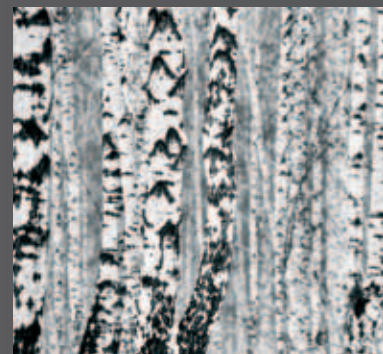


DIBD MOSCOW OFFICE



OWN
MAN IN
RUSSIA





DIBD MOSCOW OFFICE

DIBD's Moscow office was established in 2005 to support Danish companies in Russia. Since then our main service has been to represent Danish companies in the Russian market via the "Own Man In Russia" concept. Other services are consultancy and business facilitation, including market investigation, search of partners and customers, business plans development, accountancy outsourcing etc.

The Russian economy is one of the fastest growing in the world. At the same time Russia is a demanding environment that poses numerous challenges to the newcomer. We are ready to equip you with the knowledge and tools to meet them.

DIBD MOSCOW OFFICE:

- The entire range of services to facilitate your business in Russia
- More than 50 clients in marketing and consultancy since 2005
- Customized solutions for your company

KEY ADVANTAGES

- Extensive contacts with local companies
- Development of customer database including contact details of decision-makers
- Assistance in meeting potential Russian clients and customers
- Access to specialized databases containing financial, production, and ownership information on relevant companies
- Local network which includes other Danish companies, legislation experts, local specialists etc.

ADDITIONAL BENEFITS

- Support of Denmark's largest business association in lobbying your company's interests in Russia
- DI seminars for deeper understanding of doing business in Russia
- Access to key Danish-Russian governmental initiatives for cooperation in particular fields

MARKETING AND CONSULTANCY

DIBD Moscow office can assist your company in both developing and successfully implementing your international strategy. We have a thorough knowledge of the market and a profound understanding of all modes of operation, ranging from working with local partners over own representatives to wholly owned subsidiaries.

SERVICES PROVIDED

- OMIR
- Market research
- Business plans
- Partner search
- Background check of companies and persons

BUSINESS FACILITATION

- Registration and work permit
- Bookkeeping and salary management
- Recruitment
- Assistance in registration of legal entities
- Other services to support your company at any stage of business development in Russia



OWN MAN IN RUSSIA

FAST AND SAFE MARKET ENTRY

DI's "Own Man In" service gives your company a unique chance to start up or expand your activities in Russia. You will have your own local employee working only for you, who can conduct market analyses, arrange customer and sales meetings, find relevant suppliers and partners, and in all tend to your interests in Russia.

Your local employee is formally employed by DI, so you get the advantages of being represented in Russia without having to make a traditional establishment, which is often expensive, demanding, and time consuming.

OWN MAN IN RUSSIA OFFERS

Recruitment, selection, and employment of your local employee

- ⊙ Identification of the required qualifications of the employee in close cooperation with your company
- ⊙ Announcement and first screening of potential candidates – you make the final decision
- ⊙ Negotiation of employment terms
- ⊙ Employment contracts and other documents
- ⊙ Registration with authorities etc.

INFRASTRUCTURE AND ADMINISTRATIVE SUPPORT TO YOUR LOCAL EMPLOYEE

- ⊙ First class office environment
- ⊙ Own workstation with PC and access to the Internet
- ⊙ Own phone line and access to fax
- ⊙ IT support
- ⊙ Secretary function and reception
- ⊙ Accounting support

MONITORING AND REPORTING

- ⊙ Supervision of your local employee
- ⊙ Follow-up on action plans made by your company
- ⊙ Monthly reporting to your company

COMMON CLIENT REQUIREMENTS

- ⊙ Control with activities in Russia
- ⊙ Cultivation of the Russian market
- ⊙ Increased coordination between existing Russian partners
- ⊙ Enhancement of own local network
- ⊙ Uncovering of new market opportunities
- ⊙ Identification of potential partners



SELECTED REFERENCES

Own Man In Russia

The OMIR concept provides you with a solid base for the development of your company's activities in Russia.

Royal Copenhagen A/S

Starting with a OMIR representative in Russia in 2006-2009, the company now offers its items from major Russian life-style luxury boutiques.

SKAKO A/S

World-known for its high-quality concrete equipment, SKAKO A/S became an OMIR customer in 2006 and has since then gained a strong presence in Russia.

Wayport EMEA

Starting with an OMIR in 2006, the company now provides services to a number of the world-famous hotel chains represented in Russia.

Air Alpha Aircraft Sales A/S

Beginning with a single OMIR in 2005, the company by 2007 employed three people and is now doing business both in Moscow and Russian regions.

