



# Bashkortostan

25<sup>th</sup>-28<sup>th</sup> September

**Trade Council Russia** is happy to invite you to join our Danish agro and food business delegation to **Bashkortostan** from 25<sup>th</sup> to 28<sup>th</sup> September 2018.

Bashkortostan is located between the Urals and the Volga and is one of the richest areas in Russia. It is also one of Russia's leading agricultural regions and has:

- The largest number of beef cattle
- The largest milk production
- The third largest potato production
- The fifth largest poultry production
- A very considerable grain, plant oil and sugar production

Danish genetics already plays a very important role in Bashkortostan's pig production and the republic has expressed explicit interest in leveraging on that positive experience and bring in more Danish genetics (including cattle/dairy), know-how, equipment and technology to support the republic's ambitious investment plans.

By signing up you are invited to participate in:

- An opening briefing on Bashkortostan and the food and agricultural sector
- Visits to production sites of some of the most promising agro holding including meetings with management and relevant specialists
- A B2B seminar with participation from local food and agricultural companies
- A reception with high-level attendance

The price of participation DKK 9,550 corresponding to 10 consultancy hours of DKK 955 per hour. Expenses for flights, accommodation and catering are not included.

Please indicate at **August 8** at the latest whether this has your interest. Based on the expressed interest we will compose a detailed and targeted program. After some time for final consideration, registration will be binding.

Please do not hesitate to contact us for more information:

**Minister Counsellor for Food, Agriculture and Fisheries**

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## Statements on Danish Agro Business Delegation to Voronezh in May 2018

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**Andrei Bountovski, CCO (CIS Countries)**



*“The Embassy has direct contact to decision makers, which is very important for doing business in Russia. The trip was very well organized, and we got good personal contact to the customers”.*

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**Dmitry Kerimov, General Manager**



*“The trip was truly well organized, and my impression is very positive. Besides strengthening relations to existing customers, we are actively developing relations to a new customer, which we met there. I can surely recommend travelling with the Embassy.”*

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**Iryna Vasylevych, Area Manager**



*“Travelling with the Danish Embassy makes it much easier to get in contact with decision makers – both in relation to meeting new customers and in relation to strengthening ties to existing customers. The trip was professional, well-organized, flexible and successful.”*

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**Christian Haldrup, Manager (International AgroAdvice)**



*“We had a good and rewarding trip, where we met the right people and, thus, were able to establish the right contacts. It is possible to build on these contacts and to achieve sales afterwards. This is a good way to meet new customers and I recommend more companies to attend.”*

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**Artem Bobrovich, Sales Manager**



*“Travelling with the Embassy provides a higher status to the meetings, which means that the right decision makers are attending. This, in my opinion, is the best way to conduct business. The direct contact to decision makers has already resulted in concrete offers, which we hope will turn into orders.”*