

## Press release

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# RUSSIAN EXPORT CENTER AND GEFCO GROUP SIGNED A COOPERATION AGREEMENT TO PROVIDE EXPORTING COMPANIES WITH A GLOBAL LOGISTICS SUPPORT

St. Petersburg, Russia, 17<sup>th</sup> June 2016 – GEFCO, a member of RZD Russian Railways and the company “Russian Export Center” have signed a cooperation agreement to provide Russian and international exporting companies with global logistics solutions. This strategic partnership aims at enhancing Russian export capacities, starting from the automotive field to other strategic manufacturing sectors.

An official ceremony for the cooperation agreement signing between the **Joint Stock Company “Russian Export Center”, represented by its General Director, Peter Fradkov**, and the **GEFCO group, represented by its the Chairman of the Management Board, Luc Nadal** was held today within the St. Petersburg International Economic Forum.

### Combining complementary expertise

With this agreement Russian Export Center and GEFCO commit themselves to a three-year cooperation to support Russian and Russia-based exporters from the manufacturing sectors. The two parties will use the potential and expertise of each other to implement practical measures in order to support exporters and facilitate long-term access to foreign markets.

As a state export support institution, established as a part of Vnesheconombank with the support of the Government of the Russian Federation, Russian Export Center will provide Russian exporters with legal, financing and business development advice.

As a global logistics integrator with a 65-year expertise in managing complex supply chains, GEFCO will bring door-to-door logistics and transport solutions and an access to its global network. Due to the support of Russian Railways, its main shareholder,



and its presence on the Russian market since 2003, GEFCO will make the logistics bridge for exporting companies.

More precisely, the know-how of Russian Export Center and GEFCO will provide their customers and partners with following benefits:

- knowledge of key markets (with preliminary study, up to the final implementation of logistics scheme)
- access to a global network of agents and carriers in more than 150 countries
- door-to-door solutions, including Customs and Tax clearance services, with high-level and homogeneous standards of operational services
- financing capabilities

### **Enhancing Russian export capabilities**

Thanks to the cooperation agreement and the informational support of REC, GEFCO will have the opportunity to leverage its awareness in Russia and will supply its expertise on general procedures of export logistics operations.

GEFCO will accompany the Russian export companies for building up their export strategic plan and market penetration.

*“I am really happy to sign this cooperation between GEFCO and Russian Export Center. As the head of a global logistics provider, I know how strategic logistics and transport are strategic for companies looking for international growth. I personally see this agreement as a strategic partnership that can significantly help Russian companies to face worldwide competition and get sustainable positions in the global economy,” – said Luc Nadal.*

Petr Fradkov, who is acting as a General Director of REC since its founding, commented the dealing: *“GEFCO is an acknowledged global expert in the sphere of logistics with a great history and impeccable reputation. The company has been working in Russia for more than 10 years, having a wide representative office system in the country. That is why we are happy to start our cooperative work as part of the signed agreement. This will allow us not just to share our experience in export development and exporters support, but also to implement large-scale projects, arrange industry conferences, exchange information and experience in logistics and tax procedures, budgeting, supply optimization and a wide range of other processes. I am sure that cooperation between Russian export center and GEFCO Group will be mutually beneficial and successful”.*

## **RUSSIAN EXPORT CENTER**

A state export support institution, which was established with the support of the government of Russian Federation. The center appears to be a “single window” for the work with exporters in the sphere of financial and non-financial measures of support, including cooperation with field-oriented government departments and ministries. Export Insurance Agency of Russia (EXIAR) and Rosexim Bank were



integrated in a group of Russian export center in order to form a conception of a “single window”. As part of its work Russian export center provides manufactures of non-energy goods with a wide range of services throughout the whole export period, interacts with field-oriented government authorities, prepares proposal on business operation improvement in a part of export and international business, frequently interacts with the members of business and expert society, contributes in overcoming barriers and removing system restrictions.

For full information visit a site of Russian export center:

<http://exportcenter.ru>

## GEFCO GROUP

GEFCO offers to design and implement logistics schemes alongside manufacturers, a source of added-value that strengthens their competitiveness. The performance GEFCO delivers to its customers is based on the expertise acquired over the last 65 years, particularly in the automotive industry, one of the most complex and demanding sectors. Present in 150 countries, GEFCO is one of the top 10 European Groups. It achieved a turnover of € 4.2 billion in 2015 and employs 12,000 employees. With over 350 business locations worldwide, GEFCO is developing its activities in Southeast Asia, Central and Eastern Europe, in the Balkans, East Asia and South America. Website: [www.gefco.net](http://www.gefco.net). Twitter account: @GEFCO\_Group

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