FLSmidth A/S

FL Smidth A/S' OMIR employee was hired in 2006. Currently the company has a strong Russian office with a staff of around 30 people and contracts with Russia's leading cement and minerals producers.

NKT Cables

The company employed its OMIR in 2007. It is now supplier to a number of Russian construction and power companies.

Novenco A/S

OMIR assisted the company in starting cooperation with large customers in Russia and facilitated its business on the Russian market.

Fortitech A/S

An OMIR employee was recruited in 2009 to exploit the positive developments in the Russian food industry. DIBD Moscow Office has also provided practical support in dealing with the Russian authorities.

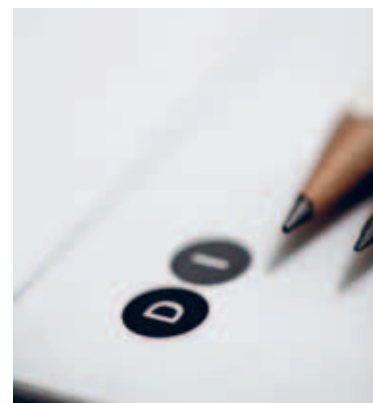
Vestas Central Europe

OMIR has been working for Vestas Central Europe since 2009.

Marketing and consultancy

DIBD Moscow office has developed market studies, business plans, partner search, and various reports for Danish companies operating in a number of business areas.

2005	Caljan Rite-Hite ApS EXHAUSTO A/S Pressalit A/S	Material handling equipment Air handling units Bathroom accessories
2006	Sirena A/S SKAKO Industries A/S Gassonic A/S Flügger A/S SUN Chemical Inks	Seafood Concrete plants Gas leaks detection equipment Finishing materials Chemicals
2007	Densit ApS Øland A/S KJ Industries A/S Pressalit A/S Roblon A/S PRO TEC VINDUER A/S Dantherm Filtration A/S FLSmidth Airtech	Industrial grouts Ventilation units Meat processing equipment Bathroom accessories Lighting equipment Windows Industrial air cleaning equipment Industrial air cleaning equipment
2008	Berendsen Textil Service A/S J. Hvidtved Larsen A/S Carmo A/S Morsø Jernstøberi A/S Brdr Christensen ApS Mountain Top Industries A/S Cimbria Moduflex A/S TULIP FOOD COMPANY Phoenix International A/S EXHAUSTO A/S FLSmidth Airtech	Cleaning services Hydrodynamic vehicles Plastic components Wood and gas burning stoves Pipe fittings Automobile accessories Bulk loading equipment Retail Corrosion protection Air handling units Industrial air cleaning equipment
2009	Multi-Wing International a-s	Impellers
2010	Berendsen Textil Service A/S fibo intercom a/s Scanflavour AS ChocoMa aps Scandic Food A/S	Cleaning services Concrete batching plants Food ingredients Chocolate equipment Food



Please contact us for a free and non-committal meeting to find out how we can help you strengthen your business in Russia.

RUSSIA

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DIBD Offices

- Moscow
- Shanghai
- Mumbai
- New York
- Sao Paulo
- Copenhagen

DIBD – MOSCOW OFFICE TRACK RECORD

- A large number of market studies, partner searches, business plans and reports on business environment
- Translation and compilation of marketing material
- Assistance in meeting potential partners



Experience with:

- construction
- cement
- steel
- power
- oil and gas
- wood processing
- food production
- automotive
- machinery building
- finishing materials
- ventilation
- fashion
- services
- retail
- publishing
- pipe production



DIBD – CONSULTANCY UNIT IN DI

DIBD is an independent consultancy unit in DI whose mission is to assist Danish companies internationally, especially on emerging markets in Asia, Eastern Europe, Africa, and Latin America, and also in USA.

Since 1996, DIBD has assisted more than 250 DI member companies in establishing abroad, and every year services are provided to about 1,000 members. DIBD's clients are both small and large companies from a number of different branches.

Whether your company has little or no international activities, you need a detailed strategy and careful preparation for developing and expanding your business in new markets. Through comprehensive experience, DIBD provides significant value in securing international growth for your company.

Below are some of the services we offer your company, if you are considering international expansion:

- Business plans and feasibility studies
- Channel management – efficient management of agents and distributors
- Comparative market analyses
- Finance
- Implementation
- International strategy seminar
- Market analyses
- Partner search and selection
- Strategic CSR
- Training programmes

DI – DENMARK'S LARGEST BUSINESS ASSOCIATION

DI is Denmark's largest business association with 11,000 member companies. It is the main lobbying organisation for Danish business on national and international issues.

DI works to create the best possible conditions for members, and its overall efforts are centred on policy advocacy, business services, and labour market affairs.

RUSSIA

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