



# Exploring the Russian market

Business mission to Irkutsk



CleantechAlps is an initiative of the Cantons of Bern, Fribourg, Vaud, Valais, Neuchâtel, Geneva and Jura. Supported by the SECO under the New Regional Policy (NPR).



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs,  
Education and Research EAER  
State Secretariat for Economic Affairs SECO

CleantechAlps  
c/o CimArk  
Rte du Rawyl 47  
CH-1950 Sion, Suisse  
Tel : +41 27 606 88 60  
[www.cleantech-alps.com](http://www.cleantech-alps.com)



## Business Development in Clean Technologies 2018

### Mission objectives:

- Assessing water pollution issues in the Lake Baikal region
- Establish contact with policymakers and authorities in the region
- Technical consultations with the pre-selected Russian companies and organisations in the Irkutsk region of Russia
- Present your product, know-how and expertise in the fields of water, waste, renewable energies and energy efficiency

**Dates:** 17 - 22 September 2018 (5 working days)

**Itinerary:** Geneva – Moscow – Irkutsk - Lake Baikal – Moscow - Geneva

### Anticipated results:

- Better understanding of requirements for entry into the Russian cleantech and high-tech markets
- Organised visits of, and consultations with, the pre-selected Russian companies
- Clarified interest and requirements for collaboration from the pre-selected Russian companies and institutions
- Decisions made regarding business opportunities identified during this mission
- Learn about competitors and their products, services and business models (local and foreign) on the Russian market

### Program of the mission:

- This program is a draft (August 2<sup>nd</sup> 2018) and can be subject to modification
- 2 options are available:
  - First option: program presented below
  - Second option: program presented below + organisation of a morning session with business community and Government officials in Moscow



### DAY 1: Monday, 17 September 2018

- 10:15 Departure from Geneva (UTC+2)  
Flight LX 1336 operated by SWISS
- 14:50 Arrival in Moscow (Domodedovo) (UTC+3)  
Travel time: 3h 35m
- 19:45 Departure from Moscow (Domodedovo) to Irkutsk (UTC+8)  
(Connection time: 5h 25m)

### DAY 2: Tuesday, 18 September 2018

- 06:15 Arrival to Irkutsk  
Travel time: 5h 30m
- 07:00 Transfer to the Hotel
- 11:00 Meeting with the Ministry of economic development of Irkutsk region  
(<http://irkobl.ru/sites/economy/>)
- 12:30 Lunch
- 14:00 Meetings in the Office of the Governor of Irkutsk region
- 15:00 Meeting with the Investment Development Agency of Irkutsk region  
(<http://www.invest.irkobl.ru/>)
- 16:00 Sightseeing of Irkutsk and Lake Baikal
- 19:30 Dinner

### DAY 3: Wednesday, 19 September 2018

- 10:00 – 18:00 Meetings of pre-selected companies in Irkutsk

*Meetings to be arranged based on information regarding Cleantech companies visiting  
Irkutsk*

- 19:30 Dinner

#### DAY 4: Thursday, 20 September 2018

08:00-09:15 Business breakfast with the Governor of Irkutsk region (by invitation only)

10:00-12:30 Meetings with pre-selected companies in Irkutsk

12:30-14:00 Lunch

14:00 – 18:00

- Participation in the meeting on “*Investment and business co-operation with the lake regions of Eurasia*”.
- Presentations of the CleantechAlps and Swiss companies” – 10 minutes.

19:00-21:00 Charity basketball game

21:00-22:30 Dinner on behalf of the Irkutsk region Administration (by invitation)

#### DAY 5: Friday, 21 September 2018

10:00-12:30 Meetings with pre-selected companies in Irkutsk

12:30-14:00 Lunch

14:00-16:30 Meetings with pre-selected companies in Irkutsk

17:00 Reception on behalf of the Governor of Irkutsk Region

#### DAY 6: Saturday, 22 September 2018

07:45 Departure from Irkutsk

09:05 Arrival in Moscow (Domodedovo)

17:30 Departure from Moscow (Domodedovo) to Zurich

Flight LX 1327 operated by SWISS.

20:00 Arrival to Zurich

Connection time: 45m

20:45 Departure from Zurich to Geneva

Flight LX 2816 operated by SWISS

21:35 Arrival to Geneva

Total travel time: 5h 05m



Offering:

- Package offered, according to the chosen option (based on a participation of 10 people):
  - First option (program presented above): CHF 1'200.-
  - Second option (program presented above + organisation of a morning session with business community and Government officials in Moscow): CHF 1'700.-
  
- Included in the package: hotel with breakfast, lunch, dinner, transport (mini bus), access to the Baikal International Ecological Water Forum (20-21 September <http://baikal-forum.com/en//index.html> ) and interpreters (English-Russian-English).
  
- Not included: flights